

HOUSING CONNECTION

Mortgage and Real Estate News That Matters



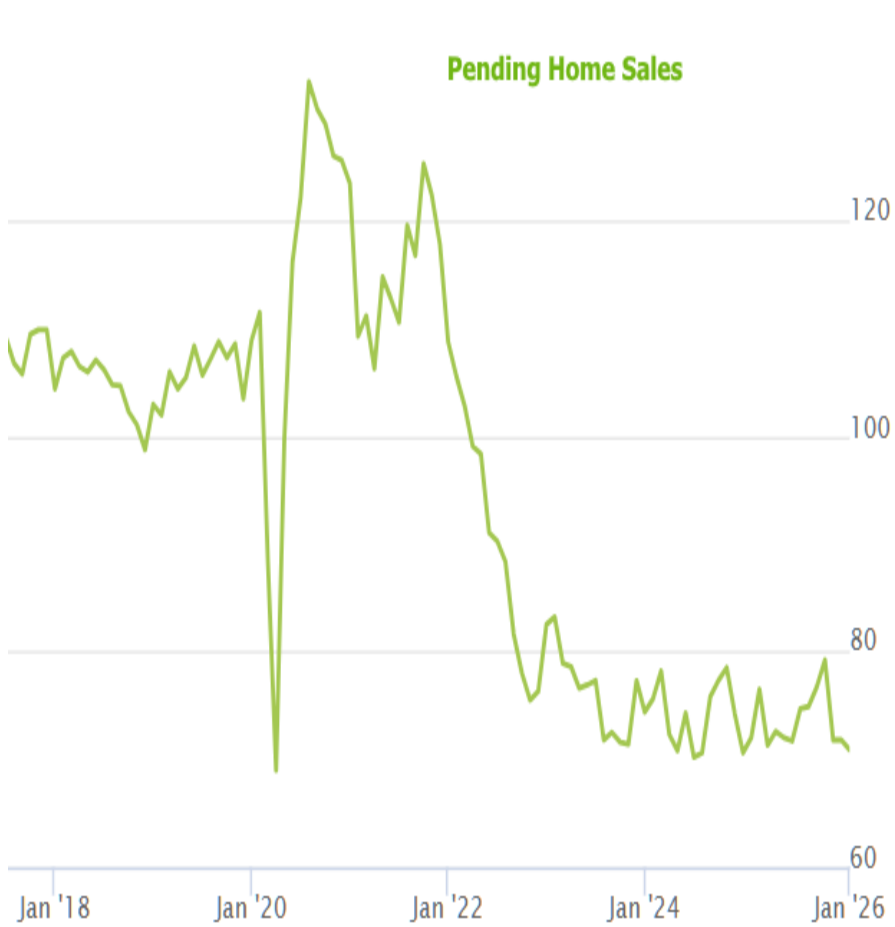
A message from John "Demo" Lender:

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Pending Sales Dip as Affordability Gains Fail to Spark Demand

The National Association of Realtors' Pending Home Sales Index (PHSI) slipped modestly in January, easily prolonging its stay in a narrow range near all-time lows.

Pending home sales **decreased 0.8%** month over month and were down **0.4%** compared with the same time last year. While affordability conditions have improved somewhat as mortgage rates trend closer to 6%, the improvement has failed to bolster contract activity.



NAR Chief Economist Lawrence Yun noted that lower rates have expanded the pool of mortgage-eligible households, potentially adding hundreds of thousands of new buyers this year. However, he cautioned that without a meaningful increase in housing supply, additional demand could simply push prices higher and renew affordability pressure.



John "Demo" Lender

VP of Lending, Demo Mortgage Co.

mbslive.net

P: (704) 555-1212

M: (407) 555-1234

10014 Normal Blvd.
Charlotte NC 28044

NMLS: 123456



Christina "Demo"
Realtor

Managing Partner, Real Estate Company, LLC.

mbslive.net

P: (704) 555-1212

M: (980) 555-1212

social+test@mbslive.net

12954 S. Broad St.
Charlotte NC 28031



The Midwest and West posted monthly gains, while the Northeast and South declined. On a yearly basis however, the picture changes, with the South and West slightly positive and the Northeast and Midwest down from a year ago—reinforcing the fact that sales activity remains uneven and regional.

Regional Breakdown (Month-Over-Month)

- **Northeast:** -5.7%
- **Midwest:** +5.0%
- **South:** -4.5%
- **West:** +4.3%

Regional YoY Change

- **Northeast:** -8.3%
- **Midwest:** -3.3%
- **South:** +4.0%
- **West:** +0.3%