

# NATIONAL ASSOCIATION OF REALTORS®

## Existing Home Sales

Year		U.S.	Northeast	Midwest	South	West	U.S.	Northeast	Midwest	South	West	Inventory*	Mos. Supply
2009		4,340,000	590,000	980,000	1,640,000	1,130,000	*	*	*	*	*	2,740,000	8.8
2010		4,190,000	570,000	910,000	1,630,000	1,080,000	*	*	*	*	*	3,020,000	9.4
2011		4,260,000	540,000	910,000	1,680,000	1,130,000	*	*	*	*	*	2,320,000	8.2
Seasonally Adjusted Annual Rate						Not Seasonally Adjusted							
2011	Aug	4,410,000	580,000	950,000	1,710,000	1,170,000	429,000	57,000	92,000	170,000	110,000	3,020,000	8.2
2011	Sep	4,280,000	550,000	920,000	1,690,000	1,120,000	369,000	47,000	82,000	149,000	91,000	2,900,000	8.1
2011	Oct	4,320,000	510,000	940,000	1,730,000	1,140,000	343,000	43,000	71,000	140,000	89,000	2,740,000	7.6
2011	Nov	4,400,000	540,000	980,000	1,740,000	1,140,000	335,000	40,000	68,000	132,000	95,000	2,620,000	7.1
2011	Dec	4,380,000	580,000	970,000	1,700,000	1,130,000	349,000	44,000	76,000	136,000	93,000	2,320,000	6.4
2012	Jan	4,620,000	620,000	1,010,000	1,760,000	1,260,000	260,000	30,000	53,000	101,000	76,000	2,330,000	6.0
2012	Feb	4,600,000	590,000	1,020,000	1,770,000	1,220,000	287,000	38,000	64,000	112,000	73,000	2,400,000	6.3
2012	Mar	4,470,000	590,000	1,020,000	1,730,000	1,130,000	360,000	43,000	82,000	140,000	95,000	2,320,000	6.2
2012	Apr	4,620,000	620,000	1,030,000	1,790,000	1,180,000	400,000	52,000	89,000	155,000	104,000	2,500,000	6.5
2012	May	4,620,000	610,000	1,040,000	1,810,000	1,160,000	448,000	57,000	108,000	169,000	114,000	2,470,000	6.4
2012	Jun	4,370,000	540,000	1,020,000	1,730,000	1,080,000	463,000	58,000	111,000	180,000	114,000	2,370,000	6.5
2012	Jul r	4,470,000	580,000	1,040,000	1,770,000	1,080,000	430,000	64,000	106,000	167,000	93,000	2,400,000	6.4
2012	Aug p	4,820,000	630,000	1,120,000	1,900,000	1,170,000	477,000	65,000	109,000	189,000	114,000	2,470,000	6.1
<b>vs. last month:</b>		<b>7.8%</b>	<b>8.6%</b>	<b>7.7%</b>	<b>7.3%</b>	<b>8.3%</b>	<b>10.9%</b>	<b>1.6%</b>	<b>2.8%</b>	<b>13.2%</b>	<b>22.6%</b>	<b>2.9%</b>	<b>-4.7%</b>
<b>vs. last year:</b>		<b>9.3%</b>	<b>8.6%</b>	<b>17.9%</b>	<b>11.1%</b>	<b>0.0%</b>	<b>11.2%</b>	<b>14.0%</b>	<b>18.5%</b>	<b>11.2%</b>	<b>3.6%</b>	<b>-18.2%</b>	<b>-25.6%</b>
<b>year-to-date:</b>							<b>3.125</b>	<b>0.407</b>	<b>0.722</b>	<b>1.213</b>	<b>0.783</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)					
2009		\$172,500	\$240,500	\$144,100	\$153,000	\$211,100	\$216,900	\$276,300	\$171,100	\$192,700	\$256,700
2010		172,900	243,500	141,600	150,100	214,800	220,000	281,500	172,500	193,000	264,100
2011		166,100	237,500	135,400	144,200	201,300	214,000	276,900	166,900	188,100	252,300
Not Seasonally Adjusted						Not Seasonally Adjusted					
2011	Aug	171,200	243,700	141,400	150,300	208,100	219,500	283,300	174,400	193,400	258,900
2011	Sep	165,300	229,400	135,700	144,600	208,100	212,800	271,100	165,800	186,000	259,500
2011	Oct	160,800	222,300	131,700	140,700	199,700	205,900	259,300	160,400	181,300	250,300
2011	Nov	164,000	237,600	132,300	142,500	200,400	210,400	274,700	162,000	184,500	250,600
2011	Dec	162,200	220,000	128,900	145,100	204,500	209,500	262,000	158,700	188,600	252,600
2012	Jan	154,600	225,200	121,400	134,000	189,300	200,900	266,600	150,600	175,700	240,400
2012	Feb	155,600	222,000	119,800	137,500	193,500	201,600	263,300	147,900	178,100	245,200
2012	Mar	164,800	230,200	131,600	146,500	204,600	212,100	269,000	160,200	189,300	256,000
2012	Apr	173,700	233,100	139,900	152,500	224,000	221,700	273,800	168,900	198,000	272,000
2012	May	180,300	239,900	147,700	159,400	230,700	229,600	280,200	178,100	206,400	278,500
2012	Jun	188,800	253,200	156,200	164,100	235,100	238,200	294,600	190,000	212,300	283,400
2012	Jul r	187,800	254,200	153,700	161,700	241,200	236,200	291,800	186,000	207,100	288,900
2012	Aug p	187,400	245,200	152,400	160,100	242,000	235,300	283,700	186,900	205,700	288,400
<b>vs. last year:</b>		<b>9.5%</b>	<b>0.6%</b>	<b>7.8%</b>	<b>6.5%</b>	<b>16.3%</b>	<b>7.2%</b>	<b>0.1%</b>	<b>7.2%</b>	<b>6.4%</b>	<b>11.4%</b>