



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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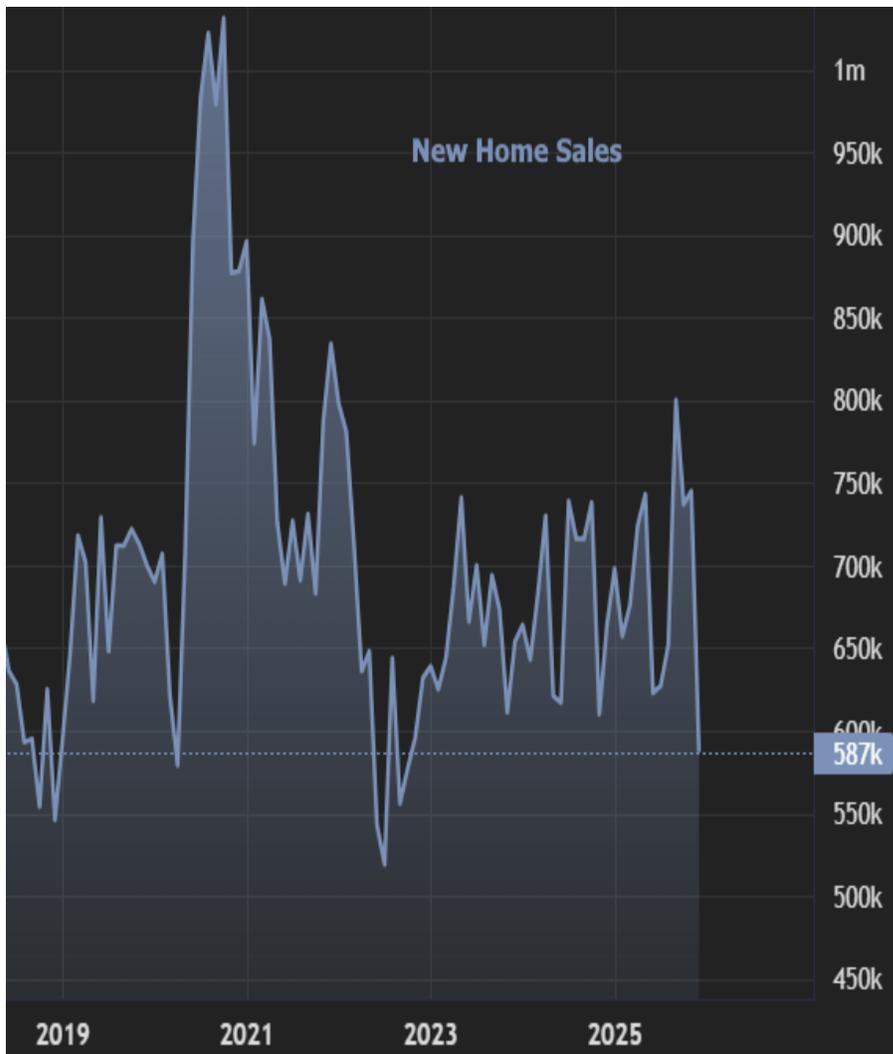
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## New Home Sales Plunge to 3-Year Lows

New home sales took a notable step back in January, reversing much of the prior month’s strength and highlighting the volatility that often defines this data series. The Census Bureau reported a seasonally adjusted annual rate of **587,000**, down sharply from December’s 712,000 and **11.3%** lower than January 2025.





For-sale inventory moved slightly higher to **476,000**, up 0.4% from December but still **4.0%** below year-ago levels. At the current sales pace, months' supply jumped to **9.7 months**, up from 8.0 months in December and 9.0 months one year ago. The increase reflects the combination of softer demand and relatively steady inventory levels.

Prices declined on both a monthly and annual basis. The median sales price fell to **\$400,500** (-4.5% MoM; -6.8% YoY), while the average price dropped to **\$499,500** (-5.9% MoM; -3.6% YoY). The pullback suggests a shift in the mix of homes sold, with less upward pressure from higher-priced transactions.

- **Sales (MoM):** -17.6%
- **Sales (YoY):** -11.3%
- **Inventory (YoY):** -4.0%
- **Months' Supply:** 9.7 (up from 8.0 prior month; 9.0 YoY)