

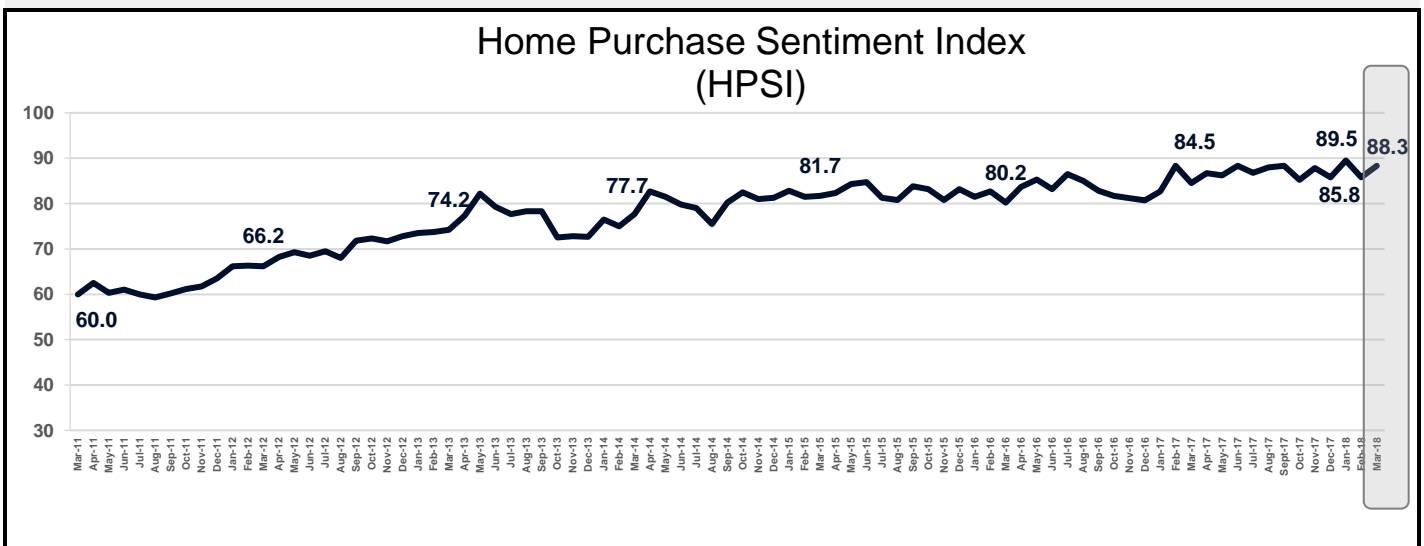


## March 2018 Data Release

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 rose 2.5 points in March to 88.3, reversing the decrease seen last month.



### Components of the HPSI

The increase in the HPSI can be attributed to increases in three of the six HPSI components: “Good Time To Buy” (+10), “Mortgage Rates Will Go Down” (+5), and “Good Time to Sell” (+3).

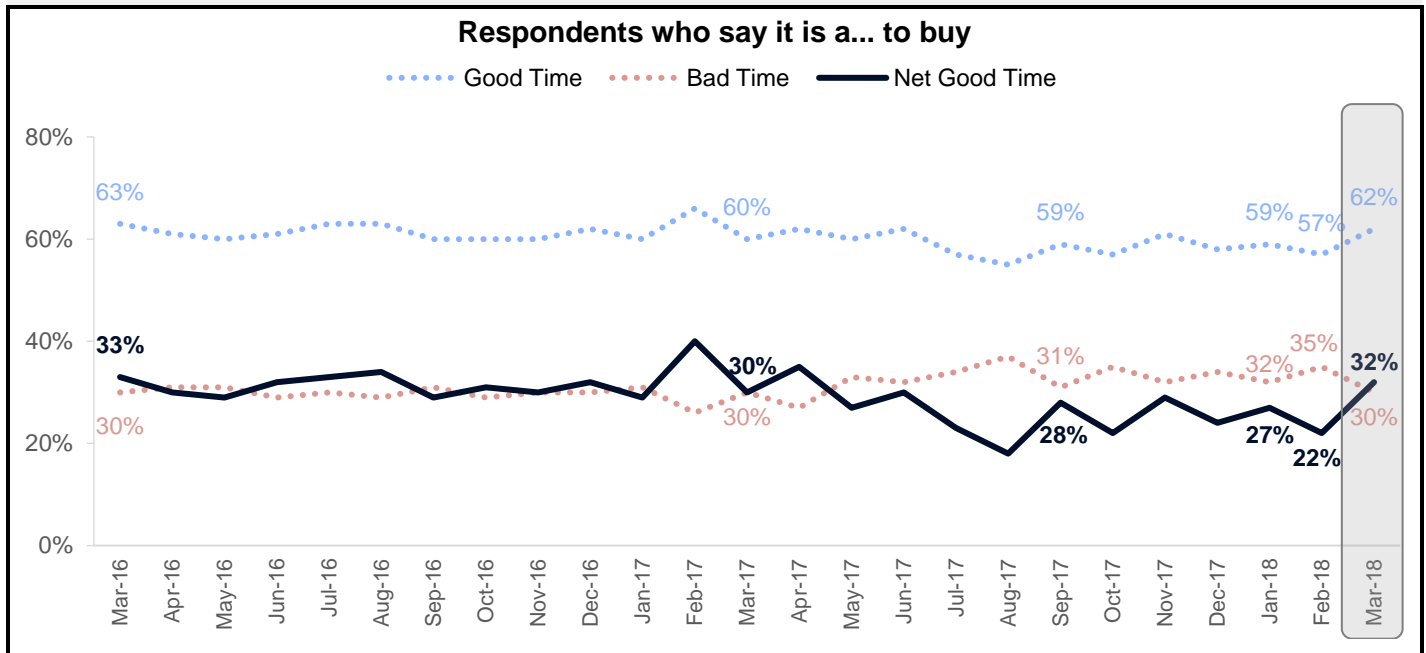
	March 2018*	Change Since Last Month	Change Since Last Year
<b>March 2018 HPSI</b>	<b>88.3</b>	<b>+2.5</b>	<b>+3.8</b>
Good Time To <b>Buy</b>	32	+10	+2
Good Time To <b>Sell</b>	39	+3	+8
<b>Home Prices</b> Will Go Up (next 12 months)	42	-3	-2
<b>Mortgage Rates</b> Will Go Down (next 12 months)	-52	+5	+8
Confidence About Not Losing <b>Job</b> (next 12 months)	71	0	+1
Household <b>Income</b> Is Significantly Higher (past 12 months)	17	0	+6

