

# MLS STATISTICS for September 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	2,080		2,367	-12.1%		1,974		5.4%
Active Listing Inventory †	2,774		2,923	-5.1%		2,876		-3.5%
Active Short Sale (included above)	55		57	-3.5%		95		-42.1%
Pending Short Lender Approval	125		128	-2.3%		243		-48.6%
Pending Sales This Month	1,444		1,590	-9.2%		1,375		5.0%
Number of REO Sales	47	2.9%	54	-13.0%	3.0%	66	4.1%	-28.8%
Number of Short Sales	26	1.6%	49	-46.9%	2.7%	43	2.7%	-39.5%
Equity Sales**	1,541	93.6%	1,664	-7.4%	92.5%	1,470	91.8%	4.8%
Other (non-REO/-Short Sale/-Equity)	33	2.0%	32	3.1%	1.8%	22	N/A	N/A
Total Number of Closed Escrows	1,647	100%	1,799	-8.4%	100%	1,601	98.6%	2.9%
Months Inventory	1.7 Months		1.6 Months	6.3%		1.8 Months		-5.6%
Dollar Value of Closed Escrows	\$570,458,748		\$637,779,736	-10.6%		\$504,559,673		13.1%
Median	\$318,500		\$324,000	-1.7%		\$293,000		8.7%
Mean	\$346,362		\$354,519	-2.3%		\$315,153		9.9%
<b>Year-to-Date Statistics</b>	<b>1/01/16 to 9/30/16</b>		<b>1/01/16 to 9/30/16</b>			<b>1/1/2015</b>		<b>Change</b>
	<b>SAR monthly data, compiled</b>		<b>MetroList YTD data</b>			<b>9/30/2015</b>		
Number of Closed Escrows	13,534		13,844			13,282		1.9%
Dollar Value of Closed Escrows	\$4,641,216,025		\$4,743,958,858			\$4,192,925,729		10.7%
Median	\$314,380		\$315,000			\$285,000		10.3%
Mean	\$342,930		\$342,673			\$315,685		8.6%

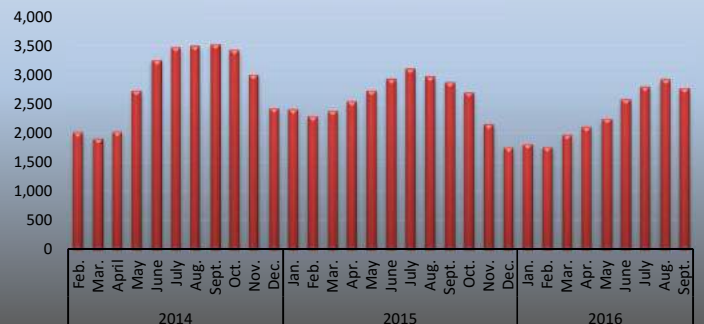
### Sales Volume



### 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.

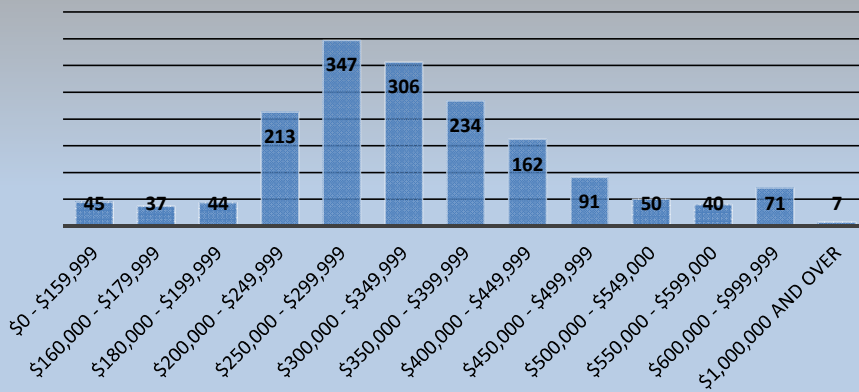
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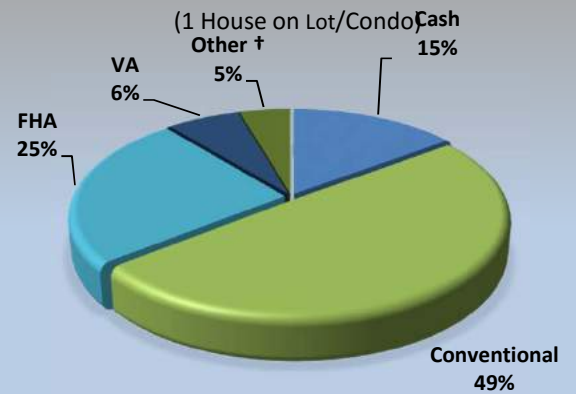
## BREAKDOWN OF SALES BY PRICE

