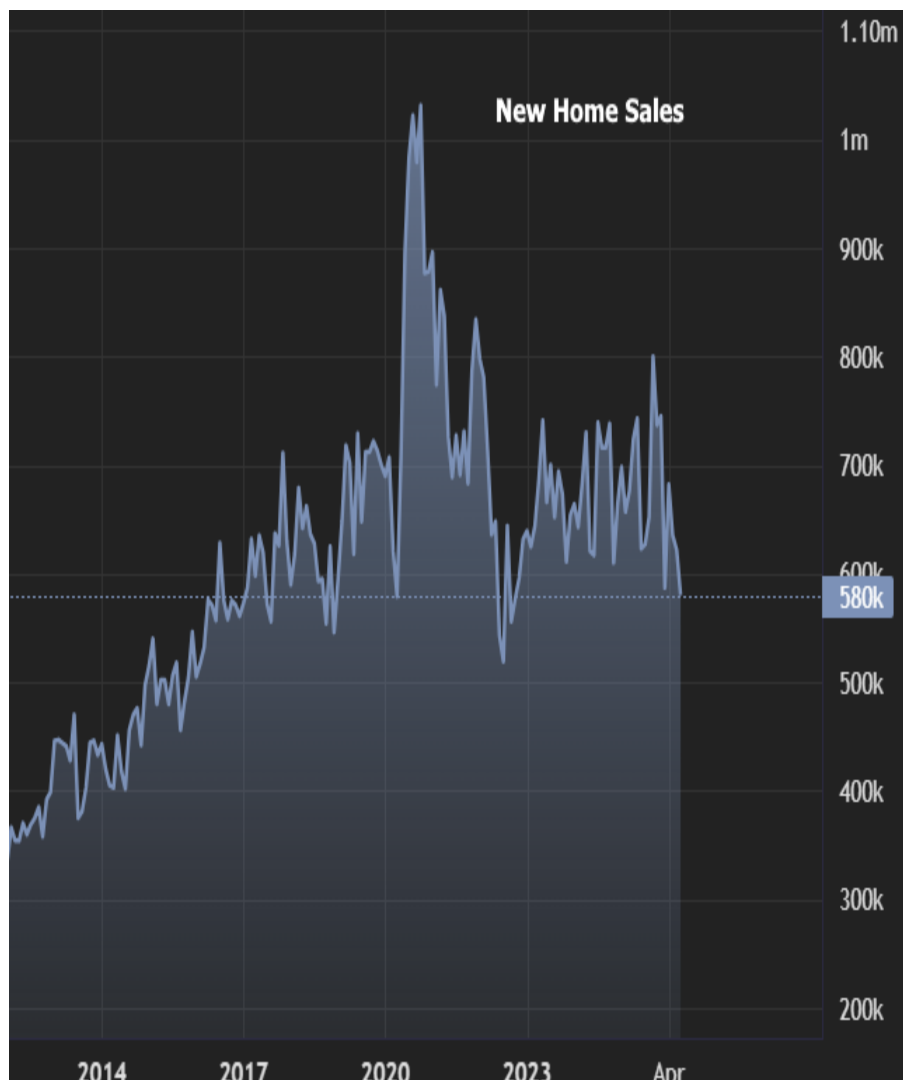




New Home Sales Slide to Multi-Year Lows

New home sales weakened further in May, extending the pullback seen over the past several months as elevated mortgage rates and affordability pressures continued to weigh on buyer demand. According to the latest Census Bureau and HUD data, sales of new single-family homes fell to a seasonally adjusted annual rate of **580,000**, down **7.3%** from April and **6.8%** from a year earlier.



Inventory continued to build, with the number of new homes for sale rising to **496,000**, up **2.3%** from April, though still **1.4%** below May 2023 levels. At the current sales pace, that left months' supply at **10.3 months**, up from **9.3 months** in April and **9.7 months** one year ago.

Home prices moved higher in May. The median sales price increased to **\$424,900**, up **2.0%** from April and essentially unchanged from a year earlier. Meanwhile, the average sales price rose sharply to **\$540,600**, a **7.8%** monthly increase and **5.0%** above May 2023 levels.

While the chart above is potentially alarming at first glance, it's always worth remembering 2 things:

CERTIFIED
HOME LOANS

Jeffrey Schneider

CFM, MLO, Certified Home Loans

P: (919) 510-1108

M: (919) 862-3932

jschneider@certifiedhomeloans.com

805 Spring Forest Road
Raleigh NC 27609

NMLS: 70932

NMLS: 1806779

CERTIFIED HOME LOANS

1. New Home Sales data is notoriously choppy month to month, and prone to sometimes significant revisions.

2. Existing Home Sales run at an annual pace over 4 million (compared to New Home Sales at just under 600k), and they've been trending modestly higher in the past few months.

In other words, if incoming data confirms a problem, it's isolated to the new construction market for now.

- **Sales (MoM):** -7.3%
- **Sales (YoY):** -6.8%
- **Inventory (MoM):** +2.3%
- **Inventory (YoY):** -1.4%
- **Months' Supply:** 10.3 (up from 9.3 prior month; 9.7 YoY)
- **Median Price:** \$424,900
- **Average Price:** \$540,600