

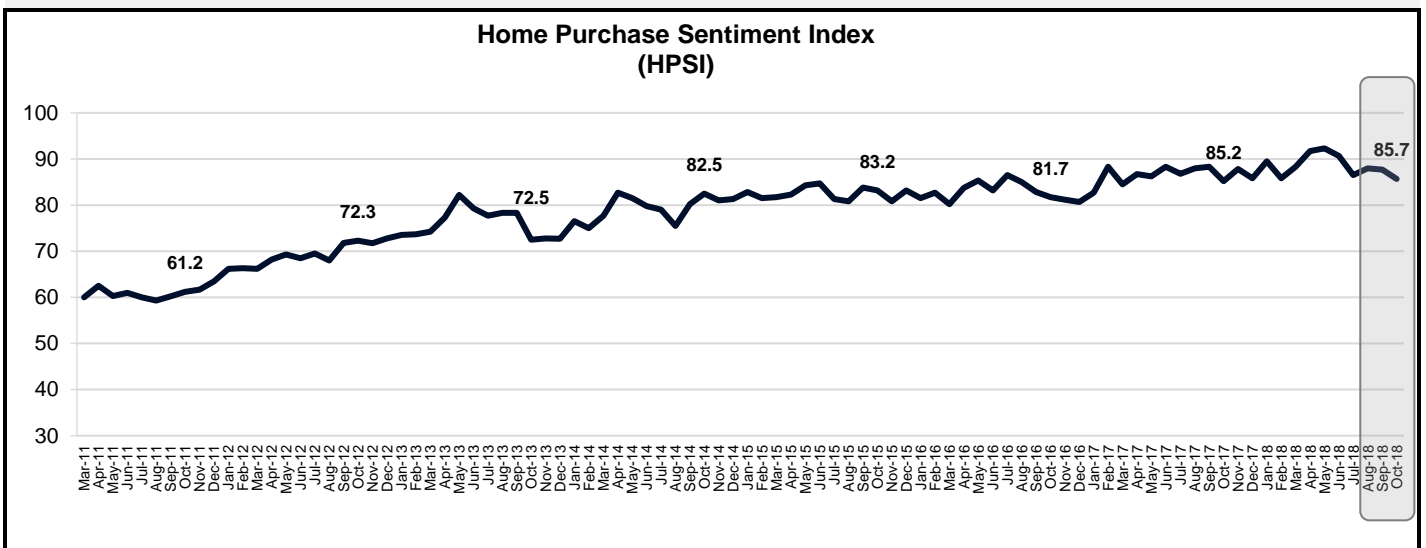


October 2018 Data Release

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 fell 2.0 points in October to 85.7, continuing the decrease seen in September.



Components of the HPSI

The decrease in the HPSI can be attributed to decreases in five of the components: Good Time To Buy (-5), Good Time To Sell (-3), Home Prices Will Go Up (-2), Mortgage Rates Will Go Down (-1), and Confidence About Not Losing Job (-1). Household Income Is Significantly Higher remained the same.

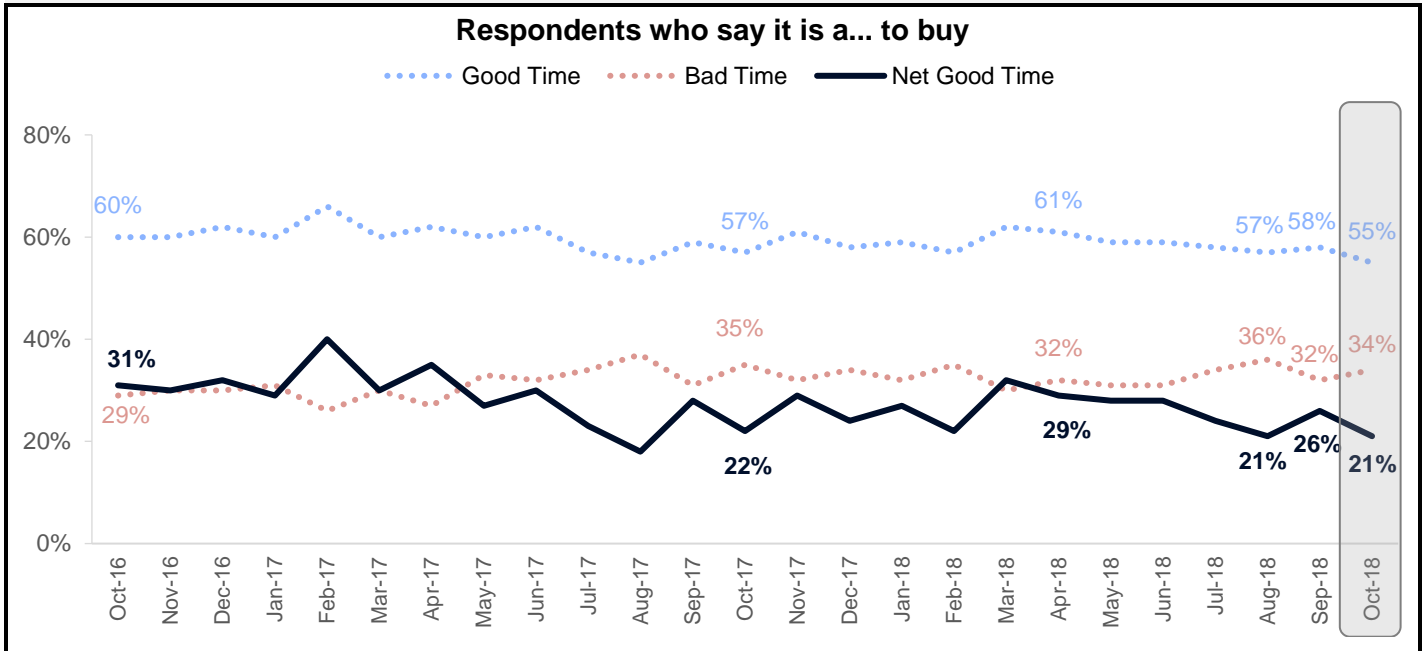
	October 2018*	Change Since Last Month	Change Since Last Year
October 2018 HPSI	85.7	-2.0	+0.5
Good Time To Buy	21	-5	-1
Good Time To Sell	35	-3	+5
Home Prices Will Go Up (next 12 months)	37	-2	-3
Mortgage Rates Will Go Down (next 12 months)	-57	-1	-11
Confidence About Not Losing Job (next 12 months)	78	-1	+8
Household Income Is Significantly Higher (past 12 months)	19	0	+5

