

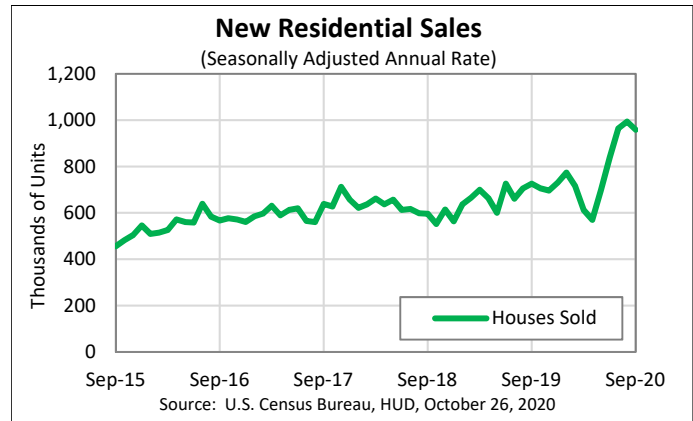
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## MONTHLY NEW RESIDENTIAL SALES, SEPTEMBER 2020

Release Number: CB20-161

**October 26, 2020** - The U.S. Census Bureau and the U.S. Department of Housing and Urban Development jointly announced the following new residential sales statistics for September 2020:

 <b>NEW RESIDENTIAL SALES</b> <b>SEPTEMBER 2020</b>	
<b>New Houses Sold<sup>1</sup>:</b>	<b>959,000</b>
<b>New Houses For Sale<sup>2</sup>:</b>	<b>284,000</b>
<b>Median Sales Price:</b>	<b>\$326,800</b>
<b>Next Release: November 25, 2020</b>	
<sup>1</sup> Seasonally Adjusted Annual Rates <sup>2</sup> Seasonally Adjusted	
Source: U.S. Census Bureau, HUD, October 26, 2020	



### New Home Sales

Sales of new single-family houses in September 2020 were at a seasonally adjusted annual rate of 959,000, according to estimates released jointly today by the U.S. Census Bureau and the Department of Housing and Urban Development. This is 3.5 percent ( $\pm 19.9$  percent)\* below the revised August rate of 994,000, but is 32.1 percent ( $\pm 28.8$  percent) above the September 2019 estimate of 726,000.

### Sales Price

The median sales price of new houses sold in September 2020 was \$326,800. The average sales price was \$405,400.

### For Sale Inventory and Months' Supply

The seasonally-adjusted estimate of new houses for sale at the end of September was 284,000. This represents a supply of 3.6 months at the current sales rate.

The October report is scheduled for release on November 25, 2020. View the full schedule in the Economic Briefing Room: <[www.census.gov/economic-indicators/](http://www.census.gov/economic-indicators/)>. The full text and tables for this release can be found at <[www.census.gov/construction/nrs/](http://www.census.gov/construction/nrs/)>.

#### Data Inquiries

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#### Media Inquiries

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U.S. Department of Commerce  
U.S. CENSUS BUREAU  
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## EXPLANATORY NOTES

These statistics are estimated from sample surveys. They are subject to sampling variability as well as nonsampling error including bias and variance from response, nonreporting, and undercoverage. Estimated average relative standard errors of the preliminary data are shown in the tables. Whenever a statement such as “2.5 percent ( $\pm 3.2\%$ ) above” appears in the text, this indicates the range (-0.7 to +5.7 percent) in which the actual percent change is likely to have occurred. All ranges given for percent changes are 90-percent confidence intervals and account only for sampling variability. If a range does not contain zero, the change is statistically significant. If it does contain zero, the change is not statistically significant; that is, it is uncertain whether there was an increase or decrease. The same policies apply to the confidence intervals for percent changes shown in the tables. Changes in seasonally adjusted statistics often show irregular movement. It takes 4 months to establish a trend for new houses sold. Preliminary new home sales figures are subject to revision due to the survey methodology and definitions used. The survey is primarily based on a sample of houses selected from building permits. Since a “sale” is defined as a deposit taken or sales agreement signed, this can occur prior to a permit being issued. An estimate of these prior sales is included in the sales figure. On average, the preliminary seasonally adjusted estimate of total sales is revised about 4.3 percent. Changes in sales price data reflect changes in the distribution of houses by region, size, etc., as well as changes in the prices of houses with identical characteristics. Explanations of confidence intervals and sampling variability can be found on our website.

[www.census.gov/construction/nrc/how\\_the\\_data\\_are\\_collected/](http://www.census.gov/construction/nrc/how_the_data_are_collected/)

## API

The Census Bureau’s application programming interface lets developers create custom apps to reach new users and makes key demographic, socio-economic and housing statistics more accessible than ever before.

