

MLS STATISTICS for September 2018

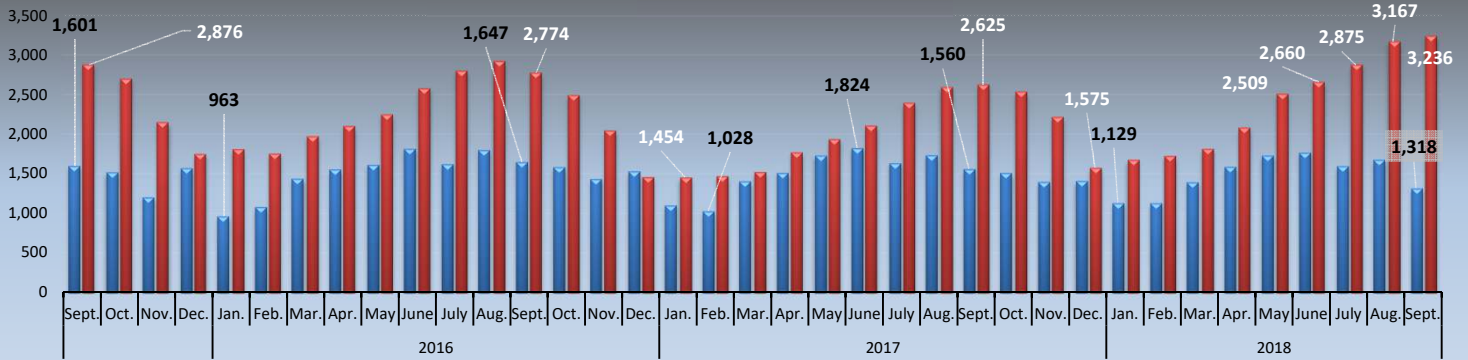
Data for Sacramento County and the City of West Sacramento



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	1,943		2,518	-22.8%		2,132		-8.9%
Active Listing Inventory †	3,236		3,167	2.2%		2,625		23.3%
Active Short Sale (included above)	11		12	-8.3%		21		-47.6%
Pending Short Lender Approval	30		23	30.4%		44		-31.8%
Pending Sales This Month	1,055		1,205	-12.4%		1,180		-10.6%
Number of REO Sales	13	1.0%	12	8.3%	0.7%	16	1.0%	-18.8%
Number of Short Sales	12	0.9%	11	9.1%	0.7%	18	1.2%	-33.3%
Equity Sales**	1,293	98.1%	1,653	-21.8%	98.6%	1,526	97.8%	-15.3%
Other (non-REO/-Short Sale/-Equity)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,318	100%	1,676	-21.4%	100%	1,560	100.0%	-15.5%
Months Inventory	2.5 Months		1.9 Months	31.6%		1.7 Months		47.1%
Dollar Value of Closed Escrows	\$538,048,899		\$672,851,340	-20.0%		\$598,342,036		-10.1%
Median	\$373,700		\$369,950	1.0%		\$348,000		7.4%
Mean	\$408,231		\$401,463	1.7%		\$383,553		6.4%
Year-to-Date Statistics	1/01/18 to 9/30/18		1/01/18 to 9/30/18			1/1/2017		Change
	SAR monthly data, compiled		MetroList YTD data			9/30/2017		
Number of Closed Escrows	13,331		13,619			13,531		-1.5%
Dollar Value of Closed Escrows	\$5,351,515,517		\$5,455,544,564			\$5,028,770,008		6.4%
Median	\$365,000		\$365,000			\$337,000		8.3%
Mean	\$401,433.91		\$400,583			\$369,692		8.6%

Sales Volume vs Inventory Volume



Median Sales Price



Sacramento County Statistics

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† 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.

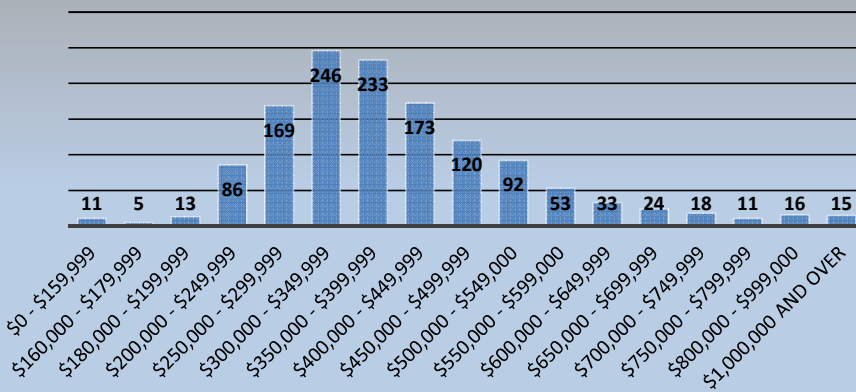
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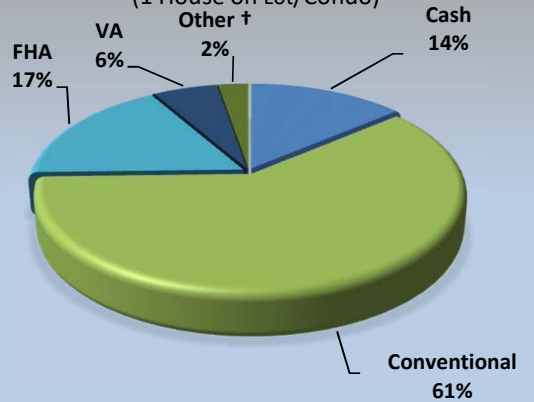
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

