![Fannie Mae logo]

November 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

Continuing the trend from last month, the HPSI fell 0.5 points in November to 81.2.

Home Purchase Sentiment Index (HPSI)
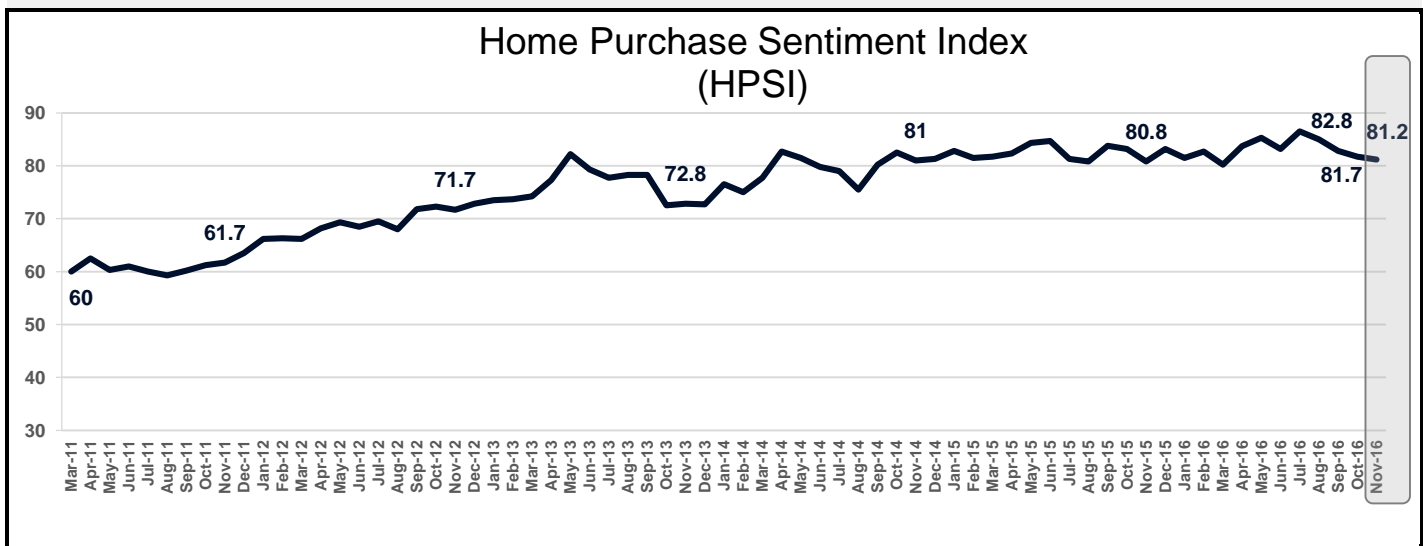
Components of the HPSI

The fall in the HPSI in November can be attributed to decreases across four of the six HPSI components. The largest decreases were in "Good Time To Sell" (-6), "Mortgage Rates Will Go Down" (-6), and "Confidence About Not Losing Job" (-5).

|	November 2016*	Change Since Last Month	Change Since Last Year
November 2016 HPSI	**81.2**	**-0.5**	**+0.4**
Good Time To **Buy**	30	-1	-5
Good Time To **Sell**	13	-6	+9
Home Prices Will Go Up (next 12 months)	35	+4	-3
Mortgage Rates Will Go Down (next 12 months)	-51	-6	-3
Confidence About Not Losing **Job** (next 12 months)	64	-5	-5
Household **Income** Is Significantly Higher (past 12 months)	15	+11	+9
* 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 1 percentage point to 30%. The share who think it is a good time to buy remained at an all-time survey low.

Respondents who say it is a... to buy

······· Good Time   ······· Bad Time   —— Net Good Time
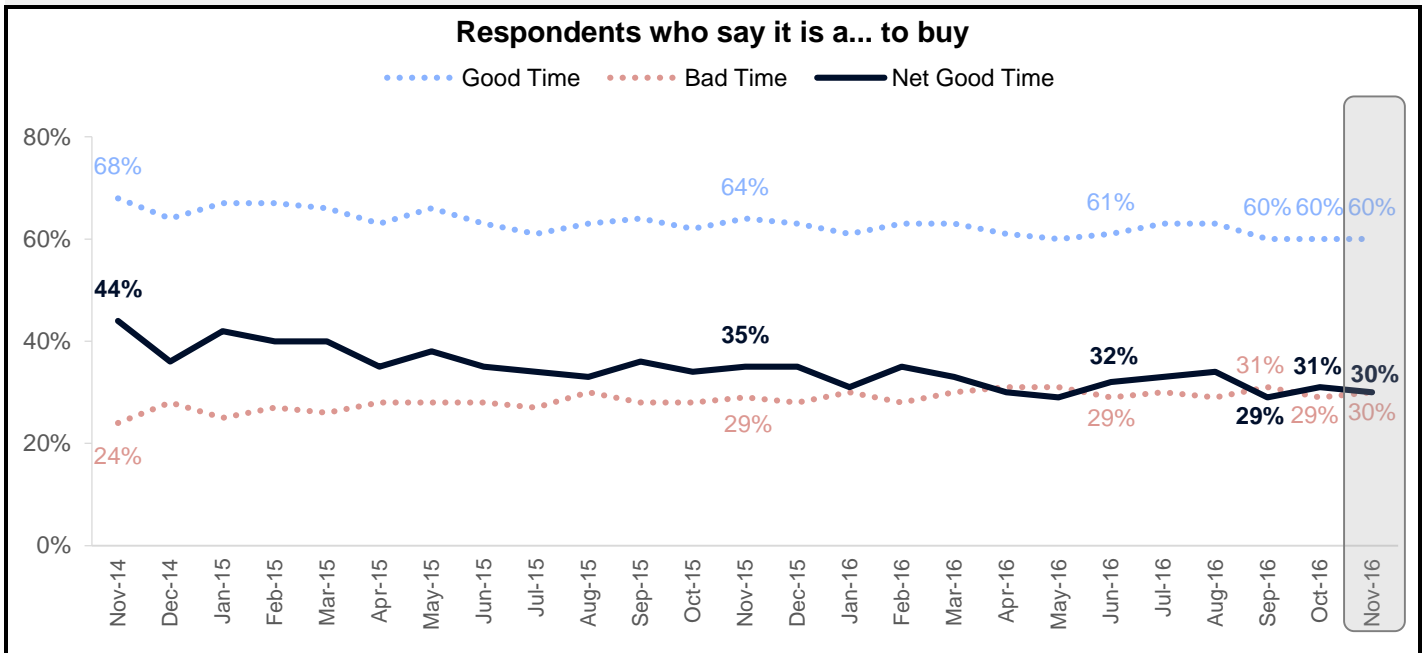
The net percentage of those who say it is a good time to sell fell 6 percentage points to 13% in November. The share who think it is a bad time to sell rose 2 percentage points from last month's survey low to 38%.

