

SEP EXISTING HOME SALES

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- Existing home sales fell a morethan-expected 1.9% in September to 6.18 million units at an annual rate. This is the lowest level since January 2004. Existing home sales are down 14.2% in the past 12 months.
- The median sales price of an existing home was \$220,000 in September, 2.2% lower than a year ago. The median sales price of existing single family homes has fallen 2.5% in the past year, the largest decline ever recorded (data collection began in 1968).

Implications: Existing home sales have fallen for six consecutive months and are now at the lowest level in



nearly three years. In addition, the YOY change in the median price of single family homes experienced the steepest decline ever recorded. Yet, there are reasons to believe that the housing market will stabilize. Existing home sales are counted at contract closing and are a lagging indicator, new home sales rose 5.3% and housing starts rose 5.9% in September. Moreover, the fundamental drivers of a robust housing market remain in place. Personal income has increased by \$948 billion over the past year (9.4%), mortgage rates are well below their recent highs, tax rates remain low and demographic trends are a positive. Contrary to conventional wisdom, housing has not been the predominant reason for economic growth over the past two years. Residential construction added 0.5% to both the 3.9% real GDP growth in 2004 and the 3.2% real GDP growth in 2005. And even though housing will likely subtract 0.5% from growth throughout the rest of the year (residential construction reduced real GDP growth by 0.7% in Q2), other factors will offset this weakness. Real structure spending is up 8.0% in the past year, and real investment in equipment and software is up 6.8%. As a result, we expect the overall economy to grow in the 3.5% - 4.0% range in the second half of 2006.

Sep-06		Aug-06	Jul-06	3-month	6-month	Yr over yr
% Ch.	level	_		moving avg.	moving avg.	% ch.
-1.9%	6180	6300	6330	6270	6478	-14.2
-3.7%	1030	1070	1050	1050	1098	-13.4
-2.8%	1390	1430	1430	1417	1477	-13.7
0.4%	2520	2510	2530	2520	2560	-9.0
-3.1%	1250	1290	1320	1287	1347	-23.8
-1.8%	220.0	224.0	230.0	224.7	225.7	-2.2
	% Ch. -1.9% -3.7% -2.8% 0.4% -3.1%	% Ch. level -1.9% 6180 -3.7% 1030 -2.8% 1390 0.4% 2520 -3.1% 1250	% Ch. level -1.9% 6180 6300 -3.7% 1030 1070 -2.8% 1390 1430 0.4% 2520 2510 -3.1% 1250 1290	% Ch. level -1.9% 6180 6300 6330 -3.7% 1030 1070 1050 -2.8% 1390 1430 1430 0.4% 2520 2510 2530 -3.1% 1250 1290 1320	% Ch. level moving avg. -1.9% 6180 6300 6330 6270 -3.7% 1030 1070 1050 1050 -2.8% 1390 1430 1430 1417 0.4% 2520 2510 2530 2520 -3.1% 1250 1290 1320 1287	% Ch. level moving avg. moving avg. -1.9% 6180 6300 6330 6270 6478 -3.7% 1030 1070 1050 1050 1098 -2.8% 1390 1430 1430 1417 1477 0.4% 2520 2510 2530 2520 2560 -3.1% 1250 1290 1320 1287 1347

Source: Nat'l Association of Realtors

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