



**Agent Jane**

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# Sacramento County

Published: July 2014\*

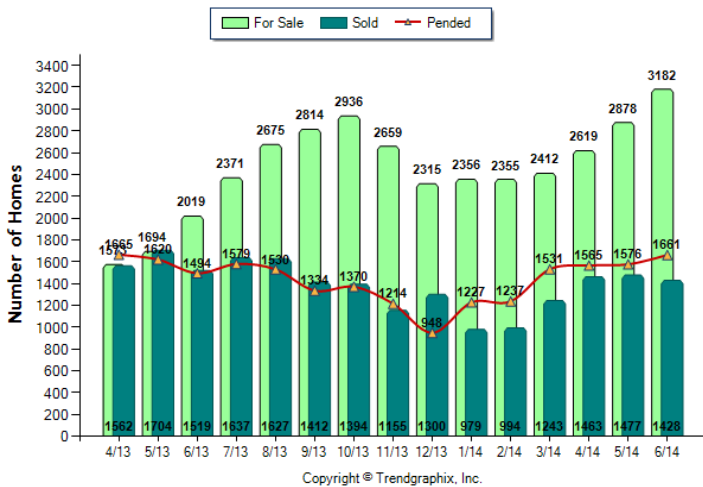
**Property Types: Single Family Homes - All Properties**  
**Price Range: \$0 - No Limit**      **SQFT Range: 0 - No Limit**  
**Bedrooms: 0 - No Limit**      **Full Baths: 0 - No Limit**  
**Half Baths: 0 - No Limit**      **Year Built: 0 - No Limit**



**June 2014 is a Seller's market!** The number of for sale listings was up **57.6%** from one year earlier and up **10.6%** from the previous month. The number of sold listings decreased **6%** year over year and decreased **3.3%** month over month. The number of under contract listings was up **5.4%** compared to the previous month and up **11.2%** compared to the previous year. The Months of Inventory based on Closed Sales is 2.2, up **67.7%** from the previous year.

The Average Sold Price per Square Footage was down **0.3%** compared to the previous month and up **9.3%** compared to last year. The Median Sold Price was the same as last month. The Average Sold Price also decreased by **0.3%** from last month. Based on the 6 month trend, the Average Sold Price trend is "Neutral" and the Median Sold Price trend is "Appreciating".

The Average Days on Market showed a downward trend, an increase of **42.9%** compared to the previous year. The ratio of Sold Price vs. Original List Price is 98%, a decrease of **3%** compared to the previous year.



### It is a Seller's Market

#### Property Sales (Sold)

June property sales were 1428, down **6%** from 1519 in June of 2013 and **3.3%** lower than the 1477 sales last month.

#### Current Inventory (For Sale)

Versus last year, the total number of homes available this month is higher by 1163 units of **57.6%**. This year's bigger inventory means that buyers who waited to buy may have bigger selection to choose from. The number of current inventory is up **10.6%** compared to the previous month.

#### Property Under Contract (Pended)

There was an increase of **5.4%** in the pended properties in June, with 1661 properties versus 1576 last month. This month's pended property sales were **11.2%** higher than at this time last year.

