

# MLS STATISTICS for July 2021

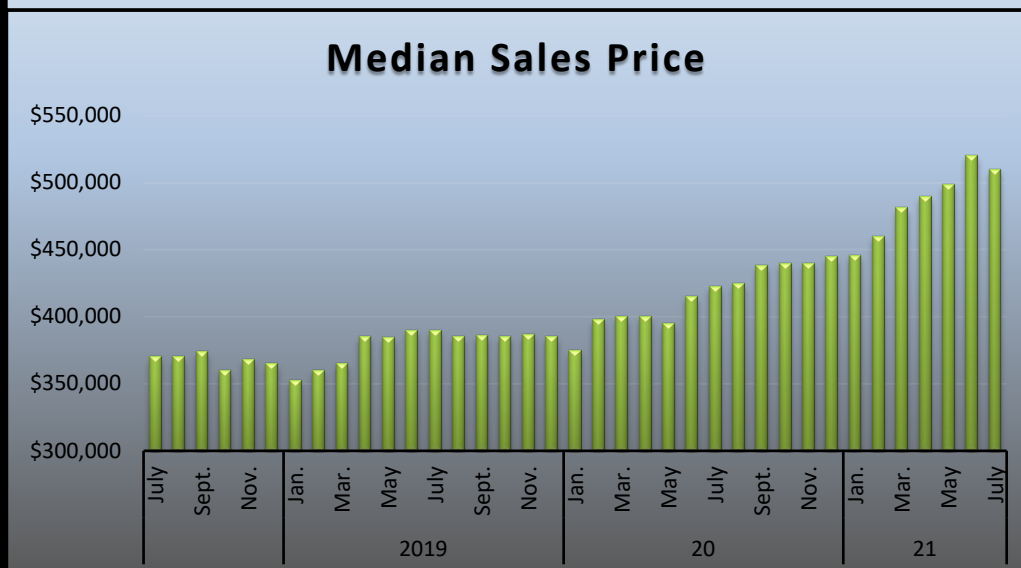
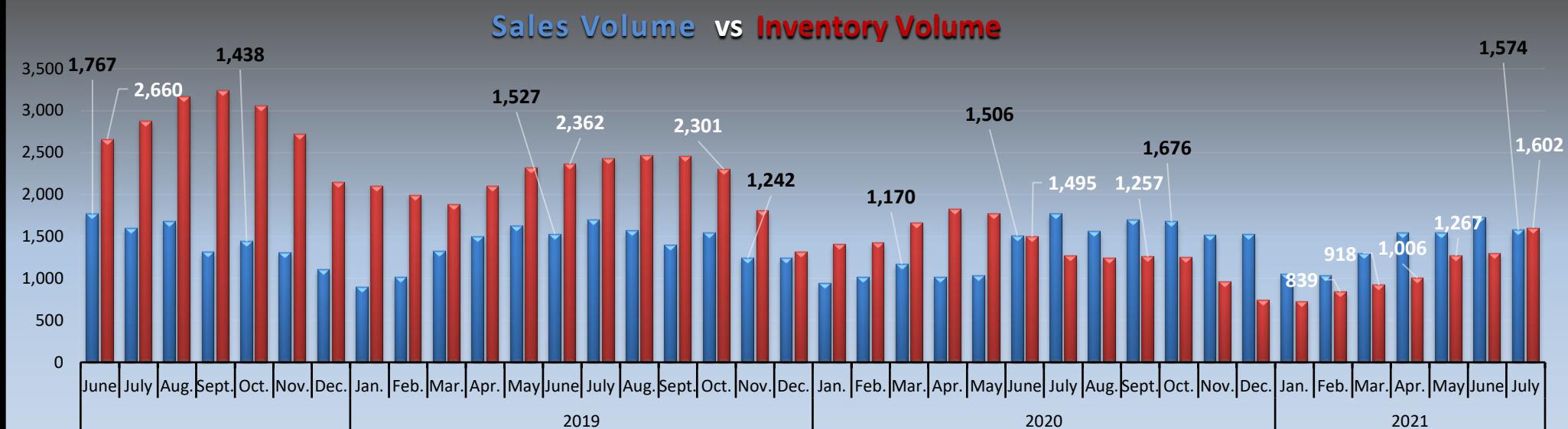
Data for Sacramento County and the City of West Sacramento



