

# MLS STATISTICS for March 2019

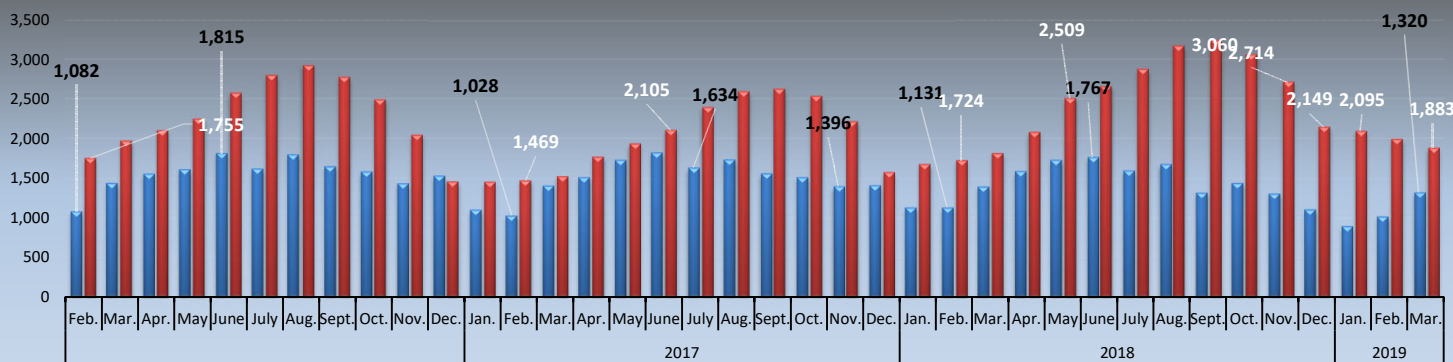
Data for Sacramento County and the City of West Sacramento



## 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    | 1,815                      |                  | 1,448              | 25.3%  |                  | 2,077           |                  | -12.6% |
| Active Listing Inventory †       | 1,883                      |                  | 1,994              | -5.6%  |                  | 1,817           |                  | 3.6%   |
| Pending Sales This Month         | 1,339                      |                  | 893                | 49.9%  |                  | 1,204           |                  | 11.2%  |
| Number of REO Sales              | 24                         | 1.8%             | 23                 | 4.3%   | 2.3%             | 23              | 1.6%             | 4.3%   |
| Number of Short Sales            | 4                          | 0.3%             | 7                  | -42.9% | 0.7%             | 13              | 0.9%             | -69.2% |
| Equity Sales**                   | 1,292                      | 97.9%            | 985                | 31.2%  | 97.0%            | 1,358           | 97.3%            | -4.9%  |
| Other (non-REO/-Short Sale/-Equ) | 0                          | 0.0%             | 0                  | 0%     | 0.0%             | 1               | 0.1%             | N/A    |
| Total Number of Closed Escrows   | 1,320                      | 100%             | 1,015              | 30.0%  | 100%             | 1,395           | 100.0%           | -5.4%  |
| Months Inventory                 | 1.4 Months                 |                  | 2 Months           | -30.0% |                  | 1.3 Months      |                  | 7.7%   |
| Dollar Value of Closed Escrows   | \$534,509,729              |                  | \$395,535,509      | 35.1%  |                  | \$554,128,708   |                  | -3.5%  |
| Median                           | \$365,000                  |                  | \$360,000          | 1.4%   |                  | \$365,000       |                  | 0.0%   |
| Mean                             | \$404,932                  |                  | \$389,690          | 3.9%   |                  | \$397,225       |                  | 1.9%   |
| Year-to-Date Statistics          | 1/01/19 to 3/31/19         |                  | 1/01/19 to 3/31/19 |        |                  | 1/1/2018        |                  |        |
|                                  | SAR monthly data, compiled |                  | MetroList YTD data |        |                  | 3/31/2018       |                  | Change |
| Number of Closed Escrows         | 3,229                      |                  | 3,263              |        |                  | 3,655           |                  | -11.7% |
| Dollar Value of Closed Escrows   | \$1,224,359,953            |                  | \$1,287,437,527    |        |                  | \$1,407,792,751 |                  | -13.0% |
| Median                           | \$360,000                  |                  | \$360,000          |        |                  | \$350,000       |                  | 2.9%   |
| Mean                             | \$379,176                  |                  | \$394,556          |        |                  | \$385,169       |                  | -1.6%  |

