

SACRAMENTO COUNTY:

1. The median price is the same as it was in August 2007.
2. Housing inventory is 22% lower than the same time last year (there is only a 1.36 month housing supply).
3. Sales volume was 17% higher this November compared to November 2015 (up 2.5% for the year).
4. There were only 36 short sales and 34 REOs in the county last month.
5. It took 3 days longer to sell a house last month compared to the previous month (one year ago it was taking 3 days longer to sell).
6. FHA sales volume is down 6% this year compared to 2015 (24.4% of all sales were FHA last month).
7. Cash sales are down 11% this year (they were 11% of all sales last month).
8. The median price is \$325,000 and is down 2% from the height of summer, up 1.5% from last month, and 12% higher than last year.
9. The average price per sq ft was \$202 last month (down 1% from a few months ago, but 7% higher than last year).
10. The average sales price at \$349,659 is down about 2% from the height of summer (but is 8% higher than last year).

SACRAMENTO REGION:

1. Housing inventory is 26% lower than the same time last year.
2. It took 4 days longer to sell compared to the previous month (but 4 less days compared to November 2015).
3. Sales volume was 18% higher this November compared to November 2015.
4. FHA sales volume is down 6% this year compared to last year.
5. Cash sales are down 8% this year compared to last year.
6. REOs were 2% and short sales were 2.1% of all sales last month.
7. The median price was \$355,000 in November. It went down slightly from October but is down 3.5% from the height of summer (up 8% from last year).
8. The average price per sq ft was \$208.6 last month. That's down about 1% from the height of summer and 8% higher than last year.
9. Cash sales were 13.3% of all sales last month (FHA sales were 22%).
10. The average sales price was \$392,500 in November. It's down about 3.5% from the height of summer but 8% higher than last year.

PLACER COUNTY:

1. The median price was \$438,000 last month (highest point of year, but take that with a grain of salt).
2. The average price per sq ft was \$213 last month (down very slightly from the height of summer and up 6% higher than last year).
3. It took 41 days to sell last month (same as previous month but 6 days less than one year ago).
4. Sales volume was about 3% lower this October compared to October 2015.
5. FHA sales volume is down 16% this year compared to last year.
6. Cash sales were 17% of all sales last month (FHA sales were 13%).
7. Cash sales are down 3.6% this year compared to last year.
8. Housing inventory is 13% lower than the same time last year.
9. Both REOs and short sales were each 1% of sales last month.
10. The average sales price was \$481,000 and is 8.5% higher than last year.

Challenge: Find ways this month to talk about specific trends with your contacts. It's powerful when we know how the market is moving and can quote stats off the cuff.

Ryan Lundquist 916-595-3735 - LundquistCompany@gmail.com - www.SacramentoAppraisalBlog.com