

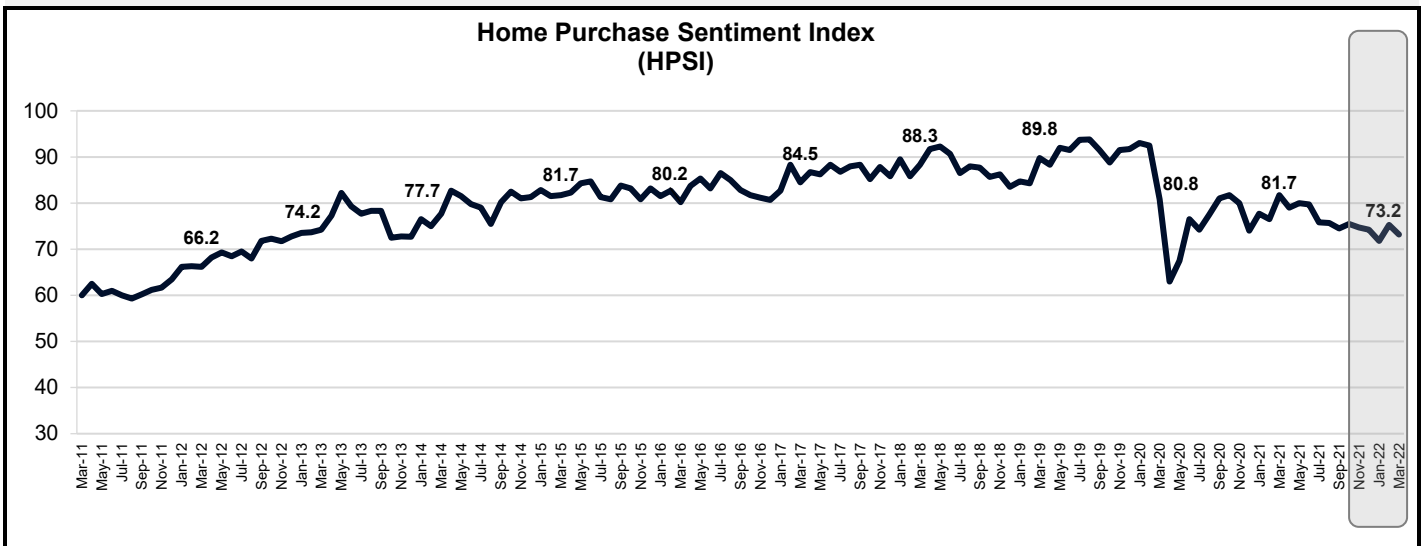


March 2022 Data Release

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 decreased by 2.1 points to 73.2 in March.



Components of the HPSI

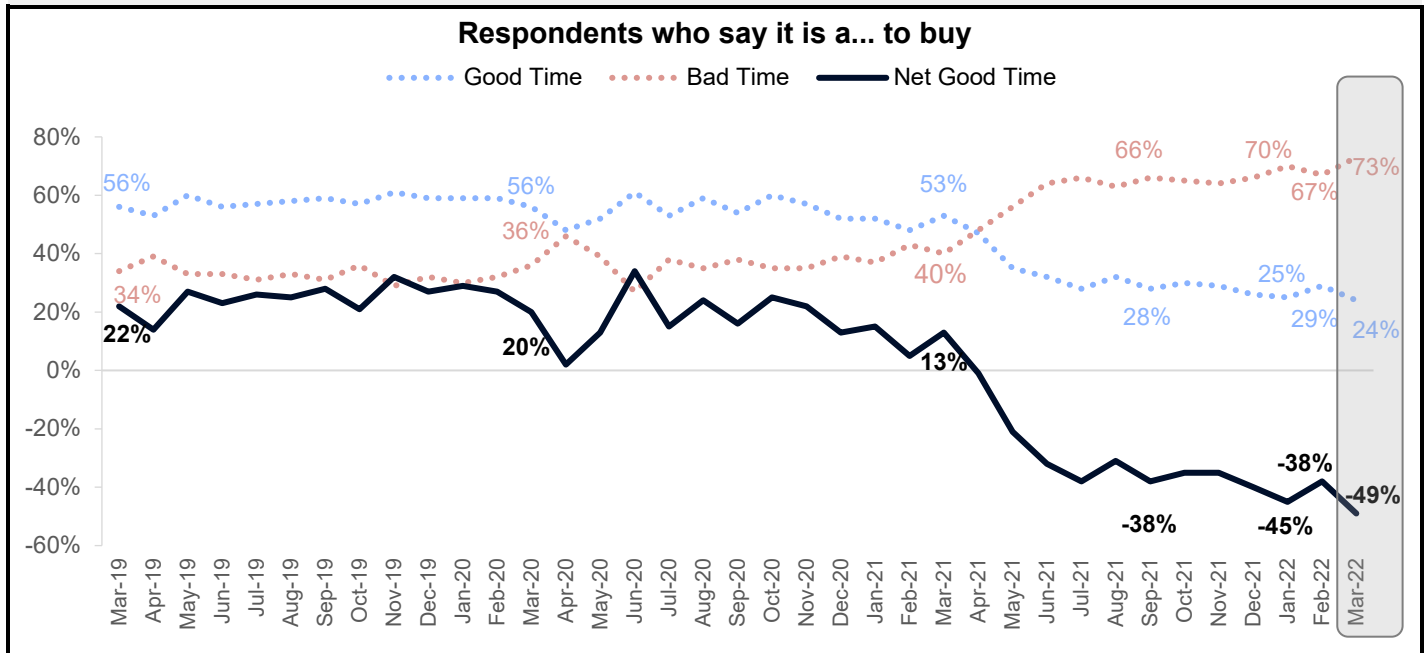
The decrease in the HPSI can be attributed to net decreases in four components this month: Buying Conditions, Job Loss Concern, Home Price Outlook, and Mortgage Rate Outlook. There were net increases in two components: Selling Conditions and Change in Household Income.

