

# MLS STATISTICS for February 2017

Data for Sacramento County and the City of West Sacramento



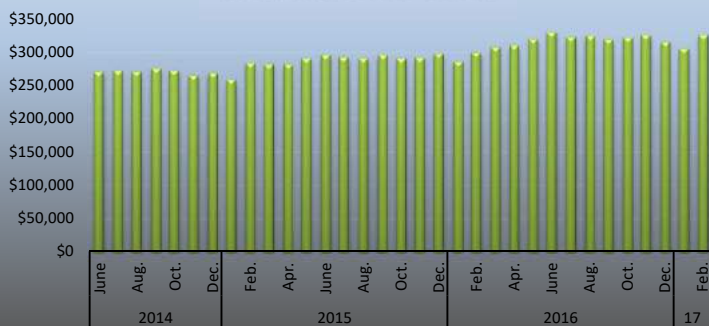
## SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,468		1,431	2.6%		1,705		-13.9%
Active Listing Inventory †	1,469		1,454	1.0%		1,755		-16.3%
Active Short Sale (included above)	25		29	-13.8%		61		-59.0%
Pending Short Lender Approval	75		78	-3.8%		199		-62.3%
Pending Sales This Month	887		1,018	-12.9%		1,251		-29.1%
Number of REO Sales	38	3.7%	35	8.6%	3.2%	57	5.3%	-33.3%
Number of Short Sales	23	2.2%	27	-14.8%	2.5%	46	4.3%	-50.0%
Equity Sales**	936	91.1%	1,020	-8.2%	92.6%	956	88.4%	-2.1%
Other (non-REO/-Short Sale/-Equity)	31	3.0%	19	63.2%	1.7%	23	2.1%	34.8%
Total Number of Closed Escrows	1,028	100%	1,101	-6.6%	100%	1,082	100.0%	-5.0%
Months Inventory	1.4 Months		1.3 Months	7.7%		1.6 Months		-12.5%
Dollar Value of Closed Escrows	\$359,555,283		\$373,570,941	-3.8%		\$350,534,627		2.6%
Median	\$325,000		\$305,000	6.6%		\$299,000		8.7%
Mean	\$349,762		\$339,301	3.1%		\$323,969		8.0%
<b>Year-to-Date Statistics</b>	<b>2/01/17 to 2/28/17</b>		<b>2/01/17 to 2/28/17</b>			<b>2/2/2016</b>		<b>Change</b>
	<b>SAR monthly data, compiled</b>		<b>MetroList YTD data</b>			<b>2/28/2016</b>		
Number of Closed Escrows	2,129		2,153			2,045		4.1%
Dollar Value of Closed Escrows	\$733,126,224		\$740,903,224			\$647,546,152		13.2%
Median	\$305,000		\$315,000			\$284,900		7.1%
Mean	\$344,352		\$344,126			\$308,423.00		11.6%

