

HOUSING CONNECTION

Mortgage and Real Estate News That Matters



A message from Nickolas Inhelder:

We Make Home Happen.™

Our goal is simple:

To help every family we serve get to **"Yes."**

Yes to the loan that unlocks the joy of home ownership.

Yes to the lending solution that meets every client's unique needs and wants.

That's why we dedicate our every resource to serve as your personal guide through the lending process, solving problems, building confidence. Aslan has access to every lending option leading to the purchase or refinance of a residential home loan.

This is more than work for us. It is our unique joy in this life to share our collective skill, creativity, and care to bring you and your family right to where you belong.

Let's make home happen.

CONTACT ME TODAY



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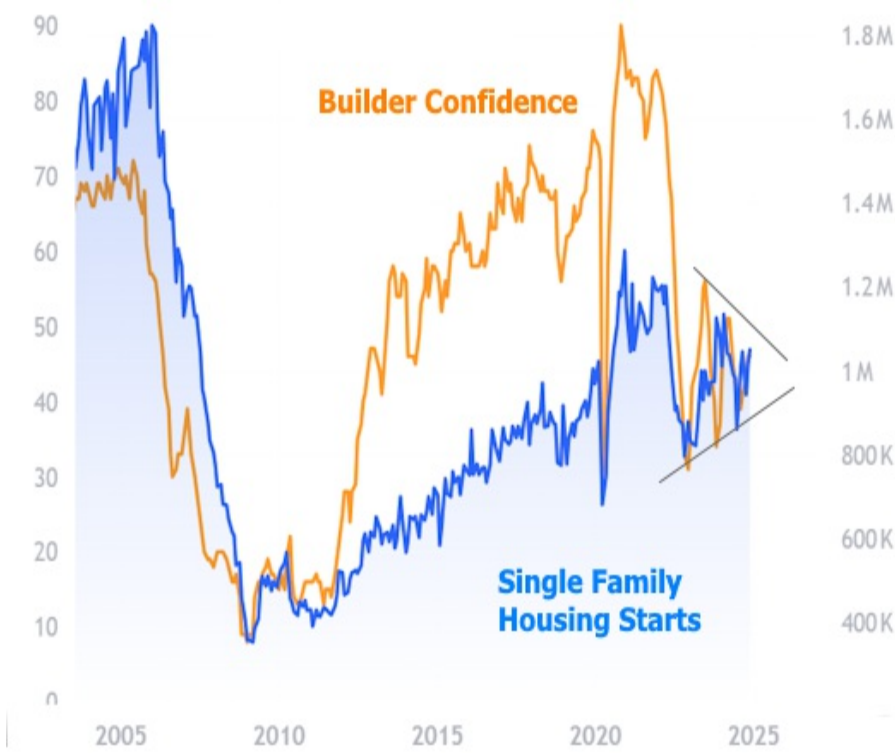
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Homebuilder Confidence Consolidation Continues

While it would be technically accurate to point out a slight increase in January's homebuilder confidence (officially the National Association of Homebuilders Housing Market Index or **HMI**), the type of movement we've seen in the past 2 years is better characterized as "incidental" in the bigger picture.

As with most housing-related metrics, HMI plummeted in 2022 as interest rates skyrocketed. It's been broadly sideways ever since with the swings between highs and lows getting smaller and smaller.



In market jargon, this is a textbook example of "consolidation"--something that can signal an eventual reversal back toward higher levels or a renewed slide to lower lows. Absent another catastrophic episode like the Great Financial Crisis, it's not clear what would make builders feel incrementally more gloomy than the post-pandemic lows.

As such, this consolidation is widely viewed as representing some sort of lower boundary. Time is the key variable, and one that's likely to be determined by economic factors such as interest rates and inflation.

Other highlights from this month's NAHB data:

- 30% of builders lowered prices in January, which is in line with the average of the past 6 months
- Average price reduction: 5%, unchanged from last month
- Sales incentives were used in 61% of transactions, also in line with norms