

# NATIONAL ASSOCIATION OF REALTORS®

## Existing Condominium and Cooperative Sales

| Year                            | U.S.                   | Northeast    | Midwest       | South       | West          | U.S.                    | Northeast    | Midwest      | South        | West         | Inventory*    | Mos. Supply   |               |
|---------------------------------|------------------------|--------------|---------------|-------------|---------------|-------------------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|
| 2015                            | 608,000                | 115,000      | 78,000        | 266,000     | 149,000       | *                       | *            | *            | *            | *            | 213,000       | 4.8           |               |
| 2016                            | 614,000                | 116,000      | 82,000        | 263,000     | 153,000       | *                       | *            | *            | *            | *            | 195,000       | 4.5           |               |
| 2017                            | 619,000                | 116,000      | 80,000        | 271,000     | 152,000       | *                       | *            | *            | *            | *            | 173,000       | 4.0           |               |
| Seasonally Adjusted Annual Rate |                        |              |               |             |               | Not Seasonally Adjusted |              |              |              |              |               |               |               |
| 2017                            | Feb                    | 610,000      | 110,000       | 80,000      | 270,000       | 150,000                 | 38,000       | 5,000        | 4,000        | 19,000       | 10,000        | 211,000       | 4.2           |
| 2017                            | Mar                    | 630,000      | 120,000       | 90,000      | 280,000       | 140,000                 | 56,000       | 8,000        | 6,000        | 28,000       | 14,000        | 223,000       | 4.2           |
| 2017                            | Apr                    | 620,000      | 110,000       | 90,000      | 270,000       | 150,000                 | 52,000       | 8,000        | 6,000        | 24,000       | 14,000        | 223,000       | 4.3           |
| 2017                            | May                    | 640,000      | 110,000       | 80,000      | 290,000       | 160,000                 | 62,000       | 11,000       | 8,000        | 27,000       | 16,000        | 225,000       | 4.2           |
| 2017                            | Jun                    | 630,000      | 120,000       | 80,000      | 280,000       | 150,000                 | 64,000       | 12,000       | 9,000        | 27,000       | 16,000        | 215,000       | 4.1           |
| 2017                            | Jul                    | 610,000      | 110,000       | 70,000      | 270,000       | 160,000                 | 58,000       | 13,000       | 8,000        | 24,000       | 13,000        | 229,000       | 4.5           |
| 2017                            | Aug                    | 620,000      | 120,000       | 80,000      | 270,000       | 150,000                 | 61,000       | 13,000       | 9,000        | 24,000       | 15,000        | 217,000       | 4.2           |
| 2017                            | Sep                    | 600,000      | 120,000       | 80,000      | 240,000       | 160,000                 | 52,000       | 11,000       | 7,000        | 21,000       | 13,000        | 217,000       | 4.3           |
| 2017                            | Oct                    | 620,000      | 120,000       | 80,000      | 260,000       | 160,000                 | 52,000       | 11,000       | 7,000        | 21,000       | 13,000        | 204,000       | 3.9           |
| 2017                            | Nov                    | 670,000      | 130,000       | 80,000      | 280,000       | 180,000                 | 45,000       | 10,000       | 6,000        | 20,000       | 9,000         | 195,000       | 3.5           |
| 2017                            | Dec                    | 610,000      | 120,000       | 80,000      | 270,000       | 140,000                 | 47,000       | 9,000        | 6,000        | 22,000       | 10,000        | 173,000       | 3.4           |
| 2018                            | Jan r                  | 620,000      | 120,000       | 80,000      | 280,000       | 140,000                 | 32,000       | 5,000        | 4,000        | 15,000       | 8,000         | 157,000       | 3.0           |
| 2018                            | Feb p                  | 580,000      | 100,000       | 80,000      | 250,000       | 150,000                 | 36,000       | 5,000        | 4,000        | 18,000       | 9,000         | 181,000       | 3.7           |
|                                 | <b>vs. last month:</b> | <b>-6.5%</b> | <b>-16.7%</b> | <b>0.0%</b> | <b>-10.7%</b> | <b>7.1%</b>             | <b>12.5%</b> | <b>0.0%</b>  | <b>0.0%</b>  | <b>20.0%</b> | <b>12.5%</b>  | <b>15.3%</b>  | <b>23.3%</b>  |
|                                 | <b>vs. last year:</b>  | <b>-4.9%</b> | <b>-9.1%</b>  | <b>0.0%</b> | <b>-7.4%</b>  | <b>0.0%</b>             | <b>-5.3%</b> | <b>0.0%</b>  | <b>0.0%</b>  | <b>-5.3%</b> | <b>-10.0%</b> | <b>-14.2%</b> | <b>-11.9%</b> |
|                                 | <b>year-to-date:</b>   |              |               |             |               |                         | <b>0.068</b> | <b>0.010</b> | <b>0.008</b> | <b>0.033</b> | <b>0.017</b>  |               |               |

