



Davis Real Estate Market Still Cooking As Summer Fades Into Fall

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By: Jeff Hudson

The home builders at The Cannery have sold an average of six homes per week since the development's grand opening on Aug. 13, and three new neighborhoods of homes were released this weekend.

Existing home sales from January through August in Davis are also running a little higher this year, as compared to the same eight-month period in 2014. And prices of existing homes have ticked up a notch, with the average price per square foot rising from \$303 in August 2014 to \$314 in August 2015.

"To date at The Cannery, a total of 25 homes are under contract or reserved at the four open neighborhoods," said Joan Marcus-Colvin, senior vice president of sales, marketing and design for The New Home Company.

"The New Home Company expects this number to increase next week after this weekend's release of homes at Tilton and Persimmon by Shea Homes and at Heirloom by The New Home Company."

Shea Homes announced the price ranges for its new properties:

* In the Tilton neighborhood (homes described as "Cottages") prices range from \$761,000 (3 bedrooms/2 bath, 1,719 square feet) to \$919,000 (4 bedrooms, 3.5 baths, 2,940 square feet); and

* In the Persimmon neighborhood (homes described as "Bungalows"), prices range from \$838,320 (5 bedrooms/4 baths, 2,511 square feet) to \$919,165 (6 bedrooms, 4 baths, 2,892 square feet).

The New Home Company is also releasing five new three-story townhomes in the Heirloom neighborhood this weekend. They range from 1,404 square feet with 2 bedrooms/2.5 baths, priced from the mid-\$400,000s, to 2,016 square feet with 3 bedrooms plus a loft/3.5 baths, priced from in the low \$600,000s.

The New Home Company also is releasing three homes in the Sage neighborhood that range from a single-story home (1,943 square feet, 3 bedrooms/2.5 baths priced from the high \$700,000s) to a home with up to 3,702 square feet with up to 6 bedrooms/5 baths priced in the low \$1 millions.

Cory Gold, vice president of Coldwell Banker Doug Arnold Real Estate, said that August was a fairly busy month for sales of existing homes in Davis. There were 58 homes of all types sold during the month, with an average sales price of \$590,595 and an average of 40 days on the market.

The median sales price for August was \$532,500 and the average price per square foot was \$314, Gold said.

In August 2014, a total of 64 homes were sold in Davis, with an average sales price of \$578,321 and an average 28 days on the market. The median sales price was \$546,000 and the average price per square foot was \$303.

In terms of homes on the market, there were an average of 76 Davis homes for sale this August, versus an average of 104 last August. The average asking price for Davis homes was \$659,000 this August versus \$598,000 in August 2014.

Asked about the impact of the arrival of new homes at The Cannery on the sale of existing homes in Davis, Gold said, “We are being told that most of the buyers (at The Cannery) so far are local, although the expectation was that they would have a lot of Bay Area buyers.”

He expressed optimism that the Federal Reserve’s decision not to raise interest rates yet will keep the market strong.

“We feel that fall will still be strong as interest rates are low and the folks that were waiting for The Cannery, then decided not to buy there, will be in the market for the resale homes,” he said. “Activity will continue to level off with the season, but so far sales for 2015 (year-to-date) have outpaced 2014 (year-to-date) by approximately 6 percent.”

Kim Eichorn of Lyon Real Estate in Davis said she anticipates a “more active than usual” fall market in Davis.

“In the first half of September, 21 new listings have come on the market and 23 properties have gone pending sale, an indicator of another busy real estate month,” she said.

Lyon Real Estate also provided figures — summarizing August sales of single family homes only in Davis — that showed an average sales price of \$664,000 and a median sales price of \$625,000. The average price per square foot for single-family homes in Davis was \$330, according to Lyon’s figures.

At the statewide level, the California Association of Realtors reported Wednesday that “following a hotter-than-usual summer of home sales, California’s housing market cooled in August, but still posted higher year over year for the seventh straight month.”

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