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# Sacramento

Published: July 2017\*

**Property Types: Single Family Homes - Non REO, Non Short Sale - All Properties**

**Price Range:** \$0 - No Limit

**SQFT Range:** 0 - No Limit

**Bedrooms:** 0 - No Limit

**Full Baths:** 0 - No Limit

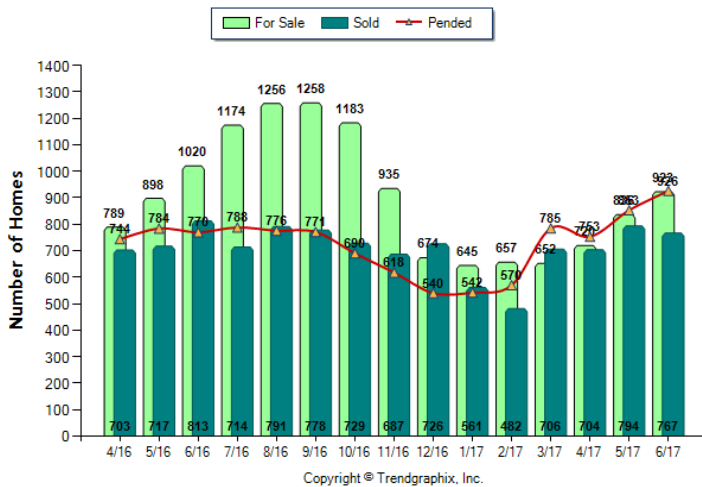
**Half Baths:** 0 - No Limit

**Year Built:** 0 - No Limit

**June 2017 is a Seller's market!** The number of for sale listings was down **9.5%** from one year earlier and up **10.4%** from the previous month. The number of sold listings decreased **5.7%** year over year and decreased **3.4%** month over month. The number of under contract listings was up **8.6%** compared to the previous month and up **20.3%** compared to the previous year. The Months of Inventory based on Closed Sales is 1.2, down **8%** from the previous year.

The Average Sold Price per Square Footage was down **0.4%** compared to the previous month and up **8%** compared to last year. The Median Sold Price was the same as last month. The Average Sold Price was the same as last month. Based on the 6 month trend, the Average Sold Price trend is "Appreciating" and the Median Sold Price trend is "Appreciating".

The Average Days on Market showed a downward trend, a decrease of **10.5%** compared to the previous year. The ratio of Sold Price vs. Original List Price is 101%, an increase of **3.1%** compared to the previous year.



## It is a Seller's Market

### Property Sales (Sold)

June property sales were 767, down **5.7%** from 813 in June of 2016 and **3.4%** lower than the 794 sales last month.

### Current Inventory (For Sale)

Versus last year, the total number of properties available this month is lower by 97 units of **9.5%**. This year's smaller inventory means that buyers who waited to buy may have smaller selection to choose from. The number of current inventory is up **10.4%** compared to the previous month.

### Property Under Contract (Pended)

There was an increase of **8.6%** in the pended properties in June, with 926 properties versus 853 last month. This month's pended property sales were **20.3%** higher than at this time last year.



