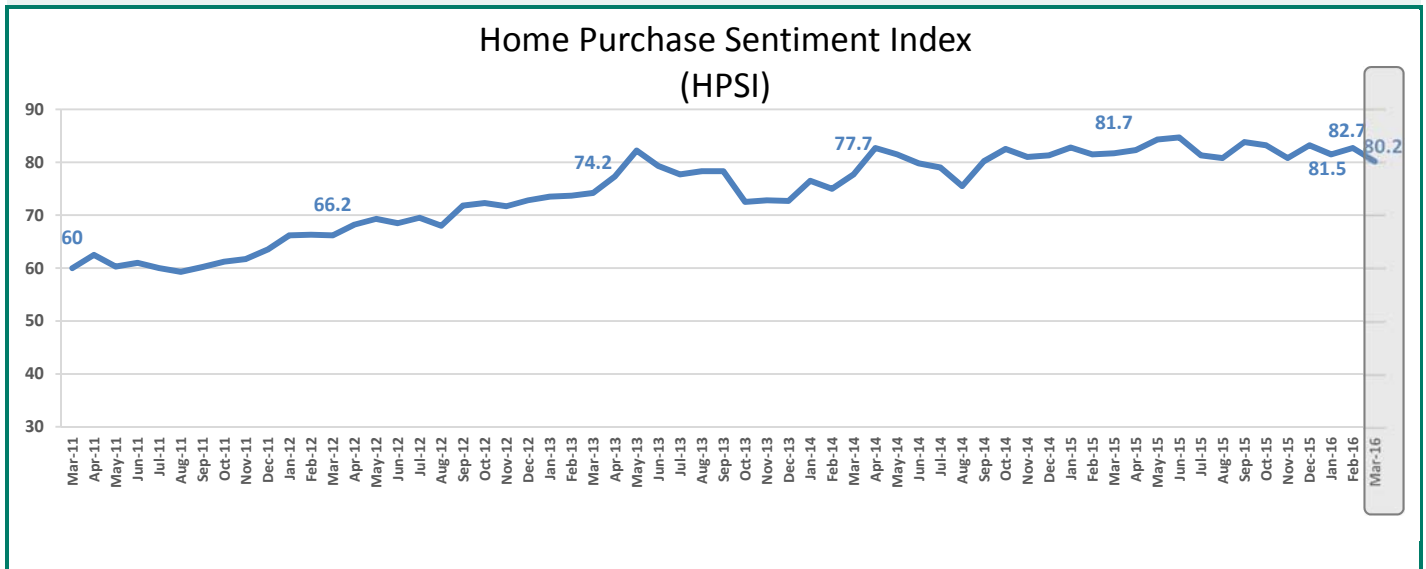


## March 2016 Data Release

The Home Purchase Sentiment Index™ (HPSI) is a composite index designed to track consumers’ housing-related attitudes, intentions, and perceptions, using six questions from the National Housing Survey® (NHS).

### The Home Purchase Sentiment Index

The HPSI fell 2.5 points in March to 80.2, reaching the lowest point since September 2014.



### Components of the HPSI

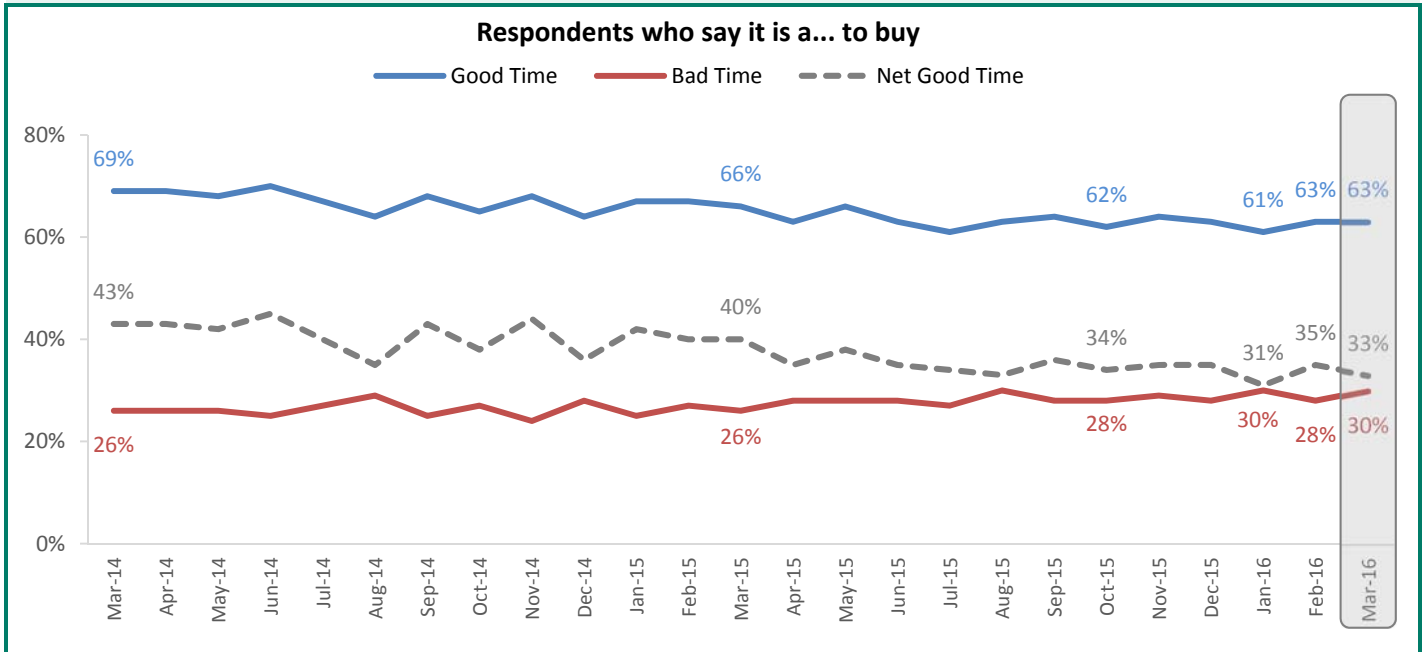
The drop in HPSI in March can be attributed to four of the components worsening. The largest decreases were among “Good Time To Sell” (-8) and “Confidence About Not Losing Job” (-7), while the largest increase was seen in “Mortgage Rates Will Go Down” (+5).

