

# MLS STATISTICS for November 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	1,512		1,989	-24.0%		1,331		13.6%
Active Listing Inventory †	2,216		2,536	-12.6%		2,047		8.3%
Active Short Sale (included above)	17		18	-5.6%		26		-34.6%
Pending Short Lender Approval	44		54	-18.5%		100		-56.0%
Pending Sales This Month	1,020		1,230	-17.1%		1,246		-18.1%
Number of REO Sales	20	1.4%	11	81.8%	0.7%	34	2.4%	-41.2%
Number of Short Sales	13	0.9%	11	18.2%	0.7%	37	2.6%	-64.9%
Equity Sales**	1,363	97.6%	1,488	-8.4%	98.5%	1,340	93.4%	1.7%
Other (non-REO/-Short Sale/-Equity)	0	0.0%	0	0%	0.0%	23	1.6%	-100.0%
Total Number of Closed Escrows	1,396	100%	1,510	-7.5%	100%	1,434	100.0%	-2.6%
Months Inventory	1.6 Months		1.7 Months	-5.9%		1.4 Months		14.3%
Dollar Value of Closed Escrows	\$537,437,077		\$584,041,469	-8.0%		\$500,723,908		7.3%
Median	\$348,250		\$355,000	-1.9%		\$325,000		7.2%
Mean	\$384,984		\$346,782	11.0%		\$349,180		10.3%
Year-to-Date Statistics	1/01/17 to 11/30/17		1/01/17 to 11/30/17			1/1/2016		
	SAR monthly data, compiled		MetroList YTD data			11/30/2016		Change
Number of Closed Escrows	16,437		16,774			16,552		-0.7%
Dollar Value of Closed Escrows	\$6,150,248,554		\$6,267,258,751			\$5,700,763,331		7.9%
Median	\$340,000		\$340,000			\$315,000		7.9%
Mean	\$373,629		\$373,629			\$344,415		8.5%

### 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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# MLS STATISTICS for November 2017

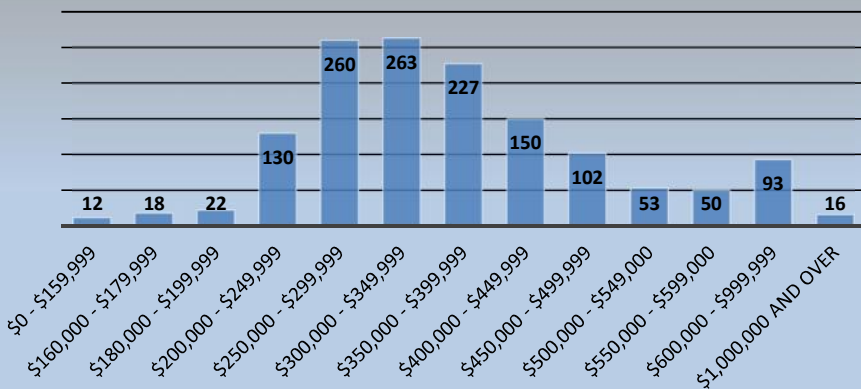
## Data for Sacramento County and the City of West Sacramento

