

# MLS STATISTICS for May 2018

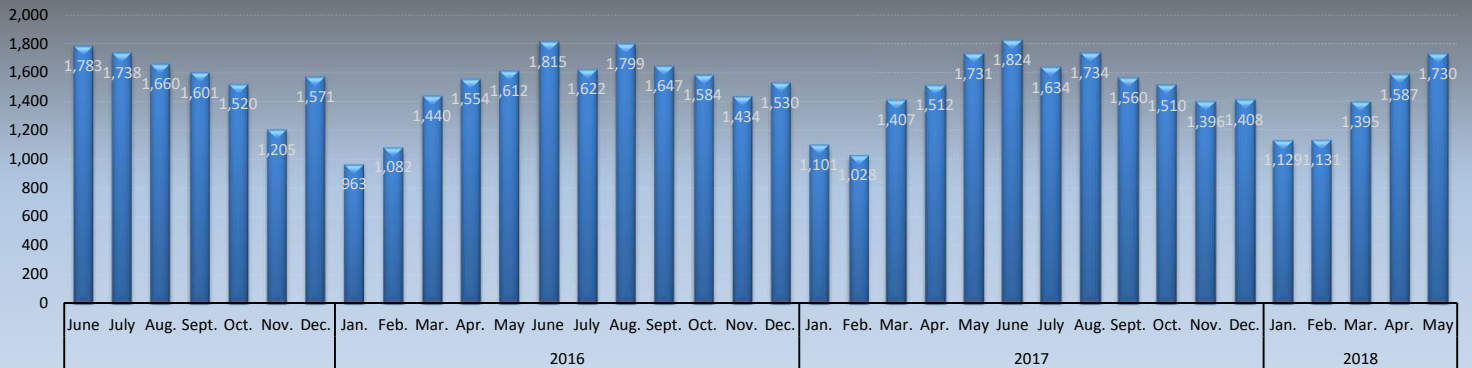
Data for Sacramento County and the City of West Sacramento



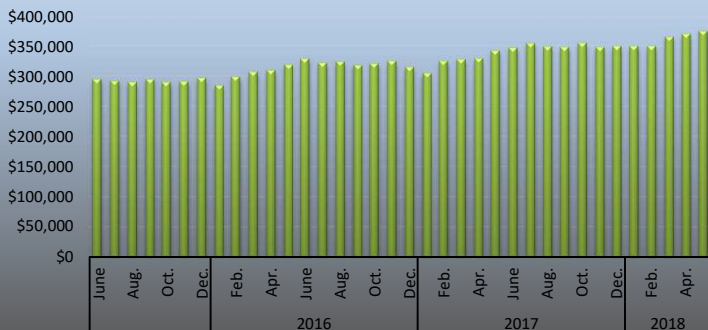
## SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	2,630		2,284	15.1%		2,385		10.3%
Active Listing Inventory †	2,509		2,082	20.5%		1,935		29.7%
Active Short Sale (included above)	11		9	22.2%		14		-21.4%
Pending Short Lender Approval	35		34	2.9%		57		-38.6%
Pending Sales This Month	1,464		1,378	6.2%		1,364		7.3%
Number of REO Sales	19	1.1%	17	11.8%	1.1%	37	2.1%	-48.6%
Number of Short Sales	20	1.2%	9	122.2%	0.6%	36	2.1%	-44.4%
Equity Sales**	1,691	97.7%	1,561	8.3%	98.4%	1,618	93.5%	4.5%
Other (non-REO/-Short Sale/-Equity)	0	0.0%	0	0%	0.0%	40	2.3%	-100.0%
Total Number of Closed Escrows	1,730	100%	1,587	9.0%	100%	1,731	100.0%	-0.1%
Months Inventory	1.5 Months		1.3 Months	1.3	15.4%	1.1 Months		36.4%
Dollar Value of Closed Escrows	\$712,111,302		\$646,993,076	10.1%		\$658,505,729		8.1%
Median	\$375,000		\$370,000	1.4%		\$342,500		9.5%
Mean	\$411,625		\$407,683	1.0%		\$380,419		8.2%
<b>Year-to-Date Statistics</b>	<b>1/01/18 to 5/31/18</b>		<b>1/01/18 to 5/31/18</b>			<b>1/1/2017</b>		<b>Change</b>
	<b>SAR monthly data, compiled</b>		<b>MetroList YTD data</b>			<b>5/31/2017</b>		
Number of Closed Escrows	6,972		7,066			6,779		2.8%
Dollar Value of Closed Escrows	\$2,766,897,129		\$2,799,917,949			\$2,447,418,656		13.1%
Median	\$364,000		\$364,000			\$323,000		12.7%
Mean	\$396,858		\$396,252			\$361,029		9.9%

