

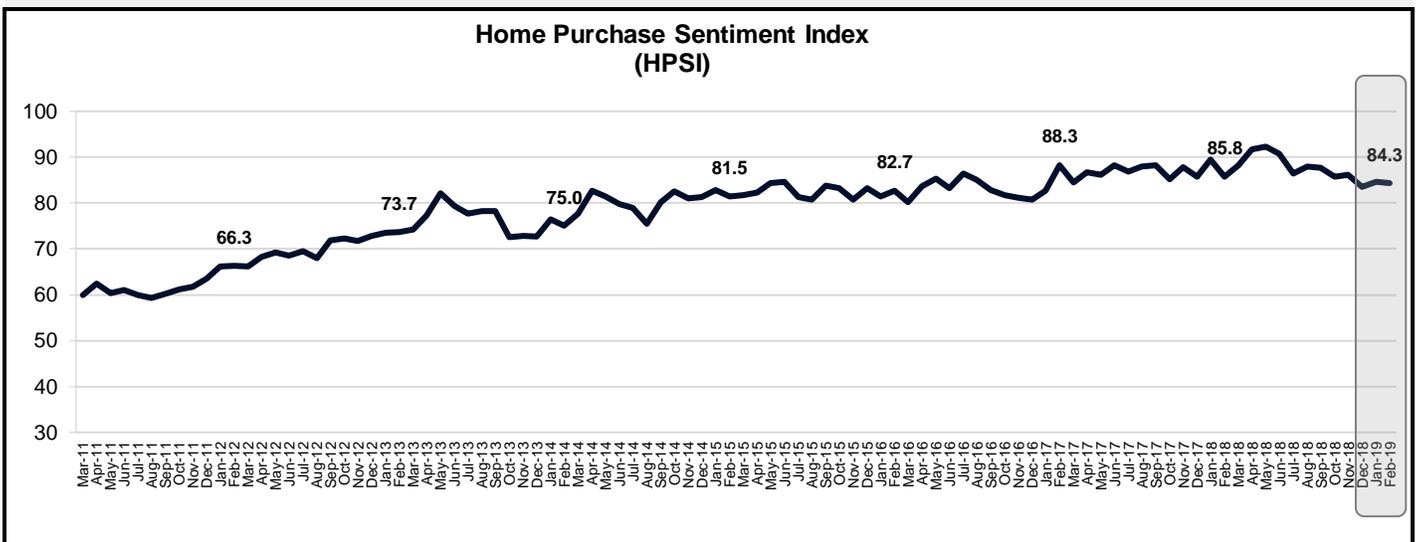


## February 2019 Data Release

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 fell 0.4 points in February to 84.3, reversing the increase seen in January.



### Components of the HPSI

The decrease in the HPSI can be attributed to decreases in two components: Household Income is Significantly Higher (-9) and Good Time to Sell (-5). Three components increased: Confidence About Not Losing Job (+8), Home Prices Will Go Up (+3), and Mortgage Rates Will Go Down (+1). Good Time to Buy remained the same.

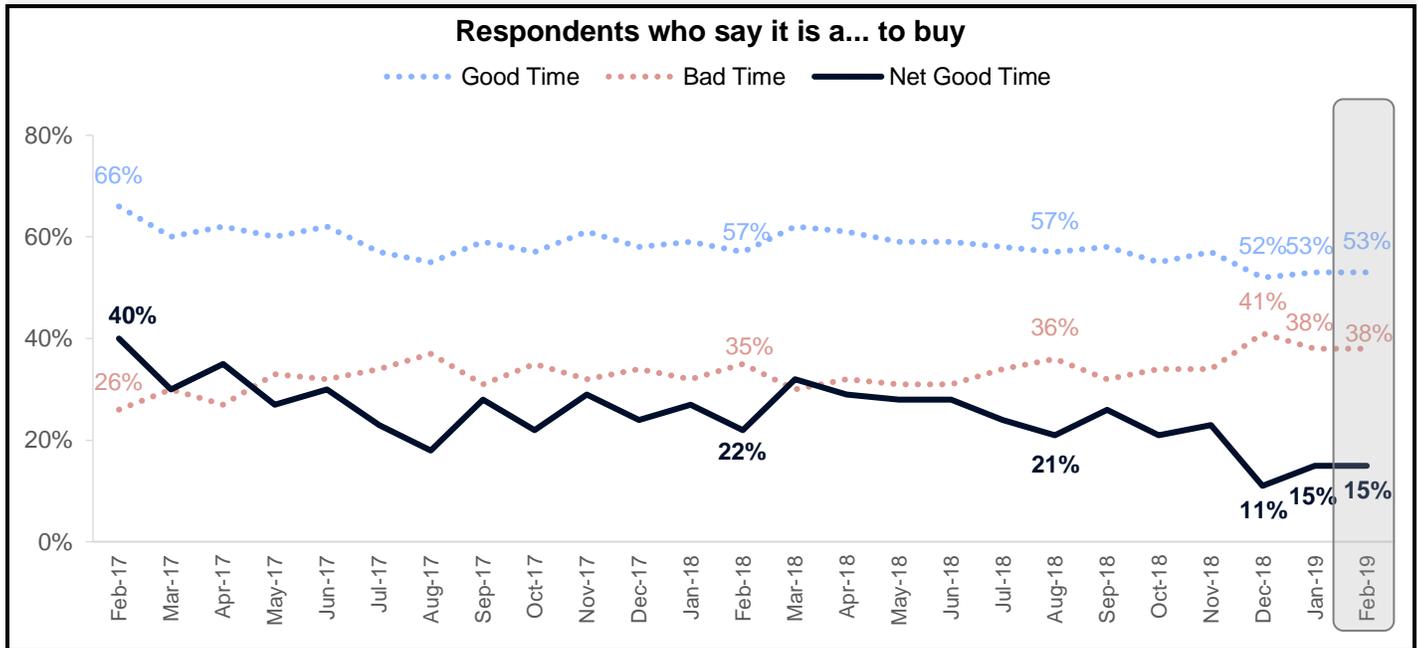
	February 2019*	Change Since Last Month	Change Since Last Year
<b>February 2019 HPSI</b>	<b>84.3</b>	<b>-0.4</b>	<b>-1.5</b>
Good Time To Buy	15	0	-7
Good Time To Sell	30	-5	-6
Home Prices Will Go Up (next 12 months)	33	+3	-12
Mortgage Rates Will Go Down (next 12 months)	-52	+1	+5
Confidence About Not Losing Job (next 12 months)	81	+8	+10
Household Income Is Significantly Higher (past 12 months)	18	-9	+1

