

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>
November 1992	33	4	63	100	70	504
December 1992	29	7	64	100	65	504
January 1993	33	3	64	100	69	501
February 1993	34	5	61	100	73	503
March 1993	40	5	55	100	85	508
April 1993	44	6	50	100	94	501
May 1993	43	7	50	100	93	506
June 1993	41	5	54	100	87	500
July 1993	39	7	54	100	85	502
August 1993	45	5	50	100	95	511
September 1993	41	6	53	100	88	500
October 1993	42	5	53	100	89	504
November 1993	47	7	46	100	101	512
December 1993	46	9	45	100	101	510
January 1994	47	6	47	100	100	503
February 1994	45	8	47	100	98	504
March 1994	51	7	42	100	109	508
April 1994	53	6	41	100	112	501
May 1994	59	7	34	100	125	500
June 1994	58	7	35	100	123	508
July 1994	53	7	40	100	113	529
August 1994	51	6	43	100	108	505
September 1994	51	7	42	100	109	507
October 1994	53	6	41	100	112	501
November 1994	45	7	48	100	97	500
December 1994	45	7	48	100	97	503
January 1995	48	8	44	100	104	507
February 1995	47	7	46	100	101	502
March 1995	48	6	46	100	102	501
April 1995	47	7	46	100	101	500
May 1995	51	6	43	100	108	502
June 1995	52	7	41	100	111	501
July 1995	54	5	41	100	113	504
August 1995	51	7	42	100	109	500
September 1995	50	4	46	100	104	500
October 1995	49	7	44	100	105	506
November 1995	44	7	49	100	95	501
December 1995	43	7	50	100	93	500
January 1996	41	8	51	100	90	500
February 1996	48	9	43	100	105	504
March 1996	53	4	43	100	110	501
April 1996	55	6	39	100	116	500
May 1996	53	6	41	100	112	500
June 1996	56	5	39	100	117	500
July 1996	52	4	44	100	108	501
August 1996	51	5	44	100	107	500
September 1996	51	7	42	100	109	500
October 1996	50	8	42	100	108	500
November 1996	51	6	43	100	108	501
December 1996	47	5	48	100	99	501
January 1997	50	9	41	100	109	500
February 1997	51	5	44	100	107	500
March 1997	57	7	36	100	121	501
April 1997	61	7	32	100	129	500
May 1997	60	6	34	100	126	500

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>
June 1997	59	8	33	100	126	501
July 1997	61	10	29	100	132	500
August 1997	57	9	34	100	123	500
September 1997	60	9	31	100	129	500
October 1997	58	9	33	100	125	500
November 1997	55	9	36	100	119	500
December 1997	49	11	40	100	109	500
January 1998	59	10	31	100	128	500
February 1998	61	12	27	100	134	496
March 1998	66	9	25	100	141	503
April 1998	66	10	24	100	142	500
May 1998	64	14	22	100	142	500
June 1998	67	10	23	100	144	500
July 1998	72	10	18	100	154	500
August 1998	67	12	21	100	146	500
September 1998	66	11	23	100	143	508
October 1998	66	10	24	100	142	500
November 1998	64	8	28	100	136	503
December 1998	62	7	31	100	131	501
January 1999	60	11	29	100	131	497
February 1999	69	8	23	100	146	500
March 1999	75	5	20	100	155	500
April 1999	67	10	23	100	144	500
May 1999	73	10	17	100	156	500
June 1999	71	8	21	100	150	500
July 1999	72	9	19	100	153	500
August 1999	69	5	26	100	143	501
September 1999	70	8	22	100	148	500
October 1999	64	8	28	100	136	500
November 1999	60	10	30	100	130	492
December 1999	56	10	34	100	122	505
January 2000	62	11	27	100	135	506
February 2000	64	9	27	100	137	503
March 2000	68	9	23	100	145	500
April 2000	66	10	24	100	142	502
May 2000	73	8	19	100	154	501
June 2000	72	7	21	100	151	500
July 2000	73	7	20	100	153	502
August 2000	66	8	26	100	140	505
September 2000	65	6	29	100	136	501
October 2000	64	9	27	100	137	500
November 2000	67	7	26	100	141	500
December 2000	59	7	34	100	125	500
January 2001	61	8	31	100	130	500
February 2001	62	9	29	100	133	501
March 2001	63	7	30	100	133	500
April 2001	59	8	33	100	126	500
May 2001	64	12	24	100	140	501
June 2001	62	9	29	100	133	500
July 2001	61	11	28	100	133	501
August 2001	62	9	29	100	133	500
September 2001	50	10	40	100	110	500
October 2001	43	12	45	100	98	506
November 2001	40	7	53	100	87	504
December 2001	49	7	44	100	105	500
January 2002	47	10	43	100	104	500
February 2002	45	8	47	100	98	500

