

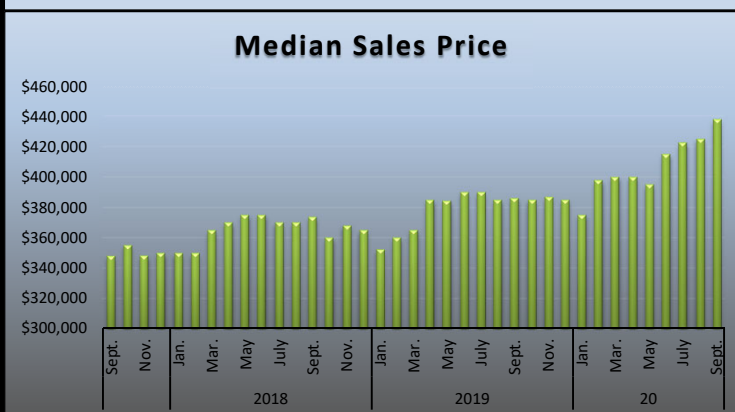
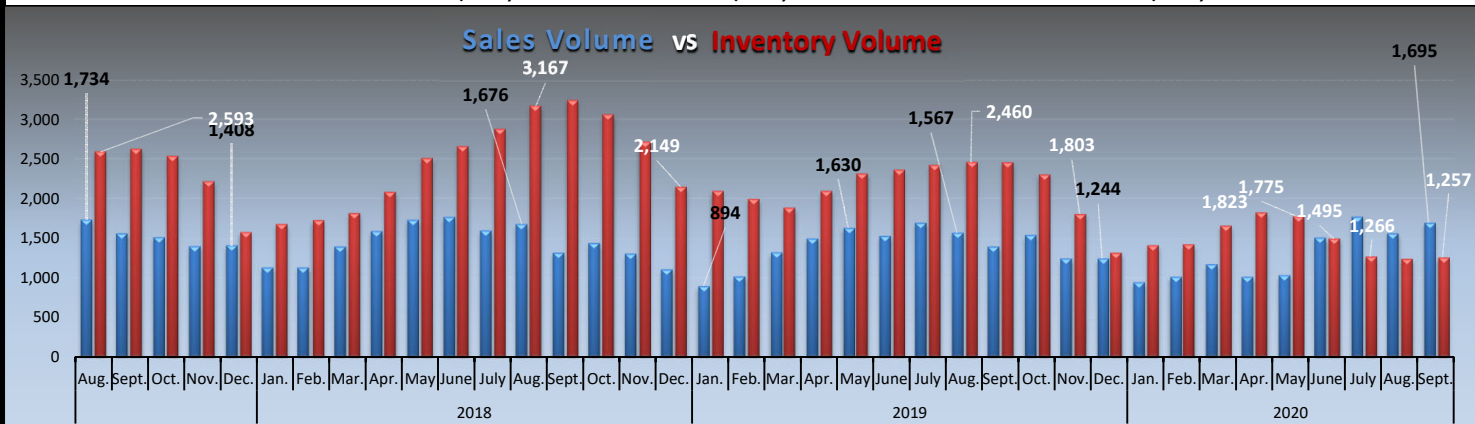
MLS STATISTICS for September 2020