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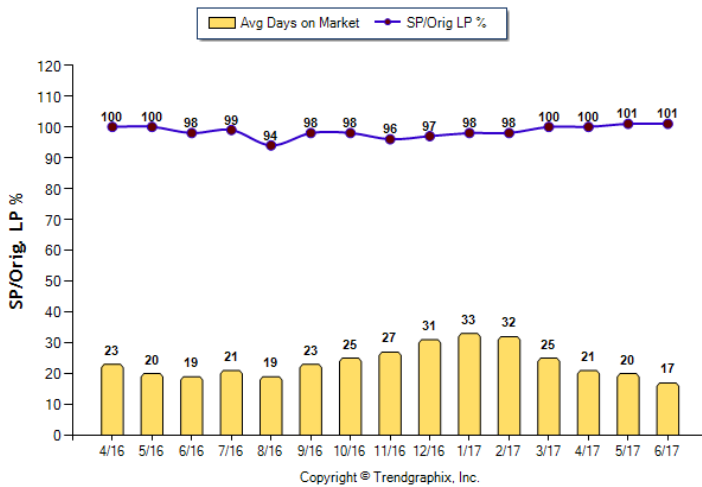
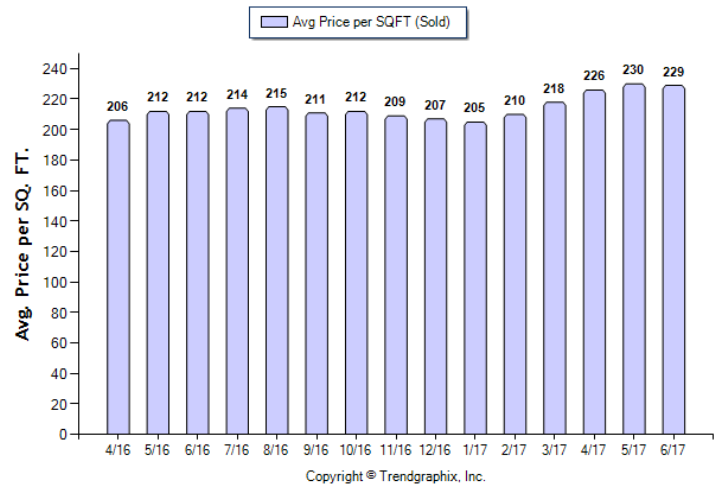
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## The Average Sold Price per Square Footage is Neutral\*

The Average Sold Price per Square Footage is a great indicator for the direction of property values. Since Median Sold Price and Average Sold Price can be impacted by the 'mix' of high or low end properties in the market, the Average Sold Price per Square Footage is a more normalized indicator on the direction of property values. The June 2017 Average Sold Price per Square Footage of \$229 was down **0.4%** from \$230 last month and up **8%** from \$212 in June of last year.

\* Based on 6 month trend – Appreciating/Depreciating/Neutral



## The Days on Market Shows Downward Trend\*

The average Days on Market (DOM) shows how many days the average property is on the market before it sells. An upward trend in DOM trends to indicate a move towards more of a Buyer's market, a downward trend indicates a move towards more of a Seller's market. The DOM for June 2017 was 17, down **15%** from 20 days last month and down **10.5%** from 19 days in June of last year.

## The Sold/Original List Price Ratio is Rising\*\*

The Sold Price vs. Original List Price reveals the average amount that sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. This month Sold Price vs. Original List Price of 101% is the same as last month and up from **3.1%** in June of last year.

\* Based on 6 month trend – Upward/Downward/Neutral

\*\* Based on 6 month trend – Rising/Falling/Remains Steady



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### The Average For Sale Price is Appreciating\*

The Average For Sale Price in June was \$462,000, up **8.7%** from \$425,000 in June of 2016 and the same as last month.

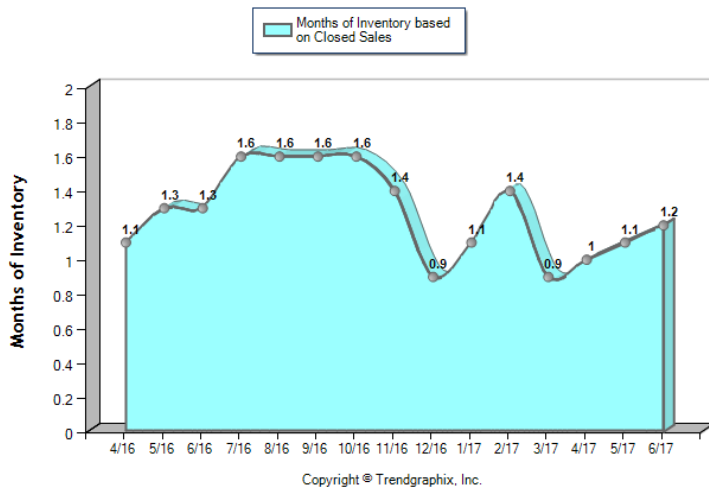
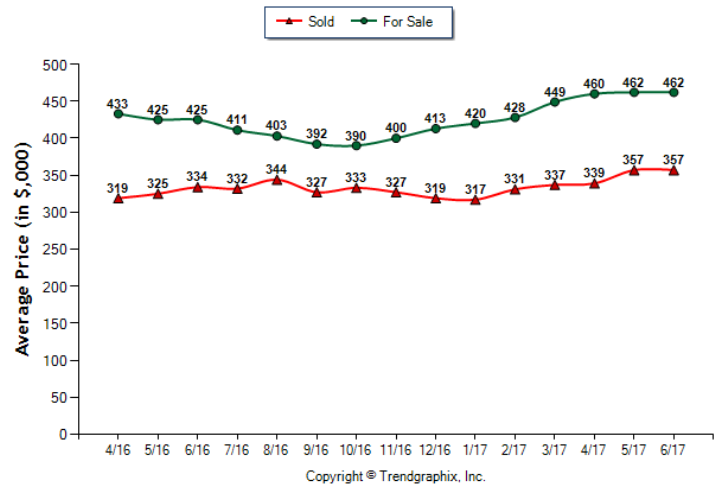
### The Average Sold Price is Appreciating\*

