

MLS STATISTICS for January 2019

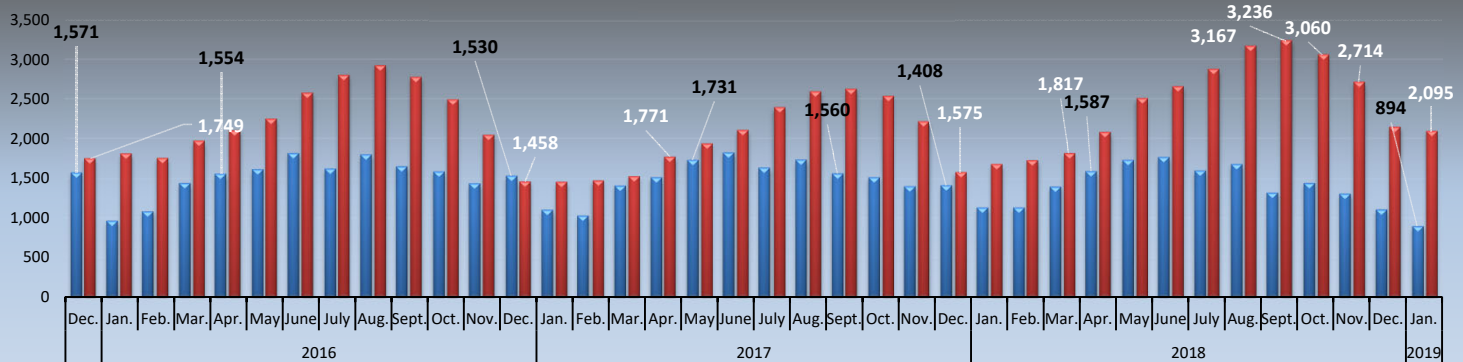
Data for Sacramento County and the City of West Sacramento



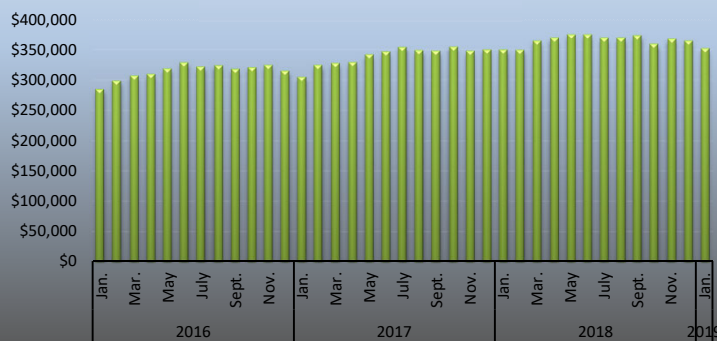
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,481		885	67.3%		1,729		-14.3%
Active Listing Inventory †	2,095		2,149	-2.5%		1,677		24.9%
Pending Sales This Month	773		567	36.3%		719		7.5%
Number of REO Sales	12	1.3%	9	33.3%	0.8%	12	1.1%	0.0%
Number of Short Sales	9	1.0%	6	50.0%	0.5%	14	1.2%	-35.7%
Equity Sales**	873	97.7%	1,089	-19.8%	98.6%	1,103	97.7%	-20.9%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	894	100%	1,104	-19.0%	100%	1,129	100.0%	-20.8%
Months Inventory	2.3 Months		1.9 Months	21.1%		1.5 Months		53.3%
Dollar Value of Closed Escrows	\$344,925,112		\$444,819,674	-22.5%		\$426,478,044		-19.1%
Median	\$352,250		\$363,500	-3.1%		\$350,000		0.6%
Mean	\$385,822		\$402,916	-4.2%		\$377,748		2.1%
Year-to-Date Statistics	1/01/19 to 1/31/19		1/01/19 to 1/31/19			1/1/2018		
	SAR monthly data, compiled		MetroList YTD data			1/31/2018		Change
Number of Closed Escrows	894		894			1,129		-20.8%
Dollar Value of Closed Escrows	\$344,925,112		\$344,925,112			\$426,478,044		-19.1%
Median	\$352,250		\$352,250			\$350,000		0.6%
Mean	\$385,822		\$385,822			\$377,748		2.1%

Sales Volume vs Inventory Volume



Median Sales Price



Sacramento County Statistics brought to you by:

Your Real Estate Office

David Brooker
REALTOR®/Specialist

Would you like to see your contact info here?
Contact tony@sacrealtor.org for details.