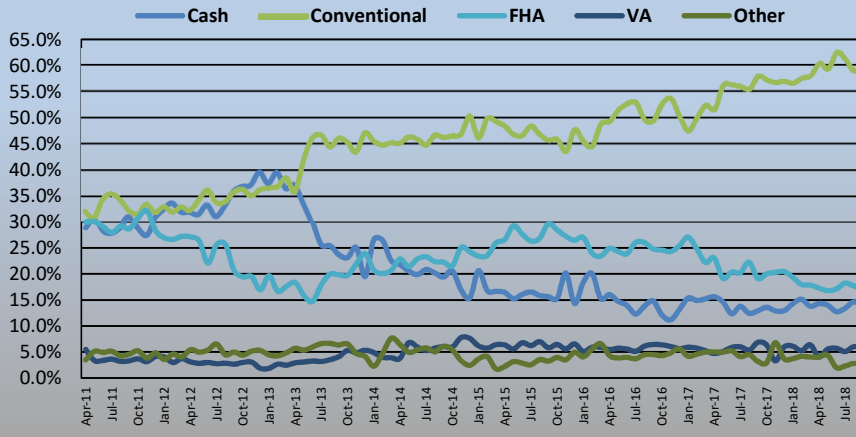
1 House on Lot Total: 1,318



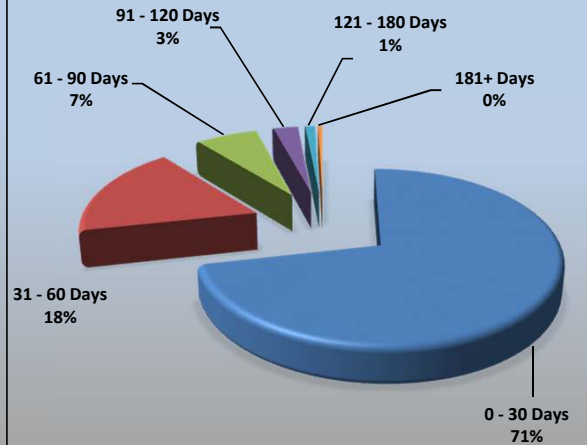
TYPE OF FINANCING (1 House on Lot/Condo)



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	183	13.9%	245	14.6%	0 - 30	943	71.5%	76.1%	73.7%
Conventional	800	60.7%	987	58.9%	31 - 60	233	17.7%	15.5%	15.7%
FHA	225	17.1%	296	17.7%	61 - 90	87	6.6%	5.3%	6.1%
VA	75	5.7%	101	6.0%	91 - 120	35	2.7%	1.7%	2.5%
Other †	35	2.7%	47	2.8%	121 - 180	14	1.1%	0.9%	1.5%
Total	1,318	100.0%	1,676	100.0%	181+	6	0.5%	0.5%	0.5%
					Total	1,318	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:	15	14
Average DOM:	26	24
Average Price/Square Foot:	\$242.3	\$239.8

