

MLS STATISTICS for December 2017

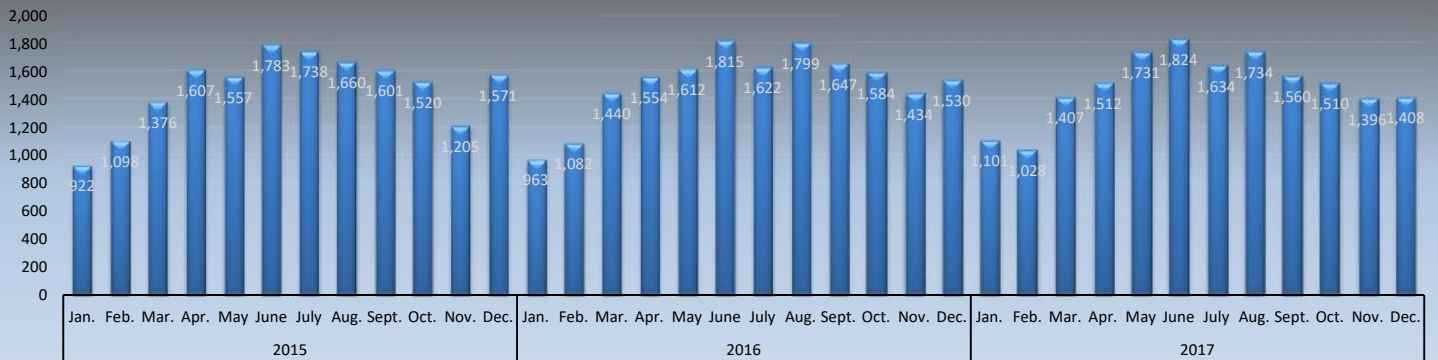
Data for Sacramento County and the City of West Sacramento