\* Net percentages of the component questions used to calculate HPSI, e.g. (Percent Good Time to Buy – Percent Bad Time to Buy) = 15

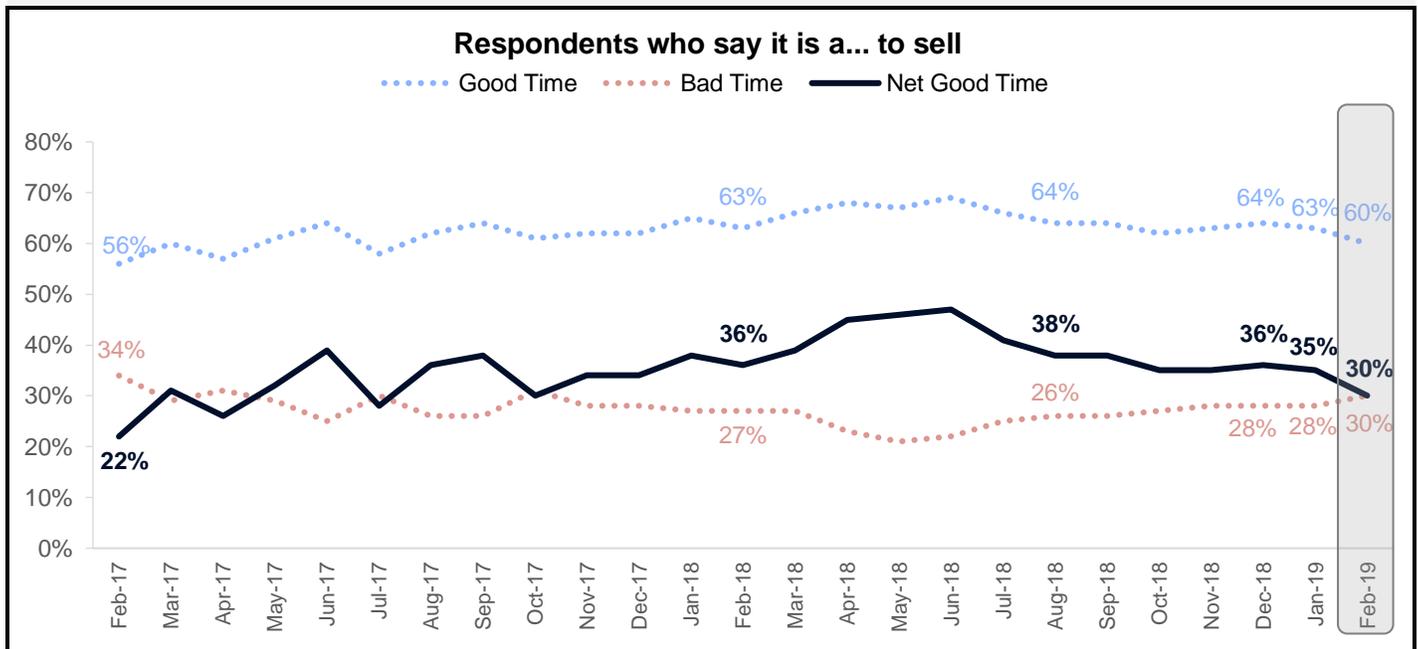


## Components of the HPSI – Good/Bad Time to Buy and Sell a Home

In February, the net share of Americans who say it is a good time to buy remained at 15%.



