

# REGION WEST

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TABLE 44

## SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES (Three Month Moving Averages)

Response to the query: "Why do you say so?" following the question on Table 43.

May add to more than 100% due to multiple mentions.

|                       |      | GOOD TIME TO SELL |           |            |                     |                   |              | BAD TIME TO SELL |                     |               |               |              |
|-----------------------|------|-------------------|-----------|------------|---------------------|-------------------|--------------|------------------|---------------------|---------------|---------------|--------------|
|                       |      | Prices High       | Prices    | Interest   | Sell in             | Times             |              | Interest         | Can't               |               |               |              |
|                       |      | Good Sales        | Won't Go  | Rate       | Advance             | Good              | Make         | Prices           | Rates High;         | Afford        | Uncertain     | Lose         |
| <u>Date of Survey</u> |      | <u>Available</u>  | <u>Up</u> | <u>Low</u> | <u>Rising Rates</u> | <u>Prosperity</u> | <u>Money</u> | <u>Low</u>       | <u>Credit Tight</u> | <u>To Buy</u> | <u>Future</u> | <u>Money</u> |
| January               | 1993 | 19                | 2         | 12         | 1                   | 5                 | 2            | 44               | 4                   | 15            | 5             | 18           |
| February              | 1993 | 14                | 2         | 13         | 1                   | 6                 | 2            | 44               | 5                   | 19            | 5             | 20           |
| March                 | 1993 | 12                | 3         | 14         | 1                   | 11                | 2            | 45               | 5                   | 19            | 5             | 18           |
| April                 | 1993 | 10                | 4         | 18         | 0                   | 15                | 2            | 45               | 5                   | 16            | 5             | 16           |
| May                   | 1993 | 15                | 5         | 18         | 0                   | 15                | 3            | 41               | 4                   | 13            | 3             | 16           |
| June                  | 1993 | 15                | 3         | 16         | 0                   | 11                | 4            | 43               | 6                   | 14            | 5             | 16           |
| July                  | 1993 | 14                | 2         | 14         | 0                   | 12                | 4            | 44               | 7                   | 13            | 5             | 17           |
| August                | 1993 | 10                | 3         | 18         | 0                   | 14                | 3            | 47               | 7                   | 14            | 7             | 15           |
| September             | 1993 | 10                | 3         | 20         | 0                   | 15                | 2            | 43               | 7                   | 15            | 6             | 18           |
| October               | 1993 | 12                | 2         | 21         | 0                   | 14                | 2            | 42               | 8                   | 16            | 5             | 18           |
| November              | 1993 | 12                | 2         | 20         | 1                   | 17                | 3            | 41               | 7                   | 18            | 4             | 21           |
| December              | 1993 | 11                | 1         | 21         | 1                   | 18                | 4            | 42               | 5                   | 15            | 3             | 20           |
|                       |      |                   |           |            |                     |                   |              |                  |                     |               |               |              |
| January               | 1994 | 11                | 1         | 21         | 1                   | 19                | 3            | 41               | 5                   | 15            | 3             | 18           |
| February              | 1994 | 11                | 1         | 21         | 1                   | 17                | 3            | 44               | 6                   | 12            | 3             | 15           |
| March                 | 1994 | 13                | 2         | 19         | 2                   | 19                | 2            | 40               | 7                   | 13            | 3             | 15           |
| April                 | 1994 | 12                | 3         | 19         | 3                   | 20                | 3            | 35               | 5                   | 13            | 2             | 15           |
| May                   | 1994 | 14                | 2         | 20         | 3                   | 20                | 3            | 29               | 6                   | 15            | 3             | 12           |
| June                  | 1994 | 15                | 2         | 18         | 2                   | 20                | 5            | 28               | 6                   | 16            | 2             | 11           |
| July                  | 1994 | 18                | 2         | 18         | 3                   | 19                | 5            | 29               | 6                   | 13            | 3             | 10           |
| August                | 1994 | 18                | 3         | 13         | 3                   | 17                | 4            | 35               | 7                   | 10            | 3             | 12           |
| September             | 1994 | 15                | 3         | 11         | 6                   | 18                | 3            | 36               | 7                   | 9             | 4             | 10           |
| October               | 1994 | 11                | 3         | 11         | 5                   | 15                | 2            | 40               | 8                   | 11            | 3             | 11           |
| November              | 1994 | 12                | 3         | 12         | 7                   | 16                | 3            | 32               | 6                   | 13            | 3             | 11           |
| December              | 1994 | 15                | 3         | 13         | 5                   | 13                | 2            | 36               | 6                   | 15            | 4             | 11           |
|                       |      |                   |           |            |                     |                   |              |                  |                     |               |               |              |
| January               | 1995 | 17                | 2         | 9          | 5                   | 13                | 5            | 32               | 8                   | 16            | 5             | 12           |
| February              | 1995 | 15                | 3         | 9          | 5                   | 16                | 5            | 32               | 8                   | 14            | 4             | 12           |
| March                 | 1995 | 14                | 2         | 8          | 6                   | 15                | 6            | 28               | 11                  | 12            | 3             | 12           |
| April                 | 1995 | 13                | 2         | 9          | 4                   | 15                | 5            | 32               | 11                  | 11            | 3             | 11           |
| May                   | 1995 | 12                | 1         | 9          | 2                   | 10                | 4            | 35               | 13                  | 13            | 3             | 14           |
| June                  | 1995 | 13                | 2         | 10         | 2                   | 13                | 4            | 34               | 9                   | 14            | 3             | 17           |
| July                  | 1995 | 14                | 3         | 13         | 2                   | 16                | 3            | 33               | 7                   | 13            | 2             | 18           |
| August                | 1995 | 17                | 3         | 15         | 3                   | 19                | 3            | 36               | 3                   | 13            | 2             | 18           |
| September             | 1995 | 16                | 3         | 14         | 2                   | 18                | 2            | 40               | 5                   | 13            | 2             | 17           |
| October               | 1995 | 17                | 3         | 14         | 2                   | 16                | 2            | 35               | 4                   | 12            | 1             | 17           |
| November              | 1995 | 15                | 4         | 13         | 1                   | 14                | 3            | 34               | 4                   | 12            | 3             | 14           |
| December              | 1995 | 15                | 3         | 15         | 0                   | 15                | 3            | 34               | 3                   | 13            | 3             | 12           |
|                       |      |                   |           |            |                     |                   |              |                  |                     |               |               |              |
| January               | 1996 | 13                | 2         | 13         | 0                   | 13                | 4            | 39               | 3                   | 13            | 3             | 11           |
| February              | 1996 | 14                | 1         | 14         | 0                   | 14                | 2            | 36               | 4                   | 11            | 2             | 14           |
| March                 | 1996 | 13                | 2         | 14         | 1                   | 13                | 3            | 32               | 6                   | 12            | 2             | 16           |
| April                 | 1996 | 15                | 1         | 15         | 1                   | 15                | 4            | 30               | 6                   | 12            | 1             | 15           |
| May                   | 1996 | 14                | 2         | 14         | 1                   | 15                | 6            | 32               | 7                   | 12            | 1             | 12           |
| June                  | 1996 | 16                | 2         | 13         | 0                   | 16                | 5            | 32               | 6                   | 10            | 1             | 15           |
| July                  | 1996 | 16                | 2         | 12         | 1                   | 16                | 4            | 34               | 6                   | 9             | 1             | 15           |
| August                | 1996 | 16                | 1         | 11         | 1                   | 17                | 3            | 31               | 8                   | 9             | 1             | 16           |
| September             | 1996 | 16                | 1         | 10         | 2                   | 15                | 4            | 31               | 8                   | 10            | 1             | 10           |
| October               | 1996 | 17                | 1         | 9          | 2                   | 13                | 3            | 30               | 8                   | 10            | 1             | 11           |
| November              | 1996 | 17                | 2         | 10         | 2                   | 13                | 4            | 31               | 8                   | 8             | 1             | 13           |

