

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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Buyers See More Choices, Lower Prices in New Home Market

The latest New Home Sales report (released today) shows a slight uptick in June after last month’s sharp drop. The seasonally adjusted annual sales pace rose to 627,000.

This represents a modest +0.6% gain from May’s revised 623,000, but remains 16.6% below the June 2024 level of 671,000.

For all practical purposes, the pace of sales has been relentlessly sideways and stable for more than 2 years--even if there's been a bit of volatility at times.



Regional Breakdown (Sales, June 2025)

- **South:** +5.1% MoM (driving national gain)
- **Midwest:** +6.3% MoM
- **Northeast:** 127.6% MoM
- **West:** 18.4% MoM

Market Inventory & Pricing

- Homes for sale: 511,000 units (+1.2% from May; +8.5% YoY)
- Months' supply: 9.8 months (highest since November 2022)
- Median sales price: \$401,800 (14.9% MoM; 12.9% YoY)
- Average sales price: \$501,000 (12.0% MoM; +1.1% YoY)

Big Picture Takeaway

New home sales rose modestly in June but remain well below last year's levels, held back by elevated mortgage rates (~7%) and excess inventory. The housing market shows signs of cooling, with the median price slipping—providing some relief for buyers, though mortgage costs continue to constrain demand.