

# MLS STATISTICS for March 2018

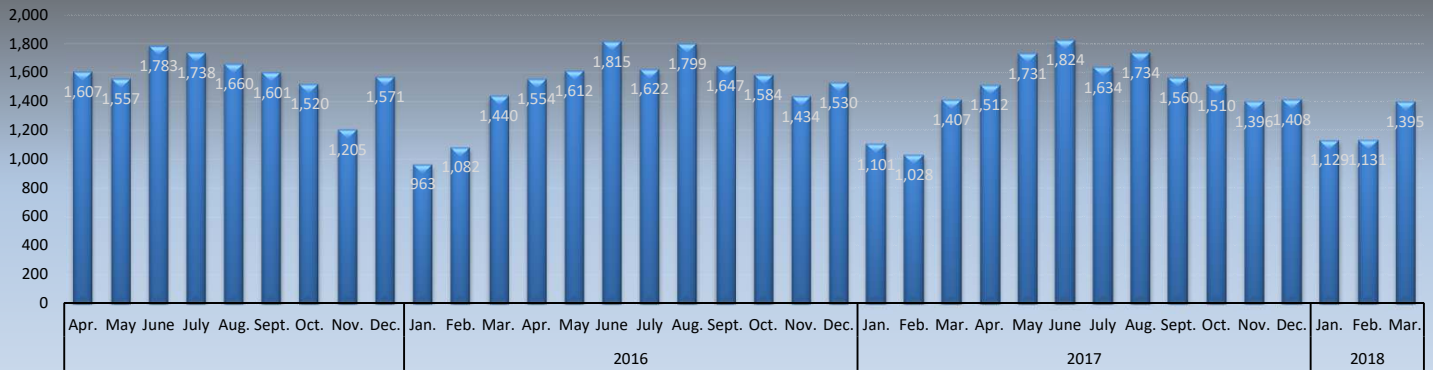
Data for Sacramento County and the City of West Sacramento



## 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	2,077		1,664	24.8%		2,042		1.7%
Active Listing Inventory †	1,817		1,724	5.4%		1,525		19.1%
Active Short Sale (included above)	8		12	-33.3%		21		-61.9%
Pending Short Lender Approval	36		29	24.1%		69		-47.8%
Pending Sales This Month	1,204		1,043	15.4%		1,325		-9.1%
Number of REO Sales	23	1.6%	18	27.8%	1.6%	45	3.2%	-48.9%
Number of Short Sales	13	0.9%	14	-7.1%	1.2%	32	2.3%	-59.4%
Equity Sales**	1,358	97.3%	1,098	23.7%	97.1%	1,295	92.0%	4.9%
Other (non-REO/-Short Sale/-Equity)	1	0.1%	1	0%	0.1%	35	2.5%	-97.1%
Total Number of Closed Escrows	1,395	100%	1,131	23.3%	100%	1,407	100.0%	-0.9%
Months Inventory	1.3 Months		1.5 Months	-13.3%		1.1 Months		18.2%
Dollar Value of Closed Escrows	\$554,128,708		\$427,185,999	29.7%		\$503,956,323		10.0%
Median	\$365,000		\$349,900	4.3%		\$328,000		11.3%
Mean	\$397,225		\$379,131	4.8%		\$358,178		10.9%
<b>Year-to-Date Statistics</b>	<b>1/01/18 to 3/31/18</b>		<b>1/01/18 to 3/31/18</b>			<b>1/1/2017</b>		<b>Change</b>
	<b>SAR monthly data, compiled</b>		<b>MetroList YTD data</b>			<b>3/31/2017</b>		
Number of Closed Escrows	3,655		3,693			3,536		3.4%
Dollar Value of Closed Escrows	\$1,407,792,751		\$1,422,118,396			\$1,237,082,547		13.8%
Median	\$350,000		\$355,000			\$320,000		9.4%
Mean	\$385,169		\$385,085			\$349,854		10.1%

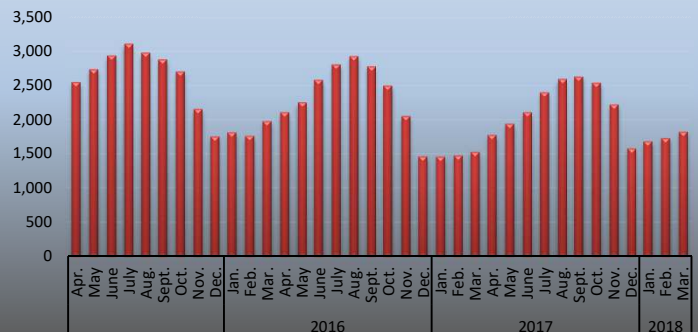
### Sales Volume



### 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.

Based on Multiple Listing Service data from MetroList® | 2018 SAR.

