

MLS STATISTICS for January 2021

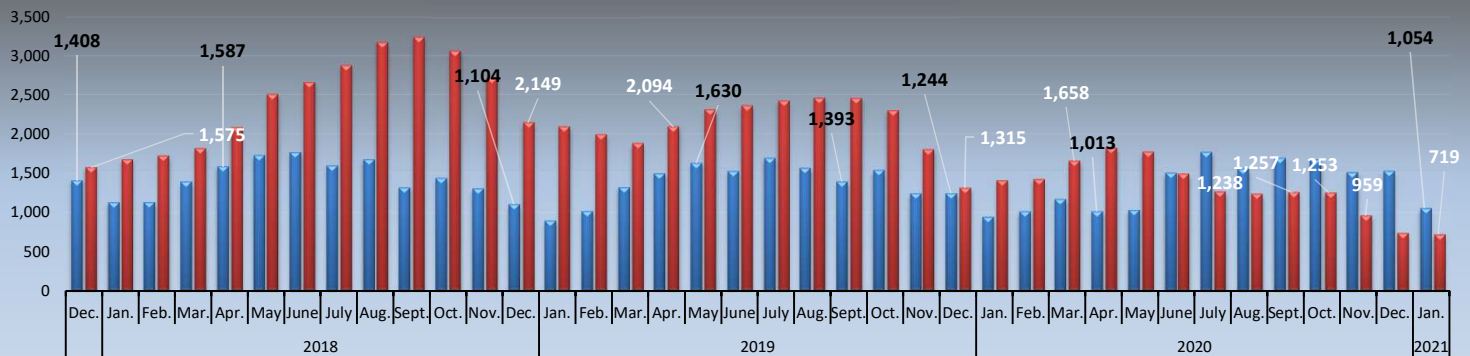
Data for Sacramento County and the City of West Sacramento



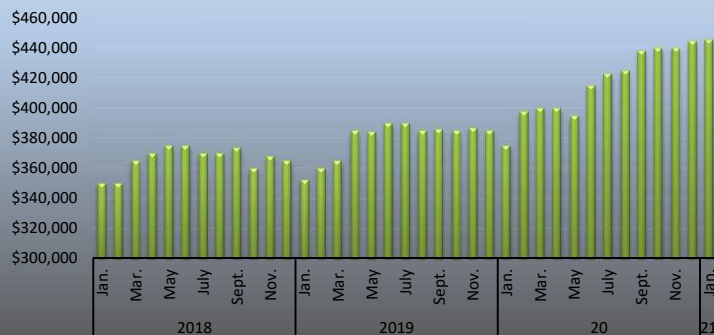
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,268		1,074	18.1%		1,489		-14.8%
Active Listing Inventory †	719		735	-2.2%		1,409		-49.0%
Pending Sales This Month*	1,462		1,488	-1.7%		1,325		10.3%
Number of REO Sales	0	0.0%	6	-100%	0.4%	12	1.3%	-100.0%
Number of Short Sales	3	0.3%	5	-40%	0.3%	2	0.2%	50.0%
Equity Sales	1,051	99.7%	1,517	-30.7%	99.3%	930	98.5%	13.0%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,054	100%	1,528	-31.0%	100%	944	100.0%	11.7%
Months Inventory	0.7 Months		0.5 Months	40.0%		1.5 Months		-53.3%
Dollar Value of Closed Escrows	\$513,410,840		\$748,521,940	-31.4%		\$390,089,221		31.6%
Median	\$445,500		\$444,500	0.2%		\$375,000		18.8%
Mean	\$487,107		\$489,870	-0.6%		\$413,230		17.9%
Year-to-Date Statistics	1/01/21 to 1/31/21		1/01/21 to 1/31/21			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			1/31/2020		Change
Number of Closed Escrows	1,054		1,054			944		11.7%
Dollar Value of Closed Escrows	\$513,410,840		\$513,410,840			\$390,089,221		31.6%
Median	\$445,500		\$445,500			\$375,000		18.8%
Mean	\$487,107		\$487,107			\$413,230		17.9%

Sales Volume vs Inventory Volume



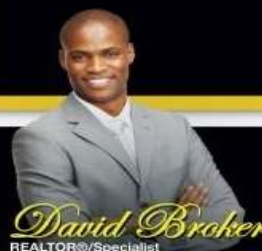
Median Sales Price



Sacramento County Statistics

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† 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®.

