

MLS STATISTICS for July 2017

Data for Sacramento County and the City of West Sacramento



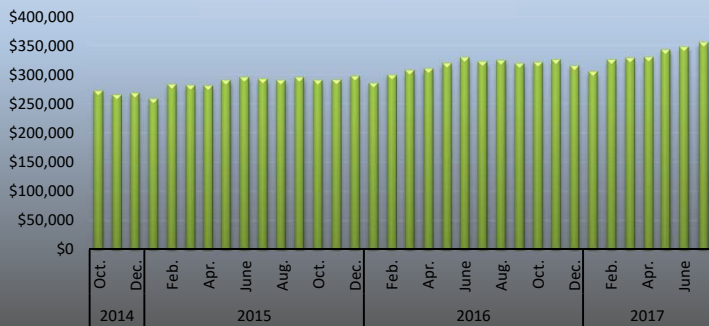
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	2,252		2,377	-5.3%		2,356		-4.4%
Active Listing Inventory †	2,395		2,105	13.8%		2,801		-14.5%
Active Short Sale (included above)	23		16	43.8%		53		-56.6%
Pending Short Lender Approval	59		61	-3.3%		128		-53.9%
Pending Sales This Month	1,327		1,379	-3.8%		1,506		-11.9%
Number of REO Sales	22	1.3%	29	-24.1%	1.6%	35	2.2%	-37.1%
Number of Short Sales	18	1.1%	30	-40.0%	1.6%	43	2.7%	-58.1%
Equity Sales**	1,588	97.2%	1,735	-8.5%	95.1%	1,513	93.3%	5.0%
Other (non-REO/-Short Sale/-Equity)	6	0.4%	30	-80.0%	1.6%	31	1.9%	-80.6%
Total Number of Closed Escrows	1,634	100%	1,824	-10.4%	100%	1,622	100.0%	0.7%
Months Inventory	1.5 Months		1.2 Months	25.0%		1.7 Months		-11.8%
Dollar Value of Closed Escrows	\$627,917,877		\$696,536,442	-9.9%		\$571,627,117		9.8%
Median	\$354,700		\$347,250	2.1%		\$322,000		10.2%
Mean	\$384,283		\$381,873	0.6%		\$352,421		9.0%
Year-to-Date Statistics	1/01/17 to 7/31/17		1/01/17 to 7/31/17			1/1/2016		Change
	SAR monthly data, compiled		MetroList YTD data			7/31/2016		
Number of Closed Escrows	10,237		10,420			10,088		1.5%
Dollar Value of Closed Escrows	\$3,771,872,975		\$3,834,070,045			\$3,432,977,541		9.9%
Median	\$330,000		\$335,000			\$311,111		6.1%
Mean	\$368,455		\$367,953			\$340,303		8.3%

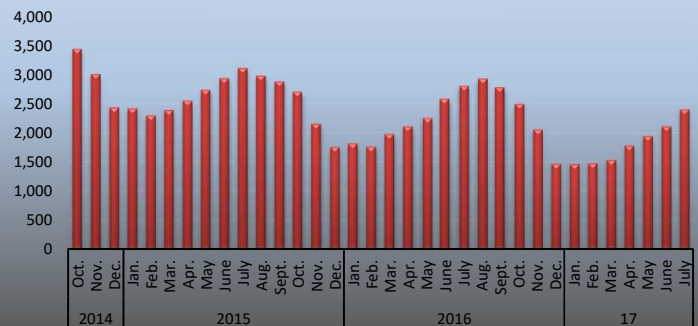
Sales Volume



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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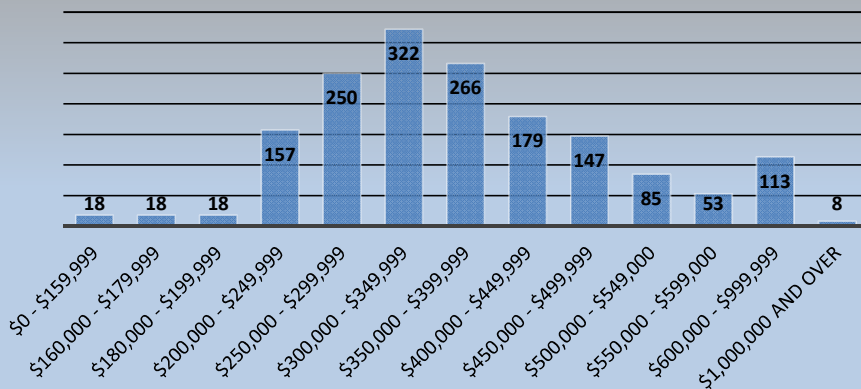
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

