

**REGION SOUTH**  
**TABLE 43**  
**SELLING CONDITIONS FOR HOUSES**  
**(Three Month Moving Averages)**

The question was: "Generally speaking, do you think now is a good time or a bad time to sell a house?"

<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
January 1993	32	4	64	100	68	500
February 1993	34	4	62	100	72	511
March 1993	39	4	57	100	83	508
April 1993	44	6	50	100	94	505
May 1993	42	8	50	100	93	500
June 1993	41	7	52	100	89	512
July 1993	39	6	54	100	85	515
August 1993	42	5	53	100	89	522
September 1993	42	6	52	100	90	517
October 1993	45	5	51	100	94	506
November 1993	46	5	49	100	98	505
December 1993	49	5	46	100	103	514
January 1994	50	7	43	100	107	522
February 1994	49	7	43	100	106	517
March 1994	53	8	40	100	113	517
April 1994	55	6	39	100	117	519
May 1994	58	5	37	100	120	518
June 1994	59	4	38	100	121	514
July 1994	56	6	38	100	118	514
August 1994	54	9	37	100	116	510
September 1994	49	10	41	100	108	515
October 1994	51	8	41	100	111	515
November 1994	49	6	45	100	104	517
December 1994	48	6	46	100	102	519
January 1995	48	7	45	100	103	519
February 1995	50	7	43	100	107	521
March 1995	51	6	42	100	109	519
April 1995	49	6	45	100	104	510
May 1995	53	5	42	100	112	502
June 1995	56	6	38	100	117	508
July 1995	59	5	36	100	123	510
August 1995	57	6	37	100	121	511
September 1995	57	4	39	100	118	492
October 1995	51	5	44	100	108	498
November 1995	49	6	45	100	104	488
December 1995	48	7	45	100	103	495
January 1996	47	8	46	100	101	492
February 1996	47	9	44	100	103	528
March 1996	48	7	44	100	104	530
April 1996	54	7	40	100	114	536
May 1996	55	6	39	100	116	507
June 1996	56	7	36	100	120	515
July 1996	56	7	37	100	118	501
August 1996	57	4	38	100	119	519
September 1996	53	5	42	100	112	501
October 1996	52	6	42	100	111	507
November 1996	51	7	42	100	109	492
December 1996	52	5	42	100	110	496
January 1997	54	6	40	100	114	501
February 1997	55	6	39	100	117	506
March 1997	55	8	37	100	118	505
April 1997	57	7	35	100	122	495
May 1997	60	6	34	100	127	496

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**SELLING CONDITIONS FOR HOUSES**  
**(Three Month Moving Averages)**

<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
June 1997	64	7	29	100	135	496
July 1997	65	8	27	100	137	506
August 1997	62	11	27	100	134	525
September 1997	62	11	27	100	135	528
October 1997	59	11	29	100	130	520
November 1997	57	10	33	100	124	488
December 1997	53	10	36	100	117	505
January 1998	54	10	36	100	118	513
February 1998	58	12	30	100	128	551
March 1998	62	12	26	100	137	558
April 1998	65	11	24	100	141	566
May 1998	65	12	23	100	142	539
June 1998	67	12	22	100	145	526
July 1998	65	13	22	100	144	517
August 1998	67	12	21	100	146	531
September 1998	65	12	23	100	142	526
October 1998	66	11	23	100	143	542
November 1998	65	10	25	100	141	538
December 1998	66	8	26	100	140	542
January 1999	64	9	28	100	136	521
February 1999	68	8	24	100	144	527
March 1999	72	8	20	100	152	528
April 1999	72	9	19	100	153	531
May 1999	69	10	21	100	148	518
June 1999	68	10	22	100	145	517
July 1999	70	9	21	100	149	518
August 1999	73	7	20	100	152	523
September 1999	71	8	21	100	150	534
October 1999	68	6	26	100	143	527
November 1999	59	9	31	100	128	525
December 1999	55	10	35	100	120	515
January 2000	57	12	31	100	126	531
February 2000	62	11	27	100	134	547
March 2000	67	11	22	100	145	553
April 2000	69	10	21	100	147	550
May 2000	69	9	22	100	147	530
June 2000	70	8	22	100	148	525
July 2000	71	9	19	100	152	519
August 2000	71	10	19	100	152	535
September 2000	67	9	24	100	143	517
October 2000	62	8	30	100	132	503
November 2000	62	8	30	100	132	496
December 2000	60	9	30	100	130	522
January 2001	60	9	31	100	129	529
February 2001	57	9	34	100	124	536
March 2001	61	7	32	100	129	518
April 2001	62	6	32	100	130	537
May 2001	66	7	27	100	139	530
June 2001	63	10	27	100	136	535
July 2001	63	11	26	100	137	526
August 2001	60	11	29	100	131	520
September 2001	59	12	29	100	130	533
October 2001	54	12	34	100	120	544
November 2001	48	10	42	100	106	559
December 2001	48	8	44	100	103	525