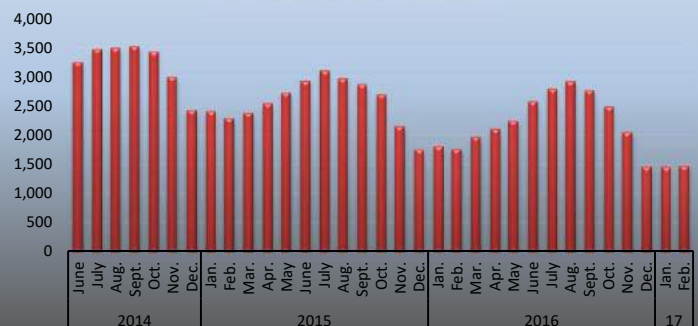
### Sales Volume



### 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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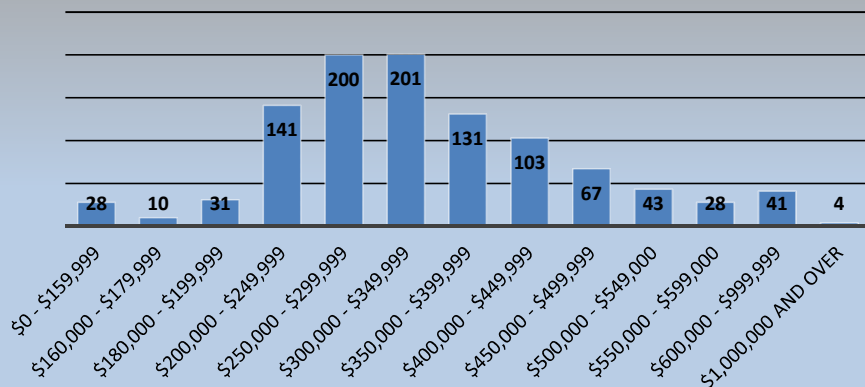
# MLS STATISTICS for February 2017

## Data for Sacramento County and the City of West Sacramento

### BREAKDOWN OF SALES BY PRICE

#### 1 House on Lot

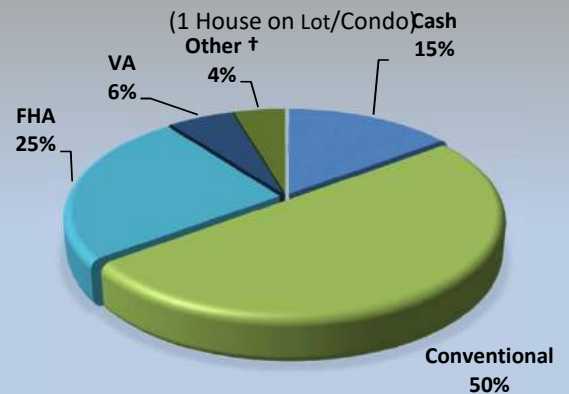
Total: 1,028



### Type of Financing/Days on Market

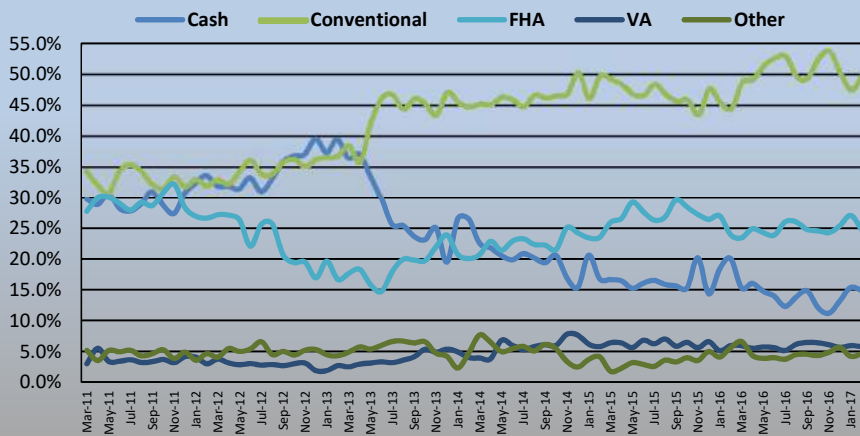
#### TYPE OF FINANCING

(1 House on Lot/Condo)



