

NATIONAL ASSOCIATION OF REALTORS®

Pending Home Sales Index (PHSI)

| Year | United States | | | | | United States | | | | | |
|------|------------------------|---------------------------------|--------------|--------------|--------------|---------------|-------------------------|--------------|---------------|--------------|--------------|
| | Northeast | Midwest | South | West | Northeast | Midwest | South | West | | | |
| 2021 | 115.2 | 95.7 | 108.8 | 138.6 | 100.2 | * | * | * | * | * | |
| 2022 | 91.9 | 78.5 | 91.8 | 110.1 | 73.8 | * | * | * | * | * | |
| 2023 | 76.5 | 64.9 | 77.1 | 93.1 | 58.7 | * | * | * | * | * | |
| | | Seasonally Adjusted Annual Rate | | | | | Not Seasonally Adjusted | | | | |
| 2023 | June | 76.3 | 65.7 | 76.9 | 92.9 | 57.8 | 95.9 | 90.7 | 97.6 | 116.4 | 66.0 |
| 2023 | July | 76.7 | 63.1 | 76.5 | 94.3 | 59.8 | 82.8 | 66.2 | 78.9 | 104.6 | 65.8 |
| 2023 | Aug | 72.8 | 63.0 | 72.6 | 88.3 | 56.5 | 79.0 | 68.1 | 76.6 | 96.5 | 62.6 |
| 2023 | Sept | 73.9 | 63.5 | 75.0 | 89.0 | 57.0 | 64.8 | 51.5 | 64.9 | 77.1 | 55.9 |
| 2023 | Oct | 73.4 | 64.1 | 76.4 | 87.8 | 54.9 | 70.9 | 67.5 | 79.7 | 79.1 | 51.5 |
| 2023 | Nov | 73.9 | 64.2 | 76.9 | 87.1 | 57.5 | 57.1 | 51.2 | 60.3 | 66.7 | 43.4 |
| 2023 | Dec | 78.1 | 63.1 | 79.8 | 95.5 | 60.8 | 48.9 | 33.5 | 47.9 | 62.9 | 39.8 |
| 2024 | Jan | 74.4 | 63.6 | 73.8 | 88.5 | 61.1 | 60.1 | 45.6 | 56.4 | 75.0 | 52.0 |
| 2024 | Feb | 75.6 | 63.4 | 81.6 | 89.5 | 57.1 | 72.5 | 56.3 | 83.3 | 82.8 | 57.3 |
| 2024 | Mar | 78.3 | 65.2 | 78.1 | 95.9 | 61.1 | 90.5 | 75.1 | 84.6 | 116.6 | 67.8 |
| 2024 | Apr | 72.3 | 62.9 | 70.7 | 88.6 | 55.9 | 89.8 | 73.5 | 91.5 | 109.2 | 70.0 |
| 2024 | May r | 70.9 | 63.6 | 70.4 | 84.0 | 56.5 | 88.1 | 91.3 | 88.8 | 100.0 | 66.1 |
| 2024 | June p | 74.3 | 65.5 | 73.7 | 89.3 | 58.4 | 88.4 | 85.0 | 87.7 | 106.4 | 63.7 |
| | vs. last month: | 4.8% | 3.0% | 4.7% | 6.3% | 3.4% | 0.3% | -6.9% | -1.2% | 6.4% | -3.6% |
| | vs. last year: | -2.6% | -0.3% | -4.2% | -3.9% | 1.0% | -7.8% | -6.3% | -10.1% | -8.6% | -3.5% |