* Net percentages of the component questions used to calculate HPSI, e.g. (Percent Good Time to Buy – Percent Bad Time to Buy) = 21

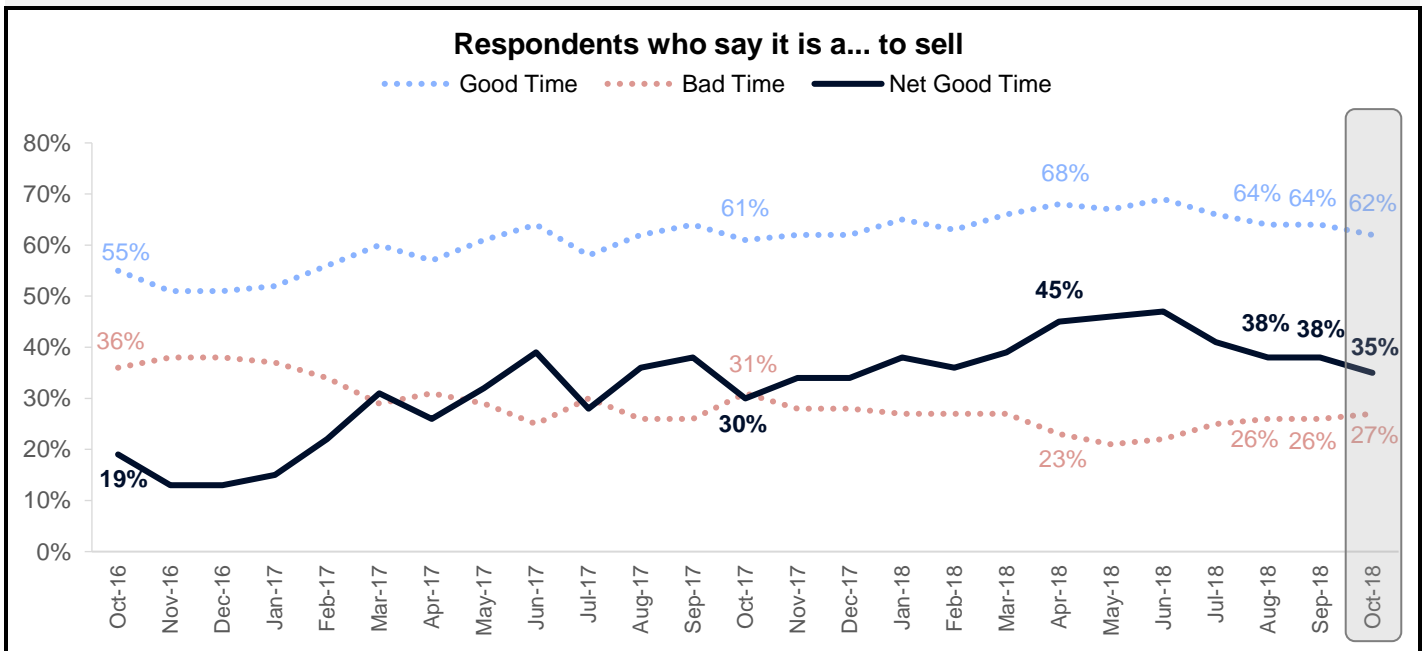


Components of the HPSI – Good/Bad Time to Buy and Sell a Home

The net share of Americans who say it is a good time to buy fell 5 percentage points from last month to 21%.