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>
March 2002	54	9	37	100	117	500
April 2002	54	14	32	100	122	502
May 2002	58	9	33	100	125	500
June 2002	58	10	32	100	126	501
July 2002	58	10	32	100	126	501
August 2002	55	11	34	100	121	500
September 2002	60	10	30	100	130	501
October 2002	48	15	37	100	111	502
November 2002	54	12	34	100	120	504
December 2002	54	11	35	100	119	500
January 2003	54	8	38	100	116	501
February 2003	59	7	34	100	125	501
March 2003	53	9	38	100	115	504
April 2003	54	9	37	100	117	500
May 2003	61	7	32	100	129	500
June 2003	60	5	35	100	125	500
July 2003	62	8	30	100	132	502
August 2003	64	6	30	100	134	501
September 2003	61	8	31	100	130	500
October 2003	61	7	32	100	129	500
November 2003	65	5	30	100	135	505
December 2003	66	5	29	100	137	500
January 2004	63	6	31	100	132	509
February 2004	64	6	30	100	134	500
March 2004	73	4	23	100	150	501
April 2004	68	5	27	100	141	500
May 2004	73	4	23	100	150	500
June 2004	73	6	21	100	152	514
July 2004	70	6	24	100	146	509
August 2004	68	6	26	100	142	502
September 2004	65	8	27	100	138	500
October 2004	65	7	28	100	137	502
November 2004	68	6	26	100	142	502
December 2004	63	6	31	100	132	501
January 2005	66	5	29	100	137	494
February 2005	68	9	23	100	145	497
March 2005	67	8	25	100	142	496
April 2005	69	7	24	100	145	499
May 2005	74	5	21	100	153	502
June 2005	71	6	23	100	148	501
July 2005	71	4	25	100	146	506
August 2005	75	5	20	100	155	505
September 2005	71	6	23	100	148	513
October 2005	70	6	24	100	146	510
November 2005	68	2	30	100	138	503
December 2005	64	3	33	100	131	503
January 2006	59	4	37	100	122	500
February 2006	68	3	29	100	139	500
March 2006	64	5	31	100	133	496
April 2006	63	6	31	100	132	498
May 2006	58	4	38	100	120	497
June 2006	56	6	38	100	118	510
July 2006	51	8	41	100	110	500
August 2006	43	4	53	100	90	501
September 2006	41	5	54	100	87	507
October 2006	38	3	59	100	79	504
November 2006	27	2	71	100	56	492
December 2006	30	5	65	100	65	510

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>
January 2007	29	6	65	100	64	505
February 2007	32	4	64	100	68	508
March 2007	36	3	61	100	75	503
April 2007	30	4	66	100	64	508
May 2007	31	4	65	100	66	500
June 2007	34	4	62	100	72	502
July 2007	30	2	68	100	62	507
August 2007	24	2	74	100	50	505
September 2007	21	2	77	100	44	504
October 2007	13	3	84	100	29	500
November 2007	12	3	85	100	27	501
December 2007	14	2	84	100	30	502
January 2008	11	1	88	100	23	504
February 2008	9	2	89	100	20	500
March 2008	9	3	88	100	21	504
April 2008	7	3	90	100	17	505
May 2008	9	2	89	100	20	504
June 2008	8	1	91	100	17	505
July 2008	6	3	91	100	15	506
August 2008	8	2	90	100	18	502
September 2008	7	1	92	100	15	497
October 2008	6	3	91	100	15	508
November 2008	4	1	95	100	9	500
December 2008	4	0	96	100	8	509
January 2009	4	1	95	100	9	504
February 2009	3	2	95	100	8	500
March 2009	4	0	96	100	8	509
April 2009	6	1	93	100	13	501
May 2009	7	2	91	100	16	510
June 2009	8	1	91	100	17	508
July 2009	6	3	91	100	15	505
August 2009	5	1	94	100	11	506
September 2009	9	1	90	100	19	504
October 2009	8	1	91	100	17	497
November 2009	7	2	91	100	16	508
December 2009	6	1	93	100	13	502
January 2010	8	1	91	100	17	503
February 2010	7	2	91	100	16	502
March 2010	8	2	90	100	18	505
April 2010	9	3	88	100	21	506
May 2010	11	3	86	100	25	509
June 2010	11	1	88	100	23	501
July 2010	11	2	87	100	24	503
August 2010	8	1	91	100	17	513
September 2010	6	1	93	100	13	500
October 2010	3	2	95	100	8	509
November 2010	9	1	90	100	19	508
December 2010	6	2	92	100	14	508
January 2011	6	2	92	100	14	505
February 2011	8	1	91	100	17	504
March 2011	6	2	92	100	14	504
April 2011	7	0	93	100	14	502
May 2011	7	2	91	100	16	502
June 2011	8	2	90	100	18	504
July 2011	6	1	93	100	13	480
August 2011	8	0	92	100	16	506
September 2011	8	1	91	100	17	506