## 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	2,077		2,110	-1.6%		1,873		10.9%
Active Listing Inventory †	1,602		1,297	23.5%		1,266		26.5%
Pending Sales This Month*	1,825		1,911	-4.5%		2,325		-21.5%
Number of REO Sales	1	0.1%	3	-67%	0.2%	12	0.7%	-91.7%
Number of Short Sales	3	0.2%	4	-25%	0.2%	5	0.3%	-40.0%
Equity Sales	1,570	99.7%	1,716	-8.5%	99.6%	1,755	99.0%	-10.5%
Other (non-REO/-Short Sale/-Equ	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,574	100%	1,723	-8.6%	100%	1,772	100.0%	-11.2%
Months Inventory	1 Months		0.8 Months	25.0%		0.7 Months		42.9%
Dollar Value of Closed Escrows	\$882,267,686		\$985,246,008	-10.5%		\$830,340,176		6.3%
Median	\$510,000		\$520,000	-1.9%		\$422,745		20.6%
Mean	\$560,882		\$571,820	-1.9%		\$468,589		19.7%

Year-to-Date Statistics	1/01/21 to 7/31/21	1/01/21 to 7/31/21	1/1/2020	
	SAR monthly data, compiled	MetroList YTD data	7/31/2020	Change
Number of Closed Escrows	9,757	9,897	8,451	15.5%
Dollar Value of Closed Escrows	\$5,282,214,577	\$5,347,203,943	\$3,728,215,751	41.7%
Median	\$490,000	\$490,000	\$402,000	21.9%
Mean	\$541,377	\$540,285	\$441,157	22.7%



**Sacramento County Statistics**  
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Would you like to see your contact info here?  
Contact [tony@sacrealtor.org](mailto:tony@sacrealtor.org) for details.

\*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®.

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

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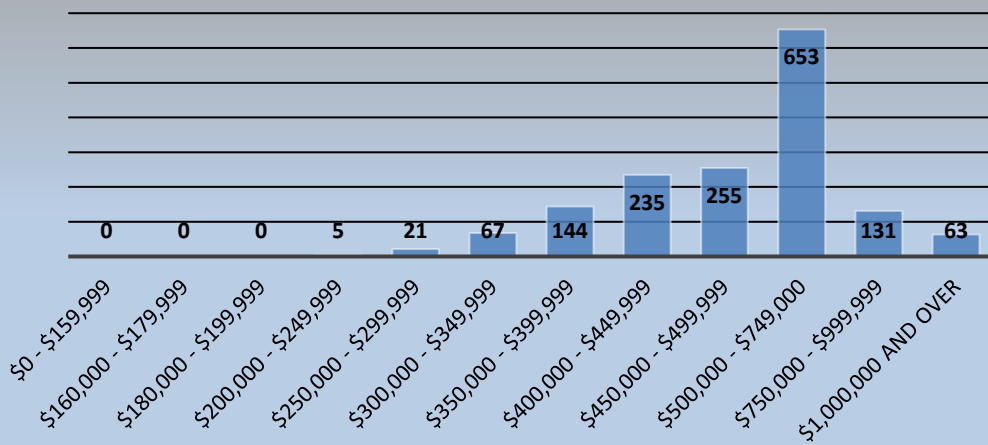
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## BREAKDOWN OF SALES BY PRICE