	March 2022			Net Change	
	Good Time	Bad Time	Net Good Time to Buy	MoM	YoY
Buying Conditions	24%	73%	-49%	-11	-62
Selling Conditions	74%	21%	53%	+3	+20
Home Price Outlook (next 12 months)	48%	20%	28%	-2	-8
Mortgage Rate Outlook (next 12 months)	4%	69%	-65%	-1	-17
Job Loss Concern (next 12 months)	86%	11%	75%	-3	+10
Change in Household Income (past 12 months)	29%	13%	16%	+1	+6

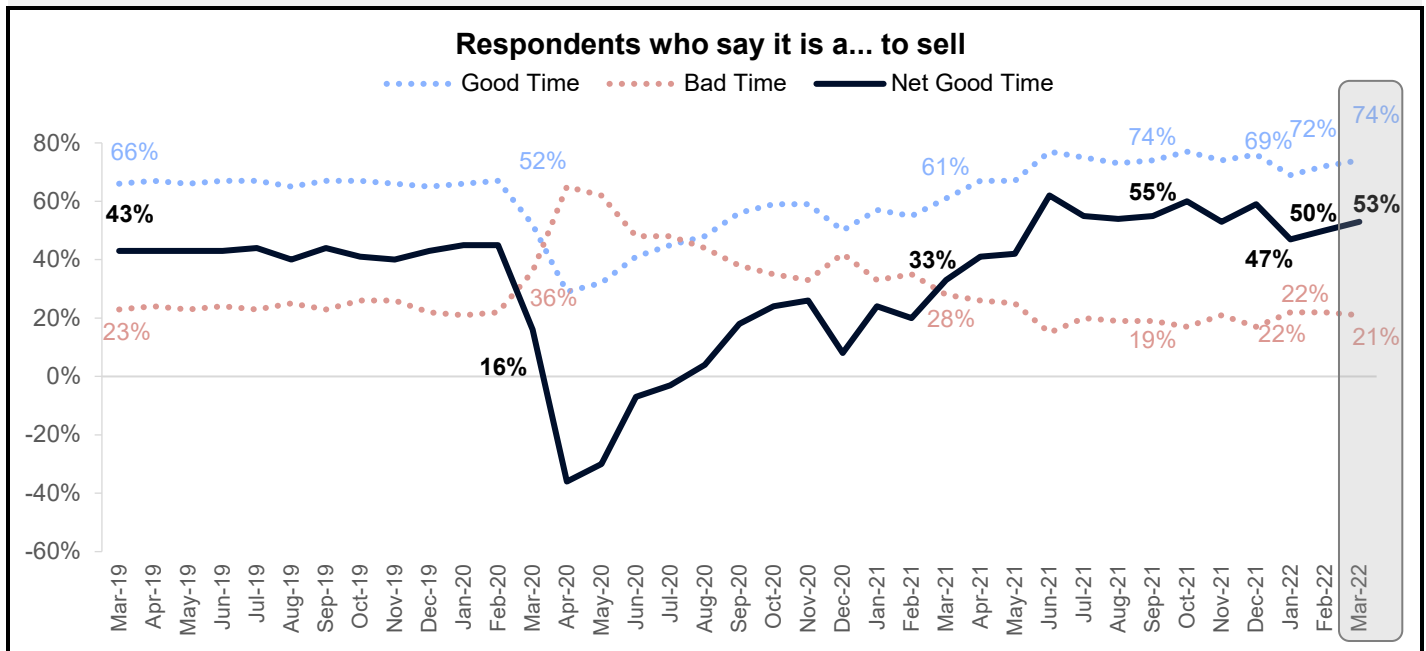


Components of the HPSI – Good/Bad Time to Buy and Sell a Home

In March, the net share of consumers who say it is a good time to buy decreased by 11 percentage points to -49%, a new survey low.



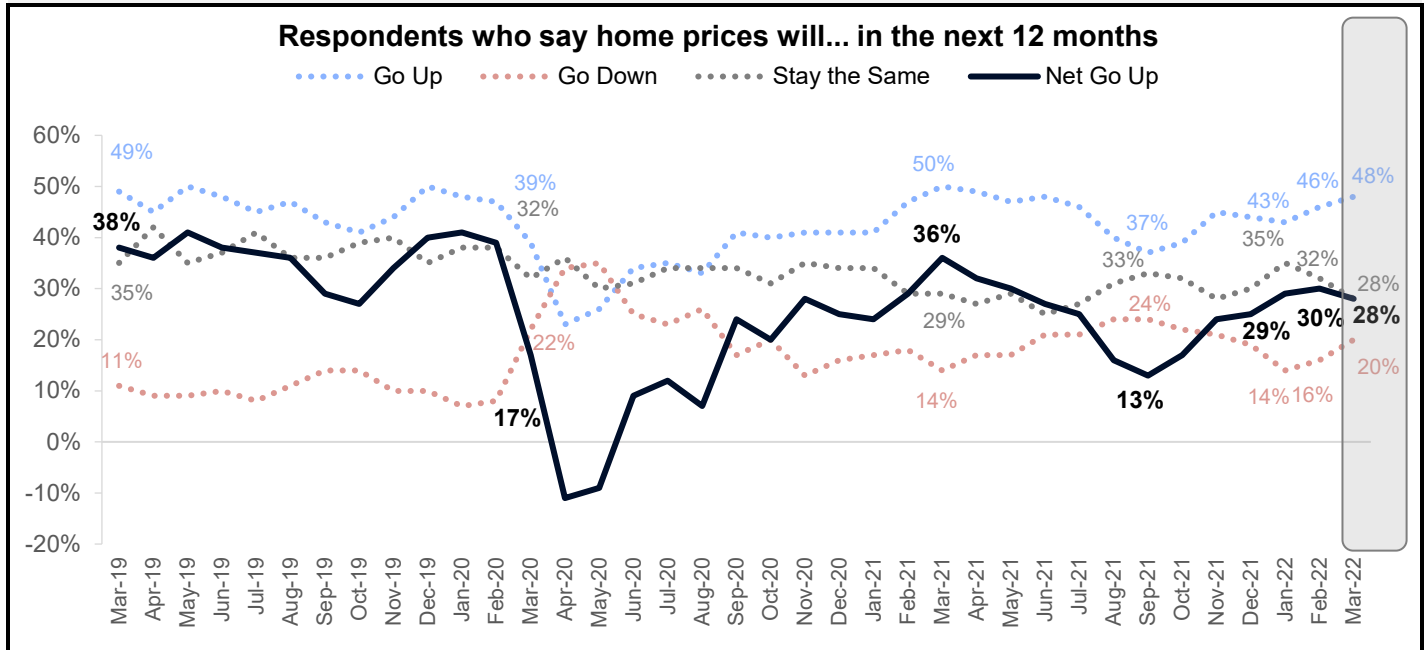
The net percentage of those who say it is a good time to sell increased by 3 percentage points.