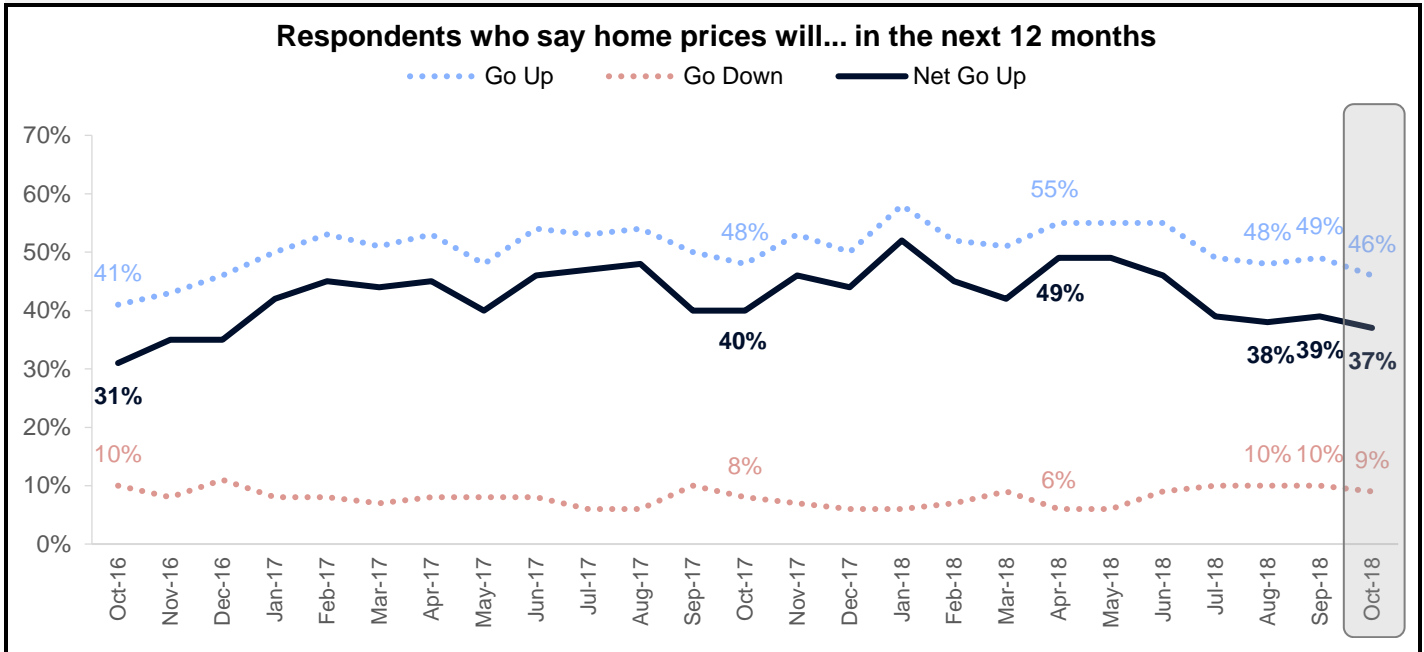
In October, the net percentage of those who say it is a good time to sell fell 3 percentage points to 35%.



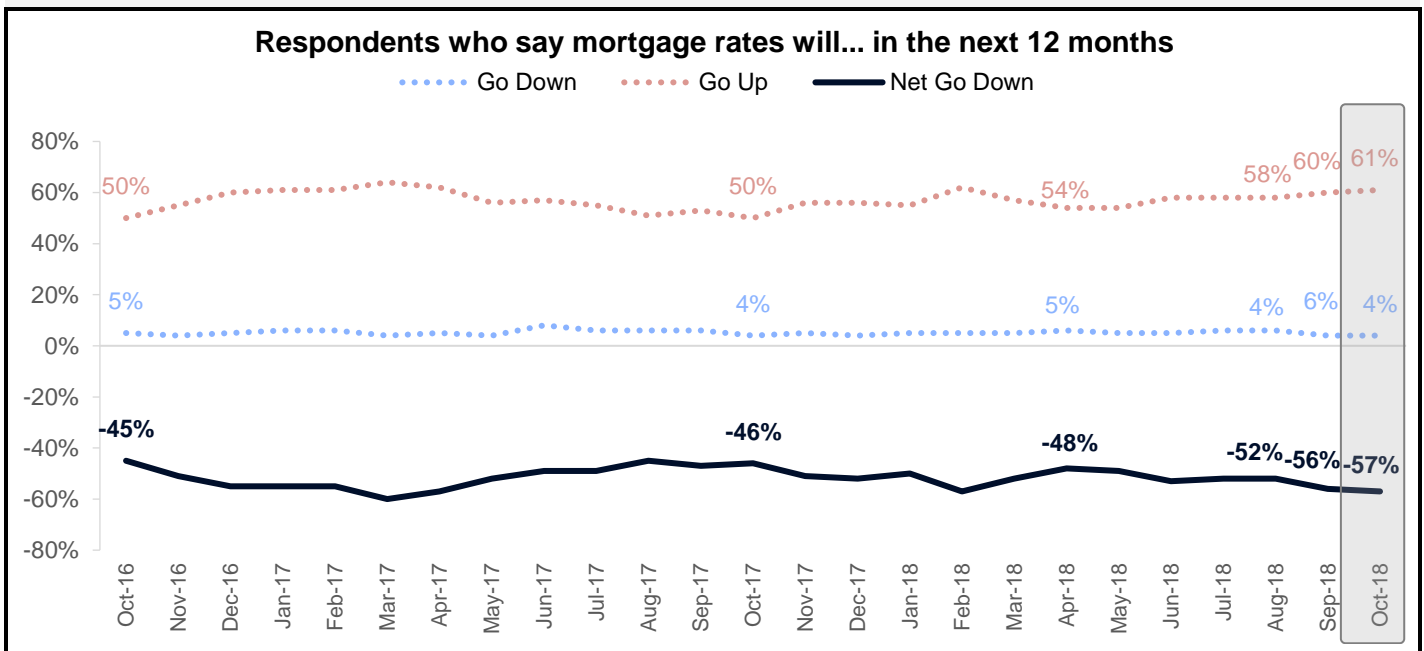


Components of the HPSI – Home Price and Mortgage Rate Expectations

The net share of Americans who say home prices will go up fell 2 percentage points to 37%, remaining below 40% for the third consecutive month for the first time since December 2016.



