

MLS STATISTICS for April 2018

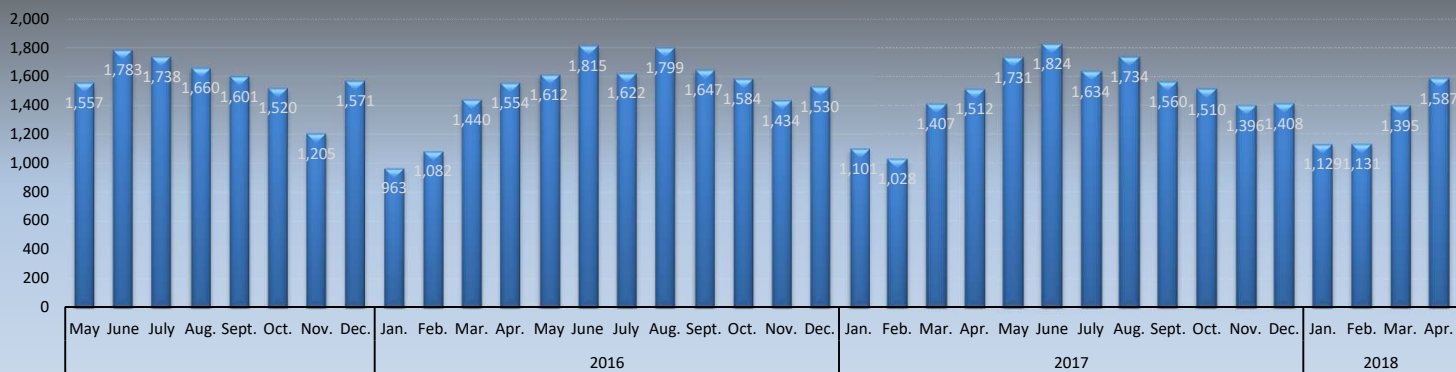
Data for Sacramento County and the City of West Sacramento



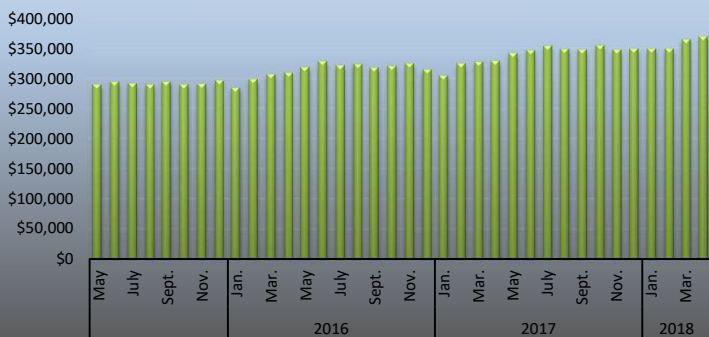
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	2,284		2,077	10.0%		2,005		13.9%
Active Listing Inventory †	2,082		1,817	14.6%		1,771		17.6%
Active Short Sale (included above)	9		8	12.5%		22		-59.1%
Pending Short Lender Approval	34		36	-5.6%		57		-40.4%
Pending Sales This Month	1,378		1,204	14.5%		1,181		16.7%
Number of REO Sales	17	1.1%	23	-26.1%	1.6%	42	2.8%	-59.5%
Number of Short Sales	9	0.6%	13	-30.8%	0.9%	29	1.9%	-69.0%
Equity Sales**	1,561	98.4%	1,358	14.9%	97.3%	1,402	92.7%	11.3%
Other (non-REO/-Short Sale/-Equity)	0	0.0%	1	0%	0.1%	39	2.6%	-100.0%
Total Number of Closed Escrows	1,587	100%	1,395	13.8%	100%	1,512	100.0%	5.0%
Months Inventory	1.3 Months		1.3 Months	1.3	0.0%	1.2 Months		8.3%
Dollar Value of Closed Escrows	\$646,993,076		\$554,128,708	16.8%		\$551,830,380		17.2%
Median	\$370,000		\$365,000	1.4%		\$329,500		12.3%
Mean	\$407,683		\$397,225	2.6%		\$364,967		11.7%
Year-to-Date Statistics	1/01/18 to 4/30/18		1/01/18 to 4/30/18			1/1/2017		Change
	SAR monthly data, compiled		MetroList YTD data			4/30/2017		
Number of Closed Escrows	5,242		5,303			5,048		3.8%
Dollar Value of Closed Escrows	\$2,054,785,827		\$2,076,662,547			\$1,788,912,927		14.9%
Median	\$350,000		\$360,000			\$323,000		8.4%
Mean	\$391,985		\$391,601			\$354,381		10.6%