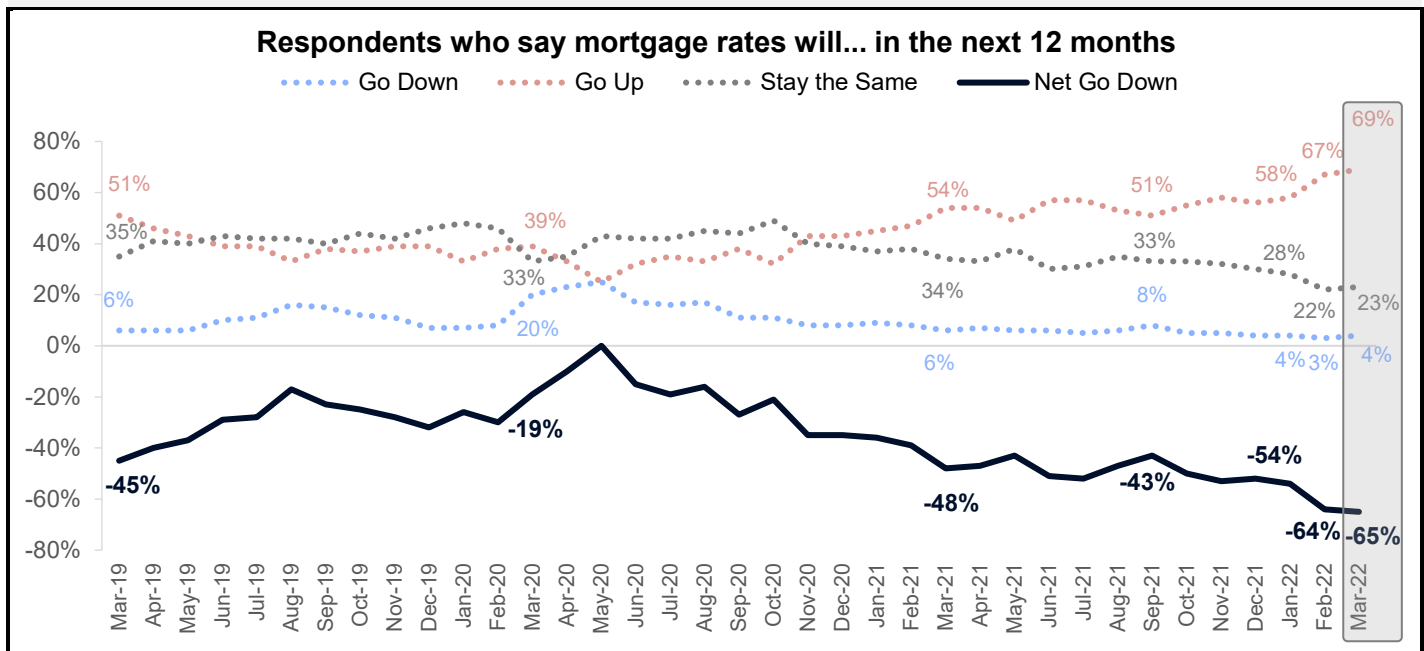


Components of the HPSI – Home Price and Mortgage Rate Expectations

The net share of consumers who say home prices will go up decreased by 2 percentage points, reversing the trend seen in recent months.