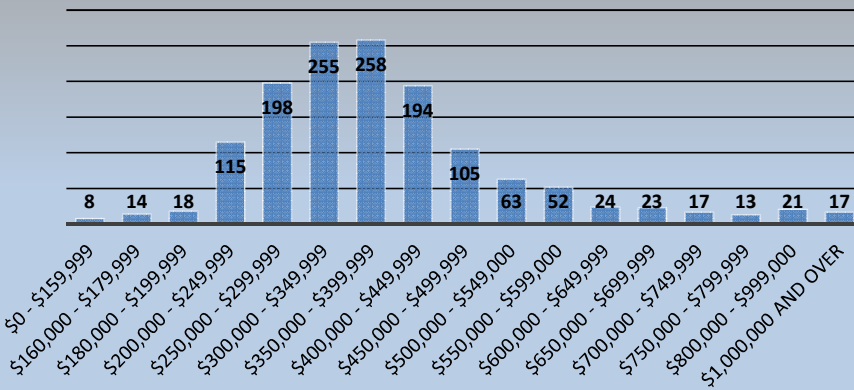
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## Data for Sacramento County and the City of West Sacramento

### BREAKDOWN OF SALES BY PRICE

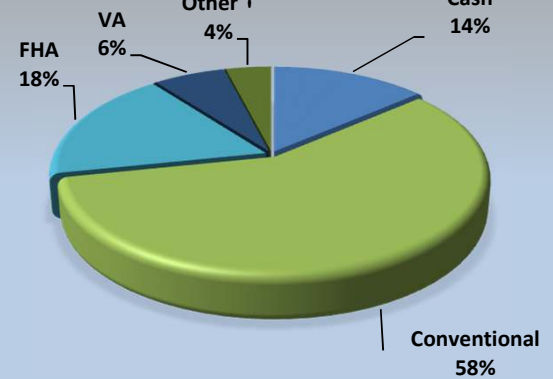
### Type of Financing/Days on Market

#### 1 House on Lot Total: 1,395



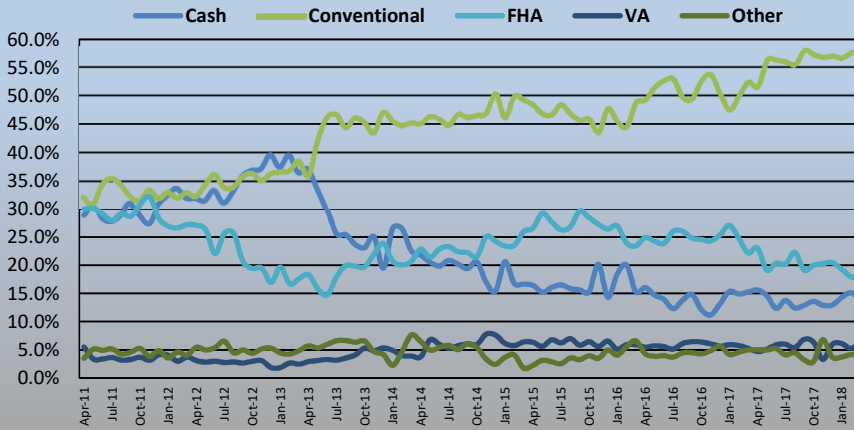
#### TYPE OF FINANCING

(1 House on Lot/Condo)  
Other †



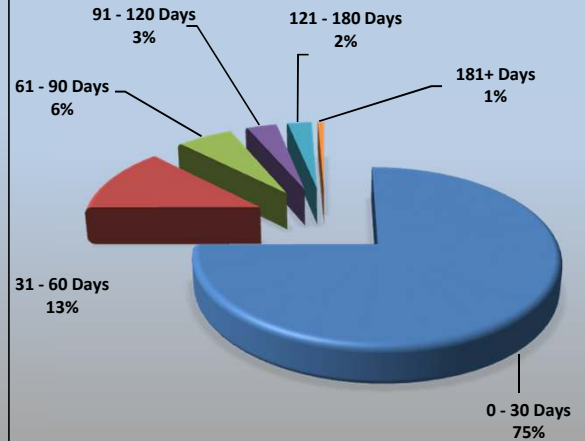
#### Types of Financing Historical

(% of Sales)



#### DAYS ON MARKET

(1 House on Lot/Condo)



