

# NATIONAL ASSOCIATION OF REALTORS®

## Existing Home Sales

Year		Sales					Sales					Inventory*	
		U.S.	Northeast	Midwest	South	West	U.S.	Northeast	Midwest	South	West	Supply	Mos.
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	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	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 r	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 p	6,850,000	900,000	1,640,000	2,910,000	1,400,000	573,000	78,000	139,000	237,000	119,000	1,420,000	2.5
	<b>vs. last month:</b>	<b>4.3%</b>	<b>4.7%</b>	<b>8.6%</b>	<b>3.2%</b>	<b>1.4%</b>	<b>1.8%</b>	<b>2.6%</b>	<b>3.0%</b>	<b>0.9%</b>	<b>1.7%</b>	<b>-2.7%</b>	<b>-7.4%</b>
	<b>vs. last year:</b>	<b>26.6%</b>	<b>30.4%</b>	<b>28.1%</b>	<b>26.5%</b>	<b>22.8%</b>	<b>24.0%</b>	<b>27.9%</b>	<b>26.4%</b>	<b>22.8%</b>	<b>21.4%</b>	<b>-19.8%</b>	<b>-35.9%</b>
	<b>year-to-date:</b>						<b>4.613</b>	<b>0.561</b>	<b>1.106</b>	<b>2.007</b>	<b>0.939</b>		

Note: Annual inventory figures are from December of each year

## Sales Price of Existing Homes

Year		Sales Price					Sales Price				
		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	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	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 r	311,400	354,600	243,100	267,800	467,300	343,100	371,500	270,900	303,700	457,600
2020	Oct p	313,000	356,500	243,500	272,500	467,800	345,100	372,900	272,500	308,500	456,600
	<b>vs. last year:</b>	<b>15.5%</b>	<b>20.2%</b>	<b>16.7%</b>	<b>15.7%</b>	<b>15.1%</b>	<b>12.3%</b>	<b>13.6%</b>	<b>15.3%</b>	<b>14.1%</b>	<b>8.4%</b>