### Sales Volume vs Inventory Volume



### Median Sales Price



Sacramento County Statistics  
brought to you by:

**Your Real Estate Office**

Would you like to see your contact info here?  
Contact [tony@sacrealtor.org](mailto: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® | 2019 SAR

# MLS STATISTICS for March 2019

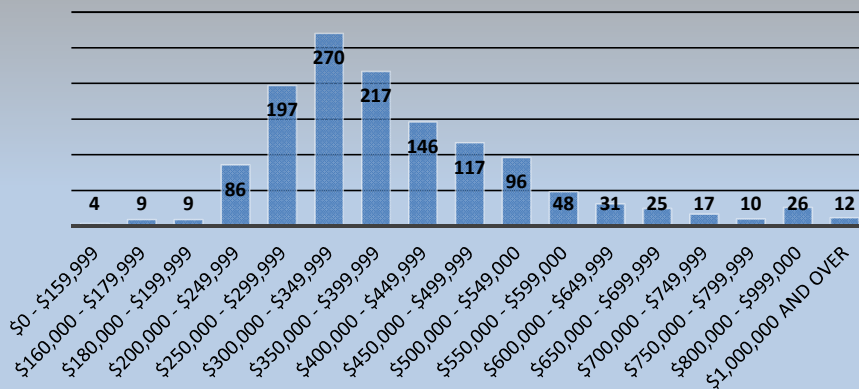
## Data for Sacramento County and the City of West Sacramento

