

MLS STATISTICS for October 2016

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	1,788		2,080	-14.0%		1,917		-6.7%
Active Listing Inventory †	2,492		2,774	-10.2%		2,697		-7.6%
Active Short Sale (included above)	58		55	5.5%		89		-34.8%
Pending Short Lender Approval	101		125	-19.2%		229		-55.9%
Pending Sales This Month	1,207		1,444	-16.4%		1,240		-2.7%
Number of REO Sales	31	2.0%	47	-34.0%	2.9%	50	3.3%	-38.0%
Number of Short Sales	38	2.4%	26	46.2%	1.6%	57	3.8%	-33.3%
Equity Sales**	1,475	93.1%	1,541	-4.3%	93.6%	1,388	91.3%	6.3%
Other (non-REO/-Short Sale/-Equity)	40	2.5%	33	21.2%	2.0%	25	1.6%	60.0%
Total Number of Closed Escrows	1,584	100%	1,647	-3.8%	100%	1,520	98.4%	4.2%
Months Inventory	1.6 Months		1.7 Months	-5.9%		1.8 Months		-11.1%
Dollar Value of Closed Escrows	\$558,823,398		\$570,458,748	-2.0%		\$493,235,597		13.3%
Median	\$321,000		\$318,500	0.8%		\$290,000		10.7%
Mean	\$352,793		\$346,362	1.9%		\$324,497		8.7%
Year-to-Date Statistics	1/01/16 to 10/31/16		1/01/16 to 10/31/16			1/1/2015		Change
	SAR monthly data, compiled		MetroList YTD data			10/31/2015		
Number of Closed Escrows	15,118		15,471			14,802		2.1%
Dollar Value of Closed Escrows	\$5,200,039,423		\$5,316,602,267			\$4,686,161,326		11.0%
Median	\$314,380		\$315,000			\$285,000		10.3%
Mean	\$343,963		\$343,650			\$316,590		8.6%

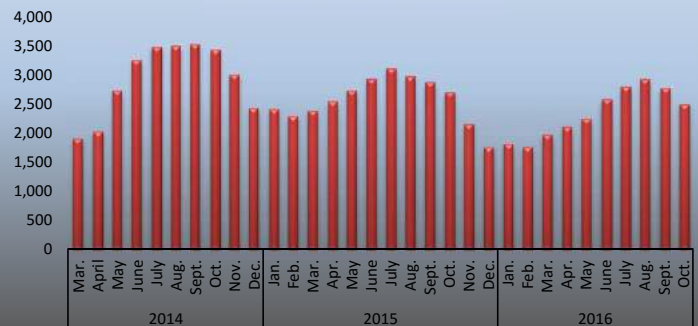
Sales Volume



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.

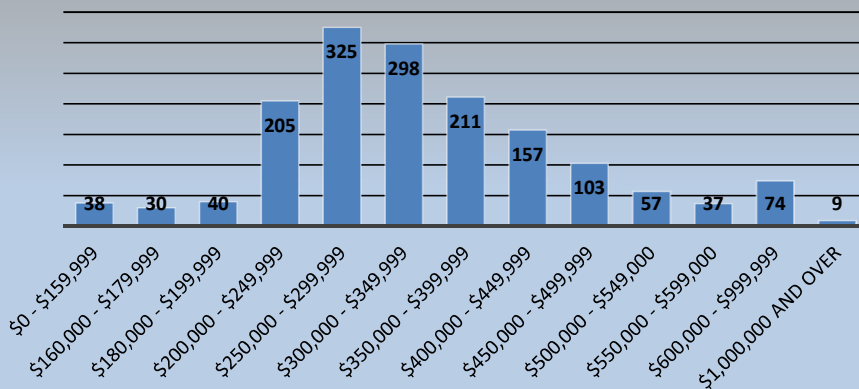
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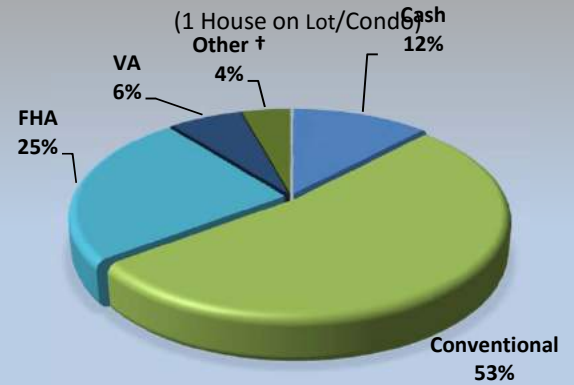
BREAKDOWN OF SALES BY PRICE