**REGION WEST**  
**TABLE 44**  
**SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES**  
**(Three Month Moving Averages)**

| Date of Survey |      | GOOD TIME TO SELL |          |          |              |            |       | BAD TIME TO SELL |              |        |           |       |
|----------------|------|-------------------|----------|----------|--------------|------------|-------|------------------|--------------|--------|-----------|-------|
|                |      | Prices High       | Prices   | Interest | Sell in      | Times      | Make  | Interest         |              | Can't  | Uncertain | Lose  |
|                |      | Good Sales        | Won't Go | Rate     | Advance      | Good       |       | Prices           | Rates High;  | Afford |           |       |
|                |      | Available         | Up       | Low      | Rising Rates | Prosperity | Money | Low              | Credit Tight | To Buy | Future    | Money |
| December       | 1996 | 17                | 1        | 10       | 1            | 14         | 3     | 29               | 5            | 8      | 1         | 14    |
| January        | 1997 | 15                | 2        | 10       | 1            | 14         | 5     | 29               | 4            | 8      | 2         | 14    |
| February       | 1997 | 15                | 2        | 9        | 1            | 14         | 4     | 30               | 4            | 12     | 3         | 11    |
| March          | 1997 | 14                | 2        | 10       | 1            | 16         | 5     | 31               | 4            | 13     | 2         | 10    |
| April          | 1997 | 15                | 1        | 10       | 1            | 20         | 5     | 33               | 3            | 11     | 2         | 7     |
| May            | 1997 | 16                | 2        | 10       | 1            | 21         | 7     | 31               | 2            | 9      | 1         | 6     |
| June           | 1997 | 15                | 1        | 9        | 1            | 21         | 6     | 31               | 4            | 9      | 1         | 5     |
| July           | 1997 | 15                | 1        | 8        | 1            | 21         | 6     | 27               | 3            | 8      | 0         | 4     |
| August         | 1997 | 13                | 0        | 10       | 1            | 24         | 4     | 29               | 3            | 5      | 0         | 4     |
| September      | 1997 | 15                | 1        | 11       | 2            | 23         | 4     | 26               | 2            | 3      | 1         | 5     |
| October        | 1997 | 17                | 1        | 11       | 1            | 23         | 5     | 23               | 2            | 3      | 1         | 5     |
| November       | 1997 | 19                | 1        | 9        | 1            | 21         | 5     | 17               | 1            | 4      | 1         | 5     |
| December       | 1997 | 18                | 1        | 8        | 1            | 19         | 3     | 19               | 1            | 4      | 1         | 5     |
| January        | 1998 | 14                | 1        | 12       | 0            | 16         | 2     | 18               | 3            | 5      | 1         | 4     |
| February       | 1998 | 14                | 1        | 15       | 1            | 14         | 2     | 22               | 3            | 4      | 0         | 4     |
| March          | 1998 | 14                | 1        | 19       | 0            | 16         | 4     | 17               | 5            | 5      | 0         | 4     |
| April          | 1998 | 15                | 1        | 16       | 1            | 16         | 4     | 16               | 4            | 4      | 0         | 4     |
| May            | 1998 | 16                | 1        | 16       | 1            | 16         | 4     | 12               | 4            | 4      | 1         | 4     |
| June           | 1998 | 16                | 0        | 17       | 1            | 18         | 3     | 13               | 3            | 3      | 1         | 5     |
| July           | 1998 | 22                | 0        | 21       | 1            | 18         | 2     | 11               | 3            | 3      | 1         | 4     |
| August         | 1998 | 23                | 0        | 23       | 0            | 22         | 2     | 11               | 2            | 4      | 0         | 4     |
| September      | 1998 | 23                | 0        | 20       | 0            | 21         | 2     | 10               | 2            | 3      | 0         | 4     |
| October        | 1998 | 20                | 2        | 20       | 0            | 23         | 1     | 14               | 1            | 5      | 0         | 4     |
| November       | 1998 | 23                | 3        | 18       | 0            | 18         | 3     | 14               | 2            | 3      | 1         | 4     |
| December       | 1998 | 22                | 3        | 18       | 0            | 17         | 3     | 14               | 3            | 4      | 1         | 4     |
| January        | 1999 | 20                | 2        | 18       | 0            | 14         | 4     | 13               | 4            | 3      | 1         | 4     |
| February       | 1999 | 17                | 1        | 22       | 0            | 16         | 3     | 14               | 4            | 4      | 2         | 3     |
| March          | 1999 | 18                | 1        | 22       | 0            | 20         | 4     | 14               | 3            | 4      | 2         | 3     |
| April          | 1999 | 19                | 1        | 20       | 0            | 22         | 5     | 16               | 2            | 4      | 1         | 2     |
| May            | 1999 | 22                | 2        | 18       | 0            | 23         | 7     | 13               | 1            | 2      | 1         | 3     |
| June           | 1999 | 21                | 2        | 19       | 0            | 21         | 8     | 15               | 2            | 1      | 0         | 2     |
| July           | 1999 | 25                | 2        | 20       | 1            | 20         | 5     | 12               | 2            | 1      | 1         | 2     |
| August         | 1999 | 25                | 1        | 17       | 1            | 19         | 4     | 15               | 4            | 1      | 1         | 1     |
| September      | 1999 | 31                | 1        | 17       | 1            | 16         | 4     | 10               | 6            | 2      | 1         | 1     |
| October        | 1999 | 30                | 1        | 16       | 1            | 17         | 5     | 9                | 6            | 2      | 1         | 2     |
| November       | 1999 | 27                | 1        | 18       | 1            | 18         | 6     | 7                | 4            | 4      | 0         | 1     |
| December       | 1999 | 21                | 1        | 13       | 1            | 23         | 6     | 10               | 3            | 3      | 0         | 2     |
| January        | 2000 | 20                | 0        | 11       | 1            | 24         | 7     | 9                | 2            | 3      | 0         | 2     |
| February       | 2000 | 23                | 1        | 8        | 2            | 24         | 8     | 8                | 4            | 2      | 0         | 2     |
| March          | 2000 | 25                | 1        | 9        | 2            | 23         | 6     | 7                | 4            | 3      | 0         | 0     |
| April          | 2000 | 26                | 1        | 9        | 2            | 22         | 6     | 10               | 5            | 4      | 0         | 1     |
| May            | 2000 | 30                | 0        | 11       | 3            | 22         | 6     | 9                | 5            | 5      | 1         | 1     |
| June           | 2000 | 30                | 2        | 10       | 3            | 20         | 6     | 8                | 7            | 4      | 1         | 1     |
| July           | 2000 | 32                | 1        | 9        | 3            | 17         | 6     | 7                | 8            | 4      | 1         | 1     |
| August         | 2000 | 31                | 1        | 7        | 1            | 16         | 7     | 9                | 8            | 3      | 0         | 1     |
| September      | 2000 | 32                | 1        | 8        | 1            | 17         | 5     | 11               | 6            | 4      | 0         | 1     |
| October        | 2000 | 32                | 2        | 8        | 1            | 18         | 5     | 10               | 5            | 6      | 0         | 1     |
| November       | 2000 | 32                | 2        | 9        | 3            | 17         | 4     | 8                | 3            | 7      | 0         | 1     |
| December       | 2000 | 28                | 2        | 7        | 3            | 15         | 4     | 9                | 4            | 9      | 0         | 1     |
| January        | 2001 | 26                | 1        | 8        | 3            | 14         | 5     | 9                | 5            | 7      | 0         | 1     |

