

REGION WEST
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	34	5	62	100	72	367
February 1993	30	5	65	100	65	360
March 1993	33	3	64	100	69	348
April 1993	35	5	60	100	76	328
May 1993	41	6	53	100	87	315
June 1993	38	6	56	100	82	318
July 1993	36	7	57	100	79	321
August 1993	35	8	57	100	78	319
September 1993	35	7	57	100	78	313
October 1993	36	7	57	100	79	315
November 1993	36	5	59	100	77	320
December 1993	36	5	59	100	76	314
January 1994	36	4	60	100	76	319
February 1994	36	6	58	100	78	318
March 1994	39	5	56	100	84	318
April 1994	42	6	53	100	89	314
May 1994	45	6	49	100	96	301
June 1994	47	7	46	100	101	304
July 1994	49	6	45	100	104	322
August 1994	43	5	52	100	91	325
September 1994	42	4	54	100	88	323
October 1994	38	5	57	100	82	300
November 1994	43	5	52	100	91	311
December 1994	41	5	54	100	87	307
January 1995	42	5	53	100	89	315
February 1995	43	6	51	100	92	309
March 1995	44	9	47	100	97	315
April 1995	42	8	51	100	91	326
May 1995	36	7	57	100	79	333
June 1995	37	5	57	100	80	320
July 1995	41	5	54	100	86	316
August 1995	43	5	52	100	91	307
September 1995	39	5	55	100	84	328
October 1995	41	5	54	100	87	315
November 1995	38	5	57	100	82	321
December 1995	39	4	57	100	82	304
January 1996	34	6	60	100	74	305
February 1996	36	9	54	100	82	298
March 1996	36	9	55	100	81	299
April 1996	40	9	51	100	89	297
May 1996	43	6	51	100	91	299
June 1996	45	6	49	100	96	295
July 1996	44	5	51	100	93	302
August 1996	42	6	52	100	90	291
September 1996	42	8	51	100	91	299
October 1996	40	7	53	100	86	299
November 1996	41	7	53	100	88	311
December 1996	41	6	53	100	88	308
January 1997	42	8	50	100	92	307
February 1997	41	6	53	100	89	311
March 1997	45	6	49	100	95	318
April 1997	47	6	47	100	99	313
May 1997	51	7	42	100	109	307

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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>
June 1997	52	6	42	100	110	294
July 1997	54	6	40	100	115	299
August 1997	55	5	40	100	115	282
September 1997	55	7	37	100	118	293
October 1997	57	6	36	100	121	289
November 1997	59	7	34	100	125	311
December 1997	57	7	36	100	121	311
January 1998	53	9	39	100	114	308
February 1998	50	8	41	100	109	289
March 1998	52	9	38	100	114	281
April 1998	56	8	35	100	121	288
May 1998	58	12	30	100	128	300
June 1998	62	11	27	100	135	323
July 1998	67	10	23	100	144	325
August 1998	70	7	23	100	148	333
September 1998	68	10	22	100	146	321
October 1998	64	11	25	100	139	311
November 1998	63	10	27	100	136	298
December 1998	61	7	33	100	128	297
January 1999	58	9	33	100	125	318
February 1999	57	11	31	100	126	326
March 1999	62	12	27	100	135	325
April 1999	66	8	26	100	139	316
May 1999	70	7	23	100	146	319
June 1999	70	9	21	100	149	307
July 1999	71	10	19	100	152	310
August 1999	67	9	24	100	144	302
September 1999	70	6	24	100	146	307
October 1999	68	6	26	100	142	311
November 1999	70	7	23	100	147	312
December 1999	66	8	26	100	140	302
January 2000	65	9	27	100	138	287
February 2000	63	7	30	100	132	279
March 2000	66	7	27	100	139	287
April 2000	66	7	27	100	140	290
May 2000	72	7	21	100	151	304
June 2000	68	7	25	100	143	296
July 2000	69	5	26	100	143	302
August 2000	65	5	30	100	135	293
September 2000	67	5	28	100	139	308
October 2000	66	7	27	100	139	308
November 2000	68	7	25	100	143	314
December 2000	64	6	30	100	134	305
January 2001	63	8	29	100	133	297
February 2001	57	10	33	100	125	291
March 2001	59	10	31	100	128	294
April 2001	54	9	37	100	117	294
May 2001	53	10	37	100	117	303
June 2001	55	11	35	100	120	308
July 2001	56	11	33	100	123	307
August 2001	55	10	35	100	121	307
September 2001	48	10	42	100	106	302
October 2001	43	11	47	100	96	301
November 2001	34	7	58	100	76	303
December 2001	33	8	59	100	75	306