### BREAKDOWN OF SALES BY PRICE

### Type of Financing/Days on Market

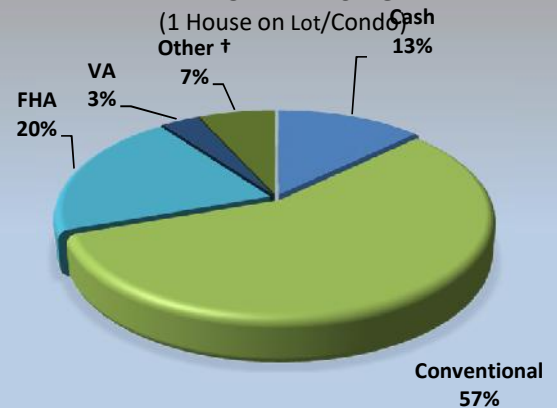
#### 1 House on Lot

Total: 1,396



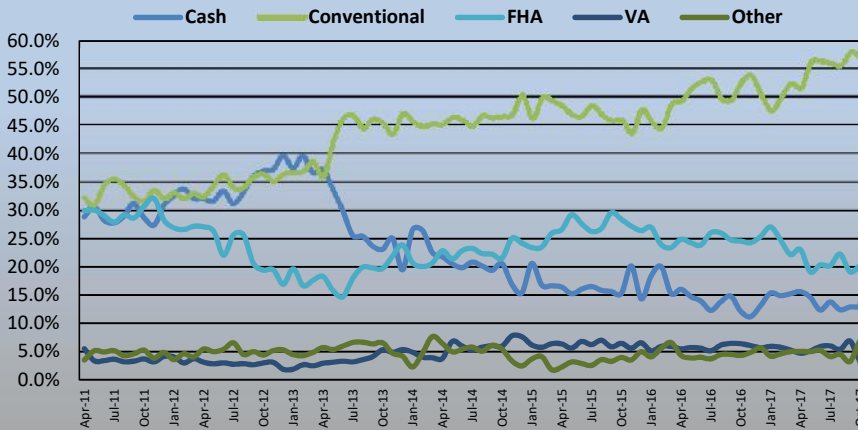
#### TYPE OF FINANCING

(1 House on Lot/Condo)



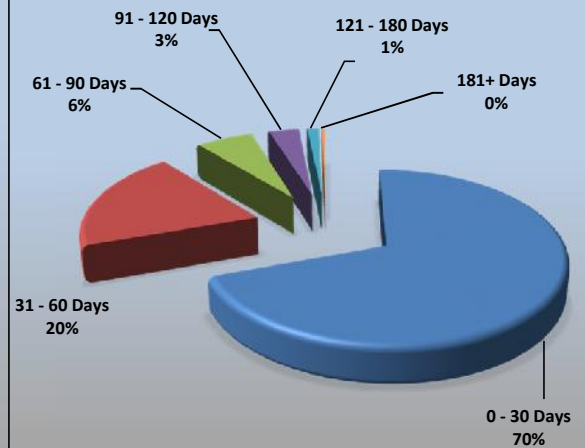
#### Types of Financing Historical

(% 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)		% of Total		
					Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	180	12.9%	205	13.6%	0 - 30	970	69.5%	74.7%	75.7%
Conventional	792	56.7%	863	57.2%	31 - 60	274	19.6%	16.3%	13.9%
FHA	283	20.3%	302	20.0%	61 - 90	85	6.1%	5.1%	5.2%
VA	46	3.3%	96	6.4%	91 - 120	45	3.2%	2.2%	2.5%
Other †	95	6.8%	44	2.9%	121 - 180	17	1.2%	1.1%	1.7%
<b>Total</b>	<b>1,396</b>	<b>100.0%</b>	<b>1,510</b>	<b>100.0%</b>	<b>181+</b>	<b>5</b>	<b>0.4%</b>	<b>0.6%</b>	<b>1.0%</b>
					<b>Total</b>	<b>1,396</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
Median DOM:	17	13
Average DOM:	27	25
Average Price/Square Foot:	\$229.0	\$227.2