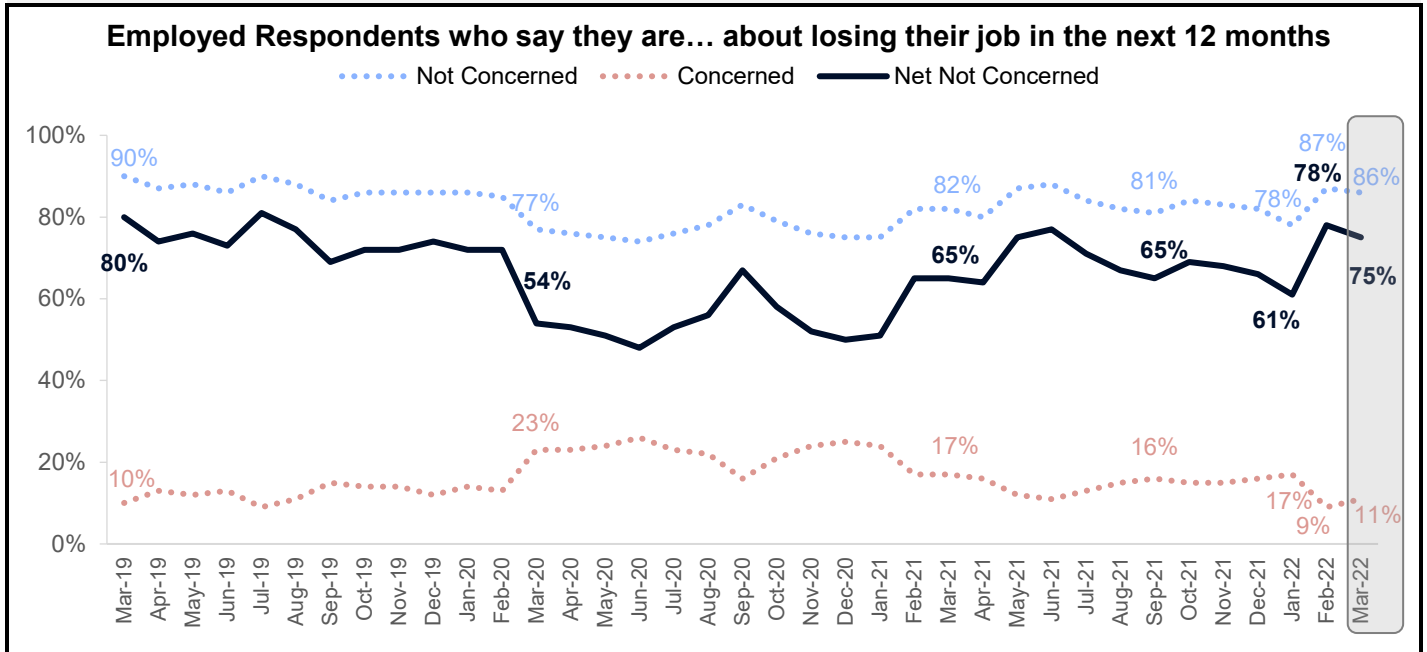
This month, the net share of those who say mortgage rates will go down over the next 12 months decreased 1 percentage point to -65%, a new survey low.



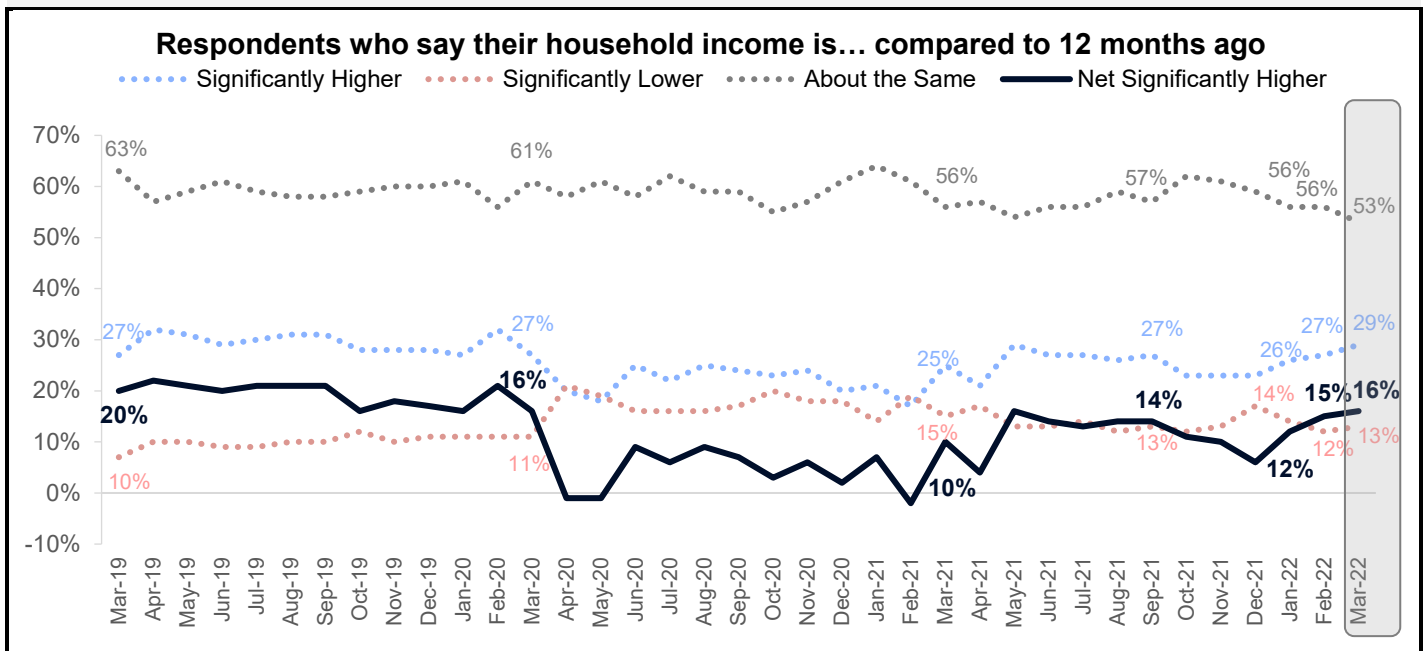


Components of the HPSI – Job Concerns and Household Incomes

In March, the net share of employed consumers who say they are not concerned about losing their job decreased 3 percentage points to 75%.



The net share of those who say their household income is significantly higher than it was 12 months ago increased 1 percentage point to 16%.

