

MLS STATISTICS for August 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	2,518		2,381	5.8%		2,373		6.1%
Active Listing Inventory †	3,167		2,875	10.2%		2,593		22.1%
Active Short Sale (included above)	12		11	9.1%		21		-42.9%
Pending Short Lender Approval	23		33	-30.3%		52		-55.8%
Pending Sales This Month	1,205		1,207	-0.2%		1,246		-3.3%
Number of REO Sales	12	0.7%	20	-40.0%	1.3%	16	0.9%	-25.0%
Number of Short Sales	11	0.7%	12	-8.3%	0.8%	28	1.6%	-60.7%
Equity Sales**	1,653	98.6%	1,566	5.6%	98.0%	1,690	97.5%	-2.2%
Other (non-REO/-Short Sale/-Equity)	0	0.0%	0	0%	0.0%	0	0.0%	#DIV/0!
Total Number of Closed Escrows	1,676	100%	1,598	4.9%	100%	1,734	100.0%	-3.3%
Months Inventory	1.9 Months		1.8 Months	1.8	5.6%	1.5 Months		26.7%
Dollar Value of Closed Escrows	\$672,851,340		\$648,550,774	3.7%		\$658,554,997		2.2%
Median	\$369,950		\$370,000	0.0%		\$349,000		6.0%
Mean	\$401,463		\$405,852	-1.1%		\$379,790		5.7%
Year-to-Date Statistics	1/01/18 to 8/31/18		1/01/18 to 8/31/18			1/1/2017		
	SAR monthly data, compiled		MetroList YTD data			8/31/2017		Change
Number of Closed Escrows	12,013		12,252			11,971		0.4%
Dollar Value of Closed Escrows	\$4,813,466,618		\$4,898,378,774			\$4,430,427,972		8.6%
Median	\$365,000		\$365,000			\$337,000		8.3%
Mean	\$400,688		\$399,802			\$369,692		8.4%

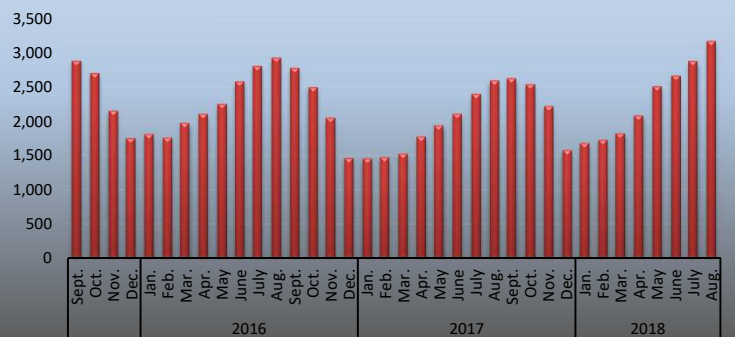
Sales Volume



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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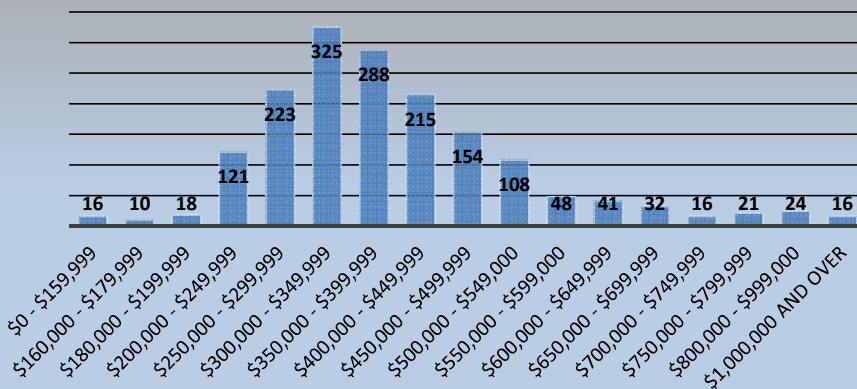
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

