

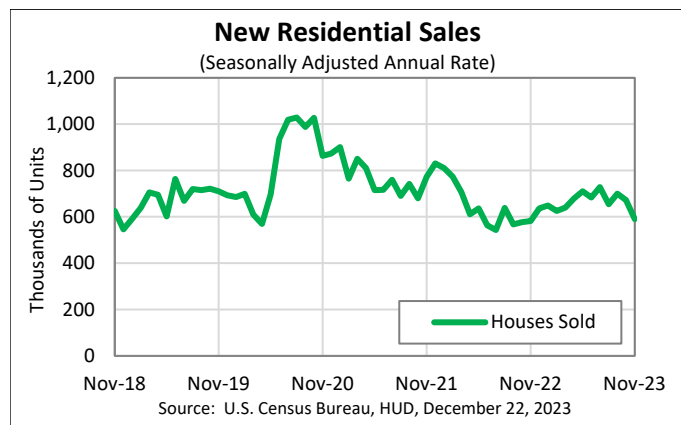
FOR RELEASE AT 10:00 AM EST, FRIDAY, DECEMBER 22, 2023

## MONTHLY NEW RESIDENTIAL SALES, NOVEMBER 2023

Release Number: CB23-216

**December 22, 2023** - The U.S. Census Bureau and the U.S. Department of Housing and Urban Development jointly announced the following new residential sales statistics for November 2023:

 <b>NEW RESIDENTIAL SALES</b> <b>NOVEMBER 2023</b>	
<b>New Houses Sold<sup>1</sup>:</b>	<b>590,000</b>
<b>New Houses For Sale<sup>2</sup>:</b>	<b>451,000</b>
<b>Median Sales Price:</b>	<b>\$434,700</b>
<b>Next Release: January 25, 2024</b>	
<sup>1</sup> Seasonally Adjusted Annual Rate (SAAR)	
<sup>2</sup> Seasonally Adjusted	
Source: U.S. Census Bureau, HUD, December 22, 2023	



### New Home Sales

Sales of new single-family houses in November 2023 were at a seasonally adjusted annual rate of 590,000, according to estimates released jointly today by the U.S. Census Bureau and the Department of Housing and Urban Development. This is 12.2 percent ( $\pm 15.6$  percent)\* below the revised October rate of 672,000, but is 1.4 percent ( $\pm 19.8$  percent)\* above the November 2022 estimate of 582,000.

### Sales Price

The median sales price of new houses sold in November 2023 was \$434,700. The average sales price was \$488,900.

### For Sale Inventory and Months' Supply

The seasonally-adjusted estimate of new houses for sale at the end of November was 451,000. This represents a supply of 9.2 months at the current sales rate.

The December report is scheduled for release on January 25, 2024. 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  
[census.gov](http://census.gov)



## 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 3 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 3.4 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/soc/methodology.html](http://www.census.gov/construction/soc/methodology.html)>

The Census Bureau has reviewed SOC monthly and quarterly tables to ensure appropriate access, use, and disclosure avoidance protection of the confidential source data (Disclosure Review Board (DRB) approval number: CBDRB-FY23-0307).

