



SACRAMENTO
ASSOCIATION
OF REALTORS®

PRESS RELEASE

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(SACRAMENTO, CA)

RESIDENTIAL RESALE STATISTICS For January 2005

Escrow Closures Down, New Escrows and Listings Up In Seasonal Turn

Holiday season home sales activity bottomed out in January, with monthly escrow closures and resale market value dropping almost 40% compared with December 2004, and negligibly higher (1.8%) than January a year ago. The decrease in closed sales for the month may be entirely offset in February, as newly opened escrows jumped ahead by 38%. Pricing remained firm throughout Sacramento County and West Sacramento, with the median single family home price pushing upward 1.7% to \$335,500, a healthy 25% above the median price a year ago.

New Listings Published / Market Inventory

There was a 41% increase in new listings published from December 2004 to January 2005, typical for the post-holiday market. Despite the jump in listings, the saleable inventory remains firm, with supply at 3.0 months. "This is an entirely normal market for the time of year," said Dave Tanner, the Association's president. "Everything has slowed down and softened up a bit. Prices are flat. If anything, buyers – who've been in tight quarters for many months – may see a little room to maneuver." The average time-on-market for a resale home in Sacramento was 32 days, up 14% from two months ago.

Condominium Value Growth Beats Single Family Homes

The average annual sales price growth rate for area condominiums beat out the annual growth rate for single family homes by 22% for the year ended January 2005. The growth rate for single family homes was 23.2% for the period; the comparable rate for condominiums and planned unit developments (PUDs) was 28.4%. Condominium resales and conversions have moved quickly in recent months to fill the "affordability gap" for middle income and first-time homebuyers.

FHA/VA Loans All But Vanish From Lending Market

FHA and VA assisted loans now account for only 3 in 1,000 mortgage loans locally, down from 36 per 1,000 loans a year ago.

Types of Financing

The types of financing used to purchase a home closing escrow in January are as follows:

- 89.3% Conventional
- 0.1% VA transactions
- 0.2% FHA financing
- 3.4% Cash
- 6.9% reported as "other" financing means

The Sacramento Association of REALTORS® is a professional association representing 7,000 real estate professionals and commercial affiliates doing business in the Greater Sacramento Metropolitan Area.