

MLS STATISTICS for August 2017

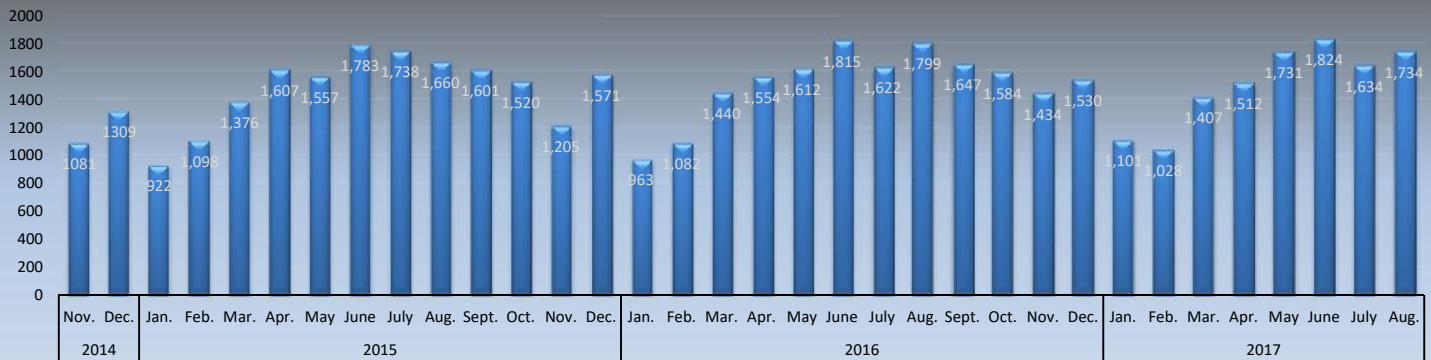
Data for Sacramento County and the City of West Sacramento



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	2,373		2,252	5.4%		2,367		0.3%
Active Listing Inventory †	2,593		2,395	8.3%		2,923		-11.3%
Active Short Sale (included above)	21		23	-8.7%		57		-63.2%
Pending Short Lender Approval	52		59	-11.9%		128		-59.4%
Pending Sales This Month	1,246		1,327	-6.1%		1,590		-21.6%
Number of REO Sales	16	0.9%	22	-27.3%	1.3%	54	3.0%	-70.4%
Number of Short Sales	28	1.6%	18	55.6%	1.1%	49	2.7%	-42.9%
Equity Sales**	1,690	97.5%	1,588	6.4%	97.2%	1,664	92.5%	1.6%
Other (non-REO/-Short Sale/-Equity)	0	0.0%	6	-100%	0.4%	32	1.8%	-100.0%
Total Number of Closed Escrows	1,734	100%	1,634	6.1%	100%	1,799	100.0%	-3.6%
Months Inventory	1.5 Months		1.5 Months	0.0%		1.6 Months		-6.3%
Dollar Value of Closed Escrows	\$658,554,997		\$627,917,877	4.9%		\$637,779,736		3.3%
Median	\$349,000		\$354,700	-1.6%		\$324,000		7.7%
Mean	\$379,790		\$384,283	-1.2%		\$354,519		7.1%
Year-to-Date Statistics	1/01/17 to 8/31/17		1/01/17 to 8/31/17			1/1/2016		
	SAR monthly data, compiled		MetroList YTD data			8/31/2016		Change
Number of Closed Escrows	11,971		12,194			11,887		0.7%
Dollar Value of Closed Escrows	\$4,430,427,972		\$4,508,028,816			\$4,070,757,277		8.8%
Median	\$337,000		\$337,000			\$314,380		7.2%
Mean	\$369,692		\$369,692			\$342,455		8.0%