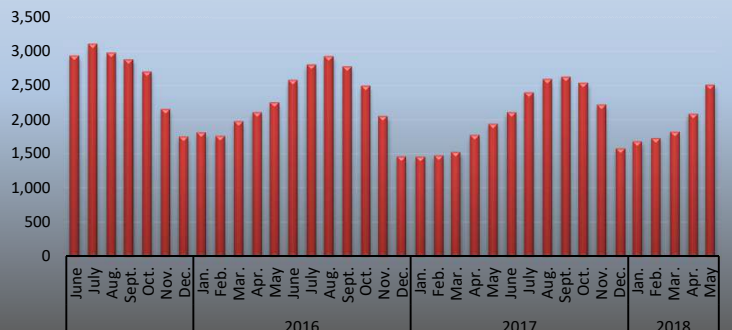
### Sales Volume



### 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.

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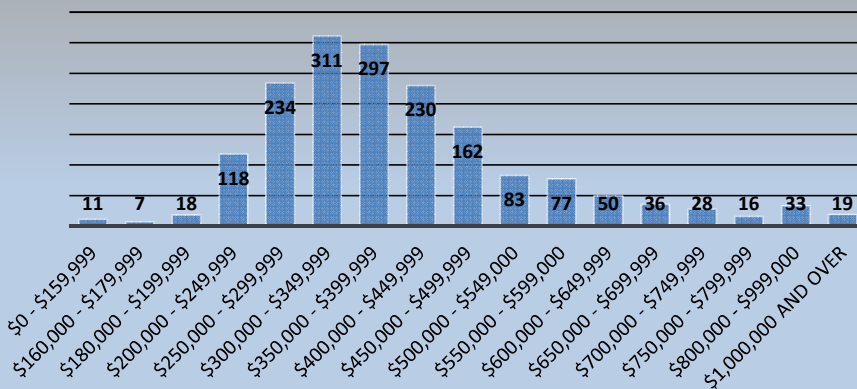
# MLS STATISTICS for May 2018

