

# NATIONAL ASSOCIATION OF REALTORS®

## Existing Condominium and Cooperative Sales

| Year                            | U.S.    | Northeast    | Midwest      | South        | West         | U.S.                    | Northeast    | Midwest       | South         | West          | Inventory*   | Mos. Supply  |               |
|---------------------------------|---------|--------------|--------------|--------------|--------------|-------------------------|--------------|---------------|---------------|---------------|--------------|--------------|---------------|
| 2014                            | 591,000 | 112,000      | 76,000       | 262,000      | 141,000      | *                       | *            | *             | *             | *             | 216,000      | 5.0          |               |
| 2015                            | 608,000 | 115,000      | 78,000       | 266,000      | 149,000      | *                       | *            | *             | *             | *             | 213,000      | 4.8          |               |
| 2016                            | 614,000 | 116,000      | 82,000       | 263,000      | 153,000      | *                       | *            | *             | *             | *             | 195,000      | 4.5          |               |
| Seasonally Adjusted Annual Rate |         |              |              |              |              | Not Seasonally Adjusted |              |               |               |               |              |              |               |
| 2016                            | Apr     | 610,000      | 110,000      | 80,000       | 270,000      | 150,000                 | 55,000       | 9,000         | 7,000         | 24,000        | 15,000       | 247,000      | 4.9           |
| 2016                            | May     | 620,000      | 110,000      | 80,000       | 270,000      | 160,000                 | 58,000       | 11,000        | 8,000         | 24,000        | 15,000       | 248,000      | 4.8           |
| 2016                            | Jun     | 630,000      | 120,000      | 80,000       | 280,000      | 150,000                 | 63,000       | 12,000        | 9,000         | 26,000        | 16,000       | 234,000      | 4.5           |
| 2016                            | Jul     | 570,000      | 100,000      | 70,000       | 250,000      | 150,000                 | 58,000       | 13,000        | 9,000         | 23,000        | 13,000       | 253,000      | 5.3           |
| 2016                            | Aug     | 620,000      | 120,000      | 80,000       | 270,000      | 150,000                 | 62,000       | 13,000        | 9,000         | 24,000        | 16,000       | 233,000      | 4.5           |
| 2016                            | Sep     | 620,000      | 120,000      | 80,000       | 260,000      | 160,000                 | 56,000       | 11,000        | 8,000         | 23,000        | 14,000       | 240,000      | 4.6           |
| 2016                            | Oct     | 610,000      | 120,000      | 80,000       | 250,000      | 160,000                 | 49,000       | 10,000        | 7,000         | 20,000        | 12,000       | 230,000      | 4.5           |
| 2016                            | Nov     | 670,000      | 130,000      | 80,000       | 280,000      | 180,000                 | 45,000       | 10,000        | 6,000         | 20,000        | 9,000        | 216,000      | 3.9           |
| 2016                            | Dec     | 600,000      | 120,000      | 80,000       | 260,000      | 140,000                 | 48,000       | 10,000        | 6,000         | 21,000        | 11,000       | 195,000      | 3.9           |
| 2017                            | Jan     | 650,000      | 130,000      | 80,000       | 280,000      | 160,000                 | 32,000       | 5,000         | 4,000         | 14,000        | 9,000        | 172,000      | 3.2           |
| 2017                            | Feb     | 600,000      | 110,000      | 80,000       | 260,000      | 150,000                 | 38,000       | 5,000         | 4,000         | 19,000        | 10,000       | 211,000      | 4.2           |
| 2017                            | Mar r   | 630,000      | 120,000      | 90,000       | 280,000      | 140,000                 | 56,000       | 8,000         | 6,000         | 28,000        | 14,000       | 223,000      | 4.2           |
| 2017                            | Apr p   | 620,000      | 110,000      | 90,000       | 270,000      | 150,000                 | 52,000       | 8,000         | 6,000         | 24,000        | 14,000       | 223,000      | 4.3           |
| <b>vs. last month:</b>          |         | <b>-1.6%</b> | <b>-8.3%</b> | <b>0.0%</b>  | <b>-3.6%</b> | <b>7.1%</b>             | <b>-7.1%</b> | <b>0.0%</b>   | <b>0.0%</b>   | <b>-14.3%</b> | <b>0.0%</b>  | <b>0.0%</b>  | <b>2.4%</b>   |
| <b>vs. last year:</b>           |         | <b>1.6%</b>  | <b>0.0%</b>  | <b>12.5%</b> | <b>0.0%</b>  | <b>0.0%</b>             | <b>-5.5%</b> | <b>-11.1%</b> | <b>-14.3%</b> | <b>0.0%</b>   | <b>-6.7%</b> | <b>-9.7%</b> | <b>-12.2%</b> |
| <b>year-to-date:</b>            |         |              |              |              |              |                         | <b>0.178</b> | <b>0.026</b>  | <b>0.020</b>  | <b>0.085</b>  | <b>0.047</b> |              |               |