**REGION WEST**  
**TABLE 44**  
**SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES**  
**(Three Month Moving Averages)**

| <u>Date of Survey</u> |      | <u>GOOD TIME TO SELL</u> |                 |                 |                     |                   |              | <u>BAD TIME TO SELL</u> |                     |               |                  |              |
|-----------------------|------|--------------------------|-----------------|-----------------|---------------------|-------------------|--------------|-------------------------|---------------------|---------------|------------------|--------------|
|                       |      | <u>Prices High</u>       | <u>Prices</u>   | <u>Interest</u> | <u>Sell in</u>      | <u>Times</u>      |              | <u>Interest</u>         | <u>Can't</u>        |               |                  |              |
|                       |      | <u>Good Sales</u>        | <u>Won't Go</u> | <u>Rate</u>     | <u>Advance</u>      | <u>Good</u>       | <u>Make</u>  | <u>Prices</u>           | <u>Rates High;</u>  | <u>Afford</u> | <u>Uncertain</u> | <u>Lose</u>  |
|                       |      | <u>Available</u>         | <u>Up</u>       | <u>Low</u>      | <u>Rising Rates</u> | <u>Prosperity</u> | <u>Money</u> | <u>Low</u>              | <u>Credit Tight</u> | <u>To Buy</u> | <u>Future</u>    | <u>Money</u> |
| February              | 2001 | 20                       | 2               | 12              | 1                   | 13                | 6            | 9                       | 7                   | 8             | 1                | 3            |
| March                 | 2001 | 21                       | 2               | 18              | 1                   | 12                | 7            | 8                       | 6                   | 8             | 3                | 3            |
| April                 | 2001 | 19                       | 2               | 21              | 0                   | 12                | 5            | 12                      | 7                   | 10            | 4                | 3            |
| May                   | 2001 | 20                       | 3               | 21              | 0                   | 9                 | 4            | 14                      | 7                   | 9             | 5                | 2            |
| June                  | 2001 | 22                       | 2               | 21              | 0                   | 7                 | 4            | 17                      | 7                   | 9             | 3                | 1            |
| July                  | 2001 | 25                       | 3               | 18              | 0                   | 5                 | 6            | 17                      | 7                   | 6             | 3                | 1            |
| August                | 2001 | 28                       | 2               | 16              | 0                   | 6                 | 6            | 22                      | 6                   | 5             | 1                | 2            |
| September             | 2001 | 23                       | 2               | 17              | 0                   | 5                 | 4            | 25                      | 6                   | 6             | 4                | 2            |
| October               | 2001 | 19                       | 2               | 18              | 0                   | 5                 | 3            | 25                      | 6                   | 9             | 8                | 4            |
| November              | 2001 | 11                       | 2               | 17              | 0                   | 5                 | 1            | 27                      | 6                   | 14            | 12               | 3            |
| December              | 2001 | 11                       | 2               | 18              | 0                   | 4                 | 2            | 27                      | 6                   | 17            | 10               | 2            |
|                       |      |                          |                 |                 |                     |                   |              |                         |                     |               |                  |              |
| January               | 2002 | 10                       | 2               | 20              | 0                   | 5                 | 1            | 32                      | 5                   | 16            | 6                | 1            |
| February              | 2002 | 14                       | 2               | 19              | 0                   | 6                 | 2            | 30                      | 5                   | 14            | 5                | 1            |
| March                 | 2002 | 15                       | 2               | 19              | 0                   | 8                 | 2            | 28                      | 4                   | 12            | 4                | 1            |
| April                 | 2002 | 18                       | 2               | 20              | 1                   | 7                 | 3            | 22                      | 3                   | 13            | 3                | 1            |
| May                   | 2002 | 16                       | 1               | 22              | 2                   | 5                 | 3            | 19                      | 3                   | 15            | 3                | 1            |
| June                  | 2002 | 17                       | 1               | 20              | 2                   | 5                 | 3            | 17                      | 2                   | 13            | 3                | 1            |
| July                  | 2002 | 20                       | 1               | 19              | 1                   | 5                 | 4            | 16                      | 2                   | 13            | 3                | 2            |
| August                | 2002 | 22                       | 1               | 19              | 1                   | 7                 | 7            | 16                      | 2                   | 10            | 2                | 4            |
| September             | 2002 | 23                       | 1               | 21              | 1                   | 7                 | 7            | 17                      | 2                   | 11            | 3                | 4            |
| October               | 2002 | 18                       | 2               | 21              | 0                   | 8                 | 6            | 17                      | 2                   | 13            | 4                | 4            |
| November              | 2002 | 20                       | 2               | 20              | 0                   | 8                 | 4            | 16                      | 3                   | 15            | 4                | 1            |
| December              | 2002 | 19                       | 3               | 21              | 0                   | 8                 | 5            | 13                      | 5                   | 14            | 3                | 1            |
|                       |      |                          |                 |                 |                     |                   |              |                         |                     |               |                  |              |