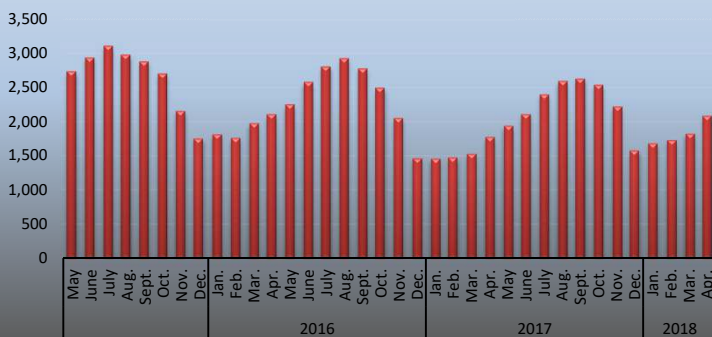
Sales Volume



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® | 2018 SAR

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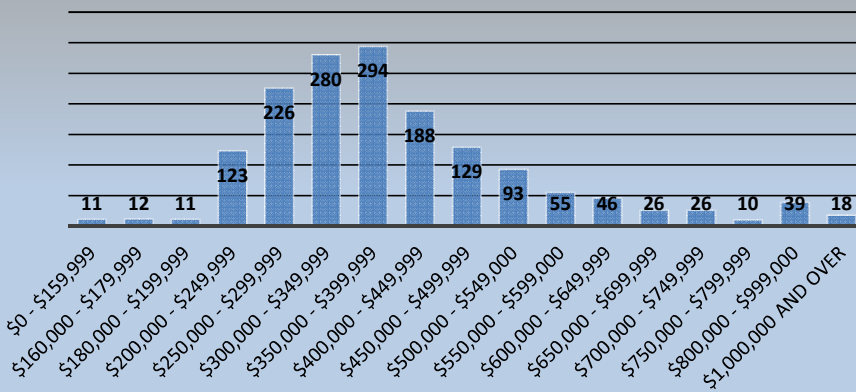
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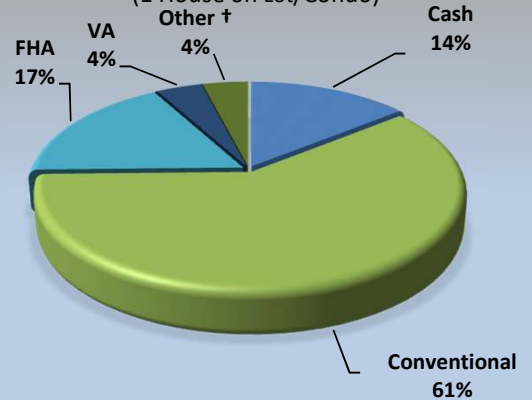
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

