

TABLE 44

## SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES

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.

| Year | 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>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> |
| 1992 | 13                | 3         | 14         | 1                   | 6                 | 1            | 42               | 5                   | 18            | 4             | 16           |
| 1993 | 12                | 2         | 24         | 1                   | 16                | 2            | 36               | 6                   | 15            | 5             | 14           |
| 1994 | 13                | 3         | 23         | 5                   | 22                | 3            | 26               | 8                   | 10            | 2             | 9            |
| 1995 | 12                | 2         | 17         | 3                   | 20                | 3            | 26               | 9                   | 12            | 3             | 9            |
| 1996 | 12                | 2         | 20         | 2                   | 19                | 3            | 25               | 5                   | 10            | 2             | 7            |
| 1997 | 12                | 1         | 15         | 2                   | 24                | 4            | 20               | 3                   | 6             | 1             | 3            |
| 1998 | 13                | 1         | 26         | 0                   | 22                | 3            | 12               | 3                   | 3             | 1             | 2            |
| 1999 | 18                | 1         | 22         | 1                   | 23                | 3            | 11               | 4                   | 3             | 1             | 2            |
| 2000 | 22                | 1         | 12         | 3                   | 24                | 3            | 7                | 6                   | 4             | 1             | 1            |
| 2001 | 17                | 1         | 26         | 1                   | 10                | 3            | 13               | 5                   | 10            | 5             | 2            |
| 2002 | 15                | 1         | 28         | 1                   | 7                 | 3            | 15               | 3                   | 14            | 3             | 2            |
| 2003 | 18                | 1         | 32         | 1                   | 8                 | 5            | 13               | 4                   | 12            | 4             | 2            |
| 2004 | 24                | 2         | 29         | 3                   | 12                | 6            | 10               | 4                   | 9             | 2             | 1            |
| 2005 | 28                | 4         | 20         | 3                   | 12                | 8            | 9                | 3                   | 8             | 1             | 1            |
| 2006 | 18                | 5         | 9          | 3                   | 9                 | 6            | 23               | 7                   | 12            | 2             | 2            |
| 2007 | 6                 | 3         | 4          | 1                   | 6                 | 3            | 45               | 10                  | 20            | 3             | 4            |
| 2008 | 1                 | 1         | 1          | 0                   | 1                 | 1            | 59               | 12                  | 30            | 6             | 10           |
| 2009 | 1                 | 1         | 1          | 0                   | 2                 | 0            | 66               | 10                  | 28            | 5             | 15           |
| 2010 | 1                 | 1         | 2          | 0                   | 2                 | 0            | 65               | 8                   | 28            | 4             | 15           |
| 2011 | 1                 | 1         | 2          | 0                   | 2                 | 0            | 66               | 9                   | 28            | 4             | 18           |
| 2012 | 2                 | 1         | 4          | 0                   | 5                 | 0            | 65               | 8                   | 24            | 4             | 19           |
| 2013 | 11                | 1         | 10         | 1                   | 13                | 1            | 46               | 6                   | 18            | 3             | 12           |
| 2014 | 15                | 1         | 12         | 2                   | 18                | 2            | 34               | 4                   | 16            | 3             | 8            |
| 2015 | 19                | 2         | 16         | 2                   | 22                | 4            | 27               | 4                   | 12            | 2             | 6            |
| 2016 | 23                | 2         | 17         | 2                   | 23                | 4            | 23               | 3                   | 11            | 3             | 4            |
| 2017 | 32                | 2         | 13         | 3                   | 26                | 5            | 15               | 2                   | 7             | 3             | 2            |
| 2018 | 35                | 3         | 11         | 4                   | 29                | 5            | 12               | 2                   | 7             | 1             | 2            |
| 2019 | 33                | 5         | 14         | 1                   | 31                | 7            | 11               | 3                   | 7             | 2             | 2            |
| 2020 | 24                | 4         | 15         | 0                   | 19                | 4            | 20               | 2                   | 17            | 9             | 2            |
| 2021 | 56                | 2         | 12         | 1                   | 16                | 6            | 9                | 1                   | 9             | 3             | 1            |