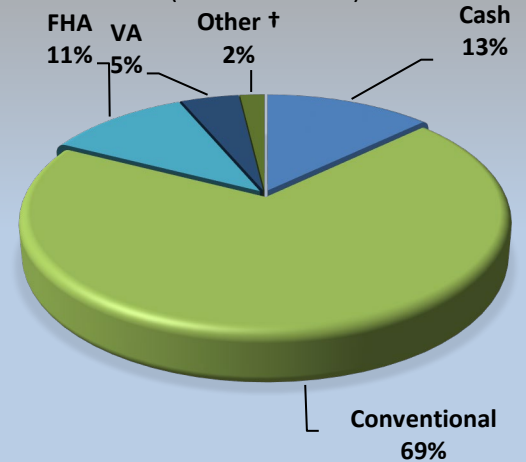
### 1 House on Lot

Total: 1,574

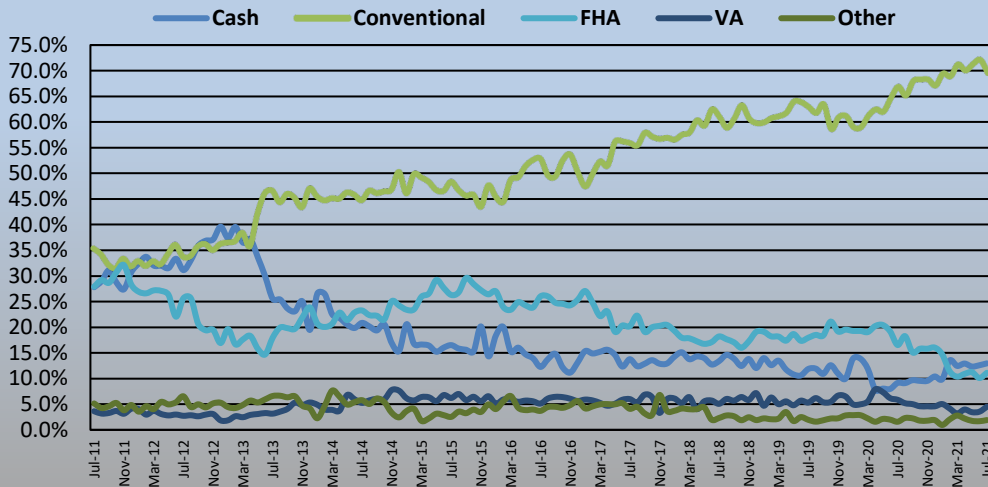


## Type of Financing/Days on Market

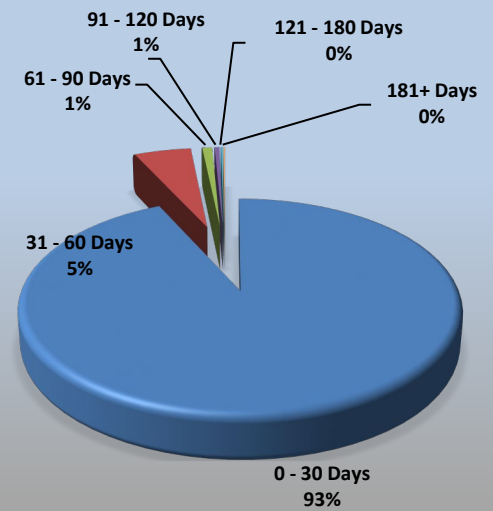
### TYPE OF FINANCING (1 House on Lot)



### 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				
	# of Units	% of Total	# of Units	% of Total	(Single Family Only)		% of Total		
Financing Method					Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	204	13.0%	217	12.6%	0 - 30	1,467	93.2%	93.9%	88.7%
Conventional	1,094	69.5%	1,242	72.1%	31 - 60	81	5.1%	4.4%	6.9%
FHA	175	11.1%	174	10.1%	61 - 90	14	0.9%	0.8%	2.2%
VA	71	4.5%	61	3.5%	91 - 120	7	0.4%	0.5%	1.1%
Other †	30	1.9%	29	1.7%	121 - 180	3	0.2%	0.3%	0.7%
<b>Total</b>	<b>1,574</b>	<b>100.0%</b>	<b>1,723</b>	<b>100.0%</b>	<b>181+</b>	<b>2</b>	<b>0.1%</b>	<b>0.1%</b>	<b>0.4%</b>
					<b>Total</b>	<b>1,574</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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

	Current	Last Month
Median DOM:	7	6
Average DOM:	12	11
Average Price/Square Foot:	\$334.7	\$331.2

