



Mel James

(916)749-9115
Mel@MelJamesHomes.com
http://MelJamesHomes.com
DRE Number: 01166489

Fair Oaks

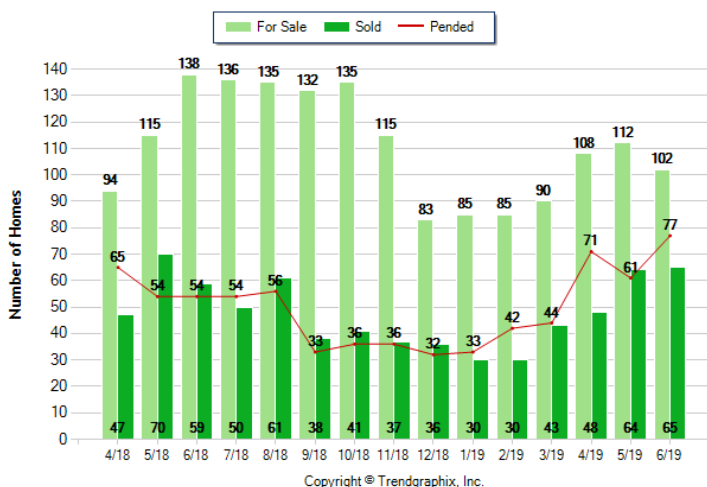
Published: August 2019*

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 2019 is a Seller's market! The number of for sale listings was down **26.1%** from one year earlier and down **8.9%** from the previous month. The number of sold listings increased **10.2%** year over year and increased **1.6%** month over month. The number of under contract listings was up **26.2%** compared to previous month and up **42.6%** compared to previous year. The Months of Inventory based on Closed Sales is 1.6, down **29.9%** from the previous year.

The Average Sold Price per Square Footage was up **1.3%** compared to previous month and up **1.7%** compared to last year. The Median Sold Price decreased by **0.6%** from last month. The Average Sold Price also decreased by **2.5%** 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 downward trend, a decrease of **10.7%** compared to previous year. The ratio of Sold Price vs. Original List Price is 99%, an increase of **1%** compared to previous year.



It is a Seller's Market

Property Sales (Sold)

June property sales were 65, up **10.2%** from 59 in June of 2018 and **1.6%** higher than the 64 sales last month.

Current Inventory (For Sale)

Versus last year, the total number of properties available this month is lower by 36 units of **26.1%**. 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 down **8.9%** compared to the previous month.

Property Under Contract (Pended)

There was an increase of **26.2%** in the pended properties in June, with 77 properties versus 61 last month. This month's pended property sales were **42.6%** higher than at this time last year.

All reports are published August 2019, based on data available at the end of July 2019, except for the today stats. All reports presented are based on data supplied by the MetroList MLS. The MetroList MLS does not guarantee or is not in anyway responsible for its accuracy. Data maintained by the MetroList MLS may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.



Mel James

(916)749-9115
 Mel@MelJamesHomes.com
 http://MelJamesHomes.com
 DRE Number: 01166489