\* Net percentages of the component questions used to calculate HPSI, e.g. (Percent Good Time to Buy – Percent Bad Time to Buy) = 32

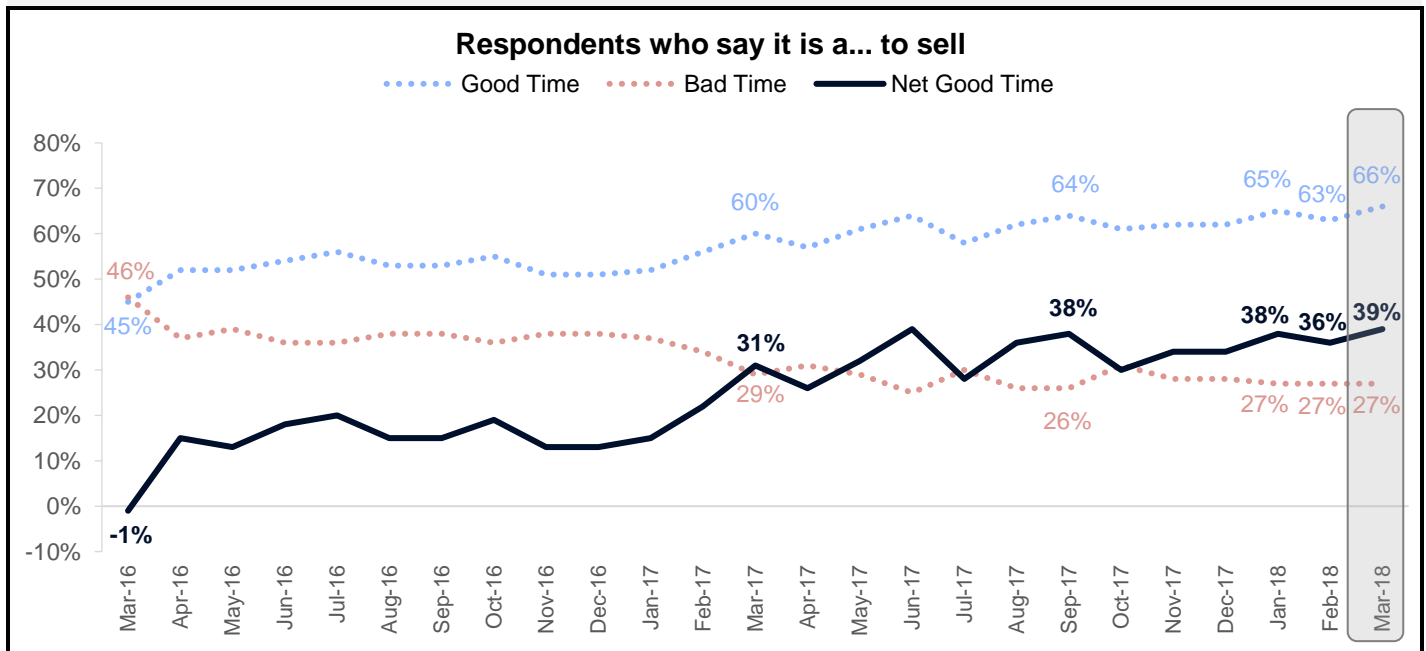


## Components of the HPSI – Good/Bad Time to Buy and Sell a Home

The net share of Americans who say it is a good time to buy a home rose 10 percentage points to 32%.



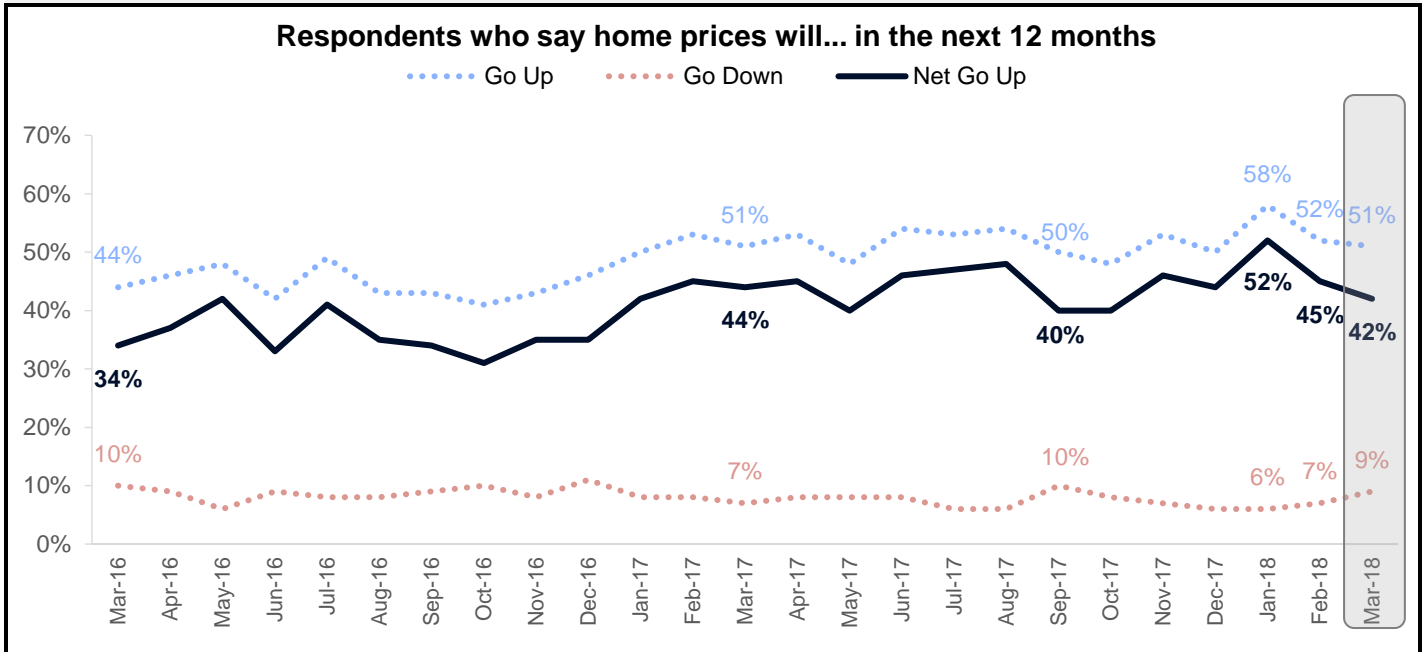
In March, the net percentage of those who say it is a good time to sell rose 3 percentage points to 39%, matching the survey high last seen in June 2017.



