

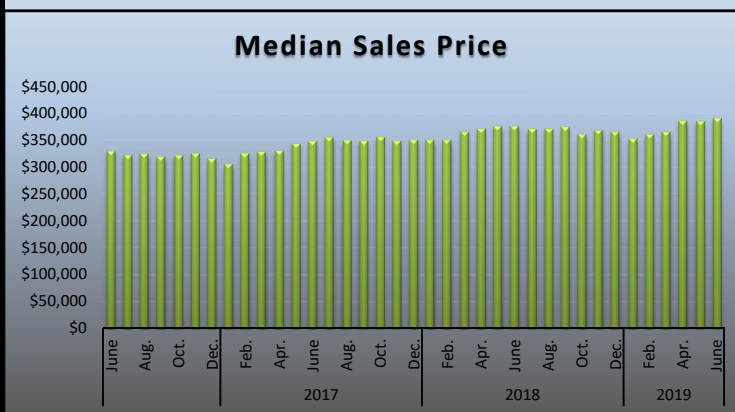
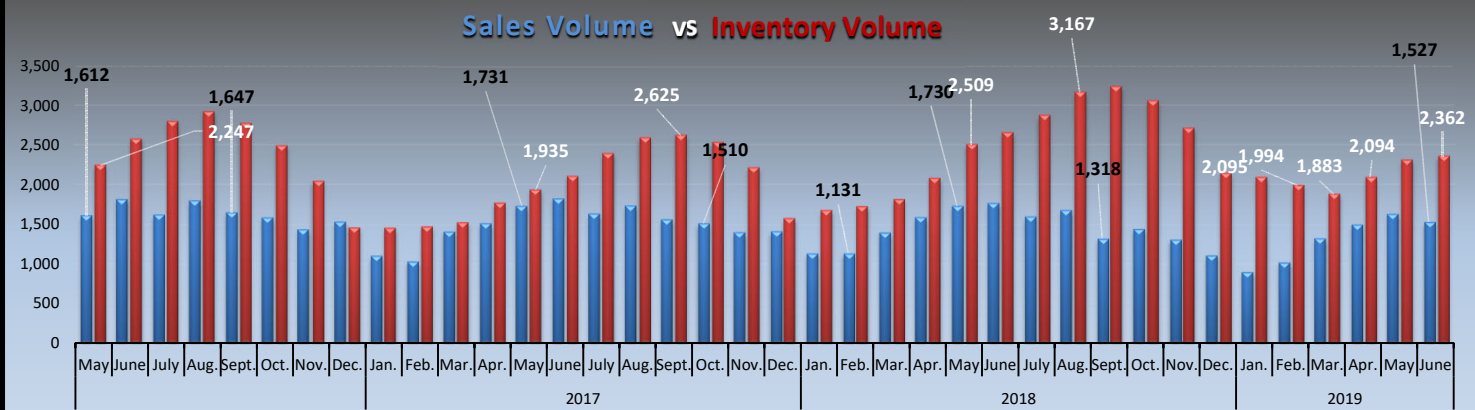
MLS STATISTICS for June 2019

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	2,048		2,361	-13.3%		2,341		-12.5%
Active Listing Inventory †	2,362		2,314	2.1%		2,660		-11.2%
Pending Sales This Month*	2,110		2,052	2.8%		1,208		74.7%
Number of REO Sales	14	0.9%	15	-6.7%	0.9%	18	1.0%	-22.2%
Number of Short Sales	5	0.3%	4	25.0%	0.2%	14	0.8%	-64.3%
Equity Sales	1,508	98.8%	1,611	-6.4%	98.8%	1,735	98.2%	-13.1%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,527	100%	1,630	-6.3%	100%	1,767	100.0%	-13.6%
Months Inventory	1.5 Months		1.4 Months	7.1%		1.5 Months		0.0%
Dollar Value of Closed Escrows	\$647,599,238		\$695,780,460	-6.9%		\$725,167,375		-10.7%
Median	\$390,000		\$384,250	1.5%		\$375,000		4.0%
Mean	\$424,099		\$426,856	-0.6%		\$410,395		3.3%
Year-to-Date Statistics	1/01/19 to 6/30/19		1/01/19 to 6/30/19			1/1/2018		
	SAR monthly data, compiled		MetroList YTD data			6/30/2018		Change
Number of Closed Escrows	7,882		8,000			8,739		-9.8%
Dollar Value of Closed Escrows	\$3,190,302,196		\$3,286,517,572			\$3,492,064,504		-8.6%
Median	\$375,000		\$375,000			\$364,000		3.0%
Mean	\$404,758		\$410,815			\$399,595		1.3%