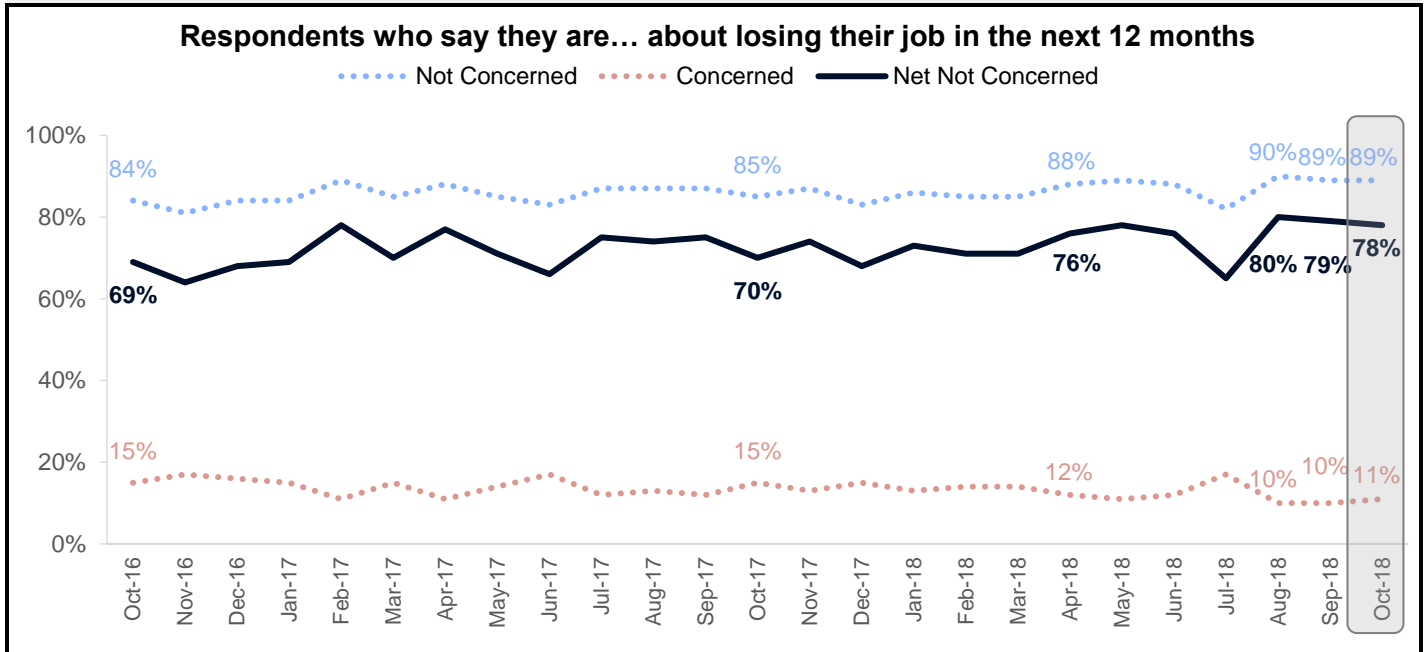
The net share of those who say mortgage rates will go down over the next 12 months dropped 1 percentage point to -57%.