	March 2016*	Change Since Last Month	Change Since Last Year
<b>March 2016 HPSI</b>	<b>80.2</b>	<b>-2.5</b>	<b>-1.5</b>
Good Time To <b>Buy</b>	33	-2	-7
Good Time To <b>Sell</b>	-1	-8	-3
<b>Home Prices</b> Will Go Up (next 12 months)	34	+1	-6
<b>Mortgage Rates</b> Will Go Down (next 12 months)	-45	+5	+3
Confidence About Not Losing <b>Job</b> (next 12 months)	68	-7	0
Household <b>Income</b> is Significantly Higher (past 12 months)	11	-4	+4

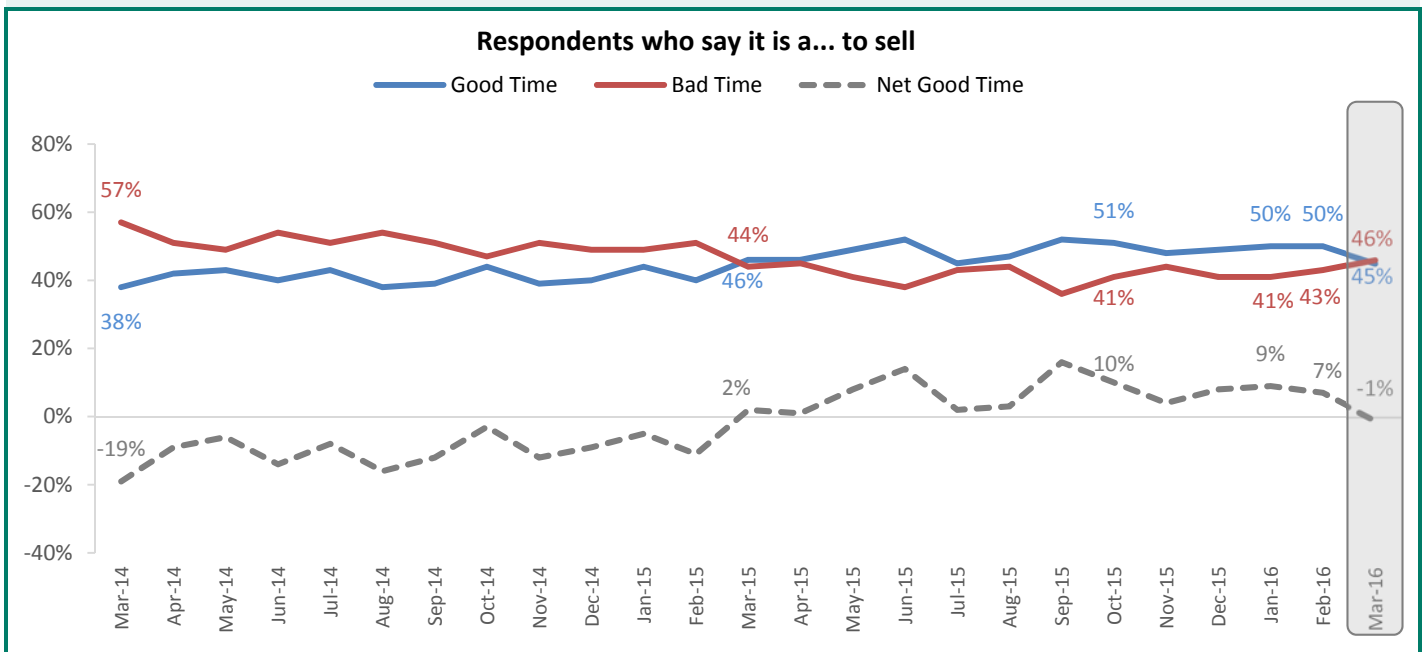
\* Net percentages of the component questions used to calculate HPSI, e.g. (Percent Good Time to Buy – Percent Bad Time to Buy) = 33

## Components of the HPSI – Good/Bad Time to Buy and Sell a Home

The net share of respondents who say it is a good time to buy a house fell by 2 percentage points to 33% as more Americans say it is a bad time to buy.

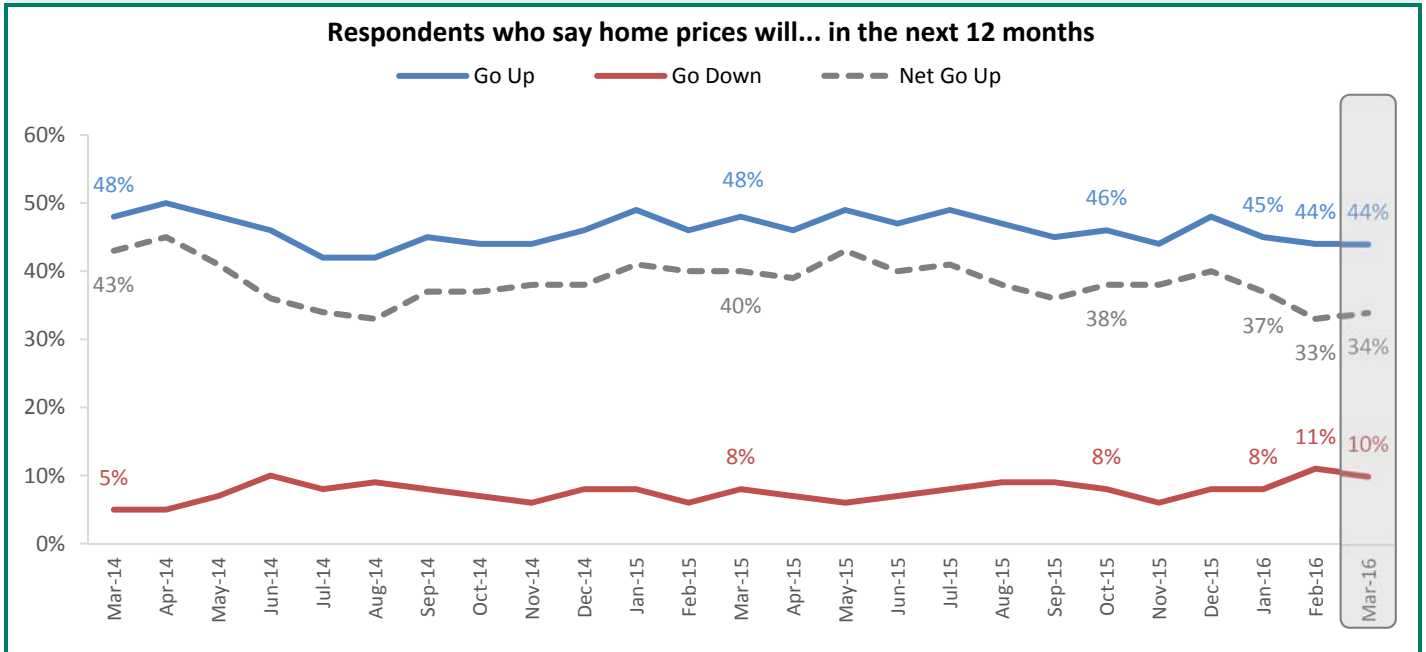


The net percentage of those who say it is a good time to sell fell 8 percentage points to -1% in March, as more feel it is a bad time to sell than a good time to sell for the first time in over a year.

