

Kevin Litwicki - NMLS # 289959

Sr. Mortgage Advisor, Stampfli Mortgage LLC - NMLS #1598803

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303 S. Main Street Verona, WI 53593

Office: 608-572-7522

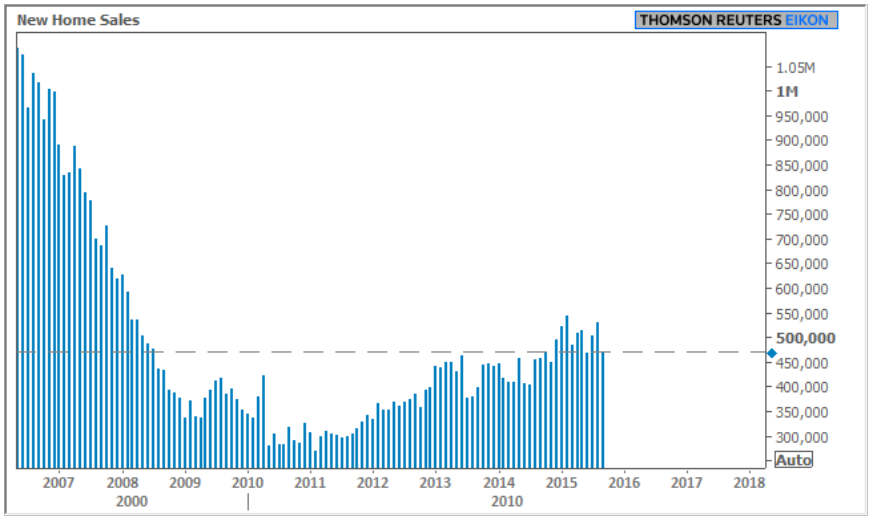
kevin@stampflimortgage.com

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New Home Sales Abruptly Back to Flat Long-Term Trend

New home sales **nose-dived in September**, dropping by 11.5 percent from the August level. A joint release from the U.S. Census Bureau and the Department of Housing and Urban Development puts the sale of newly constructed single family homes at a seasonally adjusted annual rate of 468,000 units in September compared to a revised August rate of 529,000. Analysts' expectations ranged from 535,000 to 560,000.

There was a further jolt in that the August number which originally represented a 5.7 percent increase was a **significant downgrade** from the original estimate of 552,000 units. September remains 2 percent above the September 2014 rate of 459,000 units. In the longer term, today's drop could be seen as a 'leveling-off' and return to the flat trend that's been intact for most of the past 2.4 years.



September's number was the **lowest since last November** when the rate of sales was 449,000 units and today's report echoes a similar drop new home sales experienced in the spring when a healthy increase in May was followed by a significant downward revision for May and a further decline in Jun to 469,000 units. Today's report also follows last week's residential construction report in which single family permits and starts barely budged from the previous month.

MBS and Treasury

	Price / Yield	Change
MBS UMBS 6.0	99.51	+0.41
10 YR Treasury	4.9403	-0.1033
30 YR Treasury	5.3324	-0.0738

Pricing as of: 11/20 5:59PM EST

Recent Housing Data

		Value	Change
Mortgage Apps	Nov 11	199.8	-2.35%
Building Permits	Oct	1.3M	-7.5%
Housing Starts	Oct	1.31M	+7.21%
New Home Sales	Sep	676K	-1.17%
Pending Home Sales	Oct	63	-4.69%
Existing Home Sales	Oct	3.99M	+0.25%
Builder Confidence	Nov	25	-13.79%

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On an unadjusted basis there were an estimated 36,000 new homes sold during the month. This was approximately 7,000 fewer units than sold in August and was down 1,000 from the previous September.

Inventories rose significantly, from 225,000 units for sale at the end of September compared to 216,000 at the end of August. This increased the supply at the current rate of sales from 4.9 months to 5.8 months

All four of the census regions posted declines, most significantly the **Northeast** where sales plummeted by 61.8 percent from August and were down 56.7 percent year over year. Sales in the **Midwest** were down 8.3 percent on both a month-over-month and a year-over-year basis.

The **South** lost 8.7 percent of sales compared to the previous month but remained 8.3 percent higher than a year earlier. Sales in the **West** declined by 6.7 percent from the August level but was 8.6 percent higher than in September 2014.

The median price of a new home sold in September was $296,900 and the average price was $364,100. In September 2014 the prices were 261,500 and $319,100 respectively.

All Your Mortgage Needs, Professionally Delivered with a Personal Touch

Whether you're a first-time homebuyer hoping to navigate the process of buying a home so that it is a fun and anxiety-free process or a homeowner looking for refinance options that deliver more freedom and flexibility, I can help you analyze your current situation and find money saving options. With expertise in all areas of mortgage and financing, my hope is that once I become your mortgage partner, I'll stay your mortgage partner. With clients from A to Z, files never leave my hands or my desk. From start to finish, every step of the way, my goal is to keep the lines of communication open, provide complete and attentive service, and ensure the most seamless and satisfactory process possible.

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