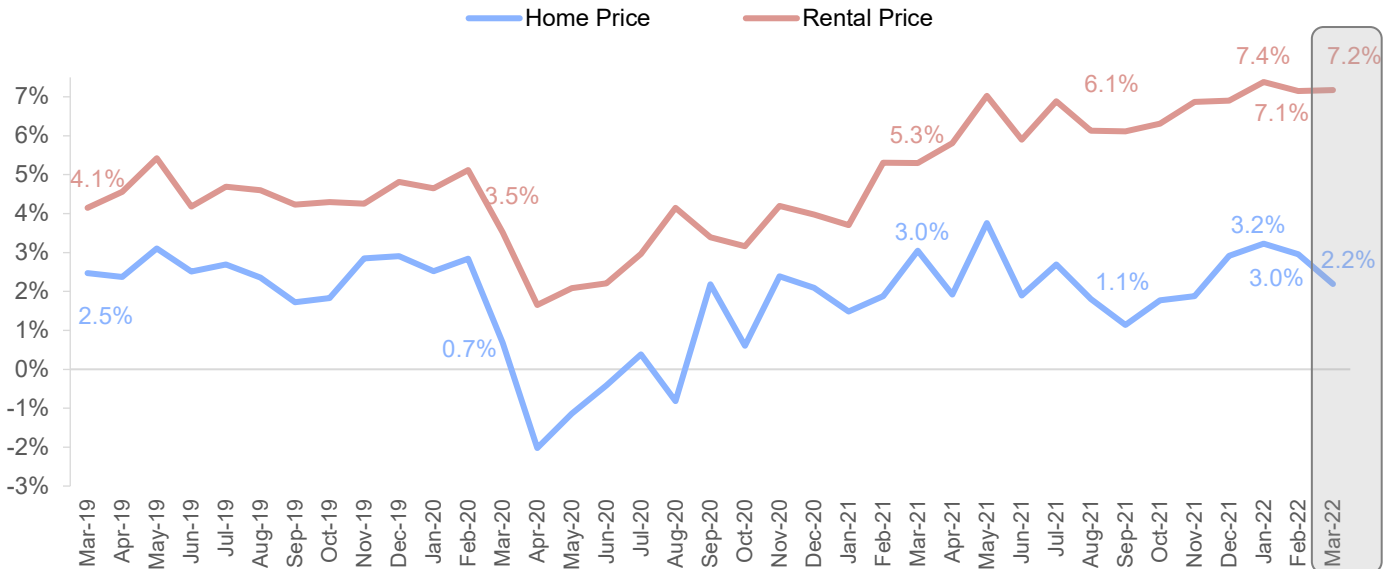




Additional National Housing Survey Key Indicators

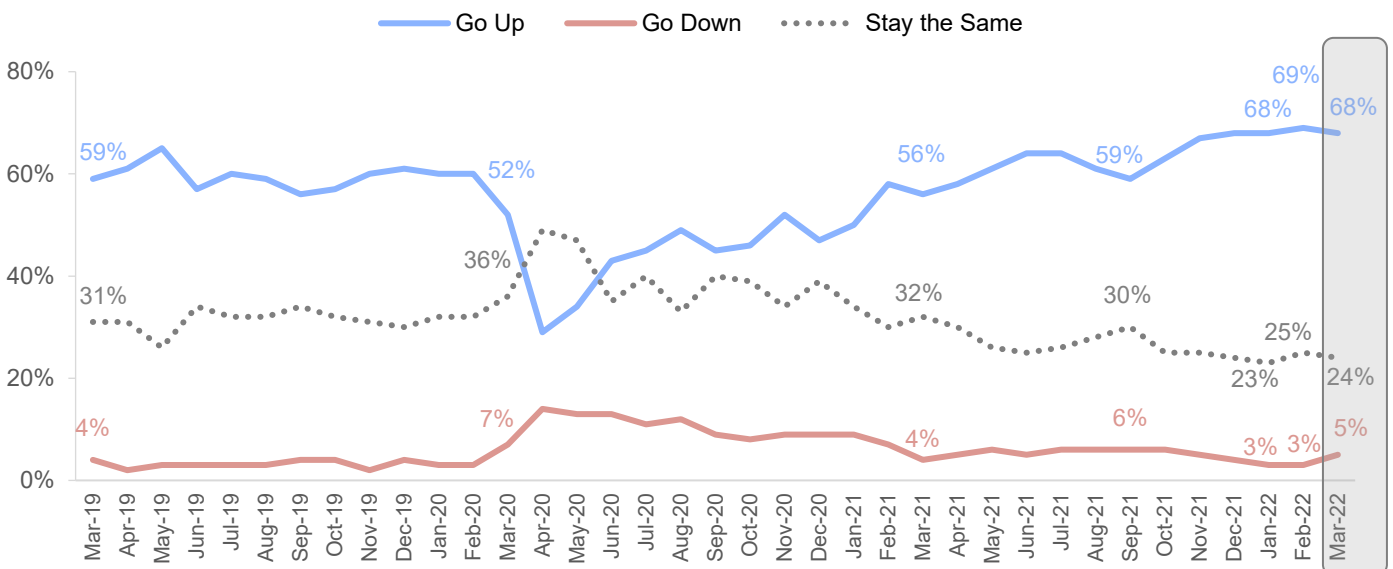
On average, consumers expect rental prices to increase 7.2% over the next 12 months, a 0.1 percentage point increase from last month. They expect home prices to increase 2.2% over the next 12 months, a 0.8 percentage point decrease from last month.

Average Expected Percent Change Over the Next 12 Months



The share of consumers who expect home rental prices to go up decreased by 1 percentage point to 68%, while the share who expect home rental prices to go down increased 2 percentage points to 5%.