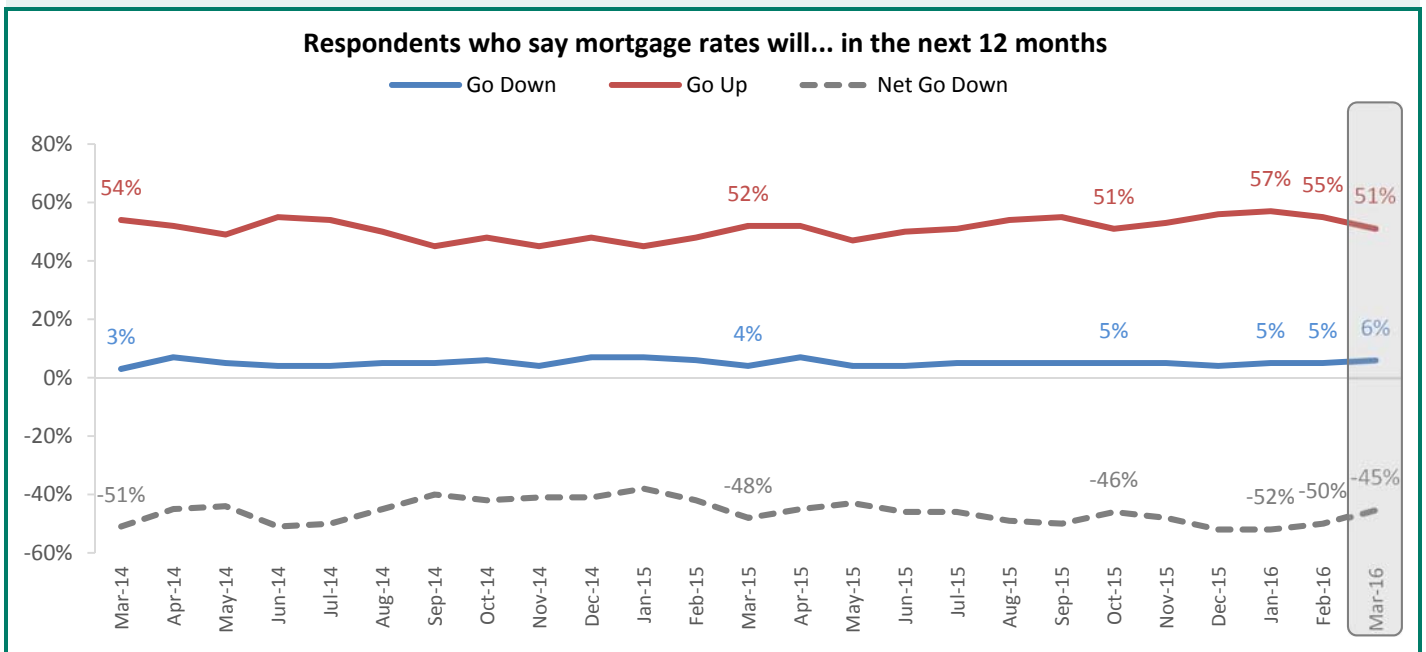


## Components of the HPSI – Home Price and Mortgage Rate Expectations

The net share of respondents who say that home prices will go up rose 1 percentage point to 34%, breaking the downward trend from the last few months.

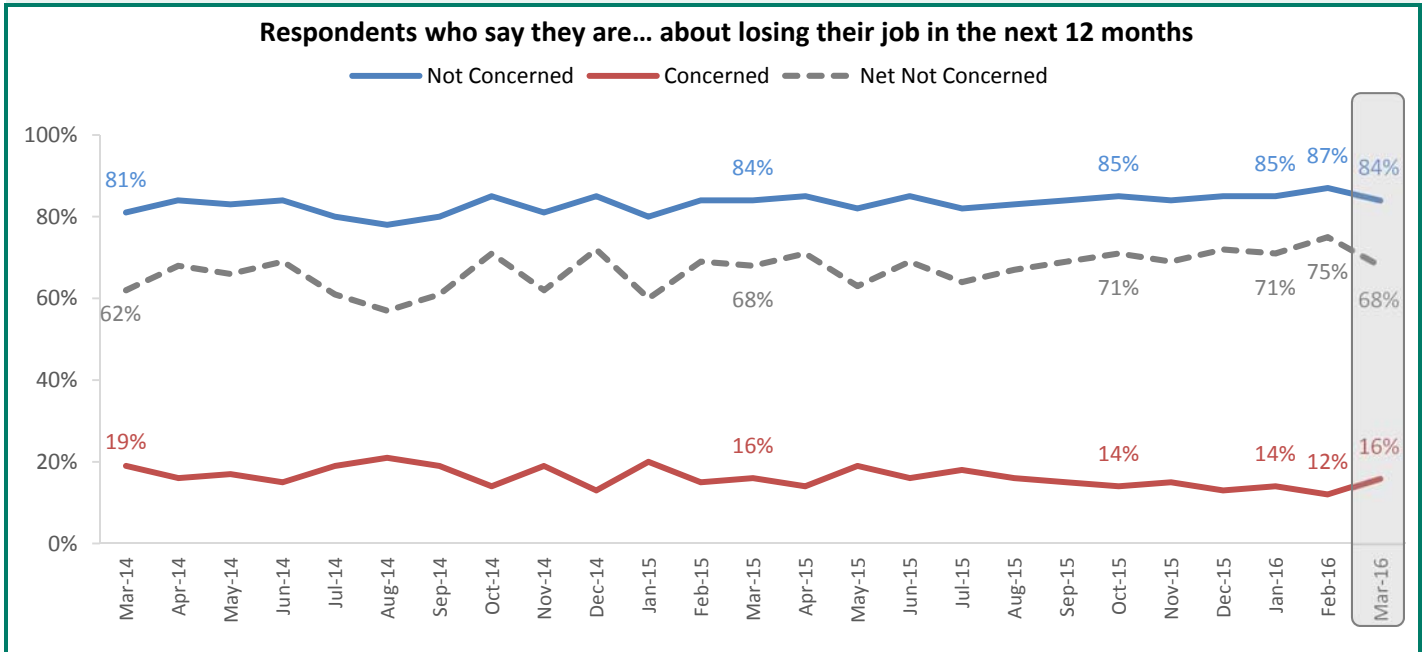


Continuing the trend from February, the net share of those who say mortgage rates will go down rose 5 percentage points to -45% this month, as fewer say mortgage rates will go down.