### BREAKDOWN OF SALES BY PRICE

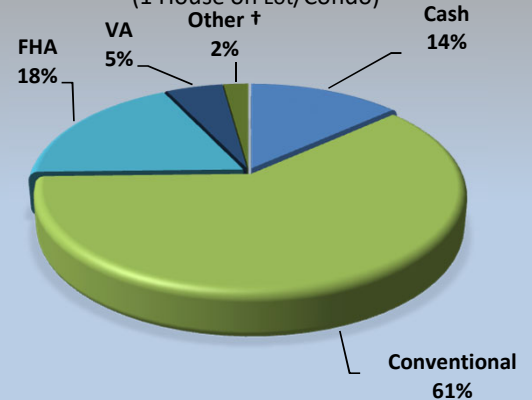
### Type of Financing/Days on Market

#### 1 House on Lot

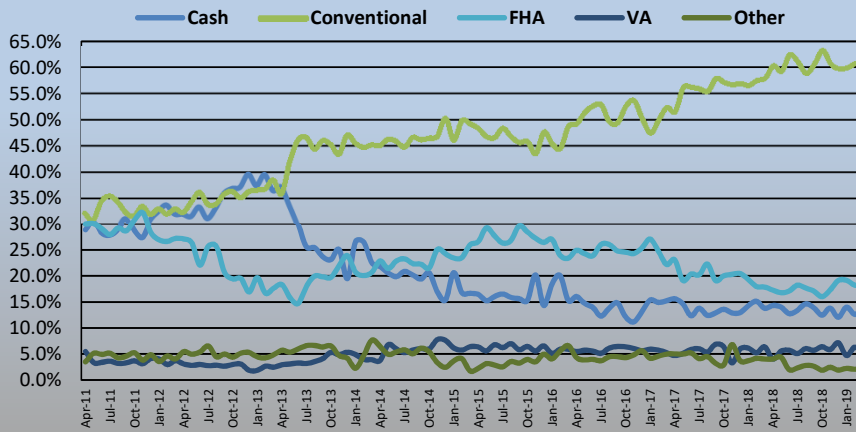
Total: 1,320



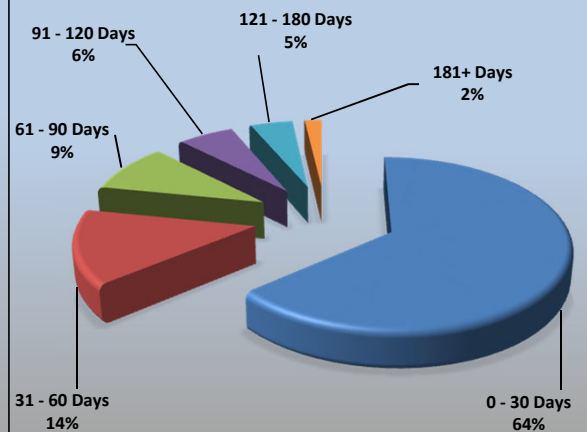
#### TYPE OF FINANCING (1 House on Lot/Condo)



#### Types of Financing Historical (% of Sales)



#### DAYS ON MARKET (1 House on Lot/Condo)



| Type of Financing<br>(Single Family Home only)<br>Financing Method | Current Month |               | Previous Month |               | LENGTH OF TIME ON MARKET        |              |               |               |                |
|--|---------------|---------------|----------------|---------------|---------------------------------|--------------|---------------|---------------|----------------|
|  | # of Units    | % of Total    | # of Units     | % of Total    | (SFR & Condo)<br>Days on Market | # of Units   | % of Total    |               |                |
|  |               |               |                |               |                                 |              | Current Month | Last 4 Months | Last 12 Months |
| Cash   | 178           | 13.5%         | 128            | 12.6%         | 0 - 30                          | 843          | 63.9%         | 57.4%         | 69.8%          |
| Conventional   | 807           | 61.1%         | 617            | 60.8%         | 31 - 60                         | 189          | 14.3%         | 18.6%         | 16.5%          |
| FHA  | 240           | 18.2%         | 185            | 18.2%         | 61 - 90                         | 125          | 9.5%          | 12.5%         | 7.7%           |
| VA   | 66            | 5.0%          | 64             | 6.3%          | 91 - 120                        | 79           | 6.0%          | 6.1%          | 3.3%           |
| Other †  | 29            | 2.2%          | 21             | 2.1%          | 121 - 180                       | 60           | 4.5%          | 4.3%          | 2.1%           |
| <b>Total</b>   | <b>1,320</b>  | <b>100.0%</b> | <b>1,015</b>   | <b>100.0%</b> | 181+                            | 24           | 1.8%          | 1.1%          | 0.7%           |
|  |               |               |                |               | <b>Total</b>                    | <b>1,320</b> | <b>100.0%</b> | <b>100.0%</b> | <b>100.0%</b>  |

\* half-plex, 2-on-1, mobile home

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

|                                   | Current        | Last Month     |
|-----------------------------------|----------------|----------------|
| <b>Median DOM:</b>                | <b>18</b>      | <b>27</b>      |
| <b>Average DOM:</b>               | <b>37</b>      | <b>43</b>      |
| <b>Average Price/Square Foot:</b> | <b>\$240.5</b> | <b>\$234.6</b> |

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit [www.sacrealtor.org/public-affairs/statistics.html](http://www.sacrealtor.org/public-affairs/statistics.html).

