



New Home Sales at 3 Year High, Maybe...

The Census Bureau reported New Home Sales for April today, and at face value, the news is good. Economists expected an annual pace of 692k, but were instead treated to a surprisingly high 743k--just edging out 3 of the best months over the past 3 years.



Unlike many of the other reports we cover, there's really no glaring counterpoint when we zoom out to a wider frame of reference. Sure, sales were higher during the post-pandemic housing frenzy, but unlike existing homes and other housing data, New Home Sales are as good or better than their pre-pandemic levels.



Ashley Gendreau

Buyer & Listing Expert,
LAER Realty Partners

www.AshleyGendreau.com

P: (603) 685-4495

M: (603) 361-0561

agendreau@laerrealty.com

173 Chelmsford Street
Chelmsford MA 01824

MA License #9579621

NH License #074016



Jeffrey Chalmers

Senior Loan Officer,
Movement Mortgage
Licensed: CA, FL, MA, ME,
NH, VT

ClicknFinance.com

M: (774) 291-6527

99 Rosewood Dr, Suite 270
Danvers MA 01923

NMLS #76803

NMLS #39179



So what's the catch? It's too soon to say. In some sense, today's results are cheapened by the fact that last month's numbers were revised quite a bit lower. Granted, big revisions are not-at-all uncommon for this data series, but if we're going to award titles like "best levels in 3 years," it's worth noting that this will not be the case if we see even a fraction of the same sort of downward revision next month.

Geographically, the surprising surge was led by the South and Midwest. The Western region held mostly steady and the Northeast lost ground.

- **Northeast**
 - 23k (down 4k from March)
- **Midwest**
 - 84k (up 22k from March)
- **South**
 - 478k (up 50k from March)
- **West**
 - 158k (up 5k from March)