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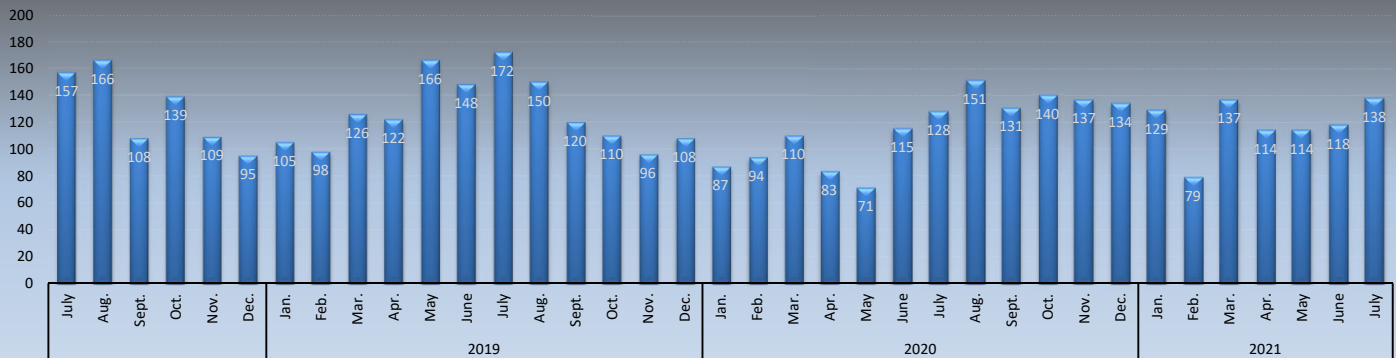
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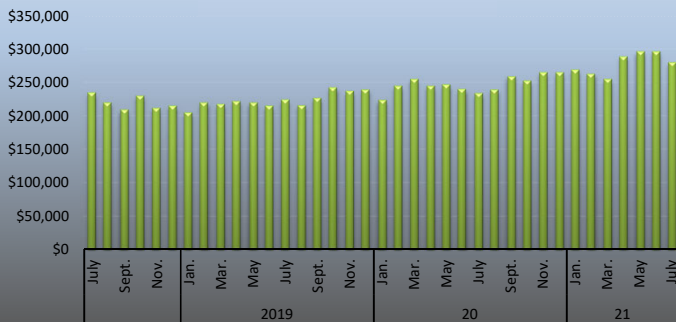
## CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	162		169	-4.1%		175		-7.4%
Active Listing Inventory †	119		104	14.4%		154		-22.7%
Pending Sales This Month*	148		152	-2.6%		210		-29.5%
Number of REO Sales	1	0.7%	0	0.0%	0.0%	0	0.0%	N/A
Number of Short Sales	0	0.0%	0	0.0%	0.0%	0	0.0%	N/A
Equity Sales	137	99%	118	16.1%	100.0%	128	100.0%	7.0%
Total Number of Closed Escrows	138	100%	118	16.9%	100%	128	100.0%	7.8%
Months Inventory	0.9 Months		0.9 Months	0.0%		1.2 Months		-25.0%
Dollar Value of Closed Escrows	\$43,565,200		\$37,149,642	17.3%		\$33,734,614		29.1%
Median	\$285,000		\$296,500	-3.9%		\$234,000		21.8%
Mean	\$315,690		\$314,827	0.3%		\$263,552		19.8%
Year-to-Date Statistics	1/1/21 to 7/31/21		1/1/21 to 7/31/21			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			7/31/2020		Change
Number of Closed Escrows	829		846			691		20.0%
Dollar Value of Closed Escrows	\$246,482,506		\$251,471,506			\$179,994,376		36.9%
Median	\$280,000		\$280,000			\$240,550		16.4%
Mean	\$297,325		\$297,248			\$260,484		14.1%

