# 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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## New Home Market Remains Stuck in Neutral

The latest New Home Sales report showed little change in July, with sales holding very close to June's pace. The seasonally-adjusted annual sales rate came in at 652,000.

This marks a -0.6% dip from June's revised 656,000, and leaves sales -8.2% lower than July 2024's 710,000 level.

For all practical purposes, the pace of sales continues to run sideways, reflecting the same stable range seen over the past 2+ years despite periodic swings.

**Regional Breakdown (Sales, July 2025)**

- **South:** -3.5% MoM
- **Midwest:** -6.6% MoM
- **Northeast:** unchanged MoM
- **West:** +11.7% MoM

**Market Inventory & Pricing**

- Homes for sale: 499,000 units (-0.6% from June; +7.3% YoY)
- Months' supply: 9.2 months (flat MoM; +16.5% YoY)
- Median sales price: $403,800 (-0.8% MoM; -5.9% YoY)
- Average sales price: $487,300 (-3.6% MoM; -5.0% YoY)

**Big Picture Takeaway**

July's new home sales data reinforces the recent pattern: demand is steady at best, but not accelerating. Inventory remains elevated, keeping months' supply near multi-year highs. While prices have softened meaningfully versus last year (reflecting lower square footage more than actual price declines), elevated housing costs continue to limit the benefit to buyers.