

MLS STATISTICS for January 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	1,431		968	47.8%		1,601		-10.6%
Active Listing Inventory †	1,454		1,458	-0.3%		1,810		-19.7%
Active Short Sale (included above)	29		27	7.4%		67		-56.7%
Pending Short Lender Approval	78		93	-16.1%		69		13.0%
Pending Sales This Month	1,018		851	19.6%		1,098		-7.3%
Number of REO Sales	35	3.2%	39	-10.3%	2.5%	41	4.3%	-14.6%
Number of Short Sales	27	2.5%	35	-22.9%	2.3%	46	4.8%	-41.3%
Equity Sales**	1,020	92.6%	1,419	-28.1%	92.7%	860	89.3%	18.6%
Other (non-REO/-Short Sale/-Equity)	19	1.7%	37	-48.6%	2.4%	16	1.7%	18.8%
Total Number of Closed Escrows	1,101	100%	1,530	-28.0%	100%	963	100.0%	14.3%
Months Inventory	1.3 Months		1 Months	30.0%		1.9 Months		-31.6%
Dollar Value of Closed Escrows	\$373,570,941		\$528,153,979	-29.3%		\$297,011,525		25.8%
Median	\$305,000		\$315,000	-3.2%		\$284,900		7.1%
Mean	\$339,301		\$345,199	-1.7%		\$308,423		10.0%
Year-to-Date Statistics	1/01/17 to 1/31/17		1/01/17 to 1/31/17			1/1/2016		Change
	SAR monthly data, compiled		MetroList YTD data			1/31/2016		
Number of Closed Escrows	1,101		1,101			963		14.3%
Dollar Value of Closed Escrows	\$373,570,941		\$373,570,941			\$297,011,525		25.8%
Median	\$305,000		\$305,000			\$284,900		7.1%
Mean	\$339,301		\$339,301			\$308,423		10.0%

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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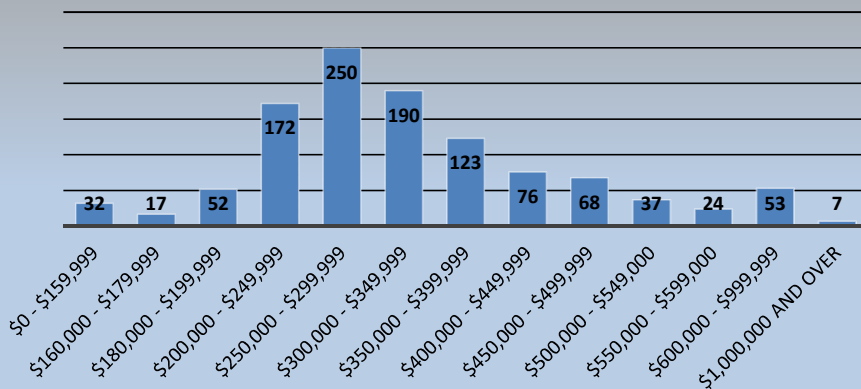
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