1 House on Lot Total: 1,584

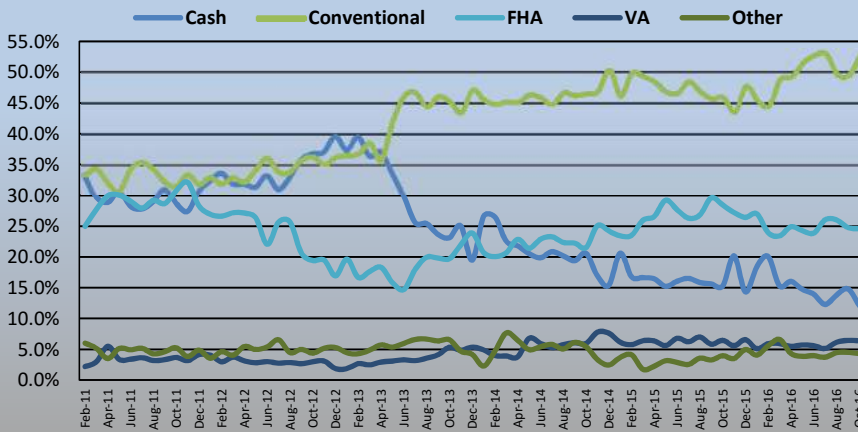


Type of Financing/Days on Market

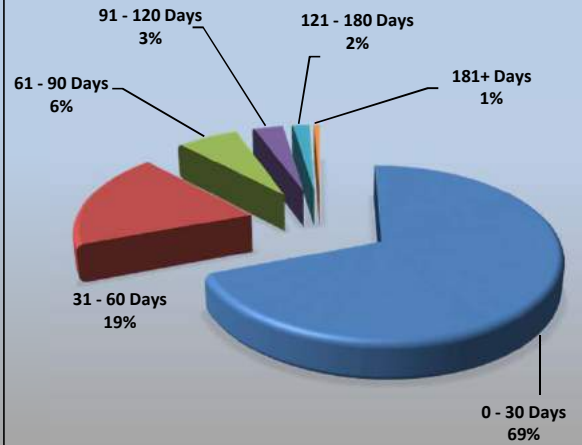
TYPE OF FINANCING



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	192	12.1%	244	14.8%	0 - 30	1,096	69.2%	75.5%	73.0%
Conventional	834	52.7%	815	49.5%	31 - 60	297	18.8%	15.0%	14.6%
FHA	389	24.6%	408	24.8%	61 - 90	103	6.5%	5.1%	6.1%
VA	101	6.4%	106	6.4%	91 - 120	50	3.2%	2.2%	2.9%
Other †	68	4.3%	74	4.5%	121 - 180	29	1.8%	1.3%	2.1%
Total	1,584	100.0%	1,647	100.0%	181+	9	0.6%	0.8%	1.2%
					Total	1,584	100.0%	100.0%	100.0%

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

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

	Current	Last Month
Median DOM:	15	13
Average DOM:	28	26
Average Price/Square Foot:	\$206.9	\$206.3