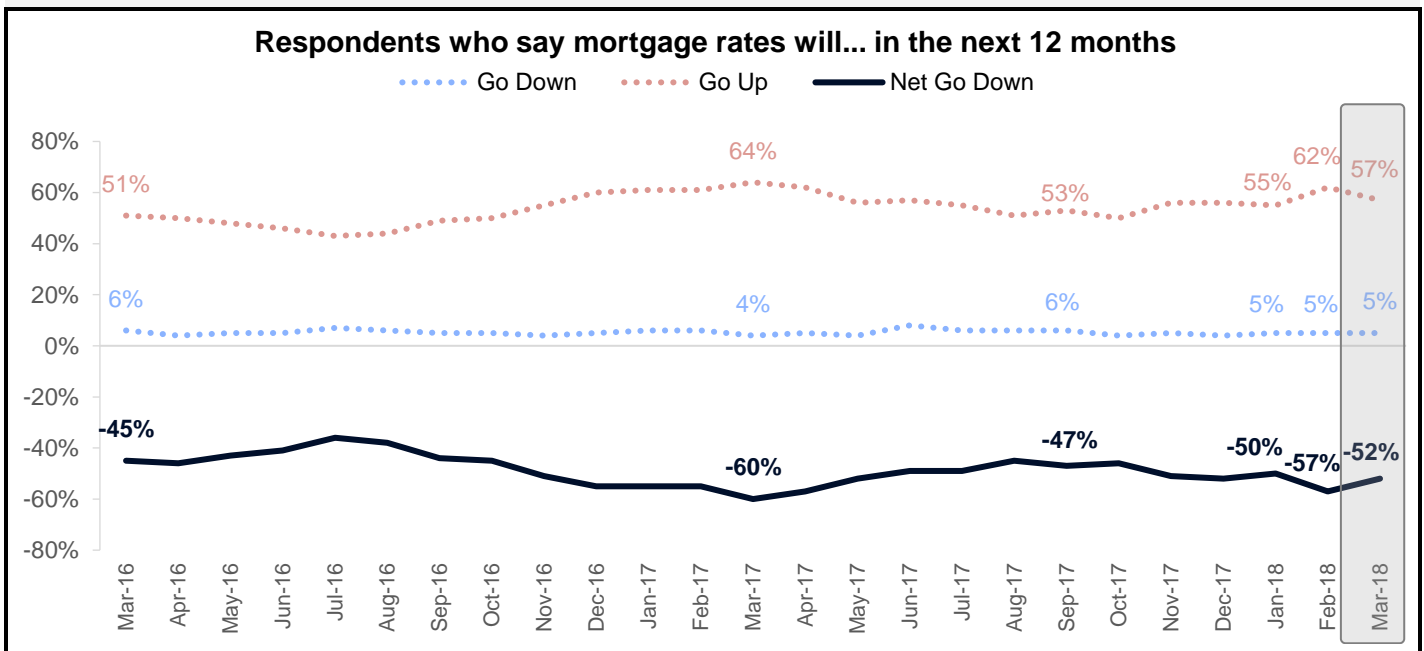


## Components of the HPSI – Home Price and Mortgage Rate Expectations

The net share of Americans who say home prices will go up fell 3 percentage points to 42% in March, continuing the decreasing trend from last month.



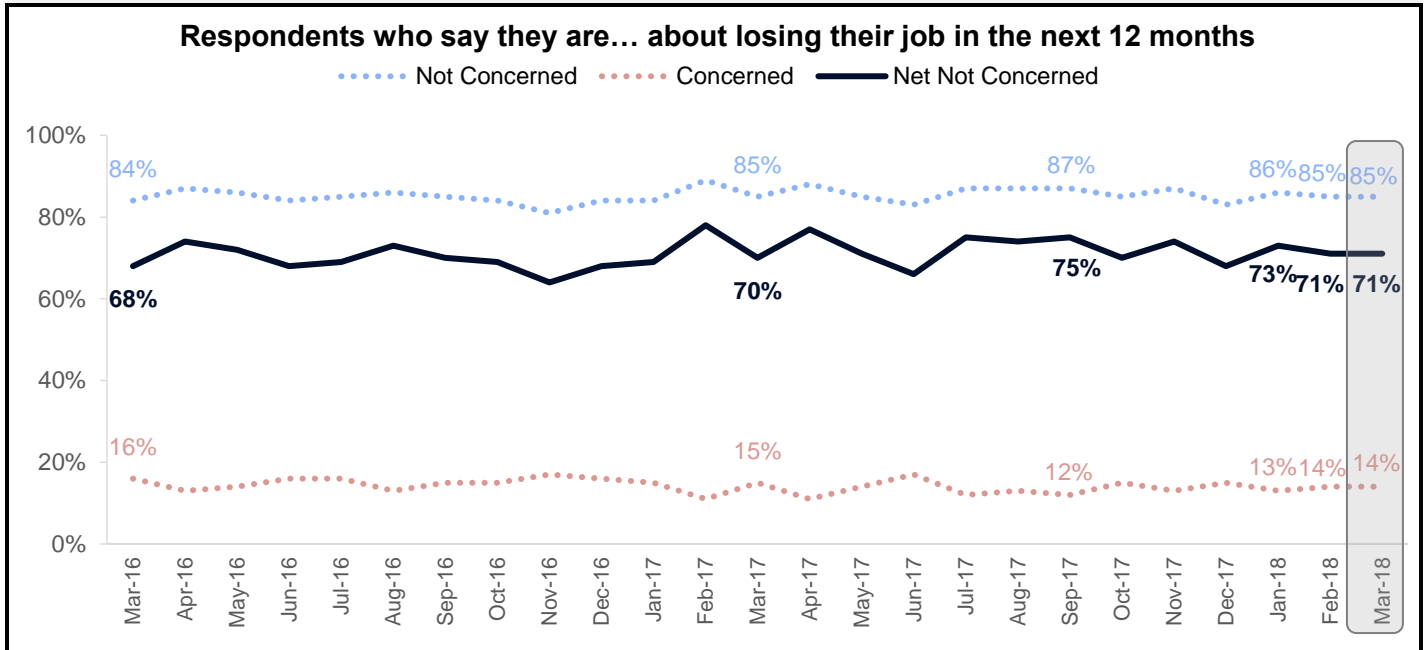
The net share of those who say mortgage rates will go down over the next 12 months rose 5 percentage points to -52%.