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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	36	9	56	100	80	306
February 2002	40	10	50	100	90	299
March 2002	44	12	44	100	101	315
April 2002	50	13	37	100	113	305
May 2002	51	15	34	100	117	306
June 2002	53	13	34	100	119	291
July 2002	54	12	35	100	119	305
August 2002	57	11	32	100	124	301
September 2002	55	12	33	100	121	306
October 2002	51	13	36	100	115	298
November 2002	50	14	36	100	114	295
December 2002	52	13	35	100	117	295
January 2003	54	12	34	100	120	304
February 2003	57	10	33	100	124	325
March 2003	58	9	33	100	124	324
April 2003	55	11	34	100	120	309
May 2003	55	10	35	100	121	280
June 2003	56	10	34	100	122	288
July 2003	60	9	31	100	129	304
August 2003	60	9	30	100	130	336
September 2003	61	11	28	100	133	312
October 2003	61	10	29	100	132	311
November 2003	63	9	28	100	135	286
December 2003	64	6	30	100	135	307
January 2004	66	5	29	100	137	308
February 2004	63	5	32	100	130	319
March 2004	68	4	28	100	140	306
April 2004	70	4	26	100	143	312
May 2004	76	3	21	100	156	286
June 2004	73	4	22	100	151	291
July 2004	73	4	23	100	151	318
August 2004	72	5	23	100	148	335
September 2004	69	6	25	100	144	337
October 2004	71	5	24	100	146	303
November 2004	68	6	26	100	142	303
December 2004	68	6	26	100	142	305
January 2005	66	8	26	100	140	322
February 2005	67	8	25	100	142	333
March 2005	70	8	22	100	147	332
April 2005	69	9	22	100	147	321
May 2005	73	7	20	100	153	313
June 2005	75	5	20	100	155	313
July 2005	76	4	20	100	156	301
August 2005	78	5	17	100	161	306
September 2005	79	6	15	100	164	301
October 2005	80	6	14	100	165	306
November 2005	73	5	22	100	151	301
December 2005	69	5	25	100	144	307
January 2006	67	5	28	100	138	310
February 2006	71	4	25	100	146	308
March 2006	71	4	25	100	146	301
April 2006	73	3	24	100	149	298
May 2006	68	5	26	100	142	298
June 2006	66	7	27	100	139	299