The Average Sold Price in June was \$357,000, up **6.9%** from \$334,000 in June of 2016 and the same as last month.

### The Median Sold Price is Appreciating\*

The Median Sold Price in June was \$315,000, up **8.6%** from \$290,000 in June of 2016 and the same as last month.

\* Based on 6 month trend – Appreciating/Depreciating/Neutral



### It is a Seller's Market\*

A comparatively lower Months of Inventory is more beneficial for sellers while a higher months of inventory is better for buyers.

\*Buyer's market: more than 6 months of inventory

Seller's market: less than 3 months of inventory

Neutral market: 3 – 6 months of inventory

### Months of Inventory based on Closed Sales

The June 2017 Months of Inventory based on Closed Sales of 1.2 was decreased by **8%** compared to last year and up **9.5%** compared to last month. June 2017 is Seller's market.

### Months of Inventory based on Pended Sales

The June 2017 Months of Inventory based on Pended Sales of 1 was decreased by **22.6%** compared to last year and the same compared to last month. June 2017 is Seller's market.



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**It is a Seller's Market\***

Absorption Rate measures the inverse of Months of Inventory and represents how much of the current active listings (as a percentage) are being absorbed each month.

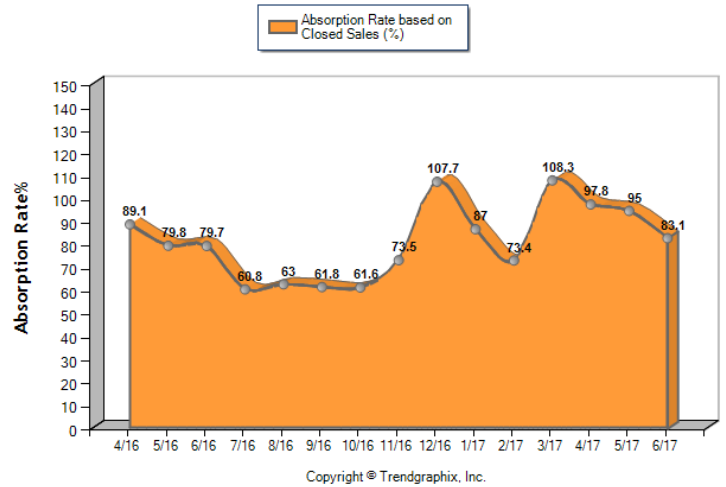
\*Buyer's market: 16.67% and below  
Seller's market: 33.33% and above  
Neutral market: 16.67% - 33.33%

**Absorption Rate based on Closed Sales**

The June 2017 Absorption Rate based on Closed Sales of 83.1 was increased by **4.3%** compared to last year and down **12.5%** compared to last month.

**Absorption Rate based on Pended Sales**

The June 2017 Absorption Rate based on Pended Sales of 100.3 was increased by **32.9%** compared to last year and down **1.7%** compared to last month.



All reports are published July 2017, based on data available at the end of June 2017, except for the today stats. All reports presented are based on data supplied by the MetroList MLS. The MetroList MLS does not guarantee or is not in anyway responsible for its accuracy. Data maintained by the MetroList MLS may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.