



**Economics Group**

Adam G. York, Economist  
[adam.york@wellsfargo.com](mailto:adam.york@wellsfargo.com) • 704.715.9660

**New Home Sales Set Another All-Time Low**

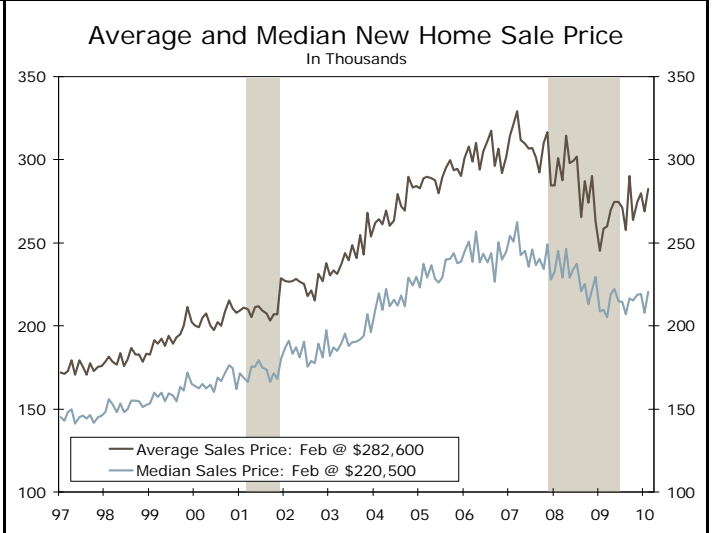
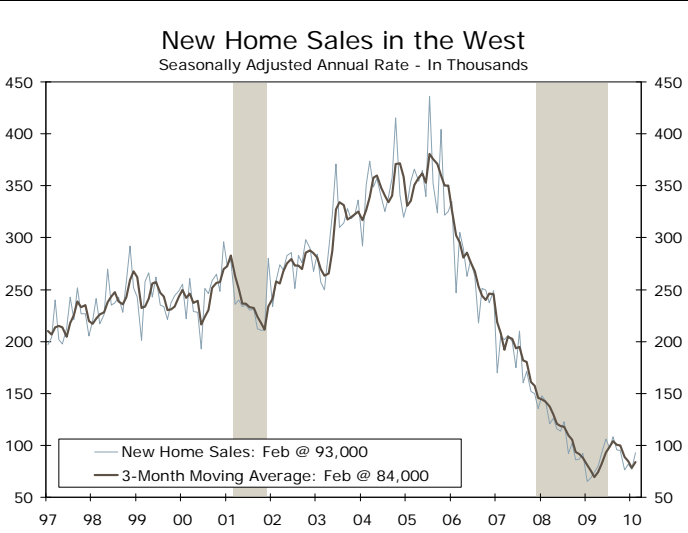
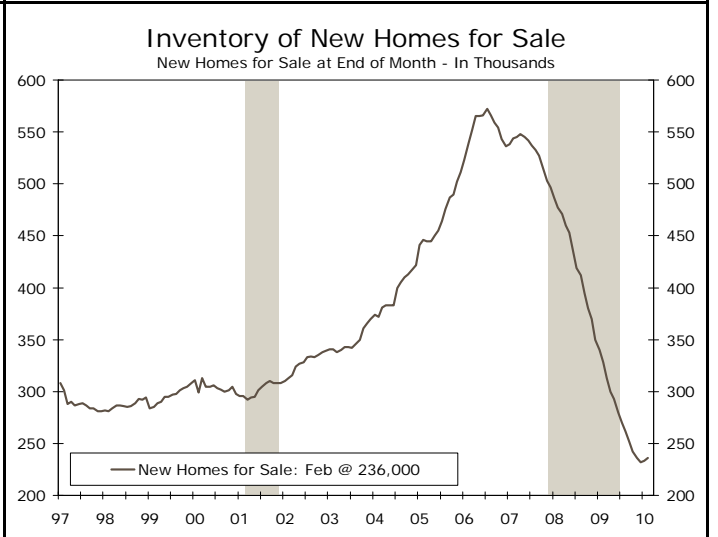
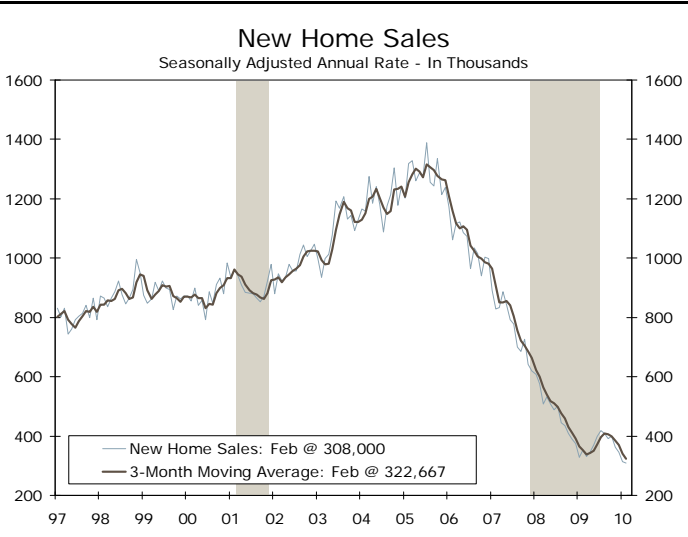
*New home sales fell to a new all-time low for the series of just 308,000 units at an annual rate. Weather likely played a significant role, especially along the east coast. Still, sales remain weak.*