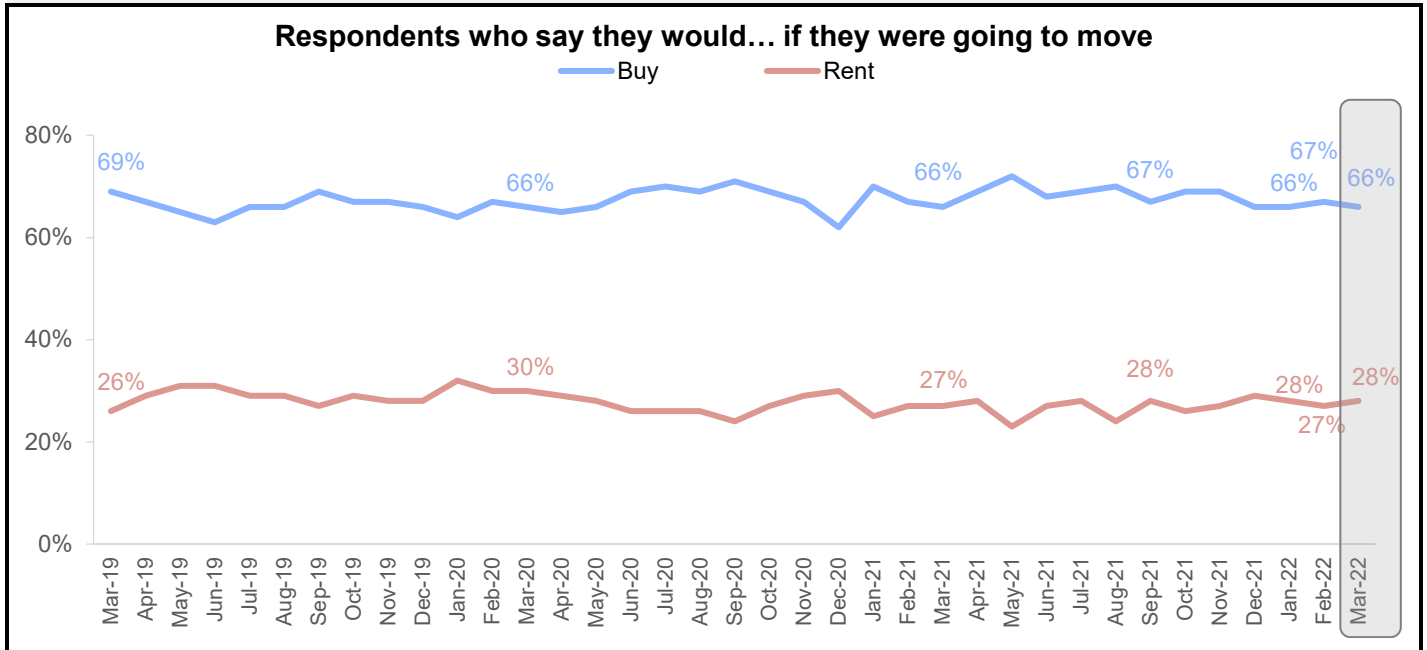
Respondents who say home rental prices will... in the next 12 months



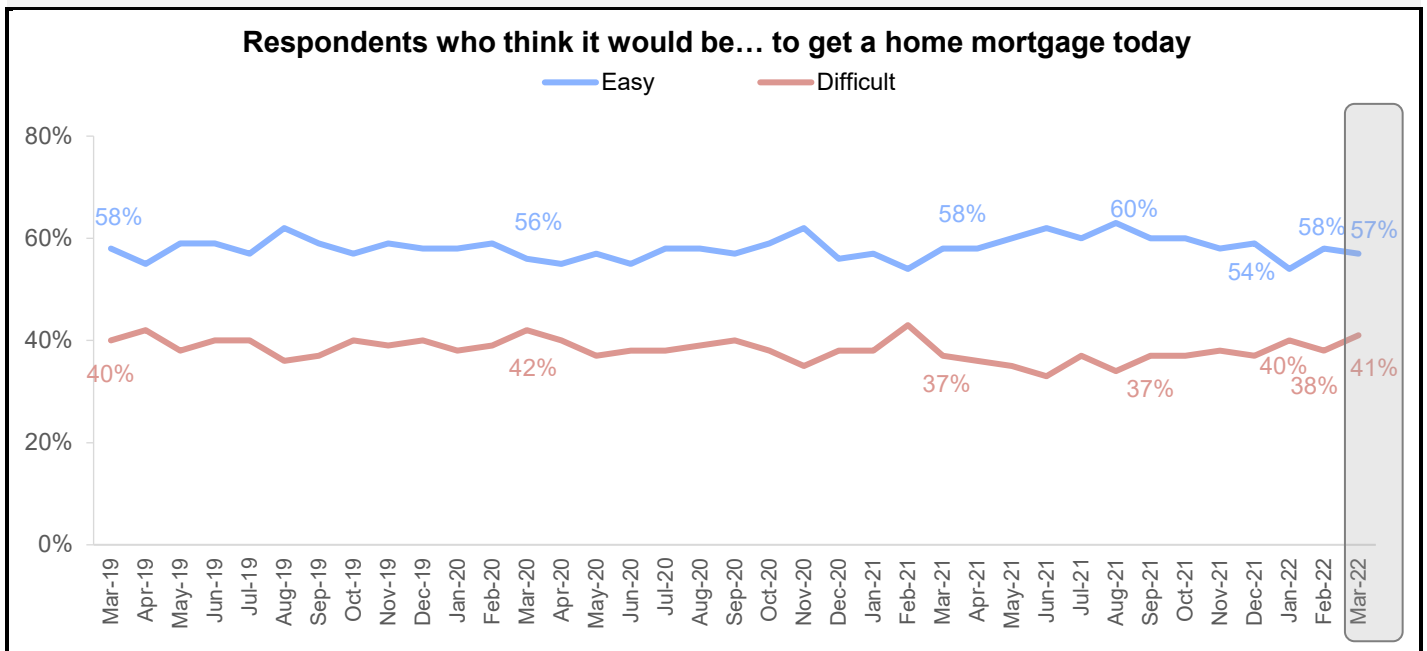


Additional National Housing Survey Key Indicators

The share of consumers who say they would buy a home if they were going to move decreased by 1 percentage point to 66%. The share who say they would rent rose 1 percentage point to 28%.



The share of consumers who say getting a mortgage would be easy decreased 1 percentage point to 57%, while the share of those who say it would be difficult increased 3 percentage points to 41%.

