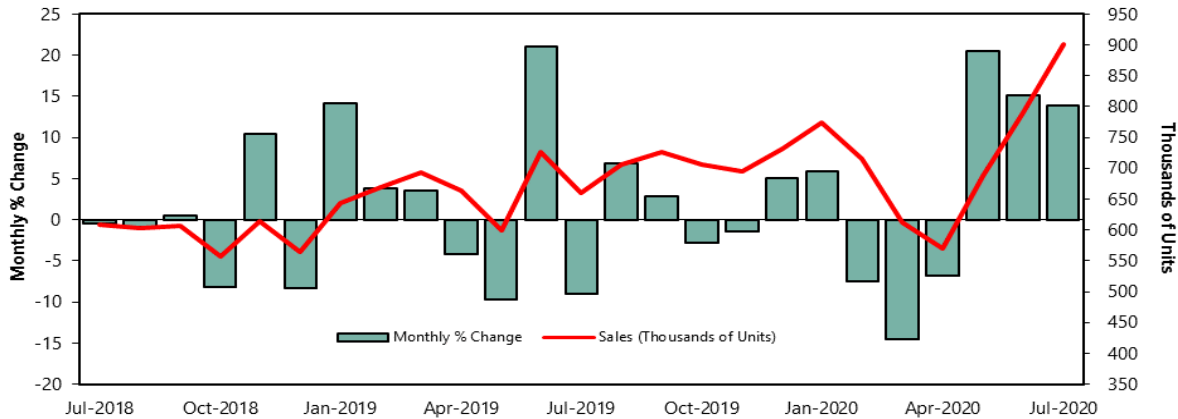


V-SHAPED RECOVERY FOR HOUSING

New Home Sales – Tuesday, August 25, 2020



Record High: 1389k (07/05) Percent Change from Record High: -35.1%

New home sales rallied again in July, rising 13.9% to an annual rate of 901k, after substantial gains of 15.1% and 20.5% in June and May. New home sales are now at their highest since 2006, supported by pent-up demand and rock bottom rates. The current sales pace is 36.3% above the July 2019 annualized sales pace of 661k. Regionally, new home sales rose in all of the areas of the country last month with the exception being the Northeast, where they declined 23.1% which was a partial reversal of June's outsized gain. Sales were up 7.8% in the West, 58.8% in the Midwest and 13.0% in the South. The inventory of new homes available for sale fell 1.6% in July from June and were down 8.8% from July of last year. At 299k, inventory levels represent a 4.0-month supply at the current sales pace. Median new home prices were 7.2% higher on a year-ago basis in July at \$330,600. The latest new home sales report was better than expected and shows that the housing sector has weathered this crisis well with demand holding up despite historic job losses.

THOUSANDS OF UNITS

Forecast:	800k
Consensus*:	774k
Actual:	901k

	Monthly				Average for						
	Jul-20	Jun-20	May-20	Apr-20	Three Month	Six Month	Twelve Month	2019	2018	Five Year	Ten Year

New Home Sales	901	791	687	570	793	713	718	682	617	594	483
(percent change)	13.9	15.1	20.5	-6.9				10.5	1.5		

Northeast	40	52	30	22	41	35	34	30	32	32	30
(percent change)	-23.1	73.3	36.4	-4.3				-6.3	-20.0		
Midwest	127	80	75	75	94	85	81	72	76	70	61
(percent change)	58.8	6.7	0.0	1.4				-5.3	7.0		
South	513	454	406	332	458	409	409	398	348	337	270
(percent change)	13.0	11.8	22.3	-9.0				14.4	3.9		
West	221	205	176	141	201	184	194	182	160	155	123
(percent change)	7.8	16.5	24.8	-6.0				13.8	-1.2		

Inventory	299	304	312	323	305	316	319	325	348	292	232
Months of Supply	4.0	4.6	5.4	6.8				5.5	5.5		

Median Sales Price (\$000)	330.6	337.0	312.9	310.1	326.8	325.1	325.2	321.0	326.4	314.9	280.8
(year-on-year % change)	7.2	8.1	0.1	-8.5				-1.7	1.0		

Average Sales Price (\$000)	391.3	381.9	365.4	360.3	379.5	376.8	379.3	383.3	385.0	374.9	335.8
(year-on-year % change)	4.8	5.5	-3.6	-6.5				-0.4	0.0		

Sources: Bureau of the Census, Department of Commerce via Haver Analytics | © 2020 Economic Focus, Inc. All rights reserved. Reproduction and redistribution without prior written permission are expressly prohibited. <http://www.economicfocus.com> Information herein is based on sources we believe to be reliable, but its accuracy is not guaranteed.