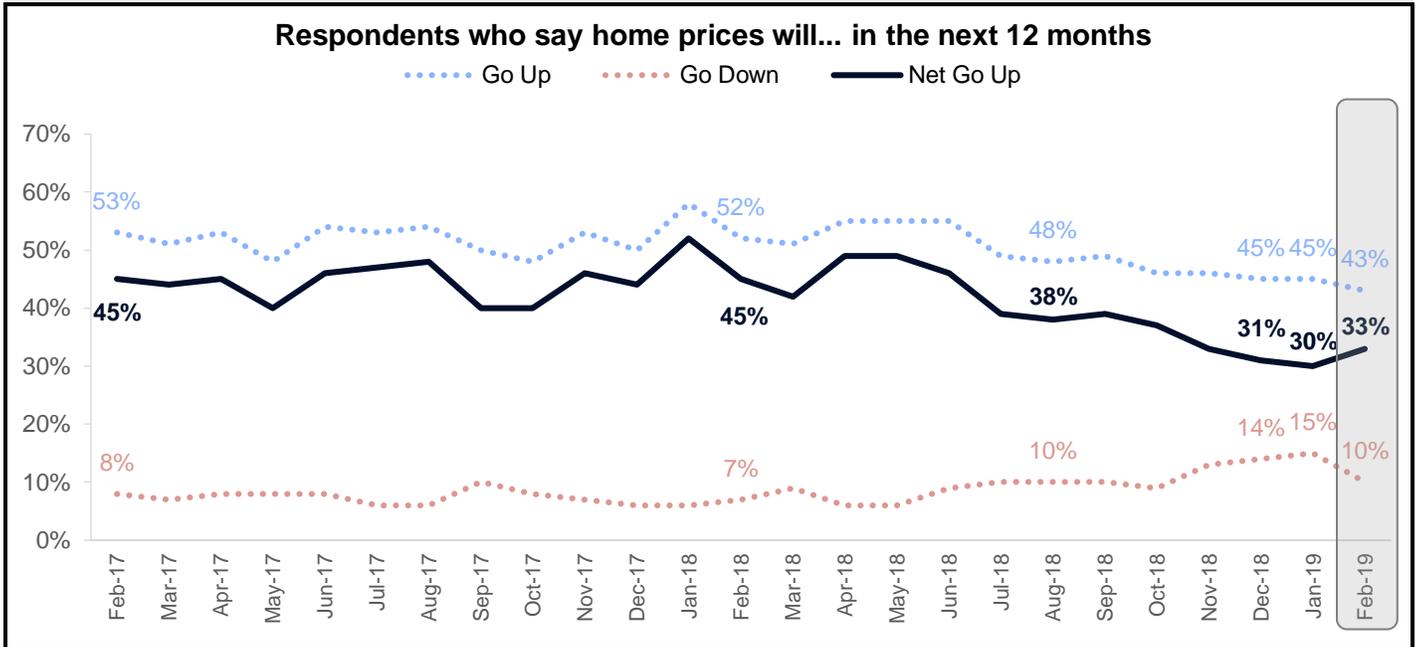
The net percentage of those who say it is a good time to sell fell 5 percentage points to 30%.



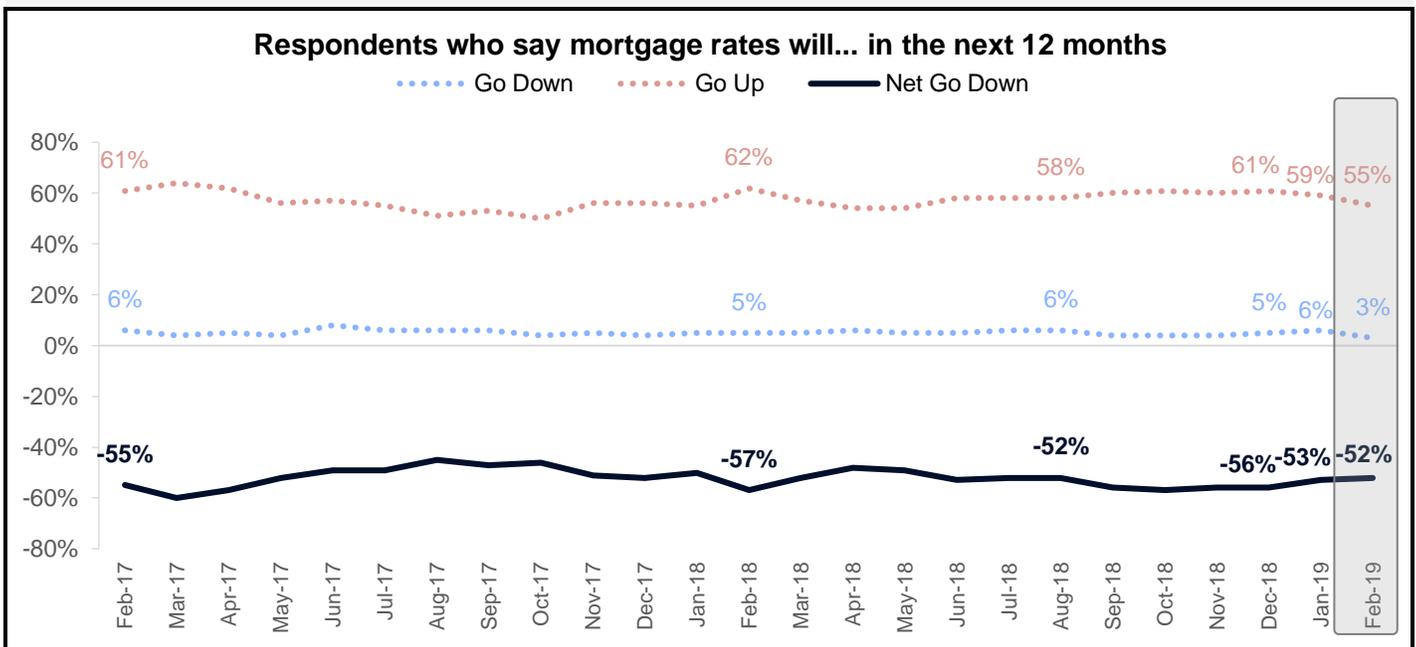


## Components of the HPSI – Home Price and Mortgage Rate Expectations

The net share of Americans who say home prices will go up rose 3 percentage points to 33%, reversing the decline seen for the past 4 months.



