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Raemeka Mayo or Stephen Cooper  
Manufacturing and Construction Division  
(301) 763-5160

**NEW RESIDENTIAL SALES IN JANUARY 2012**

Sales of new single-family houses in January 2012 were at a seasonally adjusted annual rate of 321,000, according to estimates released jointly today by the U.S. Census Bureau and the Department of Housing and Urban Development. This is 0.9 percent ( $\pm 16.6\%$ )\* below the revised December rate of 324,000, but is 3.5 percent ( $\pm 17.6\%$ )\* above the January 2011 estimate of 310,000.

The median sales price of new houses sold in January 2012 was \$217,100; the average sales price was \$261,600. The seasonally adjusted estimate of new houses for sale at the end of January was 151,000. This represents a supply of 5.6 months at the current sales rate.

*New Residential Sales data for February 2012 will be released on Friday, March 23, 2012, 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 (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 house sales. 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 the prior sales is included in the sales figure. On average, the preliminary seasonally adjusted estimate of total sales is revised about 5 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													
2011: January	310	33	42	163	72	186					7.2		
February	281	19	31	170	61	182					7.8		
March	305	25	39	171	70	178					7.0		
April	316	25	41	168	82	173					6.6		
May	308	19	41	174	74	168					6.5		
June	303	16	45	171	71	166					6.6		
July	295	23	46	163	63	166					6.8		
August	290	23	48	156	63	162					6.7		
September	302	19	47	170	66	161					6.4		
October (r)	311	18	50	159	84	159					6.1		
November (r)	318	16	51	182	69	156					5.9		
December (r)	324	18	49	172	85	154					5.7		
2012: <b>January (p)</b>	<b>321</b>	<b>20</b>	<b>37</b>	<b>188</b>	<b>76</b>	<b>151</b>					<b>5.6</b>		
Average RSE (%) <sup>3</sup>	9	24	22	13	14	5					8		
<b>Percent Change:</b>													
<i>January 2012 from December 2011</i>	<b>-0.9%</b>	<b>11.1%</b>	<b>-24.5%</b>	<b>9.3%</b>	<b>-10.6%</b>	<b>-1.9%</b>					<b>-1.8%</b>		
<i>90% Confidence Interval<sup>4</sup></i>	± 16.6	± 62.2	± 29.4	± 24.5	± 26.1	± 1.6					± 17.3		
<i>January 2012 from January 2011</i>	<b>3.5%</b>	<b>-39.4%</b>	<b>-11.9%</b>	<b>15.3%</b>	<b>5.6%</b>	<b>-18.8%</b>					<b>-22.2%</b>		
<i>90% Confidence Interval<sup>4</sup></i>	± 17.6	± 35.5	± 37.1	± 29.8	± 20.4	± 4.2					± 13.4		
Not seasonally adjusted													
2010:	323	31	45	173	74	188	22	27	98	41	(X)	221,800	272,900
2011: (r)	304	21	44	167	72	153	19	21	81	32	(X)	226,100	267,100
RSE (%)	4	9	12	6	6	5	14	10	7	11	(X)	3	2
2011: January	21	2	3	11	5	185	21	25	98	41	8.6	240,100	275,700
February	22	1	2	13	5	181	21	25	96	38	8.3	220,100	262,800
March	28	2	3	16	7	179	20	26	96	38	6.4	220,500	260,800
April	30	3	4	16	8	172	19	25	93	35	5.7	224,700	268,900
May	28	2	4	16	7	168	19	25	91	33	5.9	222,000	262,700
June	28	1	5	16	6	167	19	24	89	34	5.9	240,200	273,100
July	27	2	4	15	6	165	19	24	87	34	6.1	229,900	270,300
August	25	2	5	13	5	164	19	23	87	35	6.6	219,600	259,300
September	24	2	4	13	5	163	18	23	87	34	6.7	217,000	255,400
October (r)	25	2	4	13	7	159	18	23	85	33	6.4	224,800	258,300
November (r)	22	1	4	13	4	156	19	22	83	33	7.0	213,100	249,200
December (r)	23	1	3	13	5	153	19	21	81	32	6.8	216,500	264,900
2012: <b>January (p)</b>	<b>22</b>	<b>1</b>	<b>2</b>	<b>13</b>	<b>5</b>	<b>151</b>	<b>19</b>	<b>20</b>	<b>80</b>	<b>32</b>	<b>6.7</b>	<b>217,100</b>	<b>261,600</b>
Average RSE (%) <sup>3</sup>	9	24	22	13	14	5	14	12	7	11	8	5	4

(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
<b>Number of houses<sup>1</sup></b>								
2010:	323	55	79	97	44	21	18	8
2011: (r)	304	50	68	98	46	20	16	6
RSE (%)	4	10	6	5	10	10	10	18
<b>Percent distribution</b>								
2010:	100	17	24	30	14	6	6	3
2011: (r)	100	16	22	32	15	7	5	2
2011: January	100	16	16	36	16	8	7	2
February	100	14	27	29	16	8	5	1
March	100	19	23	31	16	5	6	2
April	100	16	23	32	15	8	5	2
May	100	17	23	32	15	7	5	2
June	100	13	22	37	16	6	6	1
July	100	17	21	35	16	4	4	3
August	100	20	21	31	15	7	5	1
September	100	16	26	33	13	5	5	2
October (r)	100	18	22	34	14	7	3	2
November (r)	100	18	25	32	14	5	4	1
December (r)	100	18	26	29	13	6	6	2
2012: <b>January (p)</b>	<b>100</b>	<b>22</b>	<b>19</b>	<b>33</b>	<b>14</b>	<b>6</b>	<b>4</b>	<b>3</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	
2010:	323	67	104	151	188	27	81	80	7.9
2011: (r)	304	73	91	139	153	25	67	60	6.8
RSE (%)	4	8	5	5	5	9	6	5	8
2011: January	21	6	6	9	185	27	80	79	7.8
February	22	7	5	10	181	26	78	77	8.1
March	28	6	9	13	179	26	79	74	8.7
April	30	7	8	15	172	25	79	68	8.9
May	28	7	9	12	168	24	78	66	9.2
June	28	6	9	13	167	24	81	61	10.0
July	27	7	9	11	165	23	80	62	9.4
August	25	5	8	11	164	24	78	62	8.7
September	24	5	8	11	163	25	77	61	7.6
October (r)	25	5	7	12	159	24	77	59	7.2
November (r)	22	5	6	11	156	25	73	59	7.2
December (r)	23	5	6	11	153	25	67	60	6.8
2012: <b>January (p)</b>	<b>22</b>	<b>6</b>	<b>6</b>	<b>10</b>	<b>151</b>	<b>26</b>	<b>68</b>	<b>57</b>	<b>7.1</b>
Average RSE (%) <sup>2</sup>	9	10	11	10	5	9	6	5	10

(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.