

MLS STATISTICS for June 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	2,377		2,385	-0.3%		2,529		-6.0%
Active Listing Inventory †	2,105		1,935	8.8%		2,577		-18.3%
Active Short Sale (included above)	16		14	14.3%		60		-73.3%
Pending Short Lender Approval	61		57	7.0%		159		-61.6%
Pending Sales This Month	1,379		1,364	1.1%		1,533		-10.0%
Number of REO Sales	29	1.6%	37	-21.6%	2.1%	45	2.5%	-35.6%
Number of Short Sales	30	1.6%	36	-16.7%	2.1%	46	2.5%	-34.8%
Equity Sales**	1,735	95.1%	1,618	7.2%	93.5%	1,692	93.2%	2.5%
Other (non-REO/-Short Sale/-Equity)	30	1.6%	40	-25.0%	2.3%	32	1.8%	-6.3%
Total Number of Closed Escrows	1,824	100%	1,731	5.4%	100%	1,815	100.0%	0.5%
Months Inventory	1.2 Months		1.1 Months	9.1%		1.4 Months		-14.3%
Dollar Value of Closed Escrows	\$696,536,442		\$658,505,729	5.8%		\$648,222,184		7.5%
Median	\$347,250		\$342,500	1.4%		\$329,000		5.5%
Mean	\$381,873		\$380,419	0.4%		\$357,147		6.9%
Year-to-Date Statistics	6/01/17 to 6/30/17		6/01/17 to 6/30/17			6/1/2016		Change
	SAR monthly data, compiled		MetroList YTD data			6/30/2016		
Number of Closed Escrows	8,603		8,741			8,466		1.6%
Dollar Value of Closed Escrows	\$3,143,955,098		\$3,188,572,832			\$2,861,350,424		9.9%
Median	\$330,000		\$330,000			\$310,000		6.5%
Mean	\$365,449		\$364,784			\$337,981		8.1%

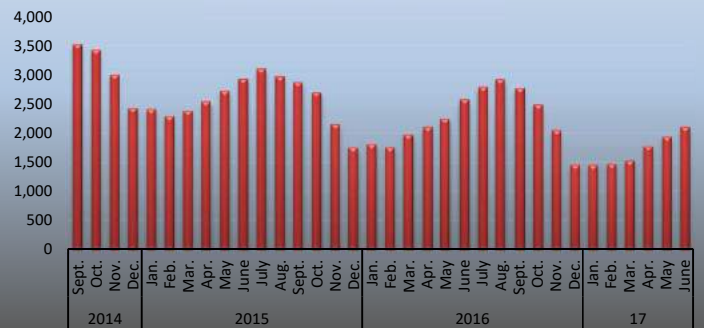
Sales Volume



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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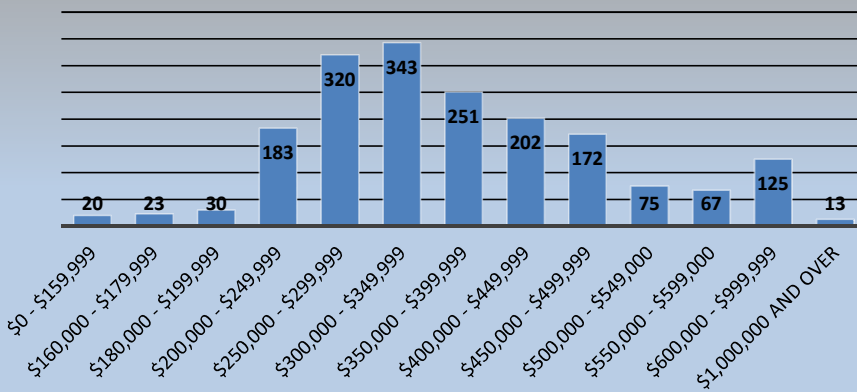
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