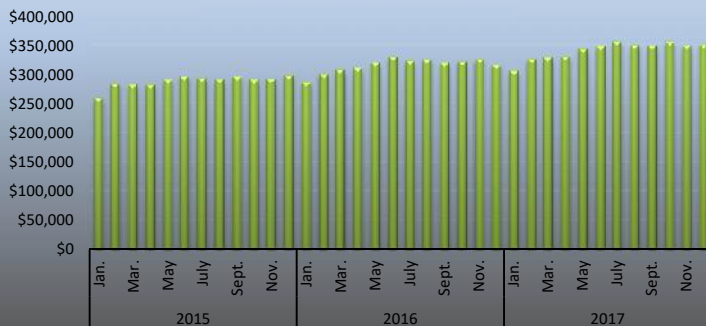
SINGLE FAMILY HOME RESALES

| Monthly Statistics | Current Month | % of Total Sales | Last Month | Change | % of Total Sales | Last Year | % of Total Sales | Change |
|-------------------------------------|----------------------------|------------------|---------------------|--------|------------------|-----------------|------------------|--------|
| Listings Published this Month | 1,020 | | 1,512 | -32.5% | | 968 | | 5.4% |
| Active Listing Inventory † | 1,575 | | 2,216 | -28.9% | | 1,458 | | 8.0% |
| Active Short Sale (included above) | 8 | | 17 | -52.9% | | 27 | | -70.4% |
| Pending Short Lender Approval | 36 | | 44 | -18.2% | | 93 | | -61.3% |
| Pending Sales This Month | 929 | | 1,020 | -8.9% | | 851 | | 9.2% |
| Number of REO Sales | 30 | 2.1% | 20 | 50.0% | 1.4% | 39 | 2.5% | -23.1% |
| Number of Short Sales | 11 | 0.8% | 13 | -15.4% | 0.9% | 35 | 2.3% | -68.6% |
| Equity Sales** | 1,365 | 96.9% | 1,363 | 0.1% | 97.6% | 1,419 | 92.7% | -3.8% |
| Other (non-REO/-Short Sale/-Equity) | 2 | 0.1% | 0 | 0% | 0.0% | 37 | 2.4% | -94.6% |
| Total Number of Closed Escrows | 1,408 | 100% | 1,396 | 0.9% | 100% | 1,530 | 100.0% | -8.0% |
| Months Inventory | 1.1 Months | | 1.6 Months | -31.3% | | 1 Months | | 10.0% |
| Dollar Value of Closed Escrows | \$534,259,406 | | \$537,437,077 | -0.6% | | \$528,153,979 | | 1.2% |
| Median | \$349,950 | | \$348,250 | 0.5% | | \$315,000 | | 11.1% |
| Mean | \$379,446 | | \$384,984 | -1.4% | | \$345,199 | | 9.9% |
| Year-to-Date Statistics | 1/01/17 to 12/31/17 | | 1/01/17 to 12/31/17 | | | 1/1/2016 | | |
| | SAR monthly data, compiled | | MetroList YTD data | | | 12/31/2016 | | Change |
| Number of Closed Escrows | 17,845 | | 18,220 | | | 18,082 | | -1.3% |
| Dollar Value of Closed Escrows | \$6,684,507,960 | | \$6,817,565,751 | | | \$6,228,917,310 | | 7.3% |
| Median | \$340,000 | | \$340,000 | | | \$315,000 | | 7.9% |
| Mean | \$374,587 | | \$374,180 | | | \$344,482 | | 8.7% |

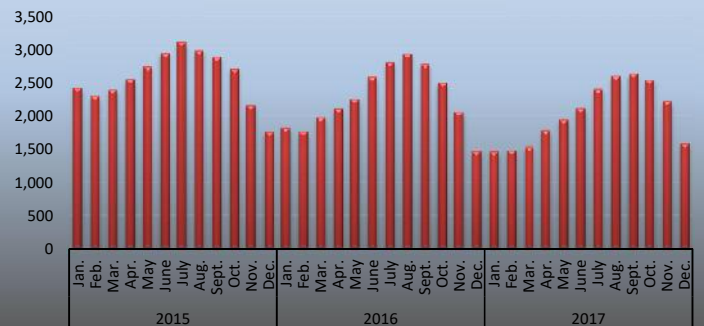
Sales Volume



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.

Based on Multiple Listing Service data from MetroList® | 2017 SAR.

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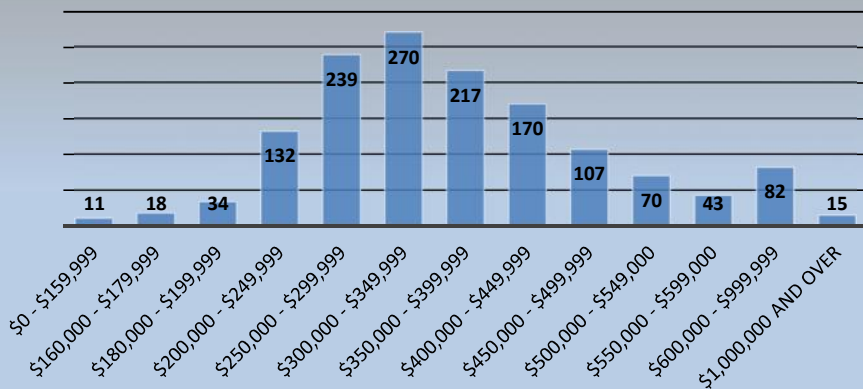
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BREAKDOWN OF SALES BY PRICE