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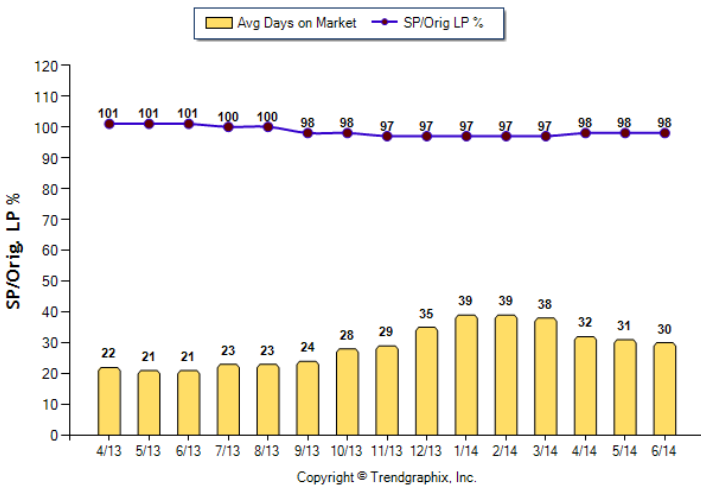
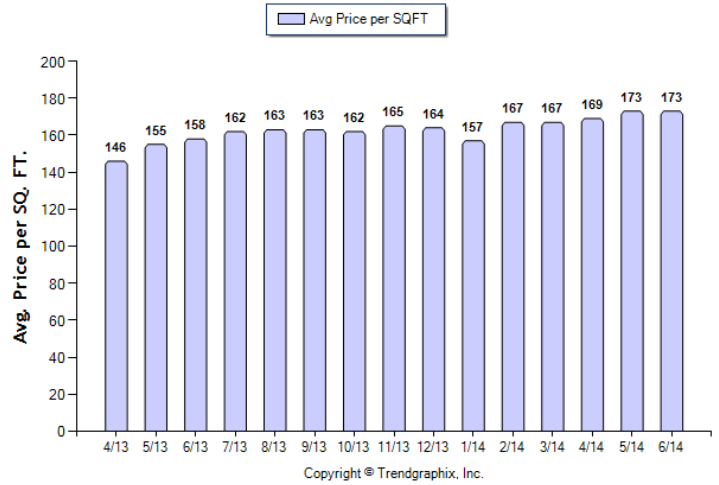
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**The Average Sold Price per Square Footage is Neutral\***

The Average Sold Price per Square Footage is a great indicator for the direction of property values. Since Median Sold Price and Average Sold Price can be impacted by the 'mix' of high or low end properties in the market, the Average Sold Price per Square Footage is a more normalized indicator on the direction of property values. The June 2014 Average Sold Price per Square Footage of \$172.8 was down **0.3%** from \$173.3 last month and up **9.3%** from \$158.1 in June of last year.

\* Based on 6 month trend – Appreciating/Depreciating/Neutral



**The Days on Market Shows Downward Trend\***

The average Days on Market (DOM) shows how many days the average property is on the market before it sells. An upward trend in DOM trends to indicate a move towards more of a Buyer's market, a downward trend indicates a move towards more of a Seller's market. The DOM for June 2014 was 30, down **3.2%** from 31 days last month and up **42.9%** from 21 days in June of last year.

**The Sold/Original List Price Ratio is Rising\*\***

The Sold Price vs. Original List Price reveals the average amount that sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. This month Sold Price vs. Original List Price of 98% is the same as last month and down from **3%** % in June of last year.

\* Based on 6 month trend – Upward/Downward/Neutral

\*\* Based on 6 month trend – Rising/Falling/Remains Steady

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# ABC

**The Average For Sale Price is Neutral\***

The Average For Sale Price in June was \$375,000, up **1.9%** from \$368,000 in June of 2013 and down **1.1%** from \$379,000 last month.

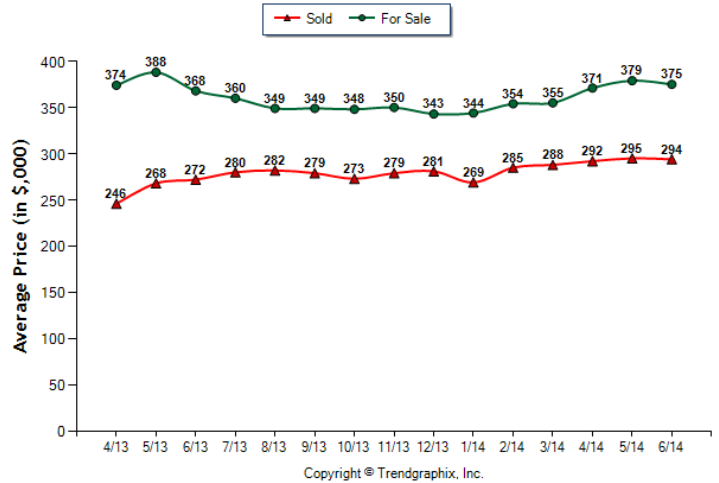
**The Average Sold Price is Neutral\***

The Average Sold Price in June was \$294,000, up **8.1%** from \$272,000 in June of 2013 and down **0.3%** from \$295,000 last month.