## 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>2022</b>													
November .....	582	29	46	368	139	455	X	X	X	X	9.4	X	X
December .....	636	34	67	404	131	451	X	X	X	X	8.5	X	X
<b>2023</b>													
January .....	649	41	73	414	121	439	X	X	X	X	8.1	X	X
February .....	625	23	72	408	122	437	X	X	X	X	8.4	X	X
March .....	640	53	64	374	149	433	X	X	X	X	8.1	X	X
April .....	679	34	71	419	155	430	X	X	X	X	7.6	X	X
May .....	710	32	72	425	181	426	X	X	X	X	7.2	X	X
June .....	683	33	56	441	153	429	X	X	X	X	7.5	X	X
July .....	728	29	88	428	183	429	X	X	X	X	7.1	X	X
August (r) .....	654	36	62	393	163	431	X	X	X	X	7.9	X	X
September (r) .....	700	35	64	425	176	434	X	X	X	X	7.4	X	X
October (r) .....	672	32	56	426	158	440	X	X	X	X	7.9	X	X
<b>November (p) .....</b>	<b>590</b>	<b>33</b>	<b>70</b>	<b>337</b>	<b>150</b>	<b>451</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>9.2</b>	<b>X</b>	<b>X</b>
Average RSE (%) <sup>3</sup> .....	9	37	17	13	14	3	X	X	X	X	9	X	X
Percent Change <sup>4</sup>													
<b>Nov. 2023 from Oct. 2023 .....</b>	<b>-12.2%</b>	<b>3.1%</b>	<b>25.0%</b>	<b>-20.9%</b>	<b>-5.1%</b>	<b>2.5%</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>16.5%</b>	<b>X</b>	<b>X</b>
90 percent confidence interval <sup>5</sup> .....	± 15.6	± 39.0	± 58.1	± 19.2	± 29.7	± 1.4	X	X	X	X	± 25.7	X	X
<b>Nov. 2023 from Nov. 2022 .....</b>	<b>1.4%</b>	<b>13.8%</b>	<b>52.2%</b>	<b>-8.4%</b>	<b>7.9%</b>	<b>-0.9%</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>-2.1%</b>	<b>X</b>	<b>X</b>
90 percent confidence interval <sup>5</sup> .....	± 19.8	(A)	± 57.3	± 26.9	± 29.6	± 4.5	X	X	X	X	± 21.1	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			
2021 Annual .....	771	36	86	453	196	391	30	41	227	93	X	397,100	464,200
2022 Annual .....	641	33	66	392	150	455	33	45	271	106	X	457,800	540,000
RSE (%) .....	3	12	9	3	8	4	19	16	6	4	X	5	3
2022 Year to date .....	594	30	61	362	140	X	X	X	X	X	X	X	X
2023 Year to date .....	617	32	63	378	144	X	X	X	X	X	X	X	X
RSE (%) .....	3	24	11	4	6	X	X	X	X	X	X	X	X
<b>Year to date percent change<sup>4</sup> .....</b>	<b>3.9%</b>	<b>4.9%</b>	<b>3.6%</b>	<b>4.4%</b>	<b>2.6%</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> .....	± 5.0	± 32.0	± 10.2	± 6.7	± 11.0	X	X	X	X	X	X	X	X
<b>2022</b>													
November .....	41	2	3	26	10	463	29	47	279	108	11.4	462,300	527,400
December .....	47	2	4	30	10	455	33	45	271	106	9.7	479,500	568,700
<b>2023</b>													
January .....	55	3	5	36	11	438	32	43	260	103	7.9	432,100	495,600
February .....	56	2	6	38	11	428	33	41	250	104	7.6	433,300	499,100
March .....	62	5	7	36	14	427	32	41	250	104	6.9	438,900	519,600
April .....	60	3	7	36	14	419	31	41	246	101	7.0	417,200	500,900
May .....	67	3	7	40	17	422	35	41	246	100	6.3	421,200	495,800
June .....	58	3	5	37	13	433	35	44	250	104	7.5	417,600	507,800
July .....	60	2	7	35	15	429	36	42	249	102	7.2	435,800	507,600
August (r) .....	52	3	5	31	13	435	29	43	260	103	8.4	440,900	530,400
September (r) .....	55	3	5	34	14	437	30	44	262	101	7.9	427,400	515,600
October (r) .....	51	2	4	32	12	447	31	45	267	104	8.8	414,900	498,500
<b>November (p) .....</b>	<b>41</b>	<b>2</b>	<b>5</b>	<b>23</b>	<b>10</b>	<b>460</b>	<b>32</b>	<b>46</b>	<b>275</b>	<b>106</b>	<b>11.3</b>	<b>434,700</b>	<b>488,900</b>
Average RSE (%) <sup>3</sup> .....	9	37	17	13	14	3	16	15	5	6	9	4	5

p Preliminary

r Revised

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

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, December 22, 2023.

Additional information on the survey methodology may be found at <[www.census.gov/construction/soc/methodology.html](https://www.census.gov/construction/soc/methodology.html)>.

## 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
2021 Annual .....	771	3	12	165	210	154	158	68
2022 Annual .....	641	1	3	59	178	131	182	87
RSE (%) .....	3	57	34	16	15	7	11	13
<b>2022</b>								
November .....	41	(Z)	(Z)	2	13	10	10	6
December .....	47	(Z)	(Z)	4	13	7	14	8
<b>2023</b>								
January .....	55	(Z)	1	6	19	11	13	7
February .....	56	(Z)	(Z)	6	17	11	17	6
March .....	62	(Z)	(Z)	9	17	12	16	7
April .....	60	(Z)	(Z)	8	19	12	13	8
May .....	67	(Z)	(Z)	10	18	14	17	8
June .....	58	(Z)	1	7	18	12	13	7
July .....	60	(Z)	(Z)	7	16	16	14	6
August (r) .....	52	(Z)	(Z)	6	13	11	13	8
September (r) .....	55	(Z)	(Z)	8	16	10	14	7
October (r) .....	51	(Z)	(Z)	7	17	9	12	5
November (p) .....	41	(Z)	(Z)	6	9	10	11	3
Average RSE (%) <sup>2</sup> .....	9	(A)	78	24	15	16	18	21