**REGION SOUTH**  
**TABLE 43**  
**SELLING CONDITIONS FOR HOUSES**  
**(Three Month Moving Averages)**

<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
January 2002	47	7	46	100	100	505
February 2002	47	7	46	100	101	500
March 2002	48	7	45	100	103	522
April 2002	52	9	39	100	112	544
May 2002	57	9	34	100	123	550
June 2002	57	10	33	100	124	548
July 2002	57	9	34	100	124	545
August 2002	53	11	36	100	117	533
September 2002	51	11	38	100	113	543
October 2002	48	14	39	100	109	554
November 2002	51	13	36	100	115	572
December 2002	53	12	34	100	119	560
January 2003	56	10	35	100	121	537
February 2003	56	8	36	100	120	510
March 2003	53	7	40	100	112	520
April 2003	51	7	42	100	109	532
May 2003	50	8	42	100	108	553
June 2003	55	6	39	100	116	538
July 2003	58	7	35	100	123	527
August 2003	59	6	35	100	125	494
September 2003	59	7	34	100	125	521
October 2003	59	7	34	100	126	521
November 2003	61	7	32	100	129	534
December 2003	62	8	31	100	131	526
January 2004	63	7	30	100	133	540
February 2004	62	8	30	100	132	538
March 2004	65	6	29	100	137	542
April 2004	65	5	29	100	136	532
May 2004	68	3	29	100	139	542
June 2004	68	4	28	100	141	537
July 2004	70	4	26	100	144	545
August 2004	70	5	25	100	145	543
September 2004	68	6	26	100	143	533
October 2004	66	6	28	100	138	537
November 2004	65	8	27	100	138	543
December 2004	63	7	30	100	133	534
January 2005	66	6	28	100	138	525
February 2005	69	6	25	100	144	523
March 2005	69	7	23	100	146	516
April 2005	69	9	21	100	148	497
May 2005	70	8	22	100	148	498
June 2005	72	6	22	100	151	522
July 2005	73	4	23	100	149	541
August 2005	71	4	25	100	146	548
September 2005	71	4	24	100	147	540
October 2005	71	5	23	100	148	541
November 2005	71	5	24	100	148	540
December 2005	69	4	27	100	142	542
January 2006	67	3	30	100	137	545
February 2006	66	4	30	100	136	532
March 2006	68	5	27	100	141	516
April 2006	68	6	27	100	141	500
May 2006	64	4	32	100	132	505
June 2006	61	3	35	100	126	516

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**(Three Month Moving Averages)**