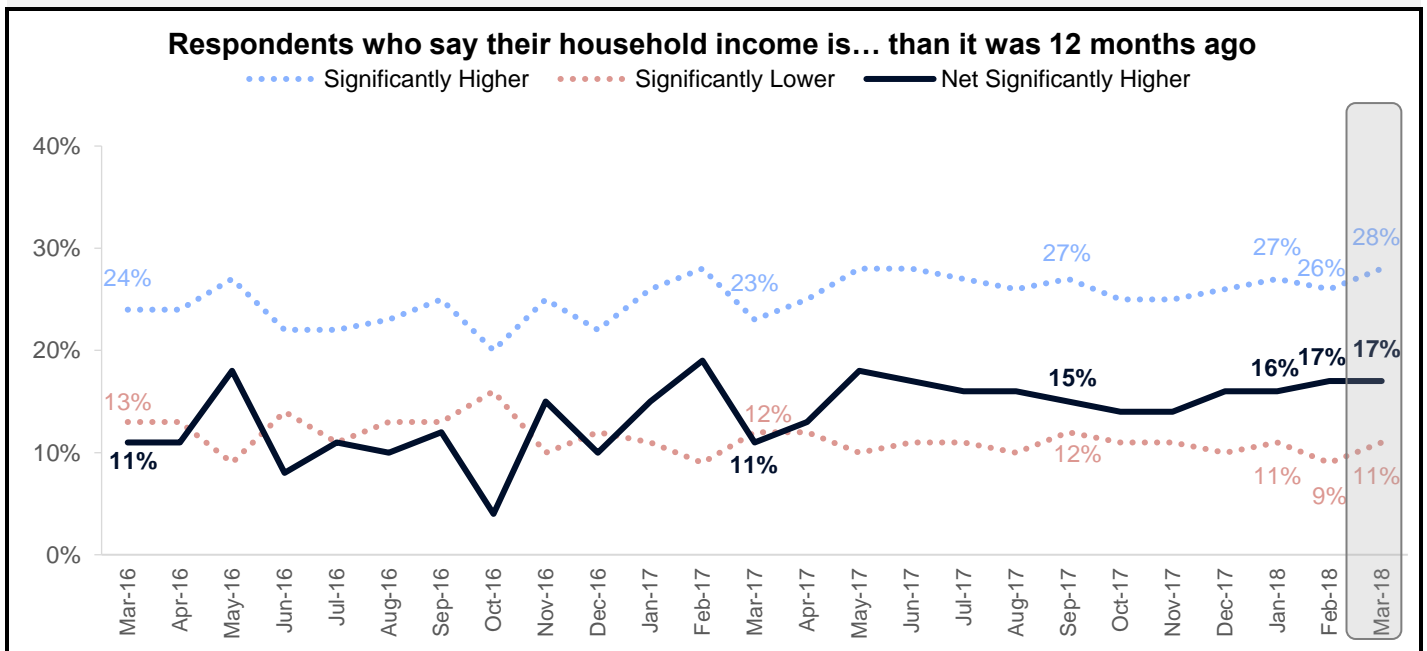


## Components of the HPSI – Job Concerns and Household Incomes

The net share of Americans who say they are not concerned about losing their job remained at 71% in March.



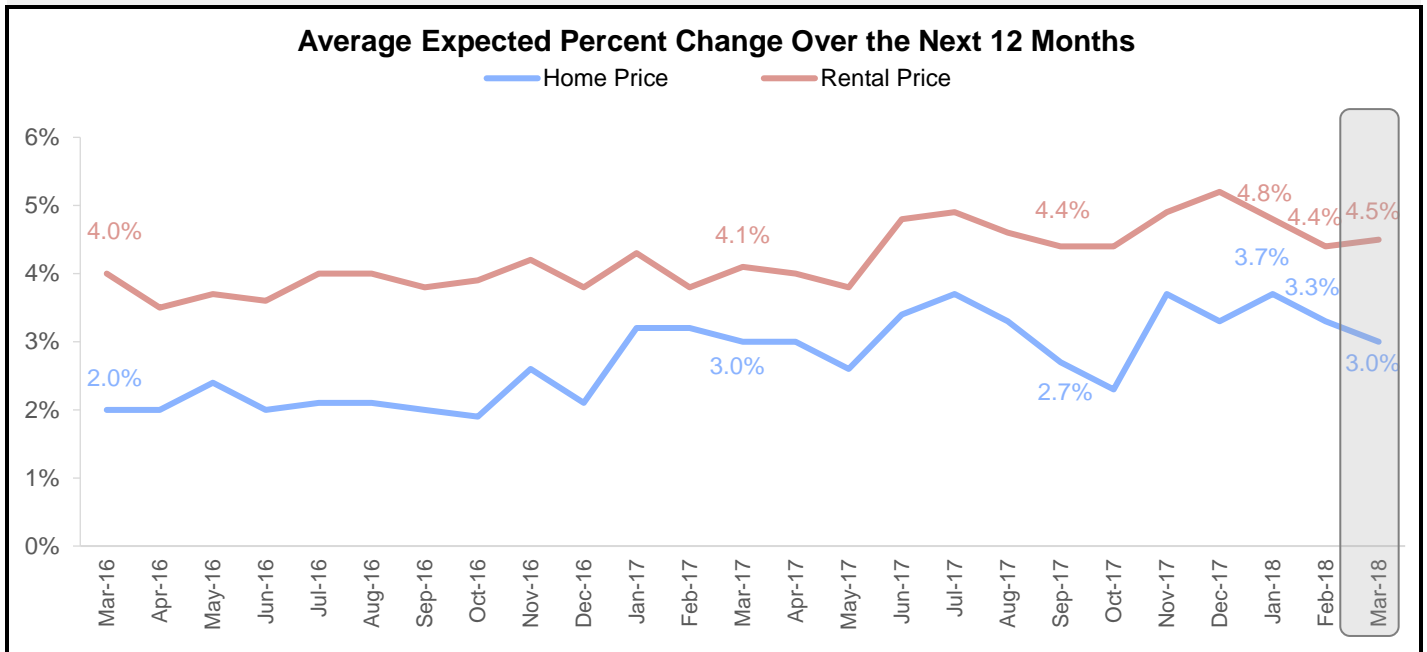
The net share of those who say their household income is significantly higher than it was 12 months ago remained at 17%.