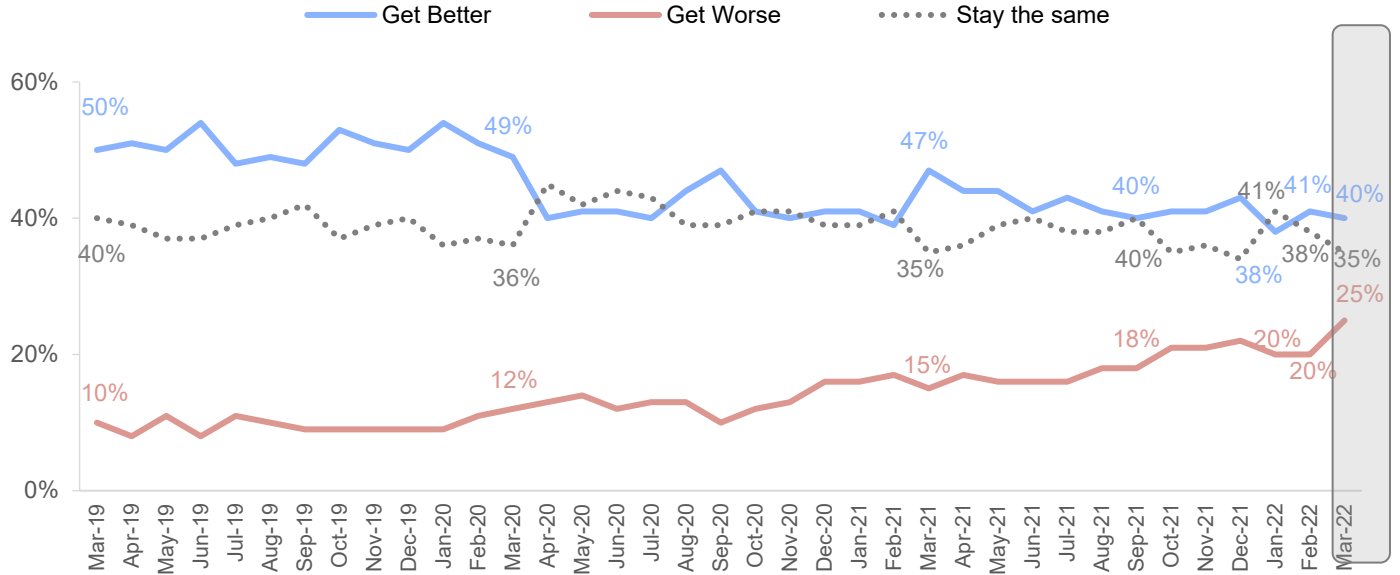




Additional National Housing Survey Key Indicators

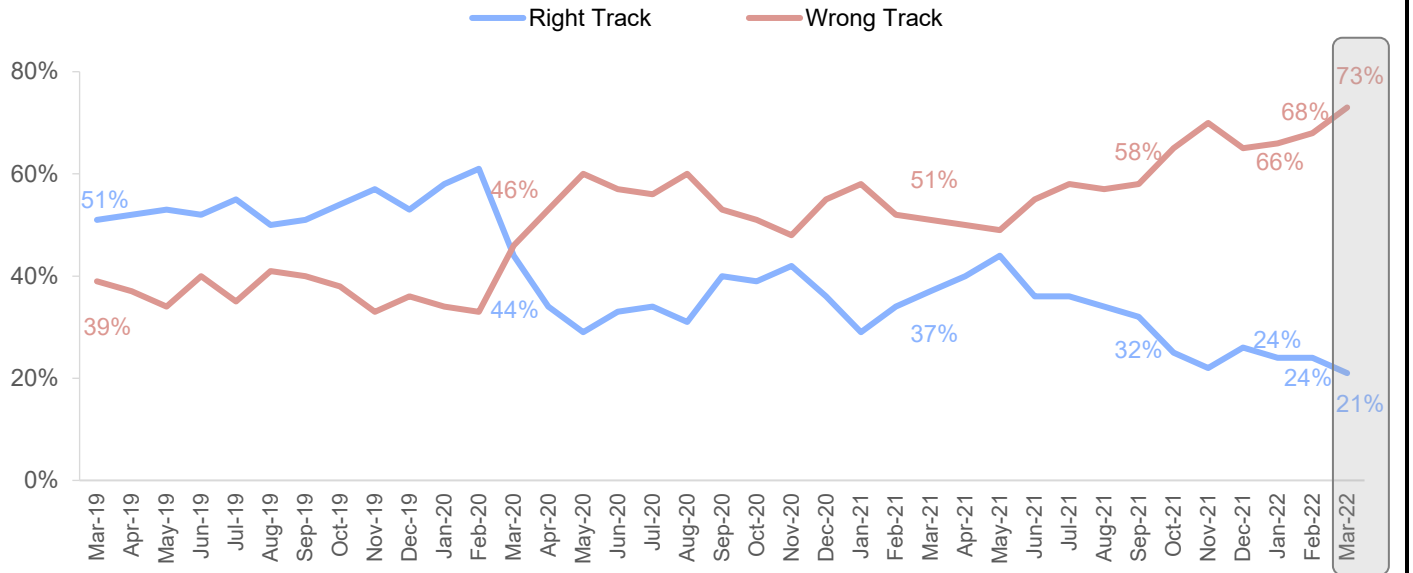
The share of consumers who expect their personal financial situation to get better slightly decreased to 40%, the share who expect it to stay the same decreased 3 percentage points to 35%, and the share who expect it to get worse increased 5 percentage points to 25%.

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



The share of consumers in March who say the economy is on the wrong track rose 5 percentage points to 73%. The share who say it is on the right track fell 3 percentage points to 21%.

Respondents who say the economy is on the...





The National Housing Survey[®]

March 2022

APPENDIX

About the Survey

The National Housing Survey[®] polled a nationally representative sample of 1,012 household financial decision makers (margin of error ±3.1%) aged 18 and older between March 1st, 2022 and March 23rd, 2022.