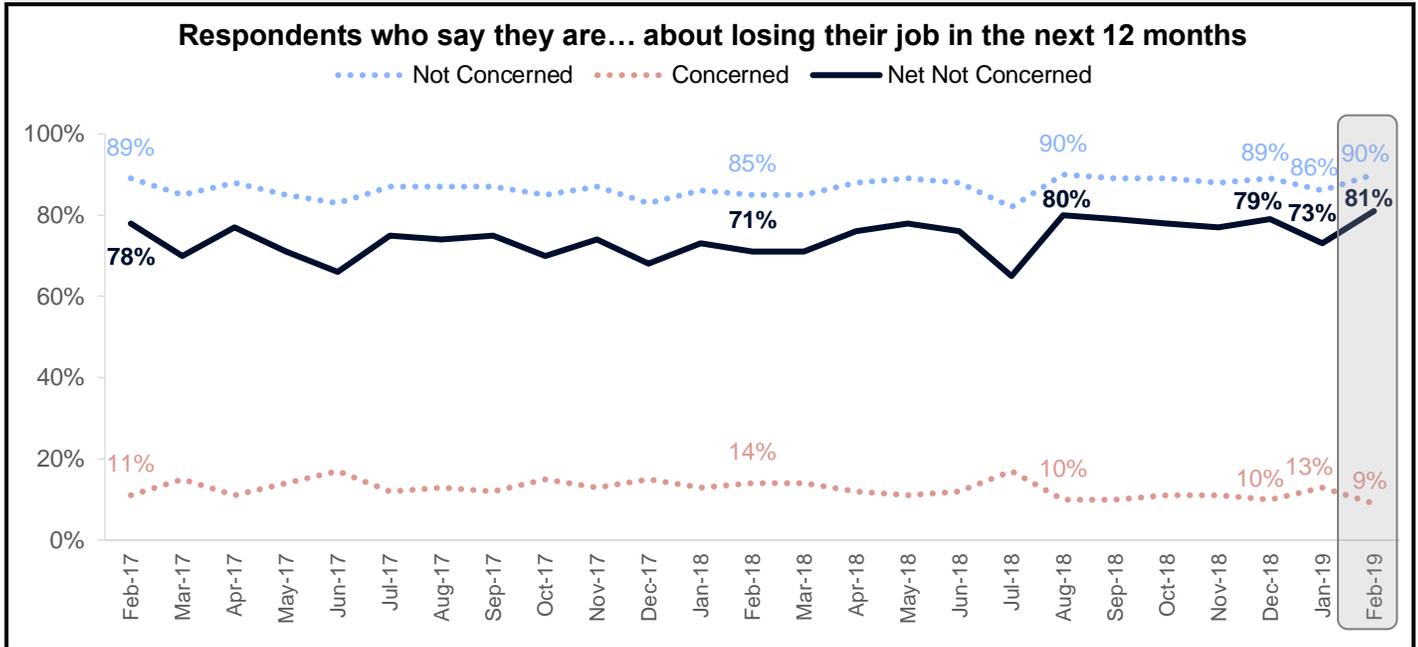
In February, the net share of those who say mortgage rates will go down over the next 12 months rose one percentage point to -52%.



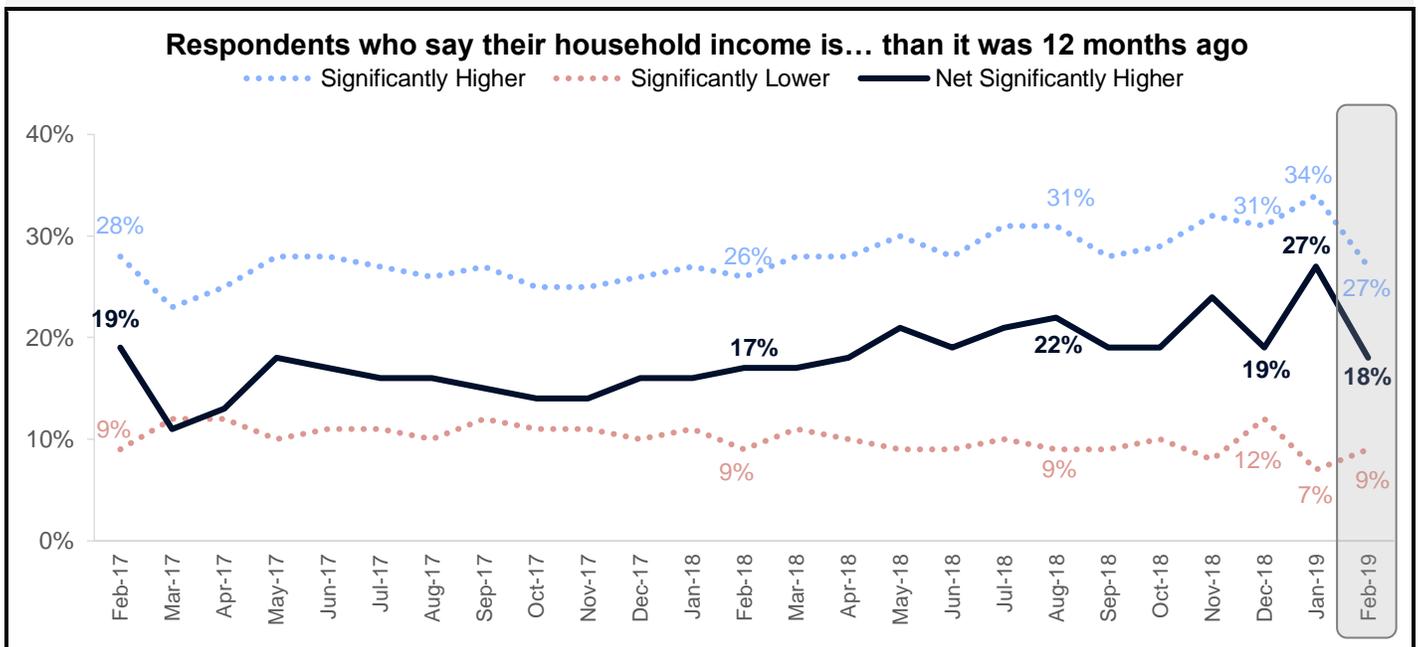


## Components of the HPSI – Job Concerns and Household Incomes

The net share of Americans who say they are not concerned about losing their jobs rose 8 percentage points in February to 81%, a new survey high.