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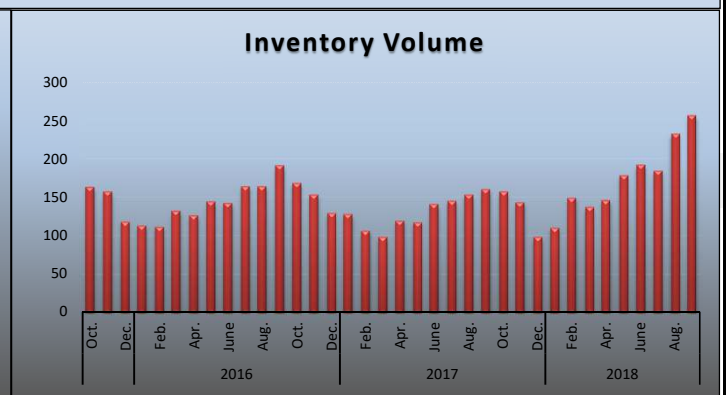
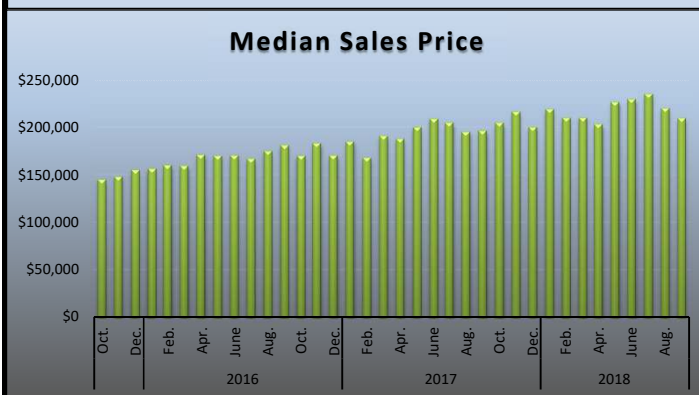
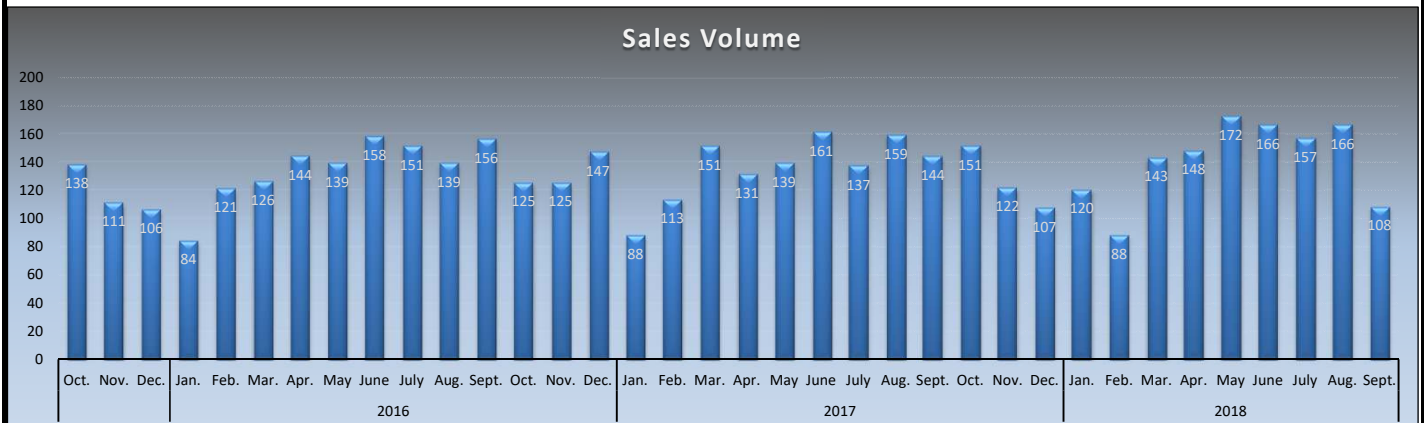
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MLS STATISTICS for September 2018
Data for Sacramento County and the City of West Sacramento



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	178		226	-21.2%		166		7.2%
Active Listing Inventory †	256		232	10.3%		160		60.0%
Active Short Sale (included above)	0		0	0.0%		0		N/A
Pending Short Lender Approval	0		0	0.0%		5		-100.0%
Pending Sales This Month	93		103	-9.7%		102		-8.8%
Number of REO Sales	0	0.0%	2	100.0%	1.2%	1	0.7%	N/A
Number of Short Sales	0	0.0%	0	100.0%	0.0%	4	2.8%	N/A
Equity Sales	108	100%	164	-34.1%	98.8%	139	96.5%	-22.3%
Total Number of Closed Escrows	108	100%	166	-34.9%	100%	144	100.0%	-25.0%
Months Inventory	2.4 Months		1.4 Months	71.4%		1.1 Months		118.2%
Dollar Value of Closed Escrows	\$24,620,899		\$38,367,290	-35.8%		\$29,404,661		-16.3%
Median	\$209,450		\$220,000	-4.8%		\$196,500		6.6%
Mean	\$227,971		\$231,128	-1.4%		\$204,199		11.6%
Year-to-Date Statistics	01/1/18 to 9/30/18		01/1/18 to 9/30/18			1/1/2017		Change
	SAR monthly data, compiled		MetroList YTD data			9/30/2017		
Number of Closed Escrows	1,268		1,298			1,198		5.8%
Dollar Value of Closed Escrows	\$301,318,380		\$306,987,730			\$251,853,212		19.6%
Median	\$220,000		\$220,000			\$195,000		12.8%
Mean	\$237,633		\$236,508			\$209,615		13.4%



