



## No Major Change For Existing Home Sales

Two months ago, existing home sales came in at the highest levels in a year according to the National Association of Realtors (NAR). Last month's report showed a fairly sharp decline to 5 month lows. The latest data, out this week is less sensational by comparison.

Granted, we can now technically say that existing sales are at 6 month lows, but they really didn't change much from a month ago.



As has been and continues to be the case, zooming out on the same chart results in an entirely different impression of the home resale market.



### Tan & Samantha Tunador

VP | Sr Loan Officer Team,  
Atlantic Coast Mortgage, LLC

[www.TheTunadorGroup.com](http://www.TheTunadorGroup.com)

P: (703) 919-5875

M: (703) 328-0628

[tan@acmlc.com](mailto:tan@acmlc.com)

20365 Exchange Street  
Ashburn Virginia 20147

NMLS ID 1166669

NMLS ID 2408374



### Peter Leonard-Morgan

Associate Broker, Hunt  
Country Sotheby's  
International Realty

[www.peterleonardmorgan.com](http://www.peterleonardmorgan.com)

P: (540) 687-8500

M: (443) 254-5530

[peterleonard-morgan@huntcountrysir.com](mailto:peterleonard-morgan@huntcountrysir.com)

Middleburg VA



Then again, there is perhaps some solace in zooming out even more.



“Home sales have been at 75% of normal or pre-pandemic activity for the past three years, even with seven million jobs added to the economy,” said NAR Chief Economist Lawrence Yun. “Pent-up housing demand continues to grow, though not realized. Any meaningful decline in mortgage rates will help release this demand.”

Here's a regional breakdown of sales activity and prices from this report:

- **Northeast**
  - **Sales:** 480,000 annual rate (↓2.0% from March)
  - **Median Price:** \$487,400 (↑6.3% YoY)
- **Midwest**
  - **Sales:** 970,000 annual rate (↑2.1% from March)
  - **Median Price:** \$313,300 (↑3.6% YoY)
- **South**
  - **Sales:** 1.81 million annual rate (unchanged from March)
  - **Median Price:** \$365,300 (↓0.1% YoY)
- **West**
  - **Sales:** 740,000 annual rate (↓3.9% from March)
  - **Median Price:** \$628,500 (↓0.2% YoY)

And a breakdown of the remaining details:

- **Total Housing Inventory**
  - 1.45 million units (vs 1.33 million in March; +9.0%)
- **Unsold Inventory Supply**
  - 4.4-month supply (vs 4.0 months in March)
- **Median Existing-Home Price**
  - \$414,000 (vs \$406,600 in March; +1.8%)
- **Typical Time on Market**
  - 29 days (vs 36 days in March)
- **First-Time Home Buyer Share**
  - 34% (vs 32% in March)
- **Cash Sales Share**
  - 25% (vs 26% in March)
- **Investor/Second-Home Buyer Share**
  - 15% (vs 15% in March)
- **Distressed Sales Share**
  - 2% (vs 3% in March)

Always find the latest releases from NAR on their site: <https://www.nar.realtor/research-and-statistics/housing-statistics/existing-home-sales>