

# 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	Mar	5,350,000	650,000	1,270,000	2,330,000	1,100,000	416,000	45,000	93,000	191,000	87,000	1,490,000	3.3
2020	Apr	4,370,000	560,000	1,140,000	1,870,000	800,000	373,000	43,000	94,000	164,000	72,000	1,460,000	4.0
2020	May	4,010,000	490,000	1,030,000	1,760,000	730,000	372,000	42,000	98,000	163,000	69,000	1,550,000	4.6
2020	Jun	4,770,000	510,000	1,120,000	2,170,000	970,000	507,000	53,000	126,000	226,000	102,000	1,540,000	3.9
2020	Jul	5,900,000	660,000	1,400,000	2,600,000	1,240,000	597,000	70,000	147,000	259,000	121,000	1,500,000	3.1
2020	Aug	5,970,000	750,000	1,400,000	2,570,000	1,250,000	560,000	74,000	137,000	237,000	112,000	1,490,000	3.0
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 r	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 p	6,010,000	760,000	1,280,000	2,700,000	1,270,000	484,000	55,000	97,000	228,000	104,000	1,070,000	2.1
	<b>vs. last month:</b>	<b>-3.7%</b>	<b>-1.3%</b>	<b>-2.3%</b>	<b>-2.9%</b>	<b>-8.0%</b>	<b>32.2%</b>	<b>31.0%</b>	<b>32.9%</b>	<b>33.3%</b>	<b>30.0%</b>	<b>3.9%</b>	<b>5.0%</b>
	<b>vs. last year:</b>	<b>12.3%</b>	<b>16.9%</b>	<b>0.8%</b>	<b>15.9%</b>	<b>15.5%</b>	<b>16.3%</b>	<b>22.2%</b>	<b>4.3%</b>	<b>19.4%</b>	<b>19.5%</b>	<b>-28.2%</b>	<b>-36.4%</b>
	<b>year-to-date:</b>						<b>1.216</b>	<b>0.147</b>	<b>0.245</b>	<b>0.564</b>	<b>0.260</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	Mar	280,700	300,400	218,600	245,600	422,200	316,100	331,500	246,000	281,100	430,000
2020	Apr	286,800	312,500	228,400	250,000	418,100	321,100	342,300	254,800	285,500	428,900
2020	May	283,500	328,100	227,300	244,300	406,600	317,900	352,100	252,500	278,600	421,200
2020	Jun	294,400	334,000	235,100	256,700	431,000	328,900	357,600	261,300	290,800	435,900
2020	Jul	305,600	332,700	243,500	266,800	452,000	338,000	356,200	271,000	302,000	448,200
2020	Aug	310,400	349,100	246,300	268,800	456,100	342,300	368,400	274,500	304,000	450,700
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 r	310,700	357,900	231,500	270,400	478,200	342,100	371,500	261,100	304,800	462,600
2021	Mar p	329,100	364,800	248,200	283,900	493,300	355,200	377,200	277,000	319,600	474,300
	<b>vs. last year:</b>	<b>17.2%</b>	<b>21.4%</b>	<b>13.5%</b>	<b>15.6%</b>	<b>16.8%</b>	<b>12.4%</b>	<b>13.8%</b>	<b>12.6%</b>	<b>13.7%</b>	<b>10.3%</b>