Respondents who say it is a... to sell

······· Good Time   ······· Bad Time   —— Net Good Time
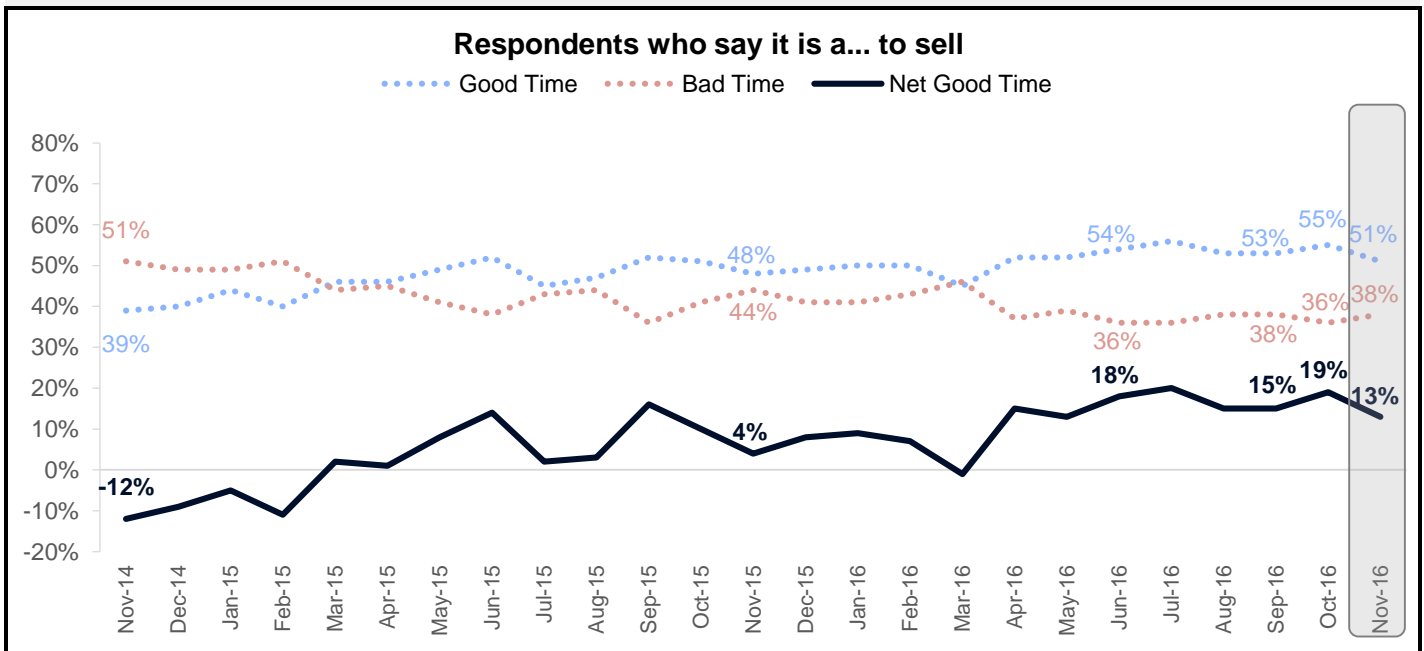
Components of the HPSI – Home Price and Mortgage Rate Expectations

The net share of Americans who say that home prices will go up increased 4 percentage points in November to 35%, reversing the 3-month downward trend for this metric.