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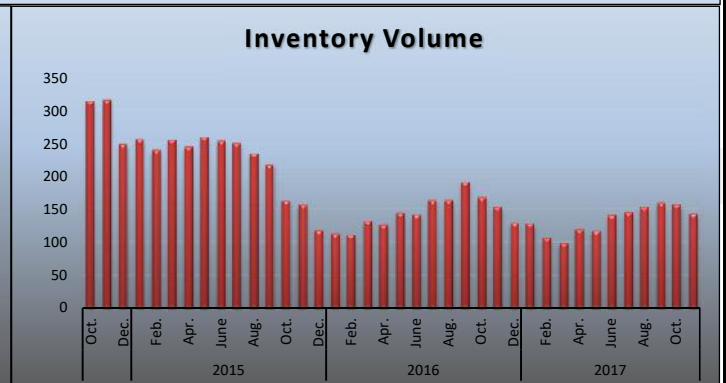
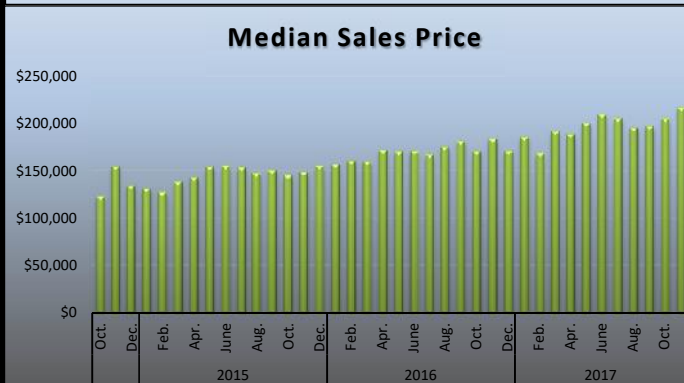
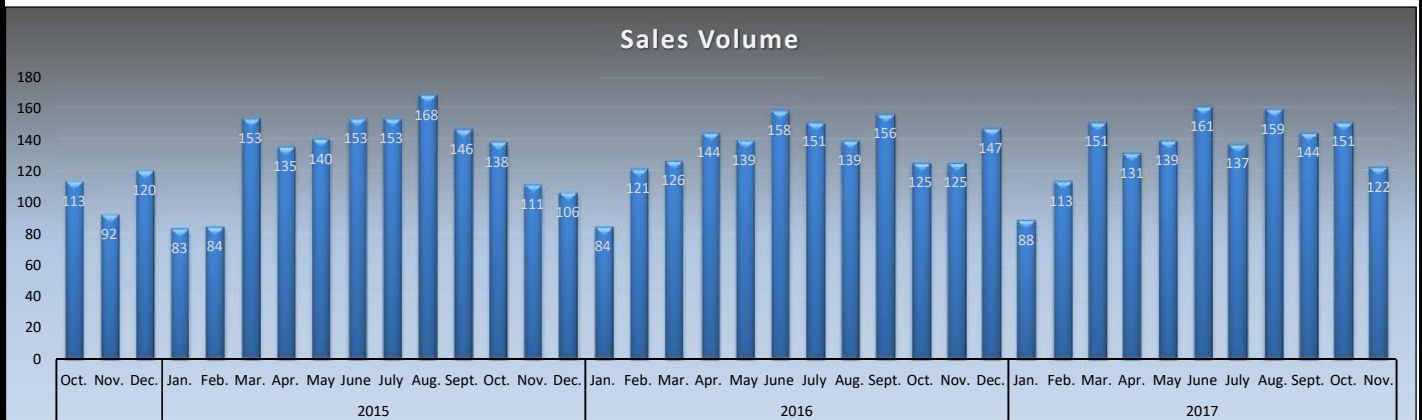
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**MLS STATISTICS for November 2017**  
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## CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	116		163	-28.8%		127		-8.7%
Active Listing Inventory †	143		157	-8.9%		153		-6.5%
Active Short Sale (included above)	0		0	0.0%		2		-100.0%
Pending Short Lender Approval	3		3	0.0%		15		-80.0%
Pending Sales This Month	77		100	-23.0%		98		-21.4%
Number of REO Sales	2	1.6%	1	100.0%	0.7%	3	2.4%	-33.3%
Number of Short Sales	0	0.0%	1	100.0%	0.7%	4	3.2%	-100.0%
Equity Sales	120	98%	149	-19.5%	98.7%	118	94.4%	1.7%
Total Number of Closed Escrows	122	100%	151	-19.2%	100%	125	100.0%	-2.4%
Months Inventory	1.2 Months		1 Months	20.0%		1.2 Months		0.0%
Dollar Value of Closed Escrows	\$27,913,510		\$33,882,740	-17.6%		\$23,523,368		18.7%
Median	\$216,500		\$205,000	5.6%		\$183,000		18.3%
Mean	\$228,799		\$224,389	2.0%		\$188,187		21.6%
<b>Year-to-Date Statistics</b>	<b>01/1/17 to 11/30/17</b>		<b>01/1/17 to 11/30/17</b>			<b>1/1/2016</b>		
	<b>SAR monthly data, compiled</b>		<b>MetroList YTD data</b>			<b>11/30/2016</b>		<b>Change</b>
Number of Closed Escrows	1,464		1,518			1,462		0.1%
Dollar Value of Closed Escrows	\$309,171,383		\$322,497,843			\$276,292,365		11.9%
Median	\$196,000		\$196,000			\$170,000		15.3%
Mean	\$212,449		\$212,449			\$188,982		12.4%