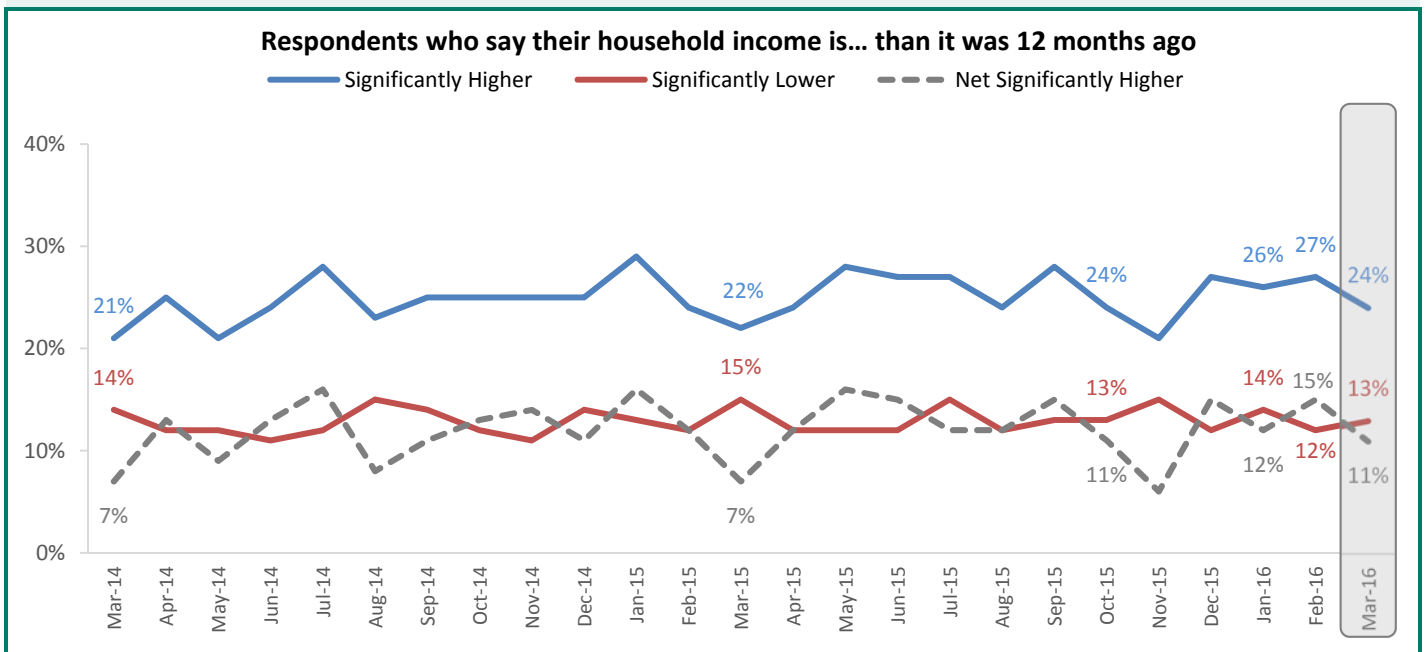


## Components of the HPSI – Job Concerns and Household Incomes

The net share of respondents who say they are not concerned with losing their job fell 7 percentage points to 68%.

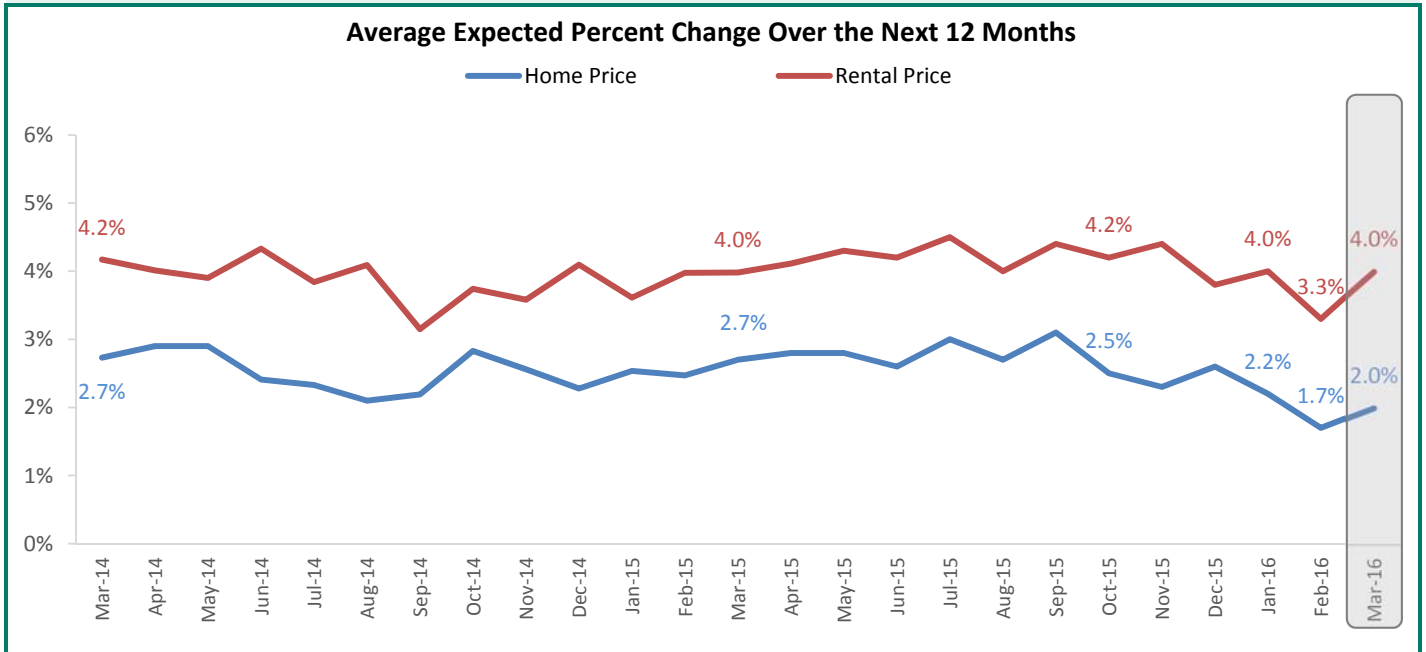


The net share of respondents who say their household income is significantly higher than it was 12 months ago fell 4 percentage points to 11%.