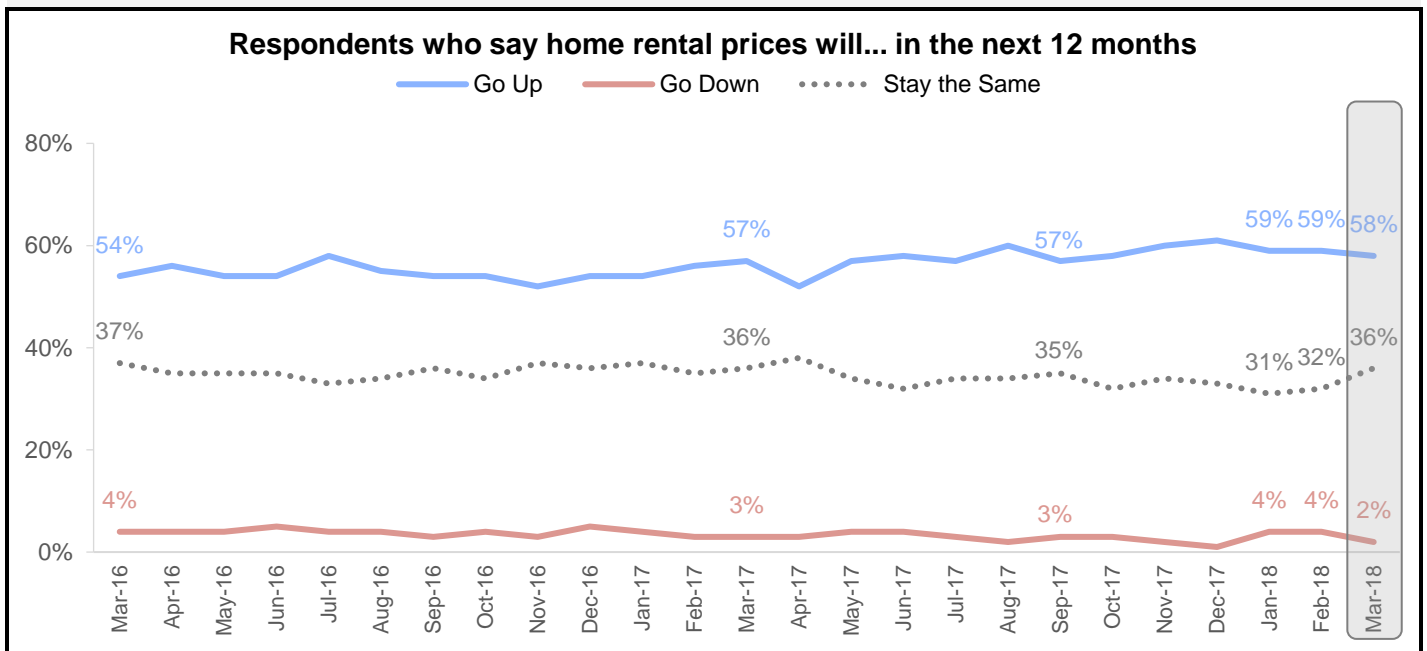


## Additional National Housing Survey Key Indicators

On average, Americans expect rental prices to rise 4.5% over the next 12 months, increasing 0.1 percentage points since last month. They expect home prices to rise 3.0% over the next 12 months, a 0.3 percentage point decrease.



