

TABLE 43

SELLING CONDITIONS FOR HOUSES

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> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| Oct.-Dec. 1992 | 32 | 4 | 64 | 100 | 68 | 1008 |
| Jan.-Mar. 1993 | 36 | 4 | 60 | 100 | 76 | 1512 |
| Apr.-June 1993 | 42 | 7 | 51 | 100 | 91 | 1507 |
| Jul.-Sep. 1993 | 42 | 5 | 53 | 100 | 89 | 1513 |
| Oct.-Dec. 1993 | 45 | 7 | 48 | 100 | 97 | 1526 |
| Jan.-Mar. 1994 | 48 | 6 | 46 | 100 | 102 | 1515 |
| Apr.-June 1994 | 57 | 6 | 37 | 100 | 120 | 1509 |
| Jul.-Sep. 1994 | 52 | 6 | 42 | 100 | 110 | 1541 |
| Oct.-Dec. 1994 | 48 | 6 | 46 | 100 | 102 | 1504 |
| Jan.-Mar. 1995 | 47 | 8 | 45 | 100 | 102 | 1510 |
| Apr.-June 1995 | 50 | 7 | 43 | 100 | 107 | 1503 |
| Jul.-Sep. 1995 | 52 | 5 | 43 | 100 | 109 | 1504 |
| Oct.-Dec. 1995 | 46 | 6 | 48 | 100 | 98 | 1507 |
| Jan.-Mar. 1996 | 48 | 6 | 46 | 100 | 102 | 1505 |
| Apr.-June 1996 | 54 | 7 | 39 | 100 | 115 | 1500 |
| Jul.-Sep. 1996 | 51 | 6 | 43 | 100 | 108 | 1501 |
| Oct.-Dec. 1996 | 49 | 7 | 44 | 100 | 105 | 1502 |
| Jan.-Mar. 1997 | 53 | 6 | 41 | 100 | 112 | 1501 |
| Apr.-June 1997 | 60 | 7 | 33 | 100 | 127 | 1501 |
| Jul.-Sep. 1997 | 60 | 8 | 32 | 100 | 128 | 1500 |
| Oct.-Dec. 1997 | 54 | 10 | 36 | 100 | 118 | 1500 |
| Jan.-Mar. 1998 | 62 | 10 | 28 | 100 | 134 | 1499 |
| Apr.-June 1998 | 66 | 11 | 23 | 100 | 143 | 1500 |
| Jul.-Sep. 1998 | 68 | 12 | 20 | 100 | 148 | 1508 |
| Oct.-Dec. 1998 | 64 | 8 | 28 | 100 | 136 | 1504 |
| Jan.-Mar. 1999 | 68 | 8 | 24 | 100 | 144 | 1497 |
| Apr.-June 1999 | 70 | 10 | 20 | 100 | 150 | 1500 |
| Jul.-Sep. 1999 | 70 | 8 | 22 | 100 | 148 | 1501 |
| Oct.-Dec. 1999 | 60 | 9 | 31 | 100 | 129 | 1497 |
| Jan.-Mar. 2000 | 65 | 9 | 26 | 100 | 139 | 1509 |
| Apr.-June 2000 | 71 | 7 | 22 | 100 | 149 | 1503 |
| Jul.-Sep. 2000 | 68 | 7 | 25 | 100 | 143 | 1508 |
| Oct.-Dec. 2000 | 63 | 8 | 29 | 100 | 134 | 1500 |
| Jan.-Mar. 2001 | 62 | 8 | 30 | 100 | 132 | 1501 |
| Apr.-June 2001 | 62 | 9 | 29 | 100 | 133 | 1501 |
| Jul.-Sep. 2001 | 58 | 10 | 32 | 100 | 126 | 1501 |
| Oct.-Dec. 2001 | 44 | 9 | 47 | 100 | 97 | 1510 |
| Jan.-Mar. 2002 | 49 | 9 | 42 | 100 | 107 | 1500 |
| Apr.-June 2002 | 56 | 12 | 32 | 100 | 124 | 1503 |
| Jul.-Sep. 2002 | 58 | 10 | 32 | 100 | 126 | 1502 |
| Oct.-Dec. 2002 | 52 | 13 | 35 | 100 | 117 | 1506 |
| Jan.-Mar. 2003 | 55 | 8 | 37 | 100 | 118 | 1506 |
| Apr.-June 2003 | 58 | 7 | 35 | 100 | 123 | 1500 |
| Jul.-Sep. 2003 | 62 | 8 | 30 | 100 | 132 | 1503 |
| Oct.-Dec. 2003 | 64 | 6 | 30 | 100 | 134 | 1505 |
| Jan.-Mar. 2004 | 67 | 5 | 28 | 100 | 139 | 1510 |
| Apr.-June 2004 | 72 | 4 | 24 | 100 | 148 | 1514 |
| Jul.-Sep. 2004 | 68 | 6 | 26 | 100 | 142 | 1511 |