Respondents who say home prices will... in the next 12 months
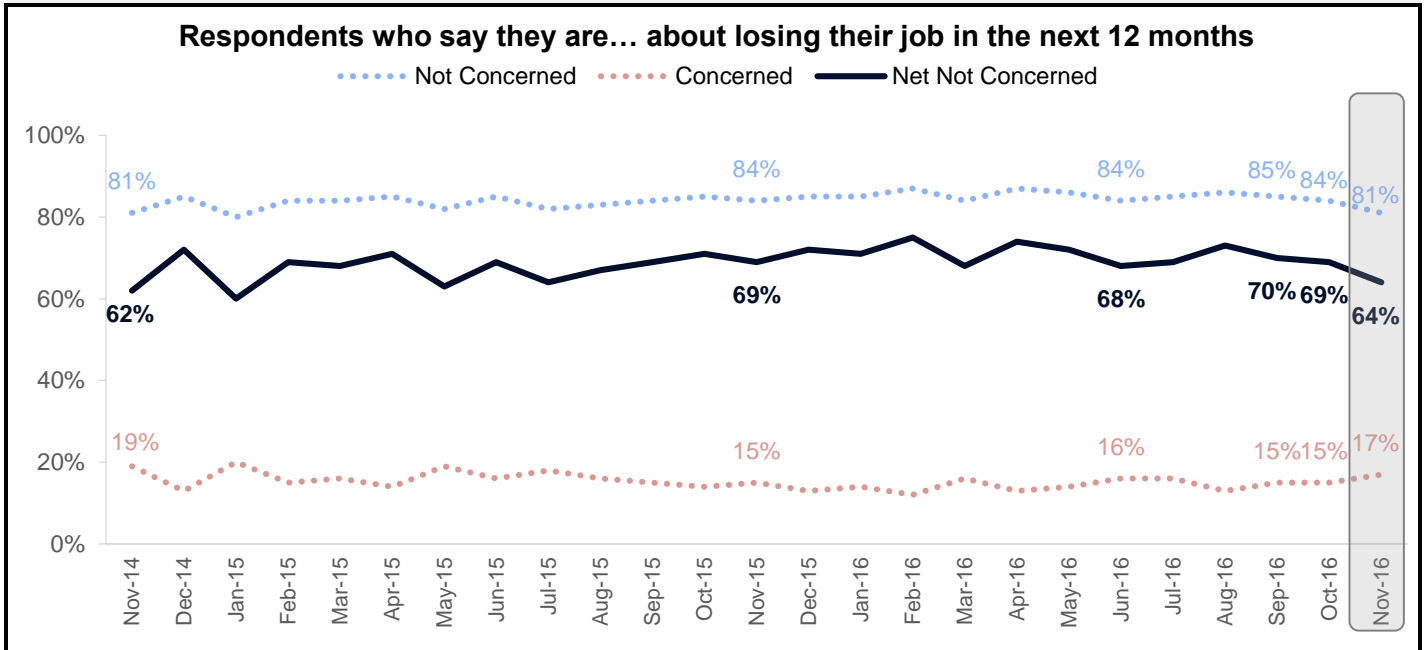
······ Go Up   ······ Go Down   —— Net Go Up
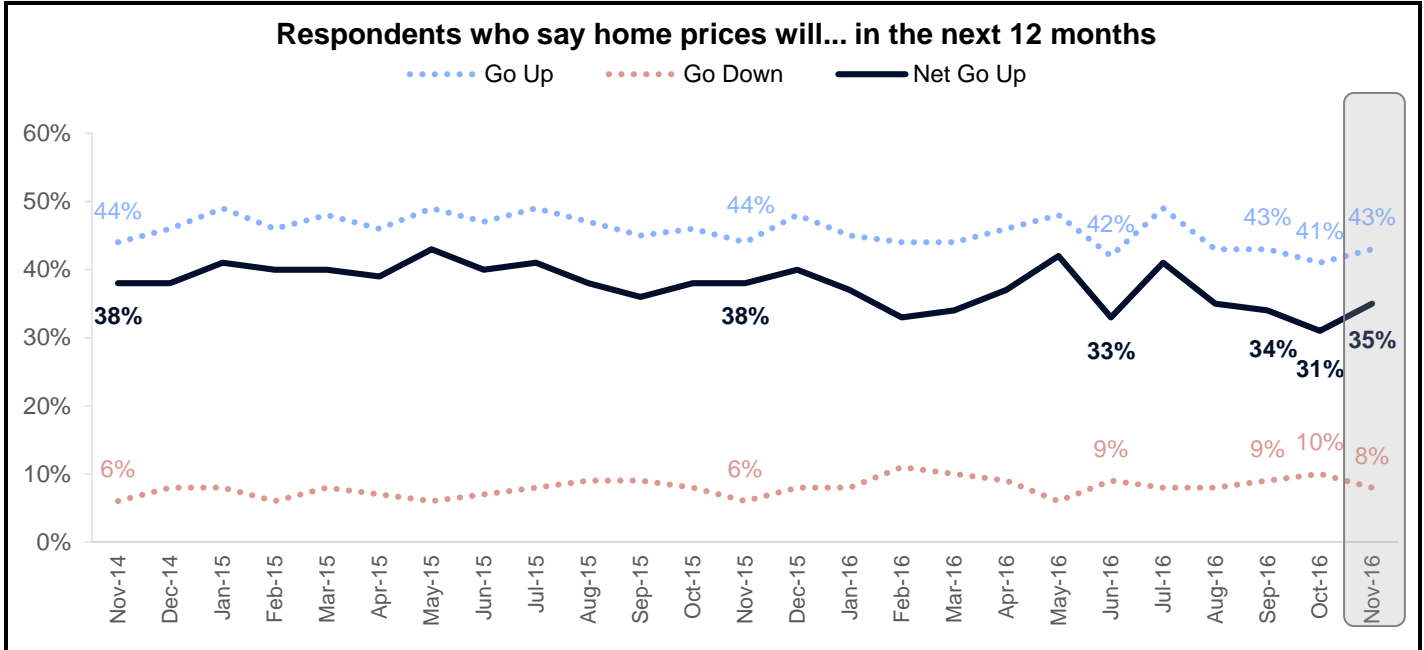
The net share of those who say mortgage rates will go down over the next twelve months fell 6 percentage points to -51%.

Respondents who say mortgage rates will... in the next 12 months

······ Go Down   ······ Go Up   —— Net Go Down
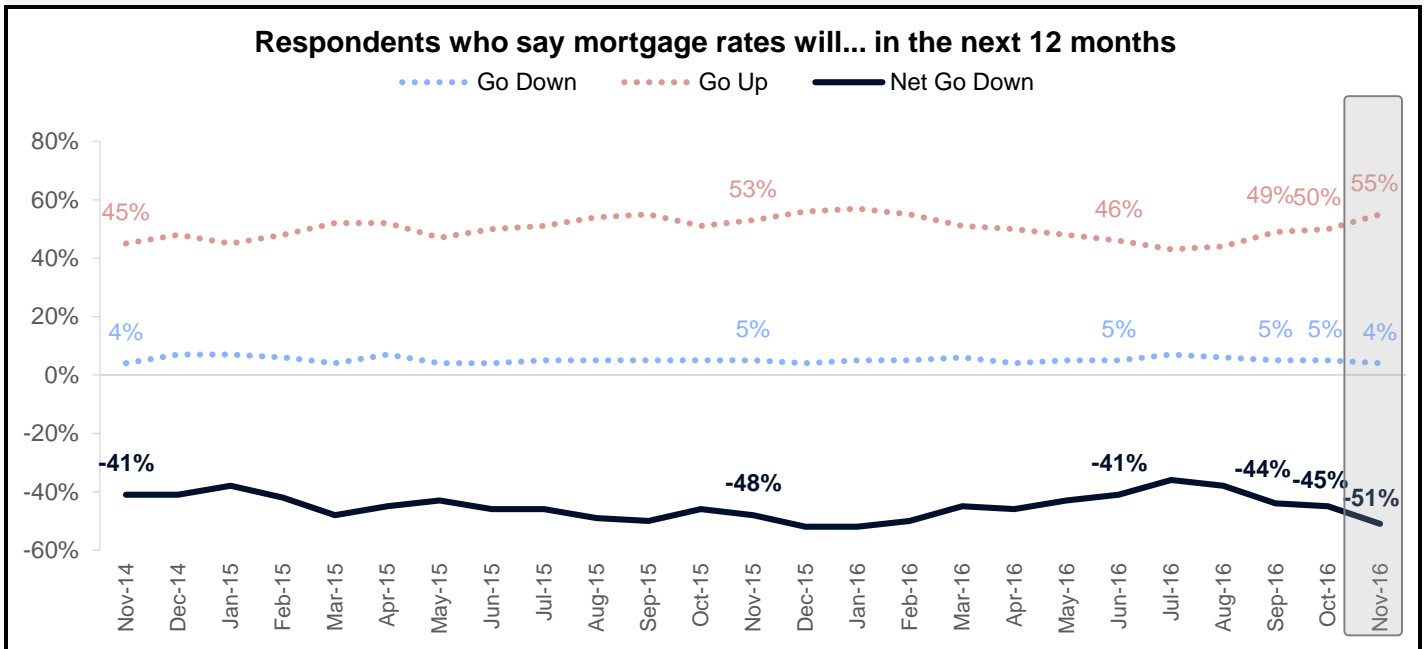
Components of the HPSI – Job Concerns and Household Incomes