Sacramento County Statistics
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SAR Members Only

† includes: Active, Contingent - Show, Contingent - No Show 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®.

MLS STATISTICS for June 2019

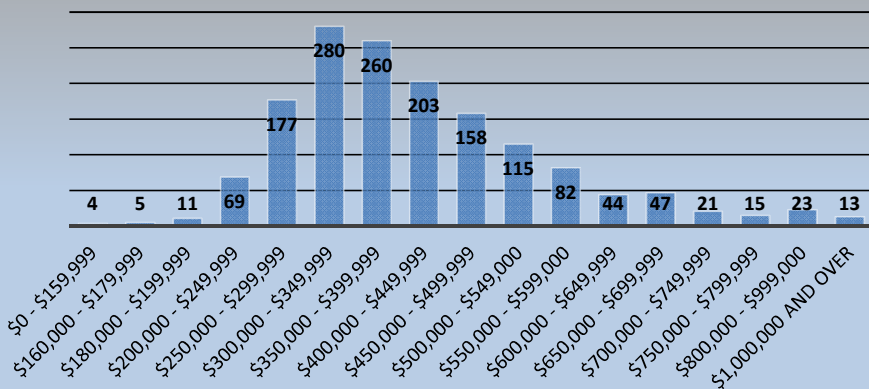
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

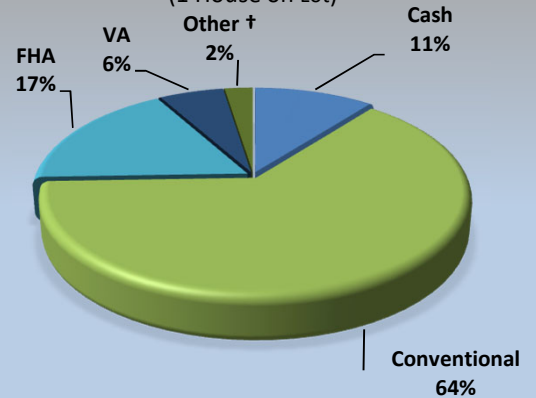
Type of Financing/Days on Market

1 House on Lot

Total: 1,527

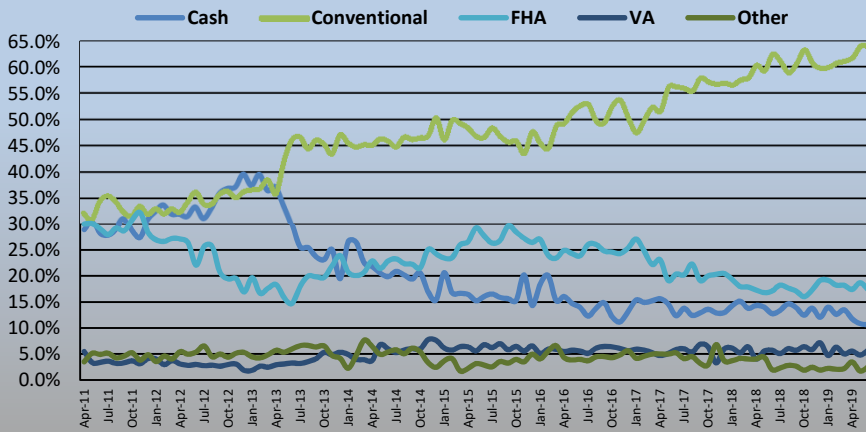


TYPE OF FINANCING (1 House on Lot)