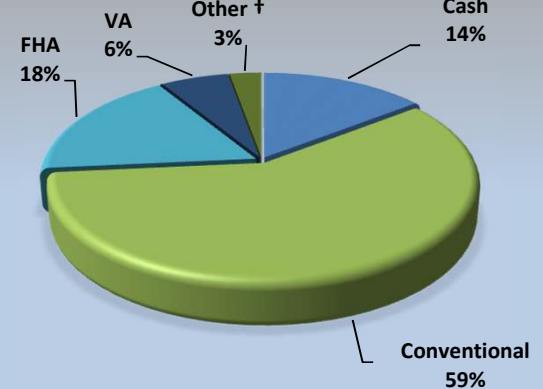
Type of Financing/Days on Market

1 House on Lot

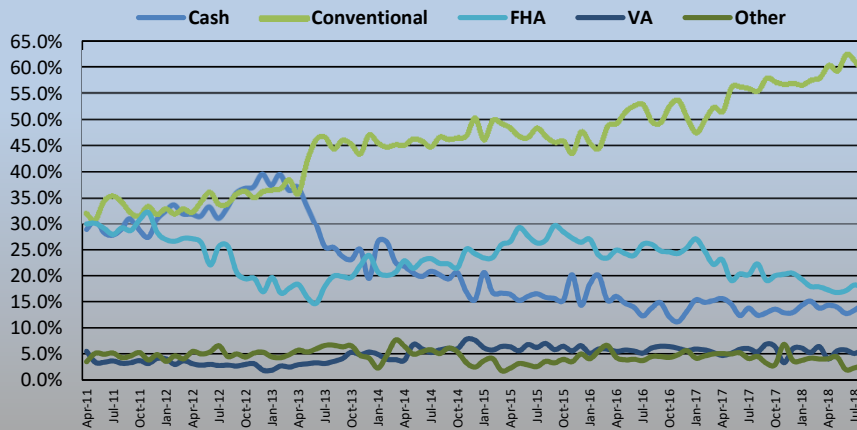
Total: 1,676



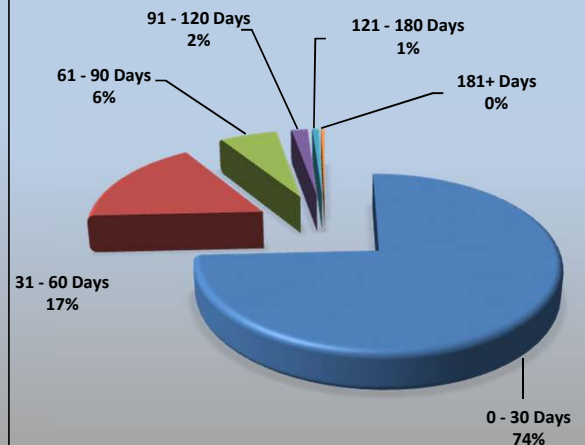
TYPE OF FINANCING (1 House on Lot/Condo)



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	245	14.6%	214	13.4%	0 - 30	1,244	74.2%	78.2%	74.1%
Conventional	987	58.9%	975	61.0%	31 - 60	282	16.8%	14.3%	15.6%
FHA	296	17.7%	291	18.2%	61 - 90	103	6.1%	4.7%	5.9%
VA	101	6.0%	81	5.1%	91 - 120	29	1.7%	1.5%	2.4%
Other †	47	2.8%	37	2.3%	121 - 180	12	0.7%	0.9%	1.5%
Total	1,676	100.0%	1,598	100.0%	181+	6	0.4%	0.5%	0.5%
					Total	1,676	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:	14	12
Average DOM:	24	22
Average Price/Square Foot:	\$239.8	\$244.0