<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
July 2006	57	5	38	100	118	518
August 2006	52	7	41	100	111	520
September 2006	47	7	45	100	102	525
October 2006	46	4	50	100	96	520
November 2006	42	4	54	100	88	516
December 2006	39	4	57	100	82	524
January 2007	34	6	60	100	74	522
February 2007	36	5	59	100	78	531
March 2007	36	4	59	100	77	523
April 2007	37	3	61	100	76	519
May 2007	34	4	62	100	72	515
June 2007	35	4	60	100	75	504
July 2007	35	4	61	100	74	538
August 2007	34	4	62	100	72	539
September 2007	29	3	68	100	61	549
October 2007	25	3	72	100	53	517
November 2007	20	2	78	100	41	512
December 2007	15	2	83	100	32	512
January 2008	12	2	86	100	26	549
February 2008	11	3	86	100	25	543
March 2008	11	2	87	100	23	542
April 2008	10	2	88	100	22	511
May 2008	8	2	90	100	18	526
June 2008	8	2	90	100	18	524
July 2008	8	1	92	100	16	531
August 2008	8	2	90	100	17	516
September 2008	7	2	91	100	16	505
October 2008	7	3	90	100	18	509
November 2008	7	2	91	100	16	510
December 2008	7	1	92	100	15	524
January 2009	4	0	95	100	9	524
February 2009	4	1	95	100	8	522
March 2009	3	2	95	100	8	510
April 2009	5	3	92	100	13	513
May 2009	6	2	92	100	15	513
June 2009	8	1	91	100	18	525
July 2009	9	2	90	100	19	507
August 2009	8	2	90	100	18	517
September 2009	8	3	89	100	19	504
October 2009	9	1	90	100	19	503
November 2009	9	1	91	100	18	511
December 2009	7	1	92	100	15	515
January 2010	7	1	92	100	15	526
February 2010	8	1	91	100	17	509
March 2010	9	2	90	100	19	510
April 2010	8	2	90	100	18	500
May 2010	8	3	89	100	19	508
June 2010	8	2	89	100	19	499
July 2010	11	2	87	100	24	504
August 2010	11	2	87	100	24	504
September 2010	11	2	88	100	23	496
October 2010	7	1	92	100	15	497
November 2010	7	1	92	100	15	478
December 2010	7	2	91	100	15	496

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**(Three Month Moving Averages)**

<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
January 2011	8	2	90	100	19	494
February 2011	8	2	90	100	18	495
March 2011	8	2	90	100	17	483
April 2011	8	2	90	100	17	482
May 2011	7	2	91	100	17	493
June 2011	8	2	90	100	17	498
July 2011	8	2	90	100	17	509
August 2011	8	2	90	100	18	489
September 2011	9	1	90	100	18	488
October 2011	9	1	90	100	18	473
November 2011	9	1	90	100	19	486
December 2011	9	1	90	100	20	482
January 2012	11	0	89	100	22	495
February 2012	11	1	87	100	24	487
March 2012	10	2	88	100	21	488
April 2012	9	3	88	100	20	477
May 2012	9	3	88	100	21	501
June 2012	12	2	86	100	26	496
July 2012	13	2	85	100	28	513
August 2012	14	2	84	100	29	506
September 2012	15	3	82	100	33	521
October 2012	18	2	80	100	37	520
November 2012	19	3	79	100	40	523
December 2012	17	3	80	100	37	518
January 2013	19	3	79	100	40	500
February 2013	21	3	76	100	45	486
March 2013	25	3	72	100	53	500
April 2013	28	3	69	100	59	521
May 2013	27	4	69	100	59	525
June 2013	33	4	63	100	70	509
July 2013	33	5	62	100	71	499
August 2013	38	5	57	100	81	503
September 2013	36	4	60	100	76	501
October 2013	38	5	58	100	80	516
November 2013	36	4	60	100	76	511
December 2013	37	5	58	100	79	511
January 2014	37	4	59	100	78	511
February 2014	40	4	56	100	83	527
March 2014	38	4	58	100	80	540
April 2014	38	4	58	100	81	520
May 2014	36	4	60	100	76	496
June 2014	42	5	53	100	90	490
July 2014	41	5	53	100	88	515
August 2014	45	6	49	100	95	527
September 2014	43	5	51	100	92	535
October 2014	44	5	51	100	93	538
November 2014	45	4	51	100	95	538
December 2014	43	4	52	100	91	548
January 2015	45	4	51	100	95	544
February 2015	48	4	48	100	100	560
March 2015	51	2	47	100	104	564
April 2015	55	2	43	100	112	562
May 2015	55	3	42	100	112	556
June 2015	56	5	39	100	118	542
July 2015	54	5	41	100	112	552

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**(Three Month Moving Averages)**