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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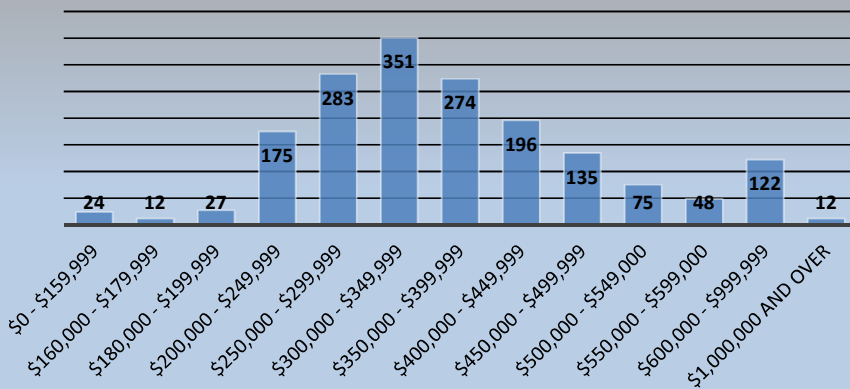
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BREAKDOWN OF SALES BY PRICE

1 House on Lot

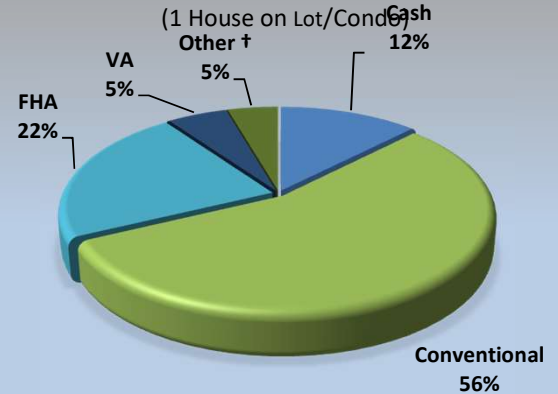
Total: 1,734



Type of Financing/Days on Market

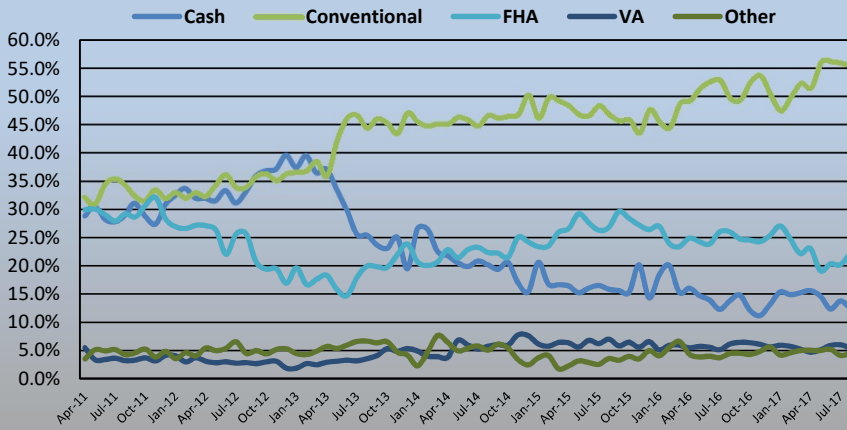
TYPE OF FINANCING

(1 House on Lot/Condo)



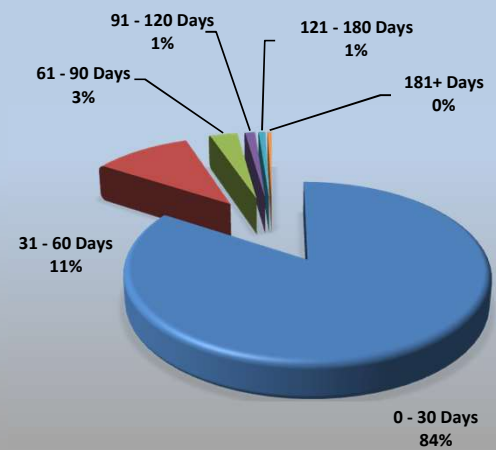
Types of Financing Historical

(% of Sales)



DAYS ON MARKET

(1 House on Lot/Condo)



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	% of Total				
(Single Family Home only) Financing Method					(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	215	12.4%	225	13.8%	0 - 30	1,380	79.6%	83.0%	75.1%
Conventional	962	55.5%	914	55.9%	31 - 60	222	12.8%	10.5%	13.9%
FHA	386	22.3%	330	20.2%	61 - 90	72	4.2%	3.3%	5.5%
VA	93	5.4%	98	6.0%	91 - 120	30	1.7%	1.4%	2.6%
Other †	78	4.5%	67	4.1%	121 - 180	15	0.9%	1.0%	1.9%
Total	1,734	100.0%	1,634	100.0%	181+	15	0.9%	0.9%	1.0%
					Total	1,734	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:	11	9
Average DOM:	22	18
Average Price/Square Foot:	\$229.5	\$228.3