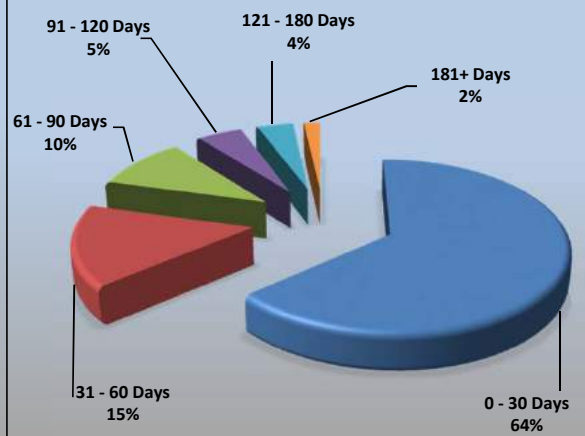
#### Types of Financing Historical

(% 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	(SFR & Condo) Days on Market	# of Units	% of Total		
							Current Month	Last 4 Months	Last 12 Months
Cash	153	14.9%	169	15.3%	0 - 30	655	63.7%	64.0%	73.4%
Conventional	514	50.0%	523	47.5%	31 - 60	161	15.7%	19.0%	14.8%
FHA	255	24.8%	298	27.1%	61 - 90	104	10.1%	8.8%	5.9%
VA	59	5.7%	65	5.9%	91 - 120	50	4.9%	4.0%	2.8%
Other †	47	4.6%	46	4.2%	121 - 180	40	3.9%	3.0%	2.1%
<b>Total</b>	<b>1,028</b>	<b>100.0%</b>	<b>1,101</b>	<b>100.0%</b>	181+	18	1.8%	1.2%	1.1%
					<b>Total</b>	<b>1,028</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>15</b>	<b>19</b>
<b>Average DOM:</b>	<b>35</b>	<b>35</b>
<b>Average Price/Square Foot:</b>	<b>\$209.0</b>	<b>\$206.2</b>

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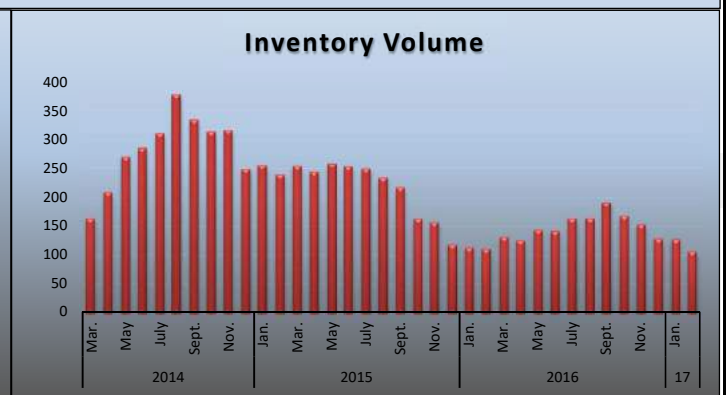
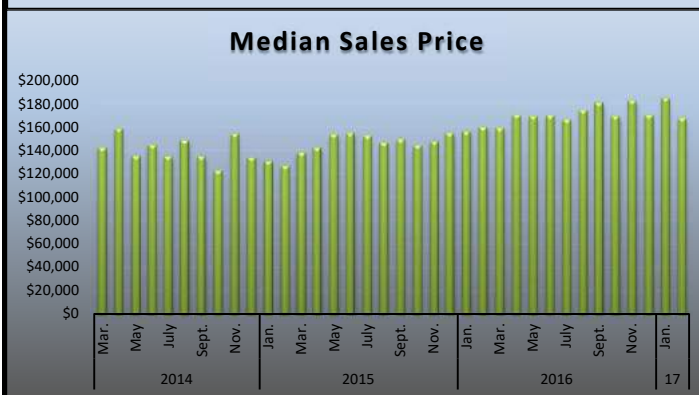
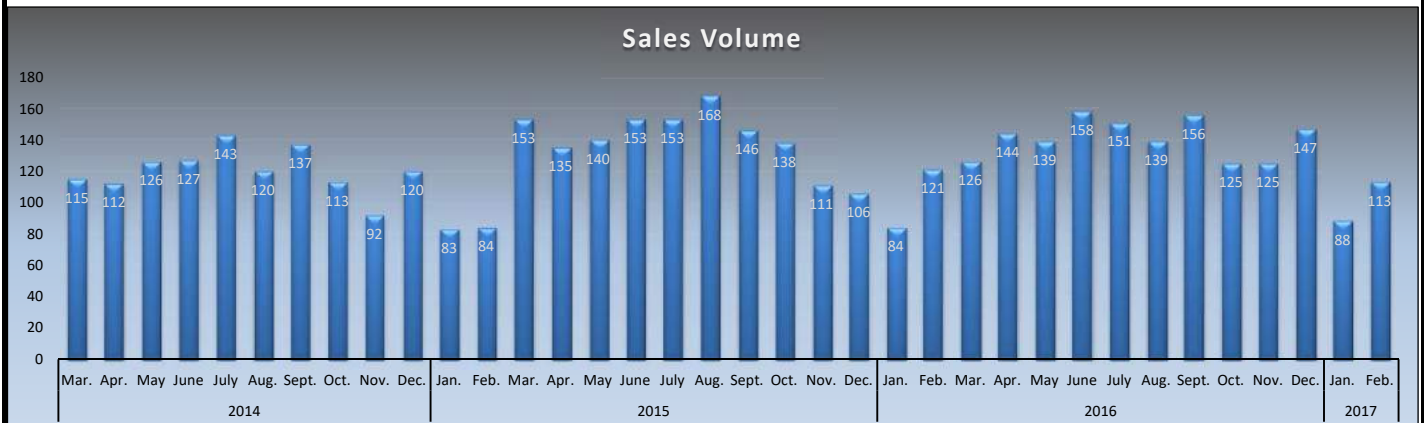
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**MLS STATISTICS for February 2017**  
Data for Sacramento County and the City of West Sacramento



