

HOUSING CONNECTION

Mortgage and Real Estate News That Matters



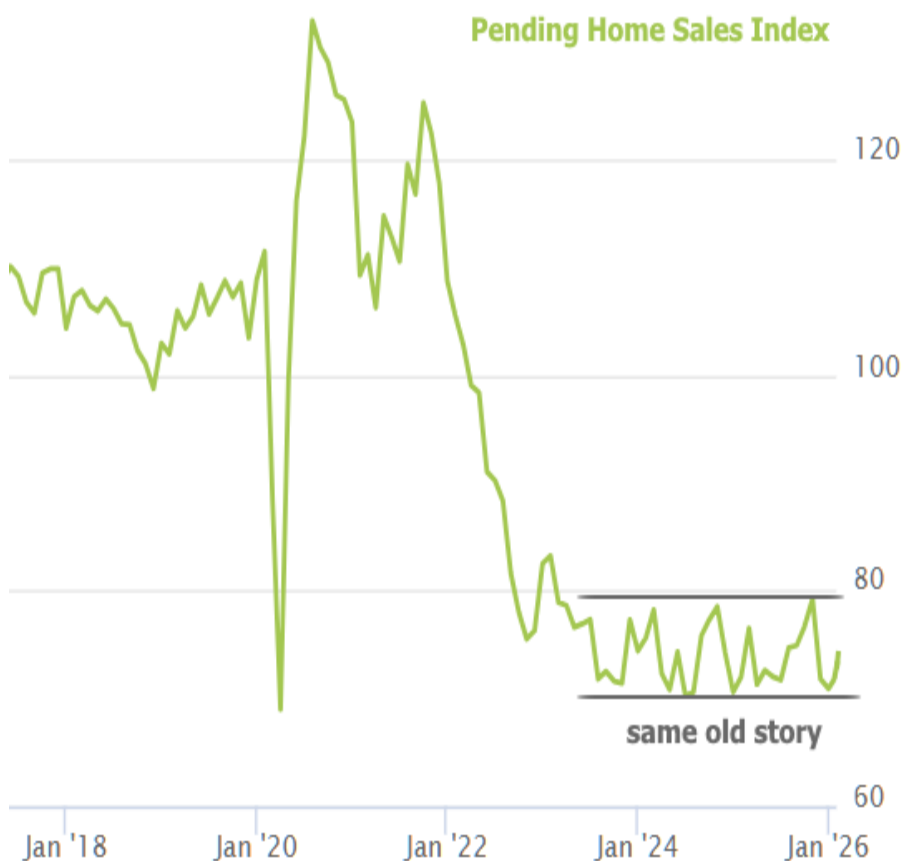
A message from Marc Erickson:

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Same Old Story For Pending Home Sales

Short version:

The Pending Home Sales Index remains in the same low, narrow, sideways range that's been intact for 3 years. The good news is that there's been a reliable floor. The bad news is that the top of the range lines up with the historic lows seen in 2010 (April 2020 notwithstanding).



Longer version:

Pending home sales moved modestly higher in March, breaking from recent softness but remaining within a relatively subdued range. The National Association of Realtors' Pending Home Sales Index (PHSI) increased **1.5%** month over month while declining **1.1%** compared with the same time last year.



Ehric Wolfe

REALTOR®, Coldwell Banker Realty

www.coloradowolfhomes.com

P: (970) 691-5299

ehric@coloradowolfhomes.com

3665 John F Kennedy Parkway
Fort Collins CO 80525



Marc Erickson

Mortgage Guide, Excel Financial Group, LLC

www.themortgagemarc.com

P: (720) 295-0704

M: (720) 295-0704

123 N College Avenue
Fort Collins CO 80524
1245157



The monthly gain suggests some underlying demand resilience, even as mortgage rates remained elevated. However, on an annual basis, contract activity continues to reflect a market still working through affordability constraints and uneven buyer participation.

NAR Chief Economist Lawrence Yun noted that, "Contract signings rose in March despite higher mortgage rates, pointing to pent-up housing demand... A greater supply of inventory will help translate that demand into more home sales." He added that demand remains particularly rate-sensitive among first-time and younger buyers, underscoring the need for additional supply in smaller, more affordable homes.

Regional performance remained mixed. The Northeast and South posted monthly gains, while the Midwest and West saw declines. On a year-over-year basis, only the South recorded an increase, with the remaining regions continuing to trend lower — highlighting ongoing regional divergence in housing activity.

Regional Breakdown (Month-Over-Month)

- **Northeast:** +4.4%
- **Midwest:** -1.3%
- **South:** +3.9%
- **West:** -2.6%

Regional YoY Change

- **Northeast:** -6.5%
- **Midwest:** -3.1%
- **South:** +2.3%
- **West:** -1.7%