

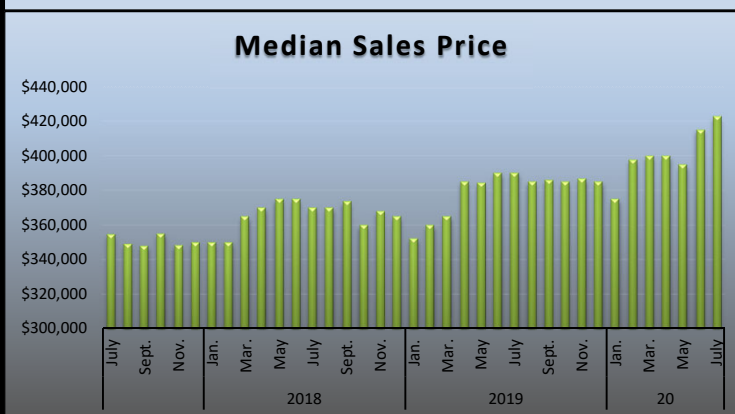
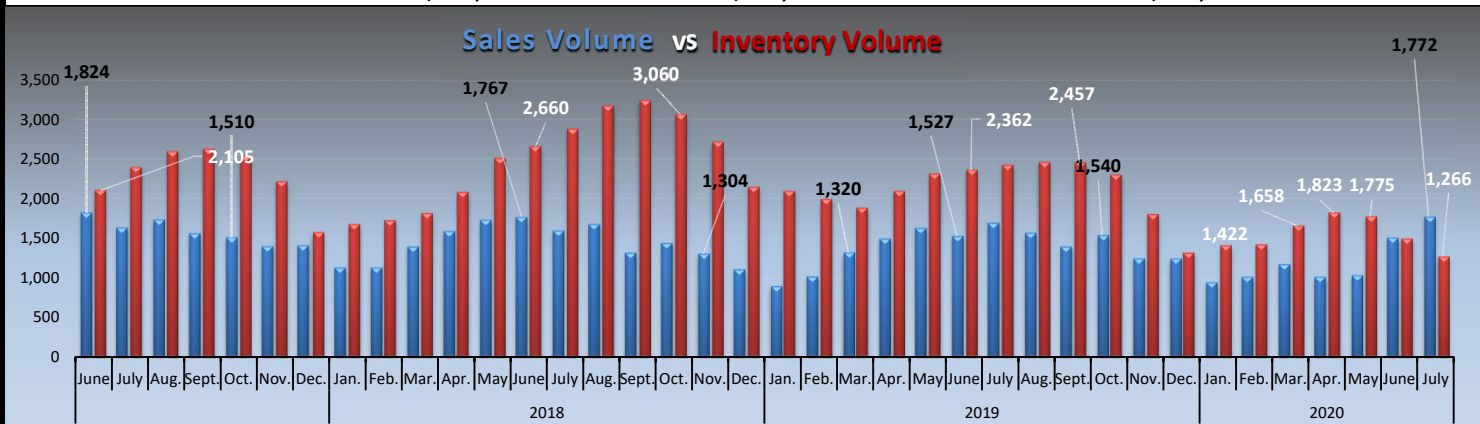
MLS STATISTICS for July 2020