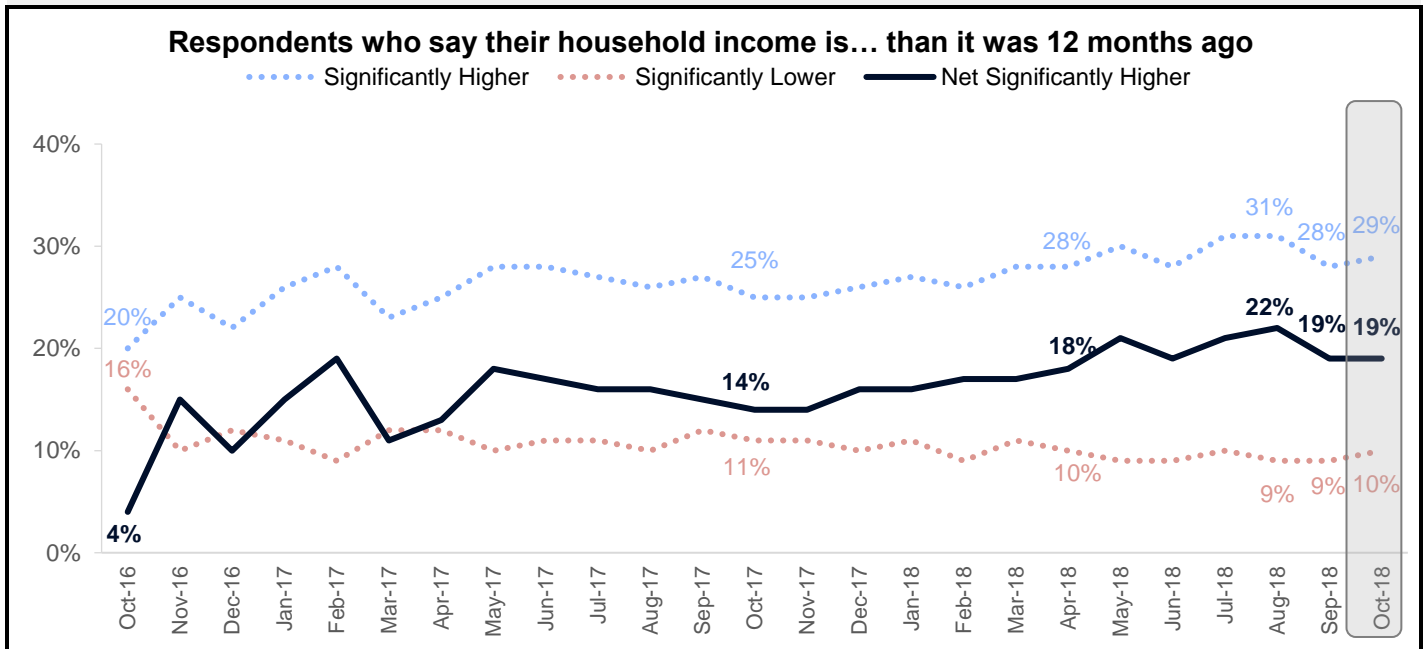


Components of the HPSI – Job Concerns and Household Incomes

The net share of Americans who say they are not concerned about losing their jobs fell 1 percentage point to 78%.



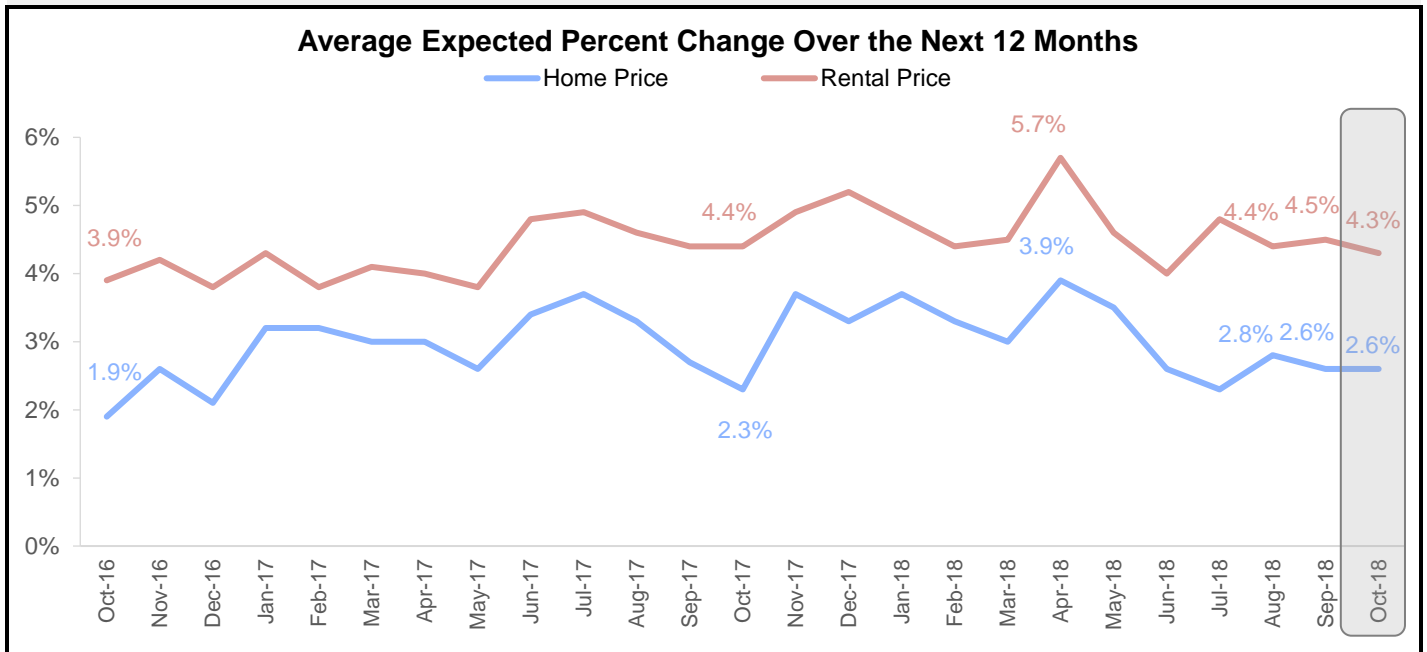
The net share of those who say their household income is significantly higher than it was 12 months ago remains unchanged at 19%.