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>
October 2011	6	1	93	100	13	502
November 2011	7	1	92	100	15	502
December 2011	9	0	91	100	18	496
January 2012	8	0	92	100	16	501
February 2012	8	1	91	100	17	501
March 2012	7	1	92	100	15	505
April 2012	10	2	88	100	22	505
May 2012	11	1	88	100	23	501
June 2012	11	2	87	100	24	495
July 2012	12	2	86	100	26	510
August 2012	12	1	87	100	25	510
September 2012	16	3	81	100	35	511
October 2012	17	2	81	100	36	512
November 2012	16	3	81	100	35	501
December 2012	17	3	80	100	37	502
January 2013	22	2	76	100	46	502
February 2013	22	4	74	100	48	499
March 2013	27	1	72	100	55	501
April 2013	34	5	61	100	73	505
May 2013	29	4	67	100	62	504
June 2013	37	4	59	100	78	502
July 2013	36	4	60	100	76	505
August 2013	40	5	55	100	85	505
September 2013	39	3	58	100	81	503
October 2013	40	5	55	100	85	502
November 2013	33	3	64	100	69	504
December 2013	38	5	57	100	81	504
January 2014	41	5	54	100	87	505
February 2014	42	4	54	100	88	506
March 2014	37	3	60	100	77	504
April 2014	40	4	56	100	84	506
May 2014	44	4	52	100	92	503
June 2014	49	6	45	100	104	506
July 2014	42	7	51	100	91	502
August 2014	49	4	47	100	102	500
September 2014	49	3	48	100	101	509
October 2014	42	4	54	100	88	502
November 2014	45	6	49	100	96	501
December 2014	49	4	47	100	102	503
January 2015	53	3	44	100	109	506
February 2015	53	5	42	100	111	505
March 2015	51	3	46	100	105	503
April 2015	58	3	39	100	119	500
May 2015	54	6	40	100	114	503
June 2015	58	5	37	100	121	506
July 2015	57	3	40	100	117	501
August 2015	60	4	36	100	124	564
September 2015	54	6	40	100	114	500
October 2015	56	4	40	100	116	503
November 2015	56	5	39	100	117	508
December 2015	53	3	44	100	109	508
January 2016	58	2	40	100	118	503
February 2016	61	4	35	100	126	505
March 2016	59	1	40	100	119	545
April 2016	57	2	41	100	116	528
May 2016	64	3	33	100	131	547
June 2016	60	6	34	100	126	510

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>
July 2016	63	4	33	100	130	538
August 2016	69	2	29	100	140	550
September 2016	61	5	34	100	127	580
October 2016	59	3	38	100	121	575
November 2016	59	4	37	100	122	610
December 2016	59	4	37	100	122	602
January 2017	63	5	32	100	131	601
February 2017	64	3	33	100	131	602
March 2017	69	4	27	100	142	603
April 2017	69	4	27	100	142	602
May 2017	73	3	24	100	149	611
June 2017	69	5	26	100	143	604
July 2017	70	4	26	100	144	603
August 2017	70	3	27	100	143	602
September 2017	70	5	25	100	145	612
October 2017	71	4	25	100	146	604
November 2017	68	4	28	100	140	606
December 2017	67	4	29	100	138	604
January 2018	66	6	28	100	138	622
February 2018	73	3	24	100	149	609
March 2018	77	3	20	100	157	619
April 2018	72	3	25	100	147	604
May 2018	76	3	21	100	155	602
June 2018	75	4	21	100	154	608
July 2018	77	2	21	100	156	600
August 2018	73	5	22	100	151	605
September 2018	72	6	22	100	150	618
October 2018	72	6	22	100	150	601
November 2018	72	4	24	100	148	604
December 2018	69	3	28	100	141	602
January 2019	64	5	31	100	133	601
February 2019	69	3	28	100	141	601
March 2019	71	5	24	100	147	600
April 2019	75	4	21	100	154	601
May 2019	76	3	21	100	155	602
June 2019	76	5	19	100	157	602
July 2019	73	3	24	100	149	602
August 2019	78	2	20	100	158	601
September 2019	74	5	21	100	153	601
October 2019	76	5	19	100	157	650
November 2019	72	2	26	100	146	631
December 2019	76	4	20	100	156	634
January 2020	74	3	23	100	151	621
February 2020	74	3	23	100	151	620
March 2020	68	3	29	100	139	692
April 2020	29	2	69	100	60	620
May 2020	29	3	68	100	61	645
June 2020	39	3	58	100	81	615
July 2020	47	3	50	100	97	603
August 2020	55	2	43	100	112	660
September 2020	60	4	36	100	124	601
October 2020	60	3	37	100	123	605
November 2020	61	3	36	100	125	604
December 2020	58	2	40	100	118	601
January 2021	60	3	37	100	123	603
February 2021	65	2	33	100	132	604
March 2021	70	1	29	100	141	604

## 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>
April 2021	73	3	24	100	149	601
May 2021	80	2	18	100	162	606
June 2021	79	2	19	100	160	608
July 2021	79	2	19	100	160	604