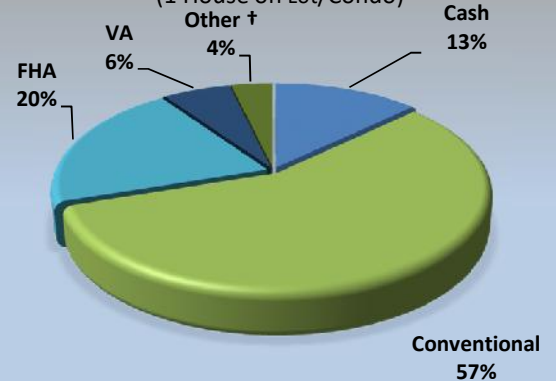
1 House on Lot

Total: 1,408

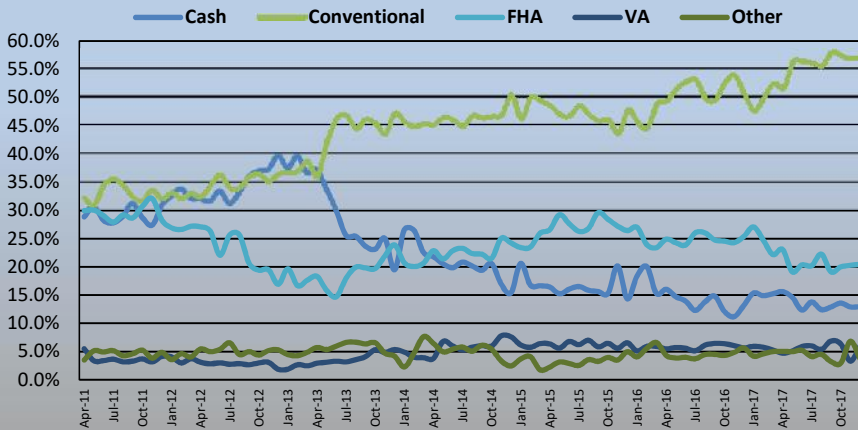


Type of Financing/Days on Market

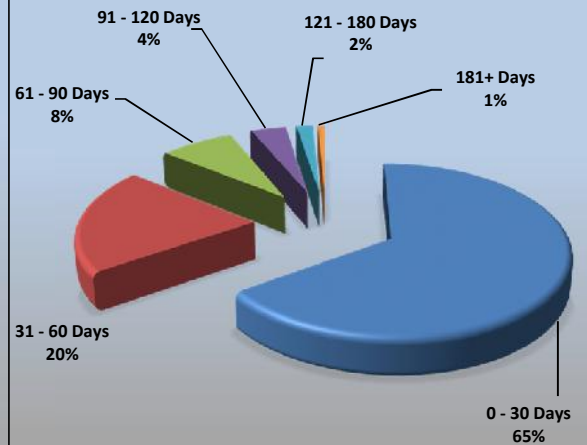
TYPE OF FINANCING (1 House on Lot/Condo)



Types of Financing Historical (% of Sales)



DAYS ON MARKET (1 House on Lot/Condo)



| Type of Financing (Single Family Home only) Financing Method | Current Month | | Previous Month | | LENGTH OF TIME ON MARKET | | | | |
|--|---------------|---------------|----------------|---------------|--------------------------|--------------|---------------|---------------|----------------|
| | # of Units | % of Total | # of Units | % of Total | Days on Market | | % of Total | | |
| | | | | | (SFR & Condo) | # of Units | Current Month | Last 4 Months | Last 12 Months |
| Cash | 182 | 12.9% | 180 | 12.9% | 0 - 30 | 918 | 65.2% | 71.0% | 75.9% |
| Conventional | 802 | 57.0% | 792 | 56.7% | 31 - 60 | 291 | 20.7% | 18.3% | 13.9% |
| FHA | 288 | 20.5% | 283 | 20.3% | 61 - 90 | 111 | 7.9% | 6.1% | 5.2% |
| VA | 84 | 6.0% | 46 | 3.3% | 91 - 120 | 53 | 3.8% | 2.8% | 2.5% |
| Other † | 52 | 3.7% | 95 | 6.8% | 121 - 180 | 25 | 1.8% | 1.3% | 1.6% |
| Total | 1,408 | 100.0% | 1,396 | 100.0% | 181+ | 10 | 0.7% | 0.5% | 0.9% |
| | | | | | Total | 1,408 | 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: | 18 | 17 |
| Average DOM: | 31 | 27 |
| Average Price/Square Foot: | \$228.0 | \$229.0 |