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		
(Single Family Home only) Financing Method							Current Month	Last 4 Months	Last 12 Months
Cash	192	13.8%	171	15.1%	0 - 30	1,046	75.0%	68.1%	76.1%
Conventional	809	58.0%	651	57.6%	31 - 60	176	12.6%	16.9%	14.0%
FHA	249	17.8%	203	17.9%	61 - 90	83	5.9%	8.2%	5.2%
VA	89	6.4%	59	5.2%	91 - 120	45	3.2%	3.8%	2.4%
Other †	56	4.0%	47	4.2%	121 - 180	36	2.6%	2.4%	1.5%
<b>Total</b>	<b>1,395</b>	<b>100.0%</b>	<b>1,131</b>	<b>100.0%</b>	181+	9	0.6%	0.6%	0.7%
					<b>Total</b>	<b>1,395</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
<b>Median DOM:</b>	<b>11</b>	<b>13</b>
<b>Average DOM:</b>	<b>25</b>	<b>31</b>
<b>Average Price/Square Foot:</b>	<b>\$232.5</b>	<b>\$229.1</b>

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Based on Multiple Listing Service data from MetroList® | 2018 SAR.

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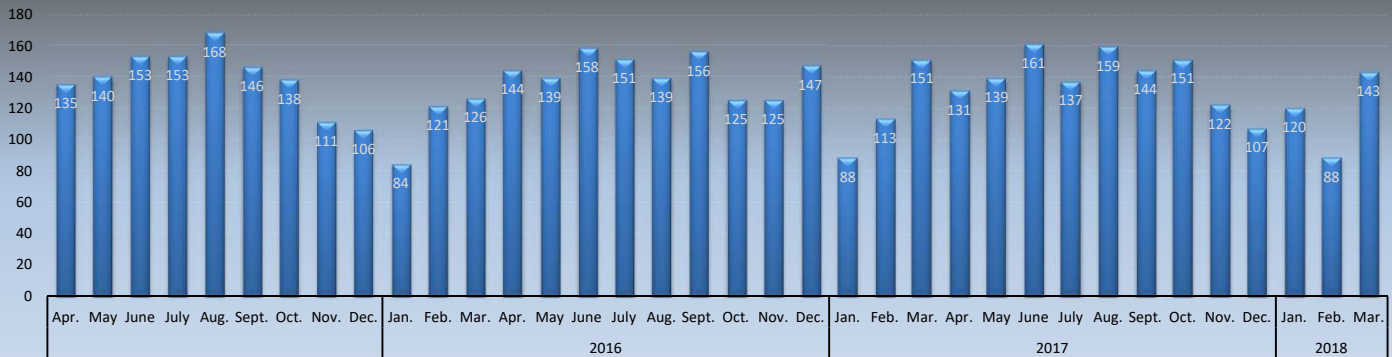
Data for Sacramento County and the City of West Sacramento



## 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	177		149	18.8%		156		13.5%
Active Listing Inventory †	137		122	12.3%		98		39.8%
Active Short Sale (included above)	0		0	0.0%		7		-100.0%
Pending Short Lender Approval	2		2	0.0%		9		-77.8%
Pending Sales This Month	89		87	2.3%		91		-2.2%
Number of REO Sales	1	0.7%	0	100.0%	0.0%	4	2.6%	-75.0%
Number of Short Sales	1	0.7%	0	100.0%	0.0%	3	2.0%	-66.7%
Equity Sales	141	99%	88	60.2%	100.0%	144	95.4%	-2.1%
Total Number of Closed Escrows	143	100%	88	62.5%	100%	151	100.0%	-5.3%
Months Inventory	1 Months		1.4 Months	-28.6%		0.6 Months		66.7%
Dollar Value of Closed Escrows	\$31,945,871		\$27,922,529	14.4%		\$31,313,487		2.0%
Median	\$210,000		\$219,000	-4.1%		\$191,000		9.9%
Mean	\$223,398		\$232,688	-4.0%		\$207,374		7.7%
<b>Year-to-Date Statistics</b>	<b>01/1/18 to 3/31/18</b>		<b>01/1/18 to 3/31/18</b>			<b>1/1/2017</b>		<b>Change</b>
	SAR monthly data, compiled		MetroList YTD data			3/31/2017		
Number of Closed Escrows	351		353			327		7.3%
Dollar Value of Closed Escrows	\$79,515,939		\$80,097,939			\$65,336,573		21.7%
Median	\$215,000		\$215,000			\$184,944		16.3%
Mean	\$226,541		\$226,906			\$199,806		13.4%

