

30-Year Fixed Mortgage Rates



7.17%

April 2024



7.03%

May 2024

Source: Macrotrends.net

TALKING POINTS

The 30-year fixed-rate decreased slightly to 7.03% at the end of May.

WHY IS THIS IMPORTANT?

Mortgage rates decreased in May as the labor market and housing data continue to point to a slowdown ahead. Rates are expected to decline gradually in 2024, but most economists don't expect the 30 year fixed rate to fall below 6% until 2025.



TALKING POINTS

April brought a median sales price of \$407,600 and 3.5 months of inventory nationally.

WHY IS THIS IMPORTANT?

Keep your clients up-to-date on the absorption rate in your market. Nationally, the inventory of unsold existing homes grew 0.5% from last month equaling 3.5 months' supply at the current monthly sales pace. Let your sellers know how important it is to price their homes competitively with more sellers competing for fewer buyers.



Monthly Supply of New Houses

9.1
April 2024

U.S. Census Bureau and U.S. Department of Housing and Urban Development, Monthly Supply of New Houses in the United States [MSACSR], retrieved from FRED, Federal Reserve Bank of St. Louis; <https://fred.stlouisfed.org/series/MSACSR>.

TALKING POINTS

The monthly absorption rate of new construction homes increased to 9.1 months of inventory in April.

WHY IS THIS IMPORTANT?

When working with buyers, make sure you let them know that for you to represent them in a new construction transaction, you most likely will need to be present when they visit the models.

When working with sellers, include information about new subdivisions competing for the same buyer pool.