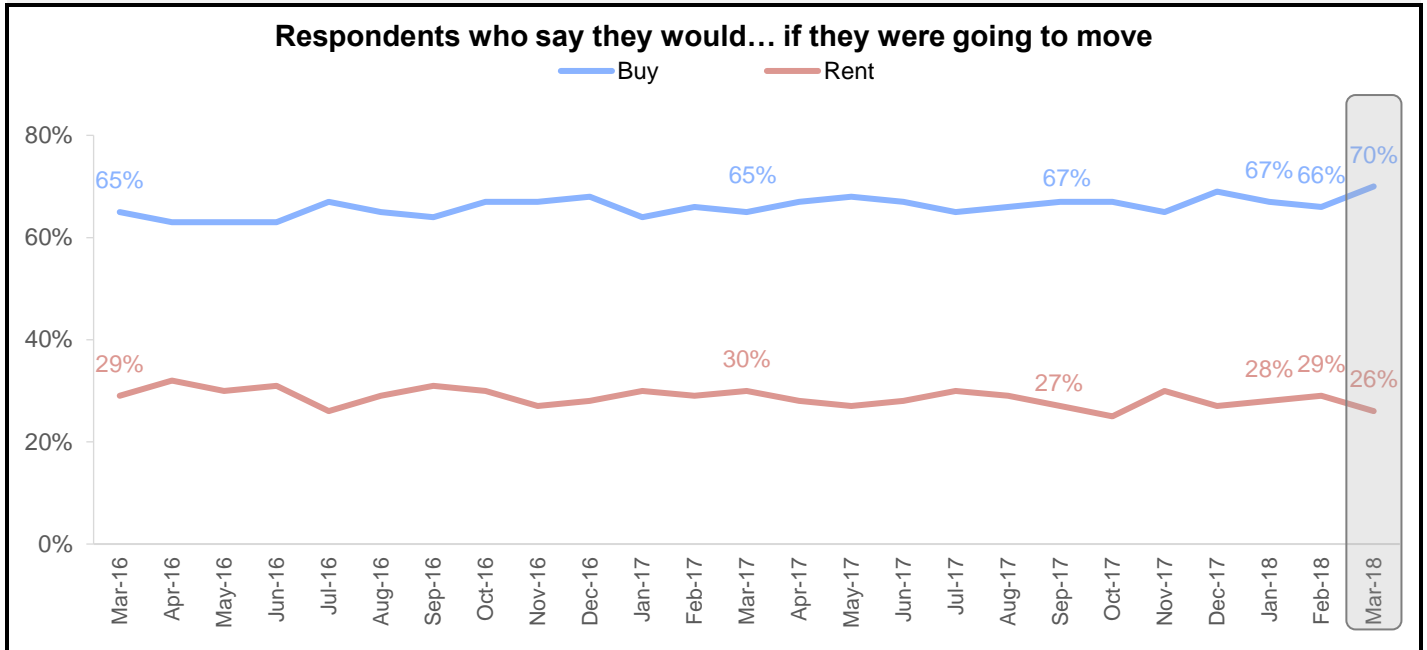
The percentage of Americans who expect home rental prices to go up fell 1 percentage point from last month to 58%, and the share of those who expect home rental prices to go down fell 2 percentage points to 2%.



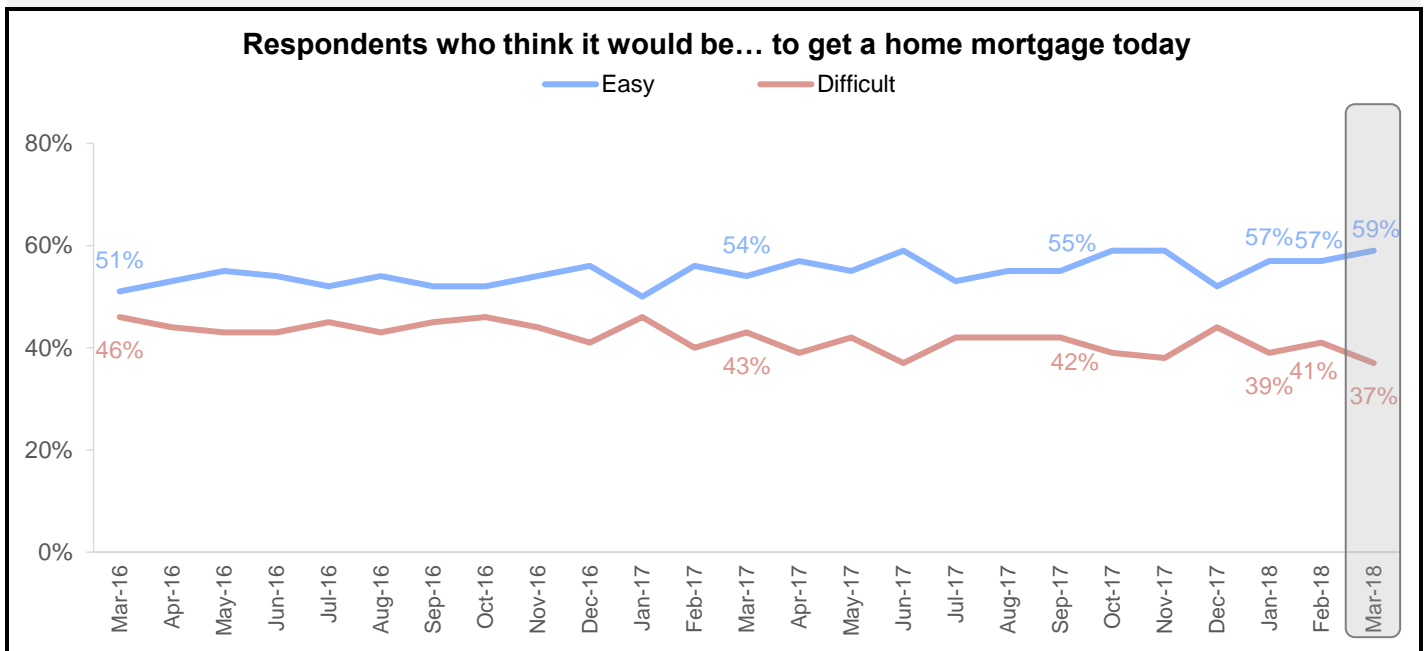


## Additional National Housing Survey Key Indicators

The share of Americans who say they would buy if they were going to move rose 4 percentage points to 70%, reaching a survey high last seen in January 2014, while the share who say they would rent fell 3 percentage points to 26%.