SAR Members Only

† 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

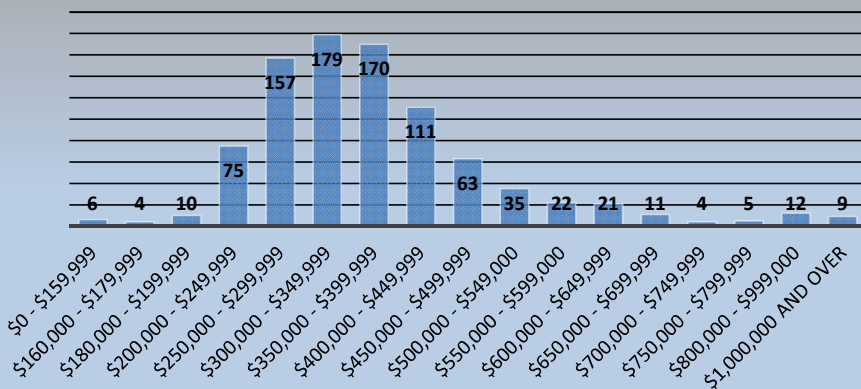
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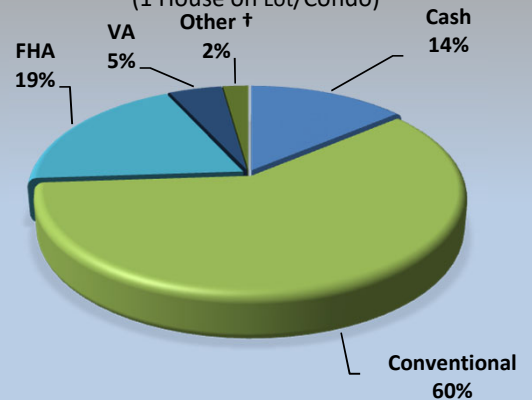
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

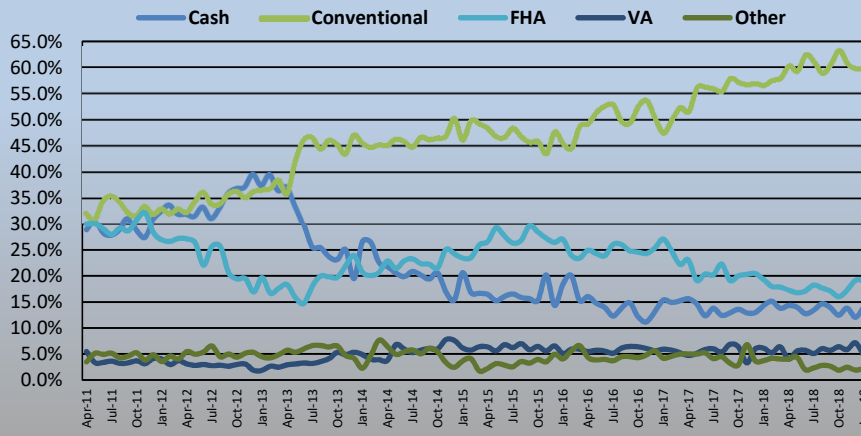
1 House on Lot Total: 894



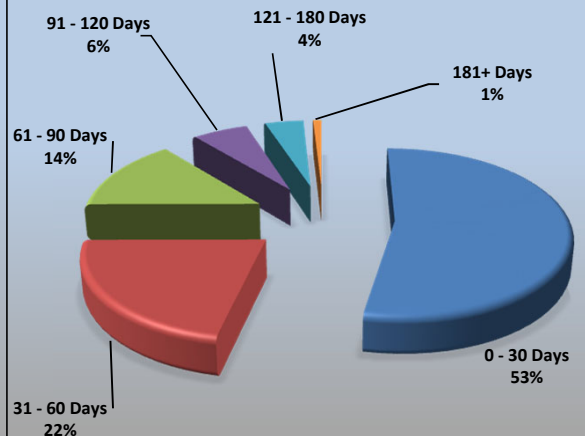
TYPE OF FINANCING (1 House on Lot/Condo)



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	125	14.0%	133	12.0%	0 - 30	476	53.2%	59.3%	71.4%
Conventional	536	60.0%	660	59.8%	31 - 60	194	21.7%	21.6%	16.2%
FHA	171	19.1%	211	19.1%	61 - 90	126	14.1%	10.8%	7.1%
VA	42	4.7%	79	7.2%	91 - 120	53	5.9%	4.9%	2.9%
Other †	20	2.2%	21	1.9%	121 - 180	37	4.1%	2.8%	1.8%
Total	894	100.0%	1,104	100.0%	181+	8	0.9%	0.7%	0.6%
					Total	894	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:	27	25
Average DOM:	40	38
Average Price/Square Foot:	\$231.8	\$235.1

