

TABLE 44
SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES

	Oct 2021	Nov 2021	Dec 2021	Jan 2022	Feb 2022	Mar 2022	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022
GOOD TIME TO SELL													
Prices are high; good sales available	59%	65%	66%	63%	63%	62%	63%	62%	64%	53%	51%	52%	40%
Prices won't go up; are going lower	3	2	4	2	2	2	2	4	4	7	5	6	7
Interest rates are low credit is easy	9	10	8	8	10	6	6	2	4	4	4	3	3
Sell-in-advance of rising interest rates	1	1	1	1	3	1	2	4	3	3	3	2	3
Times are good; prosperity	14	14	13	16	14	11	12	13	12	10	11	11	11
Capital appreciation; would make money	9	9	9	8	10	8	10	12	10	12	12	10	8
BAD TIME TO SELL													
Prices are low	7	6	5	7	4	5	5	4	5	8	9	9	13
Interest rates are high; credit is tight	1	*	1	*	1	1	2	3	4	9	11	8	17
Times are bad; can't afford to buy	5	7	6	5	5	5	6	5	4	9	11	11	10
Bad times ahead; uncertain future	3	2	1	1	2	2	2	2	2	2	3	2	3
Capital depreciation; would lose money	1	1	1	*	1	2	*	1	1	1	1	*	2

SELECTED REASONS FOR OPINIONS ABOUT HOME SELLING CONDITIONS

PRICES HIGH - PRICES LOW (THREE MONTH MOVING AVERAGES)

All	57	56	57	59	59	57	58	58	58	54	49	43	37
Age 18 to 44	58	54	52	53	56	56	59	57	57	52	48	46	41
Age 45 to 64	58	58	59	61	59	58	59	60	62	57	50	44	37
Age 65+	52	54	60	64	62	60	56	57	55	53	47	37	32
Income Bottom Third	37	36	41	42	41	40	40	39	41	39	40	34	30
Income Middle Third	60	60	60	65	65	63	61	61	62	57	52	48	45
Income Top Third	75	73	70	71	71	70	72	72	72	65	54	49	39
Educ High School or Less	46	41	48	48	47	42	42	42	41	37	36	37	36
Educ Some College	49	45	47	49	53	52	51	51	54	51	48	41	38
Educ College Degree	65	67	67	69	67	67	69	68	69	62	55	48	39
Democrat	59	57	58	60	61	61	63	62	62	55	49	41	34
Independent	52	54	57	59	57	55	57	54	54	51	47	44	38
Republican	65	61	62	61	62	61	59	61	64	58	52	42	39

RATES LOW - RATES HIGH (THREE MONTH MOVING AVERAGES)

All	8	8	8	8	8	7	6	3	1	-2	-4	-6	-9
Age 18 to 44	5	6	5	5	3	4	3	2	1	-1	-4	-5	-8
Age 45 to 64	8	8	10	9	10	8	7	4	2	-3	-5	-7	-9
Age 65+	12	13	12	12	12	11	9	4	2	-2	-4	-7	-10
Income Bottom Third	5	6	5	5	4	6	4	1	0	-2	-2	-3	-5
Income Middle Third	10	10	9	8	8	7	7	4	2	-2	-6	-7	-8
Income Top Third	10	10	12	11	11	9	8	5	2	-1	-5	-8	-14
Educ High School or Less	5	6	6	5	3	6	6	4	1	-2	-2	-3	-5
Educ Some College	8	7	7	6	7	5	4	0	0	-2	-7	-7	-8
Educ College Degree	9	10	11	11	10	8	7	4	3	-2	-4	-8	-12
Democrat	9	6	7	6	8	7	6	3	2	-1	-3	-6	-9
Independent	6	9	9	9	7	7	5	2	-1	-4	-6	-5	-7
Republican	11	10	10	9	8	8	7	5	4	0	-5	-9	-13

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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