The net share of Americans who say they are not concerned with losing their job fell 5 percentage points to 64%.

Respondents who say they are… about losing their job in the next 12 months

······· Not Concerned   ······· Concerned   —— Net Not Concerned

The net share of Americans who say their household income is significantly higher than it was 12 months ago rose 11 percentage points to 15% in November, reversing the drop seen in October.

Respondents who say their household income is… than it was 12 months ago

······· Significantly Higher   ······· Significantly Lower   —— Net Significantly Higher
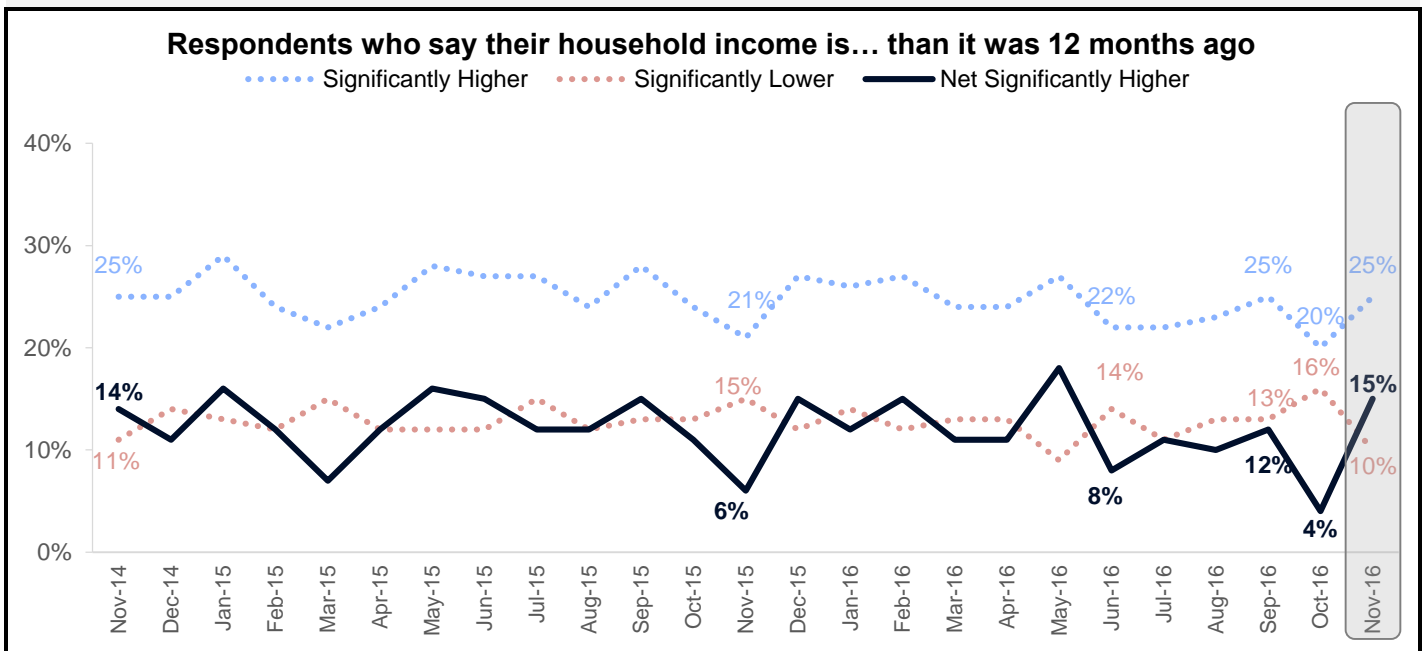
Additional National Housing Survey Key Indicators

On average, Americans expect rental prices to rise 4.2% over the next 12 months. They expect home prices to rise 2.6% over the next 12 months, increasing by 0.7 percentage points from last month.

