



FOR IMMEDIATE RELEASE: August 13, 2008

(RESIDENTIAL RE SALE STATISTICS July 2008)

Sacramento home sales continue to show an upward trend

With the closing of the month, July marks the seventh straight month of increased home sales, a welcome trend in a market that was recently plagued by record lows. This month's rising activity reflects the sales of the many bank-owned properties in the area. The following information, compiled by the Sacramento Association of REALTORS®, is collected from the MetroList® multiple listing service and includes data covering Sacramento County and the City of West Sacramento.

July showed a 5.1% increase over June's 1,883 units, ending the month with 1,979 closed escrows. When compared to the same month last year, July 2008 marks an incredible 128.3% increase over the 867 units sold in July 2007. Bank-owned properties helped contribute to this number, making up over 69%, or 1,371, of all transactions this month.

The volume of bank-owned homes sold helped to push the Sacramento median home price downward. The month of July showed median home sales price of \$216,500, a figure 1.6% below the June median sales price of \$220,000. When compared to the same month one year ago, the July 2008 median sales price reflects a 36.3% decrease from the \$340,000 median price of July 2007. New listings for July totaled 2,421, a 3.5% decrease from June's 2,508 new listings published. The total listing inventory also decreased for the month of July, showing 7,880 listings, a figure 6.1% below the 8,414 listings in June.

Sacramento's current market offers prospective buyers many choices – and many of them are affordable. "The state of this market has changed drastically in mere months. The amount of competitively-priced homes makes Sacramento a veritable hotbed for buyers," states 2008 Association President Alan Wagner. "Opportunistic buyers are realizing the potentials of this unique market and snatching up homes that were once sold for 40% more." The pricing is right for qualified buyers, including first-time homebuyers. "The credit standards have definitely tightened, but that shouldn't stop buyers who have been strengthening their credit scores by sitting through the last few years," continues Wagner, "Find a REALTOR®, give them an idea of what you want and they will find you a home. There is still inventory, but homes are selling fast. Some areas are even seeing price increases because of multiple offers. It would definitely be a wise move to act."

Following a welcome trend, July's month-end housing market supply continued to drop. The month-end housing market supply is calculated by dividing the total listing inventory by the number of closed escrows. This figure represents the amount of time – in months – it would take to deplete the total listing inventory given the current rate of sales. July 2008 showed a decrease to 4 months, an 11% decrease from the 4.5 months calculated in June.

Condominium Resale Market

Closed condominium escrows for the month of July showed a marked increase, closing the month with 135 sales, a 33.7% jump from the 101 closed escrows in June. When compared to the same month one year ago, July's sales reflect an 82% increase over the 74 closed escrows in July 2007. New listings published made a slight decline in July, showing a 4.4% decrease to 173 new listings from June's 181 new listings published. The median sales price of a Sacramento condominium also decreased for the month of July, falling to \$125,000, a figure 8.9% below the June median sales price of \$137,200. The current median price stands 45% below the \$226,000 median price of July 2007.