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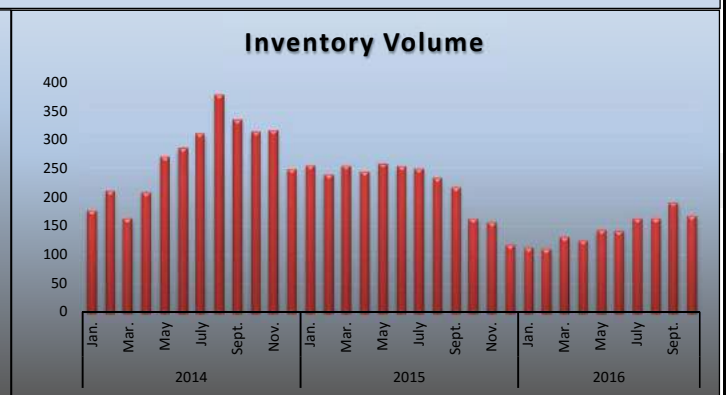
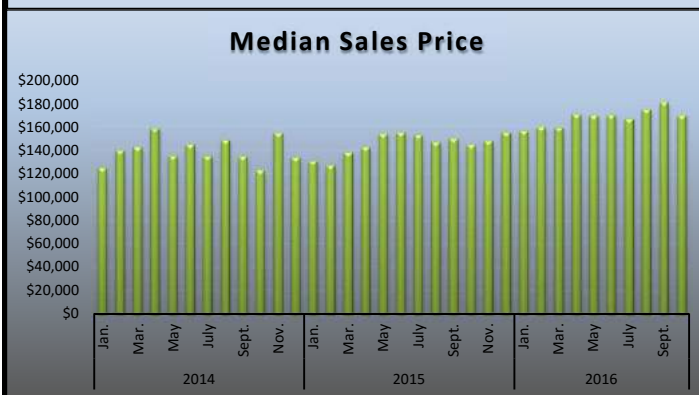
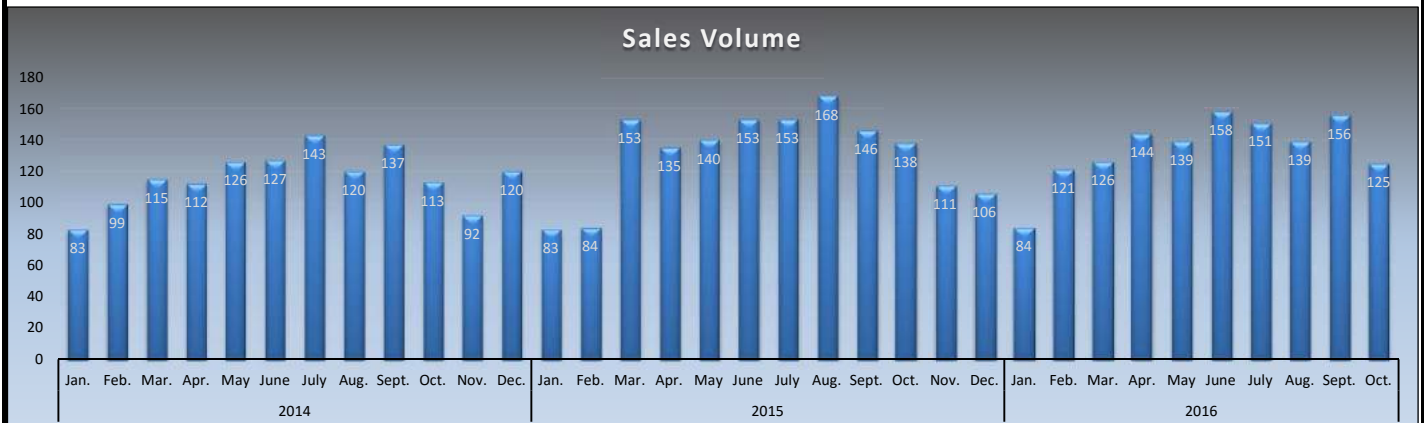
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Data for Sacramento County and the City of West Sacramento



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	157		187	-16.0%		134		17.2%
Active Listing Inventory †	168		191	-12.0%		163		3.1%
Active Short Sale (included above)	2		5	-60.0%		12		-83.3%
Pending Short Lender Approval	12		11	9.1%		22		-45.5%
Pending Sales This Month	112		107	4.7%		93		20.4%
Number of REO Sales	4	3.2%	9	-55.6%	5.8%	8	5.9%	-50.0%
Number of Short Sales	1	0.8%	0	100.0%	0.0%	9	6.6%	-88.9%
Equity Sales	120	96.0%	147	-18.4%	94.2%	119	87.5%	0.8%
Total Number of Closed Escrows	125	100%	156	-19.9%	100%	136	100.0%	-8.1%
Months Inventory	1.3 Months		1.2 Months	8.3%		1.2 Months		8.3%
Dollar Value of Closed Escrows	\$23,308,800		\$29,761,337	-21.7%		\$22,204,348		5.0%
Median	\$170,000		\$181,250	-6.2%		\$144,775		17.4%
Mean	\$186,470		\$190,778	-2.3%		\$160,901		15.9%
Year-to-Date Statistics	01/1/16 to 10/31/16		01/1/16 to 10/31/16			1/1/2015		Change
	SAR monthly data, compiled		MetroList YTD data			10/31/2015		
Number of Closed Escrows	1,337		1,384			1,337		0.0%
Dollar Value of Closed Escrows	\$252,768,997		\$259,252,097			\$227,317,296		11.2%
Median	\$169,925		\$169,925			\$146,000		16.4%
Mean	\$189,057		\$187,321			\$170,020		11.2%