Average Expected Percent Change Over the Next 12 Months
— Home Price   — Rental Price
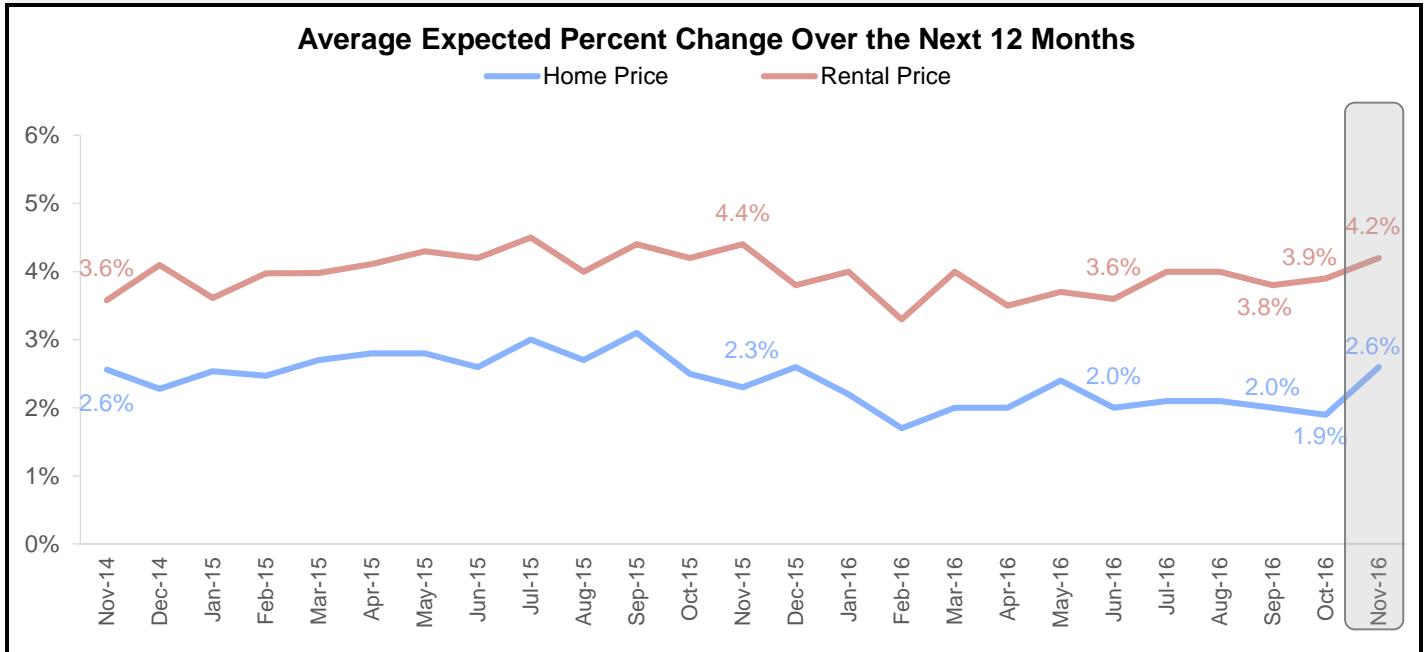
The percentage of Americans who expect home rental prices to go up fell by 2 percentage points to 52%, while the share of Americans who expect home rental prices to go down fell 1 percentage point to 3%.

Respondents who say home rental prices will... in the next 12 months
— Go Up   — Go Down   ····· Stay the Same
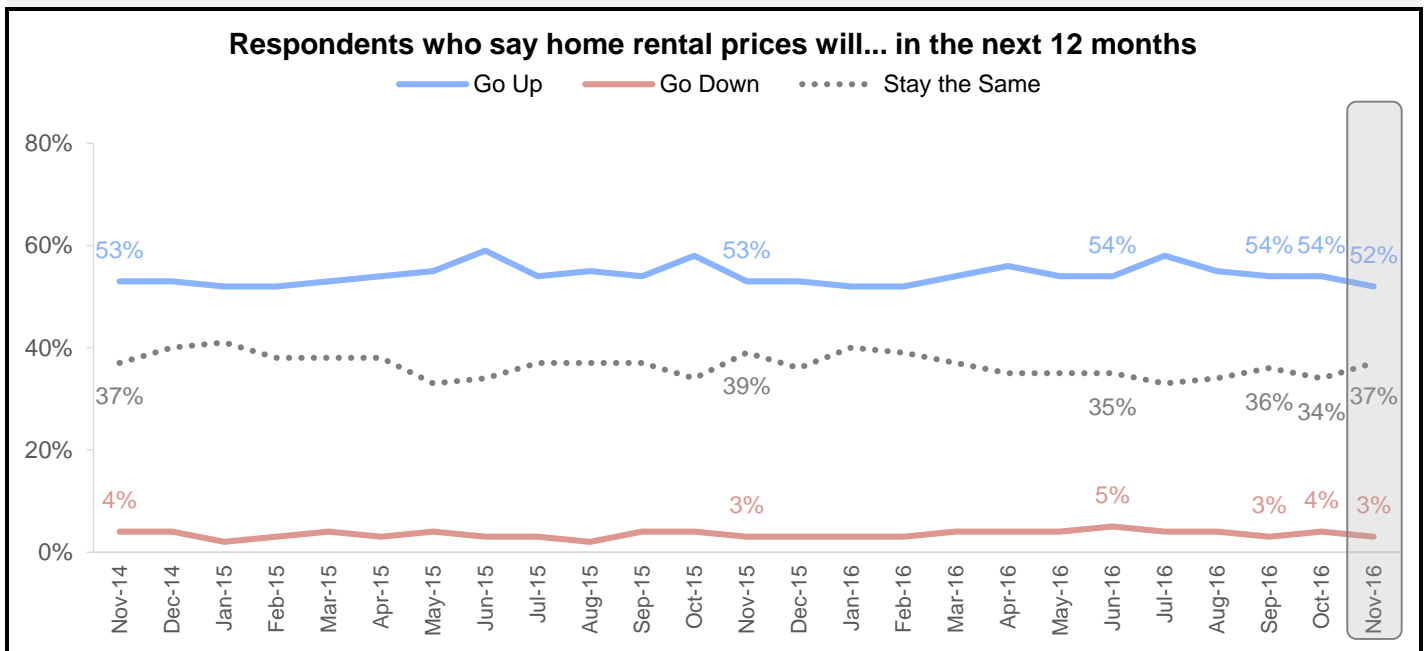
Additional National Housing Survey Key Indicators
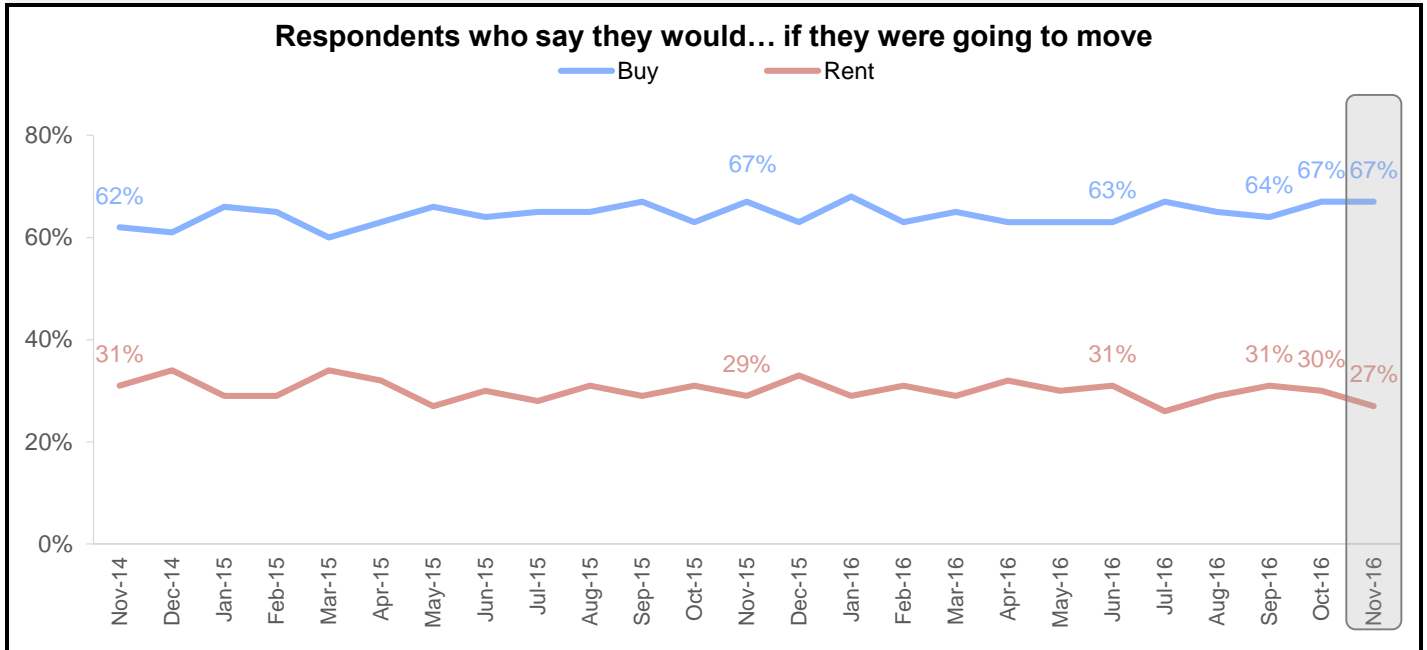
The share of Americans who would buy if they were going to move remained at 67%, while the share who would rent fell 3 percentage points to 27%, just one point away from the survey low reached in July.

