

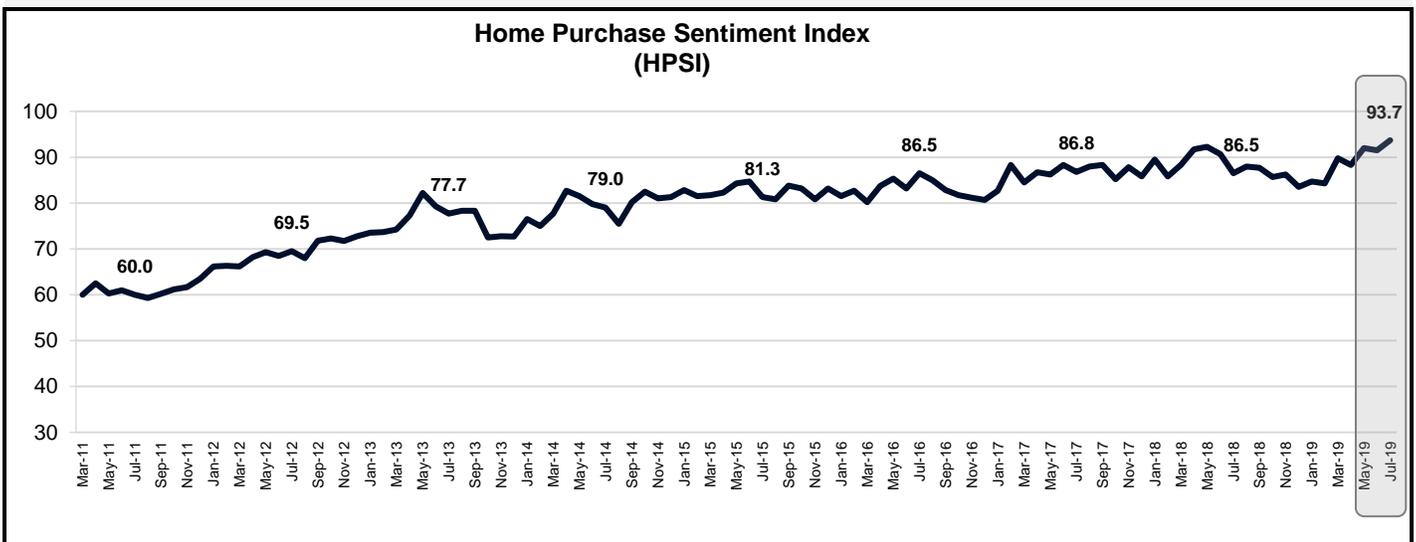


## July 2019 Data Release

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 2.2 points in July to a new survey high of 93.7.



### Components of the HPSI

The increase in the HPSI can be attributed to increases in five of the components: Confidence About Not Losing Job (+8), Good Time To Buy (+3), Good Time To Sell (+1), Mortgage Rates Will Go Down (+1), and Household Income is Significantly Higher (+1). One component decreased: Home Prices Will Go Up (-1).

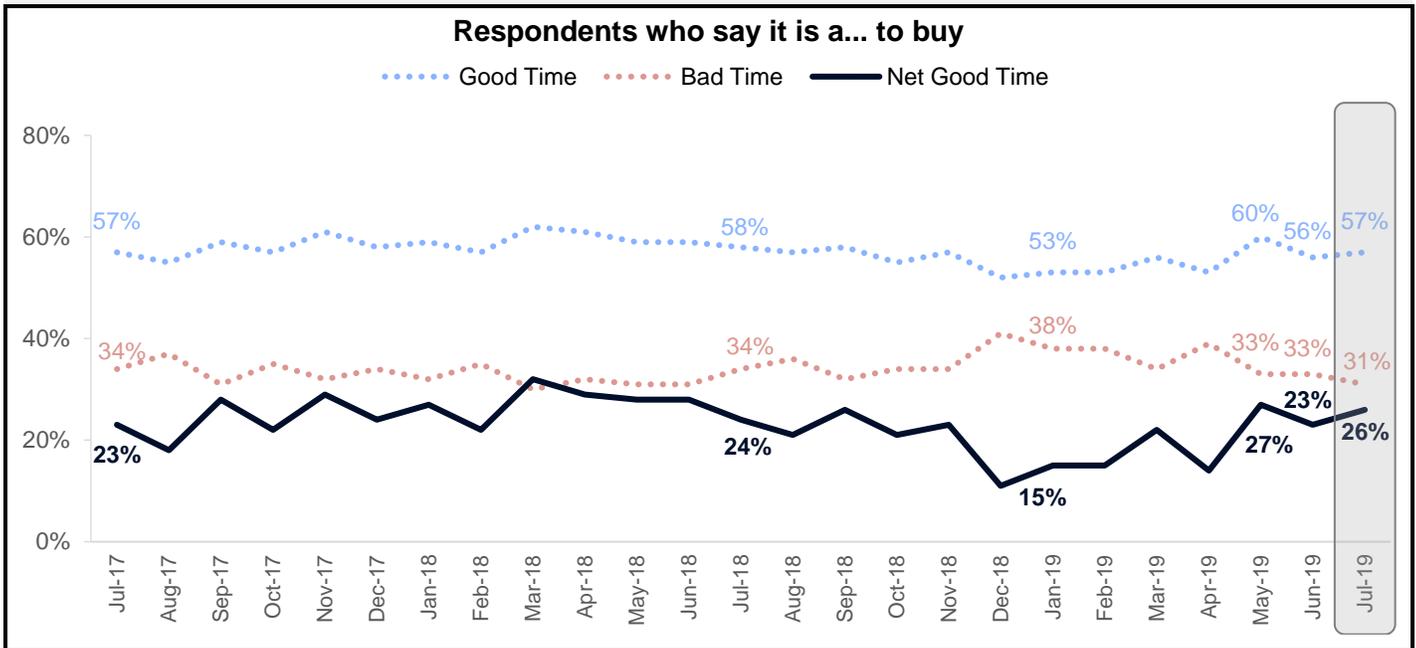
	July 2019*	Change Since Last Month	Change Since Last Year
<b>July 2019 HPSI</b>	<b>93.7</b>	<b>+2.2</b>	<b>+7.2</b>
Good Time To <b>Buy</b>	26	+3	+2
Good Time To <b>Sell</b>	44	+1	+3
<b>Home Prices</b> Will Go Up (next 12 months)	37	-1	-2
<b>Mortgage Rates</b> Will Go Down (next 12 months)	-28	+1	+24
Confidence About Not Losing <b>Job</b> (next 12 months)	81	+8	+16
Household <b>Income</b> Is Significantly Higher (past 12 months)	21	+1	0

