April 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 rose 3.5 points in April to 83.7, bouncing back from March’s eighteen-month low and representing a year-over-year increase of 1.4 points.

Components of the HPSI

The rise in HPSI in April can be attributed to three of the components improving. The largest increases were among “Good Time To Sell” (+16) and “Confidence About Not Losing Job” (+6), while the largest decrease was seen in “Good Time To Buy” (-3).

<table>
<thead>
<tr>
<th>April 2016 HPSI</th>
<th>April 2016*</th>
<th>Change Since Last Month</th>
<th>Change Since Last Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Good Time To Buy</td>
<td>30</td>
<td>-3</td>
<td>-5</td>
</tr>
<tr>
<td>Good Time To Sell</td>
<td>15</td>
<td>+16</td>
<td>+14</td>
</tr>
<tr>
<td>Home Prices Will Go Up (next 12 months)</td>
<td>37</td>
<td>+3</td>
<td>-2</td>
</tr>
<tr>
<td>Mortgage Rates Will Go Down (next 12 months)</td>
<td>-46</td>
<td>-1</td>
<td>-1</td>
</tr>
<tr>
<td>Confidence About Not Losing Job (next 12 months)</td>
<td>74</td>
<td>+6</td>
<td>+3</td>
</tr>
<tr>
<td>Household Income is Significantly Higher (past 12 months)</td>
<td>11</td>
<td>0</td>
<td>-1</td>
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</table>

* Net percentages of the component questions used to calculate HPSI, e.g. (Percent Good Time to Buy – Percent Bad Time to Buy) = 30
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 house fell by 3 percentage points to 30% in March, reaching an all-time survey low.

Selling sentiment approached its all-time survey high, with the net percentage of those who say it is a good time to sell rising 16 percentage points to 15% in March.
Components of the HPSI – Home Price and Mortgage Rate Expectations

The net share of Americans who say that home prices will go up rose 3 percentage point to 37%, continuing the rising trend from March.

The net share of those who say mortgage rates will go down fell 1 percentage point to -46%.
Components of the HPSI – Job Concerns and Household Incomes

The net share of Americans who say they are not concerned with losing their job rose 6 percentage points to 74%, nearly making up March’s 7 percentage point decrease.

The net share of Americans who say their household income is significantly higher than it was 12 months ago remained the same this month at 11%.
Additional National Housing Survey Key Indicators

On average, Americans expect rental prices over the next 12 months to rise 3.5%. They continue to expect home prices over the next 12 months to rise 2.0%.

The percentage of Americans who expect home rental prices to go up rose to 56%, while the share of Americans who expect home rental prices to go down remained at 4%.
Additional National Housing Survey Key Indicators

Reversing trends seen in March, the share of Americans who would buy if they were going to move fell 2 percentage points to 63%, while the share who would rent rose to 32%.

![Graph showing trends in buying versus renting](chart)

The share of Americans who say getting a mortgage would be easy rose 2 percentage points in March to 53%, while the share who say it would be difficult fell 2 percentage points to 42%, widening the gap between those who think it is easy and those who think it is difficult to get a mortgage.

![Graph showing trends in easy versus difficult mortgages](chart)
The share of Americans who expect their personal financial situation to stay the same over the next 12 months fell 6 percentage points to 40%, matching February’s score. The percentages who expect their personal financial situation to get better or worse over the next 12 months both increased by 2 percentage points.

