

# MLS STATISTICS for November 2015

Data for Sacramento County and the City of West Sacramento



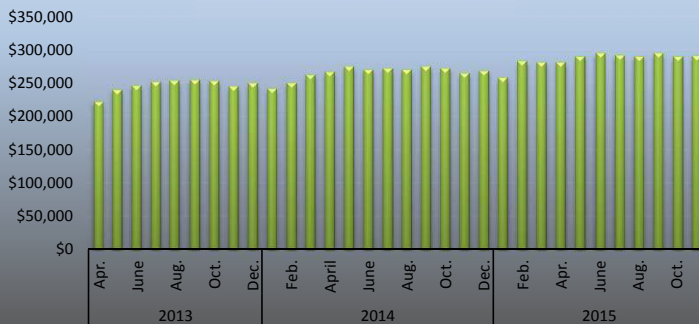
## SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,276		1,917	-33.4%		1,332		-4.2%
Active Listing Inventory †	2,150		2,697	-20.3%		3,002		-28.4%
Active Short Sale (included above)	74		89	-16.9%		161		-54.0%
Pending Short Lender Approval	232		229	1.3%		310		-25.2%
Pending Sales This Month	1,237		1,240	-0.2%		960		28.9%
Number of REO Sales	44	3.7%	50	-12.0%	3.3%	57	5.3%	-22.8%
Number of Short Sales	55	4.6%	57	-3.5%	3.8%	67	6.2%	-17.9%
Equity Sales**	1,090	90.5%	1,388	-21.5%	91.3%	957	88.5%	13.9%
Other (non-REO/-Short Sale/-Equity)	16	1.3%	25	-36.0%	1.6%	N/A	N/A	N/A
Total Number of Closed Escrows	1,205	100%	1,520	-20.7%	100%	1,081	100.0%	11.5%
Months Inventory	1.8 Months		1.8 Months	0.0%		2.8 Months		-35.7%
Dollar Value of Closed Escrows	\$390,353,522		\$493,235,597	-20.9%		\$317,306,470		23.0%
Median	\$290,885		\$290,000	0.3%		\$265,000		9.8%
Mean	\$324,096		\$324,497	-0.1%		\$289,778		11.8%
<b>Year-to-Date Statistics</b>	<b>1/01/15 to 11/30/15</b>		<b>1/01/15 to 11/30/15</b>			<b>1/1/2014</b>		<b>Change</b>
	<b>SAR monthly data, compiled</b>		<b>MetroList YTD data</b>			<b>11/30/2014</b>		
Number of Closed Escrows	16,007		16,448			14,469		10.6%
Dollar Value of Closed Escrows	\$5,076,514,848		\$5,182,320,022			\$4,277,834,705		18.7%
Median	\$285,000		\$286,500			\$267,263		6.6%
Mean	\$317,143.43		\$315,073			\$294,365		7.7%

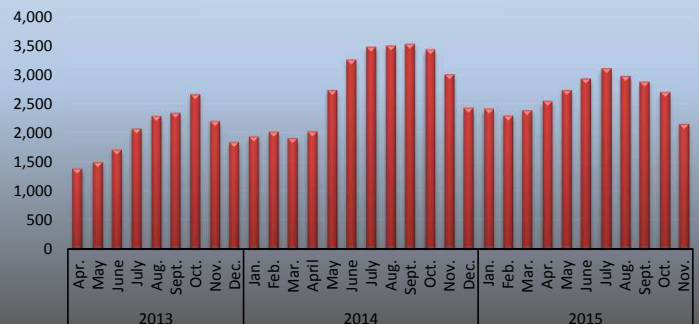
### Sales Volume



### Median Sales Price



### Inventory Volume



† includes: Active, Active Release Clause, Active Short Sale, Active Short Sale Contingent, Active Court Approval and Active Court Contingent listings

\*\* Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties.