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 mean.

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>Among Employed Respondents, 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
$HPSI = \frac{Q12 + Q13 + Q15 + Q20B + Q112B + Q116}{6} + 63.5$	
* 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	

Time Series Data: <https://www.fanniemae.com/media/document/xlsx/nhs-monthly-indicator-data-040722>

HPSI Overview: <https://www.fanniemae.com/media/document/pdf/hpsi-overviewpdf>

HPSI White Paper: <https://www.fanniemae.com/media/document/pdf/hpsi-whitepaperpdf>



Home Purchase Sentiment Index Over the Past 12 Months

March 2021	81.7
April 2021	79.0
May 2021	80.0
June 2021	79.7
July 2021	75.8
August 2021	75.7
September 2021	74.5
October 2021	75.5
November 2021	74.7
December 2021	74.2
January 2022	71.8
February 2022	75.3
March 2022	73.2

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 2021	53	40	13
April 2021	47	48	-1
May 2021	35	56	-21
June 2021	32	64	-32
July 2021	28	66	-38
August 2021	32	63	-31
September 2021	28	66	-38
October 2021	30	65	-35
November 2021	29	64	-35
December 2021	26	66	-40
January 2022	25	70	-45
February 2022	29	67	-38
March 2022	24	73	-49



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 2021	61	28	33
April 2021	67	26	41
May 2021	67	25	42
June 2021	77	15	62
July 2021	75	20	55
August 2021	73	19	54
September 2021	74	19	55
October 2021	77	17	60
November 2021	74	21	53
December 2021	76	17	59
January 2022	69	22	47
February 2022	72	22	50
March 2022	74	21	53

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	% Stay the Same	Net % Prices Will Go Up
March 2021	50	14	29	36
April 2021	49	17	27	32
May 2021	47	17	29	30
June 2021	48	21	25	27
July 2021	46	21	27	25
August 2021	40	24	31	16
September 2021	37	24	33	13
October 2021	39	22	32	17
November 2021	45	21	28	24
December 2021	44	19	30	25
January 2022	43	14	35	29
February 2022	46	16	32	30
March 2022	48	20	28	28



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	% Stay the Same	Net % Rates Will Go Down
March 2021	54	6	34	-48
April 2021	54	7	33	-47
May 2021	49	6	38	-43
June 2021	57	6	30	-51
July 2021	57	5	31	-52
August 2021	53	6	35	-47
September 2021	51	8	33	-43
October 2021	55	5	33	-50
November 2021	58	5	32	-53
December 2021	56	4	30	-52
January 2022	58	4	28	-54
February 2022	67	3	22	-64
March 2022	69	4	23	-65

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

	% Concerned	% Not Concerned	Net % Not Concerned
March 2021	17	82	65
April 2021	16	80	64
May 2021	12	87	75
June 2021	11	88	77
July 2021	13	84	71
August 2021	15	82	67
September 2021	16	81	65
October 2021	15	84	69
November 2021	15	83	68
December 2021	16	82	66
January 2022	17	78	61
February 2022	9	87	78
March 2022	11	86	75



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

	% Significantly Higher	% Significantly Lower	% About the Same	Net % Higher
March 2021	25	15	56	10
April 2021	21	17	57	4
May 2021	29	13	54	16
June 2021	27	13	56	14
July 2021	27	14	56	13
August 2021	26	12	59	14
September 2021	27	13	57	14
October 2021	23	12	62	11
November 2021	23	13	61	10
December 2021	23	17	59	6
January 2022	26	14	56	12
February 2022	27	12	56	15
March 2022	29	13	53	16

Average home/rental price change expectation

	% Home Price Change	% Rental Price Change
March 2021	3.0	5.3
April 2021	1.9	5.8
May 2021	3.8	7.0
June 2021	1.9	5.9
July 2021	2.7	6.9
August 2021	1.8	6.1
September 2021	1.1	6.1
October 2021	1.8	6.3
November 2021	1.9	6.9
December 2021	2.9	6.9
January 2022	3.2	7.4
February 2022	3.0	7.1
March 2022	2.2	7.2



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
March 2021	56	4	32
April 2021	58	5	30
May 2021	61	6	26
June 2021	64	5	25
July 2021	64	6	26
August 2021	61	6	28
September 2021	59	6	30
October 2021	63	6	25
November 2021	67	5	25
December 2021	68	4	24
January 2022	68	3	23
February 2022	69	3	25
March 2022	68	5	24

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

	% Buy	% Rent
March 2021	66	27
April 2021	69	28
May 2021	72	23
June 2021	68	27
July 2021	69	28
August 2021	70	24
September 2021	67	28
October 2021	69	26
November 2021	69	27
December 2021	66	29
January 2022	66	28
February 2022	67	27
March 2022	66	28



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

	% Difficult	% Easy
March 2021	37	58
April 2021	36	58
May 2021	35	60
June 2021	33	62
July 2021	37	60
August 2021	34	63
September 2021	37	60
October 2021	37	60
November 2021	38	58
December 2021	37	59
January 2022	40	54
February 2022	38	58
March 2022	41	57

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
March 2021	47	15	35
April 2021	44	17	36
May 2021	44	16	39
June 2021	41	16	40
July 2021	43	16	38
August 2021	41	18	38
September 2021	40	18	40
October 2021	41	21	35
November 2021	41	21	36
December 2021	43	22	34
January 2022	38	20	41
February 2022	41	20	38
March 2022	40	25	35



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

	% Right Track	% Wrong Track
March 2021	37	51
April 2021	40	50
May 2021	44	49
June 2021	36	55
July 2021	36	58
August 2021	34	57
September 2021	32	58
October 2021	25	65
November 2021	22	70
December 2021	26	65
January 2022	24	66
February 2022	24	68
March 2022	21	73