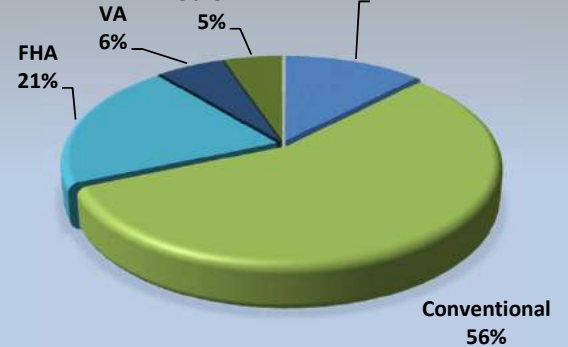
1 House on Lot

Total: 1,824



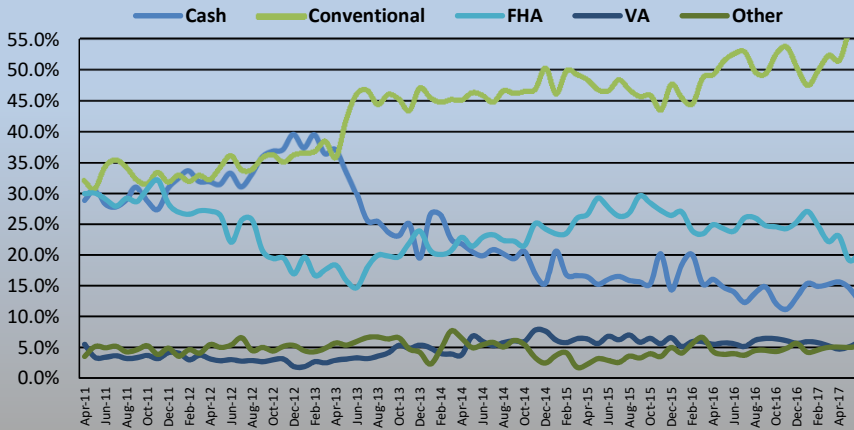
TYPE OF FINANCING

(1 House on Lot/Condo)



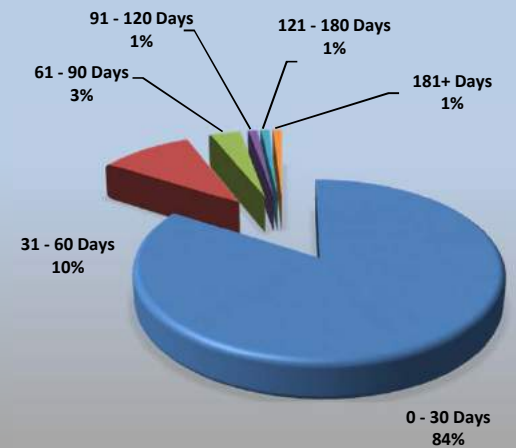
Types of Financing Historical

(% 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	12.3%	253	14.6%	0 - 30	1,533	84.0%	81.6%	74.5%
Conventional	1026	56.3%	973	56.2%	31 - 60	180	9.9%	9.9%	14.3%
FHA	371	20.3%	331	19.1%	61 - 90	60	3.3%	3.7%	5.6%
VA	107	5.9%	88	5.1%	91 - 120	17	0.9%	2.1%	2.7%
Other †	95	5.2%	86	5.0%	121 - 180	17	0.9%	1.6%	1.9%
Total	1,824	100.0%	1,731	100.0%	181+	17	0.9%	1.2%	1.0%
					Total	1,824	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:	8	8
Average DOM:	18	20
Average Price/Square Foot:	\$227.1	\$225.6