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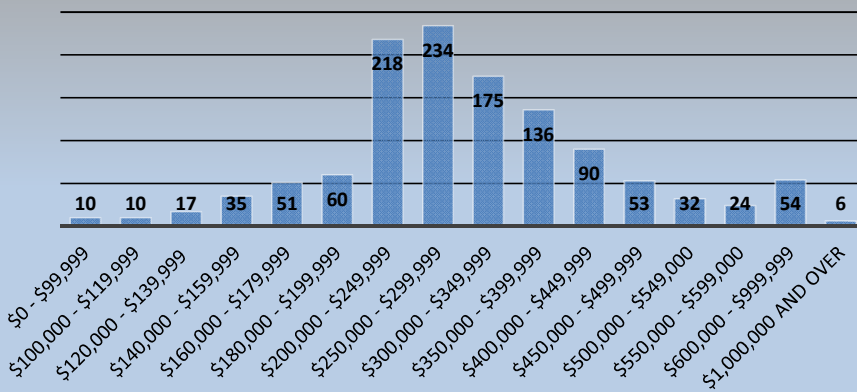
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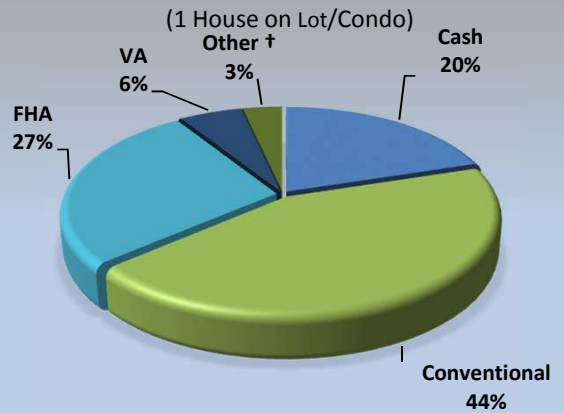
## BREAKDOWN OF SALES BY PRICE

## Type of Financing/Days on Market

### 1 House on Lot Total: 1,205

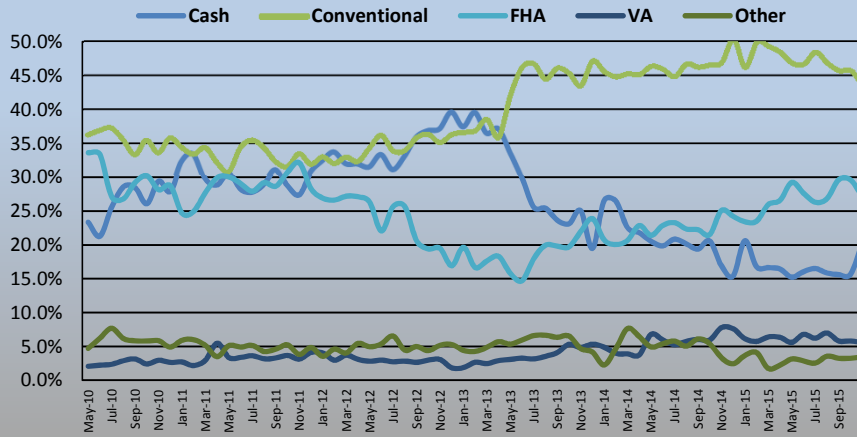


### TYPE OF FINANCING



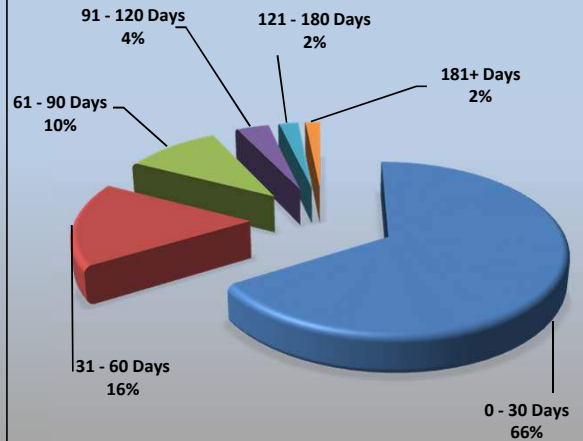
### Types of Financing Historical

(% of Sales)



