

MLS STATISTICS for April 2019

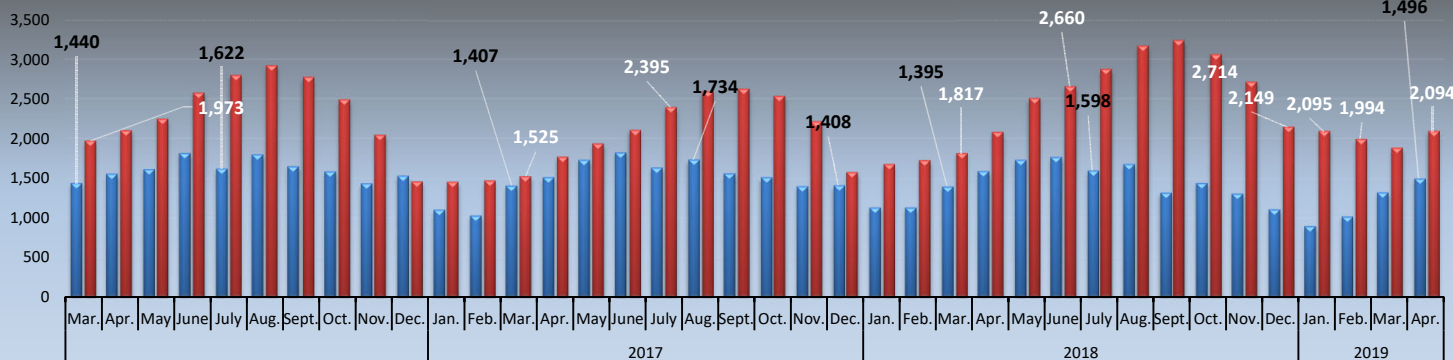
Data for Sacramento County and the City of West Sacramento



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	2,108		1,815	16.1%		2,284		-7.7%
Active Listing Inventory †	2,094		1,883	11.2%		2,082		0.6%
Pending Sales This Month*	1,978		1,339	47.7%		1,378		43.5%
Number of REO Sales	26	1.7%	24	8.3%	1.8%	17	1.1%	52.9%
Number of Short Sales	4	0.3%	4	0.0%	0.3%	9	0.6%	-55.6%
Equity Sales	1,466	98.0%	1,292	13.5%	97.9%	1,561	98.4%	-6.1%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,496	100%	1,320	13.3%	100%	1,587	100.0%	-5.7%
Months Inventory	1.4 Months		1.4 Months	0.0%		1.3 Months		7.7%
Dollar Value of Closed Escrows	\$622,562,545		\$534,509,729	16.5%		\$646,993,076		-3.8%
Median	\$385,000		\$365,000	5.5%		\$370,000		4.1%
Mean	\$416,709		\$404,932	2.9%		\$407,683		2.2%
Year-to-Date Statistics	1/01/19 to 4/30/19		1/01/19 to 4/30/19			1/1/2018		
	SAR monthly data, compiled		MetroList YTD data			4/30/2018		Change
Number of Closed Escrows	4,725		4,778			5,242		-9.9%
Dollar Value of Closed Escrows	\$1,846,922,498		\$1,917,351,287			\$2,054,785,827		-10.1%
Median	\$365,000		\$365,000			\$350,000		4.3%
Mean	\$390,883		\$401,287			\$391,985		-0.3%

Sales Volume vs Inventory Volume



Median Sales Price



Sacramento County Statistics
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Your Real Estate Office

David Brooker
REALTOR®/Specialist

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† includes: Active, Active Release Clause, Active Short Sale, Active Short Sale Contingent, Active Court Approval and Active Court Contingent listings
* The method for retrieving Pending Sales from MetroList® was updated for April 2019. Pending sales are now counted at a single point in time at the beginning of the month rather than by entering the date range of the month in question. This new method will now include any listings that have the status of "pending" in MetroList®.

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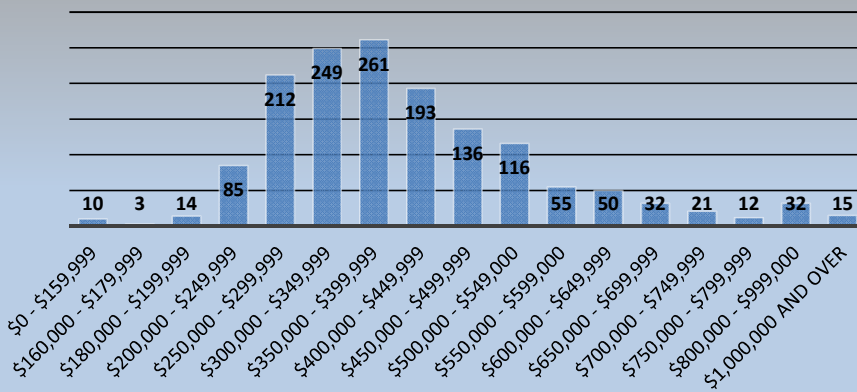
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BREAKDOWN OF SALES BY PRICE