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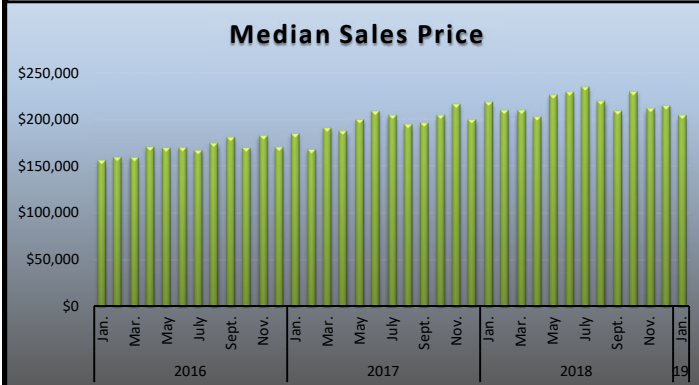
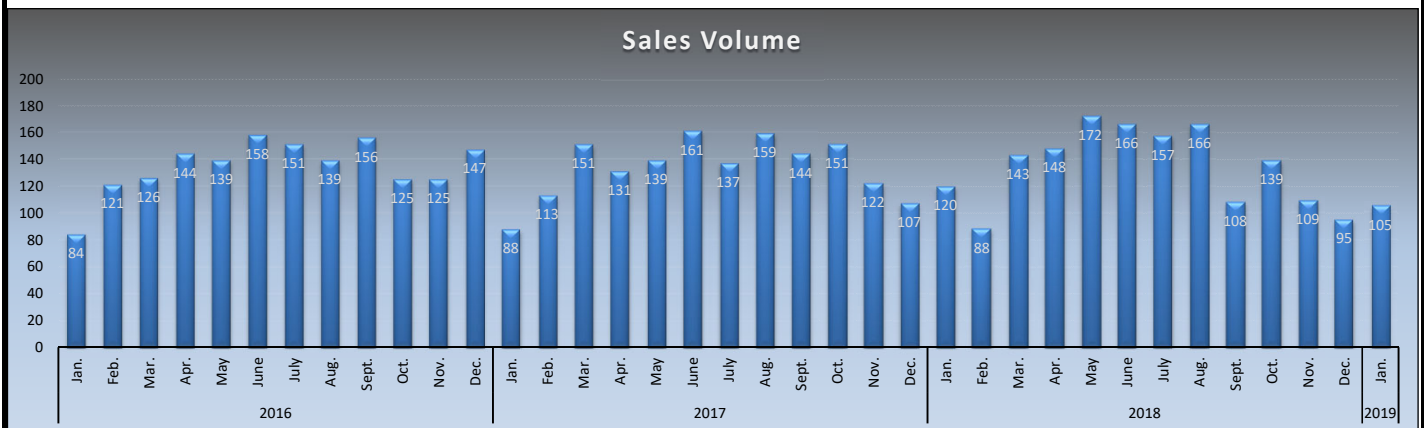
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MLS STATISTICS for January 2019
Data for Sacramento County and the City of West Sacramento



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	161		95	69.5%		157		2.5%
Active Listing Inventory †	184		164	12.2%		110		67.3%
Pending Sales This Month	76		66	15.2%		61		24.6%
Number of REO Sales	1	1.0%	1	100.0%	1.1%	0	0.0%	N/A
Number of Short Sales	1	1.0%	0	100.0%	0.0%	0	0.0%	N/A
Equity Sales	103	98%	94	9.6%	98.9%	120	100.0%	-14.2%
Total Number of Closed Escrows	105	100%	95	10.5%	100%	120	100.0%	-12.5%
Months Inventory	1.8 Months		1.7 Months	5.9%		0.9 Months		100.0%
Dollar Value of Closed Escrows	\$23,757,288		\$26,311,900	-9.7%		\$27,922,529		-14.9%
Median	\$205,000		\$215,000	-4.7%		\$219,000		-6.4%
Mean	\$226,260		\$276,967	-18.3%		\$232,688		-2.8%
Year-to-Date Statistics	01/1/19 to 1/31/19		01/1/19 to 1/31/19			1/1/2018		Change
	SAR monthly data, compiled		MetroList YTD data			1/31/2018		
Number of Closed Escrows	105		105			120		-12.5%
Dollar Value of Closed Escrows	\$23,757,288		\$23,757,288			\$27,922,529		-14.9%
Median	\$205,000		\$205,000			\$219,000		-6.4%
Mean	\$226,260		\$226,260			\$232,688		-2.8%