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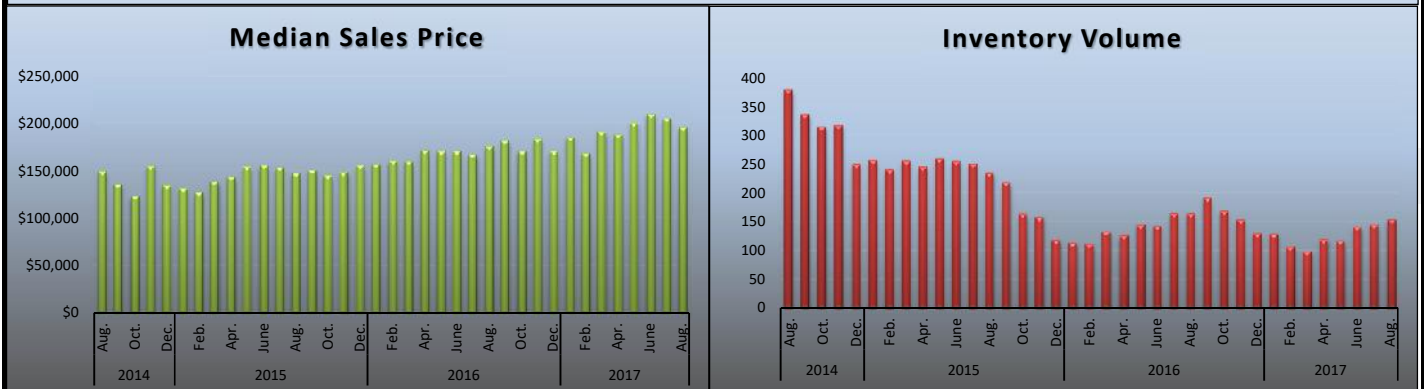
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MLS STATISTICS for August 2017
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CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	188		157	19.7%		174		8.0%
Active Listing Inventory †	153		145	5.5%		164		-6.7%
Active Short Sale (included above)	0		0	#DIV/0!		6		-100.0%
Pending Short Lender Approval	6		6	0.0%		12		-50.0%
Pending Sales This Month	114		114	0.0%		134		-14.9%
Number of REO Sales	2	1.3%	0	100.0%	0.0%	3	2.2%	-33.3%
Number of Short Sales	1	0.6%	0	100.0%	0.0%	7	5.0%	-85.7%
Equity Sales	156	98%	137	13.9%	100.0%	129	92.8%	20.9%
Total Number of Closed Escrows	159	100%	137	16.1%	100%	139	100.0%	14.4%
Months Inventory	1 Months		1.1 Months	-9.1%		1.2 Months		-16.7%
Dollar Value of Closed Escrows	\$33,584,178		\$30,634,419	9.6%		\$26,287,731		27.8%
Median	\$195,000		\$205,000	-4.9%		\$175,000		11.4%
Mean	\$211,221		\$223,609	-5.5%		\$189,120		11.7%
Year-to-Date Statistics	01/1/17 to 08/31/17		01/1/17 to 08/31/17			1/1/2016		Change
	SAR monthly data, compiled		MetroList YTD data			8/31/2016		
Number of Closed Escrows	1,054		1,095			1,062		-0.8%
Dollar Value of Closed Escrows	\$222,448,551		\$230,195,282			\$199,698,860		11.4%
Median	\$195,000		\$195,000			\$167,500		16.4%
Mean	\$210,110		\$210,224			\$188,040		11.7%



