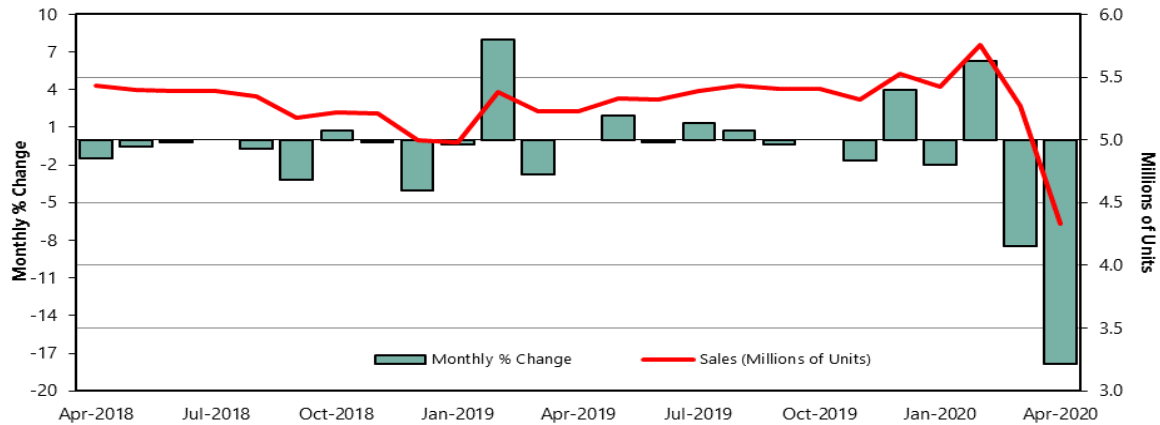


SHARP DROP IN SALES, PRICES STILL STRONG

Existing Home Sales, Thursday, May 21, 2020



Record High: 7.25 M (09/05)

Percent Change from Record High -27.3%

Existing home sale plunged 17.8% in April to an annual rate of 4.33 million, roughly matching expectations for an annual rate of 4.325 million. The decline last month follows a sharp drop of 8.5% in March and an annual rate of 5.27 million. Sales are trending much lower because of pandemic restrictions and are now 17.2% below year ago levels. Sales declined in all regions of the U.S. in April, dropping 12.0%, 16.9%, and 17.9% in the Midwest, Northeast and South respectively, while the West posted the largest sales decline at 25.0%. The inventory of homes available for sale fell 1.3% on a monthly basis and 19.7% on a yearly basis to 1.470 million units which represents a 4.1 month-supply at the current sales pace. House prices shot higher over the past year amid still tight supply; the annual gain in the median price for an existing home rose 7.4% in April to \$286,800. "The economic lockdowns – occurring from mid-March through April in most states – have temporarily disrupted home sales," said Lawrence Yun, NAR's chief economist. "But the listings that are on the market are still attracting buyers and boosting home prices."

MILLIONS OF UNITS

Forecast:	4.920 M
Consensus*:	4.325 M
Actual:	4.330 M

	Monthly Changes				Average Changes for						
	Apr-20	Mar-20	Feb-20	Jan-20	Three Month	Six Month	Twelve Month	2019	2018	Five Year	Ten Year

Existing Home Sales	4.33	5.27	5.76	5.42	5.12	5.27	5.33	5.34	5.34	5.38	5.00
(percent change)	-17.8	-8.5	6.3	-2.0				0.0	-3.1		
(year-on-year percent change)	-17.2	0.8	7.1	8.8							

Northeast (thousands)	540	650	700	730	630	675	681	690	690	712	656
(percent change)	-16.9	-7.1	-4.1	0.0				0.0	-6.8		
Midwest (thousands)	1,100	1,250	1,290	1,280	1,213	1,243	1,255	1,250	1,270	1,272	1,159
(percent change)	-12.0	-3.1	0.8	1.6				-1.6	-2.3		
South (thousands)	1,880	2,290	2,520	2,350	2,230	2,275	2,285	2,290	2,240	2,234	2,042
(percent change)	-17.9	-9.1	7.2	-0.8				2.2	-0.9		
West (thousands)	810	1,080	1,250	1,060	1,047	1,078	1,106	1,120	1,140	1,168	1,150
(percent change)	-25.0	-13.6	17.9	-9.4				-1.8	-6.6		

Inventory (thousands)	1,470	1,490	1,460	1,400	1,473	1,475	1,667	1,390	1,530	1,558	1,868
(percent change)	-1.3	2.1	4.3	0.7							
(year-on-year percent change)	-19.7	-10.8	-10.4	-11.9							
Months' Supply	4.1	3.4	3.0	3.1	3.5	3.4	3.8	3.9	4.0	4.2	5.5

Median Sales Price (\$000)	286.8	280.6	270.4	266.2	279.3	275.0	276.3	271.8	259.3	246.9	215.6
(year-on-year percent change)	7.4	8.0	8.1	6.7				4.8	4.9		