[www.census.gov/developers/](http://www.census.gov/developers/)

## FRED Mobile App



Receive the latest updates on the nation’s key economic indicators by downloading the FRED App <https://fred.stlouisfed.org/fred-mobile/> for both Apple and Android devices. FRED, the signature database of the Federal Reserve Bank of St. Louis, now incorporates the Census Bureau’s 13 economic indicators.

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\* The 90 percent confidence interval includes zero. In such cases, there is insufficient statistical evidence to conclude that the actual change is different from zero.

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## New Privately-Owned Houses Sold and For Sale

(Thousands of Units. Detail may not add to total because of rounding.)

**Table 1a - Seasonally adjusted**

Period	Sold during period <sup>1</sup>					For sale at end of period					Months <sup>1</sup> supply <sup>2</sup>	Median sales price (\$)	Average sales price (\$)	
	United States	North-east	Mid-west	South	West	United States	North-east	Mid-west	South	West				
<b>2019</b>														
September . . . . .	726	34	69	442	181	321	X	X	X	X	5.3	X	X	
October . . . . .	706	22	72	414	198	321	X	X	X	X	5.5	X	X	
November . . . . .	696	33	78	393	192	322	X	X	X	X	5.6	X	X	
December . . . . .	731	39	83	397	212	322	X	X	X	X	5.3	X	X	
<b>2020</b>														
January . . . . .	774	34	97	391	252	325	X	X	X	X	5.0	X	X	
February . . . . .	716	43	81	381	211	327	X	X	X	X	5.5	X	X	
March . . . . .	612	23	74	365	150	330	X	X	X	X	6.5	X	X	
April . . . . .	570	22	75	332	141	323	X	X	X	X	6.8	X	X	
May . . . . .	698	32	74	420	172	311	X	X	X	X	5.3	X	X	
June (r) . . . . .	840	52	85	491	212	300	X	X	X	X	4.3	X	X	
July (r) . . . . .	965	43	127	554	241	291	X	X	X	X	3.6	X	X	
August (r) . . . . .	994	45	97	591	261	282	X	X	X	X	3.4	X	X	
<b>September (p)</b> . . . . .	<b>959</b>	<b>32</b>	<b>93</b>	<b>563</b>	<b>271</b>	<b>284</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>3.6</b>	<b>X</b>	<b>X</b>	
Average RSE (%) <sup>3</sup> . . . . .	8	31	20	12	10	5	X	X	X	X	9	X	X	
Percent Change <sup>4</sup>														
<b>Sep. 2020 from Aug. 2020</b> . . . . .	<b>-3.5%</b>	<b>-28.9%</b>	<b>-4.1%</b>	<b>-4.7%</b>	<b>3.8%</b>	<b>0.7%</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>5.9%</b>	<b>X</b>	<b>X</b>	
90 percent confidence interval <sup>5</sup> . . . . .	± 19.9	± 21.9	± 29.0	± 31.6	± 28.2	± 2.5	X	X	X	X	± 26.5	X	X	
<b>Sep. 2020 from Sep. 2019</b> . . . . .	<b>32.1%</b>	<b>-5.9%</b>	<b>34.8%</b>	<b>27.4%</b>	<b>49.7%</b>	<b>-11.5%</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>-32.1%</b>	<b>X</b>	<b>X</b>	
90 percent confidence interval <sup>5</sup> . . . . .	± 28.8	± 51.9	± 44.1	± 40.5	± 48.9	± 5.1	X	X	X	X	± 15.8	X	X	