† 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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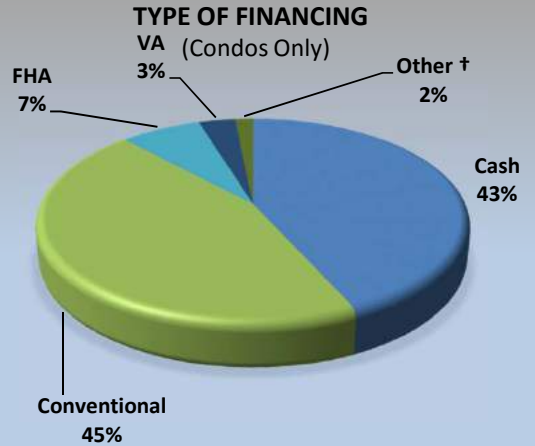
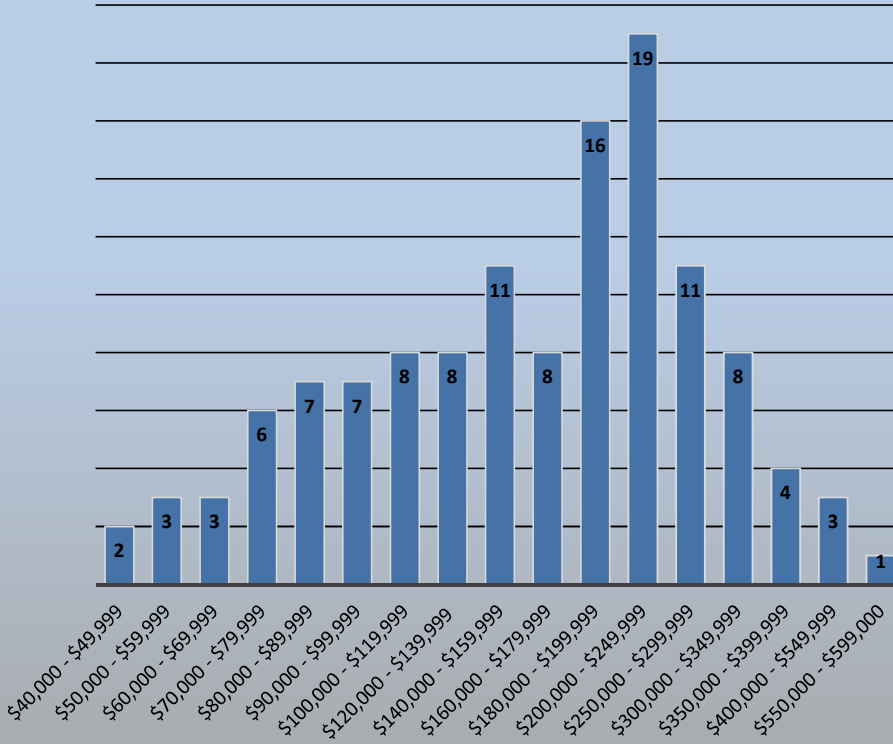
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 125



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	54	43.2%	50	32.1%	0 - 30	101	80.8%	80.2%	77.9%
Conventional	56	44.8%	77	49.4%	31 - 60	17	13.6%	13.8%	11.7%
FHA	9	7.2%	15	9.6%	61 - 90	6	4.8%	3.5%	4.7%
VA	4	3.2%	8	5.1%	91 - 120	0	0.0%	0.7%	2.0%
Other †	2	1.6%	6	3.8%	121 - 180	0	0.0%	1.4%	2.6%
Total	125	100.0%	156	100.0%	181+	1	0.8%	0.4%	1.2%
					Total	125	100.0%	100.0%	100.0%

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

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

Average DOM:

Current Last Month

19 18

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