

FOR IMMEDIATE RELEASE: June 12, 2012

(RESIDENTIAL RESALE STATISTICS May 2012)

Sales volume picks up, low inventory creating challenging market

The median home sales price dropped slightly for May to \$168,750, a .1% decrease from \$169,000. The \$200,000 - \$249,999 price range still accounts for the majority of the 1,816 total sales this month (14.9% or 270 units), while homes under \$100,000 totaled 293 (16.1%) units. Closed escrows from conventional financing (673 units or 34.4% of all sales) increased 6.1%, cash buyers decreased 1.5% (617 units) and FHA financing decreased slightly by 2.9% (515 or 26.3%). These numbers include the 141 condo sales this month. The average amount of days spent on the market (from list date to opening escrow) was 59 days; the median DOM decreased to 27.

Sales increased for the month to 1,816 units sold, up 11.2% from the 1,633 closed escrows in April. Year-to-year closed escrows were up 10.1% from the 1,650 units sold May 2011. Making up the closed escrows this month were 504 REOs (27.8%), 546 short sales (30.1%) and 766 conventional sales (42.2%). Compared with last month, REO sales are down 7.6%, short sales are down 1.3% and conventional sales up 7.1%.

The Total Listing Inventory has been split to more accurately reflect the current market. Active Listings numbered 1,413 properties, with 325 Active Short Sales making up 23% of that number. Active Short Sales Contingent properties totaled 2,561. Active Short Sale Contingent properties are those short sale properties on which initial offers have been made and are not therefore entirely "active." Breaking down Total Listing Inventory results in a more accurate Housing Market Supply figure. The Housing Market Supply figure (inventory) for May was .8 months – a 11% decrease from April. This figure represents the number of months it would take to deplete the Active Listing Inventory (1,413), given the current number of closed escrows (1,816). This figure is down from the 2.5 months of inventory that was available in May 2011.

Recently, certain zip codes have seen slight increases in median sales price. These areas are newer construction sites that were the first to decline when the market turned down. Natomas, newer Elk Grove and south Rancho Cordova (Anatolia) are spotlighted comparing January median sales prices to May:

	2012	Jan	Feb	Mar	Apr	May	
Natomas	95833	\$120,250	\$124,500	\$128,500	\$128,500	\$130,000	8.11%
Natomas	95835	\$193,750	\$201,250	\$215,500	\$210,000	\$219,500	13.29%
Elk Grove	95757	\$250,000	\$250,000	\$246,500	\$236,250	\$257,000	2.80%
Elk Grove	95758	\$174,000	\$179,100	\$180,000	\$177,750	\$185,000	6.32%
Rancho	95742	\$221,000	\$222,500	\$227,500	\$240,640	\$238,000	7.69%

Condominium Resale Market

Sacramento condominium sales decreased for the month to 141 units. This figure is down 4.1% from the 147 units sold in April and down 2.8% from the 145 units sold in May 2011. REO property sales accounted for 32.6% (46) of all units sold while short sales (31.2% or 44) and conventional sales (36.2% or 51) accounted for the remainder. The percentage of REO condo sales decreased .3%, short sales increased 6.4% and conventional sales decreased 4.9%. The condominium median sales price increased 3.2% month-to-month, from \$75,000 to \$77,425. This current price is down .7% from the \$78,000 May 2011 median sales price. Of the 361 units in the Listing Inventory, 230 (63.7%) were listed as Active Short Sale Contingent, leaving the actual Active Listing Inventory at 131 units. Of these 131 units, 32 were listed as Active Short Sales.