Note: Annual inventory figures are from December of each year

## Sales Price of Existing Condo/Co-op Homes

| Year                    | U.S.                  | Northeast   | Midwest     | South       | West           | U.S.                    | Northeast   | Midwest     | South       | West         |             |
|-------------------------|-----------------------|-------------|-------------|-------------|----------------|-------------------------|-------------|-------------|-------------|--------------|-------------|
| Median                  |                       |             |             |             | Average (Mean) |                         |             |             |             |              |             |
| 2015                    | \$210,700             | \$249,300   | \$157,900   | \$162,900   | \$294,500      | \$259,600               | \$294,300   | \$203,200   | \$208,200   | \$325,100    |             |
| 2016                    | 220,700               | 256,600     | 166,200     | 172,600     | 321,300        | 268,500                 | 300,200     | 210,300     | 214,500     | 344,300      |             |
| 2017                    | 234,300               | 271,700     | 175,200     | 183,800     | 345,600        | 281,300                 | 313,300     | 219,600     | 225,100     | 363,800      |             |
| Not Seasonally Adjusted |                       |             |             |             |                | Not Seasonally Adjusted |             |             |             |              |             |
| 2017                    | Feb                   | 215,000     | 243,600     | 160,700     | 175,000        | 313,900                 | 263,100     | 289,900     | 202,600     | 215,800      | 340,600     |
| 2017                    | Mar                   | 225,200     | 256,800     | 170,800     | 179,400        | 335,300                 | 274,200     | 301,300     | 216,500     | 222,300      | 354,700     |
| 2017                    | Apr                   | 234,600     | 265,200     | 179,700     | 186,200        | 347,400                 | 281,200     | 308,400     | 226,300     | 226,100      | 364,000     |
| 2017                    | May                   | 238,100     | 272,400     | 178,900     | 191,300        | 340,400                 | 285,100     | 316,300     | 224,300     | 233,400      | 362,700     |
| 2017                    | Jun                   | 246,000     | 294,300     | 184,600     | 189,700        | 353,600                 | 291,800     | 330,000     | 229,900     | 231,600      | 368,200     |
| 2017                    | Jul                   | 240,400     | 283,200     | 180,600     | 188,500        | 347,700                 | 288,300     | 326,100     | 224,900     | 228,700      | 366,100     |
| 2017                    | Aug                   | 239,800     | 280,900     | 178,200     | 187,400        | 352,200                 | 285,700     | 320,100     | 221,200     | 227,600      | 369,200     |
| 2017                    | Sep                   | 235,700     | 274,000     | 174,600     | 185,400        | 351,300                 | 282,700     | 313,800     | 218,700     | 225,200      | 369,000     |
| 2017                    | Oct                   | 236,700     | 267,700     | 171,900     | 180,900        | 363,700                 | 281,200     | 308,000     | 215,300     | 221,800      | 380,300     |
| 2017                    | Nov                   | 239,400     | 280,700     | 172,300     | 187,600        | 356,800                 | 285,500     | 319,700     | 212,700     | 229,900      | 374,300     |
| 2017                    | Dec                   | 235,300     | 274,500     | 174,100     | 179,500        | 361,800                 | 284,400     | 318,100     | 219,700     | 220,300      | 377,100     |
| 2018                    | Jan r                 | 232,700     | 274,200     | 170,700     | 174,100        | 355,700                 | 281,300     | 318,600     | 213,100     | 216,800      | 372,300     |
| 2018                    | Feb p                 | 227,300     | 260,200     | 165,300     | 176,200        | 357,200                 | 275,700     | 304,000     | 212,000     | 215,100      | 373,200     |
|                         | <b>vs. last year:</b> | <b>5.7%</b> | <b>6.8%</b> | <b>2.9%</b> | <b>0.7%</b>    | <b>13.8%</b>            | <b>4.8%</b> | <b>4.9%</b> | <b>4.6%</b> | <b>-0.3%</b> | <b>9.6%</b> |