

**TABLE 44**

**SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES**

	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Jan 2023	Feb 2023	Mar 2023	Apr 2023	May 2023	Jun 2023	Jul 2023	Aug 2023	Sep 2023
<b>GOOD TIME TO SELL</b>													
Prices are high; good sales available	52%	40%	39%	39%	37%	35%	40%	39%	42%	46%	46%	43%	43%
Prices won't go up; are going lower	6	7	6	5	5	6	7	5	4	4	3	3	4
Interest rates are low credit is easy	3	3	2	1	2	2	2	1	2	2	1	2	1
Sell-in-advance of rising interest rates	2	3	1	2	1	2	2	2	1	1	1	1	2
Times are good; prosperity	11	11	10	11	9	8	11	12	9	12	11	12	9
Capital appreciation; would make money	10	8	7	5	8	6	8	6	9	9	8	7	10
<b>BAD TIME TO SELL</b>													
Prices are low	9	13	15	16	15	17	13	13	15	12	14	11	10
Interest rates are high; credit is tight	8	17	21	25	21	22	17	14	19	16	16	18	20
Times are bad; can't afford to buy	11	10	13	12	16	17	15	15	14	12	13	10	11
Bad times ahead; uncertain future	2	3	2	4	2	4	2	2	2	2	1	1	2
Capital depreciation; would lose money	*	2	1	2	1	1	2	1	1	1	1	1	1

**SELECTED REASONS FOR OPINIONS ABOUT HOME SELLING CONDITIONS**

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

All	43	37	31	25	23	21	22	24	27	29	31	33	32
Age 18 to 44	46	41	36	28	26	24	25	25	29	36	36	35	33
Age 45 to 64	44	37	32	24	26	22	26	25	29	28	32	36	38
Age 65+	37	32	23	21	14	14	15	20	20	20	23	26	25
Income Bottom Third	34	30	29	30	31	24	22	21	24	26	26	26	25
Income Middle Third	48	45	37	29	27	25	26	26	30	32	33	34	36
Income Top Third	49	39	30	18	15	16	20	25	27	30	36	39	38
Educ High School or Less	37	36	31	29	26	24	22	21	23	24	22	22	20
Educ Some College	41	38	33	27	28	24	27	28	28	29	30	36	37
Educ College Degree	48	39	31	21	19	18	20	23	28	32	36	36	35
Democrat	41	34	26	22	19	17	19	24	29	29	31	34	35
Independent	44	38	35	26	24	21	23	23	24	28	31	29	28
Republican	42	39	32	26	29	26	26	25	29	32	32	37	38

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

All	-6	-9	-13	-19	-21	-21	-18	-16	-15	-15	-15	-15	-17
Age 18 to 44	-5	-8	-10	-13	-15	-15	-14	-12	-12	-11	-12	-12	-13
Age 45 to 64	-7	-9	-14	-22	-24	-26	-21	-19	-17	-17	-17	-15	-17
Age 65+	-7	-10	-16	-24	-25	-23	-19	-18	-19	-19	-19	-18	-20
Income Bottom Third	-3	-5	-7	-10	-10	-12	-10	-11	-8	-9	-8	-9	-12
Income Middle Third	-7	-8	-12	-19	-24	-23	-20	-17	-17	-16	-16	-14	-15
Income Top Third	-8	-14	-20	-27	-28	-28	-26	-22	-20	-19	-22	-22	-23
Educ High School or Less	-3	-5	-10	-16	-16	-14	-9	-9	-9	-11	-11	-9	-9
Educ Some College	-7	-8	-7	-14	-18	-18	-15	-13	-12	-12	-13	-15	-16
Educ College Degree	-8	-12	-17	-23	-24	-26	-24	-22	-21	-19	-20	-18	-19
Democrat	-6	-9	-11	-16	-19	-21	-21	-18	-17	-15	-17	-17	-18
Independent	-5	-7	-10	-16	-17	-17	-13	-14	-13	-14	-12	-12	-14
Republican	-9	-13	-19	-27	-27	-26	-20	-18	-17	-19	-21	-18	-17

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.