**Sales Down for Fourth Straight Month**

- Sales declined 2.2 percent from a positively revised reading of 315,000 units in January as storms bore down on most of the Atlantic seaboard early in the month. The 308,000 unit pace represents a new all-time low for new home sales.
- Home sales in the western region actually rose more than 20 percent and hopefully point towards better sales activity when you strip out the effects of weather.

**Inventory and Prices Crept Higher**

- Builders have been struggling to find inventory for first-time homebuyers' tax credit eligible buyers in some markets and have been starting new properties hoping to finish in time for buyers to qualify for the extension/expansion. This likely helped push inventory levels slightly higher.
- Median and average prices both bounced back after seeing declines last month.



Source: U.S. Department of Commerce and Wells Fargo Securities, LLC

## Wells Fargo Securities, LLC Economics Group

Diane Schumaker-Krieg	Global Head of Research & Economics	(704) 715-8437 (212) 214-5070	diane.schumaker@wellsfargo.com
John E. Silvia, Ph.D.	Chief Economist	(704) 374-7034	john.silvia@wellsfargo.com
Mark Vitner	Senior Economist	(704) 383-5635	mark.vitner@wellsfargo.com
Jay Bryson, Ph.D.	Global Economist	(704) 383-3518	jay.bryson@wellsfargo.com
Scott Anderson, Ph.D.	Senior Economist	(612) 667-9281	scott.a.anderson@wellsfargo.com
Eugenio Aleman, Ph.D.	Senior Economist	(612) 667-0168	eugenio.j.aleman@wellsfargo.com
Sam Bullard	Economist	(704) 383-7372	sam.bullard@wellsfargo.com
Anika Khan	Economist	(704) 715-0575	anika.khan@wellsfargo.com
Azhar Iqbal	Econometrician	(704) 383-6805	azhar.iqbal@wellsfargo.com
Adam G. York	Economist	(704) 715-9660	adam.york@wellsfargo.com
Ed Kashmarek	Economist	(612) 667-0479	ed.kashmarek@wellsfargo.com
Tim Quinlan	Economic Analyst	(704) 374-4407	tim.quinlan@wellsfargo.com
Kim Whelan	Economic Analyst	(704) 715-8457	kim.whelan@wellsfargo.com
Yasmine Kamaruddin	Economic Analyst	(704) 374-2992	yasmine.kamaruddin@wellsfargo.com

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