

TABLE 44
SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES

	Dec 2020	Jan 2021	Feb 2021	Mar 2021	Apr 2021	May 2021	Jun 2021	Jul 2021	Aug 2021	Sep 2021	Oct 2021	Nov 2021	Dec 2021
GOOD TIME TO SELL													
Prices are high; good sales available	30%	32%	38%	45%	50%	60%	63%	64%	67%	63%	59%	65%	66%
Prices won't go up; are going lower	2	2	3	2	3	3	1	2	3	2	3	2	4
Interest rates are low credit is easy	16	16	17	14	15	11	10	11	10	8	9	10	8
Sell-in-advance of rising interest rates	*	1	1	1	1	1	*	*	*	*	1	1	1
Times are good; prosperity	18	20	20	21	18	18	15	16	15	14	14	14	13
Capital appreciation; would make money	3	1	4	2	4	6	5	6	6	7	9	9	9
BAD TIME TO SELL													
Prices are low	18	16	16	13	11	9	9	6	5	7	7	6	5
Interest rates are high; credit is tight	3	1	2	2	2	2	1	1	1	1	1	*	1
Times are bad; can't afford to buy	17	18	15	14	10	8	6	9	6	9	5	7	6
Bad times ahead; uncertain future	5	6	3	4	3	2	1	1	2	2	3	2	1
Capital depreciation; would lose money	2	1	1	*	*	*	1	1	1	1	1	1	1

SELECTED REASONS FOR OPINIONS ABOUT HOME SELLING CONDITIONS

PRICES HIGH - PRICES LOW (THREE MONTH MOVING AVERAGES)

All	14	15	17	23	31	41	48	54	58	59	57	56	57
Age 18 to 44	4	9	10	19	25	36	44	50	55	57	58	54	52
Age 45 to 64	23	19	23	27	36	43	51	59	63	64	58	58	59
Age 65+	18	19	19	25	34	43	51	55	56	55	52	54	60
Income Bottom Third	-3	0	-1	3	6	18	26	33	38	37	37	36	41
Income Middle Third	18	16	19	25	35	43	53	58	61	62	60	60	60
Income Top Third	30	31	35	42	51	60	67	72	75	78	75	73	70
Educ High School or Less	5	5	11	12	15	19	26	36	46	47	46	41	48
Educ Some College	11	11	9	11	17	31	40	46	49	50	49	45	47
Educ College Degree	20	22	23	34	43	53	60	66	68	69	65	67	67
Democrat	9	11	18	25	34	42	50	56	60	62	59	57	58
Independent	17	16	15	20	26	37	45	53	55	56	52	54	57
Republican	22	22	21	28	37	46	54	56	62	62	65	61	62

RATES LOW - RATES HIGH (THREE MONTH MOVING AVERAGES)

All	14	14	14	14	13	11	10	9	9	9	8	8	8
Age 18 to 44	9	9	8	8	9	9	8	6	5	5	5	6	5
Age 45 to 64	18	18	18	19	16	13	11	11	10	9	8	8	10
Age 65+	17	17	17	16	16	13	13	13	15	14	12	13	12
Income Bottom Third	5	4	5	7	7	7	7	5	6	4	5	6	5
Income Middle Third	17	17	16	14	14	11	10	10	9	10	10	10	9
Income Top Third	21	22	21	21	20	18	15	14	12	11	10	10	12
Educ High School or Less	8	7	8	7	6	4	3	4	4	5	5	6	6
Educ Some College	13	12	13	13	13	11	10	9	10	9	8	7	7
Educ College Degree	18	19	17	17	16	15	13	12	11	10	9	10	11
Democrat	16	13	11	11	13	12	11	11	11	10	9	6	7
Independent	12	12	13	13	11	10	9	8	6	6	6	9	9
Republican	17	19	19	19	19	14	12	11	14	12	11	10	10

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.

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