Note: Annual inventory figures are from December of each year

## Sales Price of Existing Condo/Co-op Homes

| Year                    | U.S.      | Northeast   | Midwest     | South       | West           | U.S.                    | Northeast   | Midwest     | South       | West        |             |
|-------------------------|-----------|-------------|-------------|-------------|----------------|-------------------------|-------------|-------------|-------------|-------------|-------------|
| Median                  |           |             |             |             | Average (Mean) |                         |             |             |             |             |             |
| 2014                    | \$204,300 | \$254,900   | \$149,300   | \$154,700   | \$273,300      | \$253,800               | \$297,700   | \$194,100   | \$202,500   | \$306,500   |             |
| 2015                    | 210,700   | 249,300     | 157,900     | 162,900     | 294,500        | 259,600                 | 294,300     | 203,200     | 208,200     | 325,100     |             |
| 2016                    | 220,700   | 256,600     | 166,200     | 172,600     | 321,300        | 268,500                 | 300,200     | 210,300     | 214,500     | 344,300     |             |
| Not Seasonally Adjusted |           |             |             |             |                | Not Seasonally Adjusted |             |             |             |             |             |
| 2016                    | Apr       | 222,200     | 254,400     | 167,000     | 171,300        | 323,500                 | 268,400     | 296,800     | 212,700     | 215,100     | 346,500     |
| 2016                    | May       | 227,700     | 264,900     | 172,200     | 176,500        | 328,700                 | 274,000     | 306,800     | 217,800     | 218,500     | 348,800     |
| 2016                    | Jun       | 231,000     | 274,100     | 175,100     | 178,800        | 327,900                 | 278,100     | 312,900     | 221,600     | 221,900     | 350,300     |
| 2016                    | Jul       | 227,800     | 270,000     | 172,000     | 175,000        | 327,500                 | 275,100     | 311,800     | 215,900     | 217,000     | 348,500     |
| 2016                    | Aug       | 225,400     | 268,900     | 167,500     | 171,200        | 331,600                 | 272,800     | 310,300     | 210,600     | 212,400     | 351,900     |
| 2016                    | Sep       | 222,200     | 257,600     | 163,700     | 173,400        | 332,000                 | 271,100     | 303,000     | 208,900     | 216,500     | 352,100     |
| 2016                    | Oct       | 221,600     | 254,400     | 165,100     | 177,000        | 325,600                 | 267,600     | 295,700     | 205,800     | 216,900     | 348,700     |
| 2016                    | Nov       | 222,800     | 261,800     | 165,200     | 176,200        | 329,200                 | 271,700     | 302,100     | 210,700     | 218,800     | 351,100     |
| 2016                    | Dec       | 222,300     | 261,400     | 166,800     | 176,000        | 315,100                 | 269,500     | 303,400     | 211,900     | 215,900     | 341,000     |
| 2017                    | Jan       | 216,200     | 248,600     | 162,300     | 171,100        | 311,500                 | 264,900     | 293,600     | 208,400     | 214,800     | 339,100     |
| 2017                    | Feb       | 215,000     | 243,600     | 160,700     | 175,000        | 313,900                 | 263,100     | 289,900     | 202,600     | 215,800     | 340,600     |
| 2017                    | Mar r     | 225,200     | 256,800     | 170,800     | 179,400        | 335,300                 | 274,200     | 301,300     | 216,500     | 222,300     | 354,700     |
| 2017                    | Apr p     | 234,600     | 265,300     | 181,100     | 186,100        | 340,400                 | 280,700     | 308,400     | 227,400     | 226,500     | 359,100     |
| <b>vs. last year:</b>   |           | <b>5.6%</b> | <b>4.3%</b> | <b>8.4%</b> | <b>8.6%</b>    | <b>5.2%</b>             | <b>4.6%</b> | <b>3.9%</b> | <b>6.9%</b> | <b>5.3%</b> | <b>3.6%</b> |

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