† 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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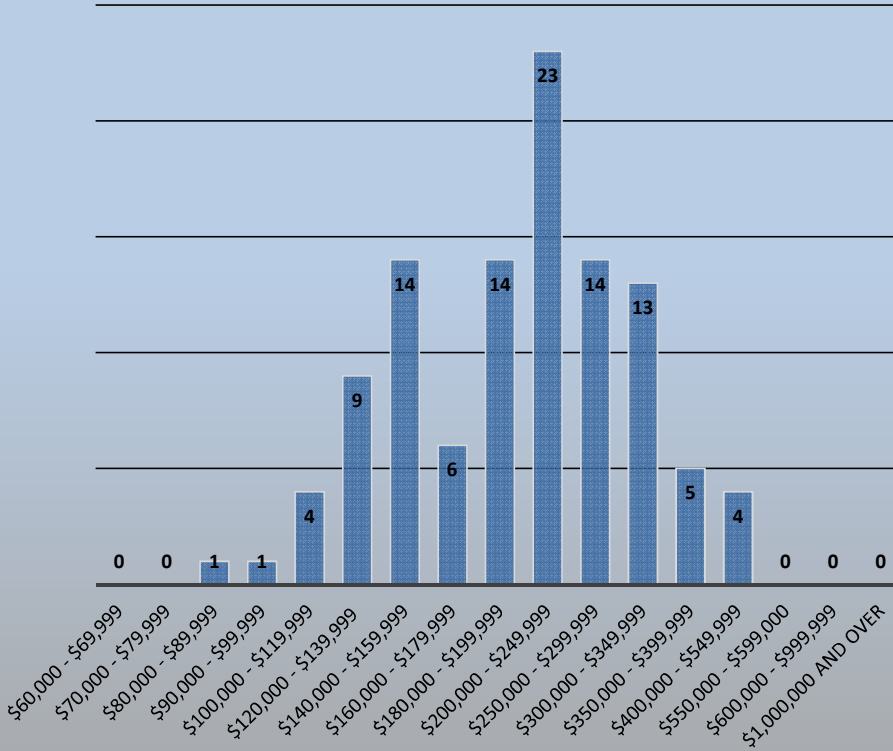
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BREAKDOWN OF SALES BY PRICE

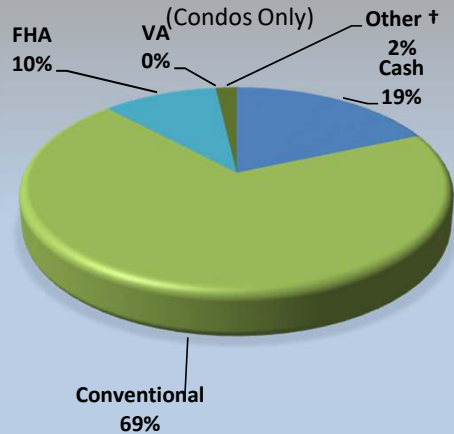
Type of Financing/Days on Market

Condos

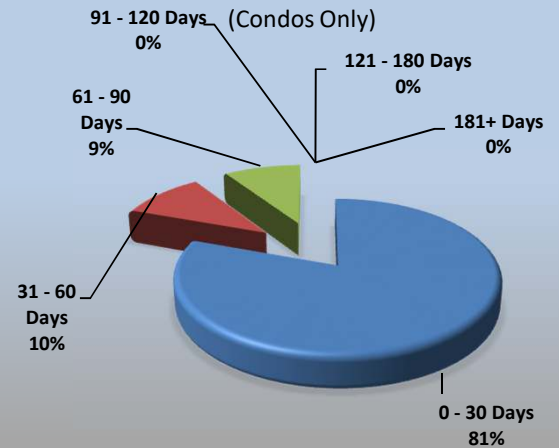
Total: 108



TYPE OF FINANCING



DAYS ON MARKET



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	20	18.5%	46	27.7%	0 - 30	87	80.6%	81.2%	80.6%
Conventional	75	69.4%	96	57.8%	31 - 60	11	10.2%	11.4%	11.3%
FHA	11	10.2%	13	7.8%	61 - 90	10	9.3%	5.9%	5.2%
VA	0	0.0%	7	4.2%	91 - 120	0	0.0%	0.8%	1.7%
Other †	2	1.9%	4	2.4%	121 - 180	0	0.0%	0.2%	1.0%
Total	108	100.0%	166	100.0%	181+	0	0.0%	0.5%	0.2%
					Total	108	100.0%	100.0%	100.0%

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† includes: cal vet, contract of sale, creative, farm home loan, owner financir

Average DOM:

Current Last Month

19

22

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