



Macroeconomic Indicators

Existing Home Sales

Definition

The existing home sales data include sales of existing single-family homes, townhomes, condominiums and co-ops based on transaction closing from Multiple-Listing Services (MLSs). Transactions outside of MLSs are not captured in the data. Existing home sales data differ from the U.S. Census Bureau's data on new home sales: New home sales data include only single-family homes, whereas existing home sales also include townhomes, condominiums and co-ops. Additionally, new home sales data are based on sales contracts, not closings.

Who Releases the Existing Home Sales Data?

National Association of Realtors.

Available to the public: <https://www.nar.realtor/research-and-statistics/housing-statistics/existing-home-sales>.

What Does the Indicator Tell Investors?

The report is a good gauge of the housing market, as well as the state of the economy. The housing market has a multiplier effect for the economy, as home buyers will also need furniture, appliances, and services, such as landscaping when they are purchasing a home. A strong housing market often goes hand in hand with a bullish stock market. Rising interest rates may provide headwind to the housing market, making housing less affordable.

Type of Indicator

Existing home sales is a leading economic indicator.

How Often Is the Indicator Released?

Once a month, towards the end of the month.

Is the Indicator Revised?

Yes.