Fair Oaks

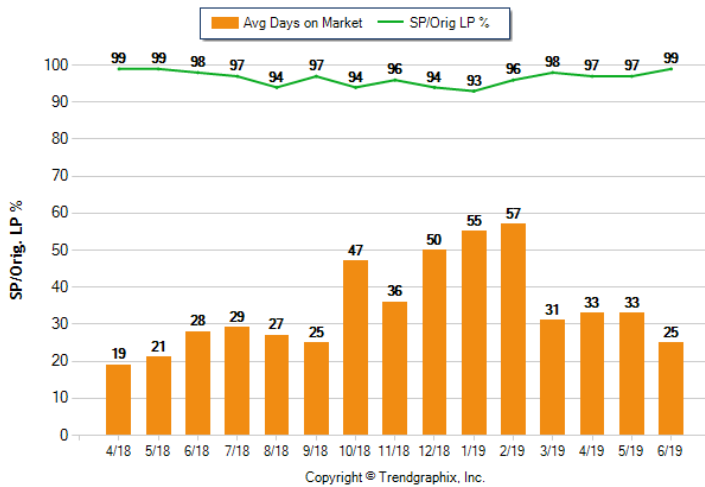
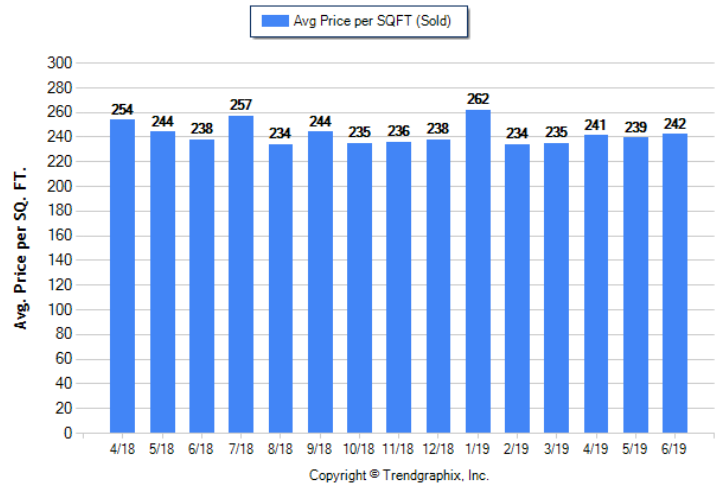
Published: August 2019*

Property Types: Single Family Homes - All Properties - All Properties
Price Range: \$0 - No Limit
Bedrooms: 0 - No Limit
Half Baths: 0 - No Limit
SQFT Range: 0 - No Limit
Full Baths: 0 - No Limit
Year Built: 0 - No Limit

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 2019 Average Sold Price per Square Footage of \$242 was up **1.3%** from \$239 last month and up **1.7%** from \$238 in June of last year.

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



The Days on Market Shows Downward 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 2019 was 25, down **24.2%** from 33 days last month and down **10.7%** from 28 days in June of last year.

The Sold/Original List Price Ratio is Rising**

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 99% is up **2.1%** from last month and up from **1%** in June of last year.

* Based on 6 month trend – Upward/Downward/Neutral

** Based on 6 month trend – Rising/Falling/Remains Steady

All reports are published August 2019, based on data available at the end of July 2019, except for the today stats. All reports presented are based on data supplied by the MetroList MLS. The MetroList MLS does not guarantee or is not in anyway responsible for its accuracy. Data maintained by the MetroList MLS may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.



Mel James

(916)749-9115
 Mel@MelJamesHomes.com
 http://MelJamesHomes.com
 DRE Number: 01166489

Fair Oaks

Published: August 2019*

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

The Average For Sale Price is Appreciating*

The Average For Sale Price in June was \$678,000, up **9.5%** from \$619,000 in June of 2018 and up **3.2%** from \$657,000 last month.

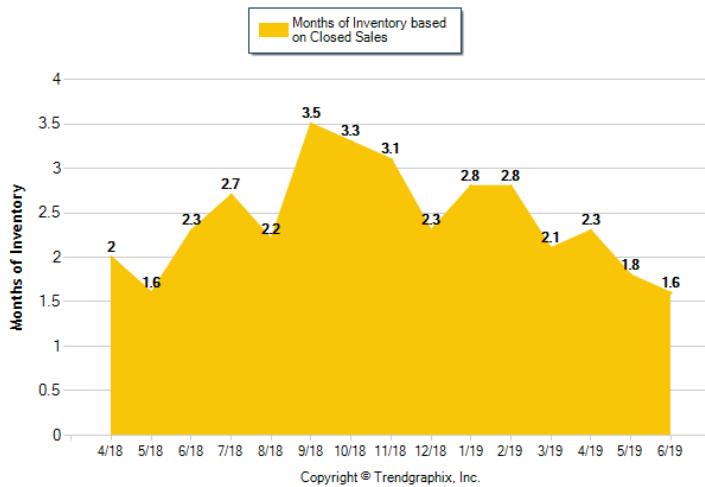
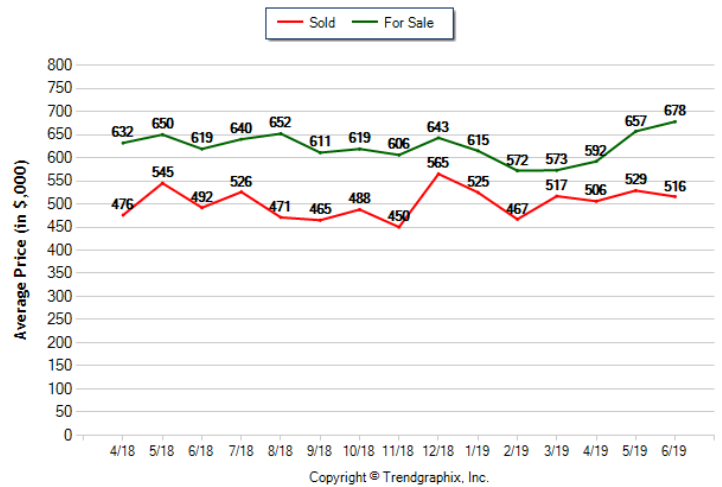
The Average Sold Price is Neutral*

