

# MLS STATISTICS for October 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	1,989		2,132	-6.7%		1,788		11.2%
Active Listing Inventory †	2,536		2,625	-3.4%		2,492		1.8%
Active Short Sale (included above)	18		21	-14.3%		58		-69.0%
Pending Short Lender Approval	54		44	22.7%		101		-46.5%
Pending Sales This Month	1,230		1,180	4.2%		1,207		1.9%
Number of REO Sales	11 0.7%		16 -31.3%		1.0%	31 2.0%		-64.5%
Number of Short Sales	11 0.7%		18 -38.9%		1.2%	38 2.4%		-71.1%
Equity Sales**	1,488 98.5%		1,526 -2.5%		97.8%	1,475 93.1%		0.9%
Other (non-REO/-Short Sale/-Equity)	0 0.0%		0 0%		0.0%	40 2.5%		-100.0%
Total Number of Closed Escrows	1,510 100%		1,560 -3.2%		100%	1,584 100.0%		-4.7%
Months Inventory	1.7 Months		1.7 Months	0.0%		1.6 Months		6.3%
Dollar Value of Closed Escrows	\$584,041,469		\$598,342,036 -2.4%			\$558,823,398		4.5%
Median	\$355,000		\$348,000 2.0%			\$321,000		10.6%
Mean	\$386,782		\$383,553 0.8%			\$352,793		9.6%
Year-to-Date Statistics	1/01/17 to 10/31/17 SAR monthly data, compiled		1/01/17 to 10/31/17 MetroList YTD data			1/1/2016 10/31/2016		Change
Number of Closed Escrows	15,041		15,339			15,118		-0.5%
Dollar Value of Closed Escrows	\$5,612,811,477		\$5,715,537,226			\$5,200,039,423		7.9%
Median	\$337,000		\$340,000			\$314,380		7.2%
Mean	\$369,692		\$372,615			\$343,963		7.5%

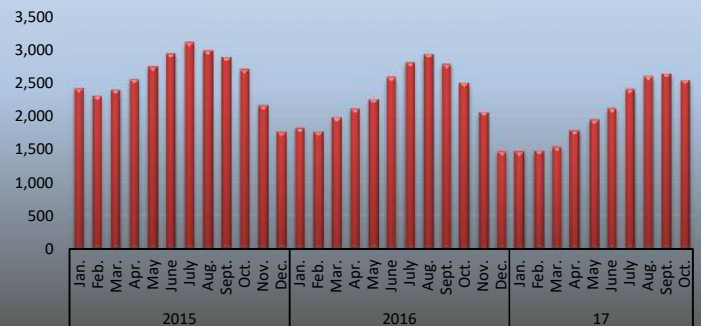
### Sales Volume



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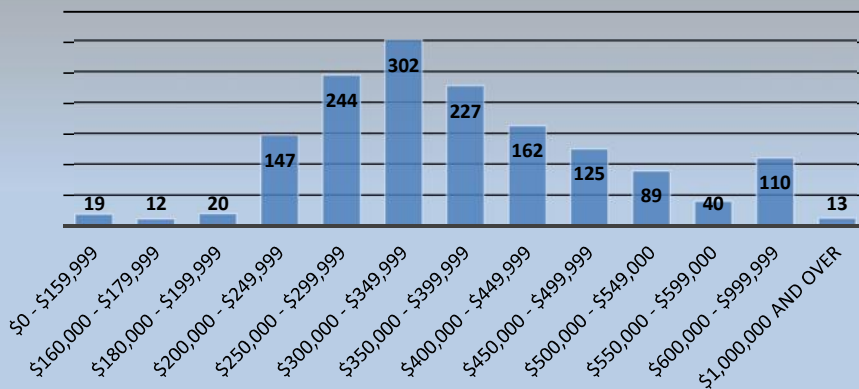
## Data for Sacramento County and the City of West Sacramento

