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Pending Home Sales Stuck at 2-Year Lows

We called the August pending home sales report "the gloomiest in some time." The best that can be said about the report released this morning for September is, at least it didn't get **any worse**.

The National Association of Realtors® (NAR) said that its Pending Home Sales Index (PHSI), which measures contracts for the purchase of existing homes, was at 106.0, matching the August reading, which was revised down from 106.3. The PHSI is a forward-looking index which is expected to be mirrored in closed transactions over the following two months.

The expectations were for a slight increase in the index. The consensus among analysts speaking to *Econoday* was for an uptick of 0.4 percent. The range however was a wide one, -1.9 percent to +1.9 percent.

The last increase in the PHSI was in June, and it is now at its lowest reading since January 2015 and 3.5 percent below a year ago. It has **fallen** on an annual basis in **five of the past six months**.

Lawrence Yun, NAR chief economist, says the quest to buy a home this fall continues to be a **challenging endeavor** for many home shoppers. "Demand exceeds supply in most markets, which is keeping price growth high and essentially eliminating any savings buyers would realize from the decline in mortgage rates from earlier this year," he said. "While most of the country, except for the South, did see minor gains in contract signings last month, activity is falling further behind last year's pace because new listings aren't keeping up with what's being sold."

Added Yun, "Hurricane Irma's direct hit on Florida weighed on activity in the South, but similar to how Houston has rebounded after Hurricane Harvey, Florida's strong job and population growth should guide sales back to their pre-storm pace fairly quickly."

Prospective buyers at the lower end of the market, which includes many first-timers, continue to be squeezed by the supply constraints, Yun said. In September, only 29 percent of existing home buyers were purchasing their first home; that matched the **lowest share** in exactly two years. Furthermore, existing sales were down notably on an annual basis in the price range below \$250,000, but up solidly the higher up the price bracket.

"Buyers looking for a little relief from the stiff competition from over the summer may unfortunately be out of luck in the coming months," said Yun. "Inventory starts to decline heading into the winter, and many would-be

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%

Housing News Update

buyers from earlier in the year are still on the hunt to find a home."

	Value	Change
Builder Confidence	Mar 51	+6.25%

The Index rose 1.2 percent to 94.5 in the **Northeast**, but remains 2.4 percent below the year-earlier level. In the **Midwest** the index climbed 1.4 percent to 102.9 but also lags the September 2016 reading, by 2.5 percent.

Pending home sales in the **South** decreased 2.3 percent to an index of 115.9 and are now 5.0 percent below last September. Contract signings in the **West** grew 1.9 percent to 102.7, but are 2.9 percent below a year ago.

A sale is listed as pending when the contract has been signed but the transaction has not closed, though the sale usually is finalized within one or two months of signing. The index is based on a large national sample, typically representing about 20 percent of transactions for existing-home sales. In developing the model for the index, it was demonstrated that the level of monthly sales-contract activity parallels the level of closed existing-home sales in the following two months.

An index of 100 is equal to the average level of contract activity during 2001, which was the first year to be examined. By coincidence, the volume of existing-home sales in 2001 fell within the range of 5.0 to 5.5 million, which is considered normal for the current U.S. population.

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

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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