† 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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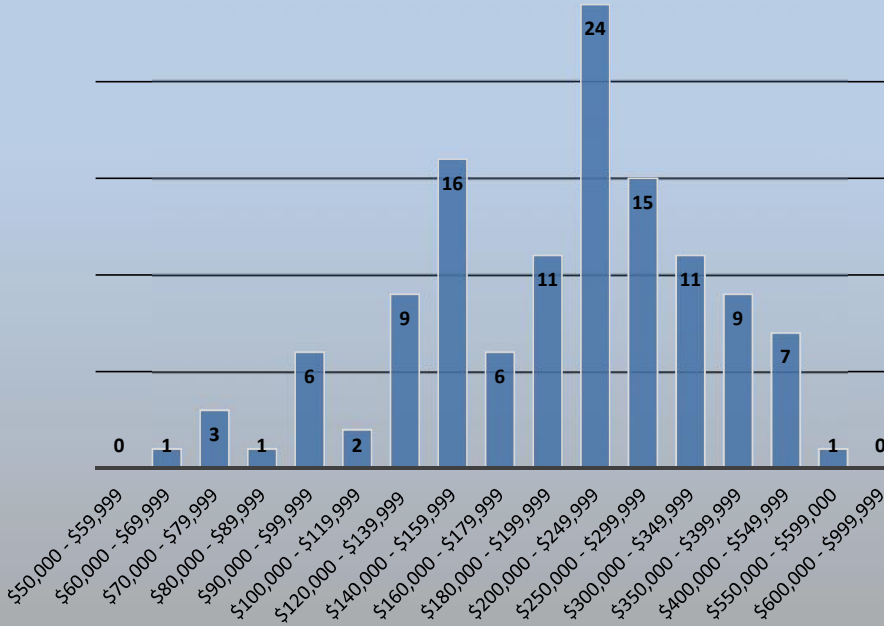
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## BREAKDOWN OF SALES BY PRICE

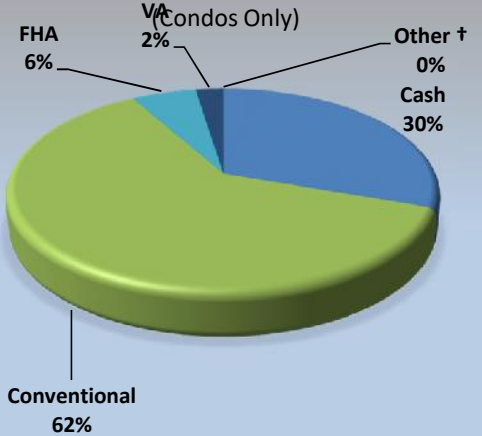
## Type of Financing/Days on Market

### Condos

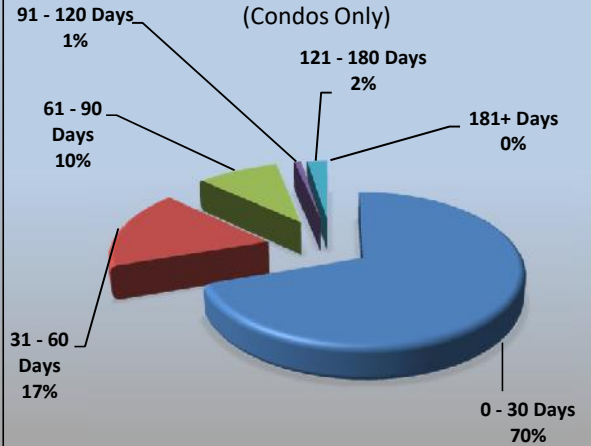
Total: 122



### TYPE OF FINANCING



### DAYS ON MARKET (Condos Only)



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
(Condo Only) Financing Method	# of Units	% of Total	# of Units	% of Total	% of Total				
					(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	37	30.3%	47	31.1%	0 - 30	85	69.7%	79.7%	79.5%
Conventional	75	61.5%	87	57.6%	31 - 60	21	17.2%	13.4%	12.6%
FHA	7	5.7%	8	5.3%	61 - 90	12	9.8%	4.2%	4.1%
VA	3	2.5%	6	4.0%	91 - 120	1	0.8%	1.4%	1.5%
Other †	0	0.0%	3	2.0%	121 - 180	3	2.5%	1.2%	1.6%
<b>Total</b>	<b>122</b>	<b>100.0%</b>	<b>151</b>	<b>100.0%</b>	<b>181+</b>	<b>0</b>	<b>0.0%</b>	<b>0.2%</b>	<b>0.7%</b>
					<b>Total</b>	<b>122</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 financin

**Average DOM:**

Current  
**26**  
Last Month  
**19**

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