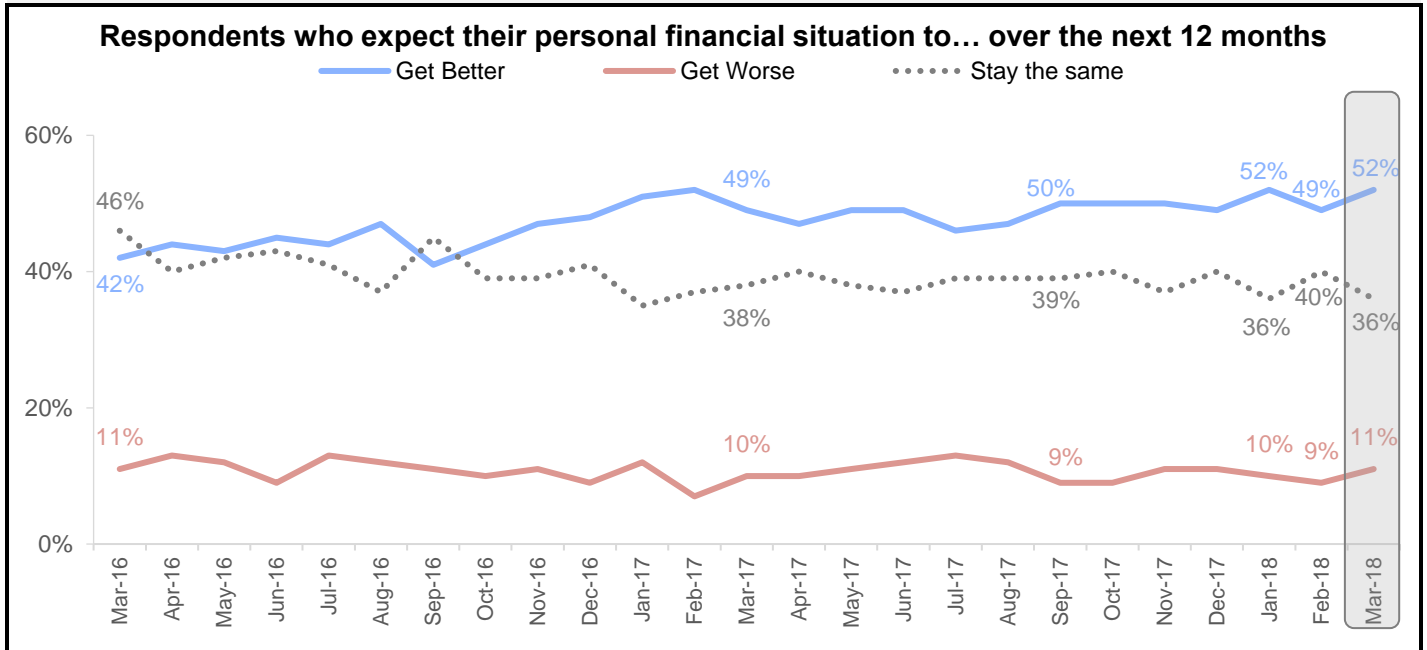
The share of Americans who say getting a mortgage would be easy rose 2 percentage points to 59%, while the share who say it would be difficult fell 4 percentage points to 37%, matching a survey high and low respectively from June 2017.



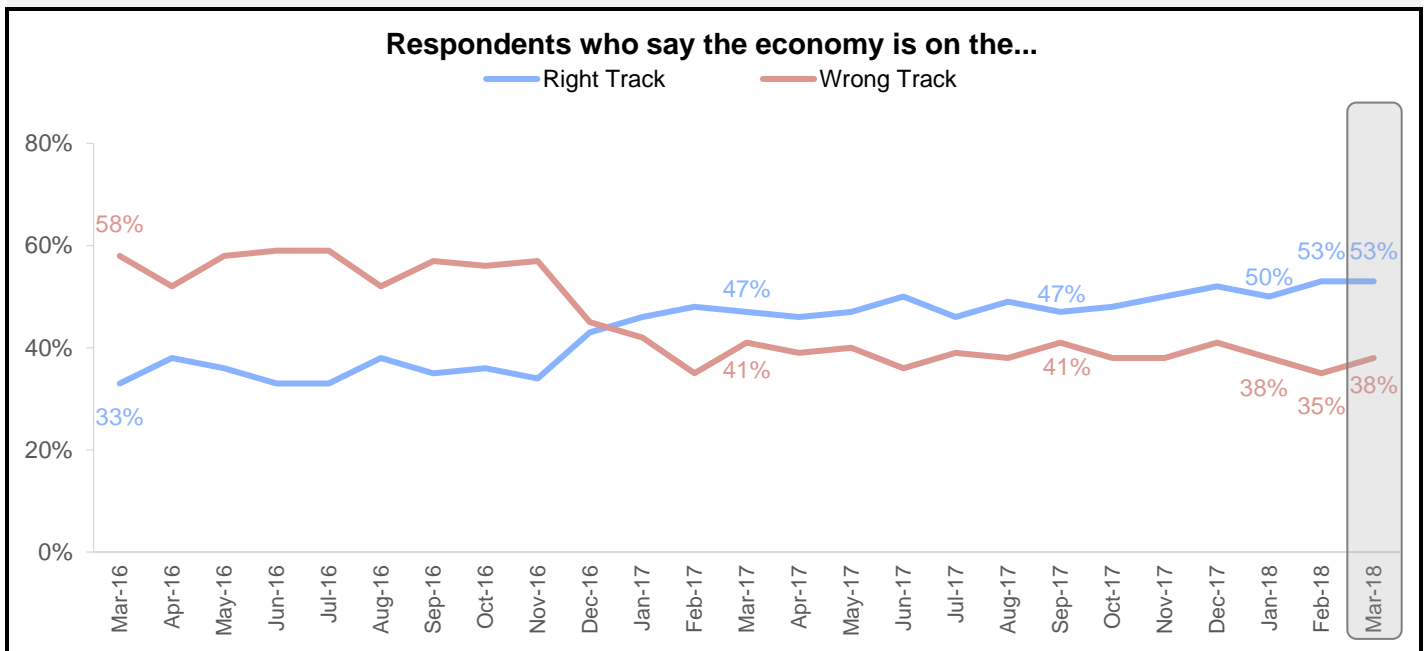


## Additional National Housing Survey Key Indicators

The share of Americans who expect their personal financial situations to get better rose 3 percentage points to 52%, and the share who expect it to stay the same fell 4 percentage points to 36%. The share who expect it to get worse over the next 12 months rose 2 percentage points to 11%.



The share of Americans who say the economy is on the right track remained at the survey high of 53% while the share who say it is on the wrong track rose 3 percentage points from the survey low last month to 38%.





# The National Housing Survey®

March 2018

## APPENDIX

### About the Survey

The National Housing Survey® polled a nationally representative sample of 1,005 household financial decision makers (margin of error ±3.1%) aged 18 and older between March 1, 2018 and March 25, 2018. Most of the data collection occurred during the first two weeks of this period.