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	1,875		1,886	-0.6%		1,813		3.4%
Active Listing Inventory †	1,257		1,238	1.5%		2,457		-48.8%
Pending Sales This Month*	2,252		2,343	-3.9%		1,892		19.0%
Number of REO Sales	11	0.6%	12	-8%	0.8%	10	0.7%	10.0%
Number of Short Sales	3	0.2%	2	50%	0.1%	3	0.2%	0.0%
Equity Sales	1,681	99.2%	1,546	8.7%	99.1%	1,380	99.1%	21.8%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,695	100%	1,560	8.7%	100%	1,393	100.0%	21.7%
Months Inventory	0.7 Months		0.8 Months	-12.5%		1.8 Months		-61.1%
Dollar Value of Closed Escrows	\$819,901,009		\$742,360,144	10.4%		\$598,359,142		37.0%
Median	\$438,000		\$425,000	3.1%		\$386,000		13.5%
Mean	\$483,717		\$475,872	1.6%		\$429,547		12.6%
Year-to-Date Statistics	1/01/20 to 9/30/20		1/01/20 to 9/30/20			1/1/2019		
	SAR monthly data, compiled		MetroList YTD data			9/30/2019		Change
Number of Closed Escrows	11,706		11,941			12,535		-6.6%
Dollar Value of Closed Escrows	\$5,290,476,904		\$5,388,240,915			\$5,186,303,311		2.0%
Median	\$410,000		\$410,000			\$379,900		7.9%
Mean	\$451,946		\$451,239			\$413,746		9.2%



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®.

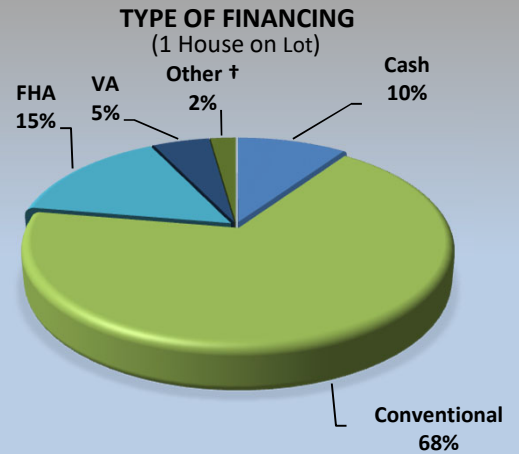
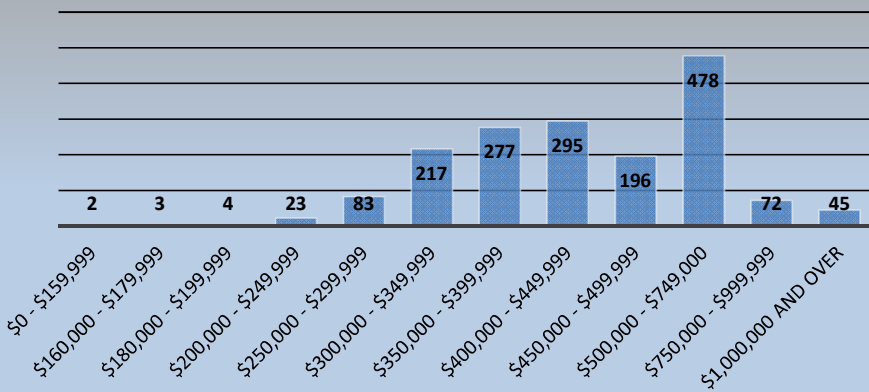
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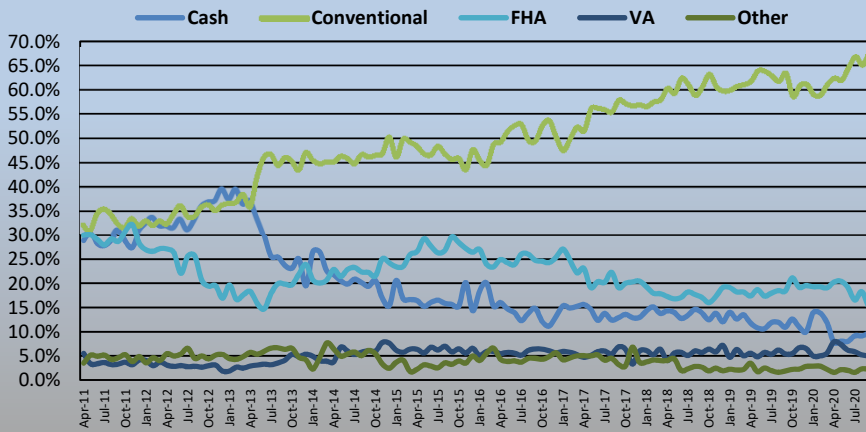
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