| January               | 2003 | 20                       | 3               | 24              | 0                   | 7                 | 4            | 15                      | 4                   | 11            | 3                | 2            |
| February              | 2003 | 22                       | 3               | 25              | 1                   | 7                 | 5            | 15                      | 3                   | 10            | 2                | 2            |
| March                 | 2003 | 21                       | 3               | 27              | 1                   | 7                 | 4            | 16                      | 3                   | 9             | 4                | 2            |
| April                 | 2003 | 23                       | 2               | 23              | 1                   | 6                 | 5            | 18                      | 3                   | 10            | 4                | 1            |
| May                   | 2003 | 24                       | 2               | 26              | 0                   | 5                 | 6            | 16                      | 3                   | 13            | 4                | 1            |
| June                  | 2003 | 26                       | 1               | 24              | 1                   | 6                 | 7            | 15                      | 4                   | 13            | 3                | 1            |
| July                  | 2003 | 26                       | 2               | 25              | 0                   | 6                 | 9            | 13                      | 4                   | 12            | 2                | 2            |
| August                | 2003 | 26                       | 2               | 23              | 1                   | 7                 | 9            | 15                      | 4                   | 8             | 1                | 2            |
| September             | 2003 | 26                       | 2               | 25              | 1                   | 5                 | 11           | 13                      | 4                   | 8             | 1                | 2            |
| October               | 2003 | 25                       | 2               | 27              | 1                   | 7                 | 9            | 13                      | 3                   | 7             | 1                | 3            |
| November              | 2003 | 24                       | 1               | 29              | 2                   | 6                 | 8            | 12                      | 2                   | 10            | 1                | 2            |
| December              | 2003 | 25                       | 3               | 24              | 2                   | 8                 | 7            | 13                      | 2                   | 10            | 1                | 2            |
|                       |      |                          |                 |                 |                     |                   |              |                         |                     |               |                  |              |
| January               | 2004 | 26                       | 2               | 23              | 2                   | 9                 | 9            | 13                      | 3                   | 11            | 2                | 1            |
| February              | 2004 | 28                       | 3               | 22              | 1                   | 9                 | 9            | 16                      | 3                   | 10            | 1                | 2            |
| March                 | 2004 | 29                       | 3               | 26              | 1                   | 8                 | 9            | 14                      | 2                   | 8             | 1                | 1            |
| April                 | 2004 | 32                       | 2               | 24              | 1                   | 8                 | 8            | 14                      | 1                   | 6             | 1                | 1            |
| May                   | 2004 | 35                       | 3               | 24              | 2                   | 9                 | 9            | 8                       | 2                   | 4             | 2                | 2            |
| June                  | 2004 | 35                       | 2               | 20              | 2                   | 11                | 10           | 9                       | 2                   | 4             | 2                | 2            |
| July                  | 2004 | 33                       | 3               | 23              | 4                   | 10                | 10           | 11                      | 4                   | 4             | 2                | 2            |
| August                | 2004 | 30                       | 3               | 25              | 4                   | 10                | 8            | 13                      | 4                   | 5             | 1                | 1            |
| September             | 2004 | 31                       | 4               | 29              | 4                   | 8                 | 6            | 12                      | 6                   | 6             | 1                | 1            |
| October               | 2004 | 34                       | 4               | 26              | 3                   | 10                | 6            | 9                       | 4                   | 7             | 1                | 1            |
| November              | 2004 | 38                       | 2               | 24              | 2                   | 8                 | 7            | 7                       | 3                   | 8             | 2                | 1            |
| December              | 2004 | 34                       | 2               | 19              | 2                   | 11                | 11           | 9                       | 3                   | 7             | 1                | 0            |
|                       |      |                          |                 |                 |                     |                   |              |                         |                     |               |                  |              |
| January               | 2005 | 33                       | 2               | 19              | 1                   | 8                 | 13           | 10                      | 5                   | 6             | 1                | 1            |
| February              | 2005 | 28                       | 3               | 18              | 2                   | 14                | 13           | 11                      | 5                   | 5             | 0                | 1            |
| March                 | 2005 | 35                       | 5               | 17              | 2                   | 13                | 11           | 9                       | 4                   | 5             | 0                | 1            |
| April                 | 2005 | 35                       | 4               | 14              | 3                   | 15                | 13           | 10                      | 2                   | 6             | 0                | 0            |