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	1,873		1,776	5.5%		2,138		-12.4%
Active Listing Inventory †	1,266		1,495	-15.3%		2,425		-47.8%
Pending Sales This Month*	2,325		2,253	3.2%		2,030		14.5%
Number of REO Sales	12	0.7%	11	9%	0.7%	18	1.1%	-33.3%
Number of Short Sales	5	0.3%	4	25%	0.3%	8	0.5%	-37.5%
Equity Sales	1,755	99.0%	1,491	17.7%	99.0%	1,667	98.5%	5.3%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,772	100%	1,506	17.7%	100%	1,693	100.0%	4.7%
Months Inventory	0.7 Months		1 Months	-30.0%		1.4 Months		-50.0%
Dollar Value of Closed Escrows	\$830,340,176		\$681,602,835	21.8%		\$738,531,935		12.4%
Median	\$422,745		\$415,000	1.9%		\$390,000		8.4%
Mean	\$468,589		\$452,592	3.5%		\$436,227		7.4%
Year-to-Date Statistics	1/01/20 to 7/31/20		1/01/20 to 7/31/20			1/1/2019		
	SAR monthly data, compiled		MetroList YTD data			7/31/2019		Change
Number of Closed Escrows	8,451		8,631			9,575		-11.7%
Dollar Value of Closed Escrows	\$3,728,215,751		\$3,800,822,471			\$3,928,834,131		-5.1%
Median	\$402,000		\$402,000			\$375,000		7.2%
Mean	\$441,156.76		\$440,369			\$410,322		7.5%



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®.

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MLS STATISTICS for July 2020

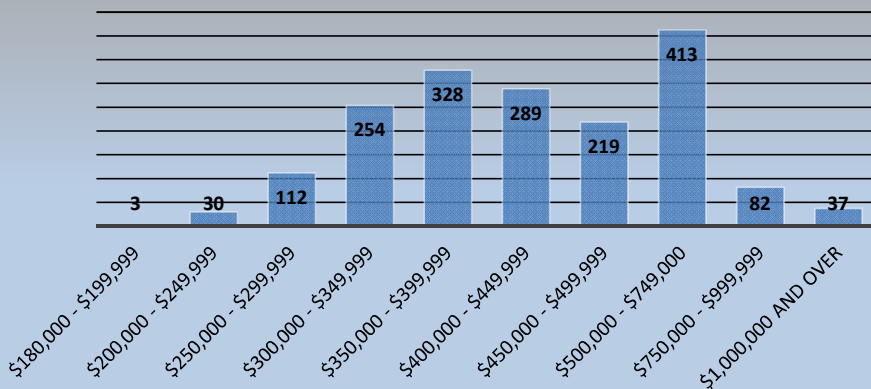
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BREAKDOWN OF SALES BY PRICE

