

Folsom - July 2016

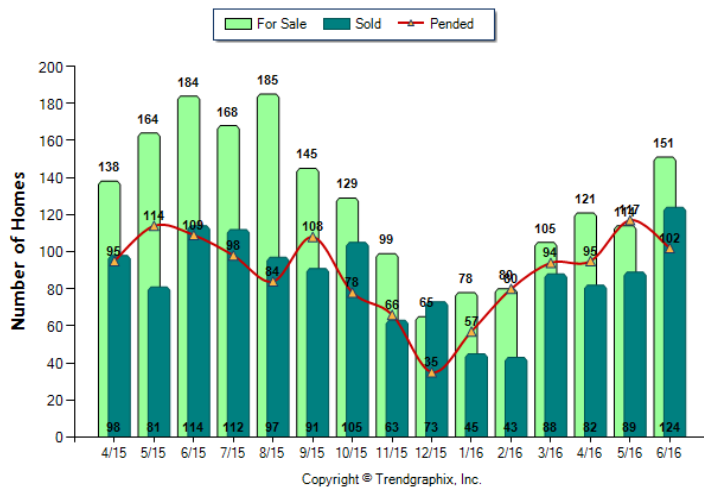
Published: July 2016*

Property Types: Single Family Homes - All Properties - 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 2016 is a Seller's market! The number of for sale listings was down **17.9%** from one year earlier and up **32.5%** from the previous month. The number of sold listings increased **8.8%** year over year and increased **39.3%** month over month. The number of under contract listings was down **12.8%** compared to the previous month and down **6.4%** compared to the previous year. The Months of Inventory based on Closed Sales is 1.2, down **24.8%** from the previous year.

The Average Sold Price per Square Footage was down **0.4%** compared to the previous month and up **7.5%** compared to last year. The Median Sold Price decreased by **2%** from last month. The Average Sold Price also decreased by **0.2%** from last month. Based on the 6 month trend, the Average Sold Price trend is "Neutral" and the Median Sold Price trend is "Neutral".

The Average Days on Market showed a neutral trend, an increase of **4.3%** compared to the previous year. The ratio of Sold Price vs. Original List Price is 98%, a decrease of **1%** compared to the previous year.



It is a Seller's Market

Property Sales (Sold)

June property sales were 124, up **8.8%** from 114 in June of 2015 and **39.3%** higher than the 89 sales last month.

Current Inventory (For Sale)

Versus last year, the total number of homes available this month is lower by 33 units of **17.9%**. 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 **32.5%** compared to the previous month.

Property Under Contract (Pended)

There was a decrease of **12.8%** in the pended properties in June, with 102 properties versus 117 last month. This month's pended property sales were **6.4%** lower than at this time last year.

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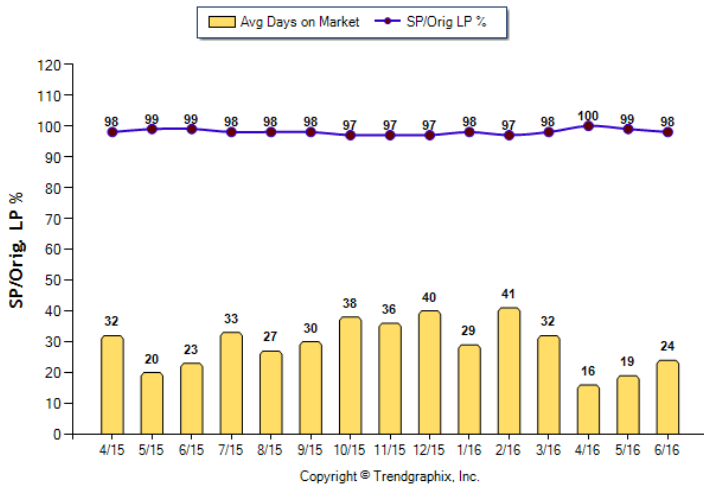
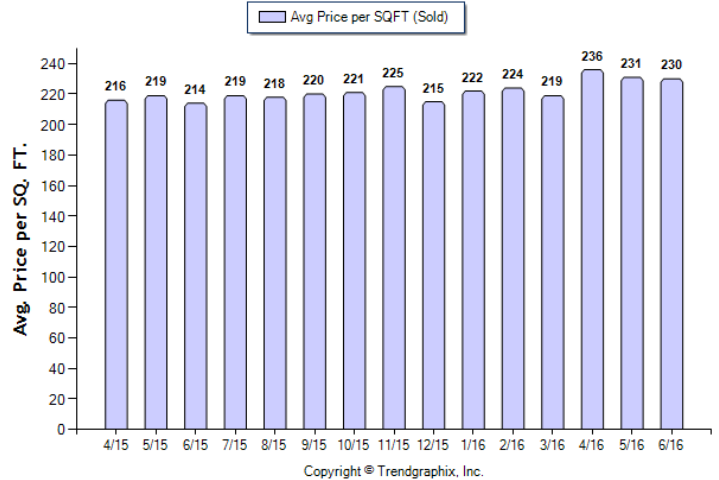
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The Average Sold Price per Square Footage is Neutral*

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 2016 Average Sold Price per Square Footage of \$230 was down **0.4%** from \$231 last month and up **7.5%** from \$214 in June of last year.

