

# 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	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	4,630,000	600,000	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	4,470,000	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	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	4,830,000	630,000	1,110,000	1,920,000	1,170,000	476,000	65,000	108,000	190,000	113,000	2,400,000	6.0
2012	Sep	4,690,000	590,000	1,090,000	1,880,000	1,130,000	372,000	47,000	88,000	153,000	84,000	2,170,000	5.6
2012	Oct r	4,760,000	580,000	1,110,000	1,890,000	1,180,000	401,000	50,000	90,000	163,000	98,000	2,110,000	5.3
2012	Nov p	5,040,000	620,000	1,190,000	2,040,000	1,190,000	387,000	46,000	85,000	156,000	100,000	2,030,000	4.8
	<b>vs. last month:</b>	<b>5.9%</b>	<b>6.9%</b>	<b>7.2%</b>	<b>7.9%</b>	<b>0.8%</b>	<b>-3.5%</b>	<b>-8.0%</b>	<b>-5.6%</b>	<b>-4.3%</b>	<b>2.0%</b>	<b>-3.8%</b>	<b>-9.4%</b>
	<b>vs. last year:</b>	<b>14.5%</b>	<b>14.8%</b>	<b>21.4%</b>	<b>17.2%</b>	<b>4.4%</b>	<b>15.5%</b>	<b>15.0%</b>	<b>25.0%</b>	<b>18.2%</b>	<b>5.3%</b>	<b>-22.5%</b>	<b>-32.4%</b>
	<b>year-to-date:</b>						<b>4.284</b>	<b>0.550</b>	<b>0.984</b>	<b>1.686</b>	<b>1.064</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	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	187,800	254,200	153,700	161,700	241,200	236,200	291,800	186,000	207,100	288,900
2012	Aug	184,900	249,800	151,000	158,000	242,000	233,100	288,100	183,800	202,600	287,700
2012	Sep	178,300	235,400	145,300	150,500	245,300	226,600	274,900	176,300	193,300	291,500
2012	Oct r	176,900	230,300	141,500	151,900	243,100	224,500	269,600	172,100	194,300	290,800
2012	Nov p	180,600	232,900	141,600	157,400	248,300	229,500	272,000	172,400	202,800	295,900
	<b>vs. last year:</b>	<b>10.1%</b>	<b>-2.0%</b>	<b>7.0%</b>	<b>10.5%</b>	<b>23.9%</b>	<b>9.1%</b>	<b>-1.0%</b>	<b>6.4%</b>	<b>9.9%</b>	<b>18.1%</b>