

# 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	2,460,000	1,150,000	*	*	*	*	*	1,060,000	3.1	
Seasonally Adjusted Annual Rate						Not Seasonally Adjusted							
2020	Sep	6,440,000	840,000	1,480,000	2,770,000	1,350,000	563,000	76,000	135,000	235,000	117,000	1,460,000	2.7
2020	Oct	6,730,000	870,000	1,600,000	2,880,000	1,380,000	573,000	78,000	138,000	238,000	119,000	1,420,000	2.5
2020	Nov	6,590,000	860,000	1,530,000	2,820,000	1,380,000	493,000	69,000	115,000	208,000	101,000	1,280,000	2.3
2020	Dec	6,650,000	890,000	1,540,000	2,850,000	1,370,000	538,000	77,000	118,000	234,000	109,000	1,060,000	1.9
2021	Jan	6,660,000	870,000	1,530,000	2,950,000	1,310,000	366,000	50,000	75,000	165,000	76,000	1,030,000	1.9
2021	Feb	6,240,000	770,000	1,310,000	2,780,000	1,380,000	366,000	42,000	73,000	171,000	80,000	1,030,000	2.0
2021	Mar	6,010,000	760,000	1,280,000	2,700,000	1,270,000	484,000	55,000	97,000	228,000	104,000	1,050,000	2.1
2021	Apr	5,850,000	730,000	1,290,000	2,600,000	1,230,000	513,000	57,000	110,000	234,000	112,000	1,150,000	2.4
2021	May	5,780,000	720,000	1,290,000	2,590,000	1,180,000	528,000	61,000	121,000	237,000	109,000	1,210,000	2.5
2021	Jun	5,870,000	740,000	1,330,000	2,600,000	1,200,000	615,000	76,000	147,000	268,000	124,000	1,230,000	2.5
2021	Jul	6,000,000	740,000	1,390,000	2,630,000	1,240,000	584,000	74,000	140,000	252,000	118,000	1,310,000	2.6
2021	Aug r	5,880,000	730,000	1,370,000	2,550,000	1,230,000	576,000	75,000	140,000	246,000	115,000	1,280,000	2.6
2021	Sep p	6,290,000	770,000	1,440,000	2,770,000	1,310,000	548,000	69,000	132,000	234,000	113,000	1,270,000	2.4
<b>vs. last month:</b>		<b>7.0%</b>	<b>5.5%</b>	<b>5.1%</b>	<b>8.6%</b>	<b>6.5%</b>	<b>-4.9%</b>	<b>-8.0%</b>	<b>-5.7%</b>	<b>-4.9%</b>	<b>-1.7%</b>	<b>-0.8%</b>	<b>-7.7%</b>
<b>vs. last year:</b>		<b>-2.3%</b>	<b>-8.3%</b>	<b>-2.7%</b>	<b>0.0%</b>	<b>-3.0%</b>	<b>-2.7%</b>	<b>-9.2%</b>	<b>-2.2%</b>	<b>-0.4%</b>	<b>-3.4%</b>	<b>-13.0%</b>	<b>-11.1%</b>
<b>year-to-date:</b>							<b>4.580</b>	<b>0.559</b>	<b>1.035</b>	<b>2.035</b>	<b>0.951</b>		

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	296,700	337,900	233,200	258,800	444,800	331,900	359,300	260,600	293,700	443,500	
Not Seasonally Adjusted						Not Seasonally Adjusted					
2020	Sep	311,500	354,500	243,100	267,900	467,700	343,100	371,400	270,900	303,800	457,800
2020	Oct	313,000	356,300	241,000	271,800	470,900	344,700	372,800	269,500	307,400	459,300
2020	Nov	310,800	355,900	238,600	269,300	468,000	342,800	372,700	266,400	304,600	458,700
2020	Dec	309,200	361,900	233,500	268,800	467,900	342,000	376,200	262,400	303,700	457,700
2021	Jan	303,600	361,400	228,200	263,200	464,500	337,800	374,400	257,700	298,100	455,400
2021	Feb	310,700	357,900	231,500	270,400	478,200	342,100	371,500	261,100	304,800	462,600
2021	Mar	326,300	364,800	245,300	279,900	493,300	353,100	377,200	274,500	315,200	474,300
2021	Apr	340,600	381,200	259,300	288,100	501,200	364,100	387,500	287,300	324,300	486,700
2021	May	350,400	384,300	269,000	299,000	504,900	371,700	392,400	294,900	332,800	493,800
2021	Jun	362,800	412,800	278,500	310,500	507,000	381,200	410,000	305,200	340,700	498,900
2021	Jul	359,500	411,200	274,300	304,500	508,300	378,400	407,700	301,200	335,100	500,700
2021	Aug r	357,700	407,800	270,800	307,000	508,000	376,800	405,300	297,500	335,700	500,100
2021	Sep p	352,800	387,200	265,300	307,500	506,300	372,600	394,000	290,700	335,000	499,100
<b>vs. last year:</b>		<b>13.3%</b>	<b>9.2%</b>	<b>9.1%</b>	<b>14.8%</b>	<b>8.3%</b>	<b>8.6%</b>	<b>6.1%</b>	<b>7.3%</b>	<b>10.3%</b>	<b>9.0%</b>