### 1 House on Lot Total: 1,647

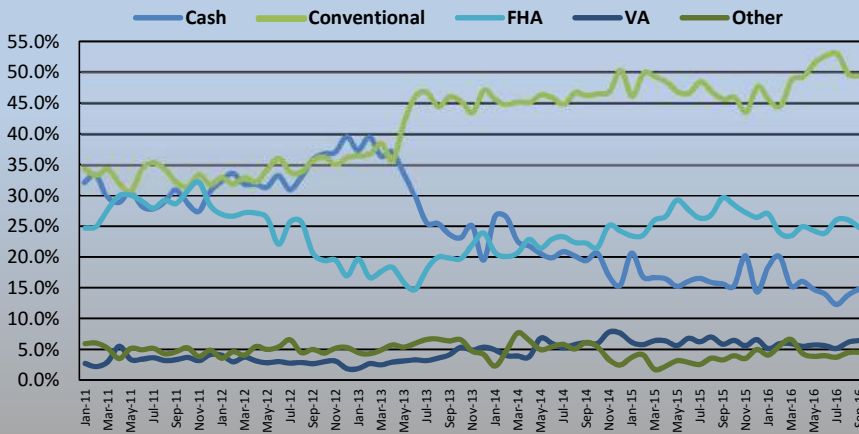


## Type of Financing/Days on Market

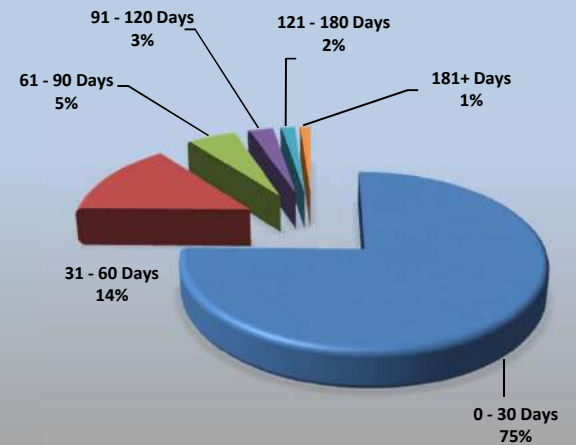
### TYPE OF FINANCING



### 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	244	14.8%	248	13.8%	0 - 30	1,240	75.3%	78.7%	72.7%
Conventional	815	49.5%	893	49.6%	31 - 60	236	14.3%	13.1%	14.7%
FHA	408	24.8%	468	26.0%	61 - 90	85	5.2%	4.2%	6.3%
VA	106	6.4%	110	6.1%	91 - 120	43	2.6%	1.8%	3.0%
Other †	74	4.5%	80	4.4%	121 - 180	25	1.5%	1.2%	2.2%
<b>Total</b>	<b>1,647</b>	<b>100.0%</b>	<b>1,799</b>	<b>100.0%</b>	181+	18	1.1%	1.0%	1.2%
					<b>Total</b>	<b>1,647</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.

	Current	Last Month
<b>Median DOM:</b>	<b>13</b>	<b>12</b>
<b>Average DOM:</b>	<b>26</b>	<b>21</b>
<b>Average Price/Square Foot:</b>	<b>\$206.3</b>	<b>\$209.5</b>

