

NATIONAL ASSOCIATION OF REALTORS®

Pending Home Sales Index (PHSI)

| Year | United States | | | | | United States | | | | | |
|------|------------------------|---------------------------------|-------------|--------------|--------------|---------------|-------------------------|--------------|--------------|--------------|---------------|
| | United States | Northeast | Midwest | South | West | United States | Northeast | Midwest | South | West | |
| 2016 | 110.2 | 96.4 | 107.9 | 123.3 | 102.7 | * | * | * | * | * | |
| 2017 | 108.9 | 97.1 | 104.7 | 123.6 | 99.4 | * | * | * | * | * | |
| 2018 | 105.1 | 92.6 | 100.5 | 122.3 | 92.6 | * | * | * | * | * | |
| | | Seasonally Adjusted Annual Rate | | | | | Not Seasonally Adjusted | | | | |
| 2018 | Jan | 105.6 | 87.4 | 100.5 | 123.6 | 97.1 | 81.5 | 61.8 | 72.0 | 98.1 | 80.8 |
| 2018 | Feb | 107.2 | 94.6 | 99.3 | 125.5 | 96.8 | 97.4 | 79.8 | 102.6 | 108.6 | 88.2 |
| 2018 | Mar | 107.1 | 90.9 | 100.3 | 126.3 | 96.6 | 131.3 | 109.5 | 121.9 | 163.4 | 107.6 |
| 2018 | Apr | 106.4 | 90.8 | 99.2 | 126.3 | 94.9 | 131.5 | 118.5 | 126.8 | 153.9 | 111.5 |
| 2018 | May | 106.1 | 92.5 | 101.5 | 123.2 | 94.7 | 133.4 | 134.9 | 132.5 | 147.8 | 110.5 |
| 2018 | June | 106.6 | 93.7 | 101.9 | 124.0 | 94.4 | 131.1 | 126.6 | 125.7 | 153.5 | 105.3 |
| 2018 | July | 105.9 | 93.8 | 102.2 | 122.6 | 93.2 | 116.7 | 100.9 | 105.2 | 139.9 | 104.9 |
| 2018 | Aug | 104.7 | 93.6 | 101.5 | 122.2 | 89.3 | 110.0 | 96.7 | 101.8 | 129.2 | 99.1 |
| 2018 | Sept | 104.6 | 92.7 | 101.7 | 120.6 | 92.0 | 87.8 | 67.9 | 80.7 | 101.4 | 89.6 |
| 2018 | Oct | 102.2 | 92.9 | 99.6 | 119.2 | 85.5 | 100.4 | 96.3 | 102.7 | 110.4 | 85.5 |
| 2018 | Nov | 101.0 | 93.9 | 97.6 | 116.1 | 86.3 | 78.9 | 71.8 | 75.6 | 89.7 | 70.8 |
| 2018 | Dec r | 98.7 | 92.5 | 97.5 | 110.0 | 87.0 | 60.7 | 46.1 | 57.9 | 71.6 | 57.8 |
| 2019 | Jan p | 103.2 | 94.0 | 100.2 | 119.8 | 87.3 | 78.9 | 65.6 | 71.3 | 95.1 | 71.9 |
| | vs. last month: | 4.6% | 1.6% | 2.8% | 8.9% | 0.3% | 30.0% | 42.3% | 23.1% | 32.8% | 24.4% |
| | vs. last year: | -2.3% | 7.6% | -0.3% | -3.1% | -10.1% | -3.2% | 6.1% | -1.0% | -3.1% | -11.0% |