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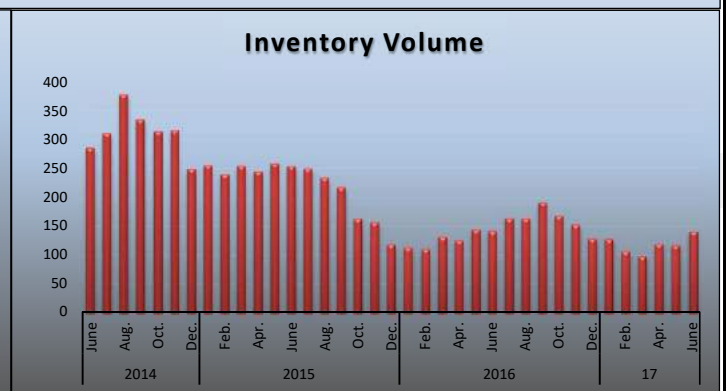
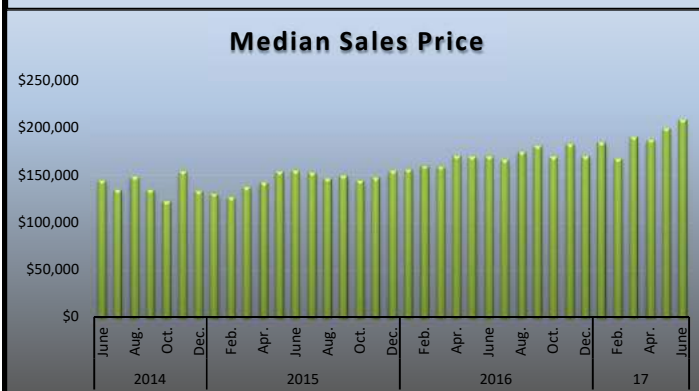
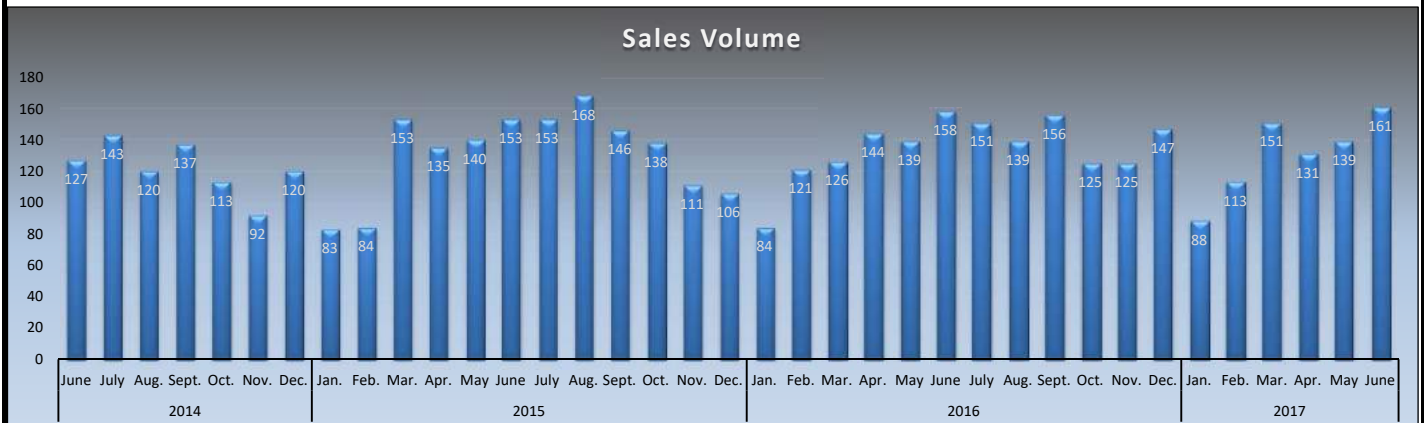
MLS STATISTICS for June 2017

Data for Sacramento County and the City of West Sacramento



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	212		189	12.2%		164		29.3%
Active Listing Inventory †	141		117	20.5%		142		-0.7%
Active Short Sale (included above)	2		1	100.0%		5		-60.0%
Pending Short Lender Approval	4		3	33.3%		7		-42.9%
Pending Sales This Month	123		117	5.1%		112		9.8%
Number of REO Sales	2	1.2%	2	0.0%	1.4%	6	3.8%	-66.7%
Number of Short Sales	0	0.0%	5	100.0%	3.6%	9	5.7%	-100.0%
Equity Sales	159	98.8%	132	20.5%	95.0%	143	90.5%	11.2%
Total Number of Closed Escrows	161	100%	139	15.8%	100%	158	100.0%	1.9%
Months Inventory	0.9 Months		0.8 Months	12.5%		0.9 Months		0.0%
Dollar Value of Closed Escrows	\$35,416,837		\$29,892,769	18.5%		\$28,767,400		23.1%
Median	\$209,000		\$200,000	4.5%		\$170,250		22.8%
Mean	\$219,980		\$215,056	2.3%		\$182,072		20.8%
Year-to-Date Statistics	01/1/17 to 06/30/17		01/1/17 to 06/30/17			1/1/2016		Change
	SAR monthly data, compiled		MetroList YTD data			6/30/2016		
Number of Closed Escrows	758		791			772		-1.8%
Dollar Value of Closed Escrows	\$158,229,954		\$164,068,285			\$145,767,498		8.5%
Median	\$193,500		\$193,500			\$157,500		22.9%
Mean	\$207,419		\$207,419			\$188,818		9.9%