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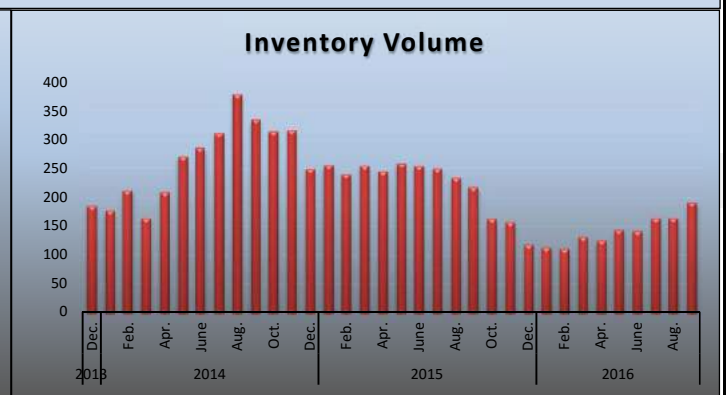
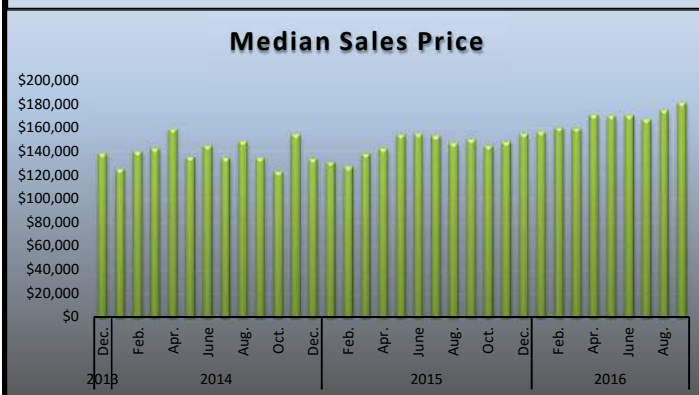
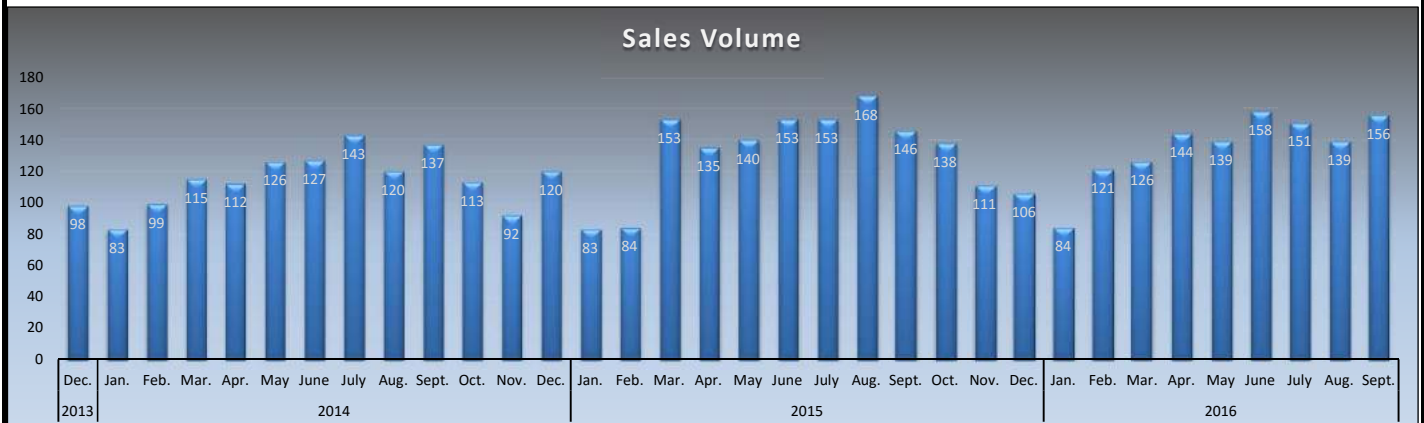
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**MLS STATISTICS for September 2016**  
Data for Sacramento County and the City of West Sacramento



**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	187		174	7.5%		150		24.7%
Active Listing Inventory †	191		164	16.5%		218		-12.4%
Active Short Sale (included above)	5		6	-16.7%		14		-64.3%
Pending Short Lender Approval	11		12	-8.3%		21		-47.6%
Pending Sales This Month	107		134	-20.1%		109		-1.8%
Number of REO Sales	9	5.8%	3	200.0%	2.2%	5	3.4%	80.0%
Number of Short Sales	0	0.0%	7	-100.0%	5.0%	7	4.8%	-100.0%
Equity Sales	147	94.2%	129	14.0%	92.8%	134	91.8%	9.7%
Total Number of Closed Escrows	156	100%	139	12.2%	100%	146	100.0%	6.8%
Months Inventory	1.2 Months		1.2 Months	0.0%		1.5 Months		-20.0%
Dollar Value of Closed Escrows	\$29,761,337		\$26,287,731	13.2%		\$24,716,727		20.4%
Median	\$181,250		\$175,000	3.6%		\$150,000		20.8%
Mean	\$190,778		\$189,120	0.9%		\$169,293		12.7%
<b>Year-to-Date Statistics</b>	<b>01/1/16 to 9/30/16</b>		<b>01/1/16 to 9/30/16</b>			<b>1/1/2015</b>		<b>Change</b>
	SAR monthly data, compiled		MetroList YTD data			9/30/2015		
Number of Closed Escrows	1,218		1,254			1,201		1.4%
Dollar Value of Closed Escrows	\$229,460,197		\$235,014,297			\$205,112,948		11.9%
Median	\$169,500		\$169,500			\$140,000		21.1%
Mean	\$188,391		\$187,412			\$170,785		10.3%