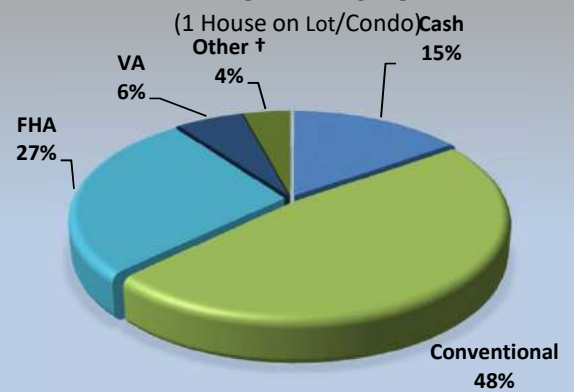
Type of Financing/Days on Market

1 House on Lot

Total: 1,101

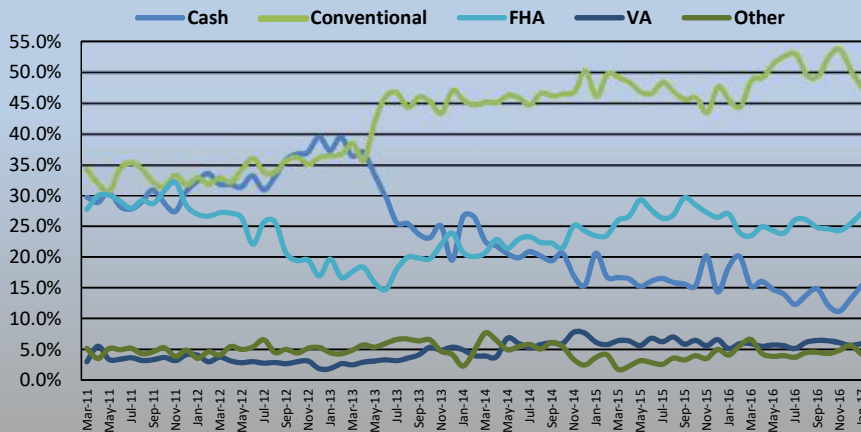


TYPE OF FINANCING



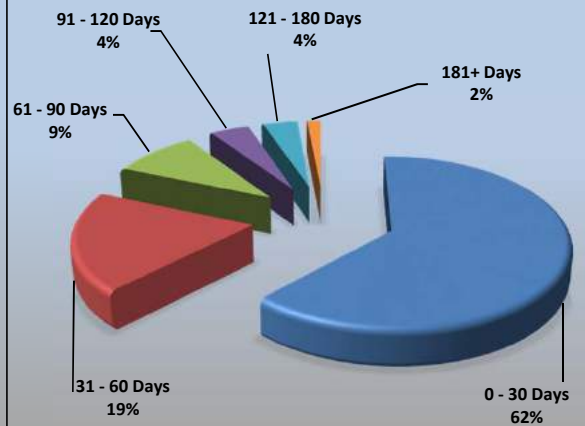
Types of Financing Historical

(% 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	169	15.3%	201	13.1%	0 - 30	684	62.1%	65.5%	73.3%
Conventional	523	47.5%	769	50.3%	31 - 60	213	19.3%	19.5%	14.7%
FHA	298	27.1%	388	25.4%	61 - 90	101	9.2%	7.9%	5.9%
VA	65	5.9%	86	5.6%	91 - 120	46	4.2%	3.6%	2.8%
Other †	46	4.2%	86	5.6%	121 - 180	41	3.7%	2.5%	2.1%
Total	1,101	100.0%	1,530	100.0%	181+	16	1.5%	0.9%	1.1%
					Total	1,101	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:	19	18
Average DOM:	35	34
Average Price/Square Foot:	\$206.2	\$206.4

