

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



Nickolas Inhelder

Mortgage Broker, In Clear To Close - InCTC LLC

www.AslanHLC.com

P: (720) 446-8778

M: (858) 229-9533

nick@incleartoclose.com

1777 S. Harrison St.

Denver CO 80210

2037157 - CO, FL

2656899 - AL, CO, FL, SD



New Home Sales Drop 10.5%. Should You Care?

The Census Bureau released new home sales data for January this week, and the annual pace was a seemingly significant 10.5% lower than last month's pace. But before you devote even one extra BPM of your heart rate to the news, please look at a longer-term chart of the data in question.

New Home Sales



Home sales are indeed lower versus last month, but caveats abound. First off, last month was revised up from 698k to 734k (annual pace). January's 657k is only 5.9% lower from the unrevised number. It's also good to keep in mind that this data has a notoriously wide margin of error (± 19.9 percent in the present case, according to the Census Bureau).

But even if the data was completely error free, the chart continues to tell a story that is far from troubling, even if it's not grounds for unabashed excitement. Simply put, new homes continue to sell at a pace that's very close to recent highs (excluding the frenzied moments from 2020 through early 2022). Current levels are also on the higher end of the pre covid range going back to 2016.

Bottom line, much like home price appreciation, new home sales have been sideways and boring at relatively strong levels.

Full release available from Census Bureau here: <https://www.census.gov/construction/nrs/pdf/newressales.pdf>