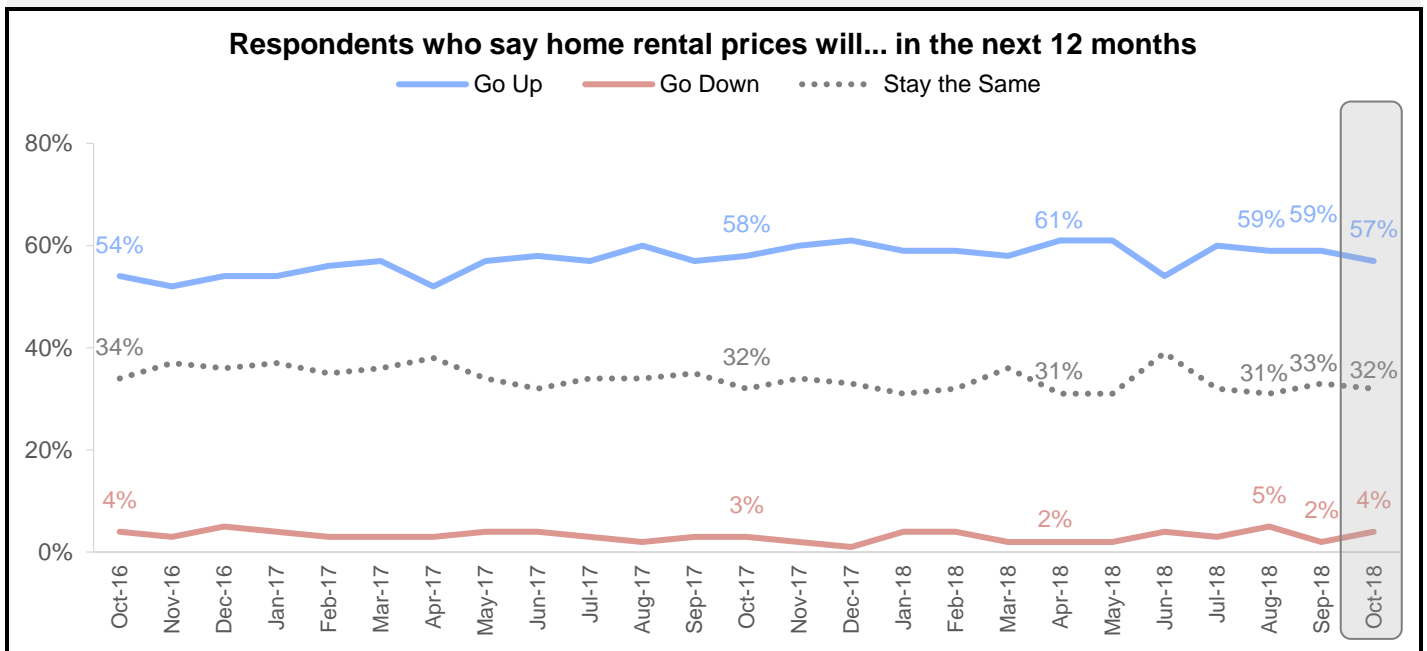


Additional National Housing Survey Key Indicators

On average, Americans expect rental prices to increase 4.3% over the next 12 months, 0.2 percentage points lower than last month. They expect home prices to rise 2.6% over the next 12 months.



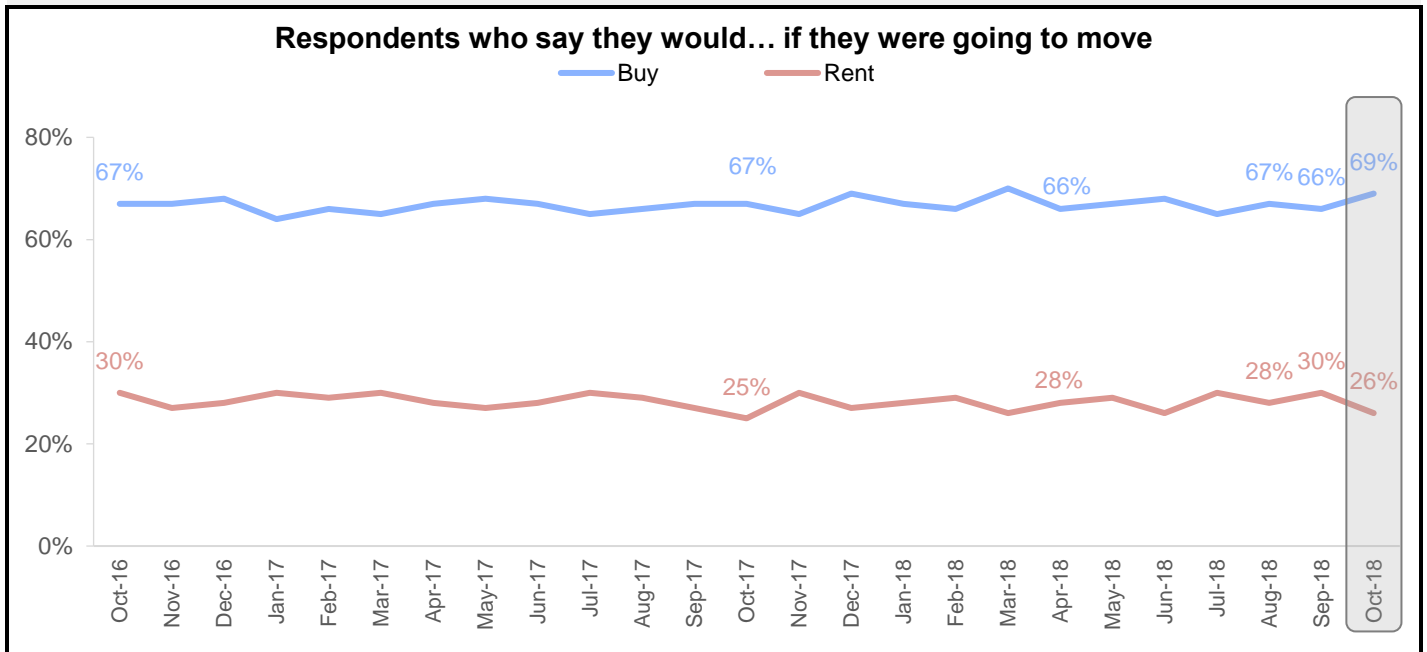
The share of Americans who expect home rental prices to go up decreased two percentage points to 57%, while the share who expect them to stay the same decreased one percentage point to 32%.