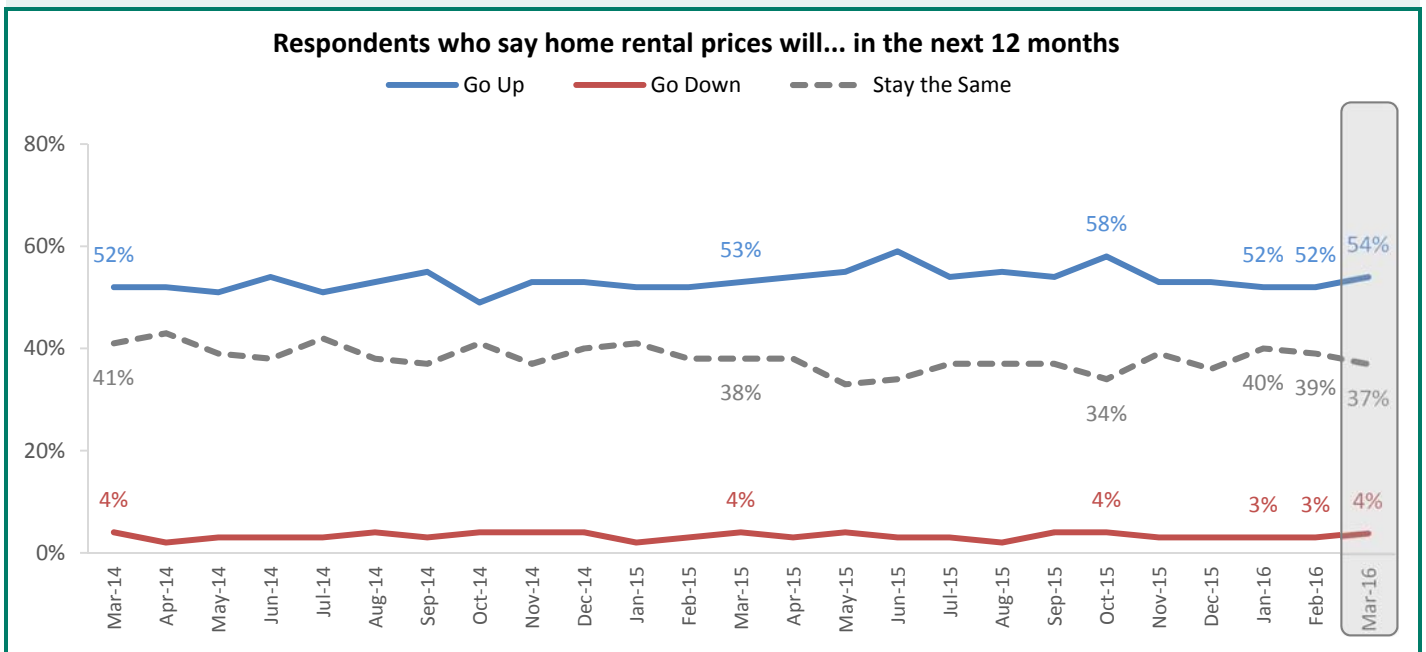


## Additional National Housing Survey Key Indicators

On average, respondents expect rental prices over the next 12 months to rise 4.0%. They expect home prices over the next 12 months to rise 2.0%.

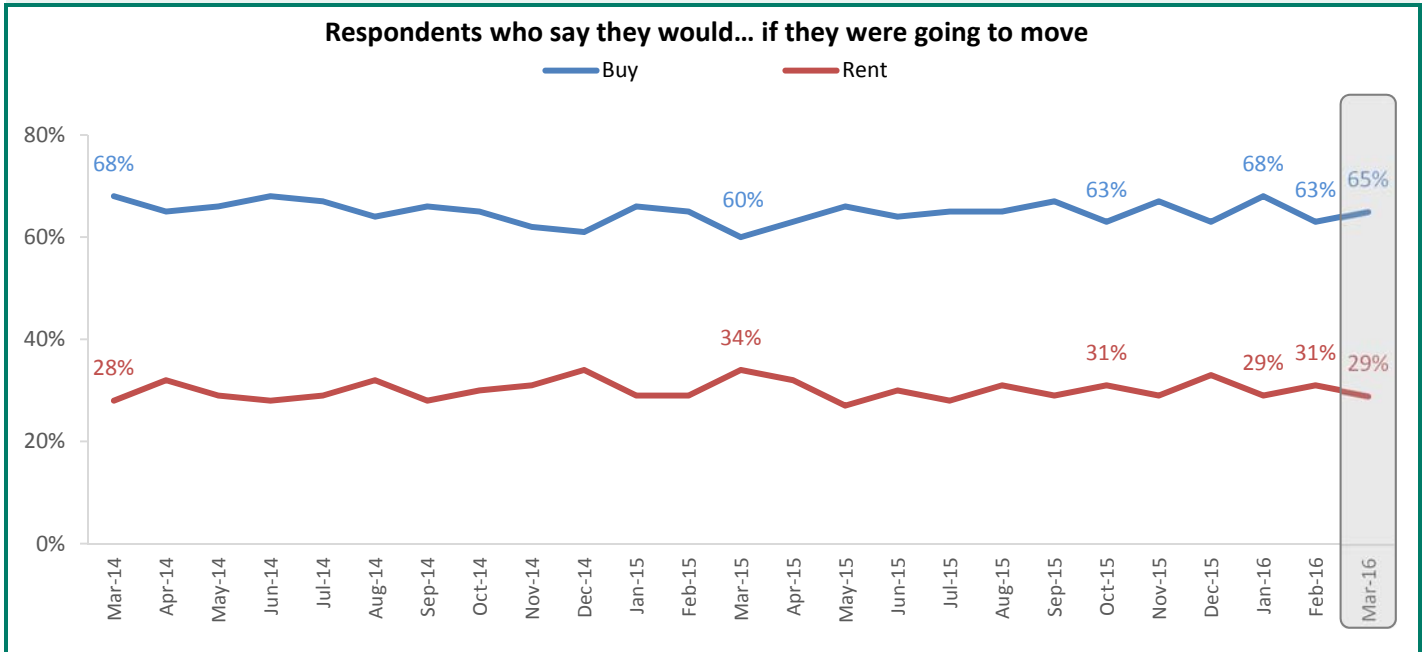


The percentage of respondents who expect home rental prices to go up rose to 54%, and the percentage of respondents who expect home rental prices to go down rose to 4%.