† 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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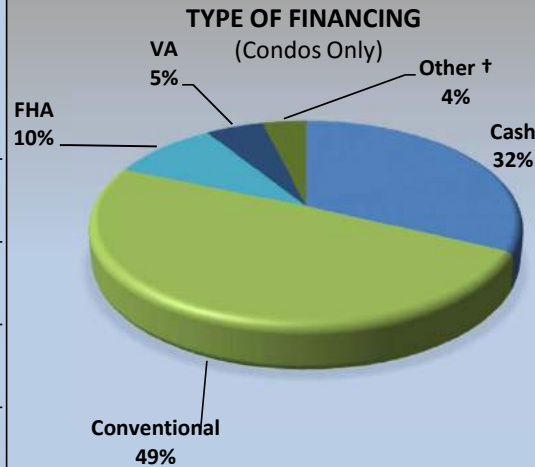
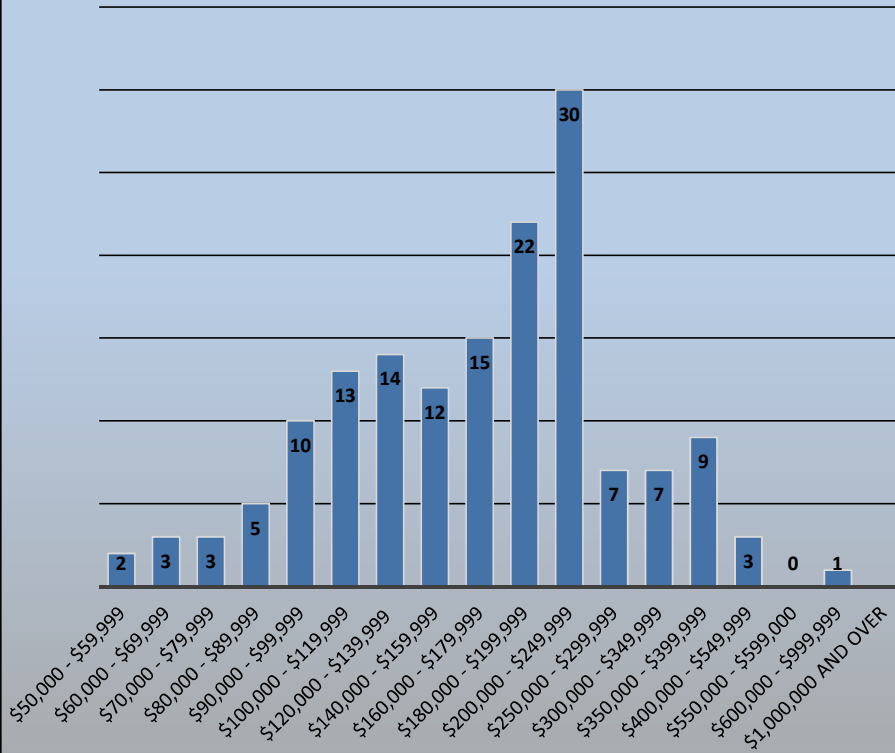
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## BREAKDOWN OF SALES BY PRICE

## Type of Financing/Days on Market

### Condos

Total: 156



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	50	32.1%	49	35.3%	0 - 30	127	81.4%	80.8%	77.1%
Conventional	77	49.4%	68	48.9%	31 - 60	19	12.2%	12.7%	11.2%
FHA	15	9.6%	12	8.6%	61 - 90	7	4.5%	3.8%	5.1%
VA	8	5.1%	7	5.0%	91 - 120	1	0.6%	1.0%	2.2%
Other †	6	3.8%	3	2.2%	121 - 180	2	1.3%	1.3%	3.0%
<b>Total</b>	<b>156</b>	<b>100.0%</b>	<b>139</b>	<b>100.0%</b>	<b>181+</b>	<b>0</b>	<b>0.0%</b>	<b>0.3%</b>	<b>1.3%</b>
					<b>Total</b>	<b>156</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

Current      Last Month

**Average DOM:                      18                      22**

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