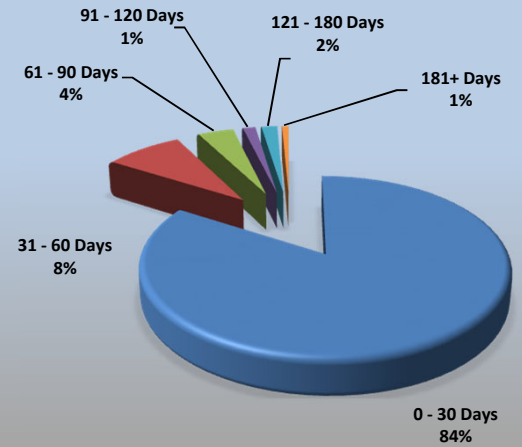
1 House on Lot Total: 1,695



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	% of Total				
					(Single Family Only) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	164	9.7%	142	9.1%	0 - 30	1,424	84.0%	78.8%	75.2%
Conventional	1,152	68.0%	1,016	65.1%	31 - 60	142	8.4%	11.6%	13.3%
FHA	256	15.1%	285	18.3%	61 - 90	65	3.8%	5.1%	5.8%
VA	85	5.0%	81	5.2%	91 - 120	23	1.4%	2.3%	2.9%
Other †	38	2.2%	36	2.3%	121 - 180	29	1.7%	1.5%	2.0%
Total	1,695	100.0%	1,560	100.0%	181+	12	0.7%	0.8%	0.7%
					Total	1,695	100.0%	100.0%	100.0%

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

	Current	Last Month
Median DOM:	6	7
Average DOM:	18	21
Average Price/Square Foot:	\$278.4	\$273.8

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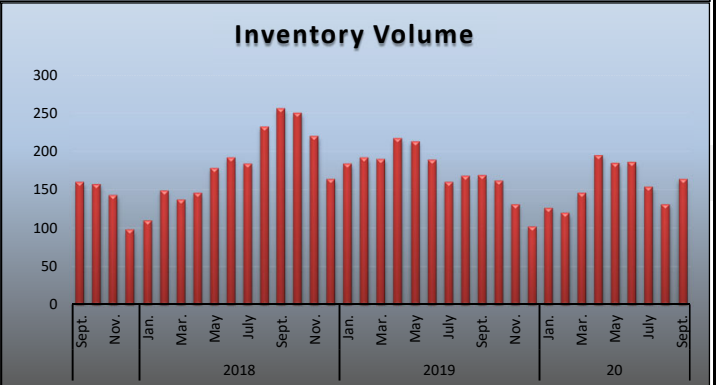
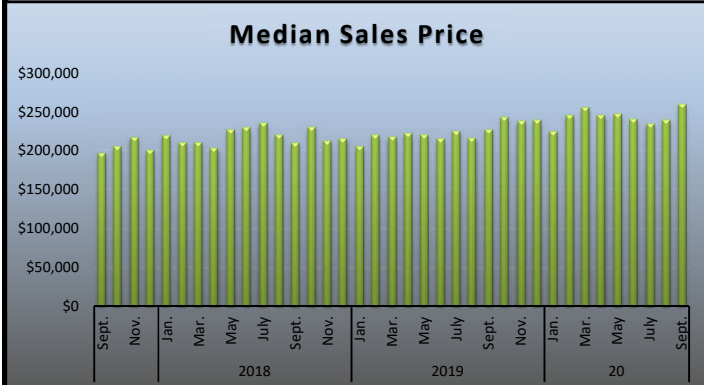
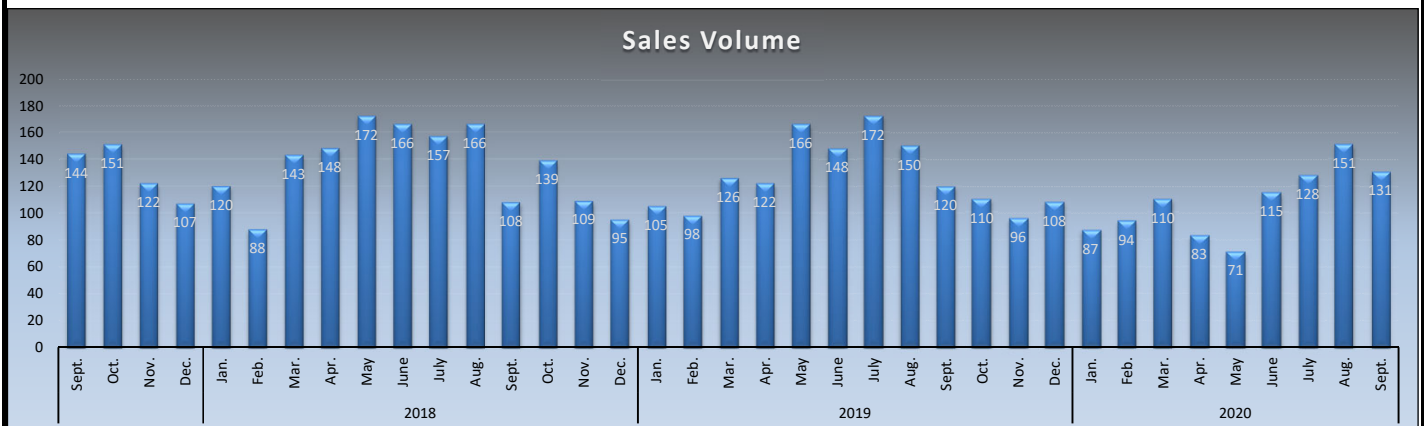
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MLS STATISTICS for September 2020
Data for Sacramento County and the City of West Sacramento



