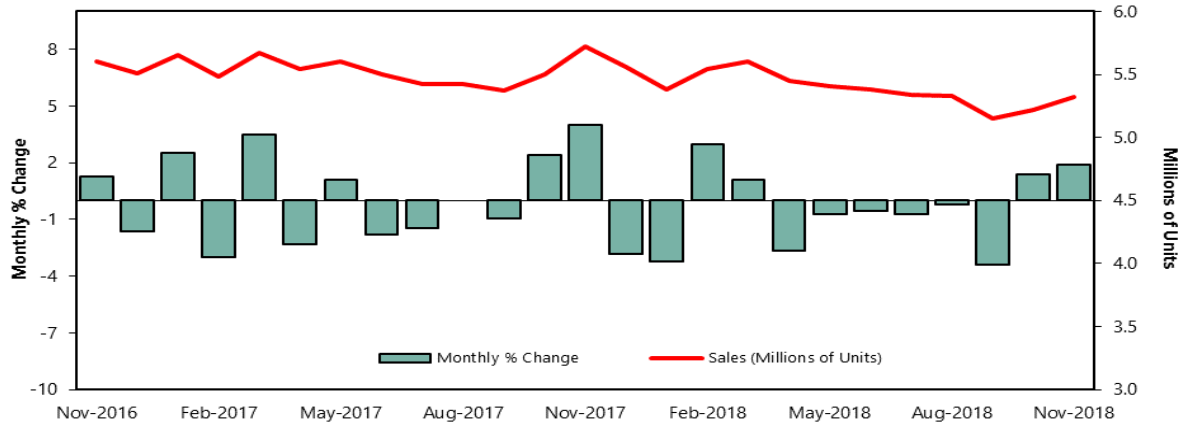


MODEST INCREASE SECOND MONTH IN A ROW

Existing Home Sales, Wednesday, December 19, 2018



Record High: 7.25 M (09/05)

Percent Change from Record High -26.6%

Existing home sales rose for the second month in a row by increasing 1.9% November to an annual pace of 5.32 million following a 1.4% gain in October and an annual rate of 5.22 million. While the monthly gains are a positive sign, existing home sales continue to trend lower and remain down 7.0% from November 2017. Regionally, sales gained in all areas of the country except for the West where they declined 6.3% last month. The inventory of homes available for sale fell 5.9% on the month to 1.740 million which represents just a 3.9-month supply at the current sales pace. However, inventories were up 4.2% on the year. House price gains continue to soften amid rising inventory levels as the median price for an existing home gained 4.2% in November to \$257,700. NAR chief economist, Lawrence Yun says two consecutive months of increases is a welcomed sign for the market. "The market conditions in November were mixed, with good signs of stabilizing home sales compared to recent months, though down significantly from one year ago. Rising inventory is clearly taming home price appreciation."

MILLIONS OF UNITS

| | |
|----------------|---------------|
| Forecast: | 5.30 M |
| Consensus*: | 5.19 M |
| Actual: | 5.32 M |

| | Monthly Changes | | | | Average Changes for | | | | | | |
|--|-----------------|--------|--------|--------|---------------------|-----------|--------------|------|------|-----------|----------|
| | Nov-18 | Oct-18 | Sep-18 | Aug-18 | Three Month | Six Month | Twelve Month | 2017 | 2016 | Five Year | Ten Year |

| | | | | | | | | | | | |
|-------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Existing Home Sales | 5.32 | 5.22 | 5.15 | 5.33 | 5.23 | 5.29 | 5.39 | 5.51 | 5.45 | 5.25 | 4.78 |
| (percent change) | 1.9 | 1.4 | -3.4 | -0.2 | | | | 1.1 | 3.8 | | |
| (year-on-year percent change) | -7.0 | -5.1 | -4.1 | -1.7 | | | | | | | |

| | | | | | | | | | | | |
|------------------------------|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Northeast (thousands) | 740 | 690 | 680 | 700 | 703 | 698 | 693 | 740 | 740 | 696 | 634 |
| (percent change) | 7.2 | 1.5 | -2.9 | 6.1 | | | | 0.0 | 5.7 | | |
| Midwest (thousands) | 1,340 | 1,270 | 1,280 | 1,280 | 1,297 | 1,282 | 1,278 | 1,300 | 1,300 | 1,236 | 1,100 |
| (percent change) | 5.5 | -0.8 | 0.0 | 2.4 | | | | 0.0 | 4.8 | | |
| South (thousands) | 2,200 | 2,150 | 2,110 | 2,230 | 2,153 | 2,197 | 2,264 | 2,260 | 2,220 | 2,148 | 1,913 |
| (percent change) | 2.3 | 1.9 | -5.4 | -0.4 | | | | 1.8 | 2.8 | | |
| West (thousands) | 1,040 | 1,110 | 1,080 | 1,120 | 1,077 | 1,113 | 1,156 | 1,220 | 1,190 | 1,174 | 1,136 |
| (percent change) | -6.3 | 2.8 | -3.6 | -5.9 | | | | 2.5 | 1.7 | | |

| | | | | | | | | | | | |
|-------------------------------|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Inventory (thousands) | 1,740 | 1,850 | 1,880 | 1,910 | 1,823 | 1,872 | 1,758 | 1,460 | 1,650 | 1,718 | 2,163 |
| (percent change) | -5.9 | -1.6 | -1.6 | -0.5 | | | | | | | |
| (year-on-year percent change) | 4.2 | 2.8 | 1.1 | 2.1 | | | | | | | |
| Months' Supply | 3.9 | 4.3 | 4.4 | 4.3 | 4.2 | 4.3 | 3.9 | 3.9 | 4.4 | 4.6 | 6.6 |

| | | | | | | | | | | | |
|-----------------------------------|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Median Sales Price (\$000) | 257.7 | 255.1 | 256.9 | 265.6 | 256.6 | 263.6 | 256.9 | 247.2 | 233.8 | 221.8 | 199.5 |
| (year-on-year percent change) | 4.2 | 3.7 | 3.8 | 4.9 | | | | 5.7 | 5.1 | | |