

NATIONAL ASSOCIATION OF REALTORS®

Existing Home Sales

| Year | U.S. | Northeast | Midwest | South | West | U.S. | Northeast | Midwest | South | West | Inventory* | Mos. Supply | |
|---------------------------------|-----------------|-----------|-----------|-----------|-----------|-------------------------|-----------|---------|---------|---------|------------|-------------|--------|
| 2018 | 5,340,000 | 690,000 | 1,270,000 | 2,240,000 | 1,140,000 | * | * | * | * | * | 1,530,000 | 4.0 | |
| 2019 | 5,340,000 | 690,000 | 1,250,000 | 2,290,000 | 1,120,000 | * | * | * | * | * | 1,390,000 | 3.9 | |
| 2020 | 5,640,000 | 700,000 | 1,330,000 | 2,450,000 | 1,150,000 | * | * | * | * | * | 1,070,000 | 3.1 | |
| Seasonally Adjusted Annual Rate | | | | | | Not Seasonally Adjusted | | | | | | | |
| 2019 | Dec | 5,530,000 | 730,000 | 1,260,000 | 2,370,000 | 1,170,000 | 434,000 | 59,000 | 95,000 | 192,000 | 88,000 | 1,390,000 | 3.0 |
| 2020 | Jan | 5,420,000 | 730,000 | 1,280,000 | 2,350,000 | 1,060,000 | 317,000 | 43,000 | 67,000 | 140,000 | 67,000 | 1,400,000 | 3.1 |
| 2020 | Feb | 5,760,000 | 700,000 | 1,290,000 | 2,520,000 | 1,250,000 | 335,000 | 37,000 | 70,000 | 155,000 | 73,000 | 1,460,000 | 3.0 |
| 2020 | Mar | 5,270,000 | 650,000 | 1,250,000 | 2,290,000 | 1,080,000 | 416,000 | 45,000 | 93,000 | 191,000 | 87,000 | 1,490,000 | 3.4 |
| 2020 | Apr | 4,330,000 | 540,000 | 1,100,000 | 1,880,000 | 810,000 | 373,000 | 43,000 | 94,000 | 164,000 | 72,000 | 1,460,000 | 4.0 |
| 2020 | May | 3,910,000 | 470,000 | 990,000 | 1,730,000 | 720,000 | 372,000 | 42,000 | 98,000 | 163,000 | 69,000 | 1,550,000 | 4.8 |
| 2020 | Jun | 4,700,000 | 490,000 | 1,090,000 | 2,170,000 | 950,000 | 507,000 | 53,000 | 126,000 | 226,000 | 102,000 | 1,540,000 | 3.9 |
| 2020 | Jul | 5,860,000 | 650,000 | 1,390,000 | 2,580,000 | 1,240,000 | 597,000 | 70,000 | 147,000 | 259,000 | 121,000 | 1,500,000 | 3.1 |
| 2020 | Aug | 5,980,000 | 740,000 | 1,410,000 | 2,580,000 | 1,250,000 | 560,000 | 74,000 | 137,000 | 237,000 | 112,000 | 1,490,000 | 3.0 |
| 2020 | Sep | 6,570,000 | 860,000 | 1,510,000 | 2,820,000 | 1,380,000 | 563,000 | 76,000 | 135,000 | 235,000 | 117,000 | 1,460,000 | 2.7 |
| 2020 | Oct | 6,860,000 | 900,000 | 1,630,000 | 2,930,000 | 1,400,000 | 573,000 | 78,000 | 138,000 | 238,000 | 119,000 | 1,420,000 | 2.5 |
| 2020 | Nov r | 6,710,000 | 890,000 | 1,590,000 | 2,830,000 | 1,400,000 | 493,000 | 69,000 | 115,000 | 208,000 | 101,000 | 1,280,000 | 2.3 |
| 2020 | Dec p | 6,760,000 | 930,000 | 1,590,000 | 2,860,000 | 1,380,000 | 537,000 | 77,000 | 118,000 | 233,000 | 109,000 | 1,070,000 | 1.9 |
| | vs. last month: | 0.7% | 4.5% | 0.0% | 1.1% | -1.4% | 8.9% | 11.6% | 2.6% | 12.0% | 7.9% | -16.4% | -17.4% |
| | vs. last year: | 22.2% | 27.4% | 26.2% | 20.7% | 17.9% | 23.7% | 30.5% | 24.2% | 21.4% | 23.9% | -23.0% | -36.7% |
| | year-to-date: | | | | | | 5.643 | 0.707 | 1.338 | 2.449 | 1.149 | | |

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) | | | | | |
| 2018 | \$259,300 | \$288,500 | \$200,200 | \$225,900 | \$385,200 | \$298,200 | \$322,900 | \$230,400 | \$262,000 | \$404,400 | |
| 2019 | 271,900 | 300,800 | 212,900 | 236,100 | 400,900 | 308,600 | 332,100 | 240,700 | 271,600 | 417,000 | |
| 2020 | 296,500 | 337,900 | 233,400 | 258,700 | 444,500 | 331,600 | 359,300 | 260,800 | 293,700 | 443,400 | |
| Not Seasonally Adjusted | | | | | | Not Seasonally Adjusted | | | | | |
| 2019 | Dec | 274,500 | 304,400 | 207,300 | 240,800 | 409,700 | 311,000 | 335,500 | 236,200 | 276,100 | 423,000 |
| 2020 | Jan | 266,200 | 312,100 | 198,600 | 229,500 | 397,500 | 302,900 | 336,600 | 227,100 | 263,400 | 415,900 |
| 2020 | Feb | 270,400 | 295,500 | 202,900 | 238,800 | 408,900 | 305,800 | 324,900 | 230,400 | 272,100 | 421,600 |
| 2020 | Mar | 280,700 | 300,400 | 218,700 | 245,700 | 422,100 | 316,100 | 331,500 | 246,100 | 281,200 | 429,900 |
| 2020 | Apr | 286,700 | 312,500 | 228,300 | 250,000 | 418,200 | 321,100 | 342,300 | 254,800 | 285,500 | 428,900 |
| 2020 | May | 283,600 | 327,900 | 227,200 | 244,600 | 407,300 | 317,900 | 352,000 | 252,500 | 278,800 | 421,800 |
| 2020 | Jun | 294,500 | 334,400 | 235,000 | 256,700 | 431,500 | 328,900 | 357,800 | 261,300 | 290,800 | 436,200 |
| 2020 | Jul | 305,500 | 332,700 | 243,500 | 266,800 | 452,000 | 338,000 | 356,200 | 271,000 | 302,000 | 448,200 |
| 2020 | Aug | 310,400 | 349,500 | 246,300 | 268,600 | 456,100 | 342,300 | 368,700 | 274,500 | 303,900 | 450,700 |
| 2020 | Sep | 311,400 | 354,600 | 243,100 | 267,800 | 467,300 | 343,100 | 371,500 | 270,900 | 303,700 | 457,600 |
| 2020 | Oct | 313,100 | 356,500 | 241,000 | 271,700 | 471,100 | 344,700 | 372,900 | 269,600 | 307,400 | 459,400 |
| 2020 | Nov r | 310,900 | 356,100 | 239,100 | 269,200 | 467,600 | 342,800 | 372,900 | 266,800 | 304,500 | 458,400 |
| 2020 | Dec p | 309,800 | 362,100 | 235,700 | 268,100 | 467,900 | 342,400 | 376,400 | 264,400 | 303,400 | 457,700 |
| | vs. last year: | 12.9% | 19.0% | 13.7% | 11.3% | 14.2% | 10.1% | 12.2% | 11.9% | 9.9% | 8.2% |