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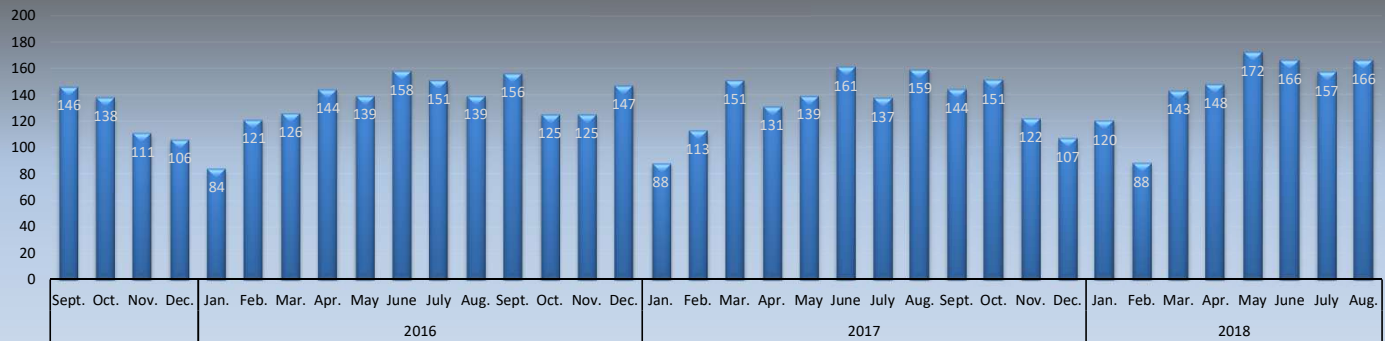
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CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	226		166	36.1%		188		20.2%
Active Listing Inventory †	232		184	26.1%		153		51.6%
Active Short Sale (included above)	0		0	0.0%		0		N/A
Pending Short Lender Approval	0		0	0.0%		6		-100.0%
Pending Sales This Month	103		132	-22.0%		114		-9.6%
Number of REO Sales	2	1.2%	1	100.0%	0.6%	2	1.3%	N/A
Number of Short Sales	0	0.0%	0	100.0%	0.0%	1	0.6%	N/A
Equity Sales	164	99%	156	5.1%	99.4%	156	98.1%	5.1%
Total Number of Closed Escrows	166	100%	157	5.7%	100%	159	100.0%	4.4%
Months Inventory	1.4 Months		1.2 Months	16.7%		1 Months		40.0%
Dollar Value of Closed Escrows	\$38,367,290		\$39,841,587	-3.7%		\$33,584,178		14.2%
Median	\$220,000		\$235,000	-6.4%		\$195,000		12.8%
Mean	\$231,128		\$253,768	-8.9%		\$211,221		9.4%
Year-to-Date Statistics	01/1/18 to 8/31/18		01/1/18 to 8/31/18			1/1/2017		
	SAR monthly data, compiled		MetroList YTD data			8/31/2017		Change
Number of Closed Escrows	1,160		1,178			1,054		10.1%
Dollar Value of Closed Escrows	\$276,697,481		\$280,132,931			\$222,448,551		24.4%
Median	\$222,500		\$222,475			\$195,000		14.1%
Mean	\$238,532		\$237,804			\$211,052		13.0%