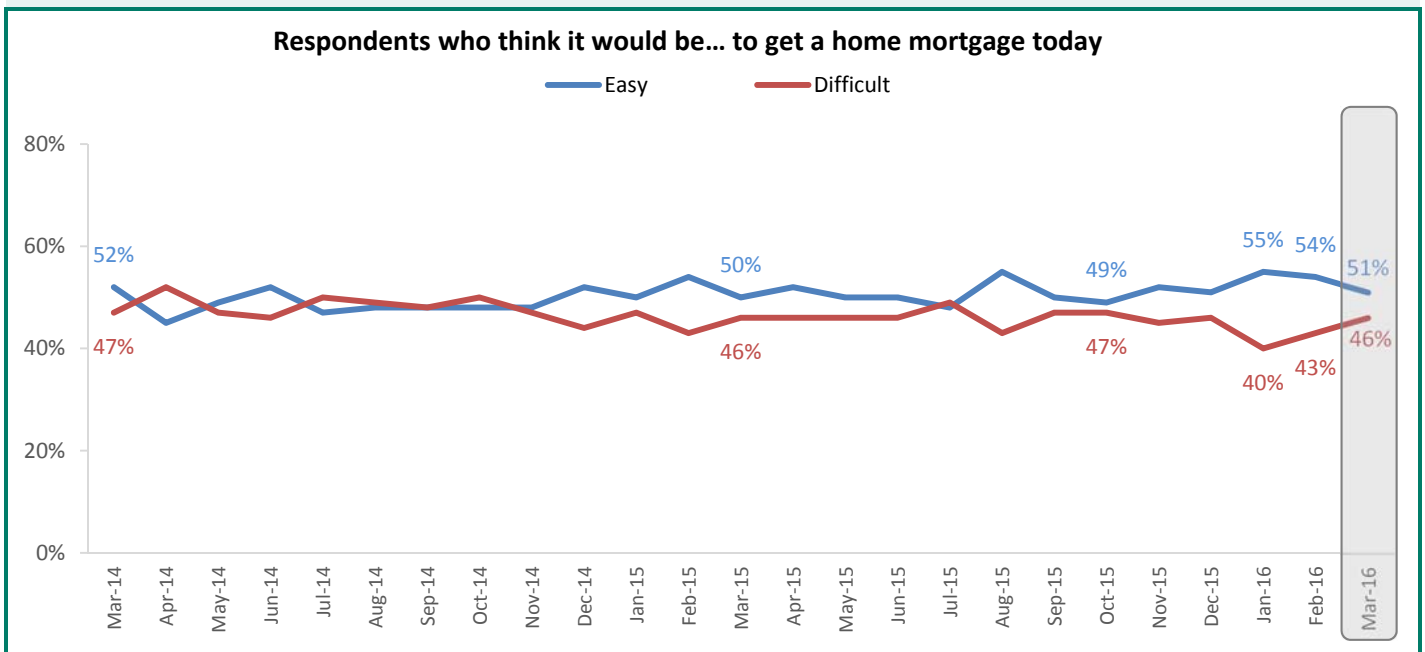


## Additional National Housing Survey Key Indicators

The share of respondents who say they would buy if they were going to move rose 2 percentage points to 65%, while the share who would rent fell to 29%.

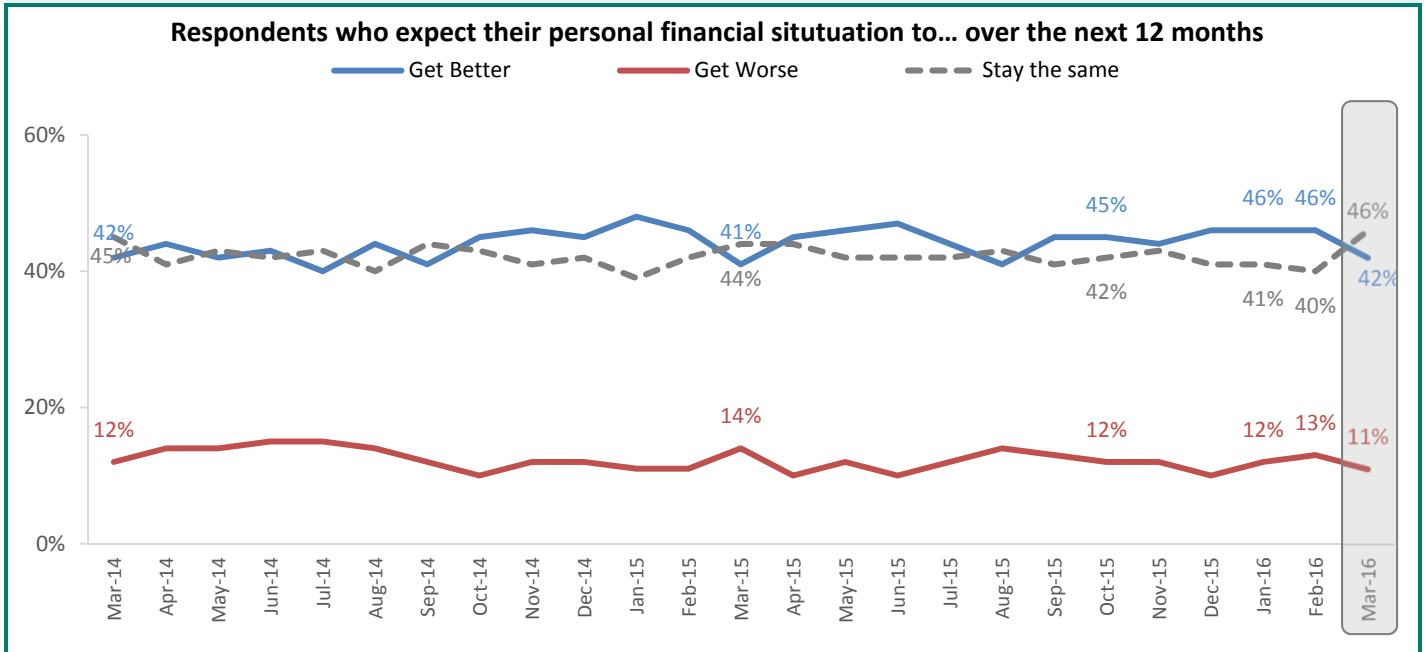


The share of Americans who say getting a mortgage would be easy fell 3 percentage points in March to 51%, while the share who say it would be difficult rose 3 percentage points to 46%, narrowing the gap between those who think it is easy and those who think it is difficult to get a mortgage.