Based on Multiple Listing Service data from MetroList® | 2021 SAR

Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | www.sacrealtor.org | 916.437.1205

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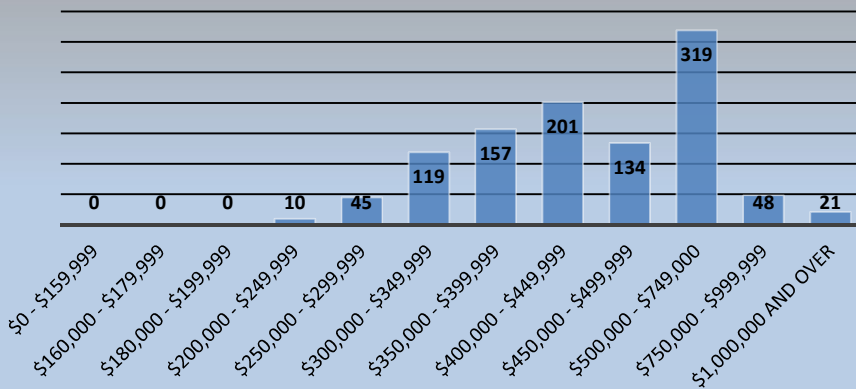
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

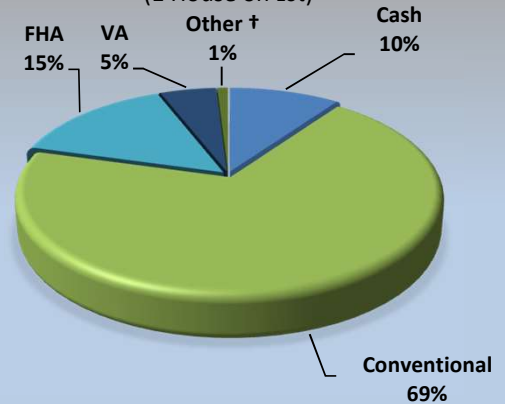
Type of Financing/Days on Market

1 House on Lot

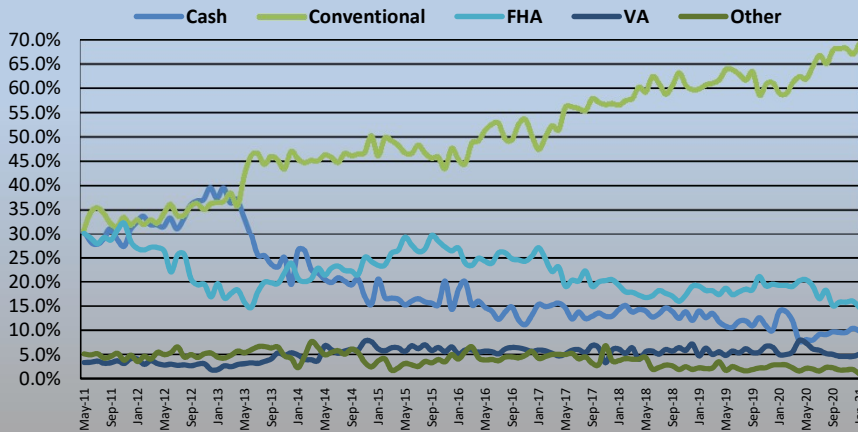
Total: 1,054



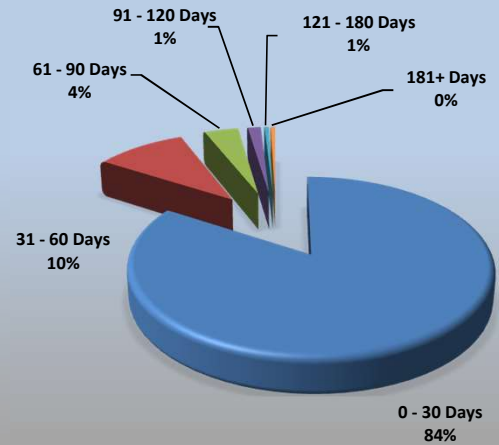
TYPE OF FINANCING (1 House on Lot)



Types of Financing Historical (% of Sales)