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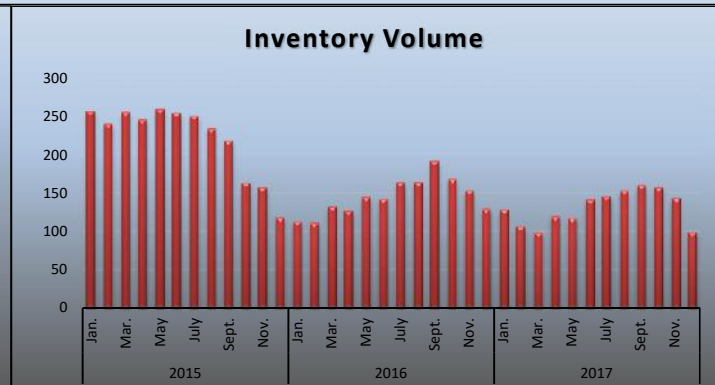
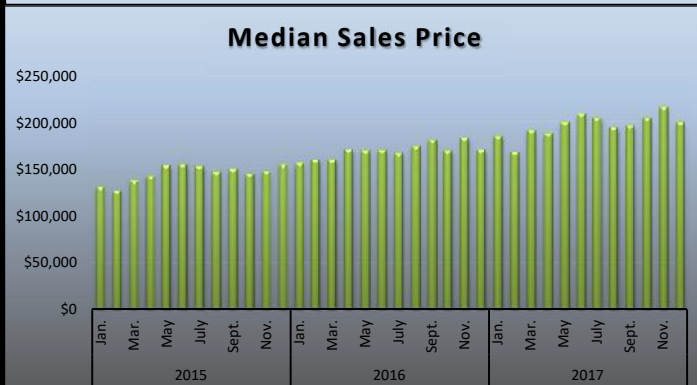
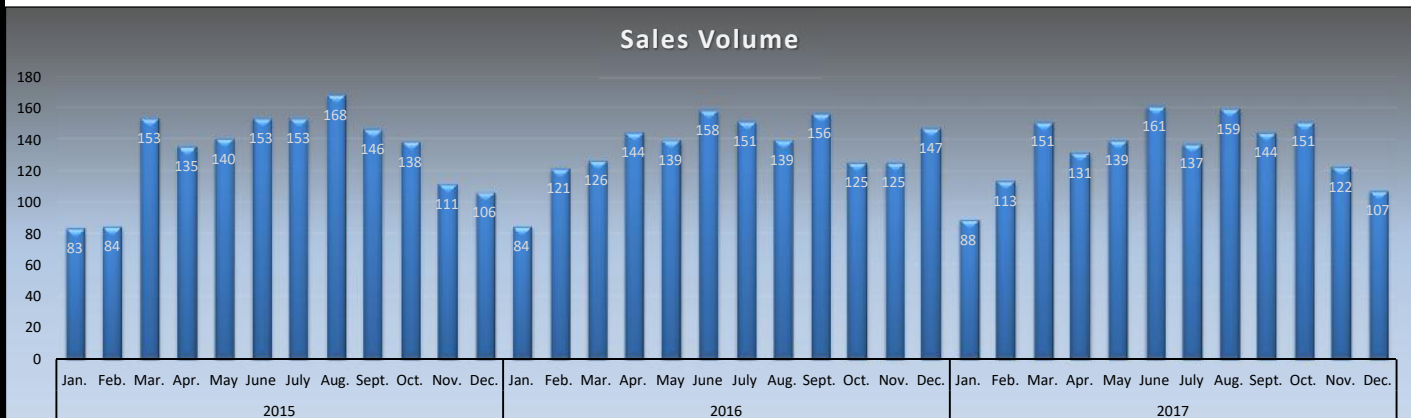
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CONDOMINIUM REALES

