

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%
Year-to-Date Statistics	1/01/18 to 5/31/18		1/01/18 to 5/31/18			1/1/2017		Change
	SAR monthly data, compiled		MetroList YTD data			5/31/2017		
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%

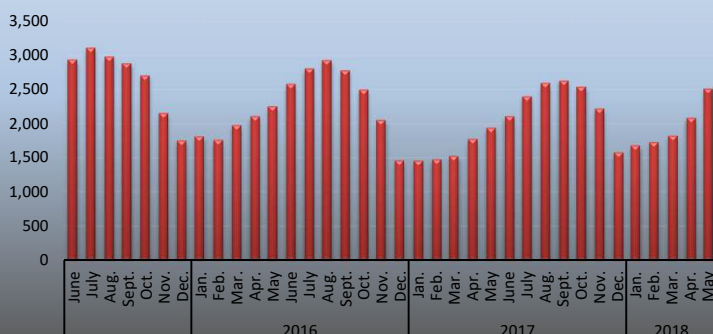
Sales Volume



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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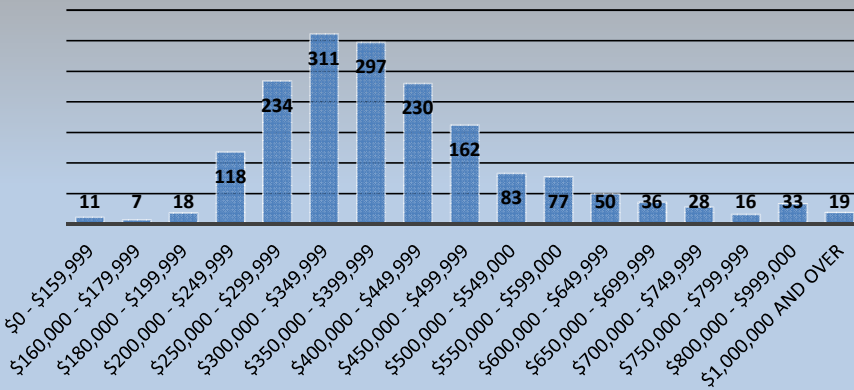
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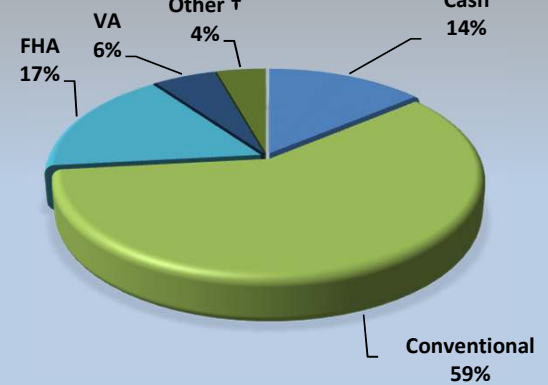
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

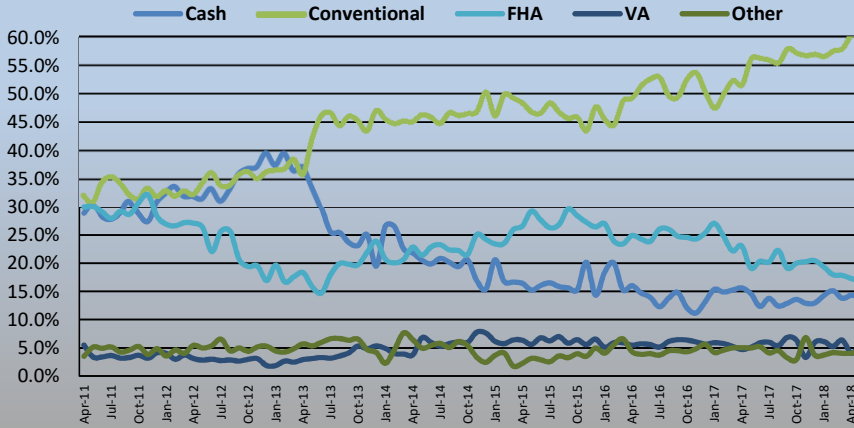
1 House on Lot Total: 1,730



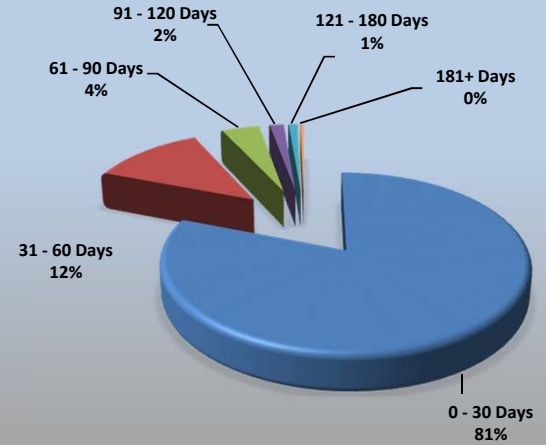
TYPE OF FINANCING (1 House on Lot/Condo)