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		162	8.0%		136		28.7%
Active Listing Inventory †	164		131	25.2%		169		-3.0%
Pending Sales This Month*	186		193	-3.6%		147		26.5%
Number of REO Sales	2	1.5%	2	100.0%	1.3%	1	0.8%	N/A
Number of Short Sales	0	0.0%	0	100.0%	0.0%	0	0.0%	N/A
Equity Sales	129	98%	149	-13.4%	98.7%	119	99.2%	8.4%
Total Number of Closed Escrows	131	100%	151	-13.2%	100%	120	100.0%	9.2%
Months Inventory	1.3 Months		0.9 Months	44.4%		1.4 Months		-7.1%
Dollar Value of Closed Escrows	\$36,055,519		\$37,605,641	-4.1%		\$32,289,603		11.7%
Median	\$259,000		\$239,000	8.4%		\$226,500		14.3%
Mean	\$275,233		\$249,044	10.5%		\$269,080		2.3%
Year-to-Date Statistics	1/1/20 to 9/30/20		1/1/20 to 9/30/20			1/1/2019		Change
	SAR monthly data, compiled		MetroList YTD data			9/30/2019		
Number of Closed Escrows	973		985			1,238		-21.4%
Dollar Value of Closed Escrows	\$253,655,536		\$257,451,426			\$297,334,248		-14.7%
Median	\$243,000		\$243,000			\$220,000		10.5%
Mean	\$260,694		\$261,372			\$240,173		8.5%



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

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MLS STATISTICS for September 2020

