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Did Rates Have Anything to do With Big Surge in Home Sales?

New home sales surged in August, breaking a two-year stretch of range-bound activity. The Census Bureau and HUD reported a seasonally adjusted annual rate of **800,000**, up 20.5% from July's revised 664,000 and 15.4% above August 2024's 693,000. This is the strongest monthly gain since the pandemic boom and a clear departure from the prior sideways trend. The only caveat is that this data series is notorious for wide margins of error and revisions.

For-sale inventory fell to **490,000**, down 1.4% from July and 4.0% higher than a year ago. At the current sales pace, that represents a **7.4-month supply**, a sharp drop from July's 9.0 months and nearly 10% below August 2024. It is normal for inventory to move lower when sales increase, all else equal.

Prices moved higher with the sales surge. The median sales price climbed to **$413,500** (+4.7% MoM; +1.9% YoY), while the average price jumped to **$534,100** (+11.7% MoM; +12.3% YoY). The share of $1 million-plus homes rose to roughly 7% of total sales, double July's level, helping lift the average.

- **Regional Sales (MoM):** Northeast +72.2%, Midwest +12.7%, South +24.7%, West +5.6%
- **Stage of Construction:** Not started 96,000; under construction 290,000; completed 414,000
- **Median months on market (completed):** 2.7

On a qualitative note, the huge move in home sales may raise questions about whether the recent rally in interest rates played a role. While there is broad connection between rates and sales at times, it never has an impact that quickly. After all, this sales data is for the month of August, and rates didn't make their big move until September.

National Average Mortgage Rates



Mortgage News Daily	Rate	Change	Points
30YR Fixed	7.50%	+0.08	0.00
15YR Fixed	7.03%	+0.03	0.00
30YR FHA	7.05%	+0.05	0.00
30YR Jumbo	7.50%	+0.04	0.00
7/6 SOFR	7.13%	+0.08	0.00
30YR VA	7.07%	+0.06	0.00

Rates as of: 11/13

MBS and Treasury

	Price / Yield	Change
MBS UMBS 6.0	98.69	-0.07
10 YR Treasury	5.1413	+0.0117
30 YR Treasury	5.4682	+0.0134

Pricing as of: 11/13 5:59PM EST

Recent Housing Data

		Value	Change
Mortgage Apps	Nov 4	204.6	+6.23%
Building Permits	Sep	1.4M	+0.43%
Housing Starts	Sep	1.22M	-4.24%
New Home Sales	Sep	676K	-1.17%
Pending Home Sales	Aug	71.2	0%
Existing Home Sales	Oct	3.99M	+0.25%
Builder Confidence	Oct	29	-9.38%

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