### DAYS ON MARKET

(1 House on Lot/Condo)



Type of Financing (Single Family Home only) Financing Method	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	% of Total		
							Current Month	Last 4 Months	Last 12 Months
Cash	243	20.2%	232	15.3%	0 - 30	798	66.2%	69.1%	66.5%
Conventional	525	43.6%	698	45.9%	31 - 60	198	16.4%	17.2%	16.4%
FHA	328	27.2%	432	28.4%	61 - 90	123	10.2%	7.5%	7.8%
VA	67	5.6%	98	6.4%	91 - 120	42	3.5%	3.2%	4.3%
Other †	42	3.5%	60	3.9%	121 - 180	25	2.1%	2.0%	3.3%
<b>Total</b>	<b>1,205</b>	<b>100.0%</b>	<b>1,520</b>	<b>100.0%</b>	<b>181+</b>	<b>19</b>	<b>1.6%</b>	<b>1.0%</b>	<b>1.6%</b>
					<b>Total</b>	<b>1,205</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

\* half-plex, 2-on-1, mobile home

† includes: cal vet, contract of sale, creative, farm home loan, owner financing.

**Median DOM: 16**  
**Average DOM: 33**  
**Average Price/Square Foot: \$190.9**

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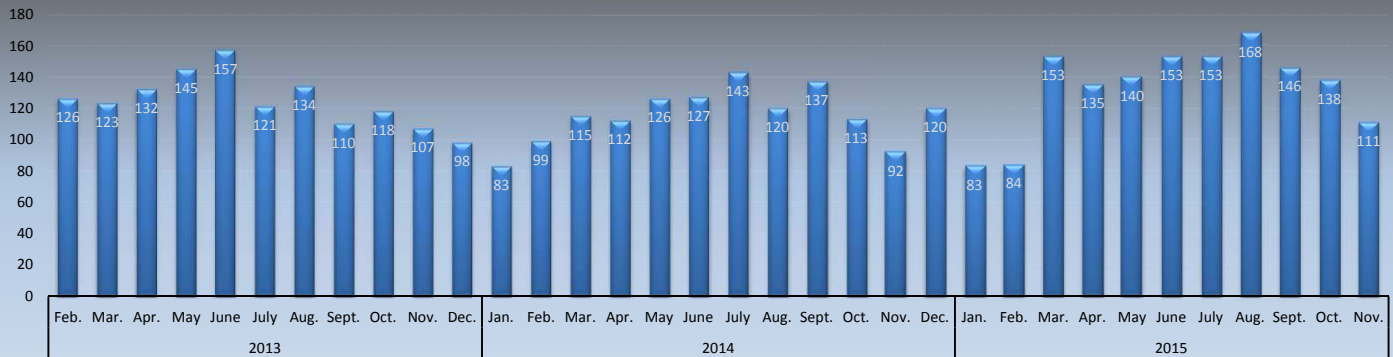
**MLS STATISTICS for November 2015**  
Data for Sacramento County and the City of West Sacramento