† 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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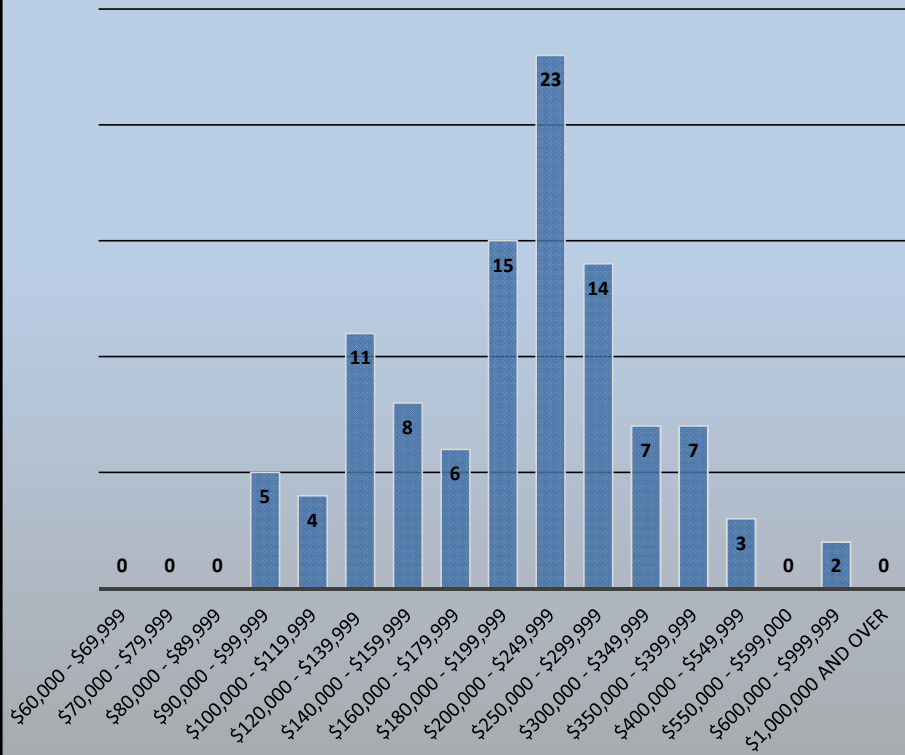
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

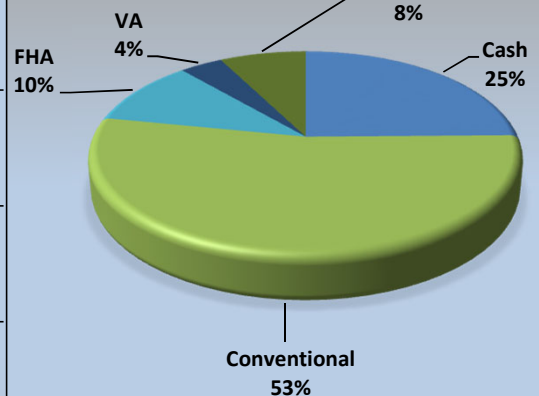
Condos

Total: 105



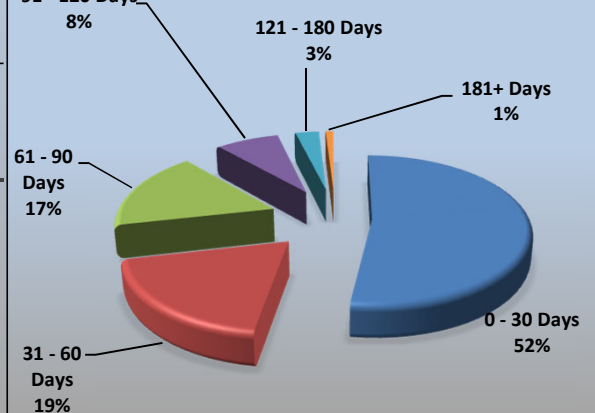
TYPE OF FINANCING

(Condos Only) Other †



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	26	24.8%	29	30.5%	0 - 30	55	52.4%	61.4%	77.1%
Conventional	56	53.3%	51	53.7%	31 - 60	20	19.0%	22.3%	13.0%
FHA	11	10.5%	4	4.2%	61 - 90	18	17.1%	10.0%	6.3%
VA	4	3.8%	4	4.2%	91 - 120	8	7.6%	4.2%	2.4%
Other †	8	7.6%	7	7.4%	121 - 180	3	2.9%	1.3%	0.9%
Total	105	100.0%	95	100.0%	181+	1	1.0%	0.7%	0.4%
					Total	105	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

40

35

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