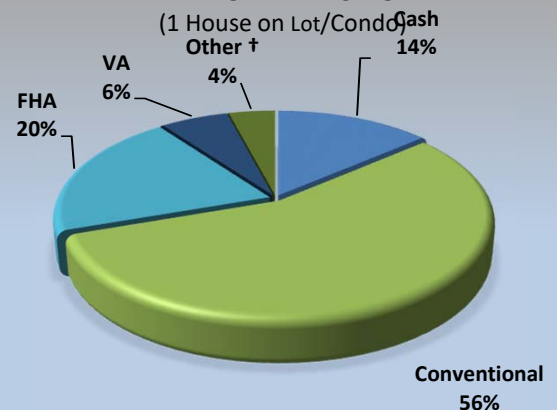
1 House on Lot

Total: 1,634



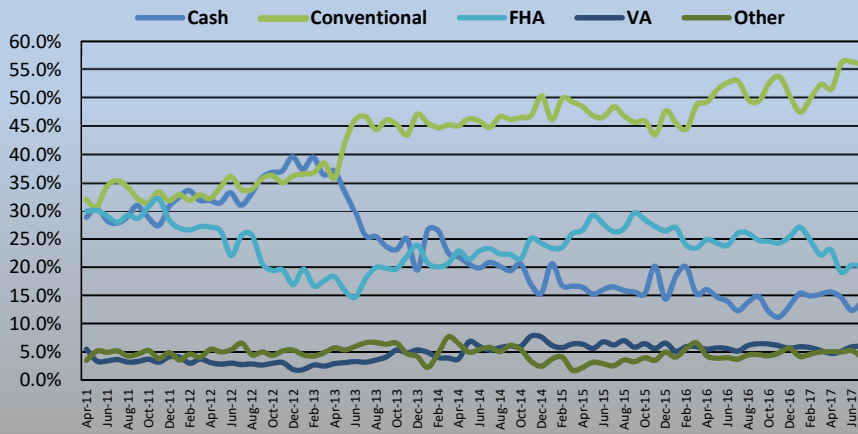
TYPE OF FINANCING

(1 House on Lot/Condo)



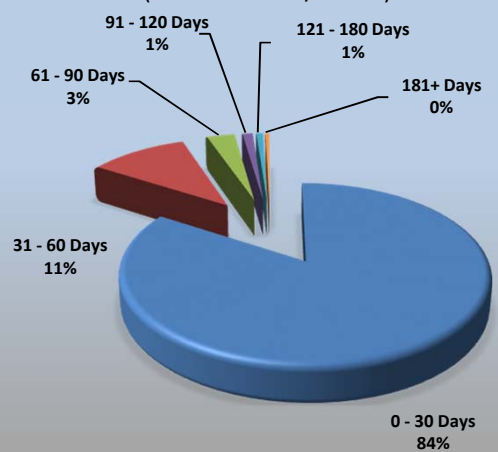
Types of Financing Historical

(% 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	225	13.8%	225	12.3%	0 - 30	1,375	84.1%	83.5%	75.0%
Conventional	914	55.9%	1026	56.3%	31 - 60	173	10.6%	9.7%	14.1%
FHA	330	20.2%	371	20.3%	61 - 90	49	3.0%	3.1%	5.5%
VA	98	6.0%	107	5.9%	91 - 120	18	1.1%	1.4%	2.6%
Other †	67	4.1%	95	5.2%	121 - 180	12	0.7%	1.3%	1.9%
Total	1,634	100.0%	1,824	100.0%	181+	7	0.4%	0.9%	1.0%
					Total	1,634	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:	9	8
Average DOM:	18	18
Average Price/Square Foot:	\$228.3	\$227.1

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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	157		212	-25.9%		209		-24.9%
Active Listing Inventory †	145		141	2.8%		164		-11.6%
Active Short Sale (included above)	0		2	#####		6		-100.0%
Pending Short Lender Approval	6		4	50.0%		10		-40.0%
Pending Sales This Month	114		123	-7.3%		128		-10.9%
Number of REO Sales	0	0.0%	2	-100.0%	1.2%	2	1.3%	-100.0%
Number of Short Sales	0	0.0%	0	100.0%	0.0%	3	2.0%	-100.0%
Equity Sales	137	100%	159	-13.8%	98.8%	146	96.7%	-6.2%
Total Number of Closed Escrows	137	100%	161	-14.9%	100%	151	100.0%	-9.3%
Months Inventory	1.1 Months		0.9 Months	22.2%		1.1 Months		0.0%
Dollar Value of Closed Escrows	\$30,634,419		\$35,416,837	-13.5%		\$27,643,631		10.8%
Median	\$205,000		\$209,000	-1.9%		\$167,000		22.8%
Mean	\$223,609		\$219,980	1.6%		\$183,070		22.1%
Year-to-Date Statistics	01/1/17 to 07/31/17		01/1/17 to 07/31/17			1/1/2016		Change
	SAR monthly data, compiled		MetroList YTD data			7/31/2016		
Number of Closed Escrows	895		934			923		-3.0%
Dollar Value of Closed Escrows	\$188,864,373		\$196,243,104			\$173,411,129		8.9%
Median	\$195,000		\$195,000			\$157,500		23.8%
Mean	\$210,110		\$210,110			\$187,878		11.8%

