

SACRAMENTO COUNTY:

1. The median price softened to \$305,000 (down 7% from the height of summer).
2. The median price is currently 8.9% above January 2016.
3. Sales volume was stronger in January than it's been in 4 years. We could focus on sales volume declining by 27% from December, but volume always declines from December. See the graphs below.
4. Sales volume in January 2017 was 14% higher than last year.
5. One year ago in January it was taking 4 days longer to sell.
6. FHA sales volume is down 6% this year compared to 2016 (but 27% of all sales were FHA last month).
7. Only 3% of all sales were bank-owned last month and 2.4% were short sales.
8. The average price per sq ft was about \$202 last month (about the same as December, but 8% higher than last year).
9. The average sales price softened 1% last month and is currently \$339,028. This is down about 5% from the height of summer (but is 9% higher than last year).
10. Cash sales were 15% of all sales last month.

SACRAMENTO REGION:

1. The median price softened to \$339,000 (down 8% from the height of summer).
2. The median price is currently 5% above January 2016.
3. Sales volume in the region is up about 2% over the past year.
4. Sales volume in January 2017 was 7.6% higher than last year.
5. One year ago in January it was taking 3 days longer to sell.
6. It took an average of 47 days to sell a home last month.
7. FHA sales volume is down almost 7% over the past year (but still 23% of all sales were FHA last month).
8. The average price per sq ft was about \$208 last month. This is down about 1.5% from summer, but 5.7% higher than last year.
9. The average sales price softened 2% last month and is currently \$380,151. This is down about 6.5% from the height of summer (but is 5.9% higher than last year).
10. Cash sales were 16% of all sales last month.

PLACER COUNTY:

1. The median price is \$424,500 (down 3% from the height of summer).
2. The median price is currently 4.8% above January 2016.
3. Sales volume in Placer County was down almost 13% this January compared to last January.
4. Sales volume in January was nearly identical in volume to January 2014 and January 2015.
5. Housing supply is down 4% from last year.
6. It took an average of 52 days to sell a home last month (same as last January).
7. The average price per sq ft was about \$211 last month. This is down about 2.5% from summer, but about 5% higher than last year.
8. The average sales price softened 1% last month and is currently \$467,276. This is down about 3% from the height of summer (but is 3% higher than last year).
9. Bank-owned sales were only 2.4% of all sales last month (short sales were 1.3%).
10. Cash sales were 19.5% of all sales last month.

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