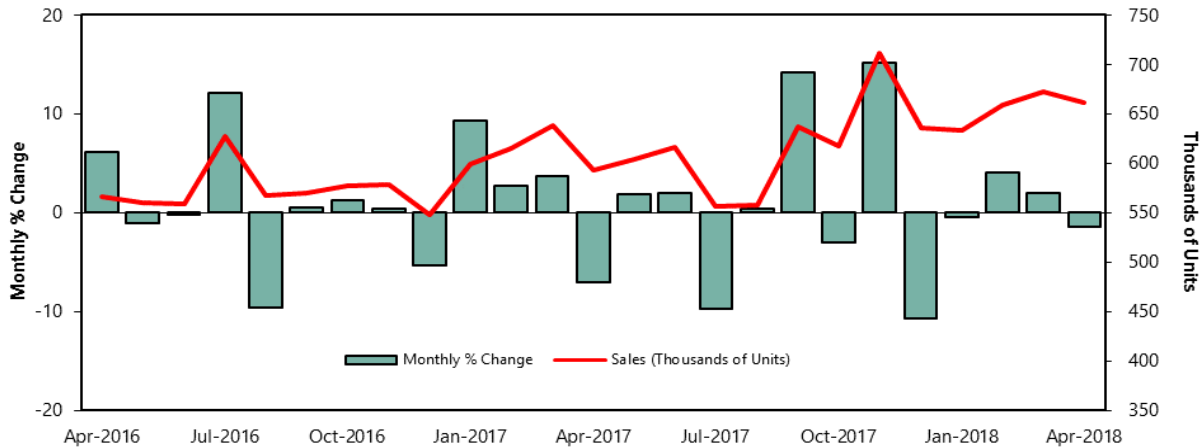


### LACKLUSTER SALES; TIGHT SUPPLY

New Home Sales –Wednesday, May 23, 2018



Record High: 1389k (07/05)

Percent Change from Record High: -52.3%

New home sales declined 1.5% in April to an annualized pace of 662k following a downwardly revised gain of 2.0% in March to an annual rate of 672k. Despite the decline last month, new home sales remain 11.6% higher than the April 2017 estimate of 593k. Regionally, new home sales were wildly mixed with gains of 11.1% in Northeast and 0.3% in the South while dropping 7.9% in the West and remaining unchanged in the Midwest. The inventory of new homes available for sale rose slightly to 300k in April which represents a 5.4-month supply at the current sales pace. New home prices were little changed over the past year with the median price for a new home up just 0.4% to \$312,400. New home sales remain solid even amidst typical volatility for these data; inventory building remains lackluster and will need to grow at a better pace for new home sales to accelerate appreciably.

#### THOUSANDS OF UNITS

Forecast:	692k
Consensus*:	677k
Actual:	662k

	Monthly				Average for						
	Apr-18	Mar-18	Feb-18	Jan-18	Three Month	Six Month	Twelve Month	2017	2016	Five Year	Ten Year

<b>New Home Sales</b>	<b>662</b>	<b>672</b>	<b>659</b>	<b>633</b>	<b>664</b>	<b>662</b>	<b>630</b>	<b>608</b>	<b>561</b>	<b>507</b>	<b>439</b>
(percent change)	-1.5	2.0	4.1	-0.5				8.4	12.0		

<b>Northeast</b>	<b>40</b>	36	43	35	40	38	39	40	32	31	30
(percent change)	11.1	-16.3	22.9	-2.8				25.0	33.3		
<b>Midwest</b>	<b>91</b>	91	85	86	89	83	75	71	69	64	58
(percent change)	0.0	7.1	-1.2	36.5				2.9	13.1		
<b>South</b>	<b>355</b>	354	364	322	358	354	344	335	318	283	242
(percent change)	0.3	-2.7	13.0	-7.7				5.3	11.2		
<b>West</b>	<b>176</b>	191	167	190	178	188	172	162	142	130	109
(percent change)	-7.9	14.4	-12.1	1.1				14.1	9.2		

<b>Inventory</b>	<b>300</b>	298	299	295	299	296	287	293	257	230	223
<b>Months of Supply</b>	<b>5.4</b>	5.3	5.4	5.6				5.4	5.2		

<b>Median Sales Price (\$000)</b>	<b>312.4</b>	335.4	329.4	329.6	325.7	332.3	326.7	321.1	307.8	294.3	260.3
(year-on-year % change)	0.4	4.3	10.5	4.6				4.3	3.8		

<b>Average Sales Price (\$000)</b>	<b>407.3</b>	366.0	374.1	377.8	382.5	386.1	381.7	382.0	360.9	353.4	314.4
(year-on-year % change)	11.3	-4.8	1.0	5.6				5.8	0.1		

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