**Table 1b - Not seasonally adjusted**

Period	Sold during period					For sale at end of period					Months <sup>1</sup> supply	Median sales price (\$)	Average sales price (\$)	
	United States	North-east	Mid-west	South	West	United States	North-east	Mid-west	South	West				
2018 Annual . . . . .	617	32	76	348	160	348	27	43	184	95	X	326,400	385,000	
2019 Annual . . . . .	683	30	72	399	182	327	28	40	171	88	X	321,500	383,900	
RSE (%) . . . . .	3	12	12	5	4	5	16	15	6	10	X	4	3	
2019 Year to date . . . . .	529	23	55	310	140	X	X	X	X	X	X	X	X	
2020 Year to date . . . . .	618	28	70	355	165	X	X	X	X	X	X	X	X	
RSE (%) . . . . .	3	17	11	4	5	X	X	X	X	X	X	X	X	
<b>Year to date percent change<sup>4</sup></b> . . . . .	<b>16.9%</b>	<b>22.5%</b>	<b>25.9%</b>	<b>14.4%</b>	<b>18.0%</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	
90 percent confidence interval <sup>5</sup> . . . . .	± 5.4	± 31.6	± 9.4	± 7.9	± 7.0	X	X	X	X	X	X	X	X	
<b>2019</b>														
September . . . . .	56	3	5	34	13	322	28	38	170	85	5.7	315,700	372,100	
October . . . . .	55	2	6	33	15	324	29	39	171	86	5.9	322,400	380,300	
November . . . . .	50	2	5	29	13	325	29	39	169	87	6.5	328,000	384,400	
December . . . . .	49	3	5	27	14	327	28	40	171	88	6.6	329,500	377,700	
<b>2020</b>														
January . . . . .	59	3	7	30	19	329	27	39	178	85	5.6	328,900	384,000	
February . . . . .	63	4	6	34	19	326	26	37	178	84	5.1	331,800	386,200	
March . . . . .	59	2	7	35	15	328	27	36	181	85	5.6	328,200	375,400	
April . . . . .	52	2	8	29	14	321	26	33	179	82	6.1	310,100	360,300	
May . . . . .	64	3	7	38	16	308	25	31	173	79	4.8	317,100	368,700	
June (r) . . . . .	79	5	8	47	20	299	24	31	168	75	3.8	341,100	382,200	
July (r) . . . . .	84	4	11	49	20	290	23	29	164	74	3.5	329,900	376,700	
August (r) . . . . .	82	4	8	49	22	281	23	28	158	72	3.4	322,400	382,700	
<b>September (p)</b> . . . . .	<b>75</b>	<b>3</b>	<b>8</b>	<b>44</b>	<b>21</b>	<b>286</b>	<b>24</b>	<b>31</b>	<b>161</b>	<b>70</b>	<b>3.8</b>	<b>326,800</b>	<b>405,400</b>	
Average RSE (%) <sup>3</sup> . . . . .	8	31	20	12	10	5	18	12	7	11	9	4	5	

p Preliminary

r Revised

S Does not meet publication standards because tests for identifiable and stable seasonality do not meet reliability standards

X Not applicable

<sup>1</sup> Seasonally-adjusted houses sold are published at annual rates

<sup>2</sup> Ratio of houses for sale to houses sold

<sup>3</sup> Average relative standard error for the latest 6-month period

<sup>4</sup> Computed using unrounded data

<sup>5</sup> See the Explanatory Notes in the accompanying text for an explanation of 90 percent confidence intervals

Source: U.S. Census Bureau and U.S. Department of Housing and Urban Development, New Residential Sales, October 26, 2020.

Additional information on the survey methodology may be found at <[http://www.census.gov/construction/nrs/how\\_the\\_data\\_are\\_collected/](http://www.census.gov/construction/nrs/how_the_data_are_collected/)>.

## New Privately-Owned Houses Sold, by Sales Price

(Thousands of Units. Detail may not add to total because of rounding.)

**Table 2a - Number of Houses<sup>1</sup>**

Period	Total	Price Ranges						
		Under \$150,000	\$150,000 to \$199,999	\$200,000 to \$299,999	\$300,000 to \$399,999	\$400,000 to \$499,999	\$500,000 to \$749,000	\$750,000 and over
2018 Annual	617	18	54	187	153	90	78	36
2019 Annual	683	13	52	227	171	95	90	34
RSE (%)	3	25	13	15	8	9	9	11
<b>2019</b>								
September	56	1	5	19	16	7	6	2
October	55	1	3	19	14	7	8	3
November	50	1	4	16	12	8	7	3
December	49	1	4	16	13	7	7	2
<b>2020</b>								
January	59	1	3	21	14	9	7	3
February	63	1	6	18	17	10	8	3
March	59	1	5	20	15	9	7	3
April	52	1	5	17	13	8	6	2
May	64	1	7	20	18	8	8	3
June (r)	79	1	5	25	22	15	9	3
July (r)	84	1	5	29	26	10	9	3
August (r)	82	(Z)	6	31	21	13	8	4
September (p)	75	1	4	27	21	9	8	6
Average RSE (%) <sup>2</sup>	8	73	32	16	16	20	20	28

**Table 2b - Percent Distribution**

Period	Total	Price Ranges						
		Under \$150,000	\$150,000 to \$199,999	\$200,000 to \$299,999	\$300,000 to \$399,999	\$400,000 to \$499,999	\$500,000 to \$749,000	\$750,000 and over
2018 Annual	100	3	9	30	25	15	13	6
2019 Annual	100	2	8	33	25	14	13	5
SE (%)	X	1	1	4	2	1	1	1
<b>2019</b>								
September	100	2	8	34	28	12	11	4
October	100	2	6	35	25	12	14	5
November	100	1	7	32	25	15	14	5
December	100	1	8	32	26	14	15	4
<b>2020</b>								
January	100	2	6	35	24	15	13	5
February	100	2	9	28	28	15	13	5
March	100	1	8	34	26	15	11	5
April	100	3	9	33	24	16	11	4
May	100	2	10	32	28	12	12	4
June (r)	100	1	6	32	28	19	11	4
July (r)	100	1	6	35	31	12	11	4
August (r)	100	(Z)	7	37	25	15	10	5
September (p)	100	1	5	35	28	12	11	8
SE (%)	X	1	2	4	3	2	2	2

p Preliminary r Revised

A Represents an RSE or SE that is greater or equal to 100 percent or could not be computed