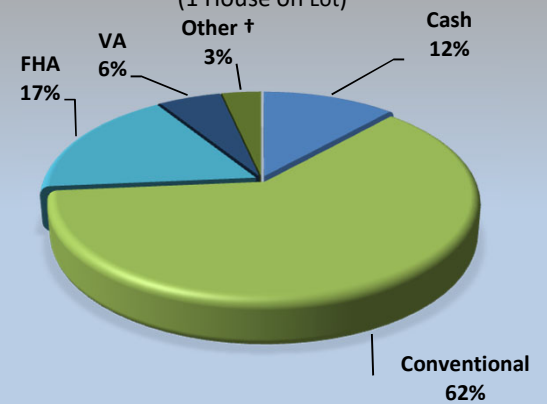
Type of Financing/Days on Market

1 House on Lot

Total: 1,496

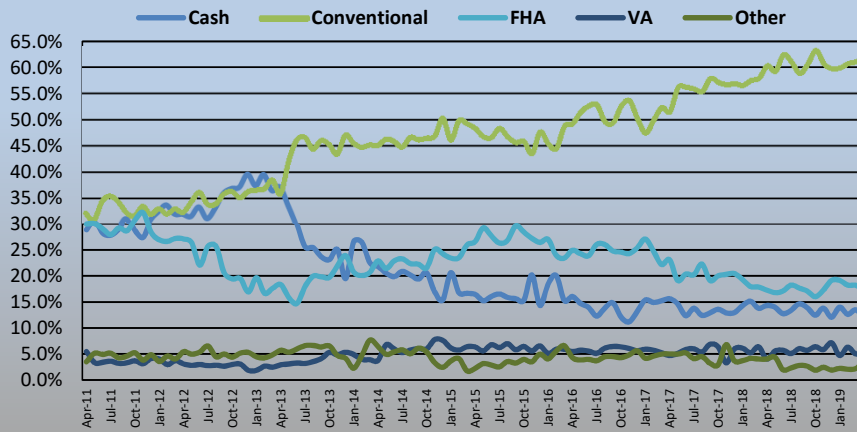


TYPE OF FINANCING (1 House on Lot)

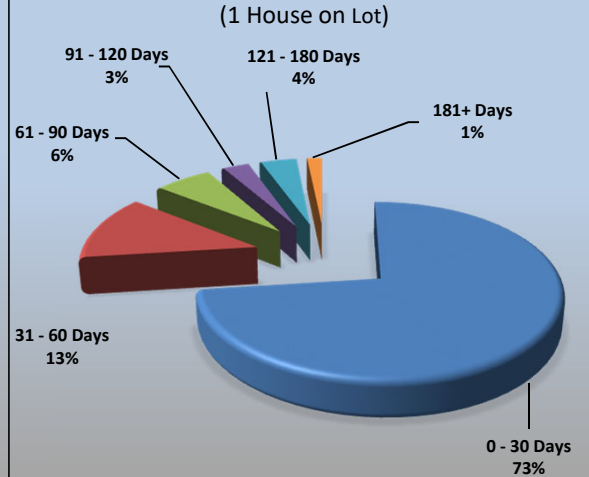


Types of Financing Historical

(% of Sales)



DAYS ON MARKET (1 House on Lot)



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	176	11.8%	178	13.5%	0 - 30	1,092	73.0%	62.6%	69.2%
Conventional	925	61.8%	807	61.1%	31 - 60	189	12.6%	15.9%	16.7%
FHA	260	17.4%	240	18.2%	61 - 90	91	6.1%	10.6%	7.8%
VA	83	5.5%	66	5.0%	91 - 120	42	2.8%	5.2%	3.4%
Other †	52	3.5%	29	2.2%	121 - 180	58	3.9%	4.4%	2.2%
Total	1,496	100.0%	1,320	100.0%	181+	24	1.6%	1.4%	0.8%
					Total	1,496	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:	11	18
Average DOM:	29	37
Average Price/Square Foot:	\$242.4	\$240.5

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Based on Multiple Listing Service data from MetroList® | 2019 SAR