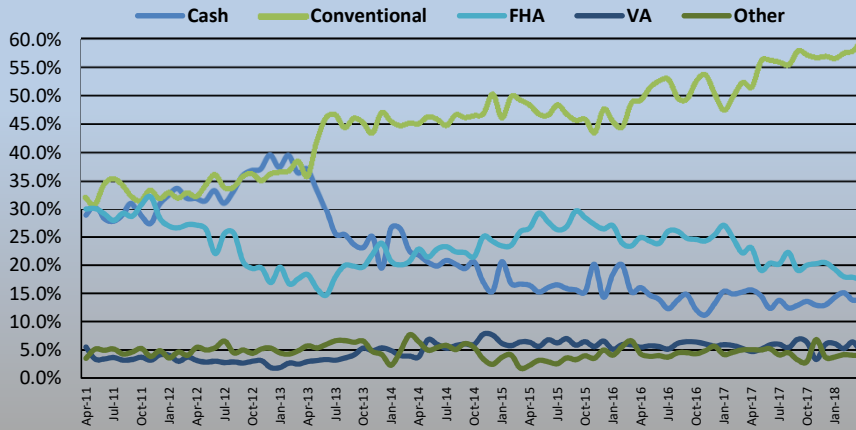
1 House on Lot Total: 1,587



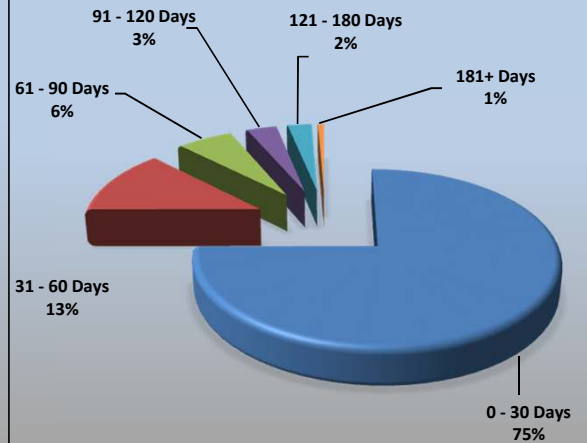
TYPE OF FINANCING (1 House on Lot/Condo)



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	227	14.3%	192	13.8%	0 - 30	1,251	78.8%	72.1%	75.9%
Conventional	958	60.4%	809	58.0%	31 - 60	180	11.3%	14.2%	14.1%
FHA	274	17.3%	249	17.8%	61 - 90	79	5.0%	7.3%	5.4%
VA	64	4.0%	89	6.4%	91 - 120	28	1.8%	3.2%	2.3%
Other †	64	4.0%	56	4.0%	121 - 180	37	2.3%	2.5%	1.5%
Total	1,587	100.0%	1,395	100.0%	181+	12	0.8%	0.6%	0.7%
					Total	1,587	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:	10	11
Average DOM:	23	25
Average Price/Square Foot:	\$237.5	\$232.5