Respondents who say they would… if they were going to move

Buy ——— Rent ———

The share of Americans who say getting a mortgage would be easy rose 2 percentage points to 54%. The share who say it would be difficult fell 2 percentage points to 44%.

Respondents who think it would be… to get a home mortgage today

Easy ——— Difficult ———
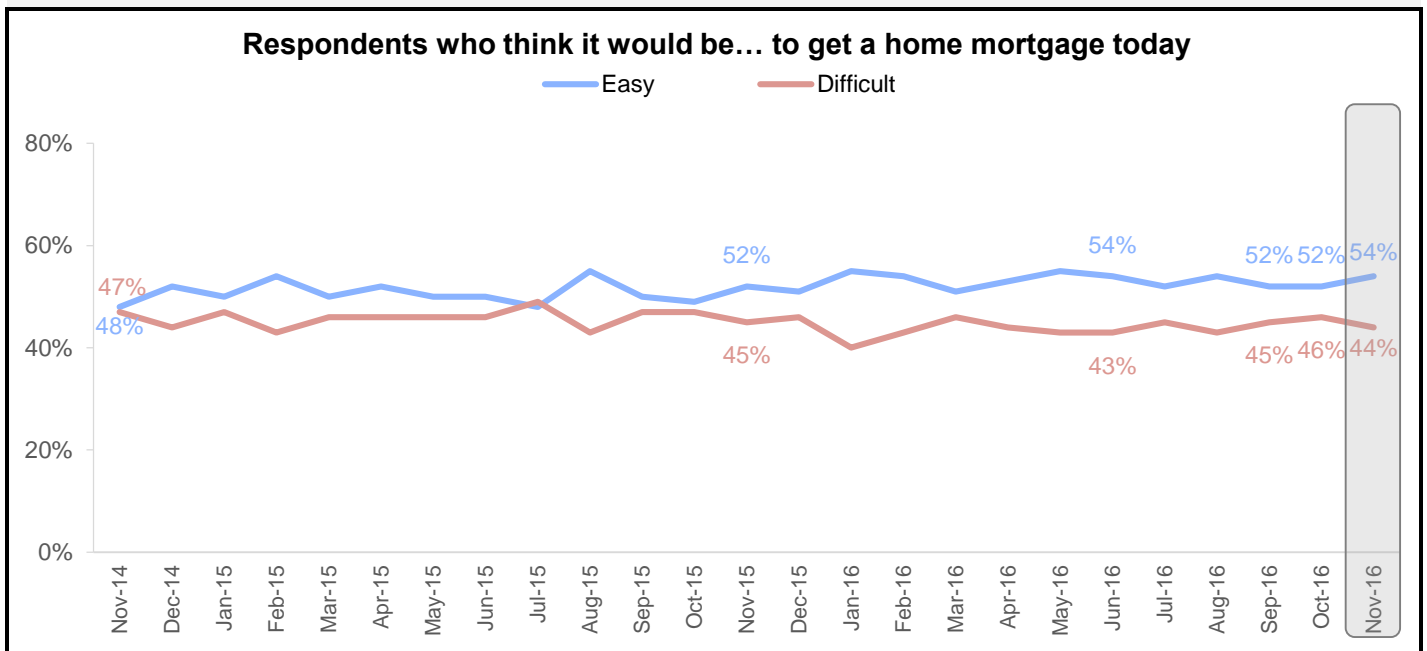
Additional National Housing Survey Key Indicators

The share of Americans who expect their personal financial situation to get better continued to rise by 3 percentage points to 47%, as the share who expect it to remain the same remained constant at 39%. Those who expect it to get worse over the next 12 months rose 1 percentage point to 11%.