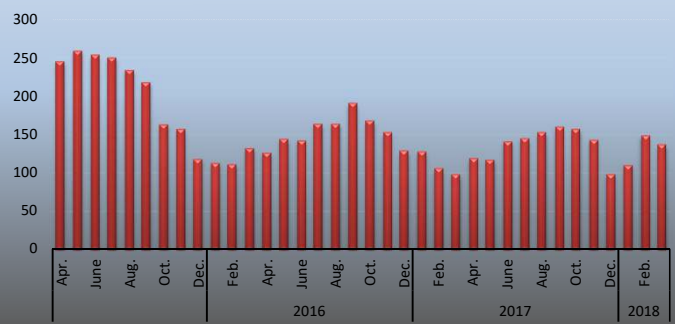
### Sales Volume



### Median Sales Price



### Inventory Volume



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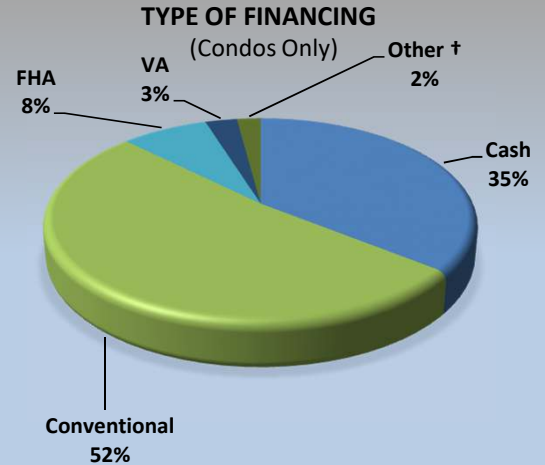
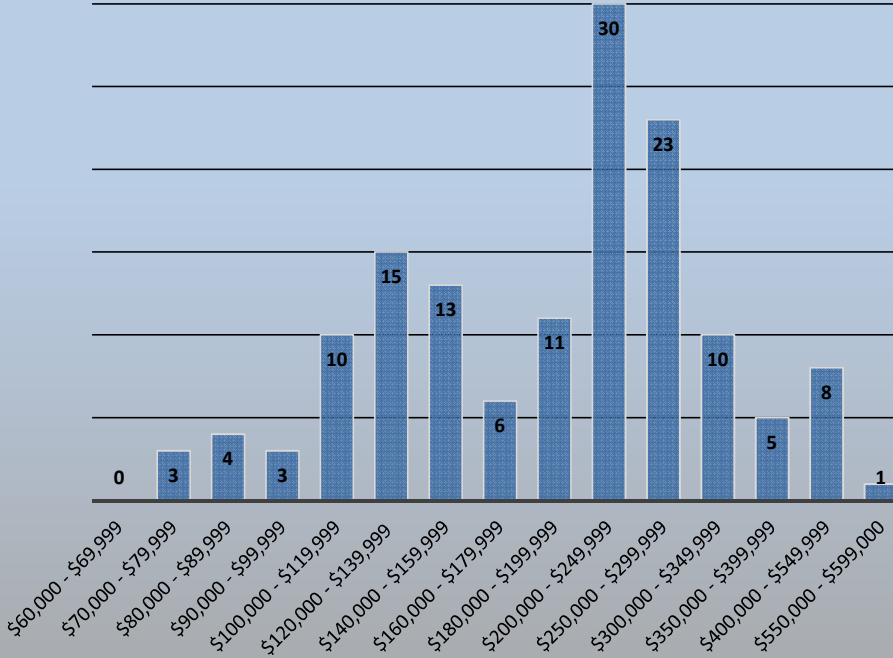
## Data for Sacramento County and the City of West Sacramento

### BREAKDOWN OF SALES BY PRICE

### Type of Financing/Days on Market

## Condos

Total: 143



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	51	35.7%	35	39.8%	0 - 30	120	83.9%	77.7%	81.3%
Conventional	74	51.7%	43	48.9%	31 - 60	13	9.1%	13.1%	11.5%
FHA	11	7.7%	5	5.7%	61 - 90	4	2.8%	5.0%	3.8%
VA	4	2.8%	2	2.3%	91 - 120	3	2.1%	3.1%	1.7%
Other †	3	2.1%	3	3.4%	121 - 180	3	2.1%	0.9%	1.1%
<b>Total</b>	<b>143</b>	<b>100.0%</b>	<b>88</b>	<b>100.0%</b>	<b>181+</b>	<b>0</b>	<b>0.0%</b>	<b>0.2%</b>	<b>0.6%</b>
					<b>Total</b>	<b>143</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 financir

Current      Last Month

**Average DOM:                      18                      18**

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