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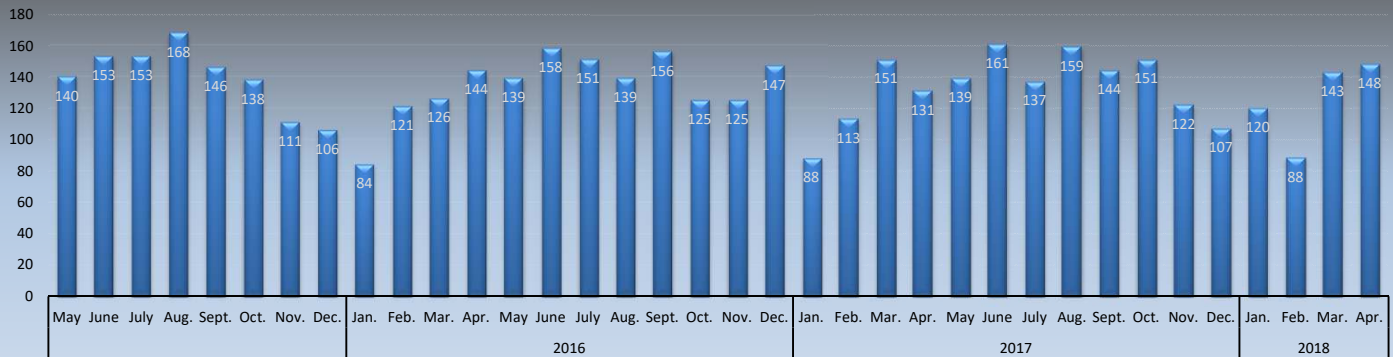
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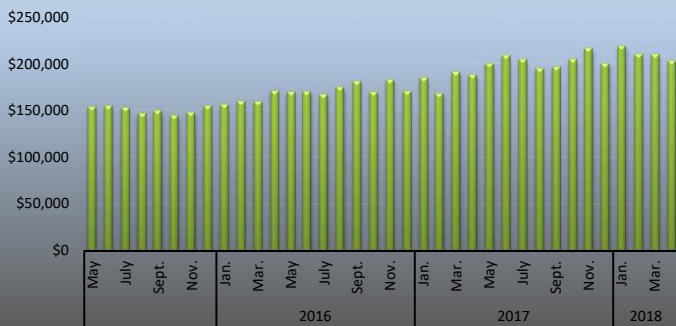
CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	205		177	15.8%		153		34.0%
Active Listing Inventory †	146		137	6.6%		119		22.7%
Active Short Sale (included above)	0		0	0.0%		1		-100.0%
Pending Short Lender Approval	2		2	0.0%		7		-71.4%
Pending Sales This Month	132		89	48.3%		89		48.3%
Number of REO Sales	1	0.7%	1	100.0%	0.7%	2	1.5%	-50.0%
Number of Short Sales	0	0.0%	1	100.0%	0.7%	3	2.3%	-100.0%
Equity Sales	147	99%	141	4.3%	98.6%	126	96.2%	16.7%
Total Number of Closed Escrows	148	100%	143	3.5%	100%	131	100.0%	13.0%
Months Inventory	1 Months		1 Months	0.0%		0.9 Months		11.1%
Dollar Value of Closed Escrows	\$33,893,935		\$31,945,871	6.1%		\$27,583,775		22.9%
Median	\$203,000		\$210,000	-3.3%		\$188,000		8.0%
Mean	\$230,571		\$223,398	3.2%		\$210,563		9.5%
Year-to-Date Statistics	01/1/18 to 4/30/18		01/1/18 to 4/30/18			1/1/2017		Change
	SAR monthly data, compiled		MetroList YTD data			4/30/2017		
Number of Closed Escrows	499		501			458		9.0%
Dollar Value of Closed Escrows	\$113,409,874		\$114,027,874			\$92,920,348		22.1%
Median	\$215,000		\$210,000			\$184,944		16.3%
Mean	\$227,274		\$227,601			\$202,882		12.0%