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%
Total	1,730	100.0%	1,587	100.0%	181+	6	0.3%	0.5%	0.6%
					Total	1,730	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:	9	10
Average DOM:	20	23
Average Price/Square Foot:	\$242.0	\$237.5

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Let's Talk About Inventory

Price Range	For Sale	Sold	Months of Inventory
\$0 - \$159,999	10	11	0.9
\$160,000 - \$179,999	8	12	0.7
\$180,000 - \$199,999	18	11	1.6
\$200,000 - \$249,999	112	123	0.9
\$250,000 - \$299,999	258	226	1.1
\$300,000 - \$349,999	285	280	1.0
\$350,000 - \$399,999	291	294	1.0
\$400,000 - \$449,999	196	188	1.0
\$450,000 - \$499,999	210	129	1.6
\$500,000 - \$549,000	142	93	1.5
\$550,000 - \$599,000	122	55	2.2
\$600,000 - \$649,999	77	46	1.7
\$650,000 - \$699,999	66	26	2.5
\$700,000 - \$749,999	38	26	1.5
\$750,000 - \$799,999	49	10	4.9
\$800,000 - \$999,000	100	39	2.6
\$1,000,000 and over	100	18	5.6

Total:

2,082 1,587

Total: 1.3

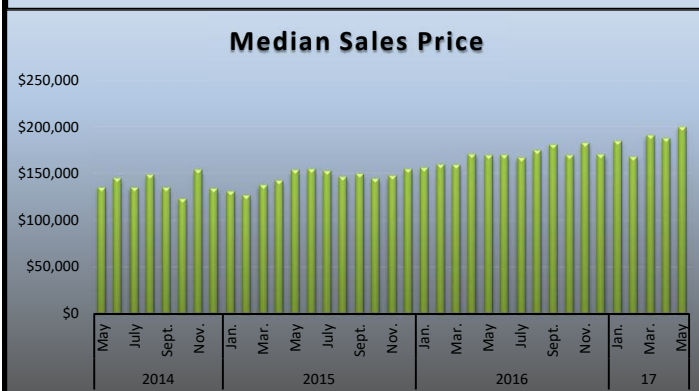
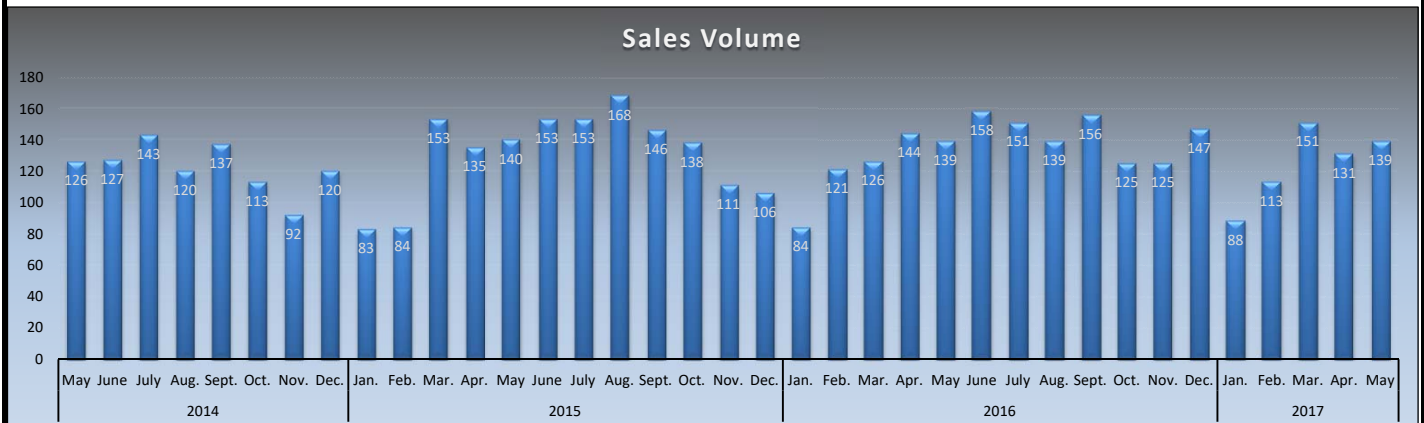
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CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	189		153	23.5%		184		2.7%
Active Listing Inventory †	117		119	-1.7%		144		-18.8%
Active Short Sale (included above)	1		1	0.0%		5		-80.0%
Pending Short Lender Approval	3		7	-57.1%		13		-76.9%
Pending Sales This Month	117		89	31.5%		128		-8.6%
Number of REO Sales	2	1.4%	2	0.0%	1.5%	3	2.2%	-33.3%
Number of Short Sales	5	3.6%	3	100.0%	2.3%	1	0.7%	400.0%
Equity Sales	132	95.0%	126	4.8%	96.2%	135	97.1%	-2.2%
Total Number of Closed Escrows	139	100%	131	6.1%	100%	139	100.0%	0.0%
Months Inventory	0.8 Months		0.9 Months	-11.1%		1 Months		-20.0%
Dollar Value of Closed Escrows	\$29,892,769		\$27,583,775	8.4%		\$29,258,215		2.2%
Median	\$200,000		\$188,000	6.4%		\$170,000		17.6%
Mean	\$215,056		\$210,563	2.1%		\$204,603		5.1%
Year-to-Date Statistics	01/1/17 to 05/31/17		01/1/17 to 05/31/17			1/1/2016		Change
	SAR monthly data, compiled		MetroList YTD data			5/31/2016		
Number of Closed Escrows	597		628			614		-2.8%
Dollar Value of Closed Escrows	\$122,813,117		\$128,449,448			\$117,000,098		5.0%
Median	\$186,000		\$186,000			\$157,500		18.1%
Mean	\$205,717		\$204,537			\$190,554		8.0%