The Average Sold Price in June was \$516,000, up **4.9%** from \$492,000 in June of 2018 and down **2.5%** from \$529,000 last month.

The Median Sold Price is Neutral*

The Median Sold Price in June was \$485,000, up **5.7%** from \$459,000 in June of 2018 and down **0.6%** from \$488,000 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 2019 Months of Inventory based on Closed Sales of 1.6 was decreased by **29.9%** compared to last year and down **11.4%** compared to last month. June 2019 is Seller's market.

Months of Inventory based on Pended Sales

The June 2019 Months of Inventory based on Pended Sales of 1.3 was decreased by **50.9%** compared to last year and down **27.2%** compared to last month. June 2019 is Seller's market.

All reports are published August 2019, based on data available at the end of July 2019, except for the today stats. All reports presented are based on data supplied by the MetroList MLS. The MetroList MLS does not guarantee or is not in anyway responsible for its accuracy. Data maintained by the MetroList MLS may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.



Mel James

(916)749-9115

Mel@MelJamesHomes.com

http://MelJamesHomes.com

DRE Number: 01166489

Fair Oaks

Published: August 2019*

Property Types: Single Family Homes - All Properties - All Properties
Price Range: \$0 - No Limit
Bedrooms: 0 - No Limit
Half Baths: 0 - No Limit
SQFT Range: 0 - No Limit
Full Baths: 0 - No Limit
Year Built: 0 - No Limit

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.

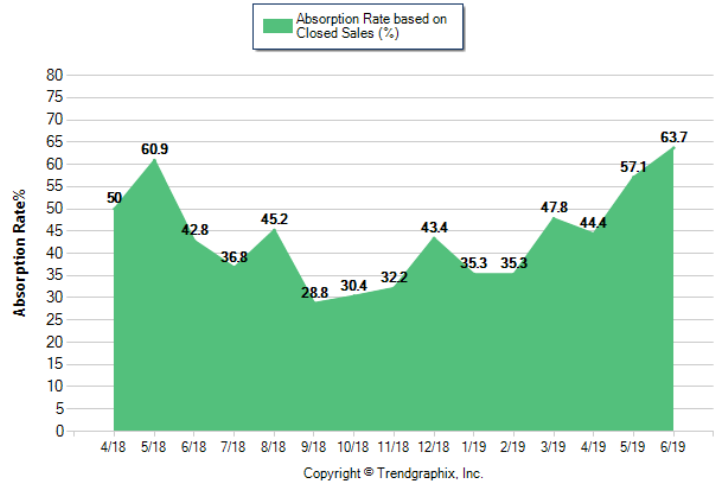
*Buyer's market: 16.67% and below
Seller's market: 33.33% and above
Neutral market: 16.67% - 33.33%

Absorption Rate based on Closed Sales

The June 2019 Absorption Rate based on Closed Sales of 63.7 was increased by **48.9%** compared to last year and up **11.5%** compared to last month.

Absorption Rate based on Pended Sales

The June 2019 Absorption Rate based on Pended Sales of 75.5 was increased by **93%** compared to last year and up **38.6%** compared to last month.



All reports are published August 2019, based on data available at the end of July 2019, except for the today stats. All reports presented are based on data supplied by the MetroList MLS. The MetroList MLS does not guarantee or is not in anyway responsible for its accuracy. Data maintained by the MetroList MLS may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.