\* Net percentages of the component questions used to calculate HPSI, e.g. (Percent Good Time to Buy – Percent Bad Time to Buy) = 26

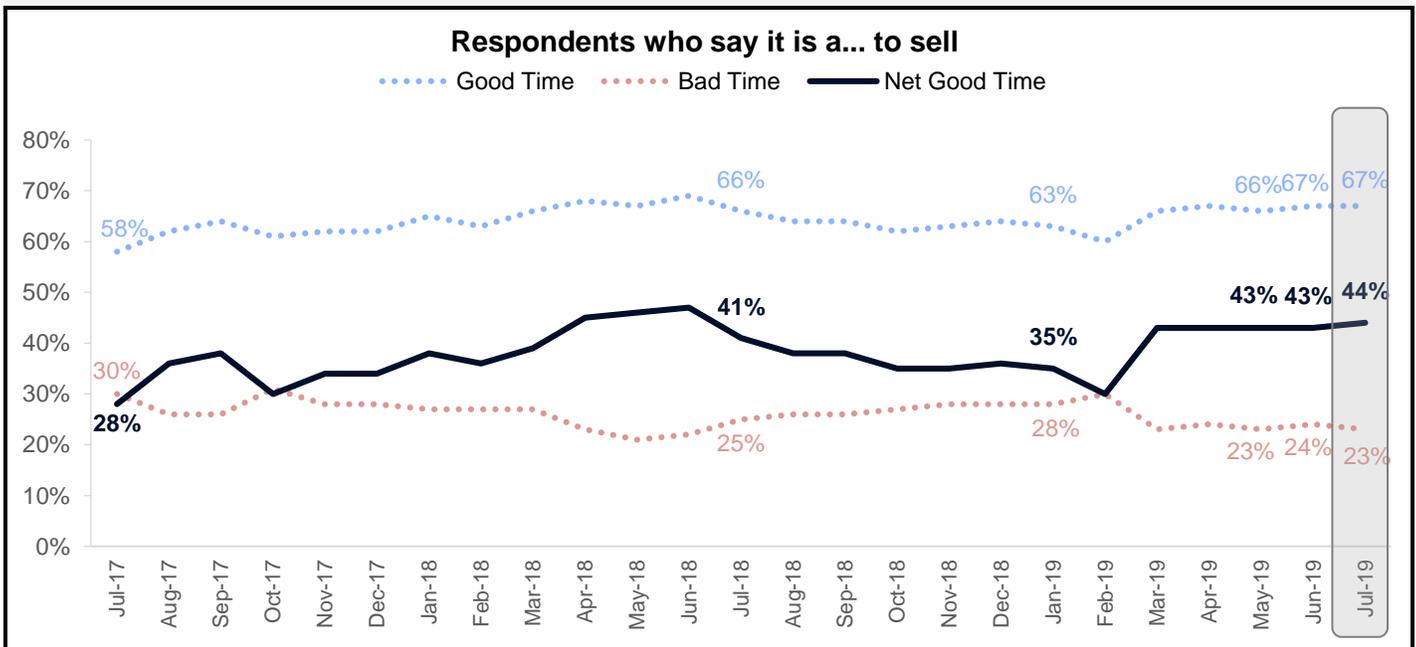


## Components of the HPSI – Good/Bad Time to Buy and Sell a Home

In July, the net share of Americans who say it is a good time to buy rose 3 percentage points to 26%, after declining 4 percentage points in June.



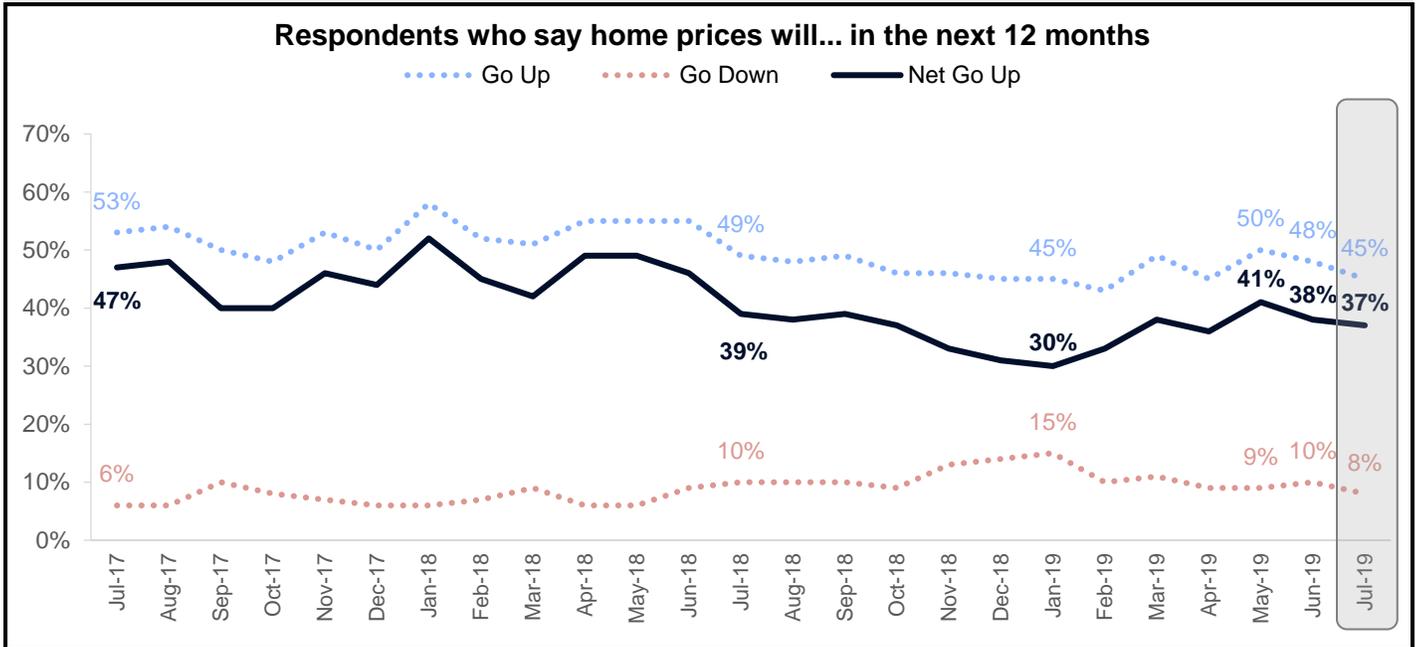
The net percentage of those who say it is a good time to sell rose one percentage point to 44% after remaining at 43% for the past four months.