### BREAKDOWN OF SALES BY PRICE

### Type of Financing/Days on Market

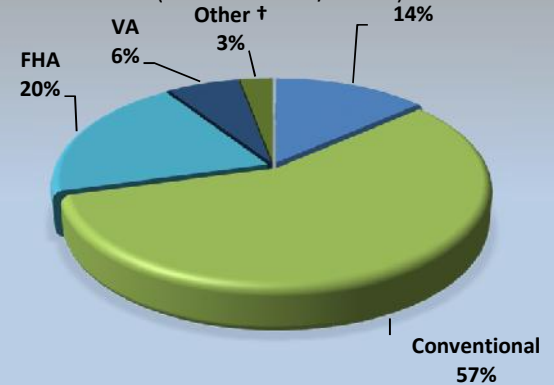
#### 1 House on Lot

Total: 1,510



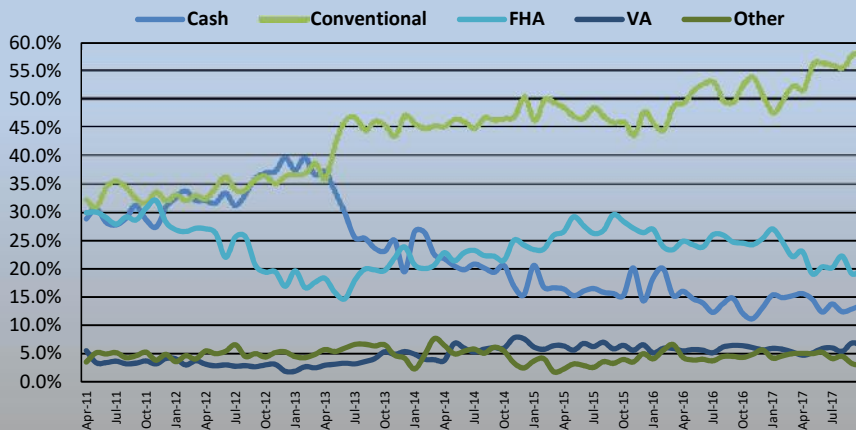
#### TYPE OF FINANCING

(1 House on Lot/Condo)



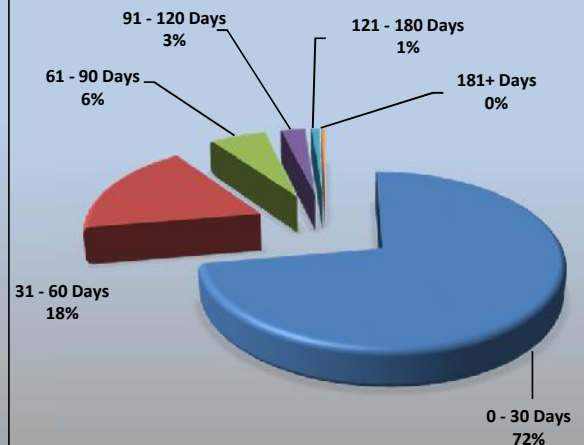
#### Types of Financing Historical

(% 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	% of Total				
					(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	205	13.6%	201	12.9%	0 - 30	1,091	72.3%	78.3%	75.4%
Conventional	863	57.2%	904	57.9%	31 - 60	272	18.0%	14.1%	14.0%
FHA	302	20.0%	298	19.1%	61 - 90	90	6.0%	4.4%	5.4%
VA	96	6.4%	107	6.9%	91 - 120	39	2.6%	1.7%	2.5%
Other †	44	2.9%	50	3.2%	121 - 180	12	0.8%	0.9%	1.8%
<b>Total</b>	<b>1,510</b>	<b>100.0%</b>	<b>1,560</b>	<b>100.0%</b>	181+	6	0.4%	0.6%	1.0%
					<b>Total</b>	<b>1,510</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:	13	13
Average DOM:	25	24
Average Price/Square Foot:	\$227.2	\$230.2