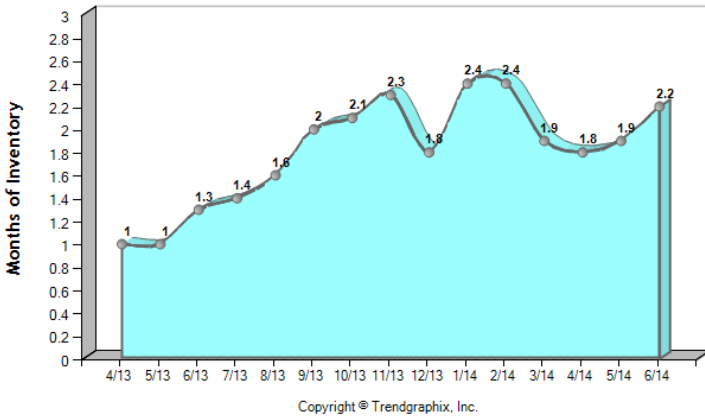
**The Median Sold Price is Appreciating\***

The Median Sold Price in June was \$270,000, up **10.2%** from \$245,000 in June of 2013 and the same as last month.

\* Based on 6 month trend – Appreciating/Depreciating/Neutral



Months of Inventory based on Closed Sales



**It is a Seller's Market\***

A comparatively lower Months of Inventory is more beneficial for sellers while a higher months of inventory is better for buyers.

- \*Buyer's market: more than 6 months of inventory
- Seller's market: less than 3 months of inventory
- Neutral market: 3 – 6 months of inventory

**Months of Inventory based on Closed Sales**

The June 2014 Months of Inventory based on Closed Sales of 2.2 was increased by **67.7%** compared to last year and up **15.4%** compared to last month. June 2014 is Seller's market.

**Months of Inventory based on Pended Sales**

The June 2014 Months of Inventory based on Pended Sales of 1.9 was increased by **37%** compared to last year and up **5.5%** compared to last month. June 2014 is Seller's market.

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# ABC

**It is a Seller's Market\***

Absorption Rate measures the inverse of Months of Inventory and represents how much of the current active listings (as a percentage) are being absorbed each month.

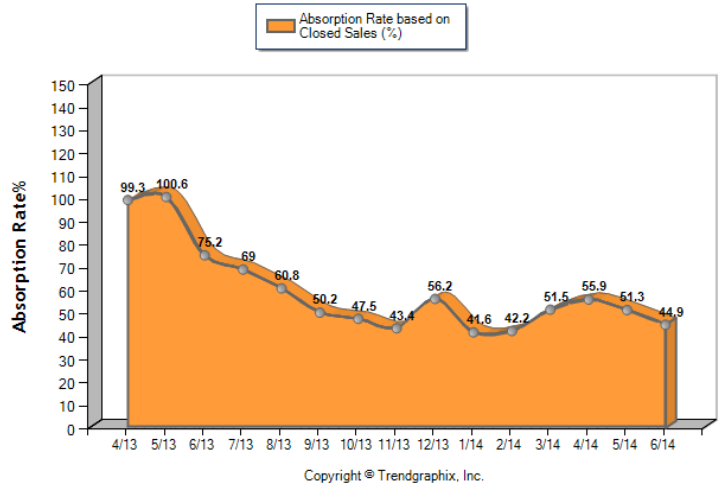
\*Buyer's market: 16.67% and below  
Seller's market: 33.33% and above  
Neutral market: 16.67% - 33.33%

**Absorption Rate based on Closed Sales**

The June 2014 Absorption Rate based on Closed Sales of 44.9 was decreased by **40.3%** compared to last year and down **12.5%** compared to last month.

**Absorption Rate based on Pended Sales**

The June 2014 Absorption Rate based on Pended Sales of 52.2 was decreased by **29.5%** compared to last year and down **4.7%** compared to last month.



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