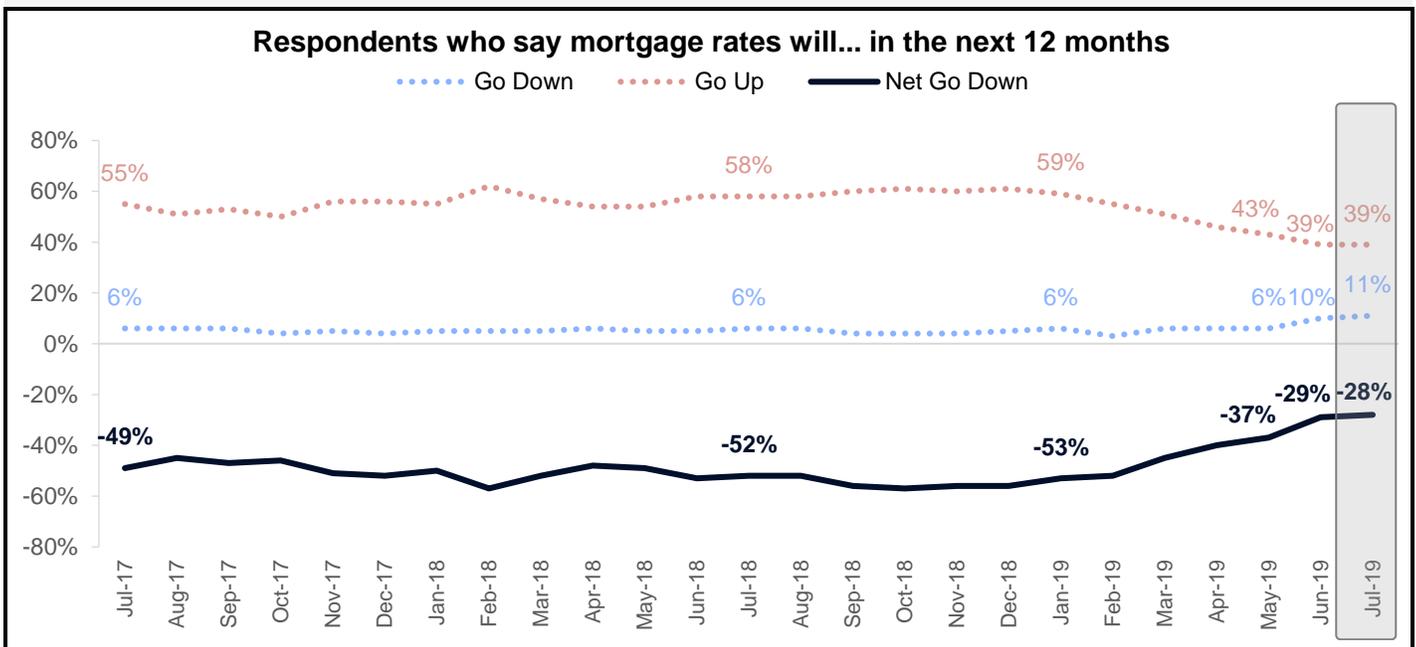


## Components of the HPSI – Home Price and Mortgage Rate Expectations

The net share of Americans who say home prices will go up fell 1 percentage point to 37%, continuing the decline from last month.



