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Erica Filipek or Stephen Cooper  
Manufacturing and Construction Division  
(301) 763-5160

**NEW RESIDENTIAL SALES IN JANUARY 2011**

Sales of new single-family houses in January 2011 were at a seasonally adjusted annual rate of 284,000, according to estimates released jointly today by the U.S. Census Bureau and the Department of Housing and Urban Development. This is 12.6 percent ( $\pm 11.2\%$ ) below the revised December rate of 325,000 and is 18.6 percent ( $\pm 15.4\%$ ) below the January 2010 estimate of 349,000.

The median sales price of new houses sold in January 2011 was \$230,600; the average sales price was \$260,300. The seasonally adjusted estimate of new houses for sale at the end of January was 188,000. This represents a supply of 7.9 months at the current sales rate.

*New Residential Sales data for February 2011 will be released on Wednesday, March 23, 2011, at 10:00 A.M. EDT.*

*Our Internet site is: <http://www.census.gov/newhomesales>*

**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 7 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 web site listed above.

\* 90% confidence interval includes zero. The Census Bureau does not have sufficient statistical evidence to conclude that the actual change is different from zero.

**Table 1. New Houses Sold and For Sale**

[Thousands of houses. Detail may not add to total because of rounding.]

Period	Sold during period <sup>1</sup>					For sale at end of period					Months' 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				
Seasonally adjusted														
2010: January	349	42	55	174	78	232						8.0		
February	347	30	49	180	88	232						8.0		
March	384	33	53	206	92	228						7.1		
April	414	36	56	213	109	216						6.3		
May	282	28	39	152	63	216						9.2		
June	310	34	46	174	56	211						8.2		
July	283	30	43	166	44	210						8.9		
August	274	29	31	149	65	207						9.1		
September	317	35	52	162	68	202						7.6		
October (r)	280	30	40	160	50	200						8.6		
November (r)	281	22	32	163	64	195						8.3		
December (r)	325	22	35	164	104	189						7.0		
2011: <b>January (p)</b>	<b>284</b>	<b>34</b>	<b>41</b>	<b>143</b>	<b>66</b>	<b>188</b>						<b>7.9</b>		
Average RSE (%) <sup>3</sup>	8	23	23	12	15	4						8		
<i>Percent Change:</i>														
<i>January 2011 from December 2010</i>	<i>-12.6%</i>	<i>54.5%</i>	<i>17.1%</i>	<i>-12.8%</i>	<i>-36.5%</i>	<i>-0.5%</i>						<i>12.9%</i>		
<i>90% Confidence Interval<sup>4</sup></i>	<i>± 11.2</i>	<i>± 82.5</i>	<i>± 55.7</i>	<i>± 18.7</i>	<i>± 20.4</i>	<i>± 1.2</i>						<i>± 16.1</i>		
<i>January 2011 from January 2010</i>	<i>-18.6%</i>	<i>-19.0%</i>	<i>-25.5%</i>	<i>-17.8%</i>	<i>-15.4%</i>	<i>-19.0%</i>						<i>-1.3%</i>		
<i>90% Confidence Interval<sup>4</sup></i>	<i>± 15.4</i>	<i>± 54.1</i>	<i>± 32.2</i>	<i>± 18.4</i>	<i>± 41.6</i>	<i>± 3.9</i>						<i>± 21.8</i>		
Not seasonally adjusted														
2009:	375	31	54	202	87	232	27	38	118	48	(X)	216,700	270,900	
2010: (r)	322	31	44	174	73	189	22	28	98	41	(X)	222,600	272,200	
RSE (%)	4	8	14	6	5	3	8	14	6	5	(X)	3	2	
2010: January	24	3	4	12	5	231	26	37	119	48	9.7	218,200	283,400	
February	27	2	4	13	7	229	26	36	119	47	8.6	221,900	284,100	
March	36	3	5	19	9	227	25	36	118	47	6.3	224,800	262,900	
April	41	4	5	21	10	216	24	35	113	45	5.3	208,300	270,500	
May	26	3	4	14	6	215	24	34	114	44	8.3	230,500	281,100	
June	28	3	4	16	5	213	24	32	111	45	7.5	219,500	256,700	
July	26	3	4	16	4	210	24	31	109	46	7.9	212,100	252,100	
August	23	3	3	12	6	209	23	31	108	46	8.9	226,600	268,800	
September	25	3	4	12	6	204	22	29	109	44	8.2	228,000	270,800	
October (r)	23	3	3	13	4	199	22	29	104	44	8.7	204,200	254,400	
November (r)	20	2	2	12	4	195	22	29	101	43	9.7	221,400	282,700	
December (r)	22	2	2	12	6	189	22	28	98	41	8.5	235,000	290,700	
2011: <b>January (p)</b>	<b>19</b>	<b>2</b>	<b>3</b>	<b>9</b>	<b>5</b>	<b>187</b>	<b>22</b>	<b>26</b>	<b>99</b>	<b>40</b>	<b>9.8</b>	<b>230,600</b>	<b>260,300</b>	
Average RSE (%) <sup>3</sup>	8	23	23	12	15	4	13	13	5	6	8	5	5	

