PRESS RELEASE

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FOR IMMEDIATE RELEASE: April 13, 2006

(RESIDENTIAL RESALE STATISTICS FOR MARCH 2006)

Residential Re-Sale Market Gathering Steam

Persistent rain and the looming threat of flooding in March did not appreciably dampen Sacramento's residential resale market, as previously lagging sales and prices showed continuing signs of revival. New listings and inventory, as well as new escrows, completed sales and median price were all up from the prior month. In particular, closed escrows on existing Sacramento County single family homes increased dramatically in March to 1,388 units, up 52.2% from the prior month, while still down 27.3% from a year ago. The market posted a month-to-month increase in listing inventory, 18.8% higher than the February 2006 inventory, and 14.3% higher than the inventory a year ago. The County's median existing home sale price also increased for the second consecutive month to $374,500, posting a 0.4% gain over the prior month and a 7.0% gain over the median price of one year ago.

"This is a market that long-time REALTORS® are more accustomed to," noted Sacramento Association of REALTORS® President Leigh Rutledge. "After months of gradual market slowdown last year, we're seeing a return to more sustainable activity levels. March's market results again support our industry's long-held position that there is no real estate bubble." Unusually wet weather conditions throughout March may have dampened some buying activity, Rutledge believes.

The market supply figure - the active listing inventory divided by the rate of completed sales – was down from 5.4 months in February to 4.3 months, 57% higher than last year's March supply of 2.7 months. "A supply of four-plus months is considered a seller-leaning, neutral market. But our situation is equally favorable to buyers and sellers right now," Rutledge added. "I think we're likely to see some very stable and encouraging market numbers through spring and into summer."

Compared to other urbanized areas statewide, Sacramento County continues to offer one of California's best housing price values. According to February 2006 market data from the California Association of REALTORS®, Sacramento ranks eighth in population among the state's top ten metropolitan areas, and third in housing affordability behind only San Bernardino and Fresno Counties.

Condominium Resale Market
The Sacramento condominium resale market again showed signs of revival in March. New listings were up 24.3% to 333 units, increasing the active inventory by 20.9 % to 492 units. Closed condominium escrows for the month were up 28.8%, from 73 in February to 94, still 49.0 % below sales one year ago.

The median sale price of a Sacramento condominium again dipped (-3.3%) to $235,950 compared to the February 2006 median of $244,000, a figure still 5.0 % higher in value than the $225,000 March median price a year ago.

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The Sacramento Association of REALTORS® is a professional association representing 6,900 real estate professionals and commercial affiliates doing business in the Greater Sacramento Metropolitan Area.