

# NATIONAL ASSOCIATION OF REALTORS®

## Existing Home Sales

Year		U.S.	Northeast	Midwest	South	West	U.S.	Northeast	Midwest	South	West	Inventory*	Mos. Supply
2015		5,250,000	700,000	1,240,000	2,160,000	1,170,000	*	*	*	*	*	1,760,000	4.8
2016		5,450,000	740,000	1,300,000	2,220,000	1,190,000	*	*	*	*	*	1,650,000	4.4
2017		5,510,000	740,000	1,300,000	2,260,000	1,220,000	*	*	*	*	*	1,460,000	3.9
Seasonally Adjusted Annual Rate							Not Seasonally Adjusted						
2017	Jan	5,650,000	790,000	1,300,000	2,300,000	1,260,000	319,000	42,000	67,000	133,000	77,000	1,680,000	3.6
2017	Feb	5,480,000	690,000	1,220,000	2,330,000	1,240,000	315,000	38,000	66,000	140,000	71,000	1,730,000	3.8
2017	Mar	5,670,000	750,000	1,310,000	2,390,000	1,220,000	455,000	55,000	101,000	197,000	102,000	1,800,000	3.8
2017	Apr	5,540,000	730,000	1,330,000	2,280,000	1,200,000	447,000	56,000	106,000	185,000	100,000	1,920,000	4.2
2017	May	5,600,000	770,000	1,290,000	2,320,000	1,220,000	555,000	73,000	135,000	225,000	122,000	1,970,000	4.2
2017	Jun	5,500,000	750,000	1,310,000	2,240,000	1,200,000	600,000	80,000	153,000	236,000	131,000	1,940,000	4.2
2017	Jul	5,420,000	670,000	1,260,000	2,250,000	1,240,000	513,000	70,000	126,000	209,000	108,000	1,920,000	4.3
2017	Aug	5,420,000	730,000	1,290,000	2,190,000	1,210,000	535,000	76,000	132,000	212,000	115,000	1,870,000	4.1
2017	Sep	5,370,000	720,000	1,300,000	2,120,000	1,230,000	462,000	63,000	113,000	182,000	104,000	1,860,000	4.2
2017	Oct	5,500,000	740,000	1,310,000	2,200,000	1,250,000	458,000	64,000	110,000	181,000	103,000	1,800,000	3.9
2017	Nov	5,720,000	760,000	1,400,000	2,330,000	1,230,000	425,000	58,000	99,000	175,000	93,000	1,670,000	3.5
2017	Dec r	5,560,000	740,000	1,330,000	2,290,000	1,200,000	427,000	56,000	94,000	185,000	92,000	1,460,000	3.2
2018	Jan p	5,380,000	730,000	1,250,000	2,260,000	1,140,000	313,000	40,000	66,000	135,000	72,000	1,520,000	3.4
	<b>vs. last month:</b>	<b>-3.2%</b>	<b>-1.4%</b>	<b>-6.0%</b>	<b>-1.3%</b>	<b>-5.0%</b>	<b>-26.7%</b>	<b>-28.6%</b>	<b>-29.8%</b>	<b>-27.0%</b>	<b>-21.7%</b>	<b>4.1%</b>	<b>6.3%</b>
	<b>vs. last year:</b>	<b>-4.8%</b>	<b>-7.6%</b>	<b>-3.8%</b>	<b>-1.7%</b>	<b>-9.5%</b>	<b>-1.9%</b>	<b>-4.8%</b>	<b>-1.5%</b>	<b>1.5%</b>	<b>-6.5%</b>	<b>-9.5%</b>	<b>-5.6%</b>
	<b>year-to-date:</b>						<b>0.313</b>	<b>0.040</b>	<b>0.066</b>	<b>0.135</b>	<b>0.072</b>		

Note: Annual inventory figures are from December of each year

## Sales Price of Existing Homes

Year		U.S.	Northeast	Midwest	South	West	U.S.	Northeast	Midwest	South	West
Median						Average (Mean)					
2015		\$222,400	\$260,200	\$174,400	\$192,100	\$316,000	\$266,400	\$298,900	\$206,900	\$234,700	\$351,200
2016		233,800	263,900	183,300	204,800	340,200	276,000	301,700	215,100	243,900	368,500
2017		247,200	275,000	194,900	218,000	366,400	289,200	312,200	226,400	255,400	388,200
Not Seasonally Adjusted						Not Seasonally Adjusted					
2017	Jan	227,300	251,900	172,900	199,700	333,400	269,500	293,900	205,500	238,700	364,300
2017	Feb	228,200	250,000	171,600	204,600	338,200	269,600	290,700	202,100	240,900	367,100
2017	Mar	236,600	262,000	182,800	210,400	349,500	278,700	300,400	214,500	248,600	375,200
2017	Apr	245,000	267,700	193,200	219,000	359,800	287,800	306,400	225,700	257,200	383,400
2017	May	252,500	281,100	201,500	223,000	369,200	294,300	317,000	232,800	262,000	390,000
2017	Jun	263,300	296,100	211,500	231,200	378,900	303,500	329,700	242,600	270,400	396,700
2017	Jul	258,100	289,900	205,400	227,300	373,700	298,800	324,300	237,000	265,200	394,000
2017	Aug	253,100	285,300	201,600	220,900	374,900	294,400	321,400	232,500	257,200	395,000
2017	Sep	247,600	275,000	196,500	217,300	373,300	289,600	311,700	226,200	253,100	393,800
2017	Oct	246,000	272,800	192,300	213,400	375,700	287,600	308,900	222,500	249,800	396,300
2017	Nov	247,200	273,600	194,100	216,600	374,000	289,500	312,400	224,300	253,300	394,600
2017	Dec r	246,500	261,900	191,300	218,900	373,500	288,300	303,900	222,900	254,800	394,800
2018	Jan p	240,500	269,100	188,000	208,200	362,600	282,100	308,200	218,800	243,800	385,900
	<b>vs. last year:</b>	<b>5.8%</b>	<b>6.8%</b>	<b>8.7%</b>	<b>4.3%</b>	<b>8.8%</b>	<b>4.7%</b>	<b>4.9%</b>	<b>6.5%</b>	<b>2.1%</b>	<b>5.9%</b>