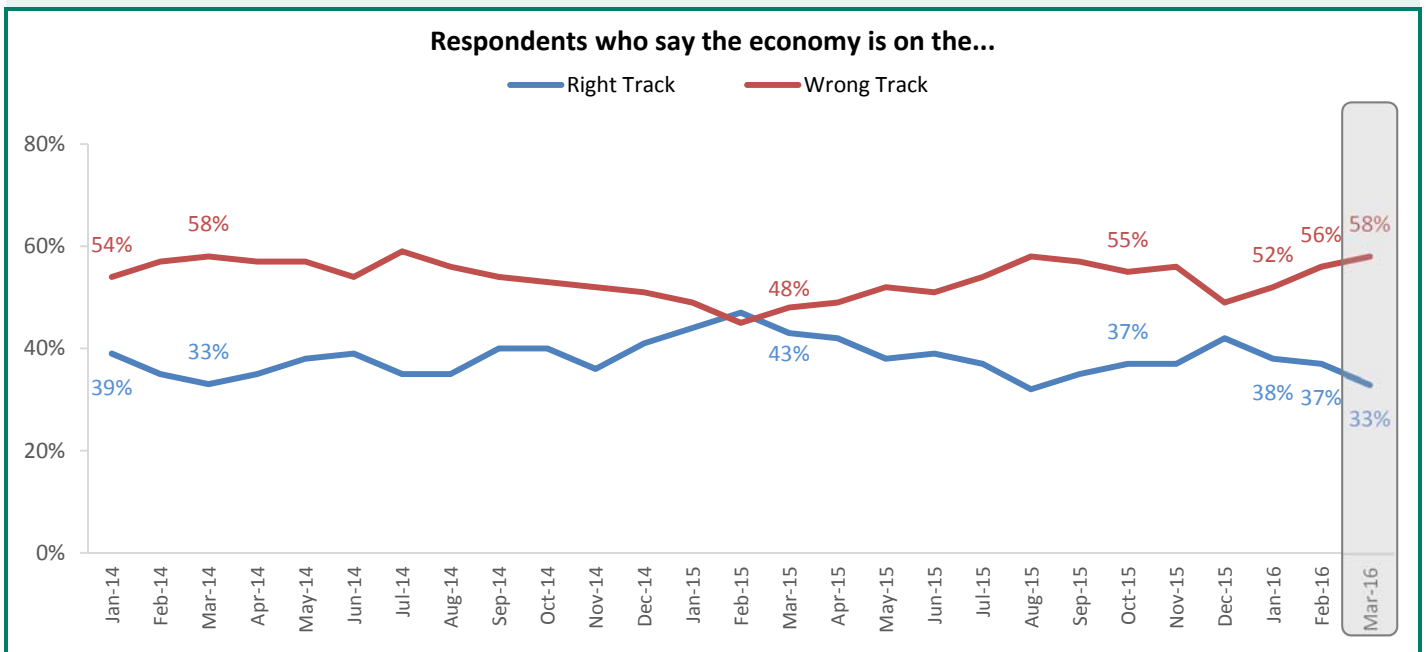


## Additional National Housing Survey Key Indicators

The percentage who expect their personal financial situation to stay the same over the next 12 months rose 6 percentage points to 46% - a new all-time survey high. The percentages who expect their personal financial situation to get better or worse over the next 12 months both declined.



The share of respondents who say the economy is on the right track fell 4 percentage points to 33%, while those who say it is on the wrong track rose by 2 percentage points to 58%, continuing the trend from the past two months.



# The National Housing Survey®

March 2016

## APPENDIX

### About the Survey

The National Housing Survey® polled a nationally representative sample of 1,000 household financial decision makers (margin of error ±3.1%) aged 18 and older between March 1, 2016 and March 21, 2016. Most of the data collection occurred during the first two weeks of this period.

Interviews were conducted by Penn Schoen Berland, in coordination with Fannie Mae.

The statistics in this release were estimated from sample surveys and are subject to sampling variability as well as nonsampling error, including bias and variance from response, nonreporting, and undercoverage. Averages of expected price changes were calculated after converting responses of “stay the same” to 0% and after excluding outliers, which were defined to be responses that were more than two standard deviations from the means.

How the Home Purchase Sentiment Index (HPSI) is Calculated*	
Net Good Time to <b>Buy</b> <i>Very and Somewhat Good Time To Buy – Very and Somewhat Bad Time To Buy</i>	Q12
Net Good Time to <b>Sell</b> <i>Very and Somewhat Good Time To Sell – Very and Somewhat Bad Time To Sell</i>	Q13
Net <b>Home Prices</b> Will Go Up (next 12 months) <i>Home Prices Will Go Up – Home Prices Will Go Down</i>	Q15
Net <b>Mortgage Rates</b> Will Go Down (next 12 months) <i>Mortgage Rates Will Go Down – Mortgage Rates Will Go Up</i>	Q20B
Net Confident About Not Losing <b>Job</b> (next 12 months) <i>Not at All and Not Very Concerned about Losing Job – Very and Somewhat Concerned about Losing Job</i>	Q112B
Net Household <b>Income</b> is Significantly Higher (past 12 months) <i>Income is Significantly Higher – Income is Significantly Lower</i>	Q116
$HPSI = \frac{Q12 + Q13 + Q15 + Q20B + Q112B + Q116}{6} + 63.5$	
* The HPSI calculation includes the addition of a constant of 63.5 in order to set the index's initial value at 60 as of March 2011, in range with the <b>Index of Consumer Sentiment</b> and the <b>Consumer Confidence Index</b>	

**Time Series Data:** <http://www.fanniemae.com/resources/file/research/housingsurvey/xls/nhs-monthly-indicator-data-040716.xls>

**HPSI Overview:** <http://www.fanniemae.com/resources/file/research/housingsurvey/pdf/hpsi-overview.pdf>

**HPSI White Paper:** <http://www.fanniemae.com/resources/file/research/housingsurvey/pdf/hpsi-whitepaper.pdf>



### Home Purchase Sentiment Index Over the Past 12 Months

March 2015	81.7
April 2015	82.3
May 2015	84.3
June 2015	84.7
July 2015	81.3
August 2015	80.8
September 2015	83.8
October 2015	83.2
November 2015	80.8
December 2015	83.2
January 2016	81.5
February 2016	82.7
<b>March 2016</b>	<b>80.2</b>