Respondents who expect their personal financial situtation to… over the next 12 months

Get Better — Get Worse ⋯⋯ Stay the same
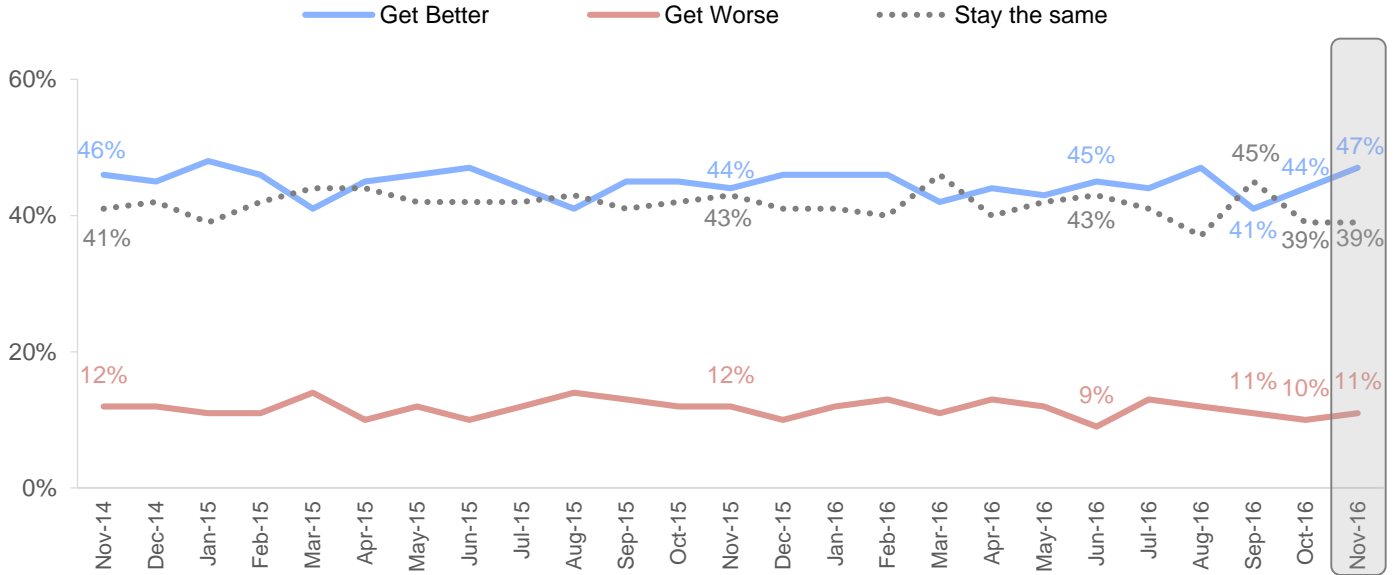
The share of Americans who say the economy is on the right track fell 2 percentage points to 34%. The share of Americans who say the economy is on the wrong track rose 1 percentage point to 57%.

Respondents who say the economy is on the...

Right Track — Wrong Track
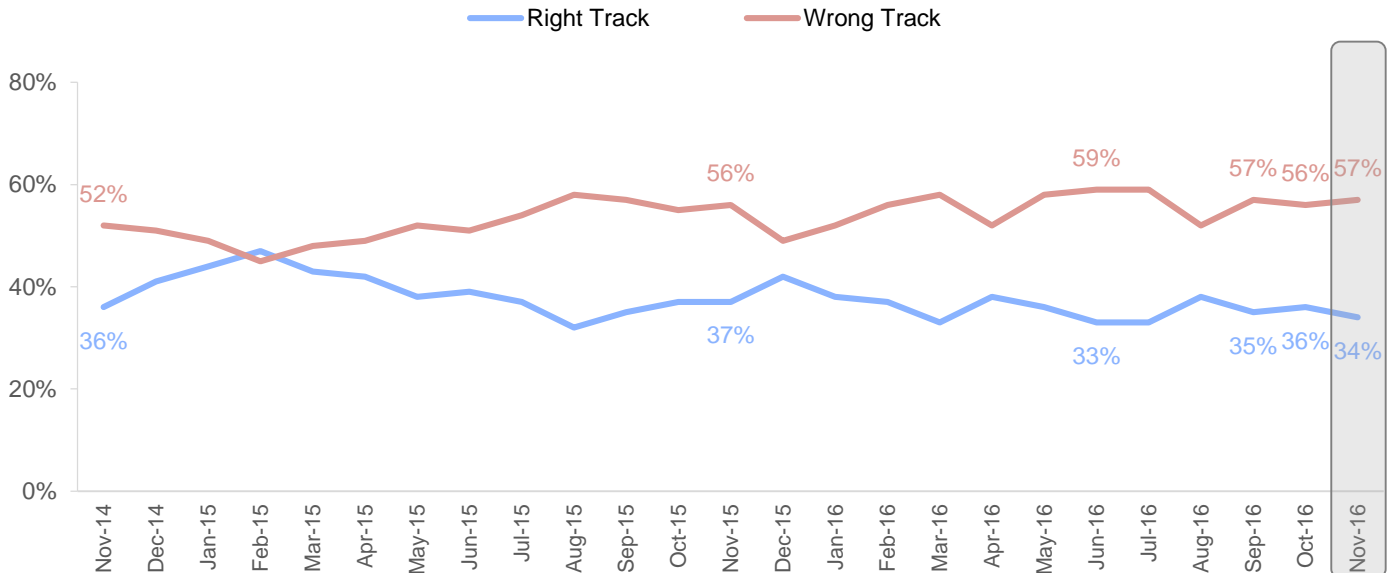
The National Housing Survey®
November 2016
APPENDIX