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



The Days on Market Shows Neutral 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 2016 was 24, up **26.3%** from 19 days last month and up **4.3%** from 23 days in June of last year.

The Sold/Original List Price Ratio Remains Steady**

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 98% is down **1%** from last month and down from **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 Neutral*

The Average For Sale Price in June was \$610,000, up **6.8%** from \$571,000 in June of 2015 and up **1.2%** from \$603,000 last month.

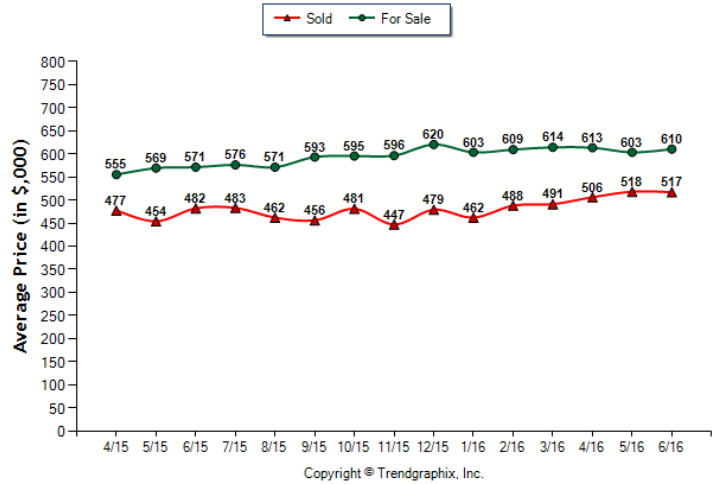
The Average Sold Price is Neutral*

The Average Sold Price in June was \$517,000, up **7.3%** from \$482,000 in June of 2015 and down **0.2%** from \$518,000 last month.

The Median Sold Price is Neutral*

The Median Sold Price in June was \$495,000, up **7.6%** from \$460,000 in June of 2015 and down **2%** from \$505,000 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.

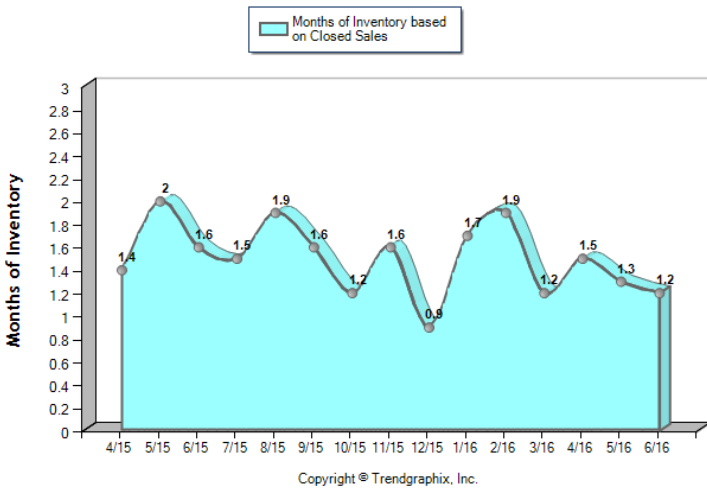
- *Buyer's market: more than 6 months of inventory
- Seller's market: less than 3 months of inventory
- Neutral market: 3 – 6 months of inventory

Months of Inventory based on Closed Sales

The June 2016 Months of Inventory based on Closed Sales of 1.2 was decreased by **24.8%** compared to last year and down **7.8%** compared to last month. June 2016 is Seller's market.

Months of Inventory based on Pended Sales

The June 2016 Months of Inventory based on Pended Sales of 1.5 was decreased by **11.8%** compared to last year and up **51.3%** compared to last month. June 2016 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

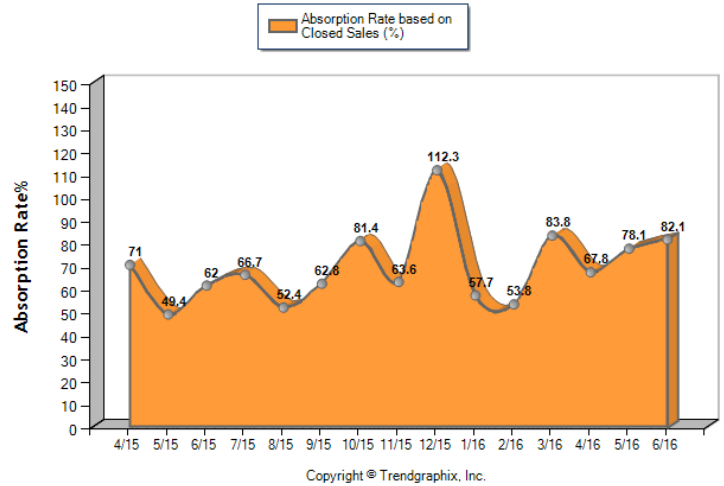
Neutral market: 16.67% - 33.33%

Absorption Rate based on Closed Sales

The June 2016 Absorption Rate based on Closed Sales of 82.1 was increased by **32.4%** compared to last year and up **5.1%** compared to last month.

Absorption Rate based on Pended Sales

The June 2016 Absorption Rate based on Pended Sales of 67.5 was increased by **14%** compared to last year and down **34.2%** compared to last month.



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