Interviews were conducted by PSB, 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 or Somewhat Good Time To Buy – Very or Somewhat Bad Time To Buy</i>	Q12
Net Good Time to <b>Sell</b> <i>Very or Somewhat Good Time To Sell – Very or 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 or Not Very Concerned about Losing Job – Very or 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://fanniemae.com/resources/file/research/housingsurvey/xls/nhs-monthly-indicator-data-040918.xlsx>

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

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





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

March 2017	84.5
April 2017	86.7
May 2017	86.2
June 2017	88.3
July 2017	86.8
August 2017	88.0
September 2017	88.3
October 2017	85.2
November 2017	87.8
December 2017	85.8
January 2018	89.5
February 2018	85.8
<b>March 2018</b>	<b>88.3</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 2017	60	30	30
April 2017	62	27	35
May 2017	60	33	27
June 2017	62	32	30
July 2017	57	34	23
August 2017	55	37	18
September 2017	59	31	28
October 2017	57	35	22
November 2017	61	32	29
December 2017	58	34	24
January 2018	59	32	27
February 2018	57	35	22
<b>March 2018</b>	<b>62</b>	<b>30</b>	<b>32</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 2017	60	29	31
April 2017	57	31	26
May 2017	61	29	32
June 2017	64	25	39
July 2017	58	30	28
August 2017	62	26	36
September 2017	64	26	38
October 2017	61	31	30
November 2017	62	28	34
December 2017	62	28	34
January 2018	65	27	38
February 2018	63	27	36
<b>March 2018</b>	<b>66</b>	<b>27</b>	<b>39</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 2017	51	7	44
April 2017	53	8	45
May 2017	48	8	40
June 2017	54	8	46
July 2017	53	6	47
August 2017	54	6	48
September 2017	50	10	40
October 2017	48	8	40
November 2017	53	7	46
December 2017	50	6	44
January 2018	58	6	52
February 2018	52	7	45
<b>March 2018</b>	<b>51</b>	<b>9</b>	<b>42</b>



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

	<b>% Go Up</b>	<b>% Go Down</b>	<b>Net % Rates Will Go Down</b>
March 2017	64	4	-60
April 2017	62	5	-57
May 2017	56	4	-52
June 2017	57	8	-49
July 2017	55	6	-49
August 2017	51	6	-45
September 2017	53	6	-47
October 2017	50	4	-46
November 2017	56	5	-51
December 2017	56	4	-52
January 2018	55	5	-50
February 2018	62	5	-57
<b>March 2018</b>	<b>57</b>	<b>5</b>	<b>-52</b>

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

	<b>% Concerned</b>	<b>% Not Concerned</b>	<b>Net % Not Concerned</b>
March 2017	15	85	70
April 2017	11	88	77
May 2017	14	85	71
June 2017	17	83	66
July 2017	12	87	75
August 2017	13	87	74
September 2017	12	87	75
October 2017	15	85	70
November 2017	13	87	74
December 2017	15	83	68
January 2018	13	86	73
February 2018	14	85	71
<b>March 2018</b>	<b>14</b>	<b>85</b>	<b>71</b>



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

	<b>% Significantly Higher</b>	<b>% Significantly Lower</b>	<b>Net % Higher</b>
March 2017	23	12	11
April 2017	25	12	13
May 2017	28	10	18
June 2017	28	11	17
July 2017	27	11	16
August 2017	26	10	16
September 2017	27	12	15
October 2017	25	11	14
November 2017	25	11	14
December 2017	26	10	16
January 2018	27	11	16
February 2018	26	9	17
<b>March 2018</b>	<b>28</b>	<b>11</b>	<b>17</b>

**Average home/rental price change expectation**

	<b>% Home Price Change</b>	<b>% Rental Price Change</b>
March 2017	3.0	4.1
April 2017	3.0	4.0
May 2017	2.6	3.8
June 2017	3.4	4.8
July 2017	3.7	4.9
August 2017	3.3	4.6
September 2017	2.7	4.4
October 2017	2.3	4.4
November 2017	3.7	4.9
December 2017	3.3	5.2
January 2018	3.7	4.8
February 2018	3.3	4.4
<b>March 2018</b>	<b>3.0</b>	<b>4.5</b>



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

	<b>% Go Up</b>	<b>% Go Down</b>	<b>% Stay the Same</b>
March 2017	57	3	36
April 2017	52	3	38
May 2017	57	4	34
June 2017	58	4	32
July 2017	57	3	34
August 2017	60	2	34
September 2017	57	3	35
October 2017	58	3	32
November 2017	60	2	34
December 2017	61	1	33
January 2018	59	4	31
February 2018	59	4	32
<b>March 2018</b>	<b>58</b>	<b>2</b>	<b>36</b>

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

	<b>% Buy</b>	<b>% Rent</b>
March 2017	65	30
April 2017	67	28
May 2017	68	27
June 2017	67	28
July 2017	65	30
August 2017	66	29
September 2017	67	27
October 2017	67	25
November 2017	65	30
December 2017	69	27
January 2018	67	28
February 2018	66	29
<b>March 2018</b>	<b>70</b>	<b>26</b>



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

	<b>% Difficult</b>	<b>% Easy</b>
March 2017	43	54
April 2017	39	57
May 2017	42	55
June 2017	37	59
July 2017	42	53
August 2017	42	55
September 2017	42	55
October 2017	39	59
November 2017	38	59
December 2017	44	52
January 2018	39	57
February 2018	41	57
<b>March 2018</b>	<b>37</b>	<b>59</b>

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

	<b>% Get Better</b>	<b>% Get Worse</b>	<b>% Stay the Same</b>
March 2017	49	10	38
April 2017	47	10	40
May 2017	49	11	38
June 2017	49	12	37
July 2017	46	13	39
August 2017	47	12	39
September 2017	50	9	39
October 2017	50	9	40
November 2017	50	11	37
December 2017	49	11	40
January 2018	52	10	36
February 2018	49	9	40
<b>March 2018</b>	<b>52</b>	<b>11</b>	<b>36</b>



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

	<b>% Right Track</b>	<b>% Wrong Track</b>
March 2017	47	41
April 2017	46	39
May 2017	47	40
June 2017	50	36
July 2017	46	39
August 2017	49	38
September 2017	47	41
October 2017	48	38
November 2017	50	38
December 2017	52	41
January 2018	50	38
February 2018	53	35
<b>March 2018</b>	<b>53</b>	<b>38</b>