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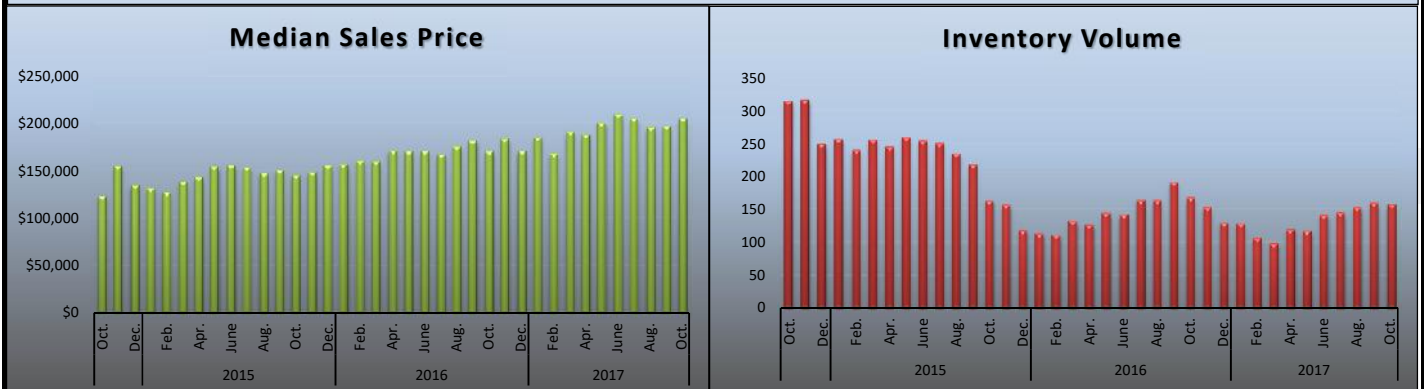
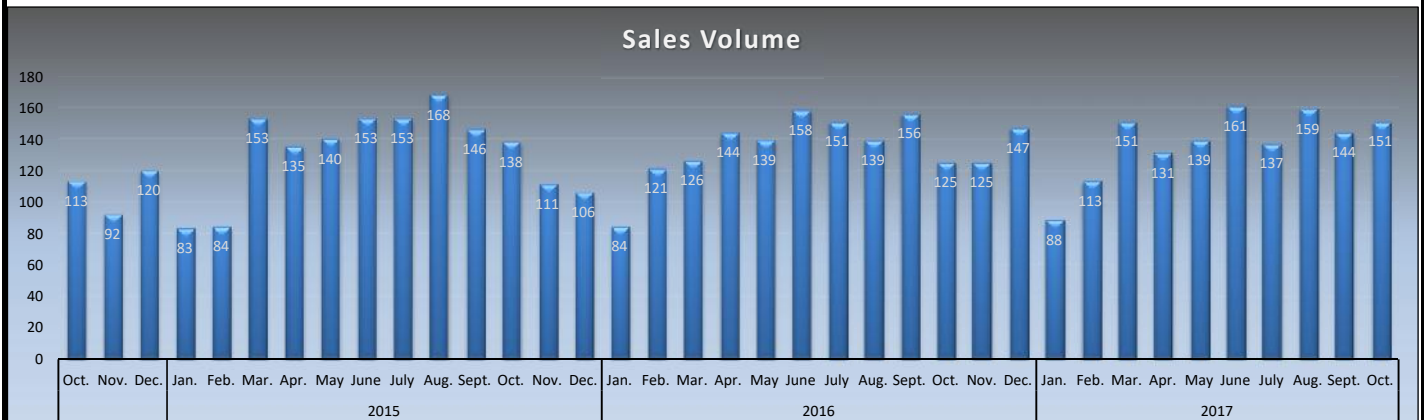
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**MLS STATISTICS for October 2017**  
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## CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	163		166	-1.8%		157		3.8%
Active Listing Inventory †	157		160	-1.9%		168		-6.5%
Active Short Sale (included above)	0		0	0.0%		2		-100.0%
Pending Short Lender Approval	3		5	-40.0%		12		-75.0%
Pending Sales This Month	100		102	-2.0%		112		-10.7%
Number of REO Sales	1	0.7%	1	100.0%	0.7%	4	3.2%	-75.0%
Number of Short Sales	1	0.7%	4	100.0%	2.8%	1	0.8%	0.0%
Equity Sales	149	99%	139	7.2%	96.5%	120	96.0%	24.2%
Total Number of Closed Escrows	151	100%	144	4.9%	100%	125	100.0%	20.8%
Months Inventory	1 Months		1.1 Months	-9.1%		1.3 Months		-23.1%
Dollar Value of Closed Escrows	\$33,882,740		\$29,404,661	15.2%		\$23,308,800		45.4%
Median	\$205,000		\$196,500	4.3%		\$170,000		20.6%
Mean	\$224,389		\$204,199	9.9%		\$186,470		20.3%
<b>Year-to-Date Statistics</b>	<b>01/1/17 to 10/31/17</b>		<b>01/1/17 to 10/31/17</b>			<b>1/1/2016</b>		
	<b>SAR monthly data, compiled</b>		<b>MetroList YTD data</b>			<b>10/31/2016</b>		<b>Change</b>
Number of Closed Escrows	1,342		1,395			1,218		10.2%
Dollar Value of Closed Escrows	\$281,257,873		\$294,429,333			\$229,460,197		22.6%
Median	\$195,000		\$195,000			\$169,500		15.0%
Mean	\$211,060		\$211,060			\$188,391		12.0%