† 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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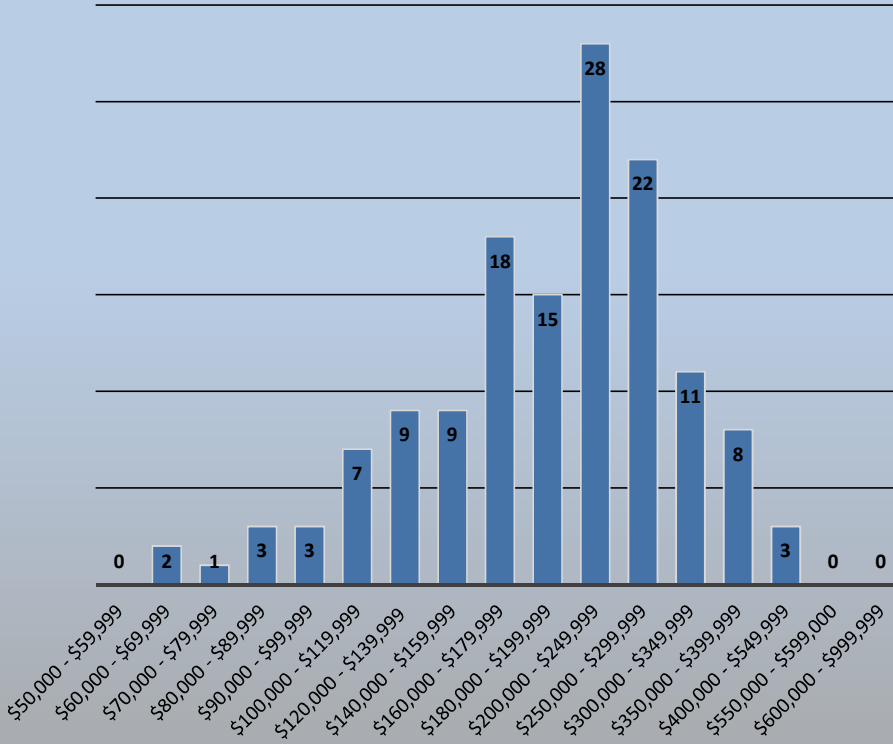
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BREAKDOWN OF SALES BY PRICE

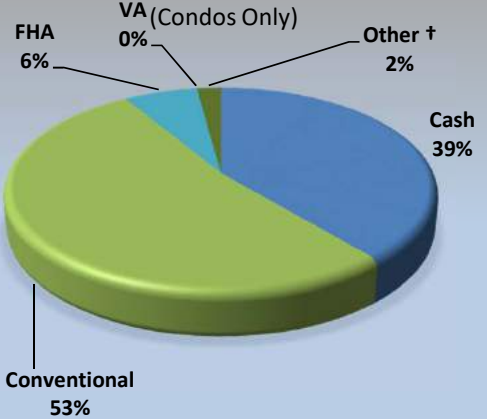
Type of Financing/Days on Market

Condos

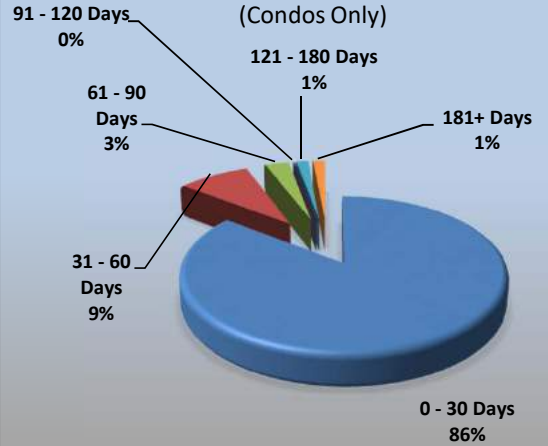
Total: 161



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	44	27.3%	54	38.8%	0 - 30	138	85.7%	83.3%	78.7%
Conventional	94	58.4%	73	52.5%	31 - 60	15	9.3%	9.5%	13.3%
FHA	17	10.6%	9	6.5%	61 - 90	4	2.5%	2.9%	4.1%
VA	5	3.1%	0	0.0%	91 - 120	1	0.6%	1.0%	1.5%
Other †	1	0.6%	3	2.2%	121 - 180	1	0.6%	2.2%	1.7%
Total	161	100.0%	139	100.0%	181+	2	1.2%	1.0%	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

Average DOM:

Current	18	Last Month	19
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