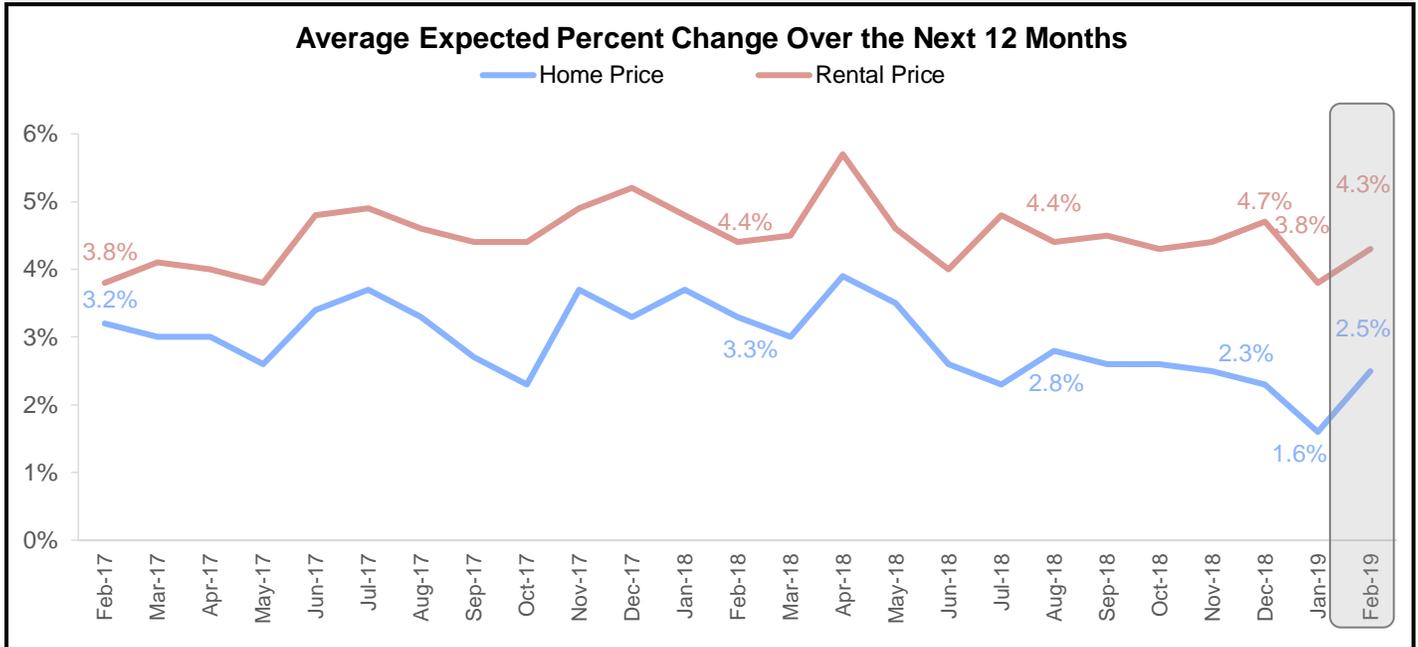
The net share of those who say their household income is significantly higher than it was 12 months ago fell 9 percentage points from last month's survey high to 18%, close to levels seen in December 2018.



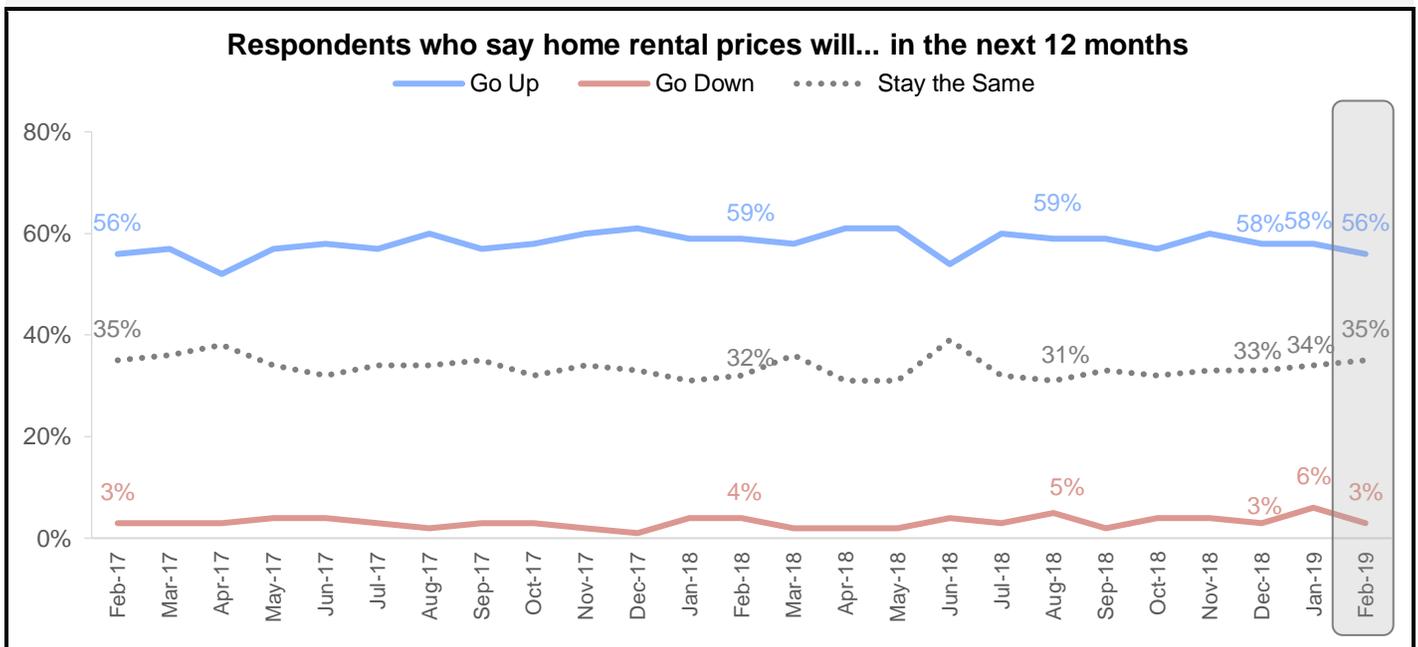


## Additional National Housing Survey Key Indicators

On average, Americans expect rental prices to increase 4.3% over the next 12 months, 0.5 percentage points higher than last month. They expect home prices to rise 2.5% over the next 12 months, a 0.9 percentage point rise from last month.