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

Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | [www.sacrealtor.org](http://www.sacrealtor.org) | 916.437.1205

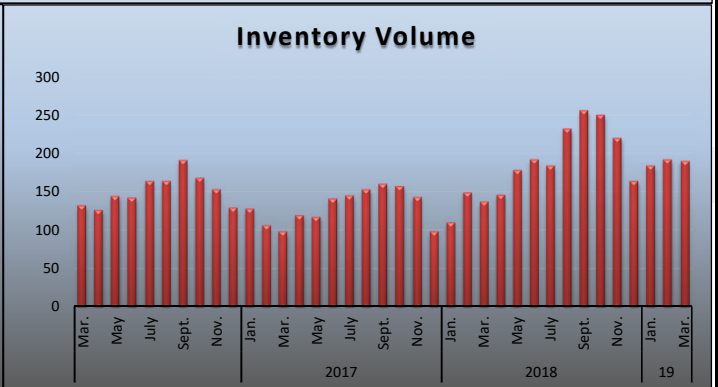
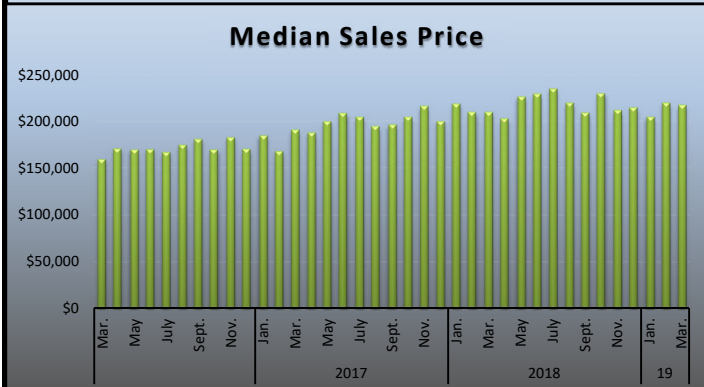
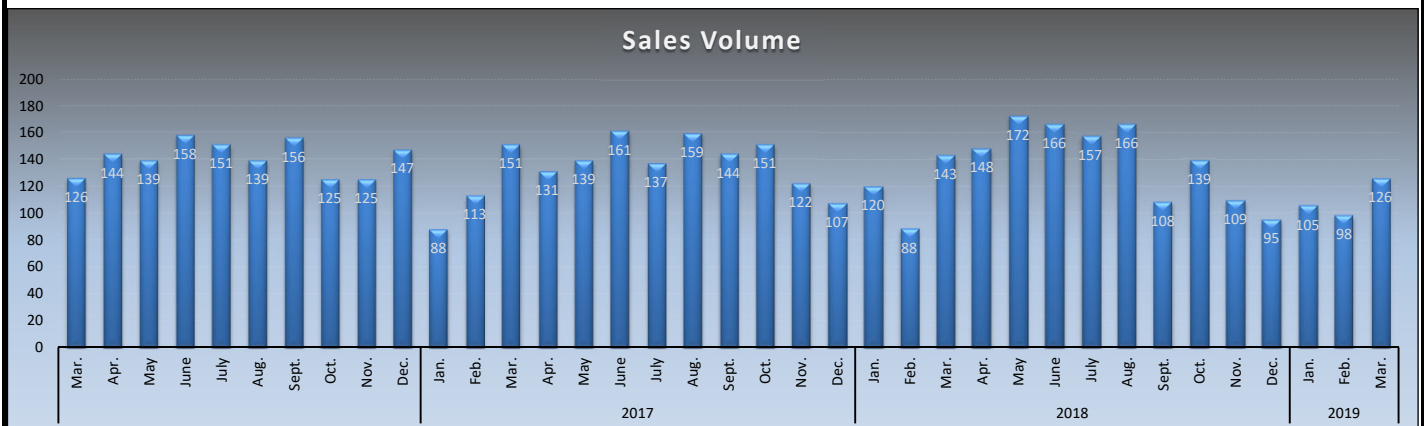
# MLS STATISTICS for March 2019