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

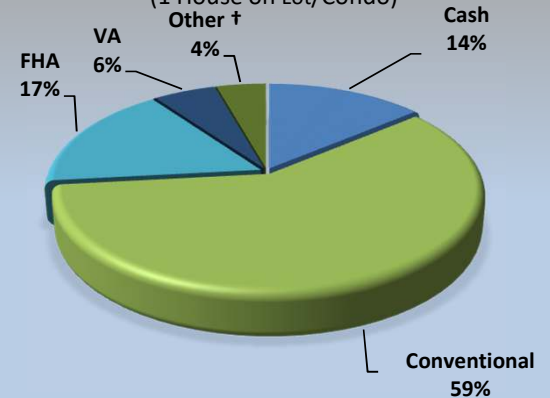
### BREAKDOWN OF SALES BY PRICE

### Type of Financing/Days on Market

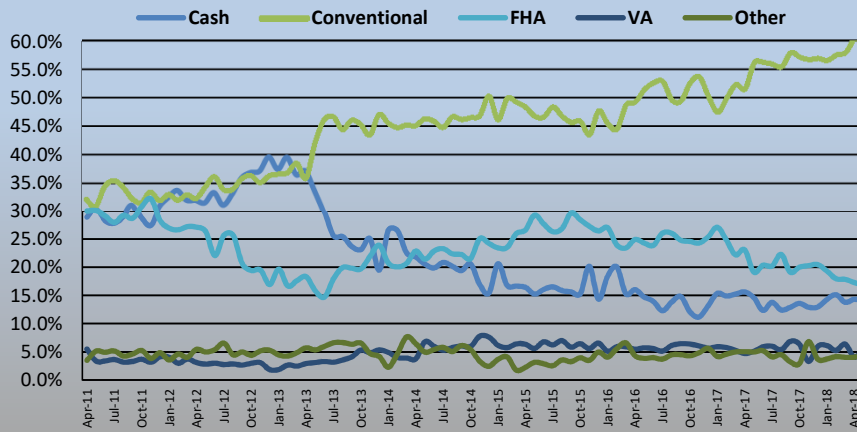
#### 1 House on Lot Total: 1,730



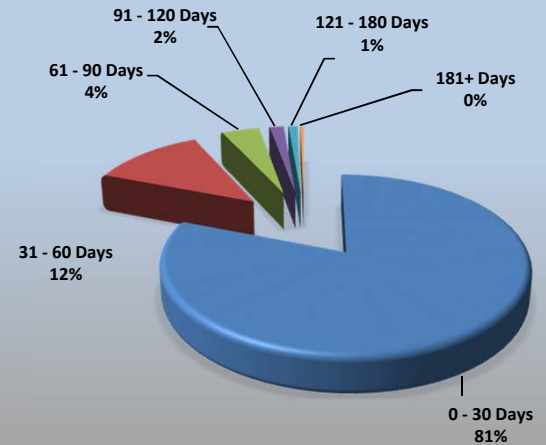
#### TYPE OF FINANCING (1 House on Lot/Condo)



#### 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	242	14.0%	227	14.3%	0 - 30	1,400	80.9%	76.2%	75.6%
Conventional	1026	59.3%	958	60.4%	31 - 60	211	12.2%	12.6%	14.4%
FHA	290	16.8%	274	17.3%	61 - 90	70	4.0%	5.9%	5.5%
VA	96	5.5%	64	4.0%	91 - 120	26	1.5%	2.6%	2.3%
Other †	76	4.4%	64	4.0%	121 - 180	17	1.0%	2.1%	1.5%
<b>Total</b>	<b>1,730</b>	<b>100.0%</b>	<b>1,587</b>	<b>100.0%</b>	181+	6	0.3%	0.5%	0.6%
					<b>Total</b>	<b>1,730</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>9</b>	<b>10</b>
<b>Average DOM:</b>	<b>20</b>	<b>23</b>
<b>Average Price/Square Foot:</b>	<b>\$242.0</b>	<b>\$237.5</b>

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# MLS STATISTICS for May 2018