### Percent of respondents who say it is a good or bad time to buy

	% Good Time to Buy	% Bad Time to Buy	Net % Good Time to Buy
March 2015	66	26	40
April 2015	63	28	35
May 2015	66	28	38
June 2015	63	28	35
July 2015	61	27	34
August 2015	63	30	33
September 2015	64	28	36
October 2015	62	28	34
November 2015	64	29	35
December 2015	63	28	35
January 2016	61	30	31
February 2016	63	28	35
<b>March 2016</b>	<b>63</b>	<b>30</b>	<b>33</b>

### Percent of respondents who say it is a good or bad time to sell

	% Good Time to Sell	% Bad Time to Sell	Net % Good Time to Sell
March 2015	46	44	2
April 2015	46	45	1
May 2015	49	41	8
June 2015	52	38	14
July 2015	45	43	2
August 2015	47	44	3
September 2015	52	36	16
October 2015	51	41	10
November 2015	48	44	4
December 2015	49	41	8
January 2016	50	41	9
February 2016	50	43	7
<b>March 2016</b>	<b>45</b>	<b>46</b>	<b>-1</b>

Percent of respondents who say home prices will go up, go down, or stay the same in the next 12 months

	% Go Up	% Go Down	Net % Prices Will Go Up
March 2015	48	8	40
April 2015	46	7	39
May 2015	49	6	43
June 2015	47	7	40
July 2015	49	8	41
August 2015	47	9	38
September 2015	45	9	36
October 2015	46	8	38
November 2015	44	6	38
December 2015	48	8	40
January 2016	45	8	37
February 2016	44	11	33
<b>March 2016</b>	<b>44</b>	<b>10</b>	<b>34</b>

Percent of respondents who say mortgage rates will go up, go down, or stay the same in the next 12 months

	% Go Up	% Go Down	Net % Rates Will Go Down
March 2015	52	4	-48
April 2015	52	7	-45
May 2015	47	4	-43
June 2015	50	4	-46
July 2015	51	5	-46
August 2015	54	5	-49
September 2015	55	5	-50
October 2015	51	5	-46
November 2015	53	5	-48
December 2015	56	4	-52
January 2016	57	5	-52
February 2016	55	5	-50
<b>March 2016</b>	<b>51</b>	<b>6</b>	<b>-45</b>

Percent of respondents who say are concerned or not concerned about losing their job

	% Concerned	% Not Concerned	Net % Not Concerned
March 2015	16	84	68
April 2015	14	85	71
May 2015	19	82	63
June 2015	16	85	69
July 2015	18	82	64
August 2015	16	83	67
September 2015	15	84	69
October 2015	14	85	71
November 2015	15	84	69
December 2015	13	85	72
January 2016	14	85	71
February 2016	12	87	75
<b>March 2016</b>	<b>16</b>	<b>84</b>	<b>68</b>

Percent of respondents who say their household income is higher, lower, or about the same compared to 12 months ago

	% Significantly Higher	% Significantly Lower	Net % Higher
March 2015	22	15	7
April 2015	24	12	12
May 2015	28	12	16
June 2015	27	12	15
July 2015	27	15	12
August 2015	24	12	12
September 2015	28	13	15
October 2015	24	13	11
November 2015	21	15	6
December 2015	27	12	15
January 2016	26	14	12
February 2016	27	12	15
<b>March 2016</b>	<b>24</b>	<b>13</b>	<b>11</b>

Average home/rental price change expectation

	% Home Price Change	% Rental Price Change
March 2015	2.7	4.0
April 2015	2.8	4.1
May 2015	2.8	4.3
June 2015	2.6	4.2
July 2015	3.0	4.5
August 2015	2.7	4.0
September 2015	3.1	4.4
October 2015	2.5	4.2
November 2015	2.3	4.4
December 2015	2.6	3.8
January 2016	2.2	4.0
February 2016	1.7	3.3
<b>March 2016</b>	<b>2.0</b>	<b>4.0</b>

Percent of respondents who say home rental prices will go up, go down, or stay the same in the next 12 months

	% Go Up	% Go Down	% Stay the Same
March 2015	53	4	38
April 2015	54	3	38
May 2015	55	4	33
June 2015	59	3	34
July 2015	54	3	37
August 2015	55	2	37
September 2015	54	4	37
October 2015	58	4	34
November 2015	53	3	39
December 2015	53	3	36
January 2016	52	3	40
February 2016	52	3	39
<b>March 2016</b>	<b>54</b>	<b>4</b>	<b>37</b>

Percent of respondents who say they would buy or rent if they were going to move

	% Buy	% Rent
March 2015	60	34
April 2015	63	32
May 2015	66	27
June 2015	64	30
July 2015	65	28
August 2015	65	31
September 2015	67	29
October 2015	63	31
November 2015	67	29
December 2015	63	33
January 2016	68	29
February 2016	63	31
<b>March 2016</b>	<b>65</b>	<b>29</b>

Percent of respondents who think it would be difficult or easy for them to get a home mortgage today

	% Difficult	% Easy
March 2015	46	50
April 2015	46	52
May 2015	46	50
June 2015	46	50
July 2015	49	48
August 2015	43	55
September 2015	47	50
October 2015	47	49
November 2015	45	52
December 2015	46	51
January 2016	40	55
February 2016	43	54
<b>March 2016</b>	<b>46</b>	<b>51</b>

Percent of respondents who expect their personal financial situation to get better, get worse, or stay the same in the next 12 months

	% Get Better	% Get Worse	% Stay the Same
March 2015	41	14	44
April 2015	45	10	44
May 2015	46	12	42
June 2015	47	10	42
July 2015	44	12	42
August 2015	41	14	43
September 2015	45	13	41
October 2015	45	12	42
November 2015	44	12	43
December 2015	46	10	41
January 2016	46	12	41
February 2016	46	13	40
<b>March 2016</b>	<b>42</b>	<b>11</b>	<b>46</b>

Percent of respondents who think the economy is on the right track or the wrong track

	% Right Track	% Wrong Track
March 2015	43	48
April 2015	42	49
May 2015	38	52
June 2015	39	51
July 2015	37	54
August 2015	32	58
September 2015	35	57
October 2015	37	55
November 2015	37	56
December 2015	42	49
January 2016	38	52
February 2016	37	56
<b>March 2016</b>	<b>33</b>	<b>58</b>