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  | 166                        |                  | 141                       | 17.7%  |                  | 177             |                  | -6.2%         |
| Active Listing Inventory †     | 190                        |                  | 192                       | -1.0%  |                  | 137             |                  | 38.7%         |
| Pending Sales This Month       | 103                        |                  | 83                        | 24.1%  |                  | 89              |                  | 15.7%         |
| Number of REO Sales            | 0                          | 0.0%             | 1                         | 100.0% | 1.0%             | 1               | 0.7%             | N/A           |
| Number of Short Sales          | 0                          | 0.0%             | 0                         | 100.0% | 0.0%             | 1               | 0.7%             | N/A           |
| Equity Sales                   | 126                        | 100%             | 98                        | 28.6%  | 99.0%            | 141             | 98.6%            | -10.6%        |
| Total Number of Closed Escrows | 126                        | 100%             | 99                        | 27.3%  | 100%             | 143             | 100.0%           | -11.9%        |
| Months Inventory               | 1.5 Months                 |                  | 1.9 Months                | -21.1% |                  | 1 Months        |                  | 50.0%         |
| Dollar Value of Closed Escrows | \$30,110,394               |                  | \$23,057,417              | 30.6%  |                  | \$31,945,871    |                  | -5.7%         |
| Median                         | \$217,500                  |                  | \$219,900                 | -1.1%  |                  | \$210,000       |                  | 3.6%          |
| Mean                           | \$238,971                  |                  | \$232,903                 | 2.6%   |                  | \$223,398       |                  | 7.0%          |
| <b>Year-to-Date Statistics</b> | <b>01/1/19 to 3/31/19</b>  |                  | <b>01/1/19 to 3/31/19</b> |        |                  | <b>1/1/2018</b> |                  | <b>Change</b> |
|                                | SAR monthly data, compiled |                  | MetroList YTD data        |        |                  | 3/31/2018       |                  |               |
| Number of Closed Escrows       | 330                        |                  | 337                       |        |                  | 351             |                  | -6.0%         |
| Dollar Value of Closed Escrows | \$76,925,099               |                  | \$78,259,599              |        |                  | \$79,515,939    |                  | -3.3%         |
| Median                         | \$210,000                  |                  | \$212,000                 |        |                  | \$215,000       |                  | -2.3%         |
| Mean                           | \$229,328                  |                  | \$232,224                 |        |                  | \$226,541       |                  | 1.2%          |



† 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

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit [www.sacrealtor.org/publicaffairs/statistics](http://www.sacrealtor.org/publicaffairs/statistics)

Based on Multiple Listing Service data from MetroList © 2019 SAR

Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | [www.sacrealtor.org](http://www.sacrealtor.org) | 916.437.1205

# MLS STATISTICS for March 2019

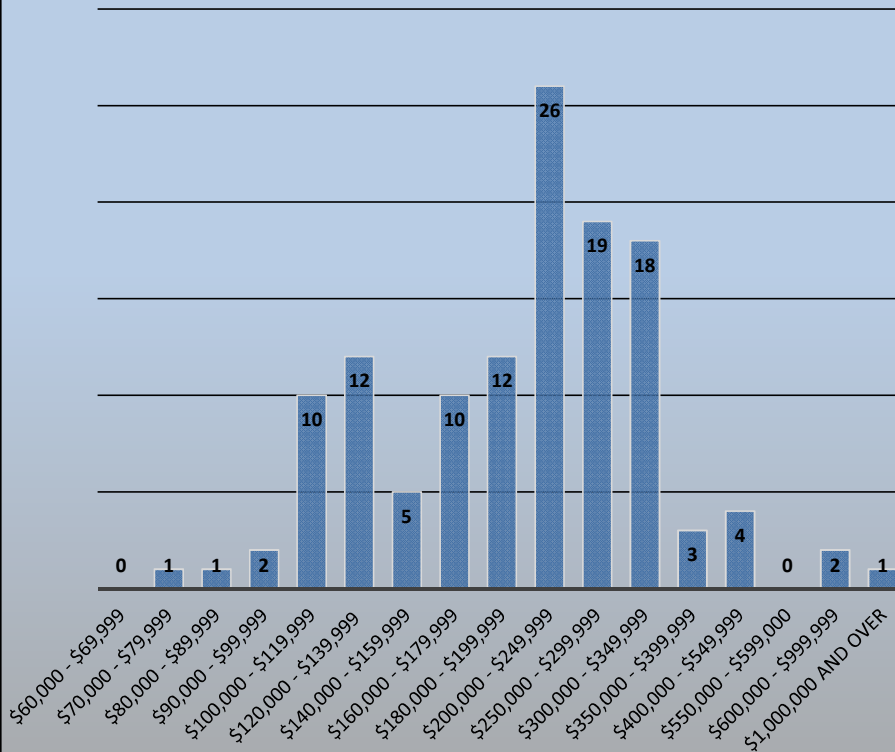
## Data for Sacramento County and the City of West Sacramento