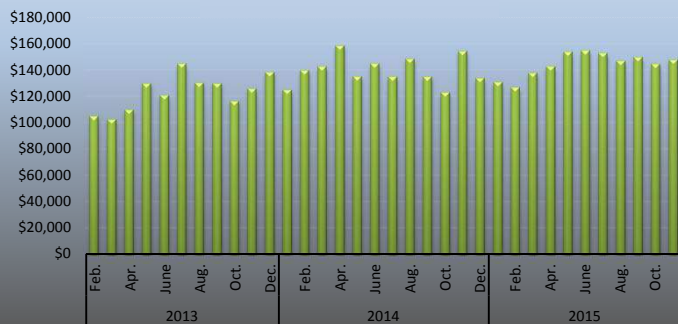
**CONDOMINIUM REALES**

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	105		134	-21.6%		132		-20.5%
Active Listing Inventory †	157		163	-3.7%		316		-50.3%
Active Short Sale (included above)	12		12	0.0%		19		-36.8%
Pending Short Lender Approval	20		22	-9.1%		33		-39.4%
Pending Sales This Month	77		93	-17.2%		59		30.5%
Number of REO Sales	3	2.7%	8	-62.5%	5.9%	6	6.5%	-50.0%
Number of Short Sales	3	2.7%	9	-66.7%	6.6%	4	4.3%	-25.0%
Equity Sales	105	94.6%	119	-11.8%	87.5%	82	89.1%	28.0%
Total Number of Closed Escrows	111	100%	136	-18.4%	100%	92	100.0%	20.7%
Months Inventory	1.4 Months		1.2 Months	16.7%		3.4 Months		-58.8%
Dollar Value of Closed Escrows	\$19,383,592		\$22,204,348	-12.7%		\$17,333,111		11.8%
Median	\$148,000		\$144,775	2.2%		\$154,500		-4.2%
Mean	\$174,627		\$160,901	8.5%		\$188,403		-7.3%
<b>Year-to-Date Statistics</b>	<b>01/1/15 to 11/30/15</b>		<b>01/1/15 to 11/30/15</b>			<b>1/1/2014</b>		<b>Change</b>
	SAR monthly data, compiled		MetroList YTD data			11/30/2014		
Number of Closed Escrows	1,448		1,494			1,267		14.3%
Dollar Value of Closed Escrows	\$246,700,888		\$250,722,645			\$192,290,632		28.3%
Median	\$146,000		\$146,000			\$135,250		7.9%
Mean	\$170,374		\$167,820			\$162,708		4.7%

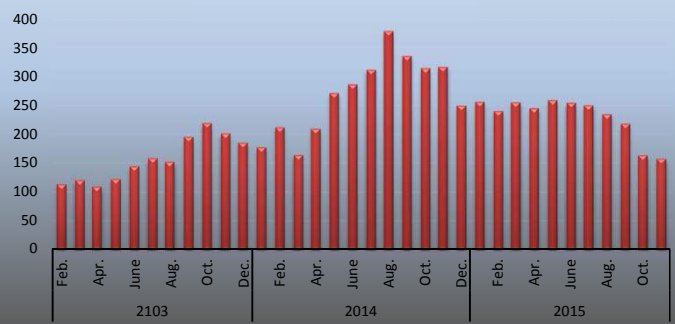
**Sales Volume**



**Median Sales Price**



**Inventory Volume**



† includes: Active, Active Release Clause, Active Short Sale, Active Short Sale Contingent, Active Court Approval and Active Court Contingent listings

\*\* Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties. The name has been changed to avoid confusion with sales involving conventional financing for the new buyer