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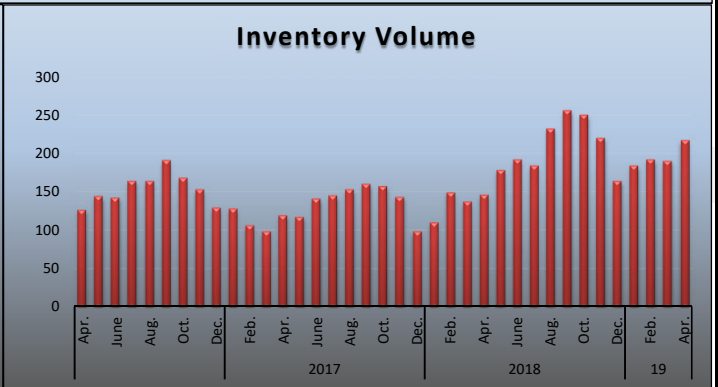
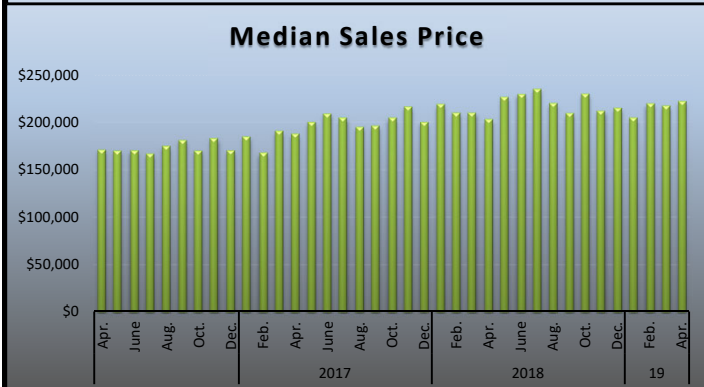
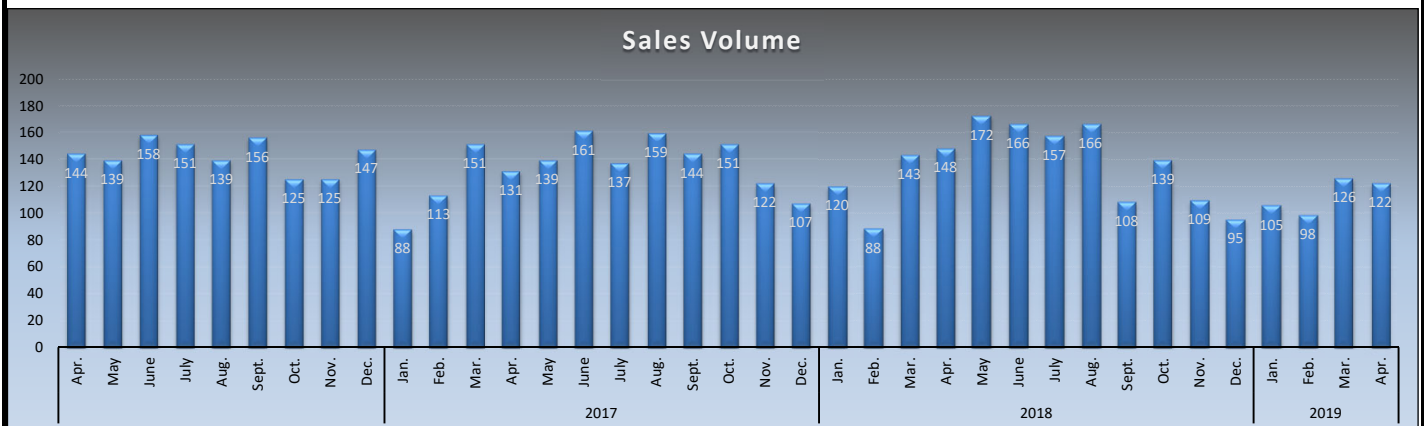
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CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	202		166	21.7%		205		-1.5%
Active Listing Inventory †	217		190	14.2%		146		48.6%
Pending Sales This Month*	172		103	67.0%		132		30.3%
Number of REO Sales	1	0.8%	0	100.0%	0.0%	1	0.7%	N/A
Number of Short Sales	1	0.8%	0	100.0%	0.0%	0	0.0%	N/A
Equity Sales	120	98%	126	-4.8%	100.0%	147	99.3%	-18.4%
Total Number of Closed Escrows	122	100%	126	-3.2%	100%	148	100.0%	-17.6%
Months Inventory	1.8 Months		1.5 Months	20.0%		1 Months		80.0%
Dollar Value of Closed Escrows	\$29,884,023		\$30,110,394	-0.8%		\$33,893,935		-11.8%
Median	\$221,950		\$217,500	2.0%		\$203,000		9.3%
Mean	\$244,951		\$238,971	2.5%		\$230,571		6.2%
Year-to-Date Statistics	01/1/19 to 4/30/19		01/1/19 to 4/30/19			1/1/2018		Change
	SAR monthly data, compiled		MetroList YTD data			4/30/2018		
Number of Closed Escrows	452		465			499		-9.4%
Dollar Value of Closed Escrows	\$106,809,122		\$109,967,622			\$113,409,874		-5.8%
Median	\$215,000		\$215,000			\$215,000		0.0%
Mean	\$236,303		\$236,490			\$227,274		4.0%