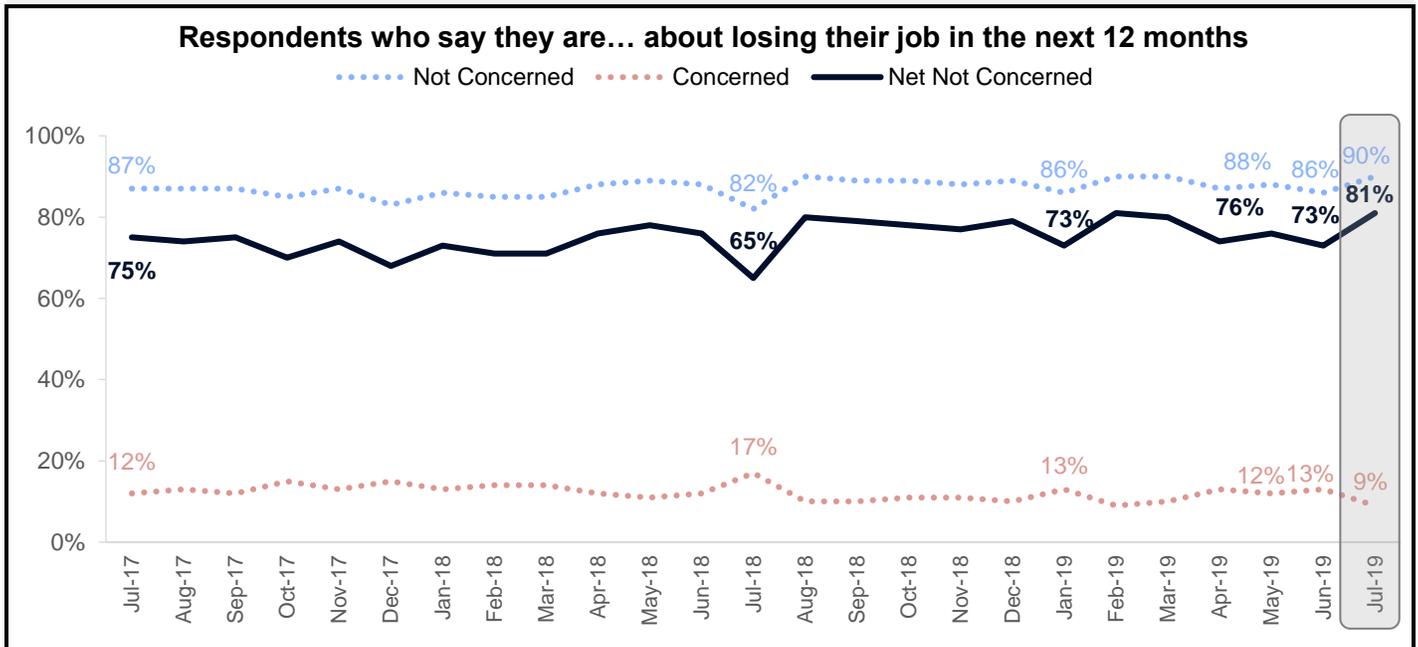
This month, the net share of those who say mortgage rates will go down over the next 12 months rose 1 percentage point to -28%, continuing the upward trend and reaching levels last seen in 2012.



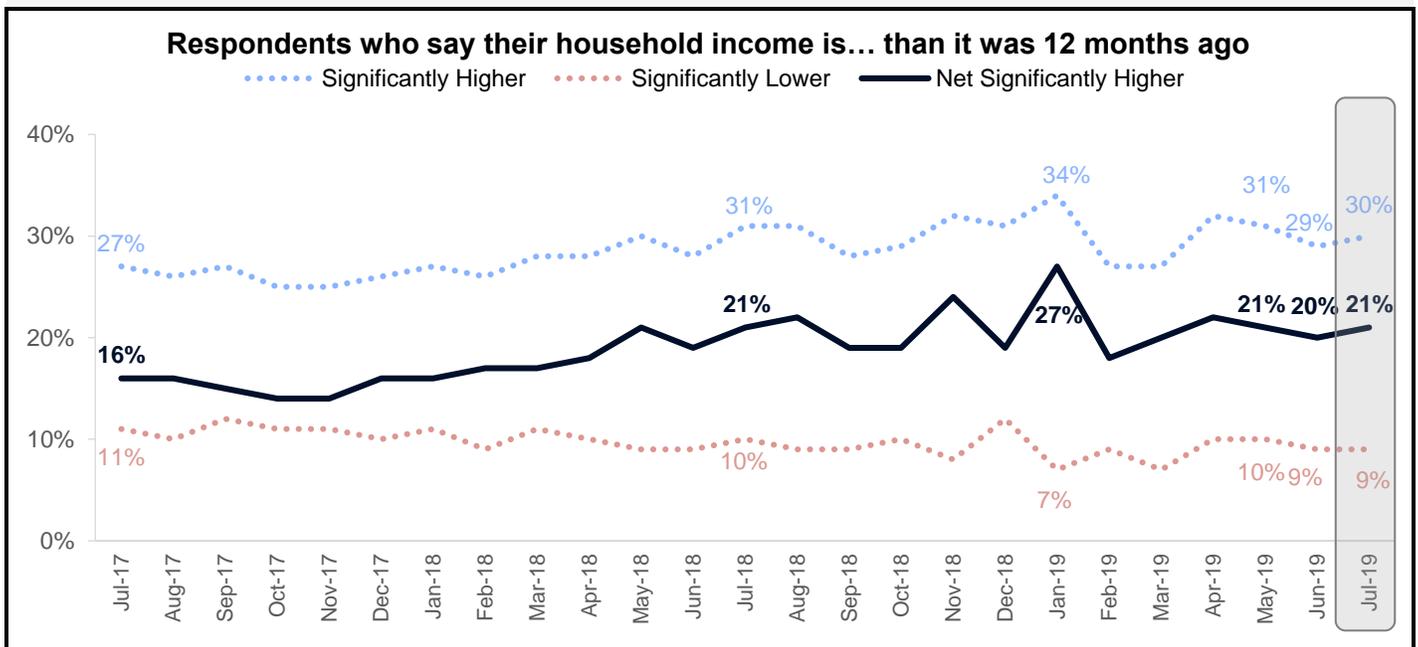


## Components of the HPSI – Job Concerns and Household Incomes

The net share of Americans who say they are not concerned about losing their job rose 8 percentage points to 81%, reversing the decline from last month, and matching the survey high from February 2019.