(p) Preliminary. (r) Revised. RSE Relative standard error. (X) Not applicable. (Z) Less than 500 units or less than 0.5 percent.

<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 RSE for the latest 6-month period.

<sup>4</sup>See the Explanatory Notes in the accompanying text for an explanation of 90% confidence intervals. <sup>5</sup> Computed using unrounded data.

Note: The sales price includes the land.

**Table 2. New Houses Sold, by Sales Price**

[Thousands of houses. Detail may not add to total because of rounding.]

Period	Total	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 \$749,999	\$750,000 and over
Number of houses <sup>1</sup>								
2009:	375	67	96	114	46	23	20	10
2010: (r)	322	56	79	98	44	20	18	8
RSE (%)	4	8	7	6	8	9	14	15
Percent distribution								
2009:	100	18	26	30	12	6	5	3
2010: (r)	100	17	25	30	14	6	6	3
2010: January	100	21	21	27	15	6	7	4
February	100	21	21	33	11	5	6	4
March	100	18	25	31	13	8	4	1
April	100	17	29	28	12	5	6	3
May	100	16	25	29	13	8	5	4
June	100	17	23	31	18	5	5	1
July	100	15	29	35	11	4	5	2
August	100	16	27	31	11	7	6	3
September	100	16	23	34	13	6	5	2
October (r)	100	21	27	26	12	6	5	2
November (r)	100	17	25	26	16	6	6	4
December (r)	100	15	24	28	16	7	8	3
2011: <b>January (p)</b>	<b>100</b>	<b>18</b>	<b>18</b>	<b>37</b>	<b>13</b>	<b>8</b>	<b>4</b>	<b>2</b>

(p) Preliminary. (r) Revised. RSE Relative standard error. (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 RSE for the latest 6-month period.

Note: The sales price includes the land.

**Table 3. New Houses Sold and For Sale by Stage of Construction and Median Number of Months on Sales Market**

[Thousands of houses. Detail may not add to total because of rounding.]

Period	Sold during period				For sale at end of period				Median months for sale <sup>1</sup>
	Total	Not started	Under construction	Completed	Total	Not started	Under construction	Completed	
2009:	375	82	107	186	232	31	101	100	14.0
2010: (r)	322	66	105	151	189	29	80	80	7.9
RSE (%)	4	9	4	4	4	8	6	5	8
2010: January	24	7	7	9	231	30	101	99	13.9
February	27	7	9	11	229	29	103	96	14.3
March	36	8	14	14	227	30	104	92	14.4
April	41	7	15	19	216	29	101	86	14.0
May	26	5	8	13	215	28	103	85	14.0
June	28	5	9	14	213	28	102	83	12.3
July	26	6	8	13	210	27	102	81	11.2
August	23	5	8	11	209	27	97	84	10.1
September	25	5	8	12	204	27	94	84	8.8
October (r)	23	4	7	12	199	26	90	84	8.1
November (r)	20	3	5	12	195	26	87	82	8.2
December (r)	22	4	6	12	189	29	80	80	7.9
2011: <b>January (p)</b>	<b>19</b>	<b>5</b>	<b>5</b>	<b>9</b>	<b>187</b>	<b>30</b>	<b>79</b>	<b>78</b>	<b>7.8</b>
Average RSE (%) <sup>2</sup>	8	9	11	10	4	9	6	6	11

(p) Preliminary. (r) Revised. RSE Relative standard error. (X) Not applicable. (Z) Less than 500 units or less than 0.5 percent.

<sup>1</sup>Median number of months for sale since completion.

<sup>2</sup>Average RSE for the latest 6-month period.