**REGION WEST**  
**TABLE 44**  
**SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES**  
**(Three Month Moving Averages)**

| <u>Date of Survey</u> |      | <u>GOOD TIME TO SELL</u> |           |            |                     |                   |      | <u>BAD TIME TO SELL</u> |                     |               |           |       |
|-----------------------|------|--------------------------|-----------|------------|---------------------|-------------------|------|-------------------------|---------------------|---------------|-----------|-------|
|                       |      | Prices High              | Prices    | Interest   | Sell in             | Times             | Make | Interest                |                     | Can't         | Uncertain | Lose  |
|                       |      | Good Sales               | Won't Go  | Rate       | Advance             | Good              |      | Prices                  | Rates High;         | Afford        | Future    | Money |
|                       |      | <u>Available</u>         | <u>Up</u> | <u>Low</u> | <u>Rising Rates</u> | <u>Prosperity</u> |      | <u>Low</u>              | <u>Credit Tight</u> | <u>To Buy</u> |           |       |
| May                   | 2005 | 41                       | 5         | 14         | 4                   | 10                | 15   | 9                       | 4                   | 4             | 0         | 0     |
| June                  | 2005 | 43                       | 3         | 15         | 4                   | 9                 | 16   | 10                      | 3                   | 5             | 0         | 1     |
| July                  | 2005 | 44                       | 2         | 16         | 3                   | 7                 | 12   | 10                      | 3                   | 4             | 1         | 1     |
| August                | 2005 | 46                       | 1         | 13         | 2                   | 10                | 14   | 9                       | 1                   | 3             | 1         | 1     |
| September             | 2005 | 42                       | 4         | 14         | 3                   | 10                | 11   | 7                       | 1                   | 2             | 1         | 0     |
| October               | 2005 | 44                       | 7         | 12         | 3                   | 10                | 14   | 7                       | 1                   | 3             | 1         | 0     |
| November              | 2005 | 41                       | 8         | 13         | 3                   | 6                 | 11   | 9                       | 4                   | 6             | 1         | 1     |
| December              | 2005 | 39                       | 7         | 11         | 1                   | 7                 | 12   | 11                      | 4                   | 6             | 1         | 1     |
|                       |      |                          |           |            |                     |                   |      |                         |                     |               |           |       |
| January               | 2006 | 37                       | 7         | 11         | 1                   | 8                 | 8    | 11                      | 5                   | 6             | 1         | 1     |
| February              | 2006 | 37                       | 7         | 9          | 3                   | 10                | 11   | 9                       | 2                   | 4             | 1         | 1     |
| March                 | 2006 | 36                       | 7         | 9          | 3                   | 8                 | 10   | 9                       | 3                   | 6             | 2         | 0     |
| April                 | 2006 | 32                       | 6         | 11         | 3                   | 7                 | 14   | 10                      | 2                   | 7             | 2         | 0     |
| May                   | 2006 | 28                       | 7         | 9          | 2                   | 8                 | 13   | 13                      | 4                   | 8             | 2         | 0     |
| June                  | 2006 | 27                       | 7         | 8          | 3                   | 12                | 12   | 15                      | 4                   | 7             | 2         | 1     |
| July                  | 2006 | 28                       | 9         | 6          | 4                   | 12                | 9    | 13                      | 5                   | 7             | 2         | 1     |
| August                | 2006 | 29                       | 9         | 10         | 3                   | 11                | 7    | 16                      | 5                   | 6             | 2         | 2     |
| September             | 2006 | 27                       | 9         | 9          | 2                   | 8                 | 8    | 19                      | 6                   | 7             | 2         | 2     |
| October               | 2006 | 21                       | 9         | 8          | 2                   | 6                 | 8    | 29                      | 7                   | 9             | 2         | 3     |
| November              | 2006 | 18                       | 10        | 4          | 2                   | 4                 | 7    | 37                      | 9                   | 12            | 2         | 2     |
| December              | 2006 | 17                       | 9         | 2          | 2                   | 3                 | 6    | 42                      | 10                  | 12            | 2         | 3     |
|                       |      |                          |           |            |                     |                   |      |                         |                     |               |           |       |
| January               | 2007 | 16                       | 7         | 2          | 2                   | 4                 | 5    | 46                      | 8                   | 11            | 2         | 4     |
| February              | 2007 | 14                       | 5         | 3          | 1                   | 8                 | 6    | 41                      | 4                   | 10            | 1         | 5     |
| March                 | 2007 | 14                       | 4         | 6          | 2                   | 10                | 8    | 40                      | 3                   | 11            | 1         | 5     |
| April                 | 2007 | 13                       | 5         | 7          | 2                   | 11                | 7    | 41                      | 6                   | 12            | 1         | 4     |
| May                   | 2007 | 12                       | 6         | 6          | 2                   | 9                 | 6    | 45                      | 7                   | 12            | 2         | 4     |
| June                  | 2007 | 9                        | 7         | 3          | 1                   | 6                 | 4    | 50                      | 7                   | 13            | 3         | 5     |
| July                  | 2007 | 9                        | 6         | 2          | 1                   | 6                 | 4    | 47                      | 7                   | 12            | 3         | 5     |
| August                | 2007 | 8                        | 6         | 2          | 1                   | 5                 | 3    | 48                      | 11                  | 14            | 3         | 4     |
| September             | 2007 | 7                        | 6         | 2          | 1                   | 6                 | 3    | 47                      | 12                  | 17            | 2         | 5     |
| October               | 2007 | 5                        | 4         | 2          | 1                   | 3                 | 3    | 54                      | 15                  | 20            | 2         | 7     |
| November              | 2007 | 6                        | 2         | 1          | 0                   | 2                 | 2    | 58                      | 12                  | 22            | 2         | 10    |
| December              | 2007 | 4                        | 2         | 2          | 0                   | 0                 | 2    | 61                      | 14                  | 22            | 2         | 12    |
|                       |      |                          |           |            |                     |                   |      |                         |                     |               |           |       |
| January               | 2008 | 4                        | 1         | 2          | 0                   | 0                 | 2    | 58                      | 13                  | 25            | 2         | 11    |
| February              | 2008 | 3                        | 1         | 2          | 0                   | 0                 | 2    | 62                      | 13                  | 24            | 2         | 10    |
| March                 | 2008 | 2                        | 1         | 1          | 0                   | 0                 | 1    | 66                      | 11                  | 24            | 2         | 8     |
| April                 | 2008 | 2                        | 1         | 1          | 0                   | 0                 | 1    | 67                      | 12                  | 24            | 4         | 9     |
| May                   | 2008 | 3                        | 1         | 2          | 0                   | 1                 | 1    | 61                      | 10                  | 26            | 3         | 11    |
| June                  | 2008 | 2                        | 1         | 1          | 0                   | 1                 | 1    | 58                      | 10                  | 31            | 5         | 11    |
| July                  | 2008 | 2                        | 1         | 1          | 0                   | 2                 | 0    | 58                      | 9                   | 33            | 7         | 12    |
| August                | 2008 | 1                        | 1         | 1          | 0                   | 1                 | 0    | 64                      | 12                  | 31            | 7         | 15    |
| September             | 2008 | 1                        | 0         | 1          | 0                   | 1                 | 0    | 70                      | 11                  | 27            | 7         | 15    |
| October               | 2008 | 0                        | 1         | 0          | 0                   | 0                 | 0    | 72                      | 14                  | 24            | 7         | 15    |
| November              | 2008 | 0                        | 1         | 0          | 0                   | 0                 | 0    | 71                      | 15                  | 25            | 6         | 14    |
| December              | 2008 | 0                        | 1         | 0          | 0                   | 0                 | 0    | 69                      | 16                  | 27            | 6         | 16    |
|                       |      |                          |           |            |                     |                   |      |                         |                     |               |           |       |
| January               | 2009 | 0                        | 1         | 0          | 0                   | 0                 | 0    | 73                      | 15                  | 28            | 4         | 18    |
| February              | 2009 | 0                        | 0         | 1          | 0                   | 1                 | 0    | 73                      | 13                  | 28            | 5         | 17    |
| March                 | 2009 | 1                        | 0         | 1          | 0                   | 1                 | 0    | 76                      | 12                  | 26            | 6         | 18    |
| April                 | 2009 | 0                        | 0         | 1          | 0                   | 1                 | 0    | 74                      | 9                   | 22            | 7         | 19    |
| May                   | 2009 | 1                        | 0         | 1          | 0                   | 1                 | 0    | 75                      | 7                   | 19            | 5         | 19    |
| June                  | 2009 | 1                        | 0         | 1          | 0                   | 1                 | 0    | 74                      | 7                   | 18            | 5         | 17    |
| July                  | 2009 | 1                        | 1         | 1          | 0                   | 1                 | 0    | 78                      | 10                  | 17            | 4         | 19    |

**REGION WEST**  
**TABLE 44**  
**SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES**  
**(Three Month Moving Averages)**