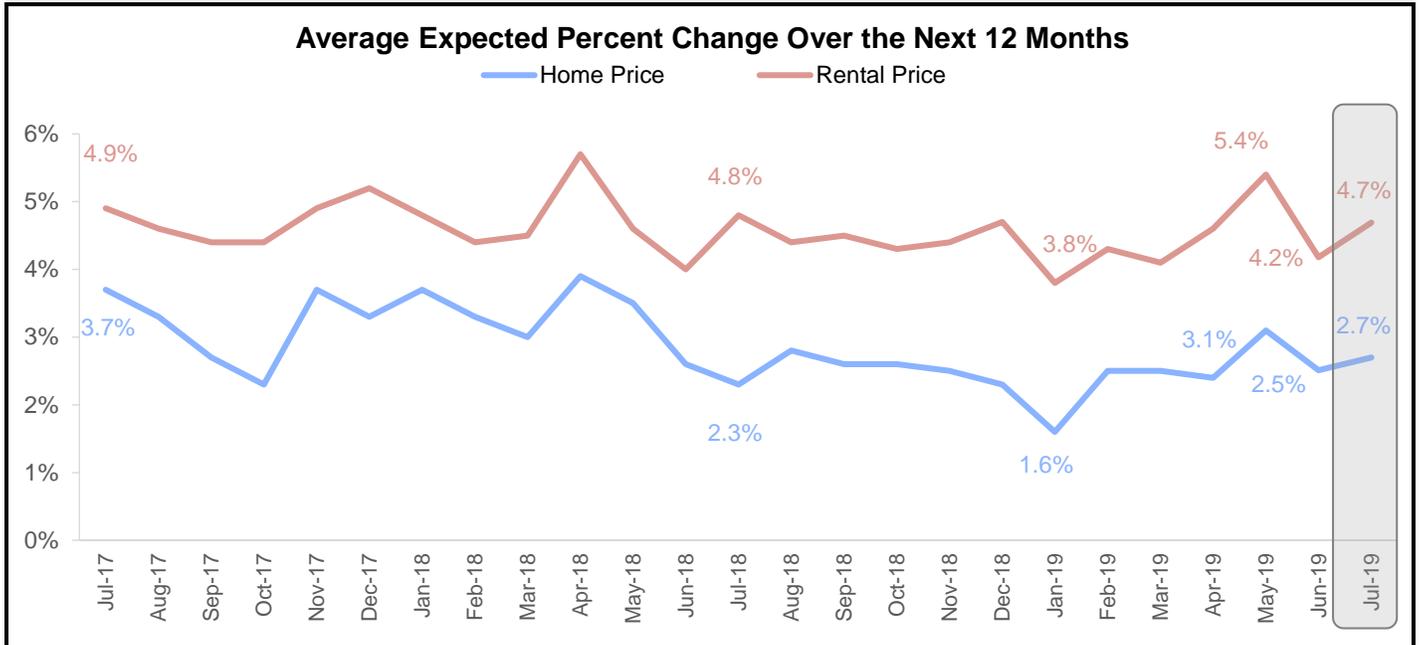
The net share of those who say their household income is significantly higher than it was 12 months ago rose 1 percentage point to 21%.



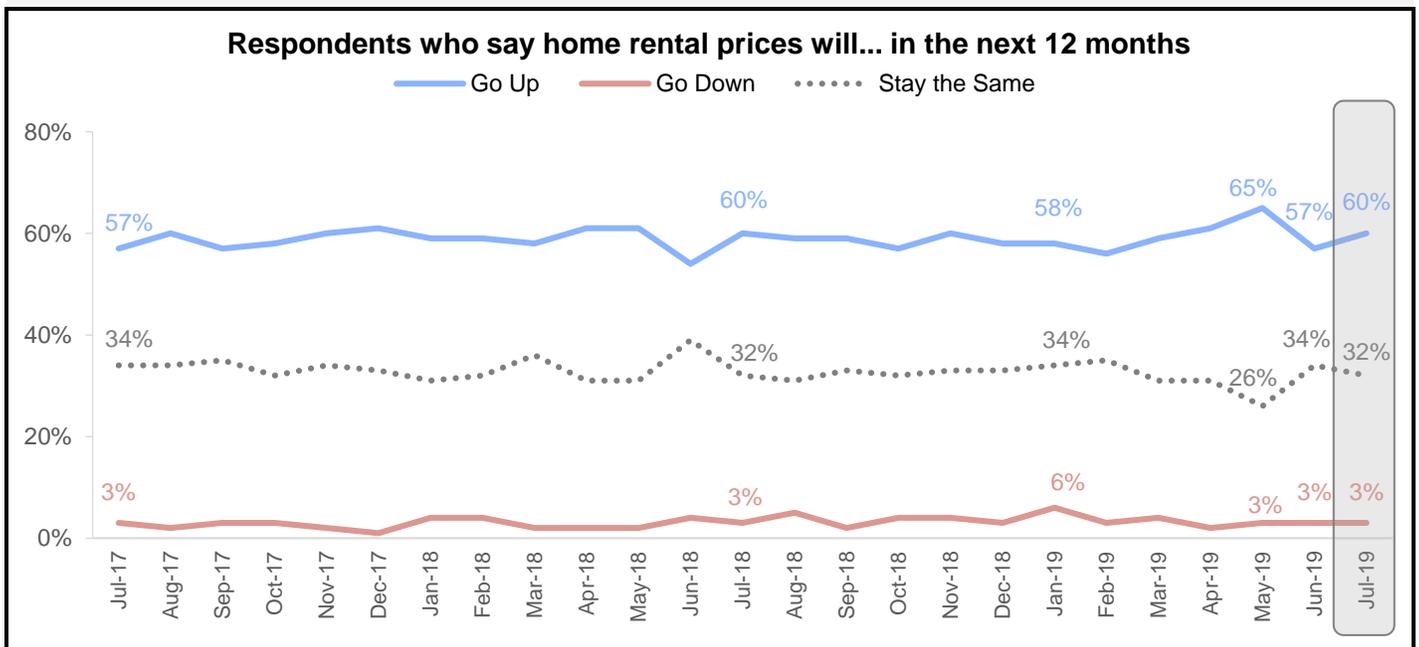


## Additional National Housing Survey Key Indicators

On average, Americans expect rental prices to increase 4.7% over the next 12 months, 0.5 percentage points higher than last month. They expect home prices to rise 2.7% over the next 12 months, a 0.2 percentage point increase.