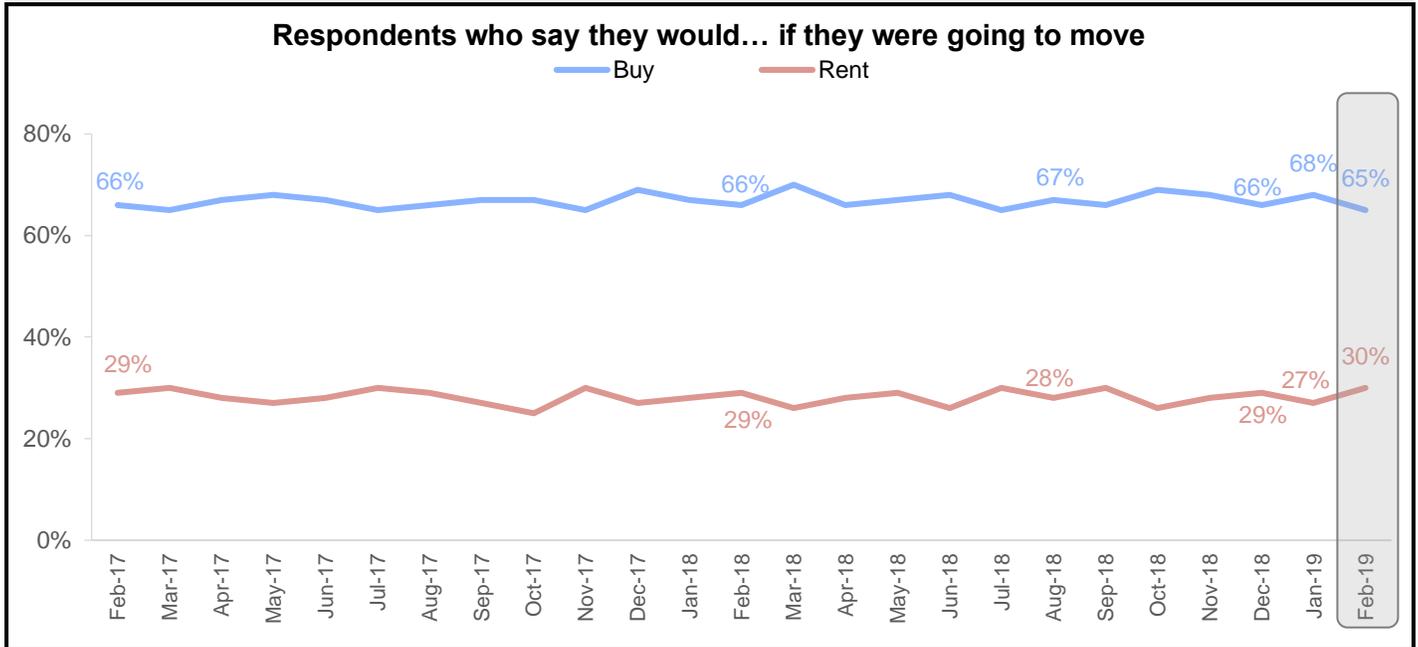
The share of Americans who expect home rental prices to go up fell 2 percentage points to 56%, while the share who expect them to stay the same rose 1 percentage point to 35%.