**CONDOMINIUM RESALES**

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	127		145	-12.4%		154		-17.5%
Active Listing Inventory †	106		128	-17.2%		111		-4.5%
Active Short Sale (included above)	5		1	400.0%		5		0.0%
Pending Short Lender Approval	7		9	-22.2%		16		-56.3%
Pending Sales This Month	79		107	-26.2%		99		-20.2%
Number of REO Sales	3	2.7%	3	0.0%	3.4%	5	4.1%	-40.0%
Number of Short Sales	6	5.3%	2	100.0%	2.3%	8	6.6%	-25.0%
Equity Sales	104	92.0%	83	25.3%	94.3%	108	89.3%	-3.7%
Total Number of Closed Escrows	113	100%	88	28.4%	100%	121	100.0%	-6.6%
Months Inventory	0.9 Months		1.5 Months	-40.0%		0.9 Months		0.0%
Dollar Value of Closed Escrows	\$21,583,374		\$17,011,543	26.9%		\$22,570,680		-4.4%
Median	\$168,000		\$184,944	-9.2%		\$160,000		5.0%
Mean	\$191,003		\$193,313	-1.2%		\$186,535		2.4%
<b>Year-to-Date Statistics</b>	<b>01/1/17 to 02/28/17</b>		<b>01/1/17 to 02/28/17</b>			<b>1/1/2016</b>		<b>Change</b>
	SAR monthly data, compiled		MetroList YTD data			2/28/2016		
Number of Closed Escrows	176		202			205		-14.1%
Dollar Value of Closed Escrows	\$34,023,086		\$38,709,917			\$37,104,155		-8.3%
Median	\$184,944		\$171,250			\$157,500		17.4%
Mean	\$193,312.99		\$191,633			\$183,578		5.3%



† 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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# MLS STATISTICS for February 2017