### BREAKDOWN OF SALES BY PRICE

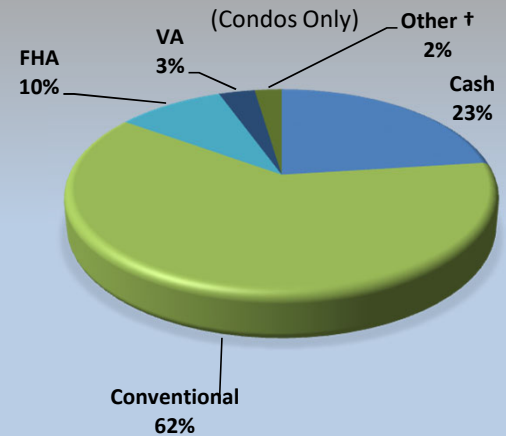
### Type of Financing/Days on Market

## Condos

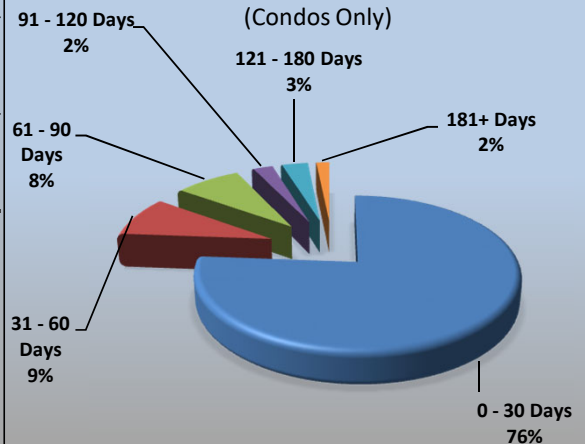
Total: 126



#### TYPE OF FINANCING (Condos Only)



#### 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                          | 29            | 23.0%         | 25             | 25.3%         | 0 - 30                       | 96         | 76.2%         | 63.8%         | 75.2%          |
| Conventional                  | 78            | 61.9%         | 62             | 62.6%         | 31 - 60                      | 11         | 8.7%          | 16.7%         | 13.8%          |
| FHA                           | 12            | 9.5%          | 10             | 10.1%         | 61 - 90                      | 10         | 7.9%          | 10.4%         | 6.8%           |
| VA                            | 4             | 3.2%          | 2              | 2.0%          | 91 - 120                     | 3          | 2.4%          | 4.7%          | 2.5%           |
| Other †                       | 3             | 2.4%          | 0              | 0.0%          | 121 - 180                    | 4          | 3.2%          | 3.3%          | 1.2%           |
| <b>Total</b>                  | <b>126</b>    | <b>100.0%</b> | <b>99</b>      | <b>100.0%</b> | <b>181+</b>                  | <b>2</b>   | <b>1.6%</b>   | <b>1.2%</b>   | <b>0.6%</b>    |
|                               |               |               |                |               | <b>Total</b>                 | <b>126</b> | <b>100.0%</b> | <b>100.0%</b> | <b>100.0%</b>  |

\* half-plex, 2-on-1, mobile home

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

**Average DOM:**

Current **28**  
Last Month **36**

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit [www.sacrealtor.org/publicaffairs/statistics](http://www.sacrealtor.org/publicaffairs/statistics)

Based on Multiple Listing Service data from MetroList© 2019 SAR

Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | [www.sacrealtor.org](http://www.sacrealtor.org) | 916.437.1205