| Monthly Statistics | Current Month | % of Total Sales | Last Month | Change | % of Total Sales | Last Year | % of Total Sales | Change |
|------------------------------------|-----------------------------------|------------------|----------------------------|--------|------------------|-------------------|------------------|---------------|
| Listings Published this Month | 90 | | 116 | -22.4% | | 86 | | 4.7% |
| Active Listing Inventory † | 98 | | 143 | -31.5% | | 129 | | -24.0% |
| Active Short Sale (included above) | 0 | | 0 | 0.0% | | 4 | | -100.0% |
| Pending Short Lender Approval | 2 | | 3 | -33.3% | | 10 | | -80.0% |
| Pending Sales This Month | 85 | | 77 | 10.4% | | 65 | | 30.8% |
| Number of REO Sales | 2 | 1.9% | 2 | 100.0% | 1.6% | 4 | 2.7% | -50.0% |
| Number of Short Sales | 2 | 1.9% | 0 | 100.0% | 0.0% | 4 | 2.7% | -50.0% |
| Equity Sales | 103 | 96% | 120 | -14.2% | 98.4% | 139 | 94.6% | -25.9% |
| Total Number of Closed Escrows | 107 | 100% | 122 | -12.3% | 100% | 147 | 100.0% | -27.2% |
| Months Inventory | 0.9 Months | | 1.2 Months | -25.0% | | 0.9 Months | | 0.0% |
| Dollar Value of Closed Escrows | \$22,398,141 | | \$27,913,510 | -19.8% | | \$28,729,334 | | -22.0% |
| Median | \$200,000 | | \$216,500 | -7.6% | | \$170,400 | | 17.4% |
| Mean | \$209,328 | | \$228,799 | -8.5% | | \$195,438 | | 7.1% |
| Year-to-Date Statistics | 01/1/17 to 12/31/17 | | 01/1/17 to 12/31/17 | | | 1/1/2016 | | |
| | SAR monthly data, compiled | | MetroList YTD data | | | 12/31/2016 | | Change |
| Number of Closed Escrows | 1,571 | | 1,627 | | | 1,609 | | -2.4% |
| Dollar Value of Closed Escrows | \$331,569,524 | | \$345,311,984 | | | \$305,021,699 | | 8.7% |
| Median | \$196,000 | | \$196,000 | | | \$170,000 | | 15.3% |
| Mean | \$211,056.35 | | \$212,238 | | | \$189,572 | | 11.3% |