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<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	65	8	27	100	139	298
August 2006	62	8	30	100	131	285
September 2006	58	6	35	100	123	293
October 2006	48	5	47	100	101	297
November 2006	40	3	57	100	82	301
December 2006	34	4	63	100	71	286
January 2007	33	4	63	100	70	274
February 2007	35	7	58	100	77	264
March 2007	39	5	56	100	83	281
April 2007	38	4	58	100	80	291
May 2007	35	3	62	100	73	302
June 2007	28	5	67	100	61	286
July 2007	29	3	68	100	61	273
August 2007	26	3	71	100	54	288
September 2007	25	2	73	100	52	299
October 2007	17	3	80	100	37	312
November 2007	14	4	82	100	32	294
December 2007	12	3	84	100	28	277
January 2008	13	3	85	100	28	265
February 2008	12	1	87	100	25	290
March 2008	8	2	89	100	19	309
April 2008	8	3	89	100	19	323
May 2008	10	2	87	100	23	313
June 2008	9	1	90	100	20	310
July 2008	8	1	91	100	17	298
August 2008	5	1	94	100	11	309
September 2008	4	1	95	100	9	307
October 2008	4	2	94	100	10	322
November 2008	3	2	95	100	8	320
December 2008	3	2	95	100	8	323
January 2009	2	1	97	100	5	318
February 2009	2	1	96	100	6	314
March 2009	3	1	95	100	8	309
April 2009	4	1	95	100	10	308
May 2009	6	0	94	100	12	302
June 2009	5	1	94	100	11	296
July 2009	5	1	94	100	12	290
August 2009	3	2	95	100	8	293
September 2009	5	2	93	100	12	303
October 2009	5	2	93	100	12	310
November 2009	7	3	90	100	17	296
December 2009	5	2	93	100	12	278
January 2010	4	3	93	100	11	275
February 2010	5	3	92	100	13	295
March 2010	7	3	90	100	18	308
April 2010	9	2	88	100	21	322
May 2010	10	2	88	100	22	302
June 2010	11	2	87	100	24	293
July 2010	10	3	87	100	22	281
August 2010	7	2	91	100	17	293
September 2010	5	2	93	100	12	315
October 2010	4	1	96	100	8	324
November 2010	5	1	94	100	11	328
December 2010	5	2	93	100	12	305

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<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	6	3	91	100	14	301
February 2011	4	2	93	100	11	303
March 2011	5	2	93	100	12	332
April 2011	5	1	94	100	12	332
May 2011	5	2	94	100	11	328
June 2011	4	1	95	100	8	311
July 2011	2	1	96	100	6	306
August 2011	3	1	97	100	6	325
September 2011	3	1	96	100	7	345
October 2011	6	1	93	100	12	334
November 2011	6	1	92	100	14	309
December 2011	7	1	92	100	15	293
January 2012	5	1	95	100	10	315
February 2012	5	0	95	100	10	339
March 2012	6	1	94	100	12	341
April 2012	7	0	93	100	14	321
May 2012	9	1	90	100	19	293
June 2012	9	2	89	100	20	292
July 2012	10	3	87	100	24	308
August 2012	9	3	88	100	21	316
September 2012	11	2	87	100	24	319
October 2012	16	2	83	100	33	314
November 2012	17	3	80	100	37	310
December 2012	18	4	78	100	40	316
January 2013	16	3	80	100	36	321
February 2013	22	3	75	100	47	334
March 2013	24	3	73	100	52	327
April 2013	32	4	64	100	68	311
May 2013	33	5	62	100	71	313
June 2013	37	6	57	100	80	313
July 2013	39	4	57	100	82	307
August 2013	45	4	51	100	93	300
September 2013	49	2	49	100	100	303
October 2013	49	3	48	100	101	322
November 2013	43	4	53	100	91	328
December 2013	41	6	53	100	87	318
January 2014	42	7	51	100	92	313
February 2014	47	7	46	100	100	289
March 2014	47	6	47	100	100	299
April 2014	45	6	49	100	96	295
May 2014	47	4	49	100	98	321
June 2014	52	5	43	100	108	324
July 2014	53	6	41	100	112	333
August 2014	57	5	38	100	119	326
September 2014	56	4	40	100	116	320
October 2014	54	3	44	100	110	307
November 2014	49	5	46	100	103	315
December 2014	50	4	46	100	105	307
January 2015	56	4	40	100	116	334
February 2015	60	3	36	100	124	326
March 2015	63	4	33	100	129	315
April 2015	62	5	34	100	128	314
May 2015	59	6	34	100	125	316
June 2015	61	6	33	100	128	336
July 2015	60	7	33	100	127	325