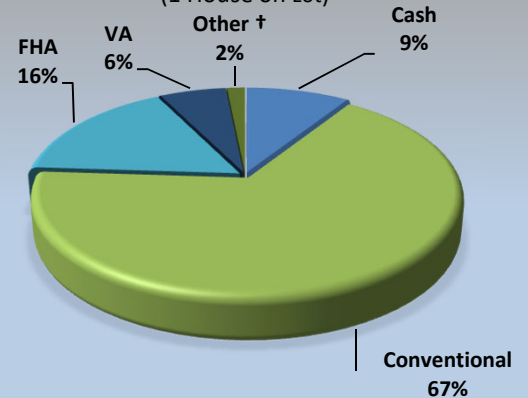
Type of Financing/Days on Market

1 House on Lot

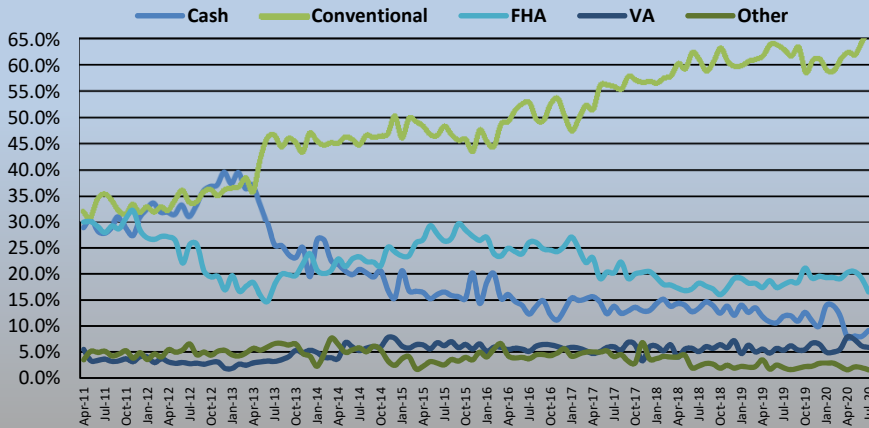
Total: 1,772



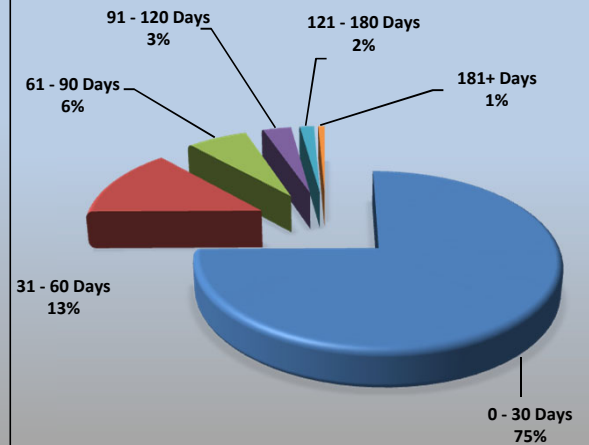
TYPE OF FINANCING (1 House on Lot)



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	(Single Family Only) Days on Market	# of Units	% of Total		
							Current Month	Last 4 Months	Last 12 Months
Cash	162	9.1%	120	8.0%	0 - 30	1,326	74.8%	78.6%	73.6%
Conventional	1,185	66.9%	974	64.7%	31 - 60	239	13.5%	12.6%	14.6%
FHA	293	16.5%	289	19.2%	61 - 90	114	6.4%	4.9%	6.2%
VA	104	5.9%	93	6.2%	91 - 120	54	3.0%	2.2%	3.0%
Other †	28	1.6%	30	2.0%	121 - 180	27	1.5%	1.2%	1.9%
Total	1,772	100.0%	1,506	100.0%	181+	12	0.7%	0.5%	0.8%
					Total	1,772	100.0%	100.0%	100.0%

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

Median DOM:	9	9
Average DOM:	25	19
Average Price/Square Foot:	\$258.0	\$261.0

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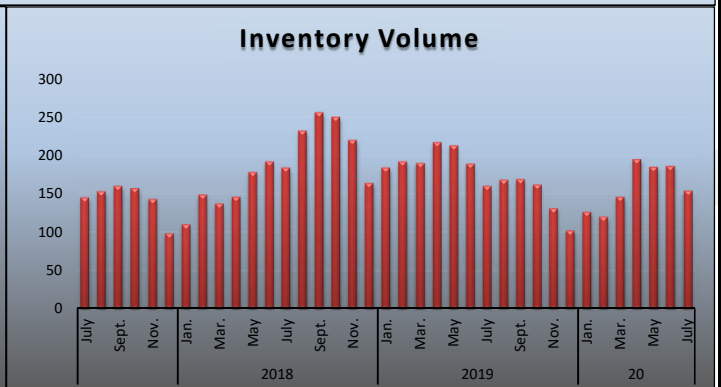
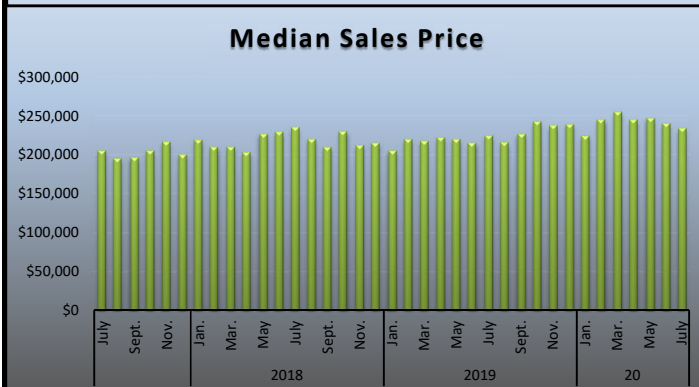
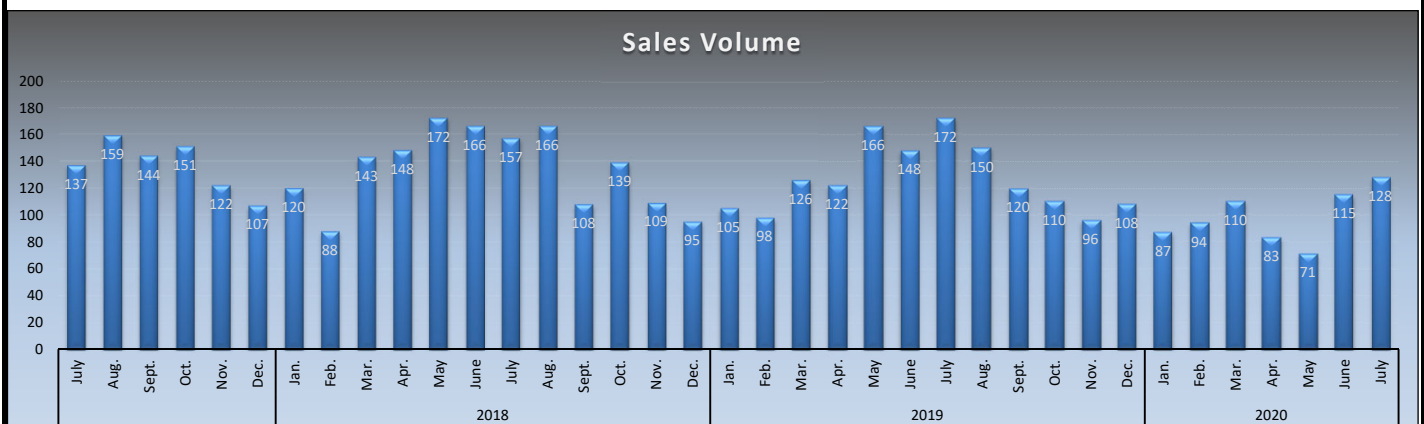
MLS STATISTICS for July 2020

