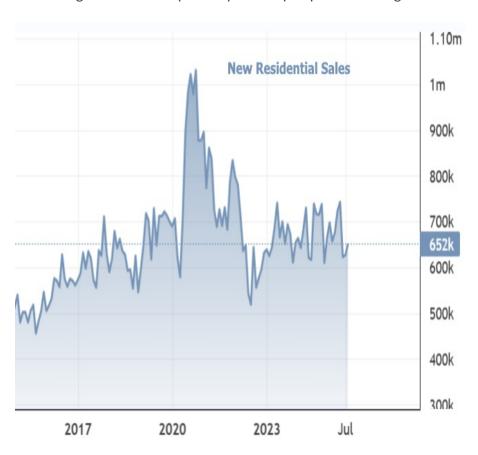
Mortgage and Real Estate News That Matters



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.





Jeff Farnham
President, JTS & Co.
www.jts-co.com
P: (662) 329-9090
4158 HWY 45 N
Columbus MS 39705
NMLS#89796
JTS & Co. NMLS#55275





Regional Breakdown (Sales, July 2025)

South: -3.5% MoMMidwest: -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.