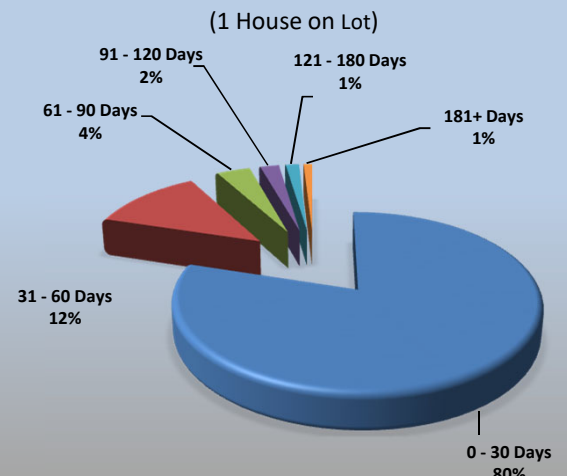


Types of Financing Historical

(% 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	162	10.6%	178	10.9%	0 - 30	1,219	79.8%	73.9%	68.6%
Conventional	975	63.9%	1,042	63.9%	31 - 60	186	12.2%	12.8%	16.8%
FHA	265	17.4%	304	18.7%	61 - 90	55	3.6%	5.9%	7.8%
VA	87	5.7%	78	4.8%	91 - 120	31	2.0%	3.1%	3.5%
Other †	38	2.5%	28	1.7%	121 - 180	22	1.4%	3.0%	2.5%
Total	1,527	100.0%	1,630	100.0%	181+	14	0.9%	1.3%	0.8%
					Total	1,527	100.0%	100.0%	100.0%

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

	Current	Last Month
Median DOM:	10	10
Average DOM:	22	25
Average Price/Square Foot:	\$252.2	\$249.4

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

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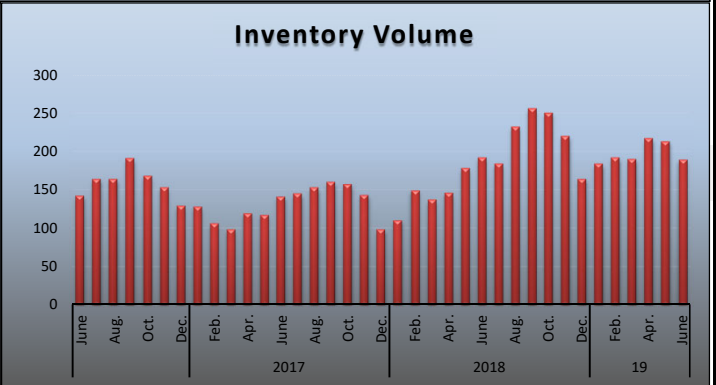
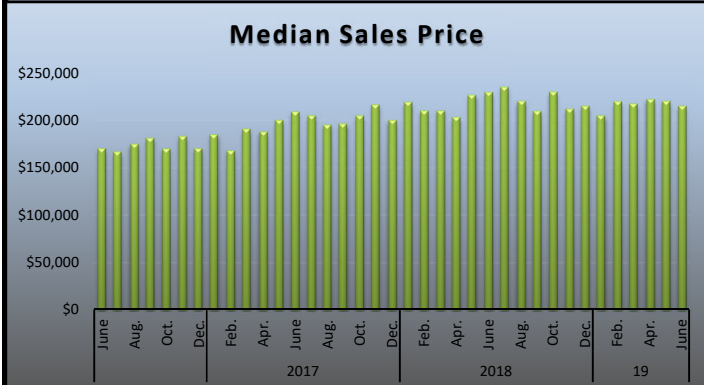
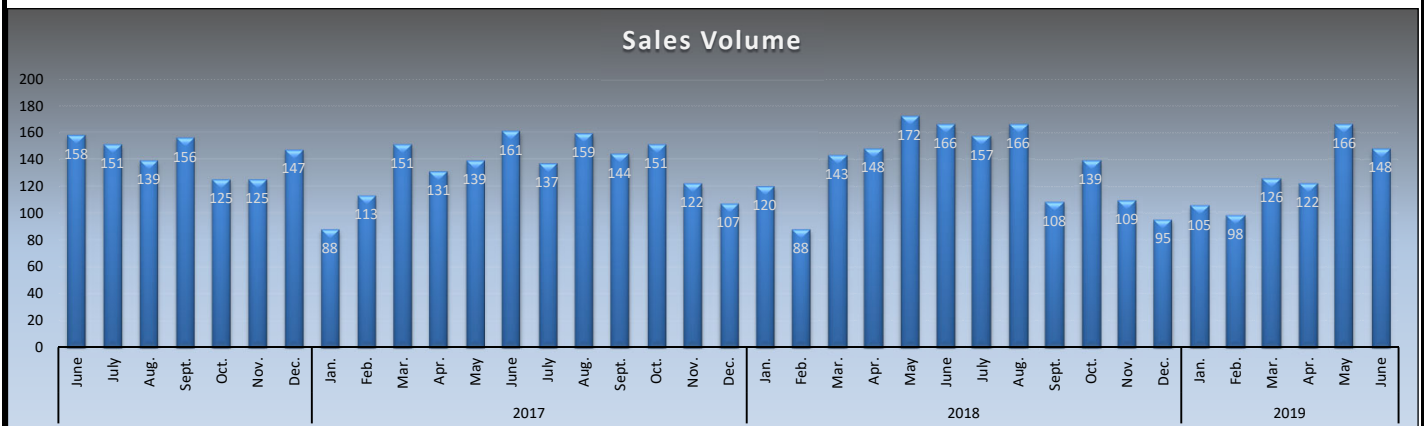
MLS STATISTICS for June 2019

