

# NATIONAL ASSOCIATION OF REALTORS®

## Pending Home Sales Index (PHSI)

| Year | United States          |                                 |               |              |              | United States |               |                         |               |              |              |  |
|------|------------------------|---------------------------------|---------------|--------------|--------------|---------------|---------------|-------------------------|---------------|--------------|--------------|--|
|      | Northeast              | Midwest                         | South         | West         | States       | Northeast     | Midwest       | South                   | West          |              |              |  |
| 2018 | 105.1                  | 92.6                            | 100.5         | 122.3        | 92.6         | *             | *             | *                       | *             | *            |              |  |
| 2019 | 105.8                  | 92.9                            | 99.7          | 124.0        | 93.5         | *             | *             | *                       | *             | *            |              |  |
| 2020 | 111.1                  | 91.9                            | 106.0         | 132.5        | 97.9         | *             | *             | *                       | *             | *            |              |  |
|      |                        | Seasonally Adjusted Annual Rate |               |              |              |               |               | Not Seasonally Adjusted |               |              |              |  |
| 2020 | July                   | 121.0                           | 110.7         | 114.3        | 140.3        | 105.8         | 137.0         | 122.3                   | 121.1         | 164.7        | 121.8        |  |
| 2020 | Aug                    | 130.3                           | 114.3         | 122.6        | 151.3        | 117.8         | 134.0         | 116.5                   | 120.5         | 157.5        | 125.0        |  |
| 2020 | Sept                   | 126.9                           | 114.3         | 118.2        | 147.7        | 113.5         | 114.0         | 91.5                    | 103.1         | 131.3        | 115.9        |  |
| 2020 | Oct                    | 127.0                           | 110.6         | 118.5        | 148.8        | 114.6         | 125.4         | 117.2                   | 123.1         | 139.7        | 111.6        |  |
| 2020 | Nov                    | 125.8                           | 108.6         | 116.6        | 150.2        | 110.6         | 96.7          | 82.7                    | 88.0          | 114.9        | 88.4         |  |
| 2020 | Dec                    | 126.4                           | 109.7         | 114.2        | 151.1        | 113.4         | 79.8          | 59.0                    | 70.0          | 99.2         | 75.9         |  |
| 2021 | Jan                    | 123.4                           | 101.6         | 113.2        | 153.1        | 104.6         | 91.5          | 69.6                    | 78.3          | 117.1        | 82.3         |  |
| 2021 | Feb                    | 109.2                           | 92.3          | 102.4        | 133.3        | 91.8          | 99.1          | 78.8                    | 102.3         | 115.3        | 86.2         |  |
| 2021 | Mar                    | 111.1                           | 97.9          | 97.7         | 137.3        | 94.5          | 135.9         | 116.7                   | 119.0         | 174.0        | 109.1        |  |
| 2021 | Apr                    | 106.2                           | 85.3          | 100.9        | 129.2        | 92.0          | 132.6         | 110.1                   | 129.8         | 159.7        | 110.3        |  |
| 2021 | May                    | 115.0                           | 98.0          | 107.7        | 136.5        | 102.0         | 135.4         | 131.6                   | 132.7         | 153.9        | 112.3        |  |
| 2021 | June r                 | 112.7                           | 98.5          | 108.2        | 132.1        | 97.9          | 140.6         | 131.9                   | 133.8         | 167.6        | 112.3        |  |
| 2021 | July p                 | 110.7                           | 92.0          | 104.6        | 130.9        | 99.8          | 124.0         | 101.5                   | 110.9         | 152.1        | 111.4        |  |
|      | <b>vs. last month:</b> | <b>-1.8%</b>                    | <b>-6.6%</b>  | <b>-3.3%</b> | <b>-0.9%</b> | <b>1.9%</b>   | <b>-11.8%</b> | <b>-23.0%</b>           | <b>-17.1%</b> | <b>-9.2%</b> | <b>-0.8%</b> |  |
|      | <b>vs. last year:</b>  | <b>-8.5%</b>                    | <b>-16.9%</b> | <b>-8.5%</b> | <b>-6.7%</b> | <b>-5.7%</b>  | <b>-9.5%</b>  | <b>-17.0%</b>           | <b>-8.4%</b>  | <b>-7.7%</b> | <b>-8.5%</b> |  |