TABLE 43

SELLING CONDITIONS FOR HOUSES

| <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> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| Oct.-Dec. 2004 | 65 | 7 | 28 | 100 | 137 | 1505 |
| Jan.-Mar. 2005 | 67 | 7 | 26 | 100 | 141 | 1487 |
| Apr.-June 2005 | 72 | 5 | 23 | 100 | 149 | 1502 |
| Jul.-Sep. 2005 | 73 | 4 | 23 | 100 | 150 | 1524 |
| Oct.-Dec. 2005 | 67 | 4 | 29 | 100 | 138 | 1516 |
| Jan.-Mar. 2006 | 64 | 3 | 33 | 100 | 131 | 1496 |
| Apr.-June 2006 | 59 | 5 | 36 | 100 | 123 | 1505 |
| Jul.-Sep. 2006 | 45 | 6 | 49 | 100 | 96 | 1508 |
| Oct.-Dec. 2006 | 32 | 3 | 65 | 100 | 67 | 1506 |
| Jan.-Mar. 2007 | 32 | 5 | 63 | 100 | 69 | 1516 |
| Apr.-June 2007 | 32 | 3 | 65 | 100 | 67 | 1510 |
| Jul.-Sep. 2007 | 25 | 2 | 73 | 100 | 52 | 1516 |
| Oct.-Dec. 2007 | 13 | 2 | 85 | 100 | 28 | 1503 |
| Jan.-Mar. 2008 | 10 | 1 | 89 | 100 | 21 | 1508 |
| Apr.-June 2008 | 8 | 2 | 90 | 100 | 18 | 1514 |
| Jul.-Sep. 2008 | 7 | 2 | 91 | 100 | 16 | 1505 |
| Oct.-Dec. 2008 | 5 | 1 | 94 | 100 | 11 | 1517 |
| Jan.-Mar. 2009 | 4 | 1 | 95 | 100 | 9 | 1513 |
| Apr.-June 2009 | 7 | 1 | 92 | 100 | 15 | 1519 |
| Jul.-Sep. 2009 | 7 | 1 | 92 | 100 | 15 | 1515 |
| Oct.-Dec. 2009 | 7 | 1 | 92 | 100 | 15 | 1507 |
| Jan.-Mar. 2010 | 7 | 3 | 90 | 100 | 17 | 1510 |
| Apr.-June 2010 | 10 | 3 | 87 | 100 | 23 | 1516 |
| Jul.-Sep. 2010 | 8 | 2 | 90 | 100 | 18 | 1516 |
| Oct.-Dec. 2010 | 6 | 2 | 92 | 100 | 14 | 1525 |
| Jan.-Mar. 2011 | 7 | 1 | 92 | 100 | 15 | 1513 |
| Apr.-June 2011 | 7 | 2 | 91 | 100 | 16 | 1508 |
| Jul.-Sep. 2011 | 7 | 1 | 92 | 100 | 15 | 1492 |
| Oct.-Dec. 2011 | 8 | 0 | 92 | 100 | 16 | 1500 |
| Jan.-Mar. 2012 | 7 | 2 | 91 | 100 | 16 | 1507 |
| Apr.-June 2012 | 11 | 1 | 88 | 100 | 23 | 1501 |
| Jul.-Sep. 2012 | 13 | 3 | 84 | 100 | 29 | 1531 |
| Oct.-Dec. 2012 | 17 | 2 | 81 | 100 | 36 | 1515 |
| Jan.-Mar. 2013 | 24 | 2 | 74 | 100 | 50 | 1502 |
| Apr.-June 2013 | 33 | 5 | 62 | 100 | 71 | 1511 |
| Jul.-Sep. 2013 | 38 | 5 | 57 | 100 | 81 | 1513 |
| Oct.-Dec. 2013 | 37 | 5 | 58 | 100 | 79 | 1510 |
| Jan.-Mar. 2014 | 40 | 4 | 56 | 100 | 84 | 1515 |
| Apr.-June 2014 | 45 | 4 | 51 | 100 | 94 | 1515 |
| Jul.-Sep. 2014 | 47 | 4 | 49 | 100 | 98 | 1511 |
| Oct.-Dec. 2014 | 45 | 5 | 50 | 100 | 95 | 1506 |
| Jan.-Mar. 2015 | 52 | 4 | 44 | 100 | 108 | 1514 |
| Apr.-June 2015 | 57 | 4 | 39 | 100 | 118 | 1509 |
| Jul.-Sep. 2015 | 57 | 5 | 38 | 100 | 119 | 1565 |
| Oct.-Dec. 2015 | 55 | 4 | 41 | 100 | 114 | 1519 |
| Jan.-Mar. 2016 | 59 | 3 | 38 | 100 | 121 | 1553 |
| Apr.-June 2016 | 60 | 4 | 36 | 100 | 124 | 1585 |
| Jul.-Sep. 2016 | 64 | 4 | 32 | 100 | 132 | 1668 |
| Oct.-Dec. 2016 | 59 | 4 | 37 | 100 | 122 | 1787 |