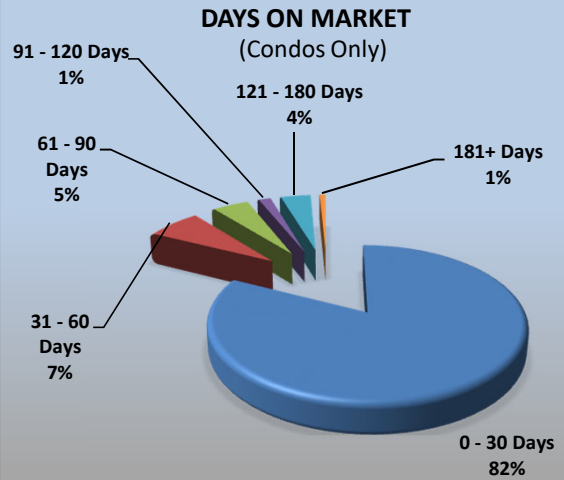
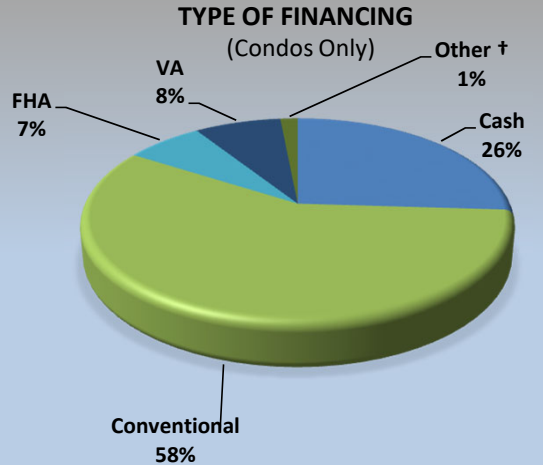
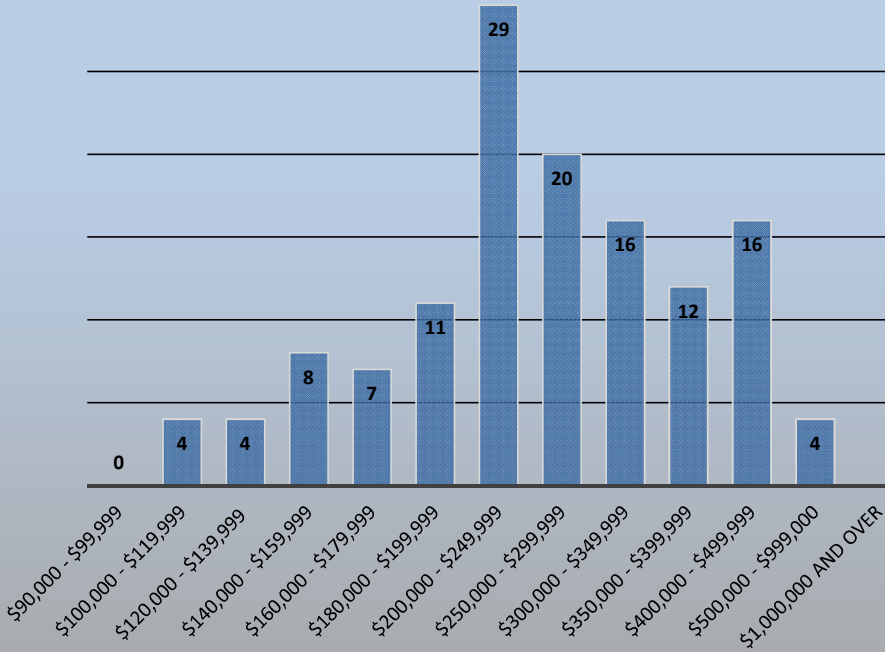
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 131



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	34	26.0%	34	22.5%	0 - 30	108	82.4%	73.3%	72.3%
Conventional	76	58.0%	91	60.3%	31 - 60	9	6.9%	13.3%	15.0%
FHA	9	6.9%	11	7.3%	61 - 90	6	4.6%	7.2%	6.5%
VA	10	7.6%	6	4.0%	91 - 120	2	1.5%	2.9%	2.6%
Other †	2	1.5%	9	6.0%	121 - 180	5	3.8%	2.9%	2.7%
Total	131	100.0%	151	100.0%	181+	1	0.8%	0.4%	0.8%
					Total	131	100.0%	100.0%	100.0%

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Average DOM: **Current** **Last Month**
23 **28**

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