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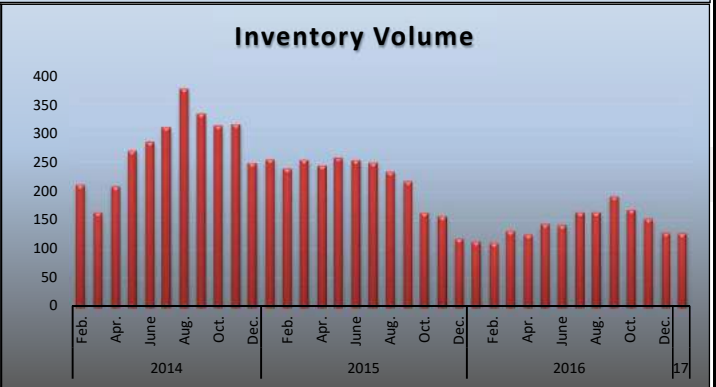
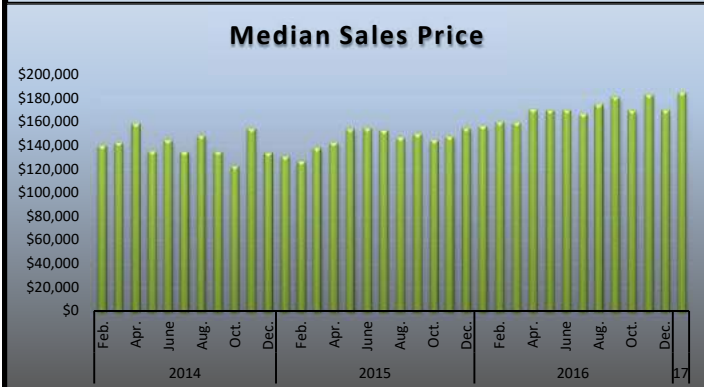
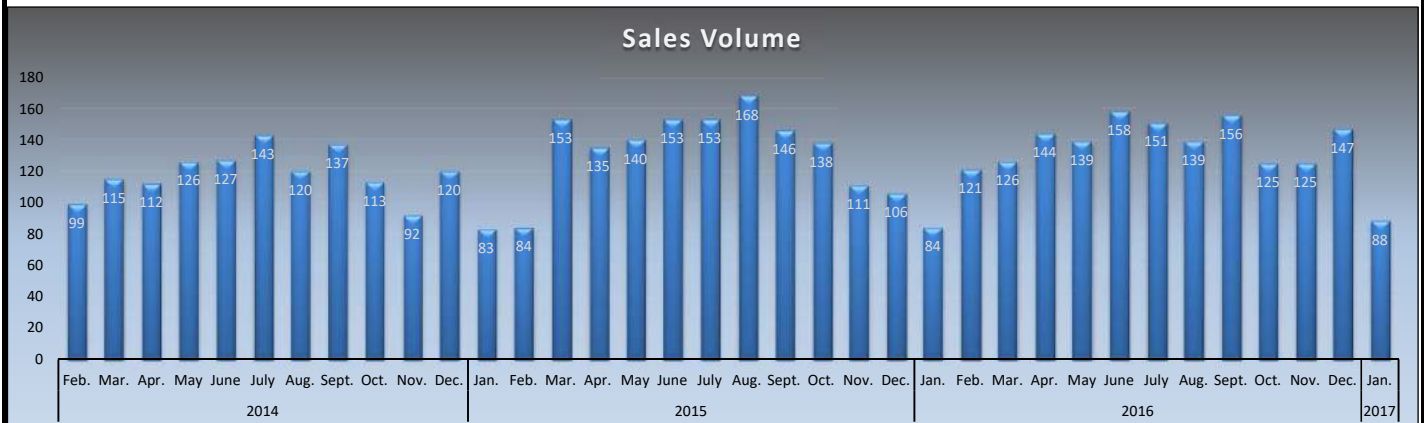
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MLS STATISTICS for January 2017
Data for Sacramento County and the City of West Sacramento