† 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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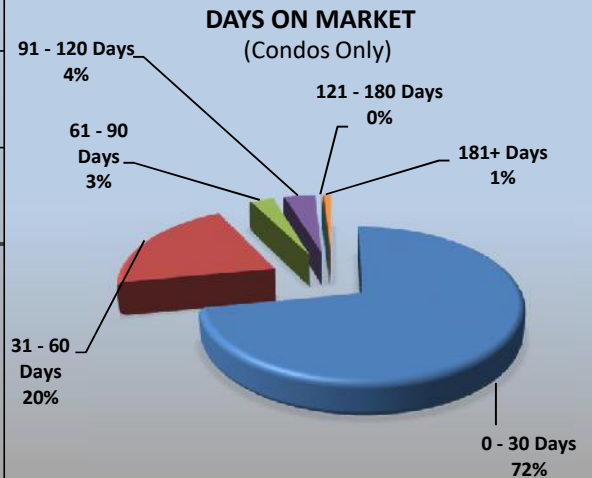
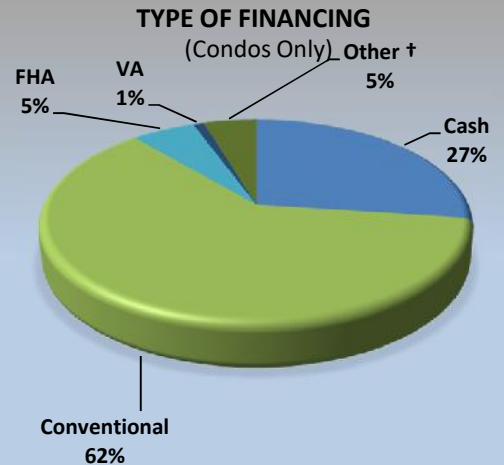
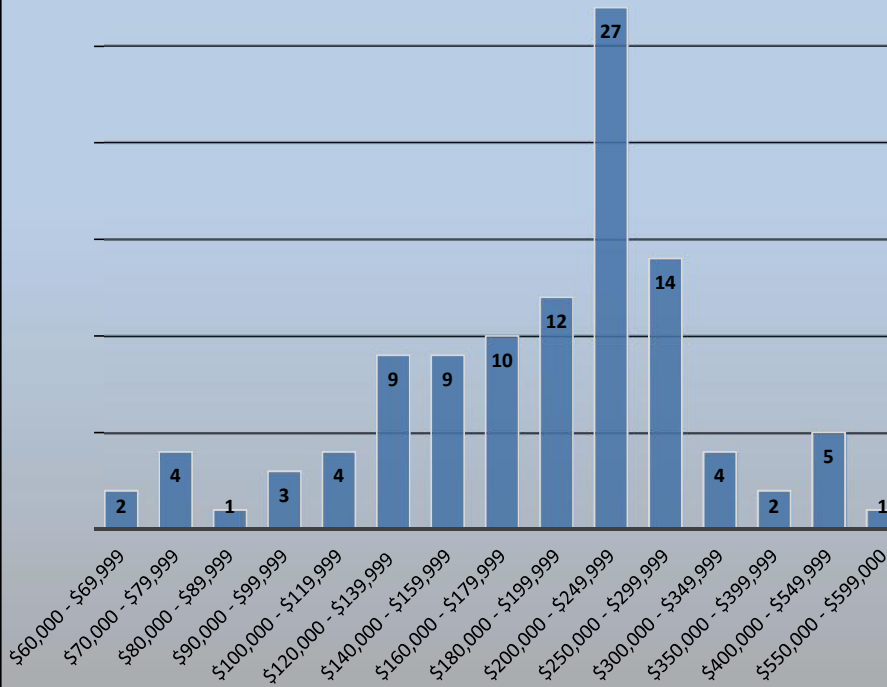
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 107



| Type of Financing | Current Month | | Previous Month | | LENGTH OF TIME ON MARKET | | | | |
|-------------------------------|---------------|---------------|----------------|---------------|--------------------------|------------|---------------|---------------|----------------|
| | # of Units | % of Total | # of Units | % of Total | (SFR & Condo) | | % of Total | | |
| (Condo Only) Financing Method | | | | | Days on Market | # of Units | Current Month | Last 4 Months | Last 12 Months |
| Cash | 29 | 27.1% | 37 | 30.3% | 0 - 30 | 77 | 72.0% | 77.5% | 79.5% |
| Conventional | 66 | 61.7% | 75 | 61.5% | 31 - 60 | 22 | 20.6% | 14.5% | 12.7% |
| FHA | 6 | 5.6% | 7 | 5.7% | 61 - 90 | 3 | 2.8% | 5.0% | 3.9% |
| VA | 1 | 0.9% | 3 | 2.5% | 91 - 120 | 4 | 3.7% | 1.5% | 1.6% |
| Other † | 5 | 4.7% | 0 | 0.0% | 121 - 180 | 0 | 0.0% | 1.3% | 1.5% |
| Total | 107 | 100.0% | 122 | 100.0% | 181+ | 1 | 0.9% | 0.2% | 0.7% |
| | | | | | Total | 107 | 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
22

Last Month
26

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