† includes: Active, Active Release Clause, Active Short Sale, Active Short Sale Contingent, Active Court Approval and Active Court Contingent listings
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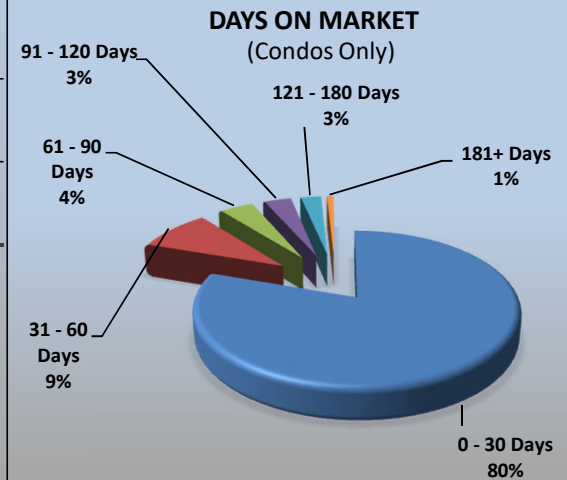
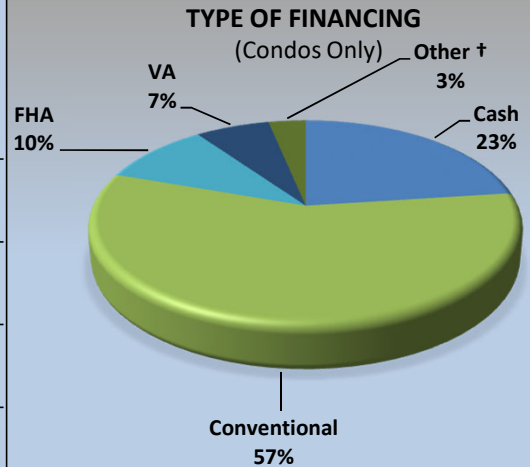
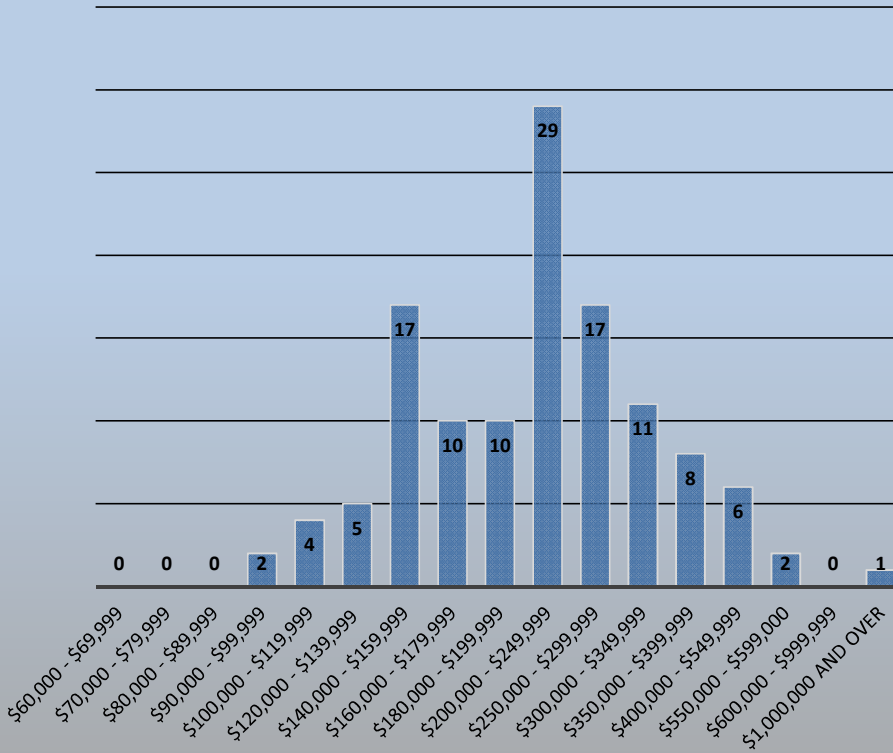
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 122



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	28	23.0%	29	23.0%	0 - 30	98	80.3%	68.6%	74.5%
Conventional	70	57.4%	78	61.9%	31 - 60	11	9.0%	13.9%	14.1%
FHA	12	9.8%	12	9.5%	61 - 90	5	4.1%	8.8%	6.9%
VA	8	6.6%	4	3.2%	91 - 120	4	3.3%	4.4%	2.5%
Other †	4	3.3%	3	2.4%	121 - 180	3	2.5%	3.1%	1.3%
Total	122	100.0%	126	100.0%	181+	1	0.8%	1.1%	0.6%
					Total	122	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

24

28

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