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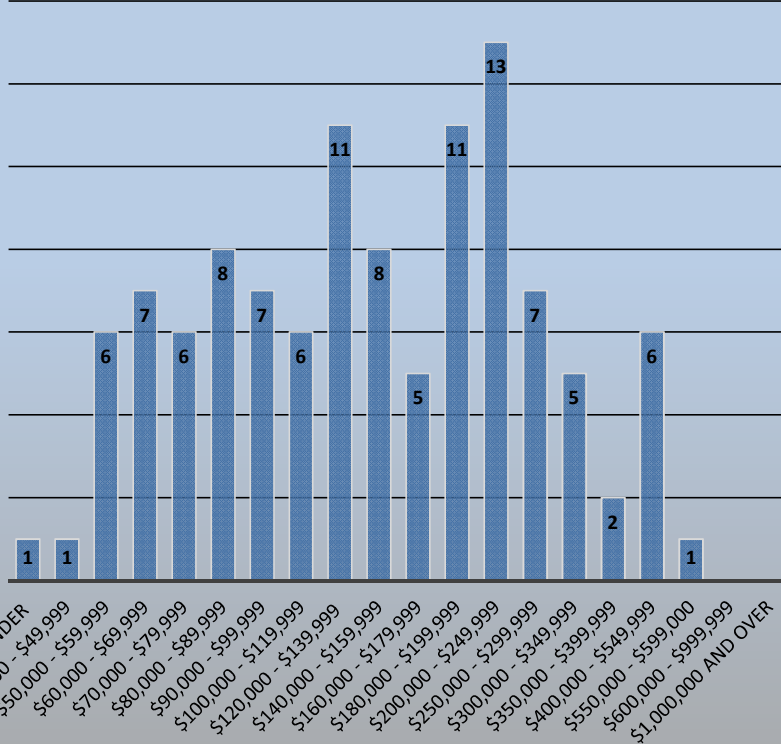
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## BREAKDOWN OF SALES BY PRICE

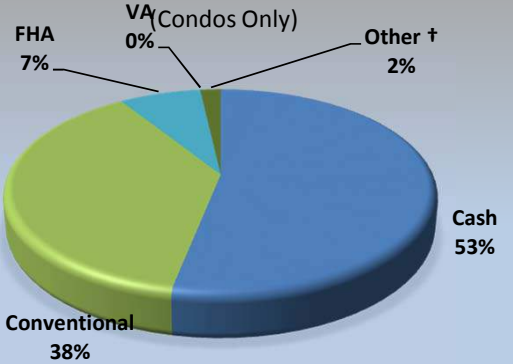
## Type of Financing/Days on Market

### Condos

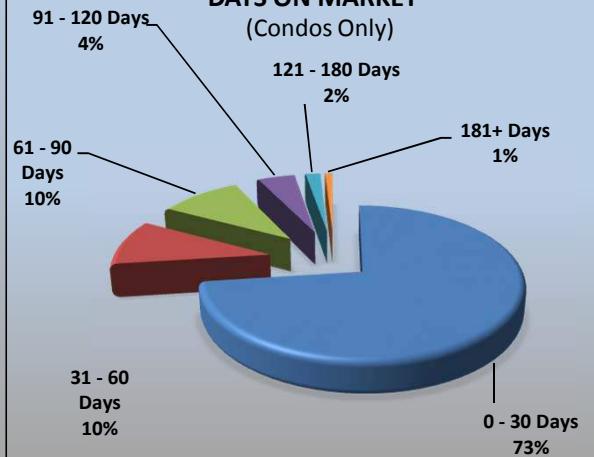
Total: 111



### TYPE OF FINANCING



### DAYS ON MARKET (Condos Only)



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	% of Total		
(Condo Only) Financing Method							Current Month	Last 4 Months	Last 12 Months
Cash	59	53.2%	62	44.9%	0 - 30	81	73.0%	66.8%	61.9%
Conventional	42	37.8%	57	41.3%	31 - 60	11	9.9%	16.9%	19.2%
FHA	8	7.2%	11	8.0%	61 - 90	11	9.9%	9.2%	9.4%
VA	0	0.0%	2	1.4%	91 - 120	5	4.5%	3.6%	4.1%
Other †	2	1.8%	6	4.3%	121 - 180	2	1.8%	2.0%	3.5%
<b>Total</b>	<b>111</b>	<b>100.0%</b>	<b>138</b>	<b>100.0%</b>	<b>181+</b>	<b>1</b>	<b>0.9%</b>	<b>1.6%</b>	<b>1.9%</b>
					<b>Total</b>	<b>111</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

\* half-plex, 2-on-1, mobile home

† includes: cal vet, contract of sale, creative, farm home loan, owner financir

**Average DOM: 29**

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