

# NATIONAL ASSOCIATION OF REALTORS®

## Existing Home Sales

Year		U.S.					U.S.					Inventory*	Mos. Supply
		U.S.	Northeast	Midwest	South	West	U.S.	Northeast	Midwest	South	West		
2017		5,510,000	740,000	1,300,000	2,260,000	1,220,000	*	*	*	*	*	1,460,000	3.9
2018		5,340,000	690,000	1,270,000	2,240,000	1,140,000	*	*	*	*	*	1,530,000	4.0
2019		5,340,000	690,000	1,250,000	2,290,000	1,120,000	*	*	*	*	*	1,390,000	3.9
		Seasonally Adjusted Annual Rate					Not Seasonally Adjusted						
2019	Mar	5,230,000	670,000	1,200,000	2,270,000	1,090,000	400,000	46,000	86,000	182,000	86,000	1,670,000	3.8
2019	Apr	5,230,000	660,000	1,200,000	2,260,000	1,110,000	456,000	53,000	104,000	200,000	99,000	1,830,000	4.2
2019	May	5,330,000	670,000	1,240,000	2,310,000	1,110,000	542,000	66,000	131,000	231,000	114,000	1,910,000	4.3
2019	Jun	5,320,000	680,000	1,270,000	2,270,000	1,100,000	528,000	68,000	134,000	218,000	108,000	1,920,000	4.3
2019	Jul	5,390,000	680,000	1,260,000	2,300,000	1,150,000	540,000	71,000	132,000	226,000	111,000	1,900,000	4.2
2019	Aug	5,430,000	700,000	1,290,000	2,300,000	1,140,000	532,000	73,000	131,000	220,000	108,000	1,830,000	4.0
2019	Sep	5,410,000	700,000	1,260,000	2,290,000	1,160,000	450,000	60,000	109,000	188,000	93,000	1,820,000	4.0
2019	Oct	5,410,000	690,000	1,280,000	2,300,000	1,140,000	462,000	61,000	110,000	193,000	98,000	1,770,000	3.9
2019	Nov	5,320,000	700,000	1,280,000	2,240,000	1,100,000	404,000	55,000	96,000	170,000	83,000	1,640,000	3.7
2019	Dec	5,530,000	730,000	1,260,000	2,370,000	1,170,000	434,000	59,000	95,000	192,000	88,000	1,390,000	3.0
2020	Jan	5,420,000	730,000	1,280,000	2,350,000	1,060,000	317,000	43,000	67,000	140,000	67,000	1,400,000	3.1
2020	Feb r	5,760,000	700,000	1,290,000	2,520,000	1,250,000	335,000	37,000	70,000	155,000	73,000	1,460,000	3.0
2020	Mar p	5,270,000	650,000	1,250,000	2,290,000	1,080,000	415,000	45,000	93,000	190,000	87,000	1,500,000	3.4
<b>vs. last month:</b>		<b>-8.5%</b>	<b>-7.1%</b>	<b>-3.1%</b>	<b>-9.1%</b>	<b>-13.6%</b>	<b>23.9%</b>	<b>21.6%</b>	<b>32.9%</b>	<b>22.6%</b>	<b>19.2%</b>	<b>2.7%</b>	<b>13.3%</b>
<b>vs. last year:</b>		<b>0.8%</b>	<b>-3.0%</b>	<b>4.2%</b>	<b>0.9%</b>	<b>-0.9%</b>	<b>3.8%</b>	<b>-2.2%</b>	<b>8.1%</b>	<b>4.4%</b>	<b>1.2%</b>	<b>-10.2%</b>	<b>-10.5%</b>
<b>year-to-date:</b>							<b>1.067</b>	<b>0.125</b>	<b>0.230</b>	<b>0.485</b>	<b>0.227</b>		

Note: Annual inventory figures are from December of each year

## Sales Price of Existing Homes

Year		U.S.					U.S.				
		U.S.	Northeast	Midwest	South	West	U.S.	Northeast	Midwest	South	West
		Median					Average (Mean)				
2017		\$247,200	\$275,000	\$194,900	\$218,000	\$366,400	\$289,200	\$312,200	\$226,400	\$255,400	\$388,200
2018		259,300	288,500	200,200	225,900	385,200	298,200	322,900	230,400	262,000	404,400
2019		271,900	300,800	212,900	236,100	400,900	308,600	332,100	240,700	271,600	417,000
		Not Seasonally Adjusted					Not Seasonally Adjusted				
2019	Mar	259,700	277,500	200,200	227,900	389,300	297,500	313,200	229,400	263,000	408,400
2019	Apr	267,000	287,500	209,700	234,300	395,100	305,000	323,000	238,300	270,400	413,300
2019	May	278,200	304,200	220,800	242,300	409,300	314,600	333,800	248,400	279,700	421,100
2019	Jun	285,400	321,300	229,600	247,500	410,400	321,400	347,400	257,800	284,600	422,600
2019	Jul	280,400	305,700	226,300	244,300	407,800	316,800	337,500	253,300	280,000	421,500
2019	Aug	278,800	316,500	222,500	239,800	408,100	314,900	343,700	249,300	275,100	421,500
2019	Sep	271,500	301,000	211,800	236,100	402,200	307,500	330,900	239,200	269,500	418,100
2019	Oct	271,100	296,700	208,600	235,500	406,600	307,300	328,300	236,400	270,300	421,400
2019	Nov	271,300	301,700	208,600	234,800	410,800	308,200	331,900	236,300	269,800	423,400
2019	Dec	274,500	304,400	207,300	240,800	409,700	311,000	335,500	236,200	276,100	423,000
2020	Jan	266,200	312,100	198,600	229,500	397,500	302,900	336,600	227,100	263,400	415,900
2020	Feb r	270,400	295,500	202,900	238,800	408,900	305,800	324,900	230,400	272,100	421,600
2020	Mar p	280,600	300,400	219,700	245,100	420,600	316,000	331,500	246,900	280,800	429,100
<b>vs. last year:</b>		<b>8.0%</b>	<b>8.3%</b>	<b>9.7%</b>	<b>7.5%</b>	<b>8.0%</b>	<b>6.2%</b>	<b>5.8%</b>	<b>7.6%</b>	<b>6.8%</b>	<b>5.1%</b>