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	145		86	68.6%		138		5.1%
Active Listing Inventory †	128		129	-0.8%		113		13.3%
Active Short Sale (included above)	1		4	-75.0%		7		-85.7%
Pending Short Lender Approval	9		10	-10.0%		7		28.6%
Pending Sales This Month	107		65	64.6%		94		13.8%
Number of REO Sales	3	3.4%	4	-25.0%	2.7%	3	3.6%	0.0%
Number of Short Sales	2	2.3%	4	100.0%	2.7%	4	4.8%	-50.0%
Equity Sales	83	94.3%	139	-40.3%	94.6%	77	91.7%	7.8%
Total Number of Closed Escrows	88	100%	147	-40.1%	100%	84	100.0%	4.8%
Months Inventory	1.5 Months		0.9 Months	66.7%		1.3 Months		15.4%
Dollar Value of Closed Escrows	\$17,011,543		\$28,729,334	-40.8%		\$14,533,475		17.1%
Median	\$184,944		\$170,400	8.5%		\$156,500		18.2%
Mean	\$193,313		\$195,438	-1.1%		\$173,018		11.7%
Year-to-Date Statistics	01/1/17 to 01/31/17		01/1/17 to 01/31/17			1/1/2016		Change
	SAR monthly data, compiled		MetroList YTD data			1/31/2016		
Number of Closed Escrows	88		88			84		4.8%
Dollar Value of Closed Escrows	\$17,011,543		\$17,011,543			\$14,533,475		17.1%
Median	\$184,944		\$184,944			\$156,500		18.2%
Mean	\$193,312.99		\$193,313			\$173,018		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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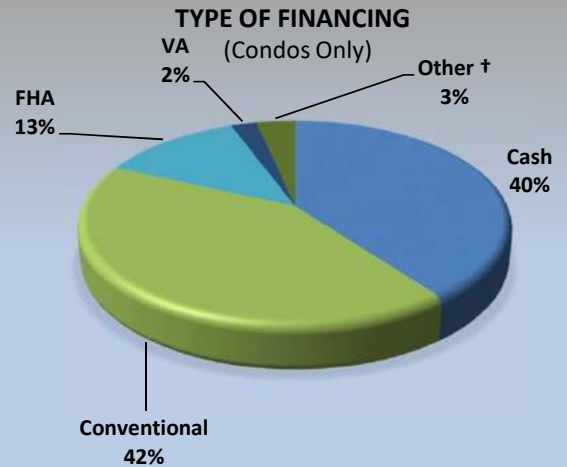
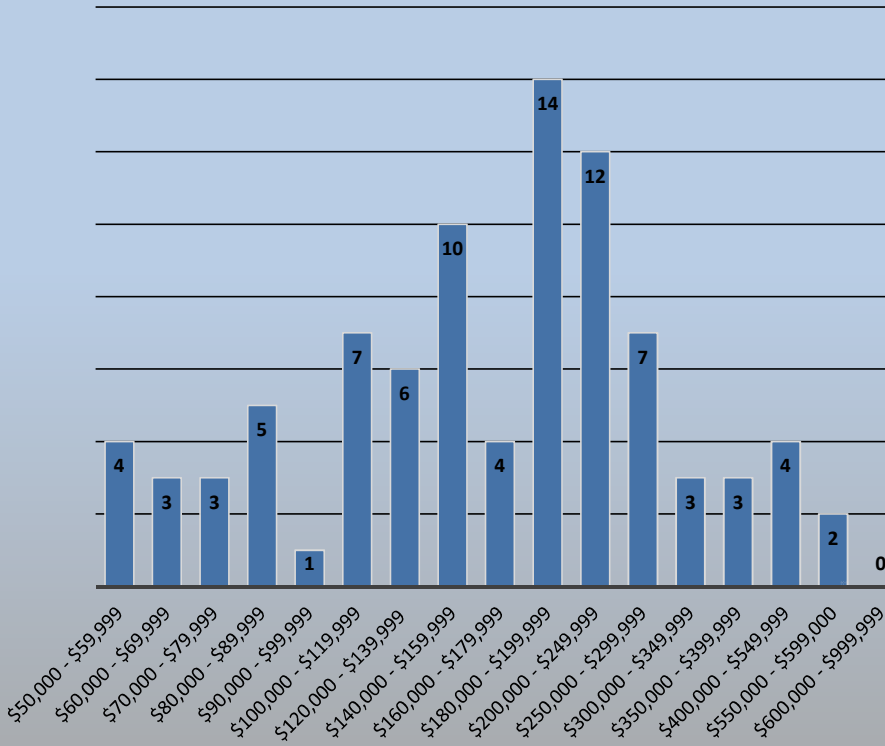
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 88



Type of Financing (Condo 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	35	39.8%	55	37.4%	0 - 30	65	73.9%	74.8%	78.2%
Conventional	37	42.0%	71	48.3%	31 - 60	13	14.8%	15.9%	12.7%
FHA	11	12.5%	14	9.5%	61 - 90	8	9.1%	5.8%	4.3%
VA	2	2.3%	4	2.7%	91 - 120	1	1.1%	2.1%	1.8%
Other †	3	3.4%	3	2.0%	121 - 180	1	1.1%	0.8%	2.2%
Total	88	100.0%	147	100.0%	181+	0	0.0%	0.6%	0.9%
					Total	88	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
24

Last Month
23

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