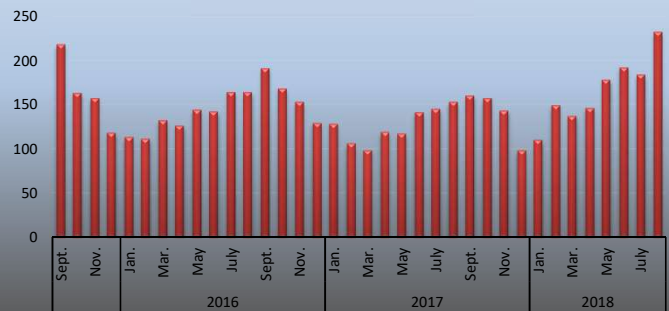
Sales Volume



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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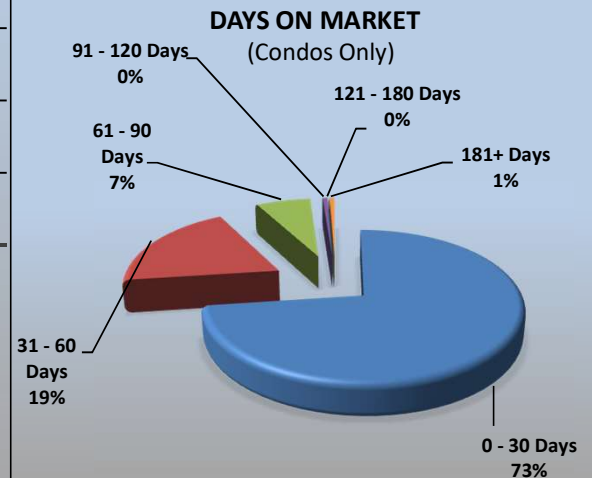
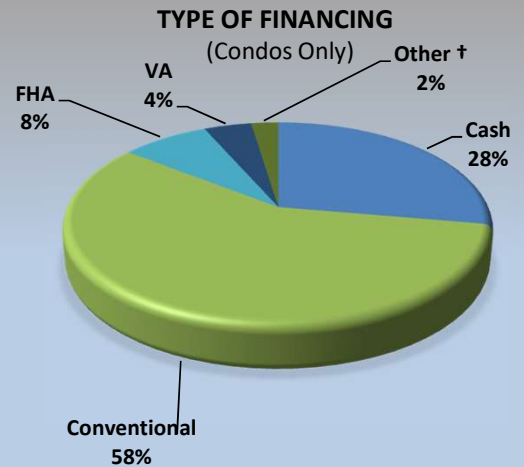
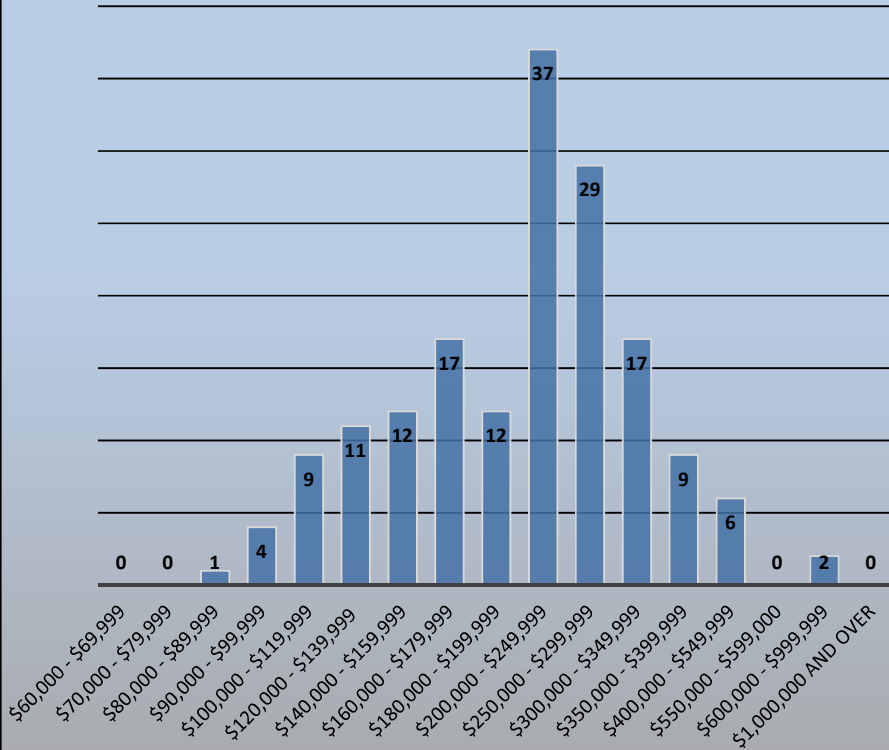
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 166



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	% of Total				
(Condo Only) Financing Method					(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	46	27.7%	38	24.2%	0 - 30	121	72.9%	82.9%	80.8%
Conventional	96	57.8%	103	65.6%	31 - 60	32	19.3%	10.1%	11.3%
FHA	13	7.8%	9	5.7%	61 - 90	11	6.6%	4.7%	4.9%
VA	7	4.2%	5	3.2%	91 - 120	1	0.6%	1.2%	1.8%
Other †	4	2.4%	2	1.3%	121 - 180	0	0.0%	0.6%	1.0%
Total	166	100.0%	157	100.0%	181+	1	0.6%	0.5%	0.2%
					Total	166	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.

Average DOM:

Current Last Month

22 20

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