

FOR IMMEDIATE RELEASE: July 10, 2014

(RESIDENTIAL RESALE STATISTICS June 2014)

Sales purchased with financing climb to 75%, cash purchases decline 3.4%

Sales for the first month of summer declined slightly, closing June with 1,465 sales. This marks a 2% decrease over the 1,495 sales in May. Compared to the 1,522 closed escrows in June 2013, sales are down 3.7%. June sales consisted of 90 REOs (6.1% of all sales), 105 short sales (7.2%) and 1,270 equity sales (86.7%). Compared to last month, REO sales have decreased 20.7%, short sales increased 2.8% and equity sales increased 1.6%.

The Sacramento market continues to see mortgage-backed purchases leading, with 74.8% of all sales using either conventional, FHA or VA financing. Conventional mortgages remained the most popular method of financing, accounting for 45.9% of all sales for the month. Cash sales decreased again month-to-month (down 3.4%), accounting for 19.8% of sales. Cash-only sales have decreased markedly since February 2013, when they made up the majority of the market with 39.5% of all sales. Since then, cash-only sales have decreased nearly 50%. The remainder of sales used FHA (22.9%), VA (6%) and Other (5.4%) types of financing. A graphic representation of types of financing going back to March 2009 is available in full on SAR's [statistics page](#).

Active Listing Inventory in Sacramento County increased for the month to 3,258 listings, up 19.2% from the 2,734 listings of May. Year-to-year, the current number is up significantly (91%) from the 1,706 units of June 2013. As a result, the months of inventory increased 22.2%, up to 2.2 months. The months of inventory reflects the length of time (in months) that it would take to deplete the current inventory at the current sales rate. The method for retrieving the total active listing inventory was adjusted slightly. This new method entails gathering active listing inventory data on the 1st of each new month (7/1/14) and comparing it to the sales data retrieved later in the month after listings on the MLS have passed the time where their status must be changed. This ensures a more accurate representation of closed escrows for the month.

The month-to-month median sales price decreased 1.8% from \$275,000 to \$270,000. The current level is 9.8% above the \$245,908 median sales price of June 2013. The current figure is up 68.7% from the January 2012 low of \$160,000. When compared to the all-time high (\$392,750/Aug. '08), the current figure is down 31.2%.

Condominium Resale Market

Sacramento condominium sales increased slightly for the month, up .8% to 127 units. This is down 19.1% from the 157 units sold in June 2013. The condominium median sales price increased month-to-month, up 7.2% from \$135,300 to \$145,000. The active listing inventory increased 5.5% for the month from 271 to 286 listings. Year-to-date, there have been 662 recorded condo sales.

PLEASE NOTE: A new, 2-page condominium report is now available. You can access this by viewing the monthly [MLS Summary](#), which is now a 4-page document. The condo report accounts for pages 3-4.