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	168		210	-20.0%		229		-26.6%
Active Listing Inventory †	189		213	-11.3%		192		-1.6%
Pending Sales This Month*	210		195	7.7%		106		98.1%
Number of REO Sales	4	2.7%	3	100.0%	1.8%	0	0.0%	N/A
Number of Short Sales	0	0.0%	0	100.0%	0.0%	2	1.2%	N/A
Equity Sales	144	97%	163	-11.7%	98.2%	164	98.8%	-12.2%
Total Number of Closed Escrows	148	100%	166	-10.8%	100%	166	100.0%	-10.8%
Months Inventory	1.3 Months		1.3 Months	0.0%		1.2 Months		8.3%
Dollar Value of Closed Escrows	\$34,603,874		\$29,884,023	15.8%		\$40,186,680		-13.9%
Median	\$215,000		\$221,950	-3.1%		\$229,500		-6.3%
Mean	\$233,810		\$244,951	-4.5%		\$242,088		-3.4%
Year-to-Date Statistics	01/1/19 to 6/30/19		01/1/19 to 6/30/19			1/1/2018		Change
	SAR monthly data, compiled		MetroList YTD data			6/30/2018		
Number of Closed Escrows	766		786			837		-8.5%
Dollar Value of Closed Escrows	\$183,614,643		\$188,390,143			\$198,488,604		-7.5%
Median	\$220,000		\$220,000			\$217,000		1.4%
Mean	\$241,039		\$239,682			\$237,143		1.6%