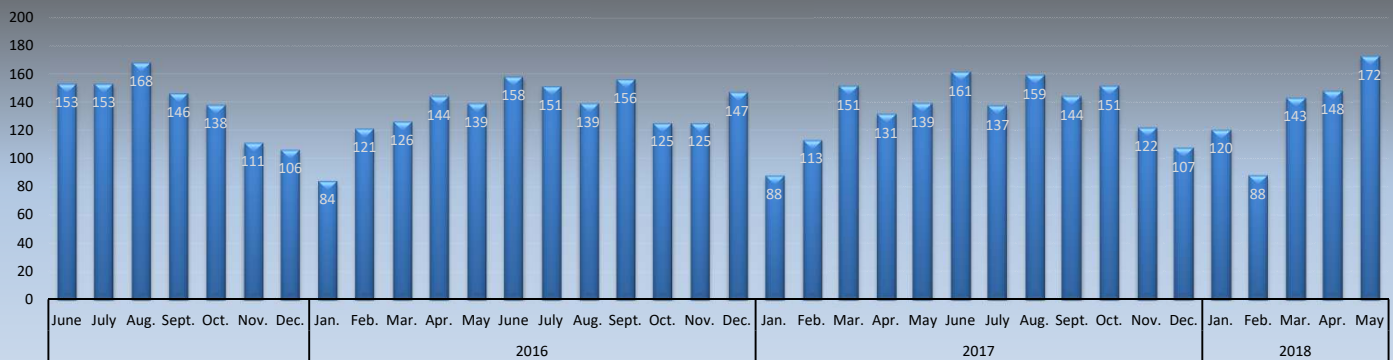
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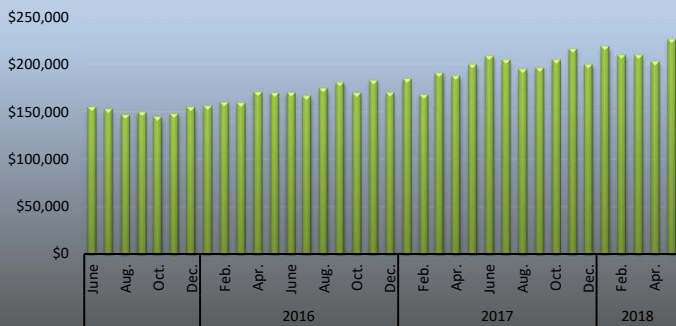
## CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	223		205	8.8%		189		18.0%
Active Listing Inventory †	178		146	21.9%		117		52.1%
Active Short Sale (included above)	0		0	0.0%		1		-100.0%
Pending Short Lender Approval	1		2	-50.0%		3		-66.7%
Pending Sales This Month	142		132	7.6%		117		21.4%
Number of REO Sales	1	0.6%	1	100.0%	0.7%	2	1.4%	-50.0%
Number of Short Sales	1	0.6%	0	100.0%	0.0%	5	3.6%	-80.0%
Equity Sales	170	99%	147	15.6%	99.3%	132	95.0%	28.8%
Total Number of Closed Escrows	172	100%	148	16.2%	100%	139	100.0%	23.7%
Months Inventory	1 Months		1 Months	0.0%		0.8 Months		25.0%
Dollar Value of Closed Escrows	\$44,892,050		\$33,893,935	32.4%		\$29,892,769		50.2%
Median	\$226,500		\$203,000	11.6%		\$200,000		13.3%
Mean	\$261,000		\$230,571	13.2%		\$215,056		21.4%
<b>Year-to-Date Statistics</b>	<b>01/1/18 to 5/31/18</b>		<b>01/1/18 to 5/31/18</b>			<b>1/1/2017</b>		<b>Change</b>
	SAR monthly data, compiled		MetroList YTD data			5/31/2017		
Number of Closed Escrows	671		677			597		12.4%
Dollar Value of Closed Escrows	\$158,301,924		\$159,909,424			\$122,813,117		28.9%
Median	\$217,000		\$217,000			\$186,000		16.7%
Mean	\$235,919		\$236,203			\$205,717		14.7%