† 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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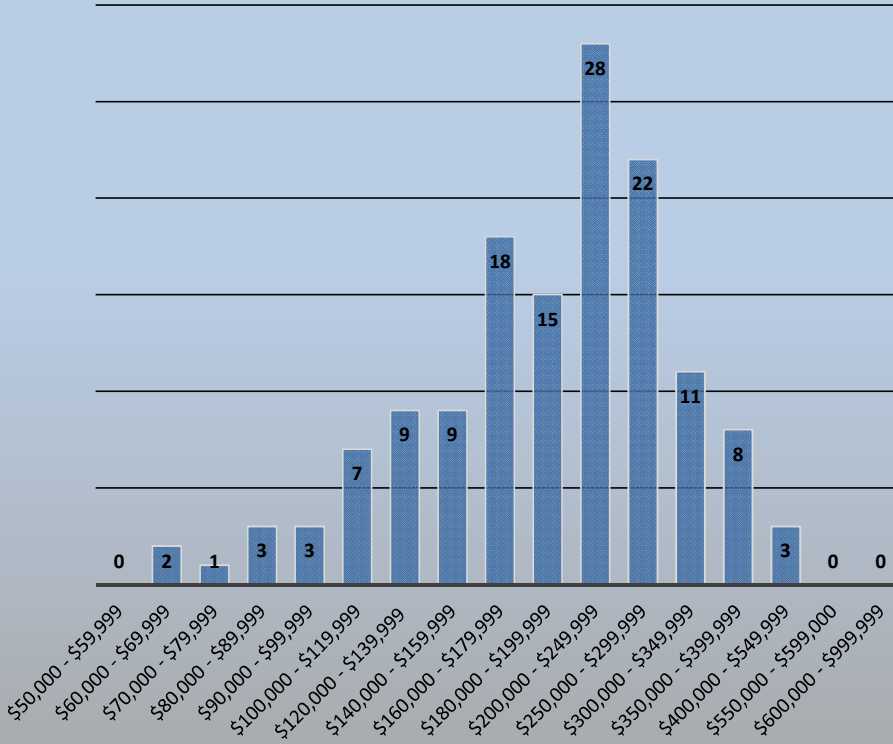
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BREAKDOWN OF SALES BY PRICE

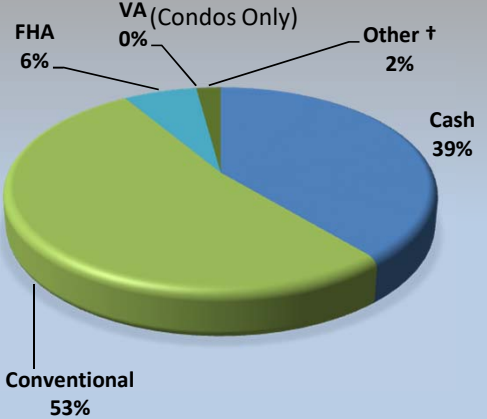
Type of Financing/Days on Market

Condos

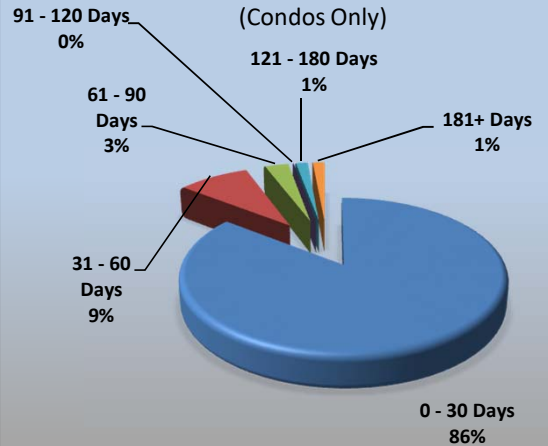
Total: 139



TYPE OF FINANCING



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	54	38.8%	55	42.0%	0 - 30	119	85.6%	79.0%	78.4%
Conventional	73	52.5%	64	48.9%	31 - 60	12	8.6%	11.8%	13.4%
FHA	9	6.5%	4	3.1%	61 - 90	4	2.9%	3.7%	4.4%
VA	0	0.0%	3	2.3%	91 - 120	0	0.0%	1.7%	1.5%
Other †	3	2.2%	5	3.8%	121 - 180	2	1.4%	2.6%	1.6%
Total	139	100.0%	131	100.0%	181+	2	1.4%	1.1%	0.7%
					Total	139	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 Last Month

19

17

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