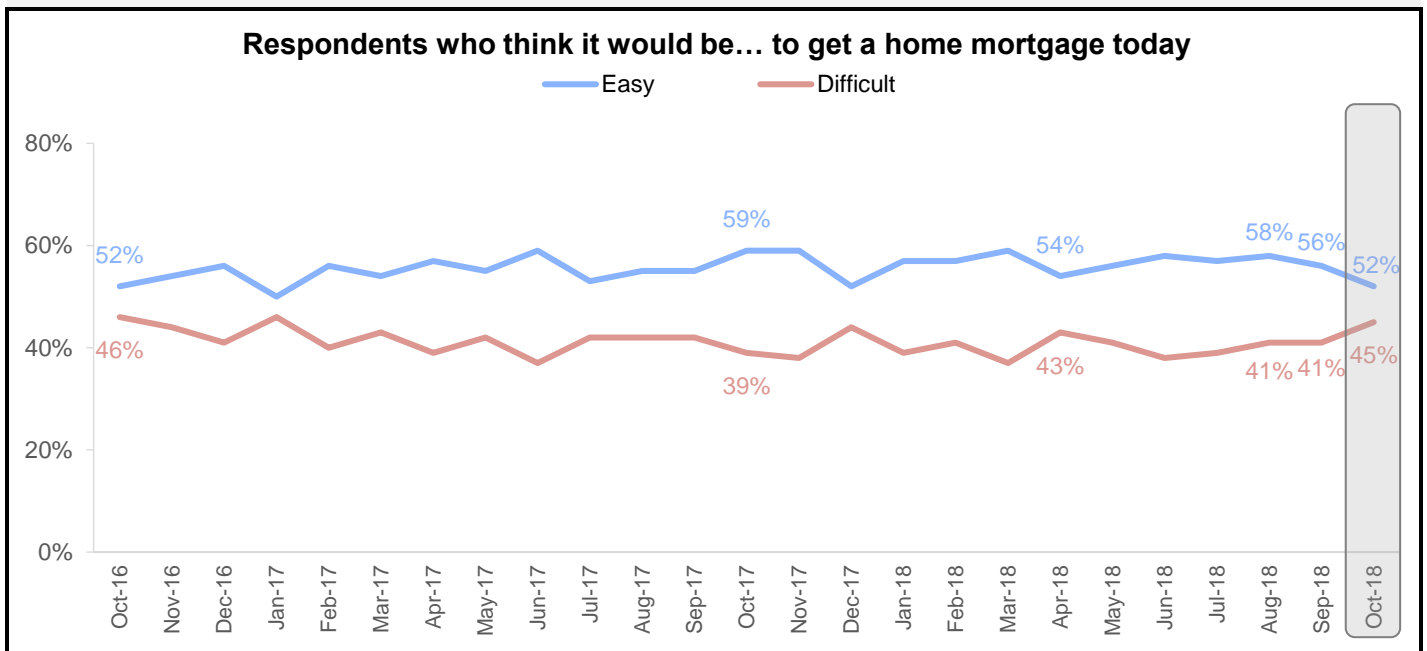


Additional National Housing Survey Key Indicators

The share of Americans who say they would buy if they were going to move rose 3 percentage points to 69%, and the share who say they would rent fell 4 percentage points to 26%.



The share of Americans who say getting a mortgage would be easy fell 4 percentage points to 52%, while the share who say it would be difficult increased 4 percentage points to 45%.