**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
2021 Annual .....	100	(Z)	2	21	27	20	21	9
2022 Annual .....	100	(Z)	1	9	28	20	28	14
SE (%) .....	X	(A)	(A)	2	4	1	3	2
<b>2022</b>								
November .....	100	(Z)	(Z)	6	31	23	24	15
December .....	100	(Z)	1	9	28	16	30	17
<b>2023</b>								
January .....	100	(Z)	1	10	34	19	24	12
February .....	100	(Z)	1	11	30	19	29	10
March .....	100	(Z)	1	15	28	19	26	11
April .....	100	(Z)	(Z)	13	32	20	21	13
May .....	100	(Z)	(Z)	15	27	20	25	11
June .....	100	1	1	13	31	21	22	13
July .....	100	(Z)	(Z)	12	27	27	24	10
August (r) .....	100	(Z)	1	12	25	21	25	16
September (r) .....	100	(Z)	1	14	29	18	26	12
October (r) .....	100	(Z)	(Z)	14	33	19	24	10
November (p) .....	100	(Z)	1	15	23	25	28	7
SE (%) .....	X	(A)	1	3	3	4	4	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, December 22, 2023.

Additional information on the survey methodology may be found at <[www.census.gov/construction/soc/methodology.html](https://www.census.gov/construction/soc/methodology.html)>.

# 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>2022</b>									
November . . . . .	582	89	257	236	455	97	296	62	X
December . . . . .	636	83	287	266	451	92	293	66	X
<b>2023</b>									
January . . . . .	649	101	276	272	439	86	286	67	X
February . . . . .	625	98	269	258	437	90	278	69	X
March . . . . .	640	95	280	265	433	90	273	70	X
April . . . . .	679	107	280	292	430	93	267	70	X
May . . . . .	710	101	295	314	426	92	268	66	X
June . . . . .	683	115	283	285	429	93	266	70	X
July . . . . .	728	100	347	281	429	96	260	73	X
August (r) . . . . .	654	119	284	251	431	96	260	75	X
September (r) . . . . .	700	105	333	262	434	99	260	75	X
October (r) . . . . .	672	125	272	275	440	103	261	76	X
<b>November (p) . . . . .</b>	<b>590</b>	<b>79</b>	<b>264</b>	<b>247</b>	<b>451</b>	<b>106</b>	<b>267</b>	<b>78</b>	<b>X</b>
Average RSE (%) <sup>3</sup> . . . . .	9	12	12	9	3	8	4	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	
2021 Annual . . . . .	771	222	352	196	391	91	266	35	3.2
2022 Annual . . . . .	641	125	314	202	455	88	294	72	1.9
RSE (%) . . . . .	3	11	6	8	4	8	4	7	13
<b>2022</b>									
November . . . . .	41	6	17	18	463	94	303	66	1.7
December . . . . .	47	6	18	23	455	88	294	72	1.9
<b>2023</b>									
January . . . . .	55	9	23	24	438	85	282	72	2.4
February . . . . .	56	10	23	23	428	88	268	72	2.6
March . . . . .	62	10	27	25	427	94	263	70	2.7
April . . . . .	60	10	25	24	419	91	260	68	2.5
May . . . . .	67	10	29	28	422	93	266	62	2.8
June . . . . .	58	9	25	23	433	98	270	64	2.6
July . . . . .	60	8	30	22	429	93	268	67	2.3
August (r) . . . . .	52	9	23	19	435	98	266	71	2.3
September (r) . . . . .	55	8	27	21	437	98	266	73	2.3
October (r) . . . . .	51	9	21	21	447	103	267	77	2.4
<b>November (p) . . . . .</b>	<b>41</b>	<b>5</b>	<b>17</b>	<b>18</b>	<b>460</b>	<b>104</b>	<b>273</b>	<b>83</b>	<b>2.7</b>
Average RSE (%) <sup>3</sup> . . . . .	9	12	12	9	3	8	4	6	11

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, December 22, 2023.

Additional information on the survey methodology may be found at <[www.census.gov/construction/soc/methodology.html](https://www.census.gov/construction/soc/methodology.html)>.