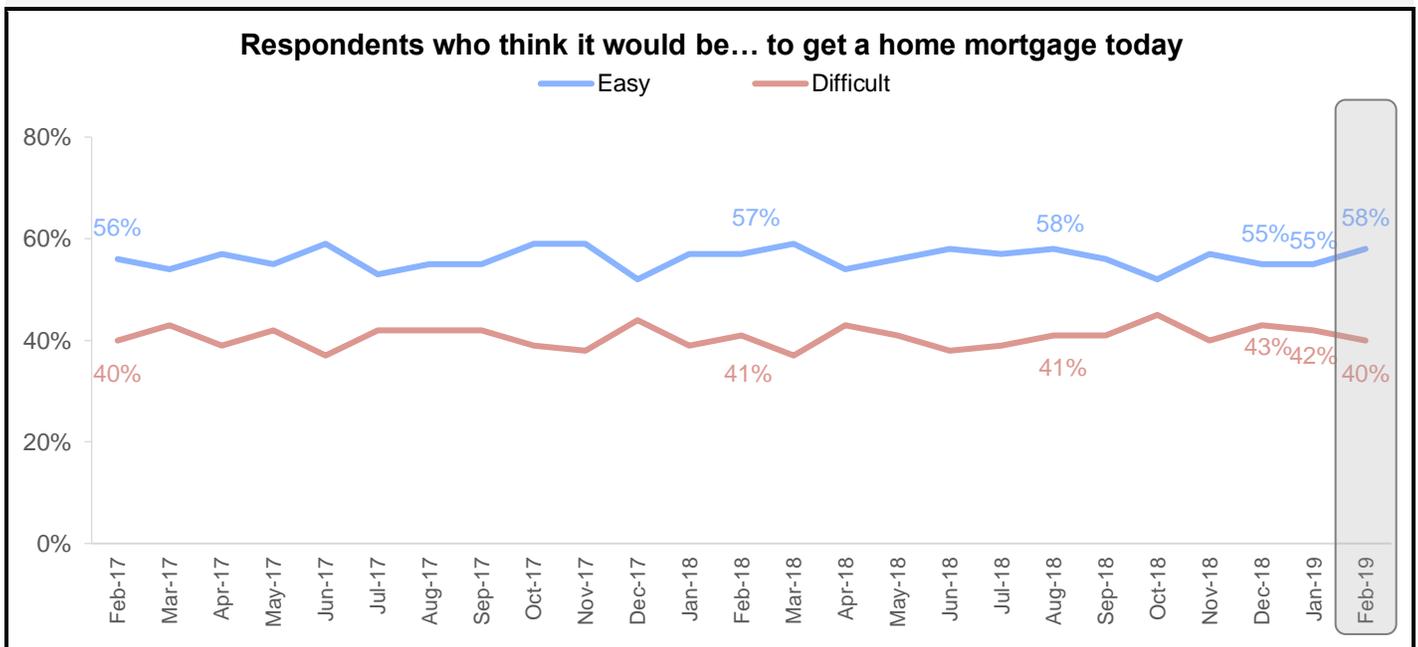


## Additional National Housing Survey Key Indicators

The share of Americans who say they would buy if they were going to move fell three percentage points to 65%, and the share who say they would rent rose 3 percentage points to 30%.



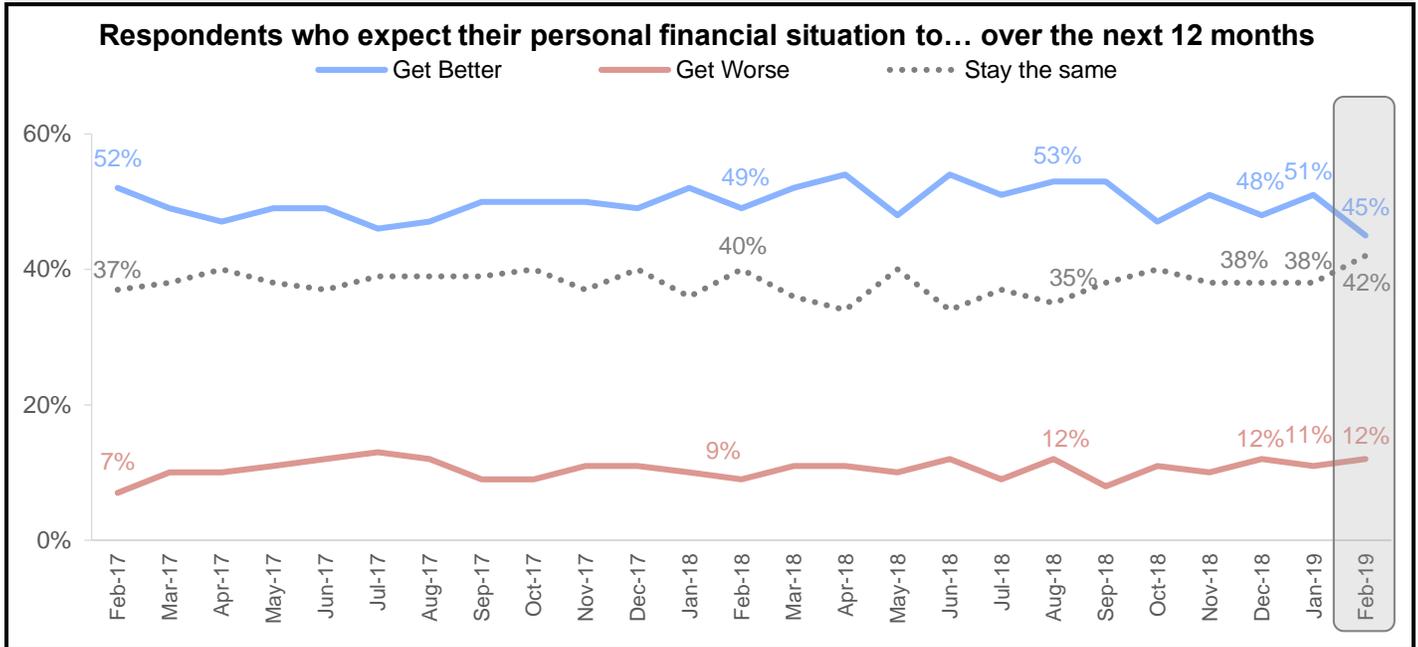
The share of Americans who say getting a mortgage would be easy rose 3 percentage points to 58%, while the share who say it would be difficult fell 2 percentage points to 40%.