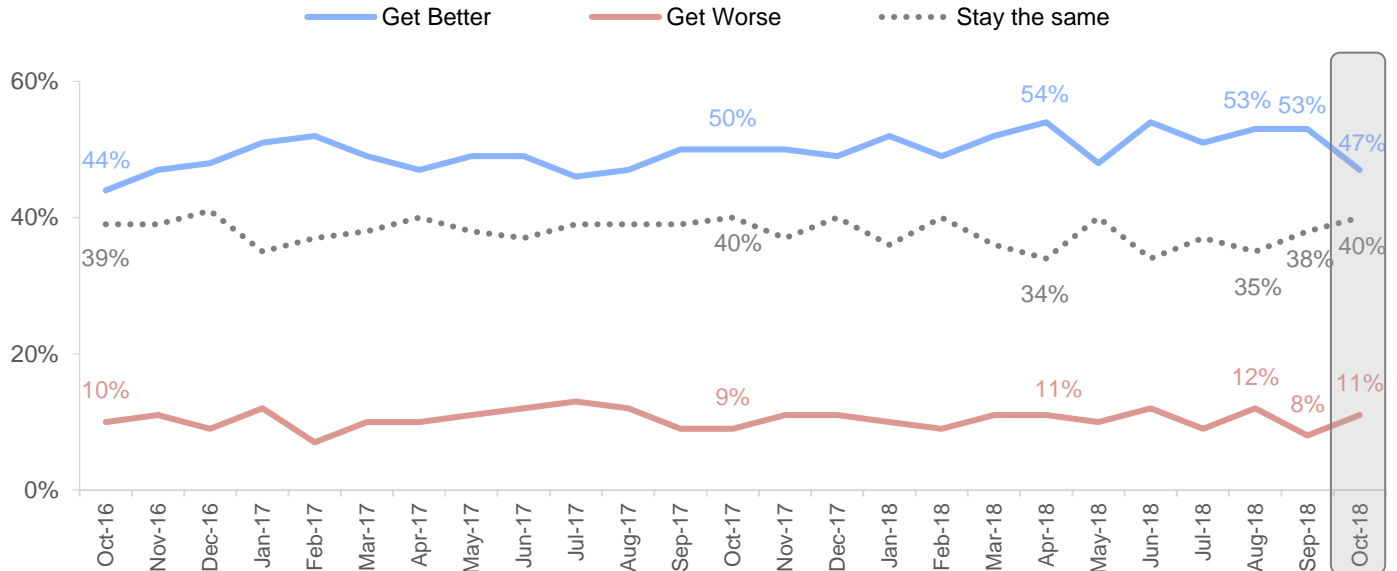




Additional National Housing Survey Key Indicators

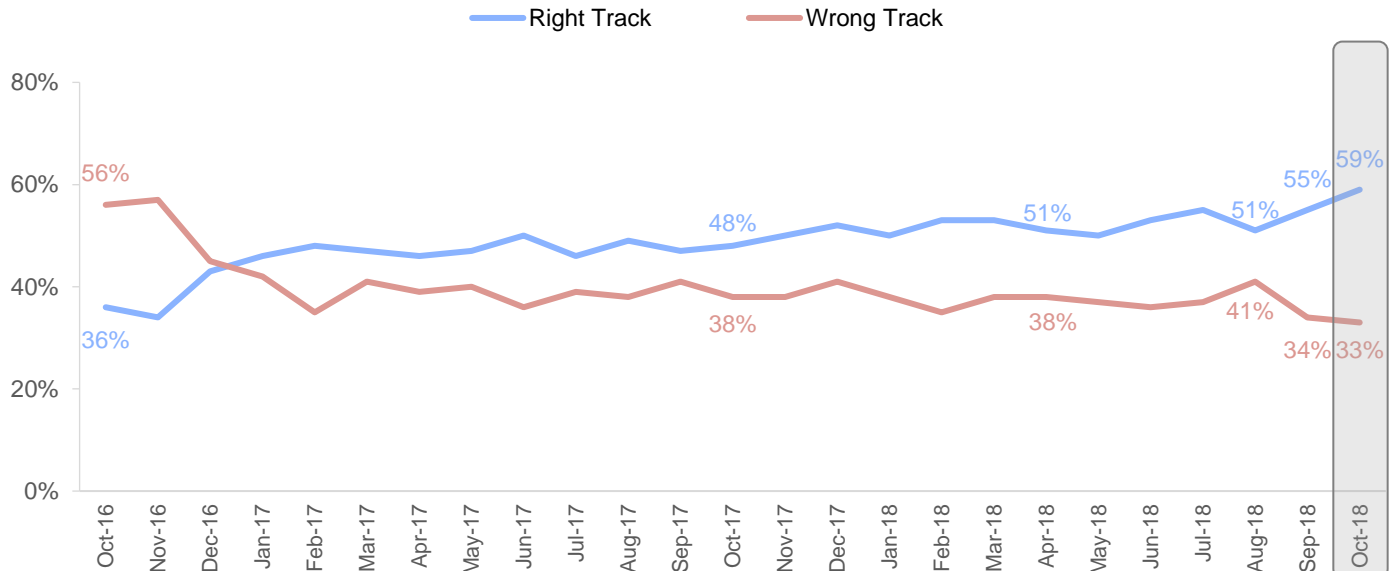
The share of Americans who expect their personal financial situations to get better fell 6 percentage points to 47% in October. The share who expect it to stay the same rose 2 percentage points to 40%, while the share who expect it to get worse rose 3 percentage points to 11%.

Respondents who expect their personal financial situation to... over the next 12 months



The share of Americans who say the economy is on the right track rose 4 percentage points to 59%, creating a new survey high. Additionally, the share who say it is on the wrong track dropped 1 percentage point to 33%, a survey low.

Respondents who say the economy is on the...





The National Housing Survey®

October 2018

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 October 1, 2018 and October 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 Buy <i>Very or Somewhat Good Time To Buy – Very or Somewhat Bad Time To Buy</i>	Q12
Net Good Time to Sell <i>Very or Somewhat Good Time To Sell – Very or Somewhat Bad Time To Sell</i>	Q13
Net Home Prices Will Go Up (next 12 months) <i>Home Prices Will Go Up – Home Prices Will Go Down</i>	Q15
Net Mortgage Rates Will Go Down (next 12 months) <i>Mortgage Rates Will Go Down – Mortgage Rates Will Go Up</i>	Q20B
Net Confident About Not Losing Job (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 Income is Significantly Higher (past 12 months) <i>Income is Significantly Higher – Income is Significantly Lower</i>	Q116
$HPSI = \frac{Q12 + Q13 + Q15 + Q20B + Q112B + Q116}{6} + 63.5$	
<small>* 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</small>	

Time Series Data: <http://fanniemae.com/resources/file/research/housingsurvey/xls/nhs-monthly-indicator-data-110718.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

October 2017	85.2
November 2017	87.8
December 2017	85.8
January 2018	89.5
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

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
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
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



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
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
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

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
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
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



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

	% Concerned	% Not Concerned	Net % Not Concerned
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
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

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
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
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



Average home/rental price change expectation		
	% Home Price Change	% Rental Price Change
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
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

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
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
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



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

	% Buy	% Rent
October 2017	67	25
November 2017	65	30
December 2017	69	27
January 2018	67	28
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

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

	% Difficult	% Easy
October 2017	39	59
November 2017	38	59
December 2017	44	52
January 2018	39	57
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



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
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
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

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

	% Right Track	% Wrong Track
October 2017	48	38
November 2017	50	38
December 2017	52	41
January 2018	50	38
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