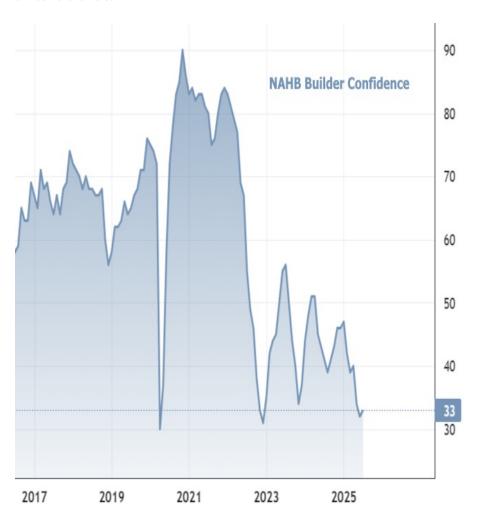
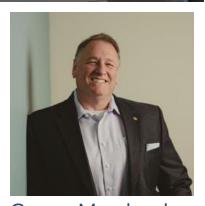
Mortgage and Real Estate News That Matters

## Builder Outlook Ticks Up Despite More Price Cuts and Less Buyer Traffic

Builders are placing their better days in the future according to the National Association of Homebuilders (NAHB) and Wells Fargo's latest Housing Market Index (HMI). Buoyed by longer-run expectations, the headline builder confidence index rose one point to 33, but remained deep in pessimistic territory, marking the 15th consecutive month below the key threshold of 50.





George Moorhead
Designated Broker /
President, Bentley
Properties
www.GeorgeMoorhead.com

P: (425) 747-1901 M: (425) 236-6777 georgem@bentleyproperties.com 14205 SE 36th St Bellevue WA 98006 Washington RE License 2390

Underlying components of the index were mixed:

- Current sales conditions rose one point to 36
- Sales expectations for the next 6 months climbed 3 points to 43
- Buyer traffic slipped one point to 20

High mortgage rates, elevated construction costs, and persistent affordability challenges continue to weigh on builder confidence. In response, many builders are offering concessions to attract hesitant buyers. The share of builders reporting price reductions rose to 38% in July, the highest since NAHB began monthly tracking in 2022. The average price cut remained at 5%.

Sales incentives remained widespread as well, with 62% of builders reporting some form of incentive—unchanged from June.

ms subuucu. Du	lders continue to	race significan	it ricadwirids, ai	id buyer traine	13 Still fical post	paridernie lows.