

NATIONAL ASSOCIATION OF REALTORS®

Existing Home Sales

Year	U.S.	Northeast	Midwest	South	West	U.S.	Northeast	Midwest	South	West	Inventory*	Mos. Supply
2009	4,340,000	590,000	980,000	1,640,000	1,130,000	*	*	*	*	*	2,740,000	8.8
2010	4,190,000	570,000	910,000	1,630,000	1,080,000	*	*	*	*	*	3,020,000	9.4
2011	4,260,000	540,000	910,000	1,680,000	1,130,000	*	*	*	*	*	2,320,000	8.2
Seasonally Adjusted Annual Rate						Not Seasonally Adjusted						
2011 Oct	4,320,000	510,000	940,000	1,730,000	1,140,000	343,000	43,000	71,000	140,000	89,000	2,740,000	7.6
2011 Nov	4,400,000	540,000	980,000	1,740,000	1,140,000	335,000	40,000	68,000	132,000	95,000	2,620,000	7.1
2011 Dec	4,380,000	580,000	970,000	1,700,000	1,130,000	349,000	44,000	76,000	136,000	93,000	2,320,000	6.4
2012 Jan	4,630,000	600,000	1,010,000	1,760,000	1,260,000	260,000	30,000	53,000	101,000	76,000	2,330,000	6.0
2012 Feb	4,600,000	590,000	1,020,000	1,770,000	1,220,000	287,000	38,000	64,000	112,000	73,000	2,400,000	6.3
2012 Mar	4,470,000	590,000	1,020,000	1,730,000	1,130,000	360,000	43,000	82,000	140,000	95,000	2,320,000	6.2
2012 Apr	4,620,000	620,000	1,030,000	1,790,000	1,180,000	400,000	52,000	89,000	155,000	104,000	2,500,000	6.5
2012 May	4,620,000	610,000	1,040,000	1,810,000	1,160,000	448,000	57,000	108,000	169,000	114,000	2,470,000	6.4
2012 Jun	4,370,000	540,000	1,020,000	1,730,000	1,080,000	463,000	58,000	111,000	180,000	114,000	2,370,000	6.5
2012 Jul	4,470,000	580,000	1,040,000	1,770,000	1,080,000	430,000	64,000	106,000	167,000	93,000	2,400,000	6.4
2012 Aug	4,830,000	630,000	1,110,000	1,920,000	1,170,000	476,000	65,000	108,000	190,000	113,000	2,400,000	6.0
2012 Sep r	4,690,000	590,000	1,090,000	1,880,000	1,130,000	372,000	47,000	88,000	153,000	84,000	2,170,000	5.6
2012 Oct p	4,790,000	580,000	1,110,000	1,920,000	1,180,000	404,000	50,000	90,000	166,000	98,000	2,140,000	5.4
vs. last month:	2.1%	-1.7%	1.8%	2.1%	4.4%	8.6%	6.4%	2.3%	8.5%	16.7%	-1.4%	-3.6%
vs. last year:	10.9%	13.7%	18.1%	11.0%	3.5%	17.8%	16.3%	26.8%	18.6%	10.1%	-21.9%	-28.9%
year-to-date:						3.900	0.504	0.899	1.533	0.964		

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)				
2009	\$172,500	\$240,500	\$144,100	\$153,000	\$211,100	\$216,900	\$276,300	\$171,100	\$192,700	\$256,700
2010	172,900	243,500	141,600	150,100	214,800	220,000	281,500	172,500	193,000	264,100
2011	166,100	237,500	135,400	144,200	201,300	214,000	276,900	166,900	188,100	252,300
Not Seasonally Adjusted						Not Seasonally Adjusted				
2011 Oct	160,800	222,300	131,700	140,700	199,700	205,900	259,300	160,400	181,300	250,300
2011 Nov	164,000	237,600	132,300	142,500	200,400	210,400	274,700	162,000	184,500	250,600
2011 Dec	162,200	220,000	128,900	145,100	204,500	209,500	262,000	158,700	188,600	252,600
2012 Jan	154,600	225,200	121,400	134,000	189,300	200,900	266,600	150,600	175,700	240,400
2012 Feb	155,600	222,000	119,800	137,500	193,500	201,600	263,300	147,900	178,100	245,200
2012 Mar	164,800	230,200	131,600	146,500	204,600	212,100	269,000	160,200	189,300	256,000
2012 Apr	173,700	233,100	139,900	152,500	224,000	221,700	273,800	168,900	198,000	272,000
2012 May	180,300	239,900	147,700	159,400	230,700	229,600	280,200	178,100	206,400	278,500
2012 Jun	188,800	253,200	156,200	164,100	235,100	238,200	294,600	190,000	212,300	283,400
2012 Jul	187,800	254,200	153,700	161,700	241,200	236,200	291,800	186,000	207,100	288,900
2012 Aug	184,900	249,800	151,000	158,000	242,000	233,100	288,100	183,800	202,600	287,700
2012 Sep r	178,300	235,400	145,300	150,500	245,300	226,600	274,900	176,300	193,300	291,500
2012 Oct p	178,600	232,600	145,600	152,200	242,100	226,300	271,400	176,600	195,100	290,200
vs. last year:	11.1%	4.6%	10.6%	8.2%	21.2%	9.9%	4.7%	10.1%	7.6%	15.9%