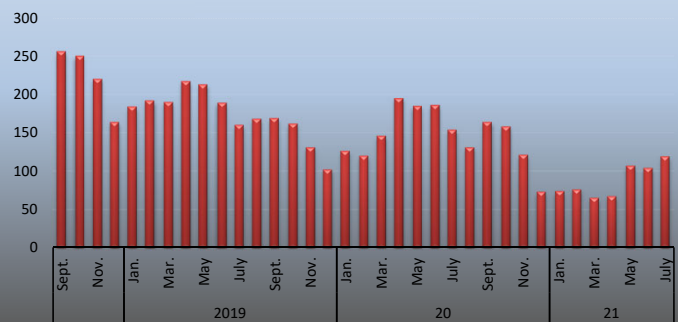
### Sales Volume



### Median Sales Price



### Inventory Volume



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

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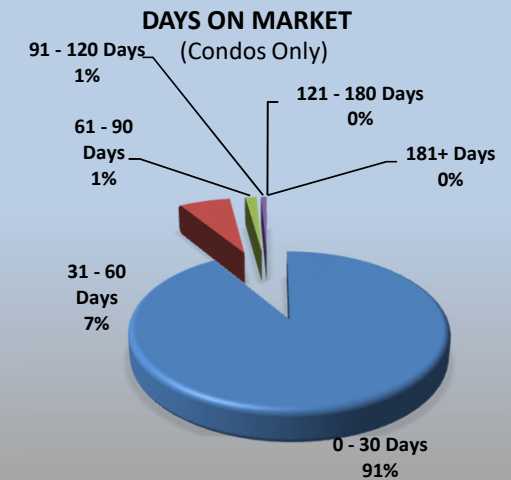
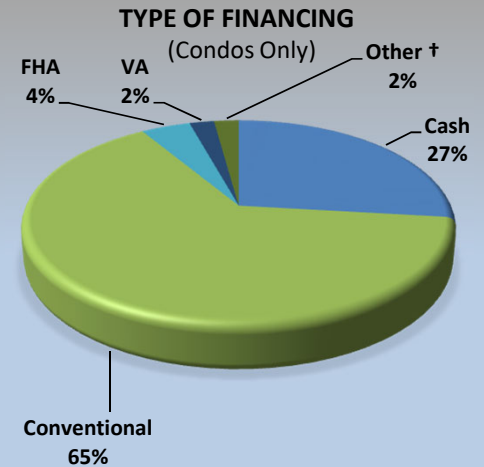
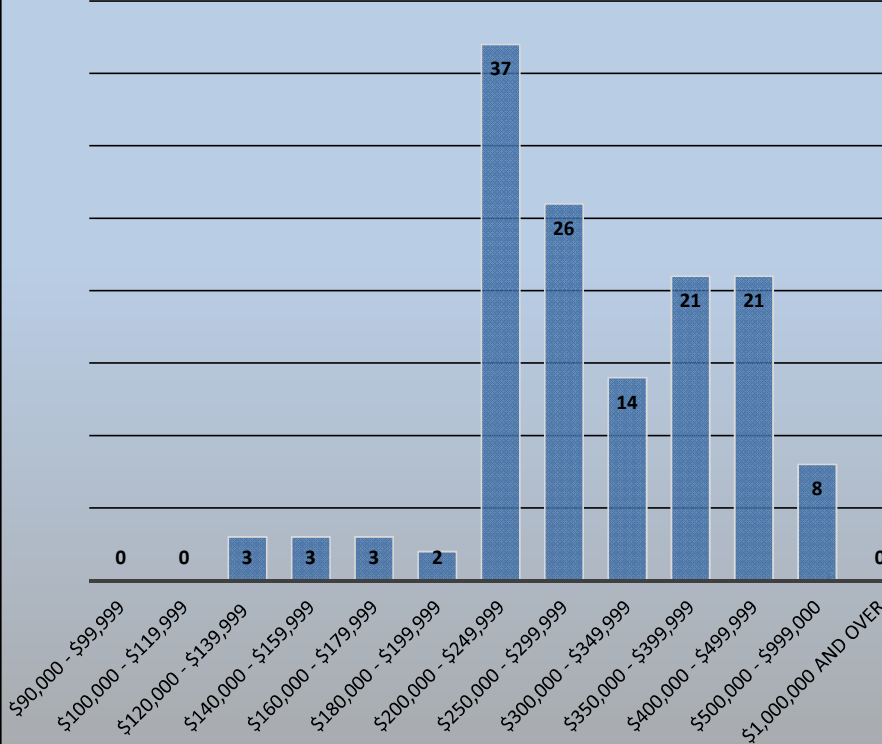
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## BREAKDOWN OF SALES BY PRICE

## Type of Financing/Days on Market

### Condos

Total: 138



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	(SFR & Condo)		% of Total		
Financing Method					Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	37	26.8%	29	24.6%	0 - 30	126	91.3%	92.8%	83.6%
Conventional	89	64.5%	76	64.4%	31 - 60	9	6.5%	5.2%	10.0%
FHA	6	4.3%	8	6.8%	61 - 90	2	1.4%	1.2%	3.5%
VA	3	2.2%	2	1.7%	91 - 120	1	0.7%	0.4%	1.3%
Other †	3	2.2%	3	2.5%	121 - 180	0	0.0%	0.0%	1.1%
<b>Total</b>	<b>138</b>	<b>100.0%</b>	<b>118</b>	<b>100.0%</b>	<b>181+</b>	<b>0</b>	<b>0.0%</b>	<b>0.4%</b>	<b>0.5%</b>
					<b>Total</b>	<b>138</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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

**Average DOM:**

**Current** **11** **Last Month** **10**

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