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<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	64	4	32	100	132	351
September 2015	59	5	36	100	123	360
October 2015	61	6	33	100	128	380
November 2015	57	8	35	100	123	359
December 2015	60	8	32	100	128	349
January 2016	60	7	33	100	126	313
February 2016	63	6	32	100	131	329
March 2016	66	3	31	100	134	365
April 2016	67	4	30	100	137	411
May 2016	68	3	29	100	139	412
June 2016	67	6	27	100	140	380
July 2016	68	5	27	100	141	353
August 2016	68	5	27	100	141	340
September 2016	69	4	27	100	142	360
October 2016	68	4	28	100	139	389
November 2016	68	3	29	100	139	421
December 2016	68	3	30	100	138	427
January 2017	68	4	28	100	139	430
February 2017	71	4	25	100	146	435
March 2017	72	5	23	100	149	450
April 2017	73	3	24	100	149	445
May 2017	74	4	22	100	152	435
June 2017	76	4	20	100	157	434
July 2017	78	4	18	100	160	456
August 2017	76	3	20	100	156	462
September 2017	75	3	22	100	152	464
October 2017	73	4	24	100	149	442
November 2017	73	5	21	100	152	429
December 2017	73	5	23	100	150	417
January 2018	74	5	21	100	153	418
February 2018	75	3	21	100	154	434
March 2018	82	3	16	100	166	436
April 2018	82	2	16	100	166	432
May 2018	83	3	14	100	169	422
June 2018	79	4	17	100	162	416
July 2018	82	4	15	100	167	409
August 2018	79	2	18	100	161	412
September 2018	78	4	18	100	160	422
October 2018	75	5	20	100	155	417
November 2018	75	6	19	100	157	420
December 2018	73	6	21	100	153	411
January 2019	69	6	25	100	144	417
February 2019	66	6	28	100	138	411
March 2019	69	6	25	100	144	424
April 2019	74	5	20	100	154	437
May 2019	76	6	19	100	157	450
June 2019	75	6	19	100	155	449
July 2019	75	5	20	100	155	449
August 2019	78	4	19	100	159	443
September 2019	78	2	20	100	158	427
October 2019	76	4	20	100	156	424
November 2019	75	4	22	100	153	445
December 2019	76	4	19	100	157	466
January 2020	77	4	19	100	158	463

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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	78	5	16	100	162	440
March 2020	76	4	20	100	156	437
April 2020	62	3	35	100	127	436
May 2020	46	3	50	100	96	450
June 2020	35	4	61	100	74	439
July 2020	41	4	55	100	86	431
August 2020	49	3	49	100	100	419
September 2020	56	3	41	100	115	419
October 2020	57	4	39	100	118	451
November 2020	60	5	35	100	126	455
December 2020	59	4	37	100	122	460
January 2021	58	5	37	100	121	448
February 2021	58	6	36	100	122	450
March 2021	64	5	31	100	133	442
April 2021	72	2	26	100	146	456
May 2021	76	2	22	100	154	464
June 2021	79	2	19	100	161	465
July 2021	79	2	18	100	161	437
August 2021	81	3	16	100	165	414
September 2021	80	3	17	100	164	432
October 2021	81	4	15	100	166	442
November 2021	81	3	16	100	164	451
December 2021	82	3	15	100	167	424
January 2022	80	3	16	100	164	410
February 2022	80	5	15	100	165	394
March 2022	79	5	16	100	162	415
April 2022	81	4	15	100	166	431
May 2022	80	3	17	100	163	430
June 2022	80	3	17	100	162	418
July 2022	77	3	20	100	156	407
August 2022	74	3	23	100	151	403
September 2022	69	3	28	100	141	401
October 2022	64	3	33	100	131	418
November 2022	60	3	38	100	122	431
December 2022	56	3	42	100	114	433
January 2023	54	2	44	100	110	423
February 2023	53	4	43	100	109	416
March 2023	56	4	40	100	116	426
April 2023	57	4	40	100	117	445
May 2023	55	3	42	100	113	458
June 2023	53	5	42	100	112	449
July 2023	56	7	38	100	118	410
August 2023	58	7	35	100	123	397
September 2023	57	6	37	100	119	419
October 2023	54	5	41	100	113	420
November 2023	52	3	45	100	106	444
December 2023	48	3	49	100	100	422
January 2024	48	2	50	100	98	422
February 2024	50	2	48	100	102	391