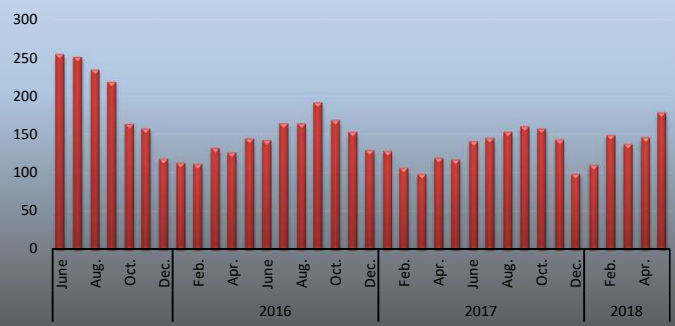
### Sales Volume



### 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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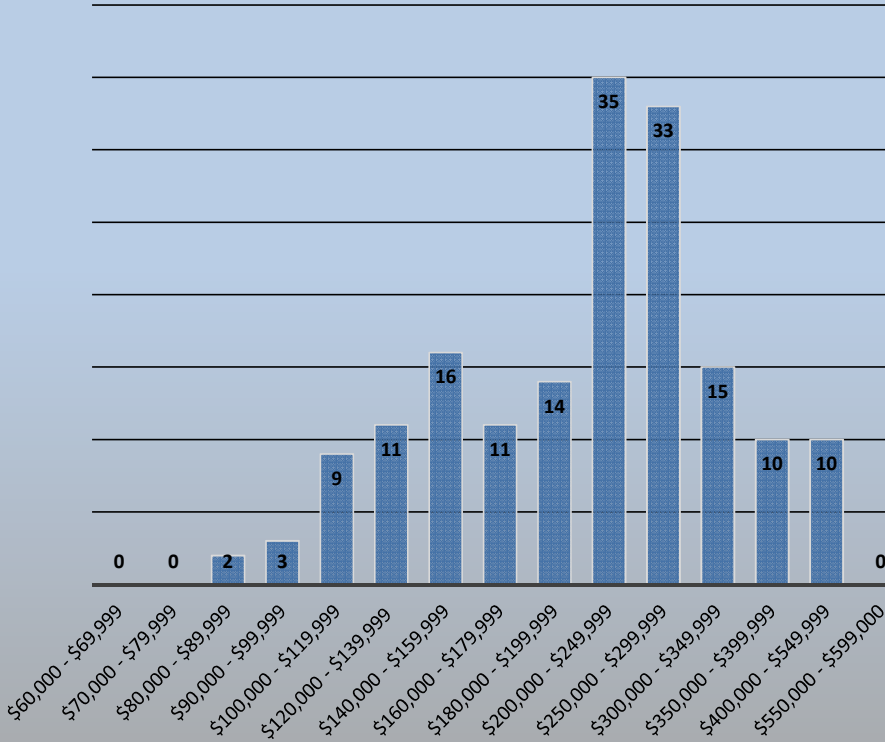
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### BREAKDOWN OF SALES BY PRICE

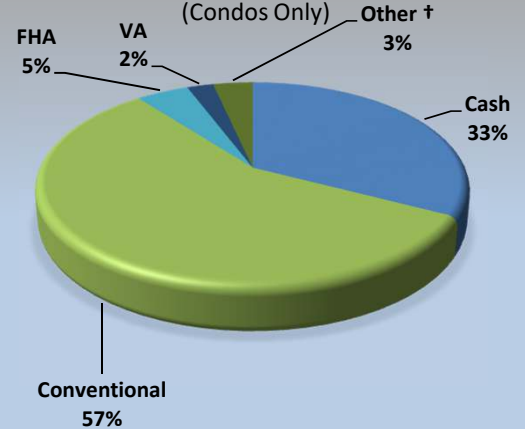
### Type of Financing/Days on Market

## Condos

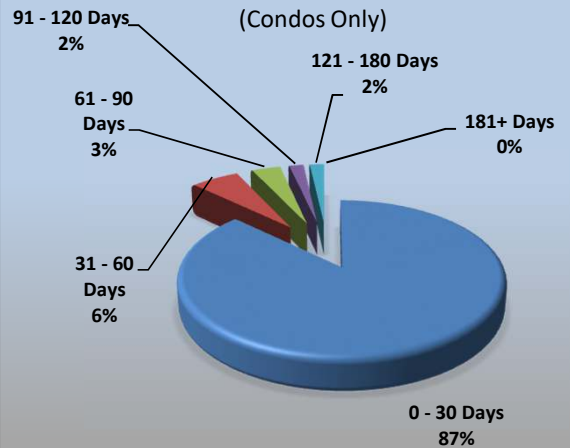
Total: 172



#### TYPE OF FINANCING (Condos Only)



#### DAYS ON MARKET (Condos Only)



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	56	32.6%	44	29.7%	0 - 30	150	87.2%	85.3%	81.4%
Conventional	98	57.0%	86	58.1%	31 - 60	10	5.8%	7.1%	11.2%
FHA	8	4.7%	9	6.1%	61 - 90	6	3.5%	3.8%	4.0%
VA	4	2.3%	5	3.4%	91 - 120	3	1.7%	2.5%	2.1%
Other †	6	3.5%	4	2.7%	121 - 180	3	1.7%	1.3%	1.0%
<b>Total</b>	<b>172</b>	<b>100.0%</b>	<b>148</b>	<b>100.0%</b>	<b>181+</b>	<b>0</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.3%</b>
					<b>Total</b>	<b>172</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

**Average DOM:**

Current	<b>16</b>	Last Month	<b>16</b>
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