

NATIONAL ASSOCIATION OF REALTORS®

Pending Home Sales Index (PHSI)

| Year | United States | | | | | United States | | | | | |
|------|------------------------|---------------------------------|--------------|--------------|--------------|---------------|-------------------------|--------------|--------------|-------------|--------------|
| | States | Northeast | Midwest | South | West | States | Northeast | Midwest | South | West | |
| 2009 | 95.0 | 76.8 | 88.9 | 98.5 | 110.0 | * | * | * | * | * | |
| 2010 | 89.3 | 71.2 | 80.3 | 97.1 | 100.7 | * | * | * | * | * | |
| 2011 | 89.9 | 67.5 | 80.8 | 98.0 | 104.2 | * | * | * | * | * | |
| | | Seasonally Adjusted Annual Rate | | | | | Not Seasonally Adjusted | | | | |
| 2011 | June | 90.7 | 68.3 | 80.5 | 97.6 | 108.2 | 108.7 | 89.4 | 96.6 | 124.5 | 111.9 |
| 2011 | July | 90.5 | 67.9 | 81.0 | 96.6 | 108.5 | 94.0 | 69.1 | 78.9 | 106.9 | 108.9 |
| 2011 | Aug | 89.6 | 65.2 | 79.2 | 97.5 | 107.0 | 102.8 | 71.2 | 82.7 | 108.7 | 139.5 |
| 2011 | Sept | 86.9 | 62.9 | 75.0 | 94.8 | 106.0 | 83.2 | 51.4 | 71.1 | 84.9 | 118.2 |
| 2011 | Oct | 92.6 | 69.9 | 87.0 | 99.9 | 104.8 | 90.1 | 67.6 | 83.0 | 91.8 | 112.3 |
| 2011 | Nov | 96.9 | 72.3 | 90.1 | 102.9 | 113.7 | 81.1 | 53.1 | 69.7 | 81.6 | 114.2 |
| 2011 | Dec | 95.1 | 72.7 | 91.6 | 101.3 | 106.6 | 63.8 | 39.8 | 58.5 | 72.7 | 74.1 |
| 2012 | Jan | 97.0 | 78.2 | 88.1 | 109.1 | 101.9 | 78.2 | 54.7 | 69.9 | 84.6 | 95.0 |
| 2012 | Feb | 97.4 | 78.8 | 94.1 | 107.7 | 99.4 | 90.8 | 71.1 | 97.6 | 98.6 | 86.8 |
| 2012 | Mar | 101.1 | 78.2 | 93.3 | 113.4 | 107.8 | 115.3 | 97.6 | 110.3 | 132.5 | 107.3 |
| 2012 | Apr | 95.5 | 79.1 | 93.0 | 105.7 | 94.9 | 112.3 | 103.6 | 117.3 | 125.6 | 93.1 |
| 2012 | May r | 100.7 | 82.9 | 94.8 | 108.4 | 108.7 | 117.9 | 112.5 | 115.2 | 125.9 | 112.4 |
| 2012 | June p | 99.3 | 76.6 | 94.4 | 106.2 | 111.5 | 117.8 | 101.4 | 113.0 | 133.8 | 110.4 |
| | vs. last month: | -1.4% | -7.6% | -0.4% | -2.0% | 2.6% | -0.1% | -9.9% | -1.9% | 6.3% | -1.8% |
| | vs. last year: | 9.5% | 12.2% | 17.3% | 8.8% | 3.0% | 8.4% | 13.4% | 17.0% | 7.5% | -1.3% |