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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> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| Jan.-Mar. 2017 | 65 | 5 | 30 | 100 | 135 | 1806 |
| Apr.-June 2017 | 70 | 5 | 25 | 100 | 145 | 1817 |
| Jul.-Sep. 2017 | 70 | 4 | 26 | 100 | 144 | 1817 |
| Oct.-Dec. 2017 | 69 | 3 | 28 | 100 | 141 | 1814 |
| Jan.-Mar. 2018 | 72 | 4 | 24 | 100 | 148 | 1850 |
| Apr.-June 2018 | 74 | 4 | 22 | 100 | 152 | 1814 |
| Jul.-Sep. 2018 | 74 | 4 | 22 | 100 | 152 | 1823 |
| Oct.-Dec. 2018 | 71 | 4 | 25 | 100 | 146 | 1807 |
| Jan.-Mar. 2019 | 67 | 6 | 27 | 100 | 140 | 1802 |
| Apr.-June 2019 | 75 | 5 | 20 | 100 | 155 | 1805 |
| Jul.-Sep. 2019 | 75 | 4 | 21 | 100 | 154 | 1804 |
| Oct.-Dec. 2019 | 75 | 3 | 22 | 100 | 153 | 1915 |
| Jan.-Mar. 2020 | 72 | 3 | 25 | 100 | 147 | 1933 |
| Apr.-June 2020 | 32 | 3 | 65 | 100 | 67 | 1880 |
| Jul.-Sep. 2020 | 54 | 3 | 43 | 100 | 111 | 1864 |
| Oct.-Dec. 2020 | 60 | 2 | 38 | 100 | 122 | 1810 |
| Jan.-Mar. 2021 | 65 | 2 | 33 | 100 | 132 | 1811 |
| Apr.-June 2021 | 77 | 3 | 20 | 100 | 157 | 1815 |
| Jul.-Sep. 2021 | 80 | 2 | 18 | 100 | 162 | 1816 |
| Oct.-Dec. 2021 | 81 | 2 | 17 | 100 | 164 | 1809 |
| Jan.-Mar. 2022 | 80 | 3 | 17 | 100 | 163 | 1804 |
| Apr.-June 2022 | 79 | 3 | 18 | 100 | 161 | 1803 |
| Jul.-Sep. 2022 | 69 | 3 | 28 | 100 | 141 | 1804 |
| Oct.-Dec. 2022 | 56 | 3 | 41 | 100 | 115 | 1802 |
| Jan.-Mar. 2023 | 55 | 3 | 42 | 100 | 113 | 1805 |
| Apr.-June 2023 | 58 | 3 | 39 | 100 | 119 | 1806 |
| Jul.-Sep. 2023 | 60 | 4 | 36 | 100 | 124 | 1808 |