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	175		161	8.7%		150		16.7%
Active Listing Inventory †	154		186	-17.2%		160		-3.8%
Pending Sales This Month*	210		154	36.4%		175		20.0%
Number of REO Sales	0	0.0%	0	100.0%	0.0%	0	0.0%	N/A
Number of Short Sales	0	0.0%	0	100.0%	0.0%	0	0.0%	N/A
Equity Sales	128	100%	115	11.3%	100.0%	172	100.0%	-25.6%
Total Number of Closed Escrows	128	100%	115	11.3%	100%	172	100.0%	-25.6%
Months Inventory	1.2 Months		1.6 Months	-25.0%		0.9 Months		33.3%
Dollar Value of Closed Escrows	\$33,734,614		\$29,635,580	13.8%		\$42,472,699		-20.6%
Median	\$234,000		\$240,000	-2.5%		\$224,250		4.3%
Mean	\$263,552		\$257,701	2.3%		\$246,934		6.7%
Year-to-Date Statistics	1/1/20 to 7/31/20		1/1/20 to 7/31/20			1/1/2019		Change
	SAR monthly data, compiled		MetroList YTD data			7/31/2019		
Number of Closed Escrows	691		697			938		-26.3%
Dollar Value of Closed Escrows	\$179,994,376		\$182,171,366			\$226,087,342		-20.4%
Median	\$240,550		\$240,550			\$220,000		9.3%
Mean	\$260,484		\$261,365			\$241,031		8.1%



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

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MLS STATISTICS for July 2020