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 November 1, 2016 and November 21, 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*	
Net Good Time to **Buy** *Very and Somewhat Good Time To Buy – Very and Somewhat Bad Time To Buy*	Q12
Net Good Time to **Sell** *Very and Somewhat Good Time To Sell – Very and Somewhat Bad Time To Sell*	Q13
Net **Home Prices** Will Go Up (next 12 months) *Home Prices Will Go Up – Home Prices Will Go Down*	Q15
Net **Mortgage Rates** Will Go Down (next 12 months) *Mortgage Rates Will Go Down – Mortgage Rates Will Go Up*	Q20B
Net Confident About Not Losing **Job** (next 12 months) *Not at All and Not Very Concerned about Losing Job – Very and Somewhat Concerned about Losing Job*	Q112B
Net Household **Income** is Significantly Higher (past 12 months) *Income is Significantly Higher – Income is Significantly Lower*	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: http://www.fanniemae.com/resources/file/research/housingsurvey/xls/nhs-monthly-indicator-data-120716.xls

HPSI Overview: http://www.fanniemae.com/resources/file/research/housingsurvey/pdf/hpsi-overview.pdf

HPSI White Paper: http://www.fanniemae.com/resources/file/research/housingsurvey/pdf/hpsi-whitepaper.pdf

Home Purchase Sentiment Index Over the Past 12 Months

November 2015	80.8
December 2015	83.2
January 2016	81.5
February 2016	82.7
March 2016	80.2
April 2016	83.7
May 2016	85.3
June 2016	83.2
July 2016	86.5
August 2016	85.0
September 2016	82.8
October 2016	81.7
November 2016	**81.2**

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
November 2015	64	29	35
December 2015	63	28	35
January 2016	61	30	31
February 2016	63	28	35
March 2016	63	30	33
April 2016	61	31	30
May 2016	60	31	29
June 2016	61	29	32
July 2016	63	30	33
August 2016	63	29	34
September 2016	60	31	29
October 2016	60	29	31
November 2016	**60**	**30**	**30**

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
November 2015	48	44	4
December 2015	49	41	8
January 2016	50	41	9
February 2016	50	43	7
March 2016	45	46	-1
April 2016	52	37	15
May 2016	52	39	13
June 2016	54	36	18
July 2016	56	36	20
August 2016	53	38	15
September 2016	53	38	15
October 2016	55	36	19
November 2016	**51**	**38**	**13**

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
November 2015	44	6	38
December 2015	48	8	40
January 2016	45	8	37
February 2016	44	11	33
March 2016	44	10	34
April 2016	46	9	37
May 2016	48	6	42
June 2016	42	9	33
July 2016	49	8	41
August 2016	43	8	35
September 2016	43	9	34
October 2016	41	10	31
November 2016	**43**	**8**	**35**

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
November 2015	53	5	-48
December 2015	56	4	-52
January 2016	57	5	-52
February 2016	55	5	-50
March 2016	51	6	-45
April 2016	50	4	-46
May 2016	48	5	-43
June 2016	46	5	-41
July 2016	43	7	-36
August 2016	44	6	-38
September 2016	49	5	-44
October 2016	50	5	-45
November 2016	**55**	**4**	**-51**

Percent of respondents who say are concerned or not concerned about losing their job			
	% Concerned	% Not Concerned	Net % Not Concerned
November 2015	15	84	69
December 2015	13	85	72
January 2016	14	85	71
February 2016	12	87	75
March 2016	16	84	68
April 2016	13	87	74
May 2016	14	86	72
June 2016	16	84	68
July 2016	16	85	69
August 2016	13	86	73
September 2016	15	85	70
October 2016	15	84	69
November 2016	**17**	**81**	**64**

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
November 2015	21	15	6
December 2015	27	12	15
January 2016	26	14	12
February 2016	27	12	15
March 2016	24	13	11
April 2016	24	13	11
May 2016	27	9	18
June 2016	22	14	8
July 2016	22	11	11
August 2016	23	13	10
September 2016	25	13	12
October 2016	20	16	4
November 2016	**25**	**10**	**15**

Average home/rental price change expectation		
	% Home Price Change	% Rental Price Change
November 2015	2.3	4.4
December 2015	2.6	3.8
January 2016	2.2	4.0
February 2016	1.7	3.3
March 2016	2.0	4.0
April 2016	2.0	3.5
May 2016	2.4	3.7
June 2016	2.0	3.6
July 2016	2.1	4.0
August 2016	2.1	4.0
September 2016	2.0	3.8
October 2016	1.9	3.9
November 2016	**2.6**	**4.2**

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
November 2015	53	3	39
December 2015	53	3	36
January 2016	52	3	40
February 2016	52	3	39
March 2016	54	4	37
April 2016	56	4	35
May 2016	54	4	35
June 2016	54	5	35
July 2016	58	4	33
August 2016	55	4	34
September 2016	54	3	36
October 2016	54	4	34
November 2016	**52**	**3**	**37**

Percent of respondents who say they would buy or rent if they were going to move		
	% Buy	% Rent
November 2015	67	29
December 2015	63	33
January 2016	68	29
February 2016	63	31
March 2016	65	29
April 2016	63	32
May 2016	63	30
June 2016	63	31
July 2016	67	26
August 2016	65	29
September 2016	64	31
October 2016	67	30
November 2016	**67**	**27**

Percent of respondents who think it would be difficult or easy for them to get a home mortgage today		
	% Difficult	**% Easy**
November 2015	45	52
December 2015	46	51
January 2016	40	55
February 2016	43	54
March 2016	46	51
April 2016	44	53
May 2016	43	55
June 2016	43	54
July 2016	45	52
August 2016	43	54
September 2016	45	52
October 2016	46	52
November 2016	**44**	**54**

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**
November 2015	44	12	43
December 2015	46	10	41
January 2016	46	12	41
February 2016	46	13	40
March 2016	42	11	46
April 2016	44	13	40
May 2016	43	12	42
June 2016	45	9	43
July 2016	44	13	41
August 2016	47	12	37
September 2016	41	11	45
October 2016	44	10	39
November 2016	**47**	**11**	**39**

Percent of respondents who think the economy is on the right track or the wrong track		
	% Right Track	**% Wrong Track**
November 2015	37	56
December 2015	42	49
January 2016	38	52
February 2016	37	56
March 2016	33	58
April 2016	38	52
May 2016	36	58
June 2016	33	59
July 2016	33	59
August 2016	38	52
September 2016	35	57
October 2016	36	56
November 2016	**34**	**57**