

NATIONAL ASSOCIATION OF REALTORS®

Pending Home Sales Index (PHSI)

| Year | United States | | | | | United States | | | | | |
|------|------------------------|---------------------------------|-------------|--------------|--------------|---------------|-------------------------|---------------|---------------|---------------|---------------|
| | Northeast | Midwest | South | West | Northeast | Midwest | South | West | | | |
| 2013 | 104.9 | 84.8 | 106.6 | 117.2 | 99.4 | * | * | * | * | * | |
| 2014 | 100.8 | 83.7 | 99.9 | 114.9 | 92.9 | * | * | * | * | * | |
| 2015 | 108.9 | 90.5 | 107.2 | 123.1 | 102.5 | * | * | * | * | * | |
| | | Seasonally Adjusted Annual Rate | | | | | Not Seasonally Adjusted | | | | |
| 2015 | Nov | 107.7 | 92.2 | 106.0 | 120.3 | 102.0 | 83.9 | 68.0 | 81.5 | 94.3 | 82.6 |
| 2015 | Dec | 108.7 | 97.6 | 106.3 | 120.7 | 101.0 | 69.7 | 51.2 | 67.5 | 82.2 | 66.7 |
| 2016 | Jan | 105.4 | 94.2 | 101.1 | 119.9 | 95.7 | 80.9 | 64.9 | 74.1 | 93.4 | 80.9 |
| 2016 | Feb | 109.0 | 94.0 | 112.6 | 121.7 | 97.0 | 104.7 | 83.1 | 119.6 | 110.5 | 96.8 |
| 2016 | Mar | 110.7 | 97.0 | 113.6 | 125.4 | 95.3 | 136.5 | 119.2 | 135.3 | 159.6 | 114.9 |
| 2016 | Apr | 115.0 | 98.2 | 112.7 | 130.6 | 106.2 | 139.1 | 129.6 | 140.3 | 154.4 | 121.4 |
| 2016 | May | 110.8 | 93.0 | 108.0 | 126.6 | 102.6 | 136.4 | 135.2 | 138.5 | 146.8 | 118.9 |
| 2016 | June | 109.9 | 96.0 | 109.0 | 122.9 | 101.3 | 135.9 | 127.3 | 135.4 | 153.7 | 115.2 |
| 2016 | July | 111.2 | 96.8 | 105.6 | 123.7 | 108.5 | 118.1 | 99.3 | 105.9 | 138.3 | 114.0 |
| 2016 | Aug | 108.4 | 98.1 | 104.8 | 119.8 | 102.5 | 116.8 | 103.6 | 108.2 | 130.7 | 114.4 |
| 2016 | Sept | 109.9 | 96.5 | 104.6 | 121.7 | 107.6 | 96.3 | 75.6 | 88.7 | 106.1 | 104.9 |
| 2016 | Oct r | 110.0 | 96.9 | 106.2 | 120.1 | 108.3 | 104.2 | 95.8 | 104.4 | 110.5 | 100.5 |
| 2016 | Nov p | 107.3 | 97.5 | 103.5 | 118.7 | 101.0 | 85.1 | 73.6 | 80.9 | 95.1 | 82.6 |
| | vs. last month: | -2.5% | 0.6% | -2.5% | -1.2% | -6.7% | -18.3% | -23.2% | -22.5% | -13.9% | -17.8% |
| | vs. last year: | -0.4% | 5.7% | -2.4% | -1.3% | -1.0% | 1.4% | 8.2% | -0.7% | 0.8% | 0.0% |