

INDUSTRY FACTS

Homes are selling **10 days** faster than last year.

There is a **4.5 month** supply of homes at the current sales pace.

←... **44%** of homes sold in September were on the market for less than a month.

←... **63.5%** of Americans own a home.

←... **67%** of Americans said that they would buy if they were going to move today.

←... **60%** of Americans say that now is a good time to buy; **55%** say that it's a good time to sell.

←... **54%** of Americans say that rents will increase in the next 12 months; **34%** say they'll stay the same.

←... **44%** of Americans expect their personal financial situation will get better in the next 12 months; **39%** expect it to stay the same.

←... **51%** of Americans say their homes have increased in value over the past year.

←... **43%** expect home values in their neighborhood to increase in the coming year.

EXISTING HOME SALES BY REGION:

Northeast:

Existing home sales increased **5.7%** to an annual rate of **740,000**.

Midwest:

Existing home sales increased **3.9%** to an annual rate of **1.32 million**.

South:

Existing home sales increased **0.9%** to an annual rate of **2.16 million**.

West:

Existing home sales increased **5.0%** to an annual rate of **1.25 million**.