† 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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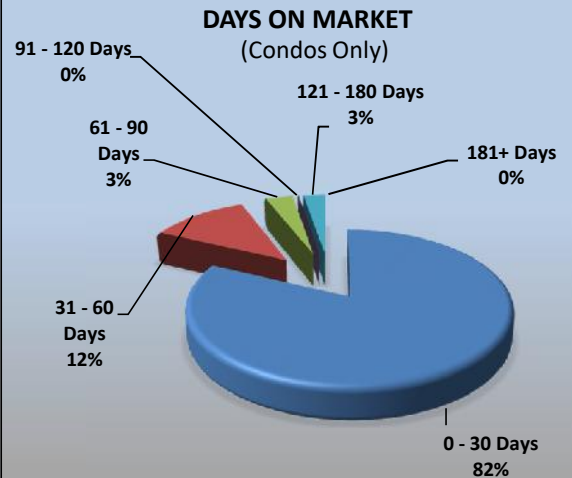
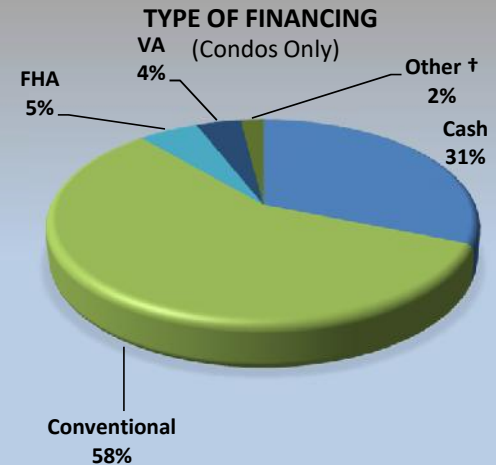
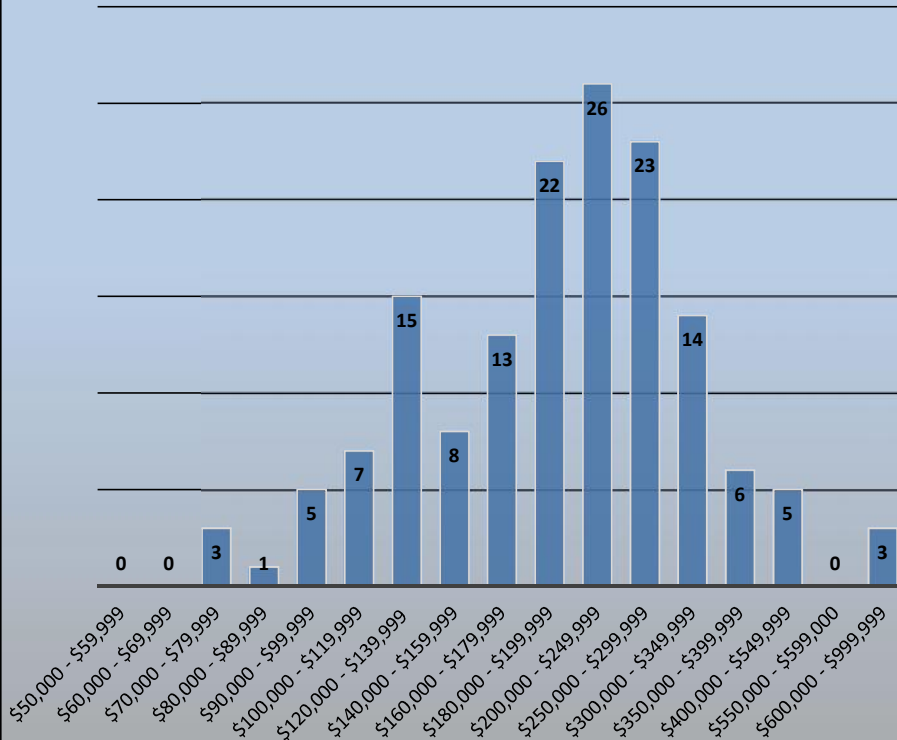
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### BREAKDOWN OF SALES BY PRICE

### Type of Financing/Days on Market

#### Condos

Total: 151



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
					% of Total				
(Condo Only) Financing Method	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	47	31.1%	44	30.6%	0 - 30	124	82.1%	82.6%	79.6%
Conventional	87	57.6%	79	54.9%	31 - 60	18	11.9%	11.8%	12.6%
FHA	8	5.3%	16	11.1%	61 - 90	5	3.3%	2.7%	3.8%
VA	6	4.0%	1	0.7%	91 - 120	0	0.0%	1.7%	1.8%
Other †	3	2.0%	4	2.8%	121 - 180	4	2.6%	0.8%	1.5%
<b>Total</b>	<b>151</b>	<b>100.0%</b>	<b>144</b>	<b>100.0%</b>	<b>181+</b>	<b>0</b>	<b>0.0%</b>	<b>0.3%</b>	<b>0.7%</b>
					<b>Total</b>	<b>151</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

Current      Last Month

**Average DOM:      19      18**

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