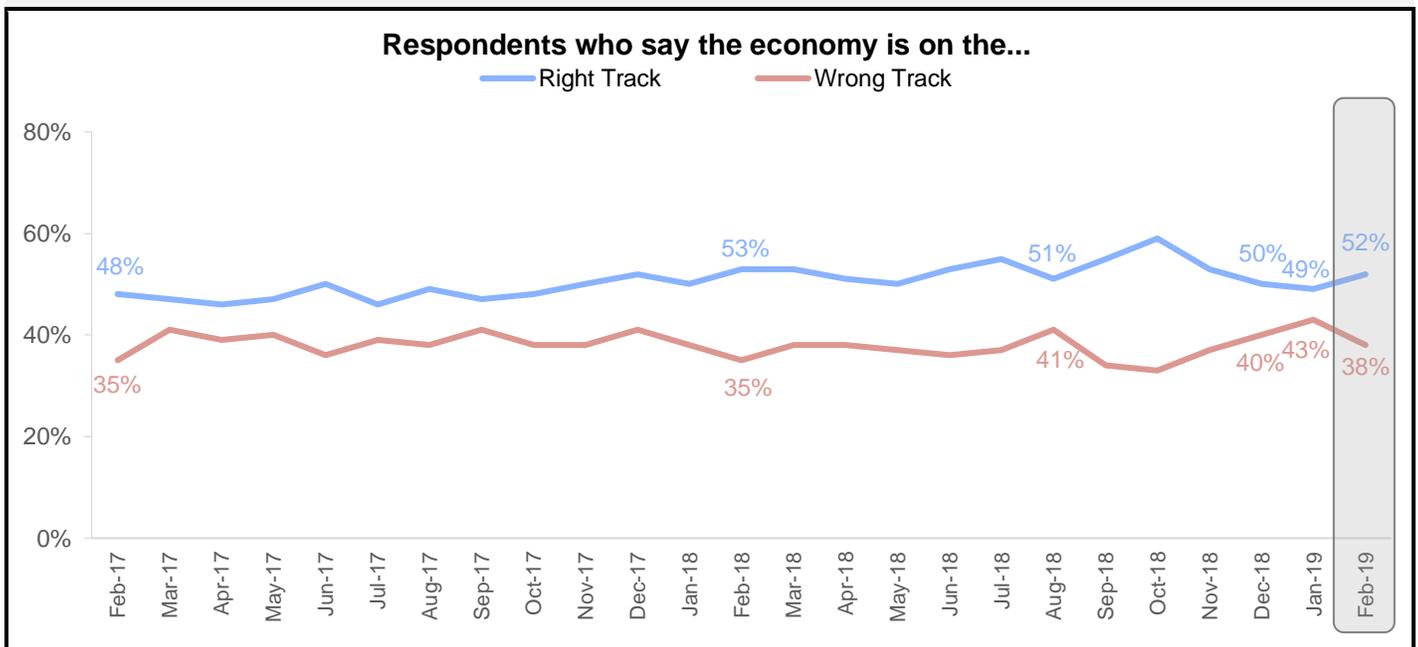


## Additional National Housing Survey Key Indicators

The share of Americans who expect their personal financial situations to get better fell 6 percentage points to 45%. The share who expect it to stay the same rose 4 percentage points to 42%, while the share who expect it to get worse rose 1 percentage point to 12%.



The share of Americans who say the economy is on the right track rose 3 percentage points to 52%. Additionally, the share who say it is on the wrong track fell 5 percentage points to 38%.





# The National Housing Survey®

February 2019

## 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 February 2, 2019 and February 24, 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-030719.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

February 2018	85.8
March 2018	88.3
April 2018	91.7
May 2018	92.3
June 2018	90.7
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
<b>February 2019</b>	<b>84.3</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
February 2018	57	35	22
March 2018	62	30	32
April 2018	61	32	29
May 2018	59	31	28
June 2018	59	31	28
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
<b>February 2019</b>	<b>53</b>	<b>38</b>	<b>15</b>



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

	<b>% Good Time to Sell</b>	<b>% Bad Time to Sell</b>	<b>Net % Good Time to Sell</b>
February 2018	63	27	36
March 2018	66	27	39
April 2018	68	23	45
May 2018	67	21	46
June 2018	69	22	47
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
<b>February 2019</b>	<b>60</b>	<b>30</b>	<b>30</b>

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

	<b>% Go Up</b>	<b>% Go Down</b>	<b>Net % Prices Will Go Up</b>
February 2018	52	7	45
March 2018	51	9	42
April 2018	55	6	49
May 2018	55	6	49
June 2018	55	9	46
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
<b>February 2019</b>	<b>43</b>	<b>10</b>	<b>33</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>
February 2018	62	5	-57
March 2018	57	5	-52
April 2018	54	6	-48
May 2018	54	5	-49
June 2018	58	5	-53
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
<b>February 2019</b>	<b>55</b>	<b>3</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>
February 2018	14	85	71
March 2018	14	85	71
April 2018	12	88	76
May 2018	11	89	78
June 2018	12	88	76
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
<b>February 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>
February 2018	26	9	17
March 2018	28	11	17
April 2018	28	10	18
May 2018	30	9	21
June 2018	28	9	19
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
<b>February 2019</b>	<b>27</b>	<b>9</b>	<b>18</b>

**Average home/rental price change expectation**

	<b>% Home Price Change</b>	<b>% Rental Price Change</b>
February 2018	3.3	4.4
March 2018	3.0	4.5
April 2018	3.9	5.7
May 2018	3.5	4.6
June 2018	2.6	4.0
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
<b>February 2019</b>	<b>2.5</b>	<b>4.3</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>
February 2018	59	4	32
March 2018	58	2	36
April 2018	61	2	31
May 2018	61	2	31
June 2018	54	4	39
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
<b>February 2019</b>	<b>56</b>	<b>3</b>	<b>35</b>

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

	<b>% Buy</b>	<b>% Rent</b>
February 2018	66	29
March 2018	70	26
April 2018	66	28
May 2018	67	29
June 2018	68	26
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
<b>February 2019</b>	<b>65</b>	<b>30</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>
February 2018	41	57
March 2018	37	59
April 2018	43	54
May 2018	41	56
June 2018	38	58
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
<b>February 2019</b>	<b>40</b>	<b>58</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>
February 2018	49	9	40
March 2018	52	11	36
April 2018	54	11	34
May 2018	48	10	40
June 2018	54	12	34
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
<b>February 2019</b>	<b>45</b>	<b>12</b>	<b>42</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>
February 2018	53	35
March 2018	53	38
April 2018	51	38
May 2018	50	37
June 2018	53	36
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
<b>February 2019</b>	<b>52</b>	<b>38</b>