

TABLE 44
SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES

	Jun 2021	Jul 2021	Aug 2021	Sep 2021	Oct 2021	Nov 2021	Dec 2021	Jan 2022	Feb 2022	Mar 2022	Apr 2022	May 2022	Jun 2022
GOOD TIME TO SELL													
Prices are high; good sales available	63%	64%	67%	63%	59%	65%	66%	63%	63%	62%	63%	62%	64%
Prices won't go up; are going lower	1	2	3	2	3	2	4	2	2	2	2	4	4
Interest rates are low credit is easy	10	11	10	8	9	10	8	8	10	6	6	2	4
Sell-in-advance of rising interest rates	*	*	*	*	1	1	1	1	3	1	2	4	3
Times are good; prosperity	15	16	15	14	14	14	13	16	14	11	12	13	12
Capital appreciation; would make money	5	6	6	7	9	9	9	8	10	8	10	12	10
BAD TIME TO SELL													
Prices are low	9	6	5	7	7	6	5	7	4	5	5	4	5
Interest rates are high; credit is tight	1	1	1	1	1	*	1	*	1	1	2	3	4
Times are bad; can't afford to buy	6	9	6	9	5	7	6	5	5	5	6	5	4
Bad times ahead; uncertain future	1	1	2	2	3	2	1	1	2	2	2	2	2
Capital depreciation; would lose money	1	1	1	1	1	1	1	*	1	2	*	1	1

SELECTED REASONS FOR OPINIONS ABOUT HOME SELLING CONDITIONS
PRICES HIGH - PRICES LOW (THREE MONTH MOVING AVERAGES)

All	48	54	58	59	57	56	57	59	59	57	58	58	58
Age 18 to 44	44	50	55	57	58	54	52	53	56	56	59	57	57
Age 45 to 64	51	59	63	64	58	58	59	61	59	58	59	60	62
Age 65+	51	55	56	55	52	54	60	64	62	60	56	57	55
Income Bottom Third	26	33	38	37	37	36	41	42	41	40	40	39	41
Income Middle Third	53	58	61	62	60	60	60	65	65	63	61	61	62
Income Top Third	67	72	75	78	75	73	70	71	71	70	72	72	72
Educ High School or Less	26	36	46	47	46	41	48	48	47	42	42	42	41
Educ Some College	40	46	49	50	49	45	47	49	53	52	51	51	54
Educ College Degree	60	66	68	69	65	67	67	69	67	67	69	68	69
Democrat	50	56	60	62	59	57	58	60	61	61	63	62	62
Independent	45	53	55	56	52	54	57	59	57	55	57	54	54
Republican	54	56	62	62	65	61	62	61	62	61	59	61	64

RATES LOW - RATES HIGH (THREE MONTH MOVING AVERAGES)

All	10	9	9	9	8	8	8	8	8	7	6	3	1
Age 18 to 44	8	6	5	5	5	6	5	5	3	4	3	2	1
Age 45 to 64	11	11	10	9	8	8	10	9	10	8	7	4	2
Age 65+	13	13	15	14	12	13	12	12	12	11	9	4	2
Income Bottom Third	7	5	6	4	5	6	5	5	4	6	4	1	0
Income Middle Third	10	10	9	10	10	10	9	8	8	7	7	4	2
Income Top Third	15	14	12	11	10	10	12	11	11	9	8	5	2
Educ High School or Less	3	4	4	5	5	6	6	5	3	6	6	4	1
Educ Some College	10	9	10	9	8	7	7	6	7	5	4	0	0
Educ College Degree	13	12	11	10	9	10	11	11	10	8	7	4	3
Democrat	11	11	11	10	9	6	7	6	8	7	6	3	2
Independent	9	8	6	6	6	9	9	9	7	7	5	2	-1
Republican	12	11	14	12	11	10	10	9	8	8	7	5	4

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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