

TABLE 43

## SELLING CONDITIONS FOR HOUSES

|                    | Feb<br>2023 | Mar<br>2023 | Apr<br>2023 | May<br>2023 | Jun<br>2023 | Jul<br>2023 | Aug<br>2023 | Sep<br>2023 | Oct<br>2023 | Nov<br>2023 | Dec<br>2023 | Jan<br>2024 | Feb<br>2024 |
|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| GOOD TIME TO SELL  | 50%         | 61%         | 58%         | 55%         | 60%         | 59%         | 61%         | 61%         | 56%         | 52%         | 54%         | 57%         | 56%         |
| UNCERTAIN, DEPENDS | 5           | 2           | 4           | 3           | 5           | 4           | 4           | 4           | 3           | 3           | 4           | 3           | 5           |
| BAD TIME TO SELL   | 45          | 37          | 38          | 42          | 35          | 37          | 35          | 35          | 41          | 45          | 42          | 40          | 39          |
| TOTAL              | 100%        | 100%        | 100%        | 100%        | 100%        | 100%        | 100%        | 100%        | 100%        | 100%        | 100%        | 100%        | 100%        |
| CASES              | 602         | 603         | 601         | 605         | 600         | 601         | 604         | 603         | 605         | 600         | 600         | 601         | 602         |
| INDEX SCORE        | 105         | 124         | 120         | 113         | 125         | 122         | 126         | 126         | 115         | 107         | 112         | 117         | 117         |

**SELLING CONDITIONS FOR HOUSES - INDEX SCORE**  
**THREE MONTH MOVING AVERAGES**

|                          |     |     |     |     |     |     |     |     |     |     |     |     |     |
|--------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| All                      | 108 | 113 | 116 | 119 | 119 | 120 | 124 | 125 | 122 | 116 | 111 | 112 | 115 |
| Age 18 to 44             | 118 | 119 | 122 | 124 | 129 | 126 | 129 | 127 | 129 | 122 | 118 | 119 | 121 |
| Age 45 to 64             | 107 | 114 | 114 | 118 | 114 | 120 | 127 | 129 | 119 | 110 | 105 | 106 | 111 |
| Age 65+                  | 96  | 104 | 112 | 113 | 113 | 112 | 115 | 117 | 116 | 113 | 109 | 109 | 113 |
| Income Bottom Third      | 113 | 116 | 116 | 120 | 120 | 119 | 118 | 115 | 114 | 115 | 114 | 113 | 115 |
| Income Middle Third      | 112 | 114 | 117 | 119 | 118 | 119 | 123 | 128 | 126 | 115 | 108 | 112 | 119 |
| Income Top Third         | 105 | 112 | 118 | 120 | 122 | 125 | 133 | 132 | 126 | 117 | 112 | 112 | 114 |
| Educ High School or Less | 112 | 117 | 116 | 116 | 114 | 110 | 114 | 115 | 113 | 111 | 108 | 110 | 109 |
| Educ Some College        | 109 | 117 | 120 | 121 | 119 | 120 | 128 | 127 | 127 | 121 | 117 | 113 | 114 |
| Educ College Degree      | 106 | 110 | 115 | 119 | 122 | 125 | 127 | 128 | 124 | 116 | 111 | 114 | 120 |
| Democrat                 | 107 | 111 | 119 | 125 | 122 | 124 | 128 | 130 | 125 | 118 | 117 | 119 | 125 |
| Independent              | 109 | 115 | 116 | 115 | 117 | 119 | 121 | 121 | 122 | 119 | 113 | 113 | 115 |
| Republican               | 108 | 115 | 116 | 121 | 121 | 118 | 127 | 128 | 123 | 111 | 104 | 101 | 107 |

The question was: "Generally speaking, do you think now is a good time or a bad time to sell a house?"

\*: Less than half of one percent. Index Score is the percent favorable minus the percent unfavorable plus 100