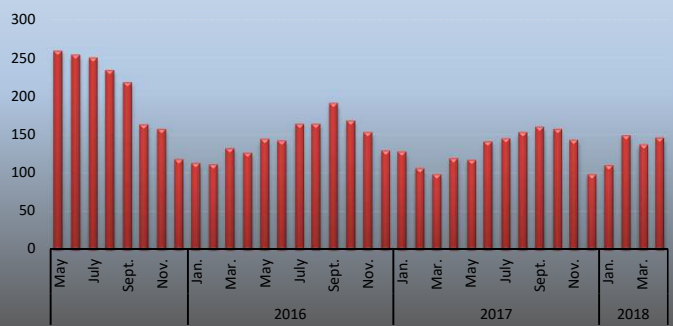
Sales Volume



Median Sales Price



Inventory Volume



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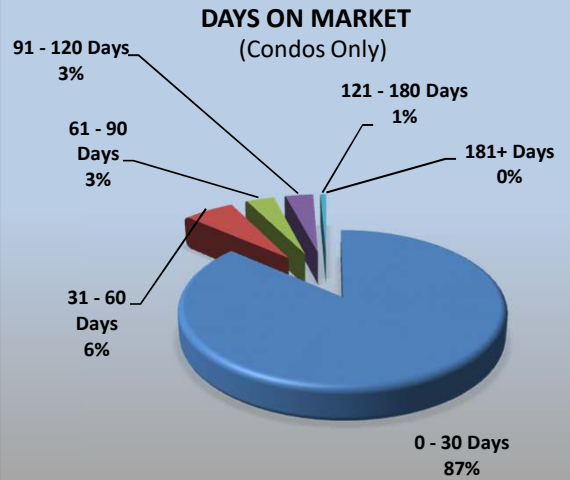
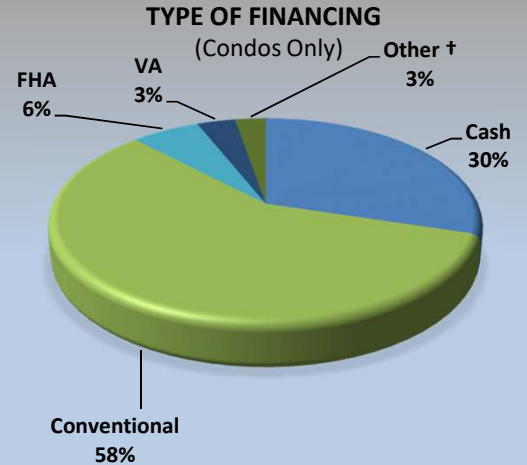
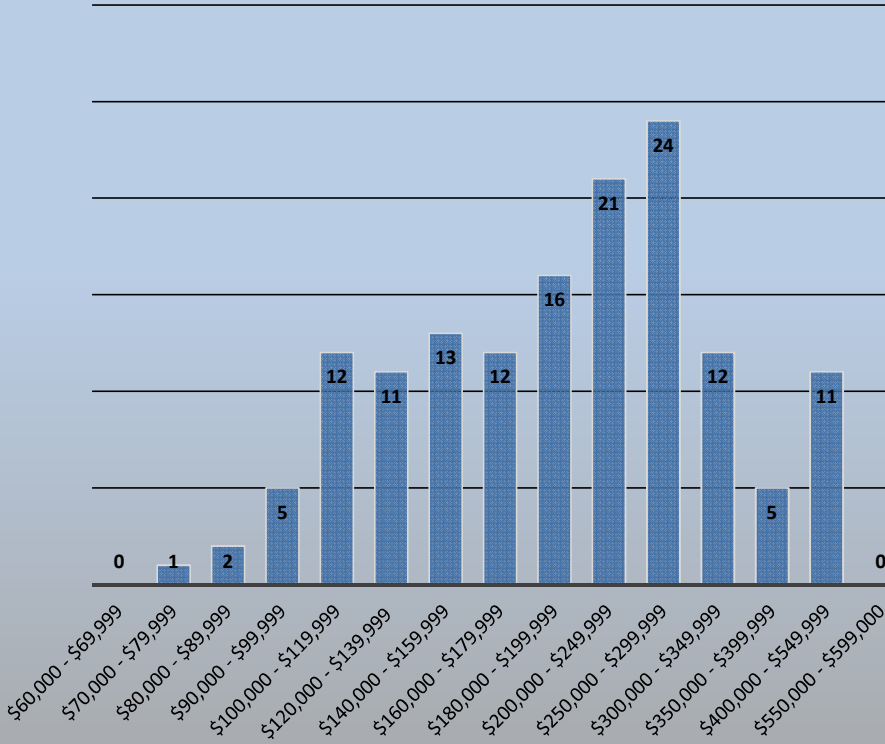
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 147



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	29.7%	51	35.7%	0 - 30	128	86.5%	81.6%	81.2%
Conventional	86	58.1%	74	51.7%	31 - 60	9	6.1%	9.4%	11.6%
FHA	9	6.1%	11	7.7%	61 - 90	5	3.4%	5.0%	4.0%
VA	5	3.4%	4	2.8%	91 - 120	5	3.4%	3.0%	1.9%
Other †	4	2.7%	3	2.1%	121 - 180	1	0.7%	1.0%	1.0%
Total	148	100.0%	143	100.0%	181+	0	0.0%	0.0%	0.4%
					Total	148	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	16	Last Month	18
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