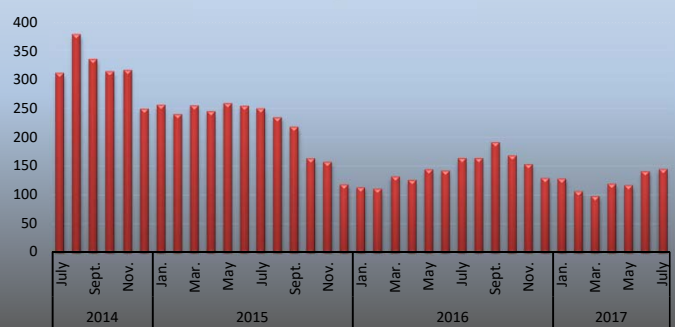
Sales Volume



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. The name has been changed to avoid confusion with sales involving conventional financing for the new buyer

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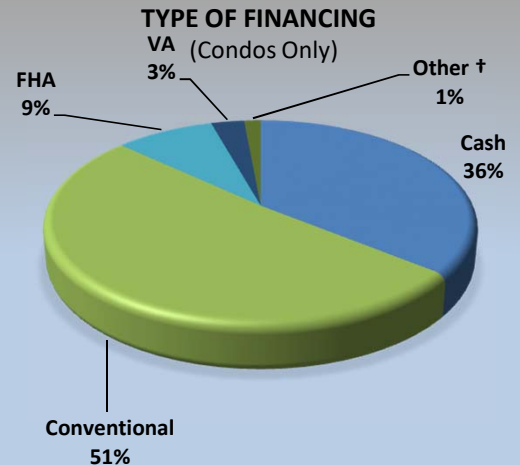
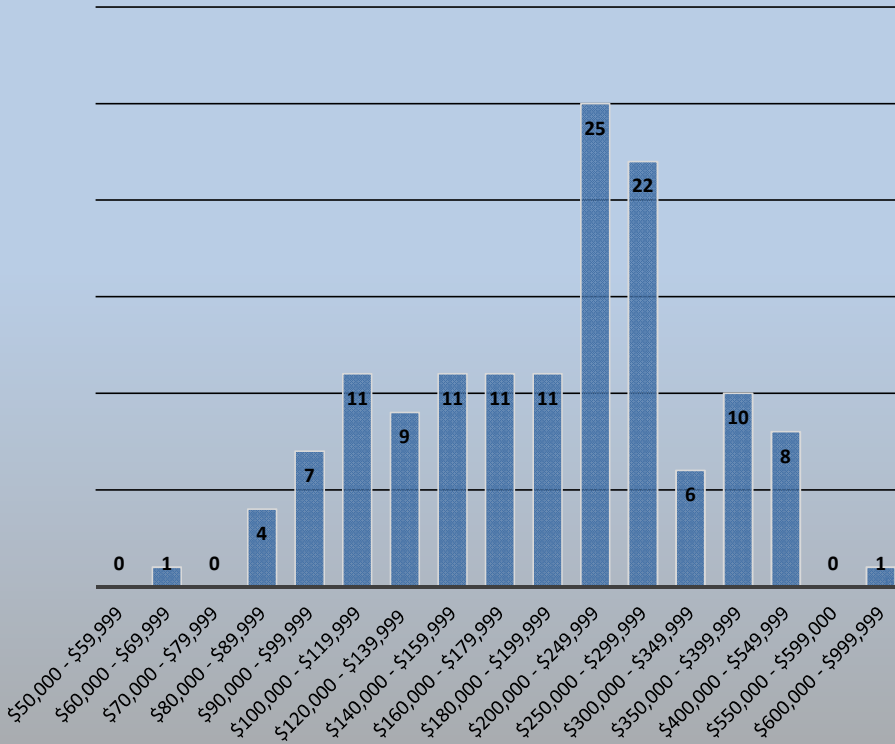
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 137



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	49	35.8%	44	27.3%	0 - 30	138	85.7%	85.7%	78.9%
Conventional	70	51.1%	94	58.4%	31 - 60	15	9.3%	8.5%	12.9%
FHA	12	8.8%	17	10.6%	61 - 90	4	2.5%	2.5%	4.2%
VA	4	2.9%	5	3.1%	91 - 120	1	0.6%	0.9%	1.7%
Other †	2	1.5%	1	0.6%	121 - 180	1	0.6%	1.2%	1.6%
Total	137	100.0%	161	100.0%	181+	2	1.2%	1.2%	0.7%
					Total	161	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

	Current	Last Month
Average DOM:	18	18

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