| <u>Date of Survey</u> |      | <u>GOOD TIME TO SELL</u> |                 |                 |                     |                   |              | <u>BAD TIME TO SELL</u> |                     |               |                  |              |
|-----------------------|------|--------------------------|-----------------|-----------------|---------------------|-------------------|--------------|-------------------------|---------------------|---------------|------------------|--------------|
|                       |      | <u>Prices High</u>       | <u>Prices</u>   | <u>Interest</u> | <u>Sell in</u>      | <u>Times</u>      |              | <u>Interest</u>         | <u>Can't</u>        |               |                  |              |
|                       |      | <u>Good Sales</u>        | <u>Won't Go</u> | <u>Rate</u>     | <u>Advance</u>      | <u>Good</u>       | <u>Make</u>  | <u>Prices</u>           | <u>Rates High;</u>  | <u>Afford</u> | <u>Uncertain</u> | <u>Lose</u>  |
|                       |      | <u>Available</u>         | <u>Up</u>       | <u>Low</u>      | <u>Rising Rates</u> | <u>Prosperity</u> | <u>Money</u> | <u>Low</u>              | <u>Credit Tight</u> | <u>To Buy</u> | <u>Future</u>    | <u>Money</u> |
| August                | 2009 | 1                        | 1               | 0               | 0                   | 0                 | 0            | 78                      | 11                  | 20            | 3                | 22           |
| September             | 2009 | 1                        | 1               | 0               | 0                   | 2                 | 0            | 77                      | 13                  | 19            | 2                | 25           |
| October               | 2009 | 1                        | 0               | 0               | 0                   | 2                 | 0            | 73                      | 10                  | 22            | 3                | 24           |
| November              | 2009 | 1                        | 0               | 1               | 0                   | 2                 | 0            | 73                      | 9                   | 18            | 3                | 24           |
| December              | 2009 | 1                        | 0               | 1               | 0                   | 1                 | 0            | 76                      | 7                   | 19            | 5                | 23           |
|                       |      |                          |                 |                 |                     |                   |              |                         |                     |               |                  |              |
| January               | 2010 | 1                        | 0               | 1               | 0                   | 1                 | 0            | 78                      | 6                   | 17            | 4                | 24           |
| February              | 2010 | 1                        | 1               | 1               | 0                   | 2                 | 0            | 75                      | 8                   | 16            | 4                | 24           |
| March                 | 2010 | 1                        | 1               | 1               | 0                   | 2                 | 0            | 71                      | 9                   | 14            | 3                | 22           |
| April                 | 2010 | 1                        | 2               | 1               | 0                   | 2                 | 0            | 69                      | 11                  | 14            | 4                | 20           |
| May                   | 2010 | 2                        | 2               | 2               | 0                   | 3                 | 0            | 67                      | 8                   | 16            | 6                | 17           |
| June                  | 2010 | 2                        | 3               | 2               | 0                   | 2                 | 0            | 65                      | 8                   | 19            | 5                | 18           |
| July                  | 2010 | 2                        | 3               | 3               | 0                   | 3                 | 0            | 68                      | 5                   | 20            | 4                | 19           |
| August                | 2010 | 1                        | 2               | 2               | 0                   | 2                 | 0            | 71                      | 6                   | 20            | 2                | 21           |
| September             | 2010 | 1                        | 1               | 1               | 0                   | 2                 | 0            | 72                      | 6                   | 24            | 4                | 20           |
| October               | 2010 | 0                        | 1               | 1               | 0                   | 1                 | 0            | 72                      | 7                   | 27            | 6                | 19           |
| November              | 2010 | 0                        | 1               | 1               | 0                   | 0                 | 0            | 72                      | 8                   | 28            | 5                | 15           |
| December              | 2010 | 0                        | 1               | 1               | 0                   | 0                 | 0            | 72                      | 9                   | 24            | 4                | 17           |
|                       |      |                          |                 |                 |                     |                   |              |                         |                     |               |                  |              |
| January               | 2011 | 0                        | 1               | 0               | 0                   | 1                 | 0            | 72                      | 9                   | 21            | 3                | 20           |
| February              | 2011 | 1                        | 0               | 0               | 0                   | 2                 | 0            | 72                      | 8                   | 20            | 4                | 24           |
| March                 | 2011 | 1                        | 0               | 1               | 0                   | 3                 | 0            | 72                      | 8                   | 22            | 3                | 23           |
| April                 | 2011 | 1                        | 0               | 1               | 0                   | 3                 | 0            | 69                      | 10                  | 23            | 2                | 22           |
| May                   | 2011 | 0                        | 1               | 1               | 0                   | 2                 | 0            | 71                      | 11                  | 24            | 2                | 18           |
| June                  | 2011 | 0                        | 1               | 0               | 0                   | 0                 | 0            | 74                      | 12                  | 22            | 1                | 19           |
| July                  | 2011 | 0                        | 1               | 0               | 0                   | 1                 | 0            | 75                      | 11                  | 25            | 2                | 18           |
| August                | 2011 | 0                        | 0               | 0               | 0                   | 1                 | 0            | 75                      | 11                  | 23            | 4                | 23           |
| September             | 2011 | 0                        | 1               | 0               | 0                   | 1                 | 0            | 76                      | 11                  | 25            | 4                | 24           |
| October               | 2011 | 0                        | 1               | 0               | 0                   | 3                 | 1            | 76                      | 11                  | 23            | 3                | 24           |
| November              | 2011 | 0                        | 1               | 0               | 0                   | 3                 | 2            | 72                      | 9                   | 22            | 2                | 29           |
| December              | 2011 | 1                        | 0               | 0               | 0                   | 3                 | 1            | 72                      | 7                   | 22            | 2                | 26           |
|                       |      |                          |                 |                 |                     |                   |              |                         |                     |               |                  |              |
| January               | 2012 | 0                        | 0               | 1               | 0                   | 1                 | 1            | 75                      | 5                   | 22            | 3                | 27           |
| February              | 2012 | 0                        | 1               | 1               | 0                   | 1                 | 0            | 75                      | 6                   | 23            | 3                | 23           |
| March                 | 2012 | 0                        | 1               | 1               | 0                   | 1                 | 0            | 75                      | 8                   | 21            | 3                | 24           |
| April                 | 2012 | 1                        | 1               | 1               | 0                   | 2                 | 0            | 76                      | 8                   | 17            | 2                | 27           |
| May                   | 2012 | 2                        | 1               | 2               | 0                   | 5                 | 1            | 73                      | 7                   | 14            | 3                | 27           |
| June                  | 2012 | 2                        | 0               | 2               | 0                   | 6                 | 1            | 70                      | 6                   | 13            | 3                | 29           |
| July                  | 2012 | 3                        | 1               | 3               | 0                   | 5                 | 1            | 69                      | 7                   | 14            | 4                | 25           |
| August                | 2012 | 2                        | 0               | 4               | 0                   | 5                 | 0            | 73                      | 6                   | 17            | 4                | 21           |
| September             | 2012 | 4                        | 0               | 5               | 0                   | 4                 | 0            | 74                      | 5                   | 18            | 3                | 20           |
| October               | 2012 | 4                        | 1               | 6               | 0                   | 7                 | 1            | 70                      | 5                   | 17            | 2                | 21           |
| November              | 2012 | 5                        | 1               | 5               | 0                   | 7                 | 1            | 65                      | 5                   | 17            | 1                | 21           |
| December              | 2012 | 5                        | 1               | 5               | 0                   | 8                 | 1            | 63                      | 5                   | 17            | 1                | 22           |
|                       |      |                          |                 |                 |                     |                   |              |                         |                     |               |                  |              |
| January               | 2013 | 5                        | 1               | 6               | 0                   | 8                 | 0            | 63                      | 3                   | 23            | 1                | 20           |
| February              | 2013 | 8                        | 1               | 7               | 0                   | 10                | 1            | 59                      | 3                   | 22            | 2                | 18           |
| March                 | 2013 | 8                        | 2               | 6               | 0                   | 11                | 0            | 58                      | 5                   | 19            | 2                | 15           |
| April                 | 2013 | 13                       | 3               | 8               | 1                   | 12                | 1            | 53                      | 5                   | 11            | 2                | 17           |
| May                   | 2013 | 14                       | 3               | 8               | 1                   | 11                | 2            | 50                      | 5                   | 11            | 2                | 17           |
| June                  | 2013 | 17                       | 2               | 11              | 1                   | 13                | 3            | 50                      | 4                   | 10            | 2                | 14           |
| July                  | 2013 | 17                       | 1               | 12              | 1                   | 14                | 4            | 50                      | 4                   | 10            | 1                | 13           |
| August                | 2013 | 17                       | 1               | 12              | 2                   | 18                | 3            | 48                      | 2                   | 9             | 1                | 11           |
| September             | 2013 | 18                       | 2               | 12              | 2                   | 16                | 3            | 39                      | 5                   | 11            | 1                | 9            |
| October               | 2013 | 18                       | 2               | 11              | 2                   | 18                | 3            | 35                      | 5                   | 14            | 3                | 6            |