S Does not meet publication standards because tests for identifiable and stable seasonality do not meet reliability standards

X Not applicable Z Less than 500 units or less than 0.5 percent

<sup>1</sup> Houses for which sales price was not reported have been distributed proportionally to those for which sales price was reported

<sup>2</sup> Average relative standard error for the latest 6-month period

Source: U.S. Census Bureau and U.S. Department of Housing and Urban Development, New Residential Sales, October 26, 2020.

Additional information on the survey methodology may be found at [http://www.census.gov/construction/nrs/how\\_the\\_data\\_are\\_collected/](http://www.census.gov/construction/nrs/how_the_data_are_collected/).

## New Houses Sold and For Sale by Stage of Construction and Median Number of Months on Sales Market

(Thousands of Units. Detail may not add to total because of rounding.)

**Table 3a - Seasonally adjusted**

Period	Sold during period <sup>1</sup>				For sale at end of period				Median months for sale <sup>2</sup>
	Total	Not started	Under construction	Completed	Total	Not started	Under construction	Completed	
<b>2019</b>									
September .....	726	214	242	270	321	51	194	76	X
October .....	706	201	237	268	321	52	192	77	X
November .....	696	182	240	274	322	55	191	76	X
December .....	731	212	248	271	322	54	191	77	X
<b>2020</b>									
January .....	774	218	280	276	325	56	193	76	X
February .....	716	204	241	271	327	53	197	77	X
March .....	612	138	220	254	330	58	197	75	X
April .....	570	116	217	237	323	60	186	77	X
May .....	698	148	269	281	311	62	175	74	X
June (r) .....	840	249	274	317	300	58	178	64	X
July (r) .....	965	271	345	349	291	59	174	58	X
August (r) .....	994	303	401	290	282	62	168	52	X
<b>September (p)</b> .....	<b>959</b>	<b>319</b>	<b>329</b>	<b>311</b>	<b>284</b>	<b>67</b>	<b>169</b>	<b>48</b>	<b>X</b>
<i>Average RSE (%)</i> <sup>3</sup> .....	8	9	9	10	5	8	6	6	X

**Table 3b - Not seasonally adjusted**

Period	Sold during period				For sale at end of period				Median months for sale <sup>2</sup>
	Total	Not started	Under construction	Completed	Total	Not started	Under construction	Completed	
2018 Annual .....	617	176	222	219	348	66	203	79	3.2
2019 Annual .....	683	189	228	265	327	54	191	82	3.0
<i>RSE (%)</i> .....	3	11	5	5	5	7	6	6	8
<b>2019</b>									
September .....	56	17	19	21	322	49	199	75	3.5
October .....	55	14	20	21	324	52	194	78	3.1
November .....	50	12	16	21	325	54	193	78	3.2
December .....	49	14	15	20	327	54	191	82	3.0
<b>2020</b>									
January .....	59	17	21	21	329	57	191	81	3.4
February .....	63	19	21	24	326	52	194	80	3.4
March .....	59	14	20	25	328	59	193	76	3.4
April .....	52	11	21	20	321	59	185	77	3.3
May .....	64	15	25	24	308	62	173	72	3.6
June (r) .....	79	23	26	30	299	59	180	61	4.2
July (r) .....	84	22	32	29	290	59	176	55	4.3
August (r) .....	82	24	34	24	281	60	171	50	4.6
<b>September (p)</b> .....	<b>75</b>	<b>25</b>	<b>26</b>	<b>24</b>	<b>286</b>	<b>66</b>	<b>173</b>	<b>47</b>	<b>4.0</b>
<i>Average RSE (%)</i> <sup>3</sup> .....	8	9	9	10	5	8	6	6	13

p Preliminary

r Revised

S Does not meet publication standards because tests for identifiable and stable seasonality do not meet reliability standards

X Not applicable

<sup>1</sup> Seasonally-adjusted houses sold are published at annual rates

<sup>2</sup> Median number of months for sale since completion

<sup>3</sup> Average relative standard error for the latest 6-month period

Source: U.S. Census Bureau and U.S. Department of Housing and Urban Development, New Residential Sales, October 26, 2020.

Additional information on the survey methodology may be found at <[http://www.census.gov/construction/nrs/how\\_the\\_data\\_are\\_collected/](http://www.census.gov/construction/nrs/how_the_data_are_collected/)>.