

Greater Sacramento MARKET UPDATE



HOME SALES STILL ON CRUISE CONTROL

Sales, inventory and median price hit sweet spot

October 13, 2014

The Greater Sacramento resale housing market appears to remain on "cruise control," according Pat Shea, president of Lyon Real Estate. The market is demonstrating consistency, stability and sustainability according to information from Trendgraphix Inc., a Sacramento based reporting company. "Sales, inventory and median price all seemed to have hit their sweet spot," Shea added, based upon the patterns of activity over the past 3 to 6 months.

Closed sales averaged 2,357 per month in Sacramento, Placer, El Dorado and Yolo counties over the past 6 months. That volume of sales is 28 percent higher than the 1,843 average posted from the previous 6 month period. The 4-county area also experienced 2,377 new open escrows or pending sales, for the month of September. Pending sales were a mere 2 percent below the 6 month open escrow average.

Inventory of active and available resale homes ended September at 6,178. This number was just 1 percent above the trailing three month average and only 8 percent above the previous 6 month average which includes the typically tighter summer selling season.

The median sales price has locked in at \$310,000 for the past five months. Shea states that this metric reflects a "continuity and balance of sales occurring in all price points." The current median is 9 percent above the \$285,000 mark posted in September of last year.

"Housing affordability in our region remains a glaring bright spot when compared to the San Francisco Bay area and other metropolitan statistical areas throughout the state," says Shea. "Undoubtedly, our individual counties and neighborhoods will experience monthly fluctuations in key housing metrics. However, the prospect of interest rates rising in 2015 coupled with the variety and volume of inventory currently available should keep entry level and move up buyers very engaged throughout the remainder of the year."

About Lyon Real Estate

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 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.

About TrendGraphix, Inc.

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