

# NATIONAL ASSOCIATION OF REALTORS®

## Existing Home Sales

| Year                            | U.S.         | Northeast    | Midwest      | South        | West         | U.S.                    | Northeast     | Midwest       | South         | West          | Inventory*   | Mos. Supply  |  |
|---------------------------------|--------------|--------------|--------------|--------------|--------------|-------------------------|---------------|---------------|---------------|---------------|--------------|--------------|--|
| 2021                            | 6,120,000    | 750,000      | 1,400,000    | 2,710,000    | 1,260,000    | *                       | *             | *             | *             | *             | 880,000      | 2.3          |  |
| 2022                            | 5,030,000    | 620,000      | 1,190,000    | 2,250,000    | 960,000      | *                       | *             | *             | *             | *             | 960,000      | 2.7          |  |
| 2023                            | 4,090,000    | 490,000      | 980,000      | 1,880,000    | 740,000      | *                       | *             | *             | *             | *             | 990,000      | 3.1          |  |
| Seasonally Adjusted Annual Rate |              |              |              |              |              | Not Seasonally Adjusted |               |               |               |               |              |              |  |
| 2023 Jun                        | 4,110,000    | 500,000      | 980,000      | 1,890,000    | 740,000      | 433,000                 | 52,000        | 109,000       | 194,000       | 78,000        | 1,070,000    | 3.1          |  |
| 2023 Jul                        | 4,050,000    | 480,000      | 970,000      | 1,860,000    | 740,000      | 372,000                 | 46,000        | 93,000        | 166,000       | 67,000        | 1,110,000    | 3.3          |  |
| 2023 Aug                        | 4,030,000    | 480,000      | 970,000      | 1,840,000    | 740,000      | 401,000                 | 52,000        | 101,000       | 177,000       | 71,000        | 1,100,000    | 3.3          |  |
| 2023 Sep                        | 3,980,000    | 490,000      | 950,000      | 1,820,000    | 720,000      | 348,000                 | 45,000        | 87,000        | 155,000       | 61,000        | 1,130,000    | 3.4          |  |
| 2023 Oct                        | 3,850,000    | 470,000      | 940,000      | 1,730,000    | 710,000      | 332,000                 | 44,000        | 84,000        | 144,000       | 60,000        | 1,150,000    | 3.6          |  |
| 2023 Nov                        | 3,910,000    | 480,000      | 950,000      | 1,810,000    | 670,000      | 300,000                 | 40,000        | 75,000        | 135,000       | 50,000        | 1,130,000    | 3.5          |  |
| 2023 Dec                        | 3,880,000    | 480,000      | 930,000      | 1,770,000    | 700,000      | 297,000                 | 40,000        | 69,000        | 137,000       | 51,000        | 990,000      | 3.1          |  |
| 2024 Jan                        | 4,000,000    | 480,000      | 950,000      | 1,840,000    | 730,000      | 234,000                 | 29,000        | 51,000        | 110,000       | 44,000        | 1,010,000    | 3.0          |  |
| 2024 Feb                        | 4,380,000    | 480,000      | 1,030,000    | 2,020,000    | 850,000      | 271,000                 | 26,000        | 57,000        | 134,000       | 54,000        | 1,060,000    | 2.9          |  |
| 2024 Mar                        | 4,220,000    | 500,000      | 1,010,000    | 1,930,000    | 780,000      | 325,000                 | 33,000        | 72,000        | 157,000       | 63,000        | 1,110,000    | 3.2          |  |
| 2024 Apr                        | 4,140,000    | 480,000      | 1,000,000    | 1,900,000    | 760,000      | 360,000                 | 36,000        | 82,000        | 172,000       | 70,000        | 1,200,000    | 3.5          |  |
| 2024 May r                      | 4,110,000    | 480,000      | 1,000,000    | 1,870,000    | 760,000      | 405,000                 | 43,000        | 98,000        | 187,000       | 77,000        | 1,280,000    | 3.7          |  |
| 2024 Jun p                      | 3,890,000    | 470,000      | 920,000      | 1,760,000    | 740,000      | 375,000                 | 45,000        | 93,000        | 167,000       | 70,000        | 1,320,000    | 4.1          |  |
| <b>vs. last month:</b>          | <b>-5.4%</b> | <b>-2.1%</b> | <b>-8.0%</b> | <b>-5.9%</b> | <b>-2.6%</b> | <b>-7.4%</b>            | <b>4.7%</b>   | <b>-3.1%</b>  | <b>-10.7%</b> | <b>-9.1%</b>  | <b>3.1%</b>  | <b>10.8%</b> |  |
| <b>vs. last year:</b>           | <b>-5.4%</b> | <b>-6.0%</b> | <b>-6.1%</b> | <b>-6.9%</b> | <b>0.0%</b>  | <b>-13.4%</b>           | <b>-13.5%</b> | <b>-14.7%</b> | <b>-13.9%</b> | <b>-10.3%</b> | <b>23.4%</b> | <b>32.3%</b> |  |
| <b>year-to-date:</b>            |              |              |              |              |              | <b>1.970</b>            | <b>0.212</b>  | <b>0.453</b>  | <b>0.927</b>  | <b>0.378</b>  |              |              |  |

Note: Annual inventory figures are from December of each year

## Sales Price of Existing Homes

| Year                    | U.S.        | Northeast   | Midwest     | South       | West        |
|-------------------------|-------------|-------------|-------------|-------------|-------------|
| Median                  |             |             |             |             |             |
| 2021                    | \$350,700   | \$386,400   | \$260,400   | \$309,200   | \$545,500   |
| 2022                    | 386,400     | 417,400     | 278,800     | 351,500     | 601,700     |
| 2023                    | 389,300     | 436,400     | 287,800     | 355,200     | 588,900     |
| Not Seasonally Adjusted |             |             |             |             |             |
| 2023 Jun                | 410,100     | 475,200     | 310,100     | 366,600     | 608,500     |
| 2023 Jul                | 405,600     | 466,600     | 307,600     | 364,000     | 608,700     |
| 2023 Aug                | 404,200     | 467,400     | 303,900     | 361,300     | 609,100     |
| 2023 Sep                | 392,700     | 440,800     | 292,100     | 356,800     | 606,300     |
| 2023 Oct                | 391,600     | 439,600     | 284,700     | 357,900     | 601,500     |
| 2023 Nov                | 387,800     | 432,800     | 281,500     | 351,600     | 603,900     |
| 2023 Dec                | 381,400     | 428,200     | 273,900     | 349,800     | 579,900     |
| 2024 Jan                | 378,600     | 434,200     | 270,800     | 344,400     | 572,100     |
| 2024 Feb                | 383,800     | 420,500     | 279,400     | 352,100     | 593,000     |
| 2024 Mar                | 392,900     | 434,700     | 292,000     | 358,300     | 605,500     |
| 2024 Apr                | 406,600     | 458,600     | 302,300     | 365,600     | 629,600     |
| 2024 May r              | 417,200     | 479,100     | 315,800     | 370,500     | 630,200     |
| 2024 Jun p              | 426,900     | 521,500     | 327,100     | 373,000     | 629,800     |
| <b>vs. last year:</b>   | <b>4.1%</b> | <b>9.7%</b> | <b>5.5%</b> | <b>1.7%</b> | <b>3.5%</b> |