DAYS ON MARKET (1 House on Lot)



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
(Single Family Home only) Financing Method	# 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	104	9.9%	159	10.4%	0 - 30	886	84.1%	86.3%	81.5%
Conventional	732	69.4%	1,025	67.1%	31 - 60	104	9.9%	8.8%	10.4%
FHA	155	14.7%	245	16.0%	61 - 90	39	3.7%	2.7%	4.1%
VA	53	5.0%	70	4.6%	91 - 120	15	1.4%	1.1%	1.9%
Other †	10	0.9%	29	1.9%	121 - 180	5	0.5%	0.7%	1.4%
Total	1,054	100.0%	1,528	100.0%	181+	5	0.5%	0.5%	0.7%
					Total	1,054	100.0%	100.0%	100.0%

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

	Current	Last Month
Median DOM:	7	7
Average DOM:	17	16
Average Price/Square Foot:	\$292.9	\$286.0

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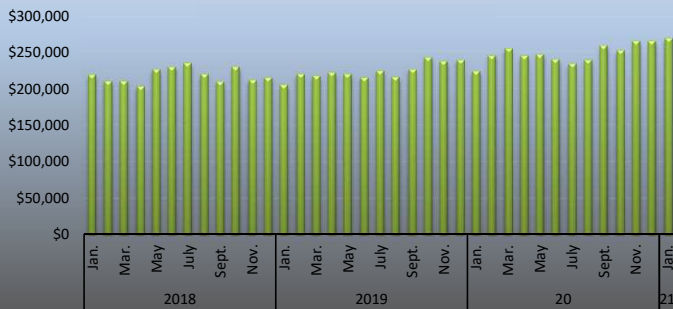
CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	114		101	12.9%		140		-18.6%
Active Listing Inventory †	74		73	1.4%		126		-41.3%
Pending Sales This Month*	133		161	-17.4%		112		18.8%
Number of REO Sales	0	0.0%	0	100.0%	0.0%	1	1.1%	N/A
Number of Short Sales	1	0.8%	0	100.0%	0.0%	2	2.3%	N/A
Equity Sales	128	99%	134	-4.5%	100.0%	84	96.6%	52.4%
Total Number of Closed Escrows	129	100%	134	-3.7%	100%	87	100.0%	48.3%
Months Inventory	0.6 Months		0.5 Months	20.0%		1.4 Months		-57.1%
Dollar Value of Closed Escrows	\$36,430,538		\$36,303,503	0.3%		\$22,054,038		65.2%
Median	\$269,000		\$265,000	1.5%		\$224,000		20.1%
Mean	\$282,407		\$270,922	4.2%		\$253,495		11.4%
Year-to-Date Statistics	1/1/21 to 1/31/21		1/1/21 to 1/31/21			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			1/31/2020		Change
Number of Closed Escrows	129		129			87		48.3%
Dollar Value of Closed Escrows	\$36,430,538		\$36,430,538			\$22,054,038		65.2%
Median	\$269,000		\$269,000			\$225,000		19.6%
Mean	\$282,407		\$282,407			\$253,495		11.4%