<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
August 2015	54	4	42	100	112	573
September 2015	54	4	42	100	113	585
October 2015	55	4	41	100	114	572
November 2015	55	4	41	100	115	561
December 2015	55	2	43	100	112	545
January 2016	56	3	41	100	115	562
February 2016	56	3	41	100	116	549
March 2016	58	3	39	100	118	562
April 2016	56	2	42	100	115	529
May 2016	58	2	40	100	117	538
June 2016	58	3	39	100	118	542
July 2016	59	3	38	100	121	596
August 2016	62	3	35	100	126	631
September 2016	60	3	37	100	123	646
October 2016	59	4	37	100	122	629
November 2016	55	4	40	100	115	618
December 2016	57	4	39	100	118	638
January 2017	60	4	37	100	123	676
February 2017	61	3	36	100	124	686
March 2017	64	3	33	100	131	677
April 2017	65	4	30	100	135	659
May 2017	68	5	28	100	140	659
June 2017	67	5	28	100	140	651
July 2017	68	4	28	100	140	604
August 2017	69	3	28	100	142	597
September 2017	69	3	28	100	141	595
October 2017	68	3	29	100	139	636
November 2017	66	4	29	100	137	645
December 2017	68	3	29	100	139	659
January 2018	67	4	30	100	137	663
February 2018	68	3	29	100	140	663
March 2018	69	4	28	100	141	656
April 2018	72	3	25	100	147	640
May 2018	72	4	25	100	147	643
June 2018	72	4	24	100	148	667
July 2018	73	3	24	100	150	684
August 2018	74	3	23	100	151	682
September 2018	70	4	25	100	145	660
October 2018	69	6	25	100	143	669
November 2018	68	5	27	100	141	668
December 2018	69	4	27	100	142	670
January 2019	68	3	29	100	139	670
February 2019	67	3	29	100	138	687
March 2019	66	4	30	100	136	671
April 2019	68	5	27	100	141	663
May 2019	72	5	24	100	148	648
June 2019	76	4	20	100	156	674
July 2019	77	3	21	100	156	663
August 2019	77	3	20	100	157	644
September 2019	76	5	19	100	157	654
October 2019	76	5	19	100	157	693
November 2019	73	5	22	100	151	706
December 2019	73	3	24	100	149	704
January 2020	72	3	25	100	147	690

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**(Three Month Moving Averages)**

<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
February 2020	71	3	26	100	146	677
March 2020	68	3	28	100	140	701
April 2020	54	3	43	100	111	692
May 2020	41	3	56	100	85	723
June 2020	33	2	65	100	68	701
July 2020	36	3	60	100	76	701
August 2020	44	4	52	100	91	693
September 2020	48	4	48	100	101	688
October 2020	54	3	43	100	111	663
November 2020	57	4	40	100	117	649
December 2020	58	3	39	100	119	633
January 2021	59	4	38	100	121	624
February 2021	60	2	38	100	122	618
March 2021	64	2	34	100	130	629
April 2021	67	2	31	100	136	637
May 2021	72	2	26	100	146	634
June 2021	75	1	24	100	151	616
July 2021	78	2	21	100	157	631
August 2021	79	2	19	100	160	647
September 2021	79	2	19	100	160	650
October 2021	79	2	20	100	159	652
November 2021	78	2	20	100	158	649
December 2021	78	2	20	100	159	666
January 2022	78	2	20	100	158	650
February 2022	78	2	19	100	159	659
March 2022	79	3	18	100	161	641
April 2022	78	3	19	100	159	650
May 2022	78	3	19	100	158	639
June 2022	78	3	20	100	158	668
July 2022	75	4	21	100	154	671
August 2022	71	3	26	100	146	693
September 2022	67	3	29	100	138	676
October 2022	65	3	32	100	133	665
November 2022	61	2	37	100	124	657
December 2022	55	3	42	100	113	677
January 2023	52	2	45	100	107	685
February 2023	51	3	46	100	105	687
March 2023	54	2	44	100	110	666
April 2023	56	3	41	100	115	668
May 2023	58	3	39	100	119	652
June 2023	58	3	38	100	120	647
July 2023	56	3	41	100	115	653
August 2023	58	3	39	100	119	668
September 2023	60	4	36	100	123	676