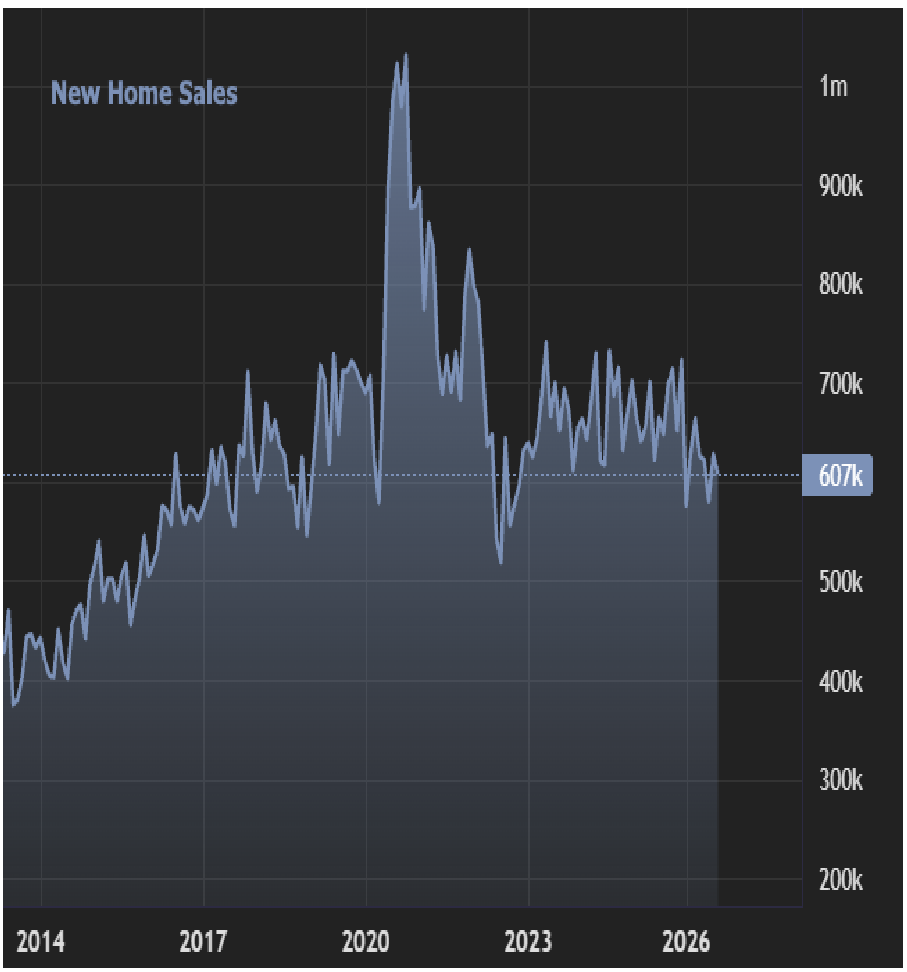
A message from Marc Erickson:

For informational purposes only. This is not a commitment to lend or extend credit. *Information and/or dates are subject to change without notice. All loans are subject to credit approval. Rates vary based upon market conditions and borrower qualification.*

New Home Sales Give Back June's Gains

The new home market struggled to maintain the momentum seen in June, with sales falling sharply in July and inventory moving higher. The latest Census Bureau and HUD figures point to another month of uneven activity for builders, as buyers continue to contend with affordability constraints and elevated mortgage rates.

Sales of new single-family homes fell to a seasonally adjusted annual rate of **607,000** in July, down **10.5%** from June's revised 678,000 and **6.3%** below the same month last year. The monthly decline largely erased June's increase, leaving the broader sales trend little changed. In the bigger picture, the new home market has been broadly flat since the post-COVID volatility faded in early 2023.



Ehric Wolfe
REALTOR®, Coldwell Banker Realty
www.coloradowolfehomes.com
P: (970) 691-5299
ehric@coloradowolfehomes.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

Meanwhile, builders added to the pool of available homes. The number of new houses for sale reached **488,000**, an increase of **1.9%** from June, although inventory remained 1.6% below its level a year earlier. With the sales pace slowing as inventory increased, the implied supply rose to **9.6 months**, up from 8.5 months in June and 9.2 months in July 2025.

Pricing offered a mixed signal. The median sales price slipped to **$393,800**, down **2.3%** from June and 0.9% from a year earlier. The average sales price, however, climbed to **$508,800**, an increase of 4.1% from the previous month and 5.4% from July 2025. As a reminder, price movements in this data set are not necessarily apples to apples, since changes in the mix of homes sold can have a significant effect on the reported figures.

For now, the latest numbers leave the new home market in a familiar position. Builders have a relatively large supply of homes available, but sales have yet to establish a sustained upward trend. With financing costs still elevated and affordability limiting the pool of potential buyers, there is little evidence that the market is ready to break decisively out of its recent sideways pattern.

- **Sales (MoM):** -10.5%
- **Sales (YoY):** -6.3%
- **Inventory (MoM):** +1.9%
- **Inventory (YoY):** -1.6%
- **Months' Supply:** 9.6 (up from 8.5 prior month; 9.2 YoY)
- **Median Price:** $393,800
- **Average Price:** $508,800