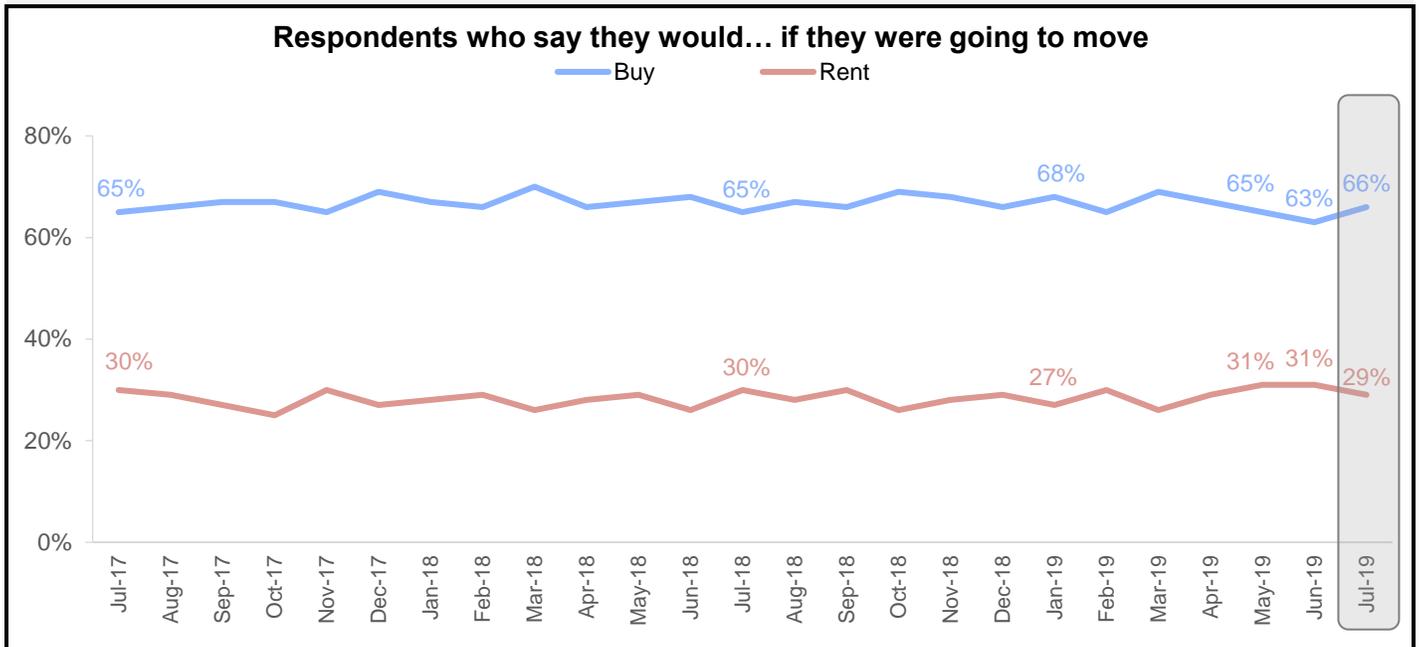
The share of Americans who expect home rental prices to go up rose 3 percentage points from last month to 60%, while the share who expect them to stay the same decreased 2 percentage points to 32%.



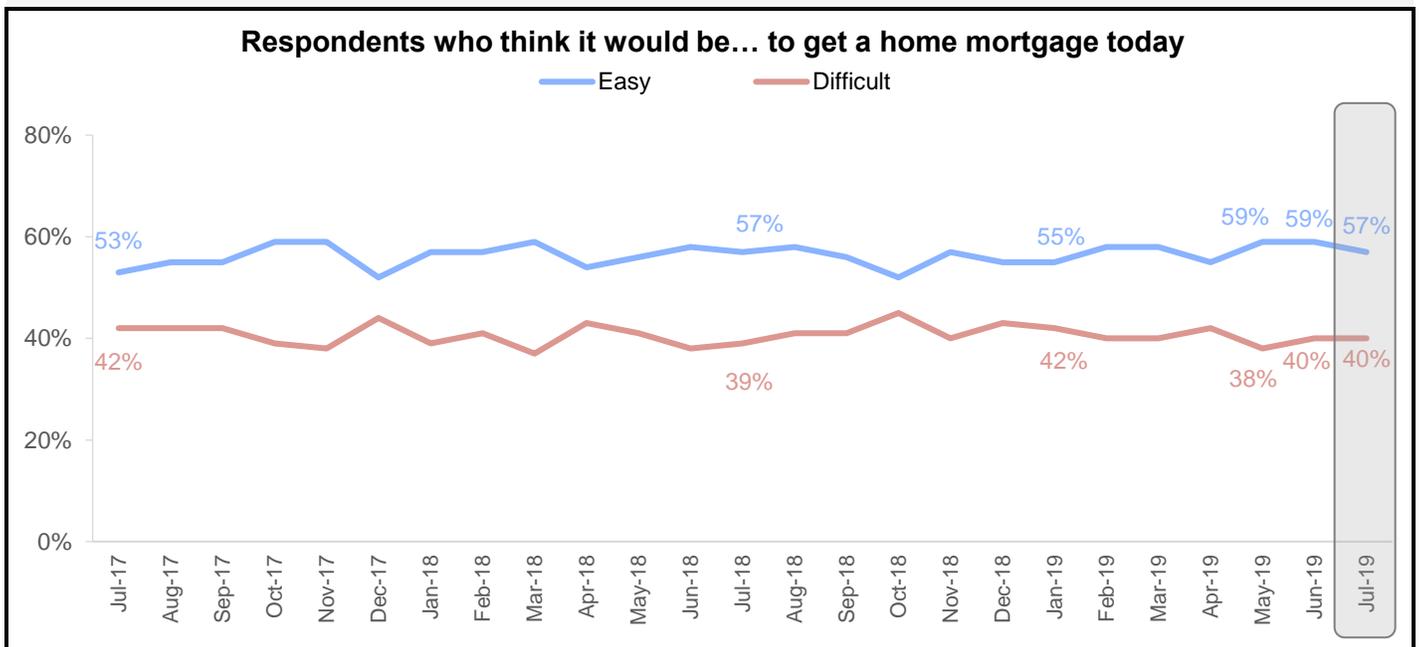


## Additional National Housing Survey Key Indicators

The share of Americans who say they would buy if they were going to move rose 3 percentage points to 66%, and the share who say they would rent fell 2 percentage points to 29%.