† 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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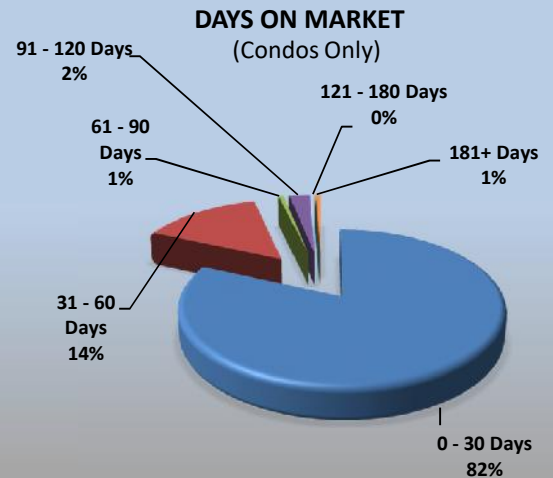
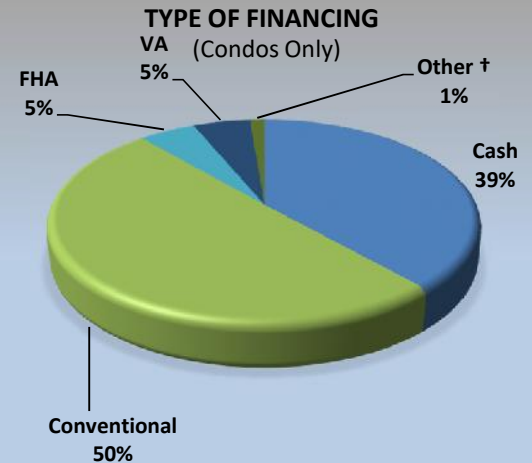
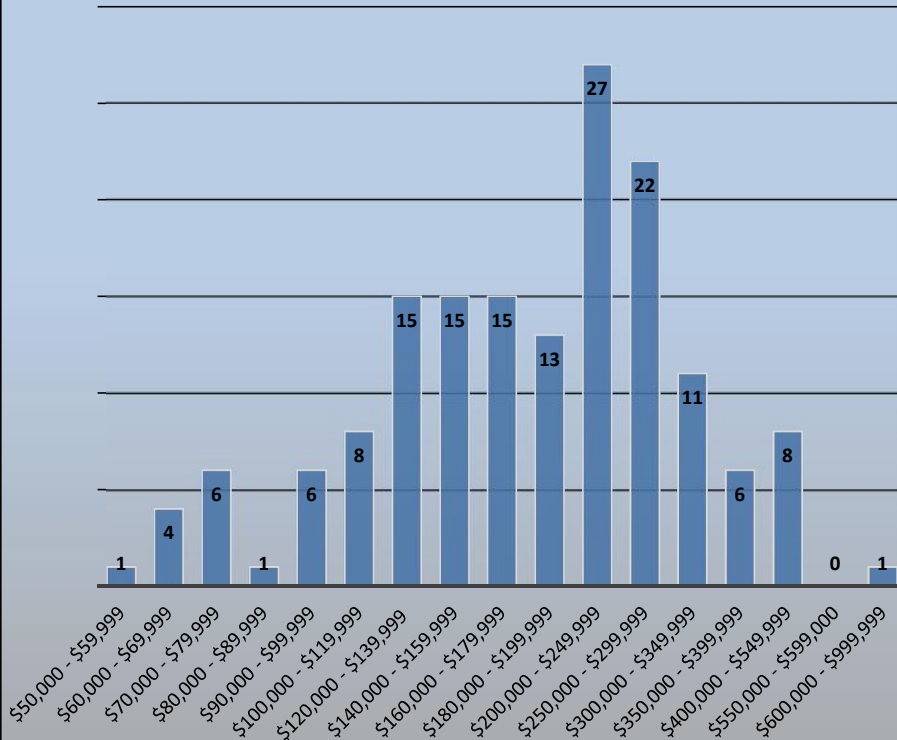
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 159



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
					% of Total				
(Condo Only) Financing Method	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	61	38.4%	49	35.8%	0 - 30	130	81.8%	84.1%	79.3%
Conventional	80	50.3%	70	51.1%	31 - 60	23	14.5%	10.7%	12.9%
FHA	8	5.0%	12	8.8%	61 - 90	1	0.6%	2.2%	3.9%
VA	8	5.0%	4	2.9%	91 - 120	4	2.5%	1.3%	1.7%
Other †	2	1.3%	2	1.5%	121 - 180	0	0.0%	0.7%	1.3%
Total	159	100.0%	137	100.0%	181+	1	0.6%	1.0%	0.8%
					Total	159	100.0%	100.0%	100.0%

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

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

Average DOM:

Current
18

Last Month
18

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