**REGION WEST**  
**TABLE 44**  
**SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES**  
**(Three Month Moving Averages)**

| Date of Survey |      | GOOD TIME TO SELL |          |          |              |            |       | BAD TIME TO SELL |              |        |           |       |
|----------------|------|-------------------|----------|----------|--------------|------------|-------|------------------|--------------|--------|-----------|-------|
|                |      | Prices High       | Prices   | Interest | Sell in      | Times      | Make  | Interest         |              | Can't  | Uncertain | Lose  |
|                |      | Good Sales        | Won't Go | Rate     | Advance      | Good       |       | Prices           | Rates High;  | Afford |           |       |
|                |      | Available         | Up       | Low      | Rising Rates | Prosperity | Money | Low              | Credit Tight | To Buy | Future    | Money |
| November       | 2013 | 17                | 2        | 11       | 1            | 15         | 2     | 37               | 7            | 14     | 4         | 7     |
| December       | 2013 | 18                | 1        | 12       | 1            | 15         | 1     | 38               | 5            | 13     | 4         | 10    |
| January        | 2014 | 19                | 1        | 12       | 1            | 13         | 3     | 36               | 4            | 13     | 3         | 10    |
| February       | 2014 | 21                | 0        | 16       | 2            | 14         | 3     | 33               | 3            | 13     | 3         | 9     |
| March          | 2014 | 19                | 1        | 15       | 2            | 14         | 4     | 35               | 4            | 14     | 2         | 6     |
| April          | 2014 | 20                | 1        | 14       | 2            | 14         | 3     | 36               | 4            | 14     | 2         | 9     |
| May            | 2014 | 21                | 2        | 11       | 1            | 16         | 3     | 34               | 4            | 13     | 1         | 10    |
| June           | 2014 | 25                | 2        | 11       | 1            | 16         | 3     | 30               | 3            | 11     | 1         | 11    |
| July           | 2014 | 23                | 3        | 11       | 1            | 19         | 2     | 26               | 3            | 13     | 1         | 10    |
| August         | 2014 | 24                | 3        | 13       | 2            | 22         | 4     | 23               | 2            | 13     | 1         | 8     |
| September      | 2014 | 22                | 3        | 12       | 2            | 22         | 4     | 23               | 2            | 14     | 1         | 8     |
| October        | 2014 | 24                | 3        | 12       | 2            | 21         | 5     | 30               | 3            | 9      | 2         | 9     |
| November       | 2014 | 22                | 3        | 11       | 1            | 19         | 5     | 31               | 4            | 10     | 2         | 10    |
| December       | 2014 | 22                | 2        | 11       | 0            | 20         | 6     | 30               | 4            | 9      | 3         | 9     |
| January        | 2015 | 25                | 1        | 13       | 1            | 20         | 9     | 26               | 4            | 10     | 2         | 6     |
| February       | 2015 | 26                | 2        | 16       | 2            | 21         | 8     | 26               | 3            | 8      | 2         | 5     |
| March          | 2015 | 30                | 2        | 16       | 3            | 19         | 8     | 24               | 4            | 9      | 2         | 6     |
| April          | 2015 | 28                | 3        | 17       | 3            | 21         | 6     | 26               | 3            | 9      | 2         | 7     |
| May            | 2015 | 29                | 3        | 13       | 3            | 19         | 6     | 24               | 3            | 10     | 2         | 6     |
| June           | 2015 | 27                | 3        | 14       | 2            | 22         | 7     | 24               | 2            | 10     | 2         | 5     |
| July           | 2015 | 29                | 4        | 12       | 1            | 19         | 6     | 24               | 2            | 10     | 1         | 4     |
| August         | 2015 | 31                | 4        | 14       | 2            | 19         | 5     | 23               | 3            | 10     | 1         | 5     |
| September      | 2015 | 32                | 4        | 14       | 2            | 14         | 5     | 26               | 2            | 8      | 1         | 6     |
| October        | 2015 | 32                | 3        | 13       | 3            | 18         | 6     | 25               | 2            | 5      | 1         | 7     |
| November       | 2015 | 29                | 4        | 12       | 3            | 18         | 5     | 24               | 2            | 5      | 1         | 8     |
| December       | 2015 | 28                | 4        | 13       | 4            | 21         | 4     | 22               | 2            | 6      | 0         | 8     |
| January        | 2016 | 28                | 6        | 18       | 4            | 15         | 3     | 21               | 2            | 9      | 1         | 8     |
| February       | 2016 | 32                | 5        | 16       | 4            | 18         | 4     | 22               | 3            | 10     | 1         | 5     |
| March          | 2016 | 37                | 5        | 16       | 2            | 17         | 3     | 22               | 3            | 9      | 2         | 4     |
| April          | 2016 | 33                | 3        | 14       | 2            | 22         | 5     | 21               | 2            | 8      | 3         | 3     |
| May            | 2016 | 34                | 3        | 16       | 1            | 21         | 5     | 19               | 2            | 7      | 4         | 3     |
| June           | 2016 | 34                | 3        | 15       | 1            | 20         | 6     | 18               | 2            | 7      | 3         | 3     |
| July           | 2016 | 39                | 4        | 13       | 0            | 18         | 6     | 19               | 2            | 7      | 1         | 2     |
| August         | 2016 | 36                | 4        | 12       | 0            | 18         | 7     | 20               | 2            | 7      | 1         | 4     |
| September      | 2016 | 34                | 5        | 12       | 1            | 19         | 7     | 17               | 2            | 7      | 2         | 4     |
| October        | 2016 | 33                | 4        | 13       | 1            | 19         | 8     | 16               | 3            | 7      | 3         | 5     |
| November       | 2016 | 35                | 4        | 14       | 1            | 20         | 7     | 15               | 4            | 7      | 3         | 3     |
| December       | 2016 | 35                | 4        | 16       | 2            | 21         | 8     | 15               | 4            | 7      | 3         | 3     |
| January        | 2017 | 37                | 5        | 14       | 3            | 20         | 7     | 14               | 4            | 6      | 3         | 2     |
| February       | 2017 | 37                | 5        | 13       | 3            | 20         | 7     | 12               | 3            | 5      | 3         | 2     |
| March          | 2017 | 36                | 5        | 11       | 3            | 22         | 6     | 10               | 4            | 5      | 3         | 2     |
| April          | 2017 | 39                | 3        | 10       | 4            | 22         | 5     | 12               | 4            | 6      | 3         | 1     |
| May            | 2017 | 41                | 3        | 9        | 4            | 23         | 6     | 12               | 3            | 5      | 3         | 2     |
| June           | 2017 | 46                | 3        | 10       | 3            | 20         | 8     | 11               | 3            | 5      | 1         | 1     |
| July           | 2017 | 46                | 3        | 10       | 2            | 21         | 10    | 11               | 2            | 4      | 1         | 1     |
| August         | 2017 | 47                | 3        | 11       | 1            | 20         | 9     | 12               | 2            | 6      | 2         | 1     |
| September      | 2017 | 45                | 3        | 11       | 1            | 21         | 8     | 13               | 1            | 4      | 2         | 2     |
| October        | 2017 | 41                | 4        | 13       | 1            | 21         | 8     | 12               | 1            | 6      | 2         | 2     |
| November       | 2017 | 40                | 4        | 12       | 1            | 23         | 8     | 10               | 2            | 4      | 2         | 2     |
| December       | 2017 | 41                | 4        | 11       | 2            | 21         | 8     | 12               | 2            | 6      | 2         | 1     |