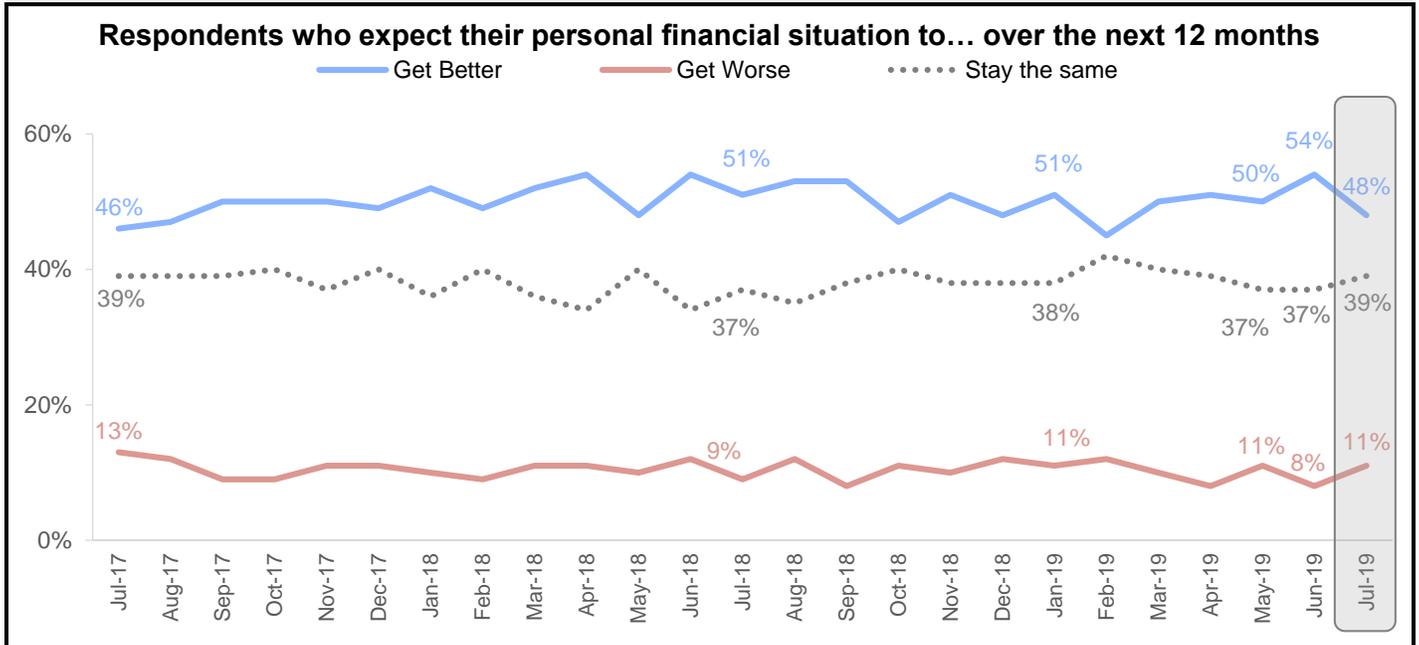
The share of Americans who say getting a mortgage would be easy fell 2 percentage points from last month's survey high to 57%, while the share of those who say it would be difficult remained at 40%.



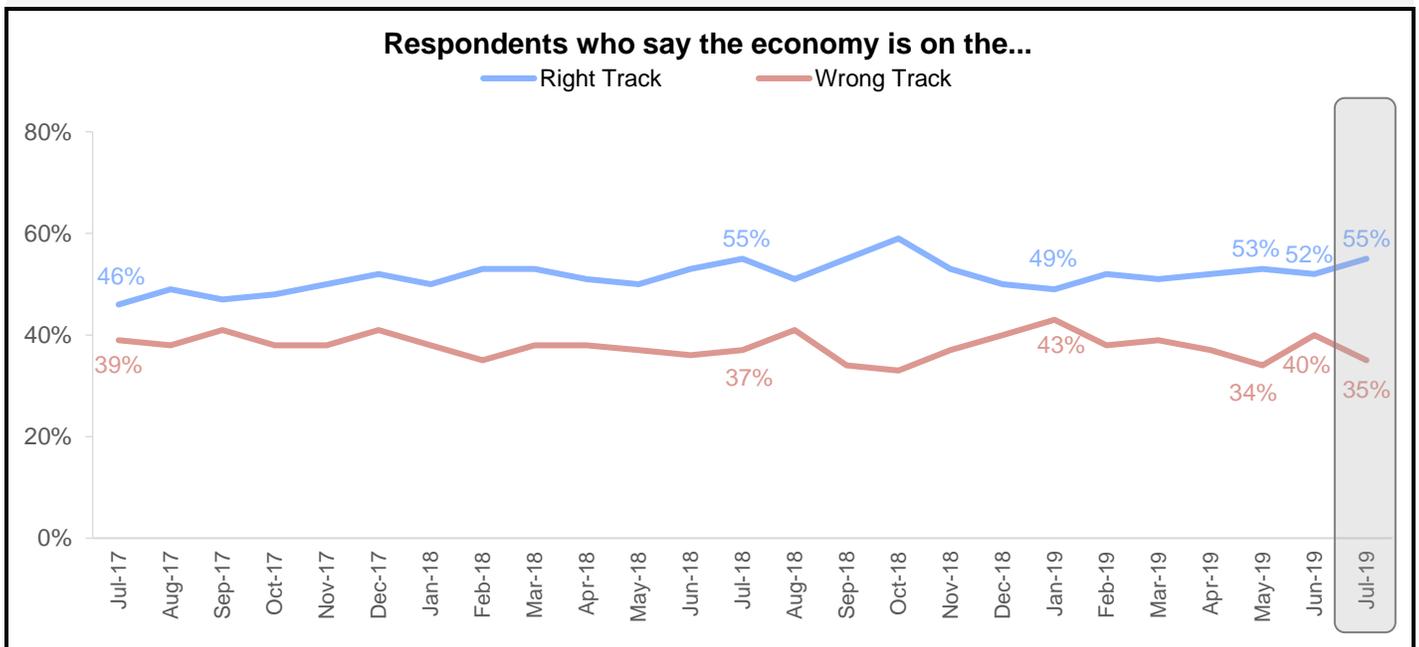


## Additional National Housing Survey Key Indicators

The share of Americans who expect their personal financial situations to get better fell 6 percentage points from last month's survey high to 48%. The share who expect it to stay the same rose 2 percentage points to 39%, while the share who expect it to get worse rose 3 percentage points to 11%.



