HOUSING CONNECTION

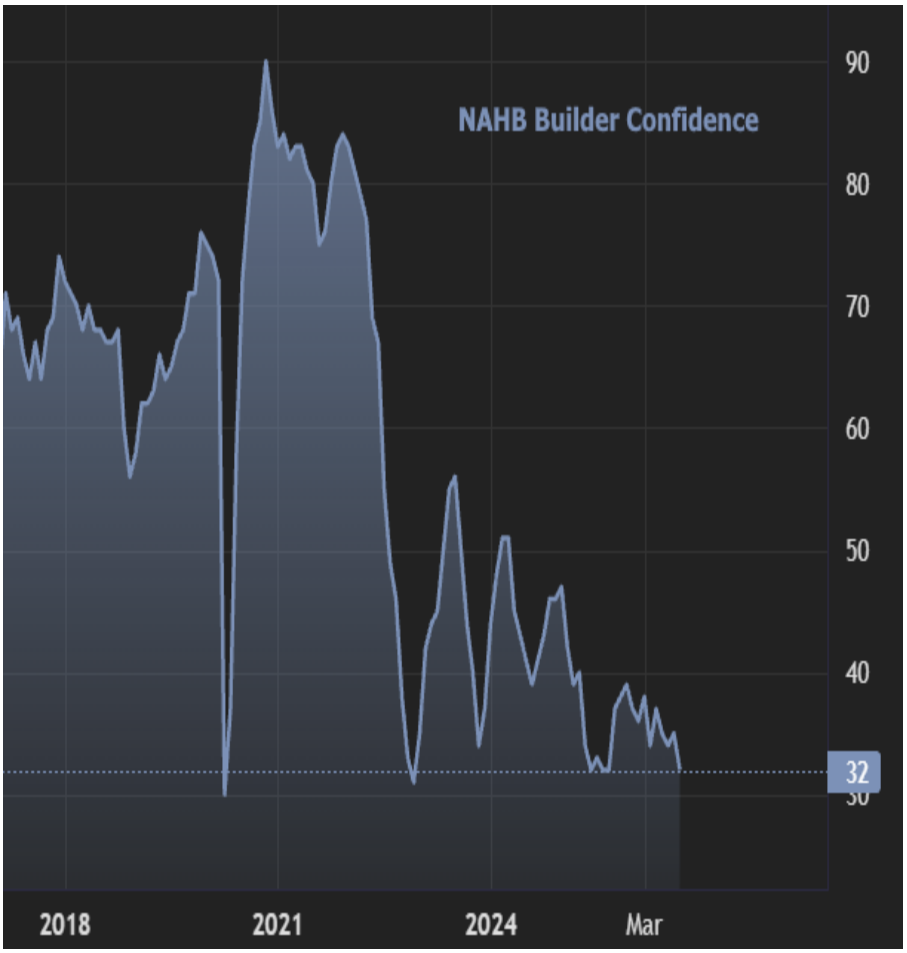
Mortgage and Real Estate News That Matters

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.*

Labor, Land, and Rising Costs Push Builder Confidence to 3 Year Lows

Builder sentiment took a meaningful step backward in September, with higher mortgage rates, rising construction costs and worsening labor shortages weighing on the market for newly built homes. The National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI) fell three points to **32**, matching September 2025 as the lowest level in over 3 years.



Breakdown of various component indices:

HMI Component	August	September	Change
Current sales conditions	39	**35**	-4
Sales expectations	43	**37**	-6



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



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

© MBS Live, LLC. All rights reserved. This newsletter is a service of MBS Live.

HMI Component	August	September	Change
Prospective buyer traffic	23	**23**	Unchanged

“Buyer traffic has weakened across much of the country, largely because of rising mortgage rates,” said NAHB Chairman Bill Owens. Owens also pointed to higher material costs, rising gas and diesel prices and persistent labor shortages as ongoing challenges for builders.

NAHB Chief Economist Robert Dietz added that builders also reported difficulty finding available lots, with **42%** rating current lot availability as poor and another 38% rating it as fair.

Builders increased their use of pricing incentives in September. The share reporting price cuts rose to **38%** from 35% in August, while the average price reduction remained at **6%** for the sixth consecutive month. Sales incentives were also more common, with **66%** of builders reporting their use, up from 63% in August and the highest share since December.

Region	August	September	Change
Northeast	44	**39**	-5
Midwest	45	**44**	-1
South	32	**31**	-1
West	27	**28**	+1

© MBS Live, LLC. All rights reserved. This newsletter is a service of MBS Live.