

TABLE 44

## SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES

	Feb 2017	Mar 2017	Apr 2017	May 2017	Jun 2017	Jul 2017	Aug 2017	Sep 2017	Oct 2017	Nov 2017	Dec 2017	Jan 2018	Feb 2018
<b>GOOD TIME TO SELL</b>													
Prices are high; good sales available	27%	27%	31%	35%	31%	34%	36%	35%	33%	33%	34%	30%	37%
Prices won't go up; are going lower	3	3	2	1	3	2	1	4	2	2	3	3	3
Interest rates are low credit is easy	13	12	13	13	14	13	15	11	14	13	10	11	14
Sell-in-advance of rising interest rates	4	6	6	3	3	2	1	1	2	1	2	2	3
Times are good; prosperity	26	30	25	27	25	26	26	26	26	26	25	28	28
Capital appreciation; would make money	4	3	4	6	5	7	4	7	6	4	5	5	4
<b>BAD TIME TO SELL</b>													
Prices are low	18	14	15	14	15	18	15	13	14	15	13	15	12
Interest rates are high; credit is tight	3	4	3	3	3	2	1	1	2	3	3	1	2
Times are bad; can't afford to buy	8	7	7	6	6	7	7	6	6	8	9	8	6
Bad times ahead; uncertain future	3	4	3	2	2	3	3	3	2	1	3	2	2
Capital depreciation; would lose money	3	2	2	2	2	2	3	3	2	2	2	3	2

## SELECTED REASONS FOR OPINIONS ABOUT HOME SELLING CONDITIONS

## PRICES HIGH - PRICES LOW (THREE MONTH MOVING AVERAGES)

All	6	10	13	17	18	18	18	20	21	20	19	18	20
Age 18 to 44	4	9	13	17	15	14	11	13	14	14	15	15	18
Age 45 to 64	6	10	14	19	22	23	26	28	27	24	22	22	24
Age 65+	9	10	9	12	14	15	15	18	22	23	21	19	20
Income Bottom Third	-4	1	1	5	4	3	4	5	7	5	3	1	5
Income Middle Third	9	12	14	15	17	17	20	23	23	21	18	18	19
Income Top Third	14	17	24	31	33	33	29	32	33	34	35	35	37

## RATES LOW - RATES HIGH (THREE MONTH MOVING AVERAGES)

All	12	10	9	9	10	11	12	12	12	11	10	9	10
Age 18 to 44	6	5	5	5	4	5	6	6	6	6	5	5	5
Age 45 to 64	16	15	12	11	14	15	16	14	14	14	14	13	13
Age 65+	17	14	14	16	17	14	15	16	17	13	11	10	14
Income Bottom Third	8	6	4	5	7	7	8	7	6	3	3	5	6
Income Middle Third	12	10	9	8	8	9	11	11	13	13	11	7	8
Income Top Third	16	15	15	15	17	15	15	15	16	16	15	16	16

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.

\*: Less than half of one percent.