

News Release

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SACRAMENTO AREA REAL ESTATE OPEN ESCROWS JUMP 39 PERCENT

(SACRAMENTO, CA) – New pending sales jumped 39 percent in January when compared to December of 2013 in the greater Sacramento resale housing market according to data provided by TrendGraphix and reported by Lyon Real Estate.

The 2,106 posted contracts were a mere 7 percent below those logged in the red hot January market of last year. Even though resale inventory is 60 percent higher than one year ago, months of inventory based upon the current rate of pending sales retreated back to 1.9.

The move-up market, considered by many experts to be from \$350,000 to \$750,000 range, exhibited exceptional momentum as well by posting a 55 percent increase in sales over December numbers and 33 percent more than the same quarter one year ago.

Upper-end sales, specifically \$750,000 and above, have averaged a notable 43 sales over the past three months. That pace is extraordinary for the winter period and demonstrates a 38 percent improvement of the three months ending January 2013.

"The resale market is enjoying a period of sensible stability," said President and Chief Operating Officer Pat Shea of Lyon Real Estate. "First time and move-up buyers continue to capitalize on extremely favorable financing opportunities as key economic dials move slowly and rates remain low. They now enjoy a golden opportunity with a greater number and variety of potential homes to choose from."

Lyon Real Estate is ranked the number one brokerage in annual home sales in the greater Sacramento region and has served the area for more than 65 years. In 2013, the company closed 8,167 transactions worth a combined total of \$2.69 billion in sales volume.

Lyon Real Estate has 950 agents in 17 offices located throughout the region. The company is a member of the Leading Real Estate Companies of the World[®] (LRE), the largest network of

premier locally-branded firms, as well as LRE's Luxury Portfolio International program. In addition to its real estate services, Lyon Real Estate offers RELO Direct, a global relocation program. For more information about Lyon Real Estate, click to www.GoLyon.com.

TrendGraphix, Inc. is a real estate reporting company based in Sacramento that uses local Multiple Listing Service (MLS) data to provide highly-visual market statistical graphs to real estate brokers, agents, and MLS/Realtor associations across the country. TrendGraphix's programs are currently used by tens of thousands of agents in more than 100 brokerages in 18 states. For more information about TrendGraphix, visit www.trendgraphix.com

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