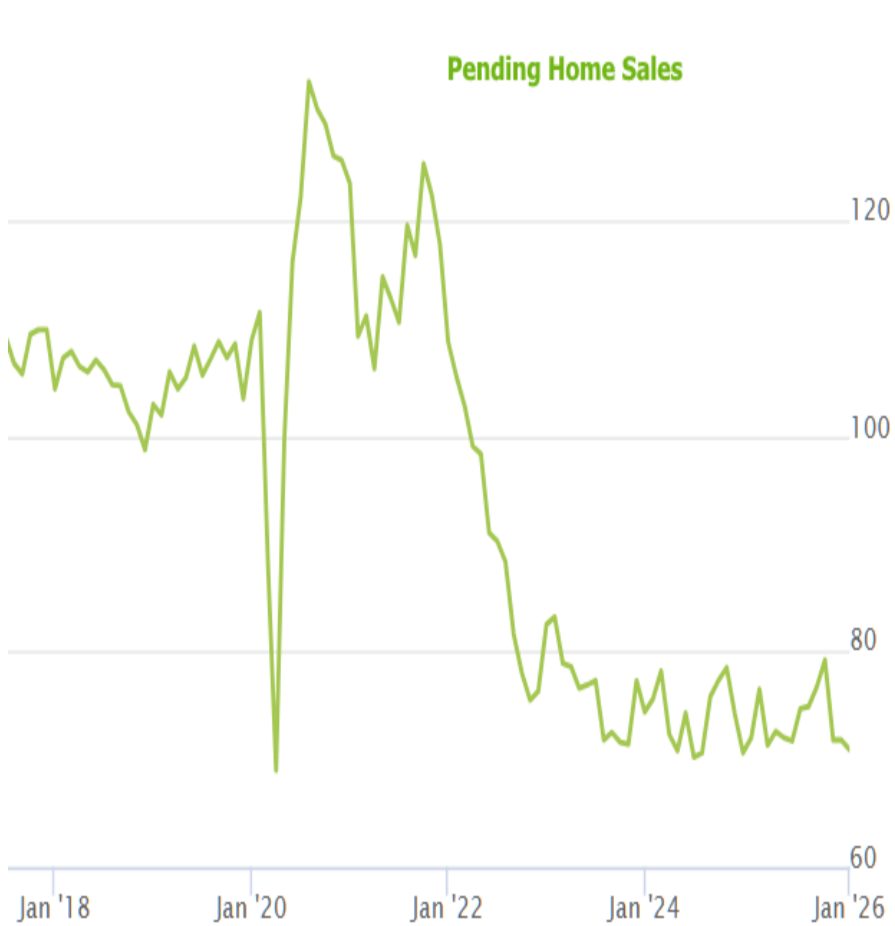




## Pending Sales Dip as Affordability Gains Fail to Spark Demand

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.



### John Downs

SVP - Certified Mortgage Advisor, Vellum Mortgage

[www.downsmortgagegroup.com](http://www.downsmortgagegroup.com)

P: (202) 899-2603

[jdowns@vellummortgage.com](mailto:jdowns@vellummortgage.com)

115 West St  
Annapolis MD 21401  
476406



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.

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%