The share of Americans who say the economy is on the right track rose 5 percentage points to 38%, while those who say it is on the wrong track fell by 6 percentage points to 52%, breaking the trend from the past three months.
About the Survey

The National Housing Survey® polled a nationally representative sample of 1,006 household financial decision makers (margin of error ±3.1%) aged 18 and older between April 1, 2016 and April 22, 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*

<table>
<thead>
<tr>
<th>Net Good Time to Buy</th>
<th>Q12</th>
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<tbody>
<tr>
<td>Very and Somewhat Good Time To Buy – Very and Somewhat Bad Time To Buy</td>
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<table>
<thead>
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<th>Net Good Time to Sell</th>
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<table>
<thead>
<tr>
<th>Net Home Prices Will Go Up (next 12 months)</th>
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<td>Home Prices Will Go Up – Home Prices Will Go Down</td>
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<table>
<thead>
<tr>
<th>Net Mortgage Rates Will Go Down (next 12 months)</th>
<th>Q20B</th>
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<tbody>
<tr>
<td>Mortgage Rates Will Go Down – Mortgage Rates Will Go Up</td>
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<table>
<thead>
<tr>
<th>Net Confident About Not Losing Job (next 12 months)</th>
<th>Q112B</th>
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<tbody>
<tr>
<td>Not at All and Not Very Concerned about Losing Job – Very and Somewhat Concerned about Losing Job</td>
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<table>
<thead>
<tr>
<th>Net Household Income is Significantly Higher (past 12 months)</th>
<th>Q116</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income is Significantly Higher – Income is Significantly Lower</td>
<td></td>
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</tbody>
</table>

\[
HPSI = \frac{Q_{12} + Q_{13} + Q_{15} + Q_{20B} + Q_{112B} + Q_{116}}{6} + 63.5
\]

* 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 Index of Consumer Sentiment and the Consumer Confidence Index.


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<table>
<thead>
<tr>
<th>Month</th>
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<th>% Bad Time to Buy</th>
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<td>Percent of respondents who say it is a good or bad time to sell</td>
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<table>
<thead>
<tr>
<th>Percent of respondents who say home prices will go up, go down, or stay the same in the next 12 months</th>
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</thead>
<tbody>
<tr>
<td>% Go Up</td>
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<tr>
<td>April 2015</td>
</tr>
<tr>
<td>May 2015</td>
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<tr>
<td>June 2015</td>
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<tr>
<td>March 2016</td>
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<tr>
<td>April 2016</td>
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</table>
### Percent of respondents who say mortgage rates will go up, go down, or stay the same in the next 12 months

<table>
<thead>
<tr>
<th>Month</th>
<th>% Go Up</th>
<th>% Go Down</th>
<th>Net % Rates Will Go Down</th>
</tr>
</thead>
<tbody>
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### Percent of respondents who say are concerned or not concerned about losing their job

<table>
<thead>
<tr>
<th>Month</th>
<th>% Concerned</th>
<th>% Not Concerned</th>
<th>Net % Not Concerned</th>
</tr>
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<tbody>
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<td>April 2015</td>
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<td>85</td>
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</tr>
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<tr>
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<td>13</td>
<td>87</td>
<td>74</td>
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</table>
Percent of respondents who say their household income is higher, lower, or about the same compared to 12 months ago

<table>
<thead>
<tr>
<th>Month</th>
<th>% Significantly Higher</th>
<th>% Significantly Lower</th>
<th>Net % Higher</th>
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Average home/rental price change expectation

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<tr>
<th>Month</th>
<th>% Home Price Change</th>
<th>% Rental Price Change</th>
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## Percent of respondents who say home rental prices will go up, go down, or stay the same in the next 12 months

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<thead>
<tr>
<th>Month</th>
<th>% Go Up</th>
<th>% Go Down</th>
<th>% Stay the Same</th>
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<td>June 2015</td>
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<td>July 2015</td>
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<tr>
<td>April 2016</td>
<td>56</td>
<td>4</td>
<td>35</td>
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## Percent of respondents who say they would buy or rent if they were going to move

<table>
<thead>
<tr>
<th>Month</th>
<th>% Buy</th>
<th>% Rent</th>
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<tbody>
<tr>
<td>April 2015</td>
<td>63</td>
<td>32</td>
</tr>
<tr>
<td>May 2015</td>
<td>66</td>
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### Percent of respondents who think it would be difficult or easy for them to get a home mortgage today

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

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<th>% Get Worse</th>
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