

TABLE 44

SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES

	Jul 2020	Aug 2020	Sep 2020	Oct 2020	Nov 2020	Dec 2020	Jan 2021	Feb 2021	Mar 2021	Apr 2021	May 2021	Jun 2021	Jul 2021
GOOD TIME TO SELL													
Prices are high; good sales available	17%	24%	29%	30%	33%	30%	32%	38%	45%	50%	60%	63%	64%
Prices won't go up; are going lower	2	4	3	2	3	2	2	3	2	3	3	1	2
Interest rates are low credit is easy	13	17	18	16	17	16	16	17	14	15	11	10	11
Sell-in-advance of rising interest rates	1	*	*	*	*	*	1	1	1	1	1	*	*
Times are good; prosperity	15	19	21	22	20	18	20	20	21	18	18	15	16
Capital appreciation; would make money	2	4	3	3	3	3	1	4	2	4	6	5	6
BAD TIME TO SELL													
Prices are low	26	20	19	16	16	18	16	16	13	11	9	9	6
Interest rates are high; credit is tight	2	3	1	2	2	3	1	2	2	2	2	1	1
Times are bad; can't afford to buy	19	18	14	19	14	17	18	15	14	10	8	6	9
Bad times ahead; uncertain future	12	9	7	5	7	5	6	3	4	3	2	1	1
Capital depreciation; would lose money	2	1	1	1	2	2	1	1	*	*	*	1	1

SELECTED REASONS FOR OPINIONS ABOUT HOME SELLING CONDITIONS

PRICES HIGH - PRICES LOW (THREE MONTH MOVING AVERAGES)

All	-15	-7	2	9	14	14	15	17	23	31	41	48	54
Age 18 to 44	-23	-15	-4	1	6	4	9	10	19	25	36	44	50
Age 45 to 64	-7	2	8	19	20	23	19	23	27	36	43	51	59
Age 65+	-13	-4	3	10	16	18	19	19	25	34	43	51	55
Income Bottom Third	-21	-18	-15	-11	-6	-3	0	-1	3	6	18	26	33
Income Middle Third	-15	-4	6	16	19	18	16	19	25	35	43	53	58
Income Top Third	-8	2	13	25	29	30	31	35	42	51	60	67	72
Educ High School or Less	-15	-10	-3	2	2	5	5	11	12	15	19	26	36
Educ Some College	-18	-12	-9	0	6	11	11	9	11	17	31	40	46
Educ College Degree	-13	-3	8	17	22	20	22	23	34	43	53	60	66

RATES LOW - RATES HIGH (THREE MONTH MOVING AVERAGES)

All	9	12	14	15	15	14	14	14	14	13	11	10	9
Age 18 to 44	2	6	10	11	11	9	9	8	8	9	9	8	6
Age 45 to 64	17	17	18	18	19	18	18	18	19	16	13	11	11
Age 65+	8	13	15	18	18	17	17	17	16	16	13	13	13
Income Bottom Third	3	5	4	6	6	5	4	5	7	7	7	7	5
Income Middle Third	9	14	16	17	17	17	17	16	14	14	11	10	10
Income Top Third	14	17	22	23	24	21	22	21	21	20	18	15	14
Educ High School or Less	6	8	7	9	9	8	7	8	7	6	4	3	4
Educ Some College	9	10	11	13	13	13	12	13	13	13	11	10	9
Educ College Degree	10	15	17	18	19	18	19	17	17	16	15	13	12

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.