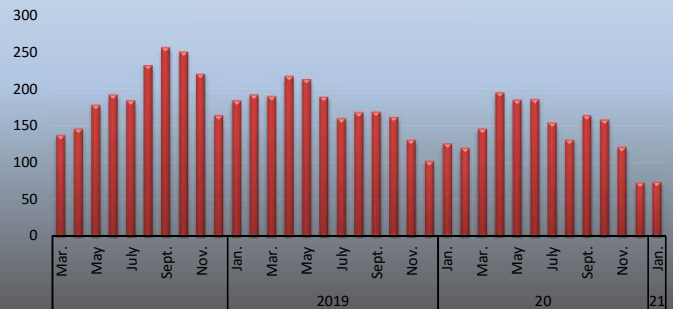
Sales Volume



Median Sales Price



Inventory Volume



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

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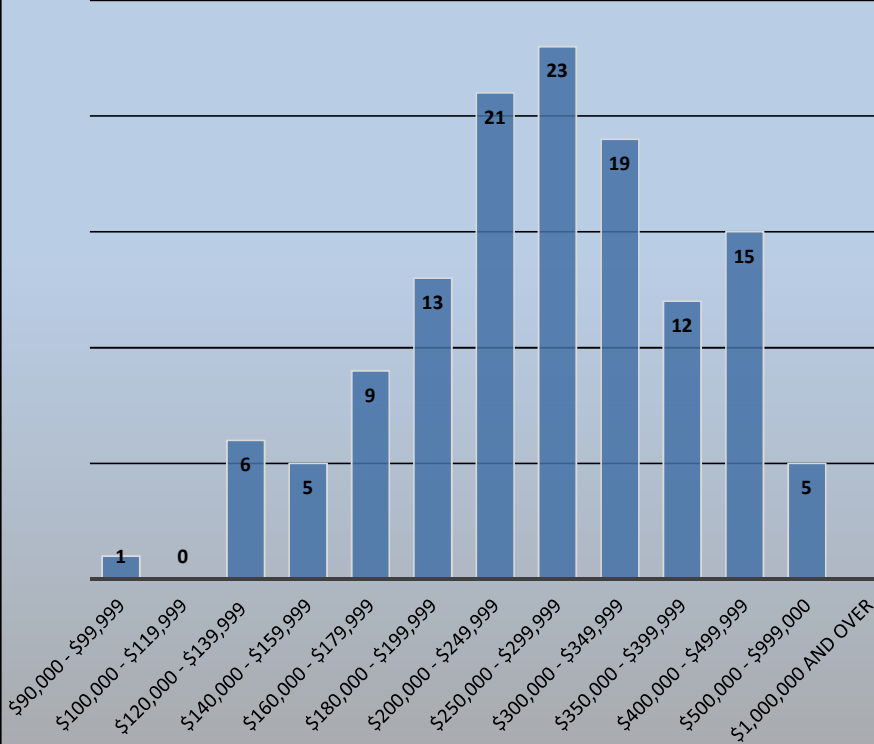
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

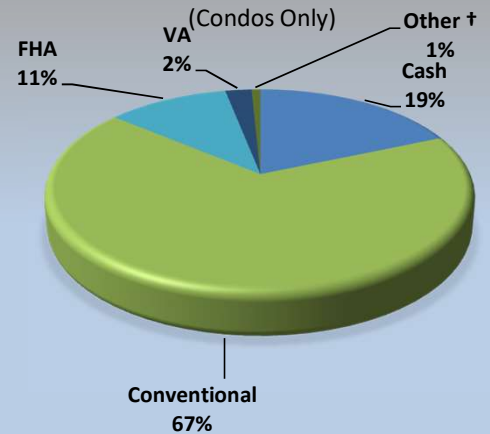
Condos

Total: 129



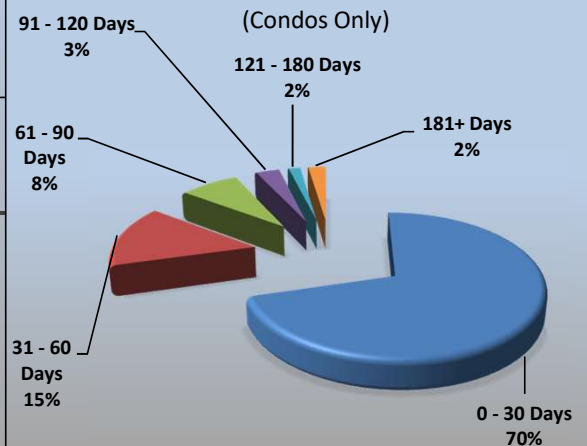
TYPE OF FINANCING

(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	% of Total				
(Condo Only) Financing Method					(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	24	18.6%	22	16.4%	0 - 30	91	70.5%	78.7%	76.7%
Conventional	87	67.4%	90	67.2%	31 - 60	19	14.7%	13.5%	13.0%
FHA	14	10.9%	13	9.7%	61 - 90	10	7.8%	4.1%	5.6%
VA	3	2.3%	7	5.2%	91 - 120	4	3.1%	1.9%	2.2%
Other †	1	0.8%	2	1.5%	121 - 180	2	1.6%	1.1%	2.0%
Total	129	100.0%	134	100.0%	181+	3	2.3%	0.7%	0.6%
					Total	129	100.0%	100.0%	100.0%

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

Average DOM:

Current Last Month

28

19

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