The share of Americans who say the economy is on the right track rose 3 percentage points to 55% while the share who say it is on the wrong track fell 5 percentage points to 35%.





# The National Housing Survey®

July 2019

## APPENDIX

### About the Survey

The National Housing Survey® polled a nationally representative sample of 1,001 household financial decision makers (margin of error ±3.1%) aged 18 and older between July 1, 2019 and July 23, 2019. 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-080719.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

July 2018	86.5
August 2018	88.0
September 2018	87.7
October 2018	85.7
November 2018	86.2
December 2018	83.5
January 2019	84.7
February 2019	84.3
March 2019	89.8
April 2019	88.3
May 2019	92.0
June 2019	91.5
<b>July 2019</b>	<b>93.7</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
July 2018	58	34	24
August 2018	57	36	21
September 2018	58	32	26
October 2018	55	34	21
November 2018	57	34	23
December 2018	52	41	11
January 2019	53	38	15
February 2019	53	38	15
March 2019	56	34	22
April 2019	53	39	14
May 2019	60	33	27
June 2019	56	33	23
<b>July 2019</b>	<b>57</b>	<b>31</b>	<b>26</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
July 2018	66	25	41
August 2018	64	26	38
September 2018	64	26	38
October 2018	62	27	35
November 2018	63	28	35
December 2018	64	28	36
January 2019	63	28	35
February 2019	60	30	30
March 2019	66	23	43
April 2019	67	24	43
May 2019	66	23	43
June 2019	67	24	43
<b>July 2019</b>	<b>67</b>	<b>23</b>	<b>44</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
July 2018	49	10	39
August 2018	48	10	38
September 2018	49	10	39
October 2018	46	9	37
November 2018	46	13	33
December 2018	45	14	31
January 2019	45	15	30
February 2019	43	10	33
March 2019	49	11	38
April 2019	45	9	36
May 2019	50	9	41
June 2019	48	10	38
<b>July 2019</b>	<b>45</b>	<b>8</b>	<b>37</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>
July 2018	58	6	-52
August 2018	58	6	-52
September 2018	60	4	-56
October 2018	61	4	-57
November 2018	60	4	-56
December 2018	61	5	-56
January 2019	59	6	-53
February 2019	55	3	-52
March 2019	51	6	-45
April 2019	46	6	-40
May 2019	43	6	-37
June 2019	39	10	-29
<b>July 2019</b>	<b>39</b>	<b>11</b>	<b>-28</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>
July 2018	17	82	65
August 2018	10	90	80
September 2018	10	89	79
October 2018	11	89	78
November 2018	11	88	77
December 2018	10	89	79
January 2019	13	86	73
February 2019	9	90	81
March 2019	10	90	80
April 2019	13	87	74
May 2019	12	88	76
June 2019	13	86	73
<b>July 2019</b>	<b>9</b>	<b>90</b>	<b>81</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>
July 2018	31	10	21
August 2018	31	9	22
September 2018	28	9	19
October 2018	29	10	19
November 2018	32	8	24
December 2018	31	12	19
January 2019	34	7	27
February 2019	27	9	18
March 2019	27	7	20
April 2019	32	10	22
May 2019	31	10	21
June 2019	29	9	20
<b>July 2019</b>	<b>30</b>	<b>9</b>	<b>21</b>

**Average home/rental price change expectation**

	<b>% Home Price Change</b>	<b>% Rental Price Change</b>
July 2018	2.3	4.8
August 2018	2.8	4.4
September 2018	2.6	4.5
October 2018	2.6	4.3
November 2018	2.5	4.4
December 2018	2.3	4.7
January 2019	1.6	3.8
February 2019	2.5	4.3
March 2019	2.5	4.1
April 2019	2.4	4.6
May 2019	3.1	5.4
June 2019	2.5	4.2
<b>July 2019</b>	<b>2.7</b>	<b>4.7</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>
July 2018	60	3	32
August 2018	59	5	31
September 2018	59	2	33
October 2018	57	4	32
November 2018	60	4	33
December 2018	58	3	33
January 2019	58	6	34
February 2019	56	3	35
March 2019	59	4	31
April 2019	61	2	31
May 2019	65	3	26
June 2019	57	3	34
<b>July 2019</b>	<b>60</b>	<b>3</b>	<b>32</b>

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

	<b>% Buy</b>	<b>% Rent</b>
July 2018	65	30
August 2018	67	28
September 2018	66	30
October 2018	69	26
November 2018	68	28
December 2018	66	29
January 2019	68	27
February 2019	65	30
March 2019	69	26
April 2019	67	29
May 2019	65	31
June 2019	63	31
<b>July 2019</b>	<b>66</b>	<b>29</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>
July 2018	39	57
August 2018	41	58
September 2018	41	56
October 2018	45	52
November 2018	40	57
December 2018	43	55
January 2019	42	55
February 2019	40	58
March 2019	40	58
April 2019	42	55
May 2019	38	59
June 2019	40	59
<b>July 2019</b>	<b>40</b>	<b>57</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>
July 2018	51	9	37
August 2018	53	12	35
September 2018	53	8	38
October 2018	47	11	40
November 2018	51	10	38
December 2018	48	12	38
January 2019	51	11	38
February 2019	45	12	42
March 2019	50	10	40
April 2019	51	8	39
May 2019	50	11	37
June 2019	54	8	37
<b>July 2019</b>	<b>48</b>	<b>11</b>	<b>39</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>
July 2018	55	37
August 2018	51	41
September 2018	55	34
October 2018	59	33
November 2018	53	37
December 2018	50	40
January 2019	49	43
February 2019	52	38
March 2019	51	39
April 2019	52	37
May 2019	53	34
June 2019	52	40
<b>July 2019</b>	<b>55</b>	<b>35</b>