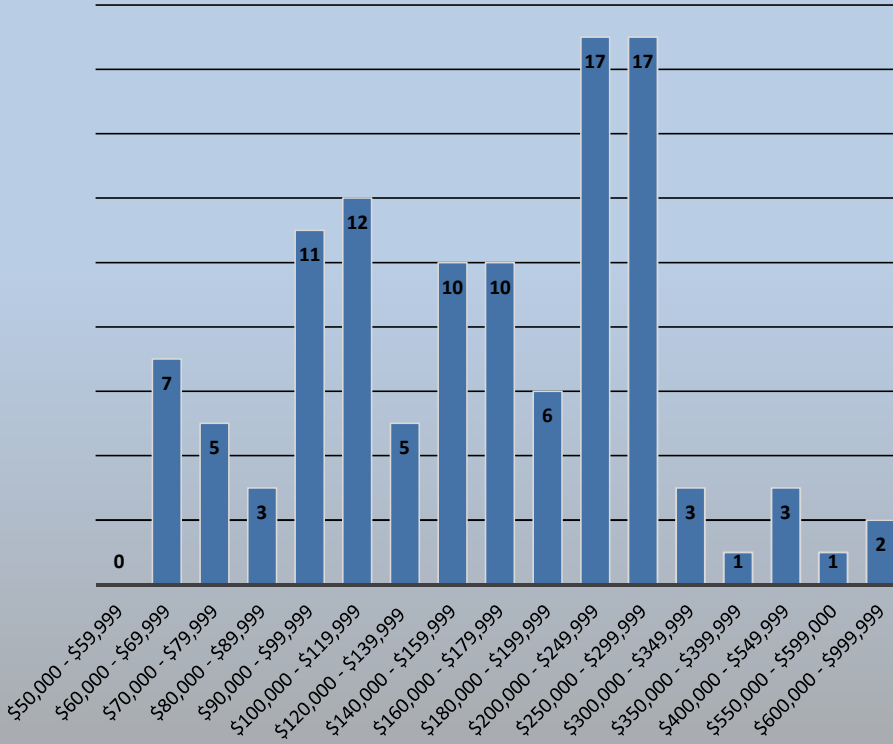
## Data for Sacramento County and the City of West Sacramento

### BREAKDOWN OF SALES BY PRICE

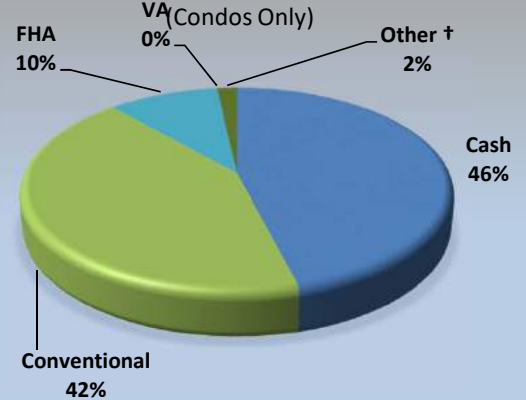
### Type of Financing/Days on Market

## Condos

Total: 113

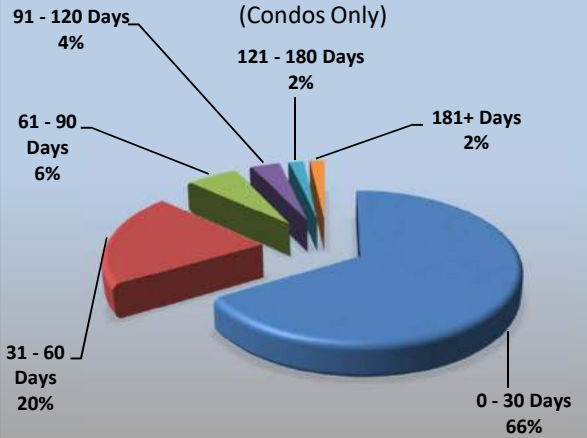


#### TYPE OF FINANCING



#### 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	52	46.0%	35	39.8%	0 - 30	75	66.4%	71.2%	78.5%
Conventional	48	42.5%	37	42.0%	31 - 60	23	20.4%	17.5%	13.1%
FHA	11	9.7%	11	12.5%	61 - 90	7	6.2%	6.1%	4.2%
VA	0	0.0%	2	2.3%	91 - 120	4	3.5%	3.0%	1.7%
Other †	2	1.8%	3	3.4%	121 - 180	2	1.8%	1.3%	1.7%
<b>Total</b>	<b>113</b>	<b>100.0%</b>	<b>88</b>	<b>100.0%</b>	<b>181+</b>	<b>2</b>	<b>1.8%</b>	<b>0.8%</b>	<b>0.7%</b>
					<b>Total</b>	<b>113</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:**

Current

**29**

Last Month

**24**

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