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New Home Sales - A Blowout!

Analysts had predicted new home sales number would retreat again in September, on the heels of a 9.4 percent loss in August. **Whoops!**

September's results from the U.S. Census Bureau and the Department of Housing and Urban Development were far **beyond anyone's expectations**. Sales of newly constructed single-family homes were at a seasonally adjusted annual rate of 667,000 units, an 18.9 percent month-over-month increase and 17 percent above the September 2016 pace. The earlier estimate for August was revised upward, but only by 1,000 units to 561,000.

Analysts polled by Econoday had expected sales to be in the range of 540,000 to 590,000. The consensus was 555,000.

On a non-adjusted basis there were 52,000 **new homes sold** during the month compared to 45,000 in August. Despite two hurricanes hitting the region in late August and early September, more than half of the sales, 31,000, were in the South.

At the end of the reporting period, the number of homes that were available for sale was an estimated 279,000, unchanged from August. However, because of the **dramatic increase** in the rate of sales, the estimated inventory, which had finally climbed to a 6-month supply in August, dropped by a full month.

The average time a new home has been on the market since completion is 3.2 months. Of the homes sold in September, less than a third were ready for occupancy.

The median price of a home sold in September was \$319,700 and the average price was \$385,200. The comparable prices in September 2016 were \$314,800 and \$366,100 respectively.

Sales were up in all four regions with two showing some real strength. Sales in the **Northeast** increased by 33.3 percent month-over-month and were 54.8 percent higher than a year earlier. The **Midwest** posted a 10.6 percent gain from August, but sales were down 2.7 percent from a year earlier.

Sales in the **South** surged by 25.8 percent and were 23.1 percent ahead of September 2016. The **West** saw sales increase by 2.9 percent and 4.4 percent from the two earlier periods.

National Average Mortgage Rates



	Rate	Change	Points
Mortgage News Daily			
30 Yr. Fixed	6.43%	+0.02	0.00
15 Yr. Fixed	5.95%	0.00	0.00
30 Yr. FHA	5.82%	+0.02	0.00
30 Yr. Jumbo	6.62%	0.00	0.00
5/1 ARM	6.28%	-0.01	0.00
Freddie Mac			
30 Yr. Fixed	6.35%	-0.51	0.00
15 Yr. Fixed	5.51%	-0.65	0.00
Mortgage Bankers Assoc.			
30 Yr. Fixed	6.44%	-0.06	0.54
15 Yr. Fixed	5.88%	-0.16	0.68
30 Yr. FHA	6.36%	-0.06	0.85
30 Yr. Jumbo	6.75%	+0.07	0.39
5/1 ARM	5.98%	-0.27	0.65

Rates as of: 8/30

Recent Housing Data

		Value	Change
Mortgage Apps	Aug 28	226.9	+0.49%
Building Permits	Mar	1.46M	-3.95%
Housing Starts	Mar	1.32M	-13.15%
New Home Sales	Mar	693K	+4.68%
Pending Home Sales	Feb	75.6	+1.75%
Existing Home Sales	Feb	3.97M	-0.75%

Service oriented, responsive, competitive rates and an in depth knowledge of todays mortgage market

Value Change

51 +6.25%

After completing my degree in finance at the University of Connecticut, I started in the mortgage business right out of college in 2004. With 15+ years of experience and a primary objective of thoroughly explaining all available loan options to my clients with what is typically the largest investment in their lives, I strive to always make myself available. I constantly educate myself with respect to the mortgage industry and underwriting guidelines for FHA, VA, conventional and jumbo financing. I deliver on the expectations discussed up front and provide the service level my clients deserve from day one. I will remain in touch throughout the process and continue to follow up with you after closing. My goal is to wow you and turn you into clients for life. I want you to be so impressed that throughout and after the process you share my information with your friends, family, neighbors and co-workers who may value from my services.

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