

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		
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	*	*	*	*	*	2,380,000	8.3
		Seasonally Adjusted Annual Rate					Not Seasonally Adjusted						
2010	Dec	4,450,000	600,000	950,000	1,700,000	1,200,000	345,000	43,000	71,000	136,000	95,000	3,020,000	8.1
2011	Jan	4,640,000	570,000	980,000	1,800,000	1,290,000	247,000	28,000	48,000	97,000	74,000	2,910,000	7.5
2011	Feb	4,220,000	540,000	890,000	1,610,000	1,180,000	253,000	34,000	54,000	99,000	66,000	3,010,000	8.6
2011	Mar	4,360,000	550,000	900,000	1,730,000	1,180,000	347,000	41,000	72,000	138,000	96,000	3,030,000	8.3
2011	Apr	4,270,000	540,000	920,000	1,700,000	1,110,000	375,000	45,000	79,000	148,000	103,000	3,200,000	9.0
2011	May	4,120,000	530,000	870,000	1,630,000	1,090,000	391,000	48,000	89,000	150,000	104,000	3,020,000	9.1
2011	Jun	4,140,000	500,000	880,000	1,640,000	1,120,000	440,000	54,000	97,000	171,000	118,000	3,160,000	9.2
2011	Jul	4,000,000	510,000	890,000	1,620,000	980,000	385,000	57,000	88,000	151,000	89,000	3,150,000	9.5
2011	Aug	4,320,000	540,000	930,000	1,690,000	1,160,000	429,000	57,000	92,000	170,000	110,000	3,020,000	8.4
2011	Sep	4,190,000	540,000	910,000	1,670,000	1,070,000	369,000	47,000	82,000	149,000	91,000	2,900,000	8.3
2011	Oct	4,250,000	510,000	920,000	1,700,000	1,120,000	343,000	43,000	71,000	140,000	89,000	2,740,000	7.7
2011	Nov r	4,390,000	560,000	960,000	1,710,000	1,160,000	335,000	40,000	68,000	132,000	95,000	2,620,000	7.2
2011	Dec p	4,610,000	620,000	1,040,000	1,760,000	1,190,000	350,000	44,000	76,000	137,000	93,000	2,380,000	6.2
vs. last month:		5.0%	10.7%	8.3%	2.9%	2.6%	4.5%	10.0%	11.8%	3.8%	-2.1%	-9.2%	-13.9%
vs. last year:		3.6%	3.3%	9.5%	3.5%	-0.8%	1.4%	2.3%	7.0%	0.7%	-2.1%	-21.2%	-23.5%
year-to-date:							4.264	0.538	0.916	1.682	1.128		

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)				
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	135,500	144,200	201,300	214,000	276,900	166,900	188,100	252,300
		Not Seasonally Adjusted					Not Seasonally Adjusted				
2010	Dec	168,800	237,600	140,100	148,500	204,500	217,900	279,500	174,200	193,200	255,900
2011	Jan	157,900	235,700	126,900	135,200	190,600	205,800	272,900	160,100	179,400	240,800
2011	Feb	156,100	230,200	121,100	135,700	189,500	202,300	268,200	153,900	178,000	238,900
2011	Mar	159,800	232,800	126,200	137,900	195,200	207,300	270,200	158,700	182,100	247,700
2011	Apr	161,100	235,800	131,600	142,000	191,300	210,200	275,800	164,500	186,100	244,000
2011	May	169,300	241,500	138,800	148,100	206,200	217,600	281,500	169,700	192,400	257,900
2011	Jun	175,600	258,300	145,400	154,800	205,900	226,000	295,000	178,800	203,200	258,900
2011	Jul	171,200	245,600	145,700	152,600	191,600	220,400	287,000	178,700	198,700	246,100
2011	Aug	171,200	243,700	141,400	150,300	208,100	219,500	283,300	174,400	193,400	258,900
2011	Sep	165,300	229,400	135,700	144,600	208,100	212,800	271,100	165,800	186,000	259,500
2011	Oct	160,800	222,300	131,700	140,700	199,700	205,900	259,300	160,400	181,300	250,300
2011	Nov r	160,800	222,300	131,700	140,700	199,700	210,400	274,500	162,200	184,500	251,000
2011	Dec p	164,500	231,300	129,100	146,900	205,200	212,000	270,500	159,000	191,000	253,100
vs. last year:		-2.5%	-2.7%	-7.9%	-1.1%	0.3%	-2.7%	-3.2%	-8.7%	-1.1%	-1.1%