

NATIONAL ASSOCIATION OF REALTORS®

Existing Home Sales

| Year | | U.S. | | | | | U.S. | | | | | Inventory* | Mos. Supply |
|------------------------|-------|---------------------------------|--------------|--------------|--------------|--------------|-------------------------|--------------|--------------|--------------|--------------|---------------|---------------|
| | | U.S. | Northeast | Midwest | South | West | U.S. | Northeast | Midwest | South | West | | |
| 2017 | | 5,510,000 | 740,000 | 1,300,000 | 2,260,000 | 1,220,000 | * | * | * | * | * | 1,460,000 | 3.9 |
| 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 |
| | | Seasonally Adjusted Annual Rate | | | | | Not Seasonally Adjusted | | | | | | |
| 2019 | Jul | 5,390,000 | 680,000 | 1,260,000 | 2,300,000 | 1,150,000 | 540,000 | 71,000 | 132,000 | 226,000 | 111,000 | 1,900,000 | 4.2 |
| 2019 | Aug | 5,430,000 | 700,000 | 1,290,000 | 2,300,000 | 1,140,000 | 532,000 | 73,000 | 131,000 | 220,000 | 108,000 | 1,830,000 | 4.0 |
| 2019 | Sep | 5,410,000 | 700,000 | 1,260,000 | 2,290,000 | 1,160,000 | 450,000 | 60,000 | 109,000 | 188,000 | 93,000 | 1,820,000 | 4.0 |
| 2019 | Oct | 5,410,000 | 690,000 | 1,280,000 | 2,300,000 | 1,140,000 | 462,000 | 61,000 | 110,000 | 193,000 | 98,000 | 1,770,000 | 3.9 |
| 2019 | Nov | 5,320,000 | 700,000 | 1,280,000 | 2,240,000 | 1,100,000 | 404,000 | 55,000 | 96,000 | 170,000 | 83,000 | 1,640,000 | 3.7 |
| 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 r | 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 p | 5,860,000 | 640,000 | 1,390,000 | 2,590,000 | 1,240,000 | 597,000 | 69,000 | 147,000 | 259,000 | 122,000 | 1,500,000 | 3.1 |
| vs. last month: | | 24.7% | 30.6% | 27.5% | 19.4% | 30.5% | 17.8% | 30.2% | 16.7% | 14.6% | 19.6% | -2.6% | -20.5% |
| vs. last year: | | 8.7% | -5.9% | 10.3% | 12.6% | 7.8% | 10.6% | -2.8% | 11.4% | 14.6% | 9.9% | -21.1% | -26.2% |
| year-to-date: | | | | | | | 2.917 | 0.332 | 0.695 | 1.298 | 0.592 | | |

Note: Annual inventory figures are from December of each year

Sales Price of Existing Homes

| Year | | U.S. | | | | | U.S. | | | | |
|-----------------------|-------|-------------------------|-------------|-------------|-------------|--------------|-------------------------|-------------|-------------|-------------|-------------|
| | | U.S. | Northeast | Midwest | South | West | U.S. | Northeast | Midwest | South | West |
| | | Median | | | | | Average (Mean) | | | | |
| 2017 | | \$247,200 | \$275,000 | \$194,900 | \$218,000 | \$366,400 | \$289,200 | \$312,200 | \$226,400 | \$255,400 | \$388,200 |
| 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 |
| | | Not Seasonally Adjusted | | | | | Not Seasonally Adjusted | | | | |
| 2019 | Jul | 280,400 | 305,700 | 226,300 | 244,300 | 407,800 | 316,800 | 337,500 | 253,300 | 280,000 | 421,500 |
| 2019 | Aug | 278,800 | 316,500 | 222,500 | 239,800 | 408,100 | 314,900 | 343,700 | 249,300 | 275,100 | 421,500 |
| 2019 | Sep | 271,500 | 301,000 | 211,800 | 236,100 | 402,200 | 307,500 | 330,900 | 239,200 | 269,500 | 418,100 |
| 2019 | Oct | 271,100 | 296,700 | 208,600 | 235,500 | 406,600 | 307,300 | 328,300 | 236,400 | 270,300 | 421,400 |
| 2019 | Nov | 271,300 | 301,700 | 208,600 | 234,800 | 410,800 | 308,200 | 331,900 | 236,300 | 269,800 | 423,400 |
| 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 r | 294,500 | 334,400 | 235,000 | 256,700 | 431,500 | 328,900 | 357,800 | 261,300 | 290,800 | 436,200 |
| 2020 | Jul p | 304,100 | 317,800 | 244,500 | 268,500 | 453,800 | 337,500 | 346,800 | 272,000 | 303,900 | 448,700 |
| vs. last year: | | 8.5% | 4.0% | 8.0% | 9.9% | 11.3% | 6.5% | 2.8% | 7.4% | 8.5% | 6.5% |