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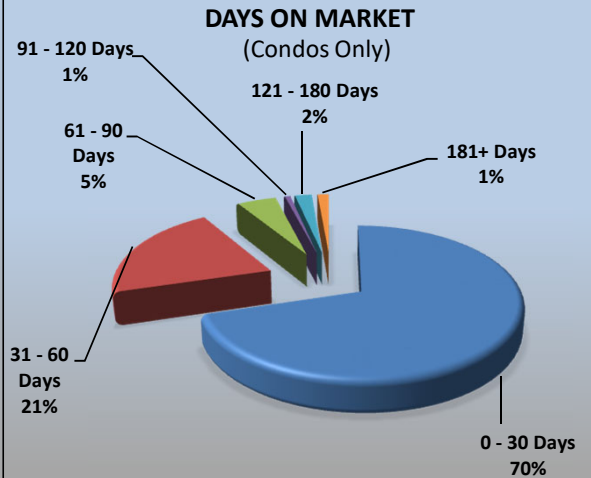
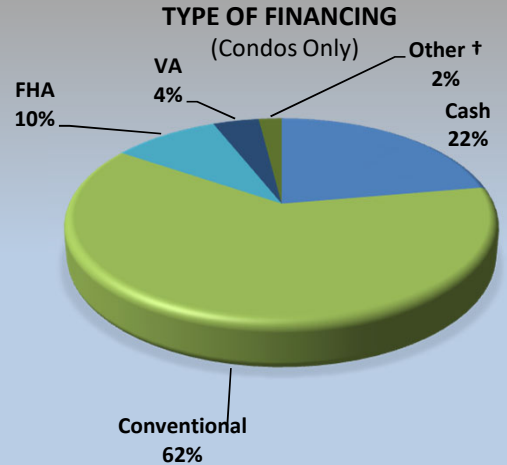
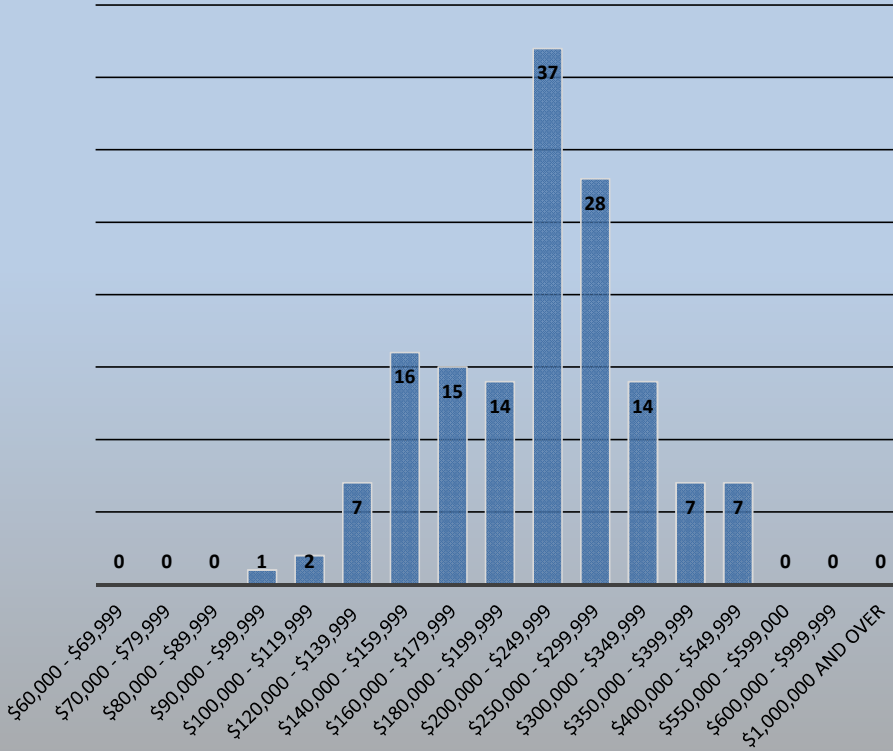
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 148



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	33	22.3%	32	19.3%	0 - 30	104	70.3%	74.7%	70.8%
Conventional	92	62.2%	114	68.7%	31 - 60	31	20.9%	14.2%	17.0%
FHA	14	9.5%	8	4.8%	61 - 90	7	4.7%	5.9%	7.4%
VA	6	4.1%	8	4.8%	91 - 120	1	0.7%	1.8%	2.5%
Other †	3	2.0%	4	2.4%	121 - 180	3	2.0%	2.1%	1.4%
Total	148	100.0%	166	100.0%	181+	2	1.4%	1.2%	0.8%
					Total	148	100.0%	100.0%	100.0%

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

Average DOM: **Current** **Last Month**
27 **25**

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