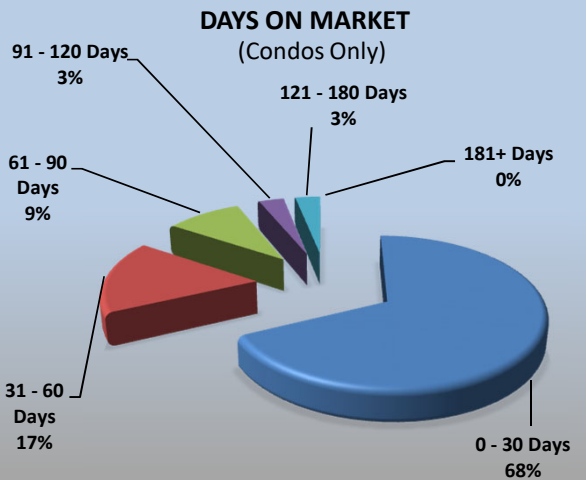
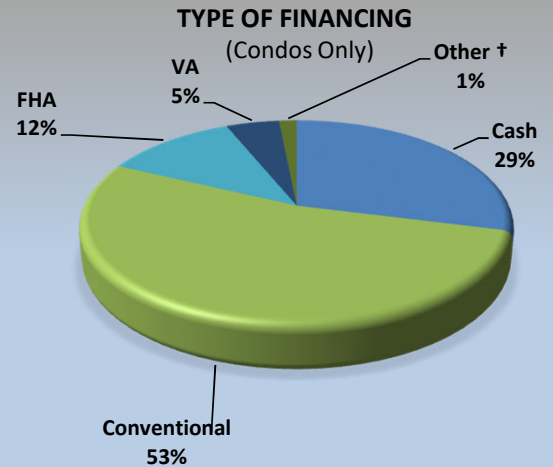
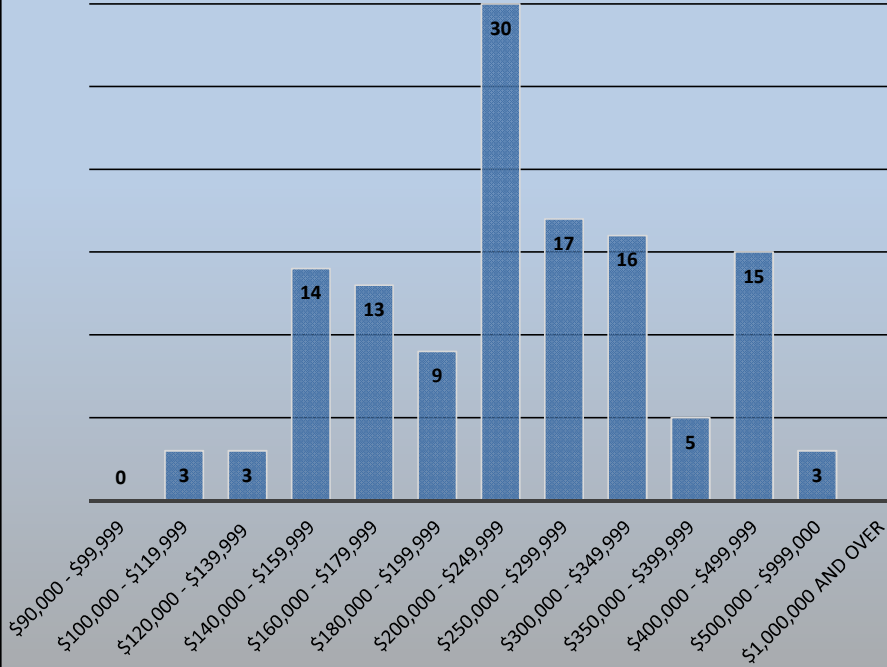
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 128



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	37	28.9%	33	28.7%	0 - 30	87	68.0%	75.3%	71.7%
Conventional	68	53.1%	57	49.6%	31 - 60	21	16.4%	15.4%	15.4%
FHA	15	11.7%	17	14.8%	61 - 90	12	9.4%	6.0%	6.8%
VA	6	4.7%	6	5.2%	91 - 120	4	3.1%	2.0%	3.1%
Other †	2	1.6%	2	1.7%	121 - 180	4	3.1%	1.3%	2.1%
Total	128	100.0%	115	100.0%	181+	0	0.0%	0.0%	0.9%
					Total	128	100.0%	100.0%	100.0%

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

Current Last Month

Average DOM: 29 25

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