# REGION WEST

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TABLE 44

## SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES (Three Month Moving Averages)

| Date of Survey |      | GOOD TIME TO SELL |          |          |              |            |       | BAD TIME TO SELL |              |           |        |       |
|----------------|------|-------------------|----------|----------|--------------|------------|-------|------------------|--------------|-----------|--------|-------|
|                |      | Prices High       | Prices   | Interest | Sell in      | Times      | Make  | Interest         | Can't        | Uncertain | Lose   |       |
|                |      | Good Sales        | Won't Go | Rate     | Advance      | Good       |       | Rates High;      | Afford       |           |        |       |
|                |      | Available         | Up       | Low      | Rising Rates | Prosperity | Money | Low              | Credit Tight | To Buy    | Future | Money |
| January        | 2018 | 43                | 3        | 10       | 2            | 24         | 6     | 10               | 2            | 4         | 2      | 1     |
| February       | 2018 | 44                | 5        | 11       | 3            | 22         | 7     | 10               | 2            | 3         | 2      | 2     |
| March          | 2018 | 47                | 3        | 13       | 4            | 28         | 7     | 7                | 1            | 2         | 1      | 2     |
| April          | 2018 | 47                | 3        | 14       | 4            | 28         | 7     | 9                | 1            | 2         | 1      | 1     |
| May            | 2018 | 49                | 3        | 12       | 3            | 29         | 7     | 8                | 1            | 3         | 1      | 1     |
| June           | 2018 | 49                | 5        | 10       | 2            | 27         | 9     | 11               | 1            | 4         | 1      | 1     |
| July           | 2018 | 50                | 5        | 8        | 3            | 24         | 11    | 9                | 0            | 4         | 2      | 1     |
| August         | 2018 | 48                | 5        | 7        | 4            | 25         | 10    | 12               | 0            | 6         | 2      | 0     |
| September      | 2018 | 46                | 4        | 8        | 4            | 24         | 10    | 11               | 0            | 5         | 1      | 2     |
| October        | 2018 | 44                | 5        | 8        | 4            | 24         | 8     | 11               | 1            | 5         | 1      | 3     |
| November       | 2018 | 44                | 7        | 9        | 4            | 22         | 9     | 9                | 2            | 3         | 1      | 3     |
| December       | 2018 | 40                | 10       | 6        | 4            | 21         | 11    | 10               | 3            | 4         | 1      | 2     |
|                |      |                   |          |          |              |            |       |                  |              |           |        |       |
| January        | 2019 | 37                | 10       | 6        | 2            | 19         | 10    | 14               | 4            | 5         | 1      | 1     |
| February       | 2019 | 34                | 9        | 6        | 2            | 19         | 10    | 15               | 4            | 6         | 2      | 1     |
| March          | 2019 | 37                | 7        | 8        | 1            | 22         | 10    | 14               | 4            | 5         | 2      | 2     |
| April          | 2019 | 43                | 6        | 8        | 2            | 24         | 10    | 10               | 3            | 4         | 1      | 2     |
| May            | 2019 | 44                | 7        | 7        | 1            | 24         | 11    | 10               | 3            | 5         | 1      | 3     |
| June           | 2019 | 42                | 7        | 8        | 1            | 24         | 11    | 11               | 3            | 6         | 1      | 2     |
| July           | 2019 | 41                | 7        | 11       | 1            | 24         | 10    | 11               | 2            | 6         | 1      | 2     |
| August         | 2019 | 42                | 7        | 13       | 1            | 23         | 9     | 11               | 0            | 5         | 1      | 1     |
| September      | 2019 | 45                | 8        | 13       | 0            | 23         | 10    | 11               | 1            | 6         | 1      | 1     |
| October        | 2019 | 45                | 10       | 12       | 1            | 23         | 10    | 12               | 2            | 7         | 1      | 1     |
| November       | 2019 | 44                | 11       | 12       | 1            | 24         | 10    | 12               | 3            | 7         | 2      | 1     |
| December       | 2019 | 44                | 10       | 14       | 1            | 26         | 10    | 10               | 2            | 6         | 1      | 1     |
|                |      |                   |          |          |              |            |       |                  |              |           |        |       |
| January        | 2020 | 43                | 7        | 15       | 0            | 24         | 11    | 9                | 3            | 5         | 1      | 1     |
| February       | 2020 | 42                | 6        | 15       | 1            | 23         | 12    | 7                | 2            | 7         | 1      | 1     |
| March          | 2020 | 41                | 6        | 14       | 1            | 21         | 11    | 8                | 2            | 8         | 4      | 2     |
| April          | 2020 | 32                | 6        | 12       | 1            | 17         | 9     | 12               | 1            | 15        | 10     | 2     |
| May            | 2020 | 24                | 6        | 10       | 1            | 12         | 4     | 19               | 1            | 20        | 15     | 2     |
| June           | 2020 | 14                | 6        | 9        | 0            | 9          | 1     | 24               | 3            | 24        | 17     | 3     |
| July           | 2020 | 20                | 6        | 10       | 0            | 9          | 1     | 23               | 2            | 21        | 14     | 3     |
| August         | 2020 | 27                | 7        | 13       | 0            | 11         | 1     | 21               | 2            | 18        | 13     | 3     |
| September      | 2020 | 32                | 6        | 13       | 0            | 14         | 2     | 19               | 1            | 16        | 10     | 2     |
| October        | 2020 | 30                | 5        | 15       | 0            | 16         | 3     | 18               | 2            | 15        | 9      | 2     |
| November       | 2020 | 31                | 4        | 15       | 0            | 20         | 3     | 15               | 2            | 15        | 6      | 2     |
| December       | 2020 | 32                | 4        | 15       | 0            | 18         | 4     | 14               | 3            | 16        | 6      | 2     |
|                |      |                   |          |          |              |            |       |                  |              |           |        |       |
| January        | 2021 | 35                | 5        | 14       | 0            | 17         | 4     | 15               | 3            | 17        | 5      | 2     |
| February       | 2021 | 36                | 5        | 12       | 1            | 16         | 4     | 17               | 3            | 16        | 6      | 1     |
| March          | 2021 | 43                | 5        | 14       | 1            | 16         | 3     | 13               | 2            | 14        | 6      | 1     |
| April          | 2021 | 48                | 5        | 13       | 1            | 17         | 3     | 10               | 2            | 9         | 4      | 1     |
| May            | 2021 | 54                | 5        | 12       | 1            | 15         | 5     | 8                | 2            | 8         | 5      | 0     |
| June           | 2021 | 62                | 4        | 9        | 0            | 15         | 7     | 9                | 2            | 5         | 2      | 1     |
| July           | 2021 | 66                | 3        | 8        | 0            | 13         | 8     | 8                | 1            | 7         | 3      | 1     |
| August         | 2021 | 70                | 4        | 8        | 0            | 14         | 7     | 7                | 1            | 5         | 2      | 1     |