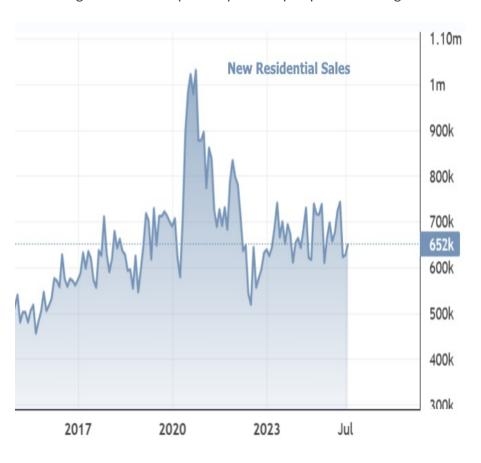
Mortgage and Real Estate News That Matters



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.



Regional Breakdown (Sales, July 2025)

South: -3.5% MoMMidwest: -6.6% MoM

• Northeast: unchanged MoM

West: +11.7% MoM

Market Inventory & Pricing



Tan & Samantha Tunador

VP | Sr Loan Officer Team, Atlantic Coast Mortgage,. LLC

www.TheTunadorGroup.com
P: (703) 919-5875
M: (703) 328-0628
tan@acmllc.com

20365 Exchange Street Ashburn Virginia 20147 NMLS ID 1166669 NMLS ID 2408374







Peter Leonard-Morgan

Associate Broker, Hunt Country Sotheby's International Realty

www.peterleonardmorgan.com
P: (540) 687-8500
M: (443) 254-5530
peterleonard-morgan@huntcount
rysir.com
Middleburg VA

• 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.