

# MLS STATISTICS for June 2021

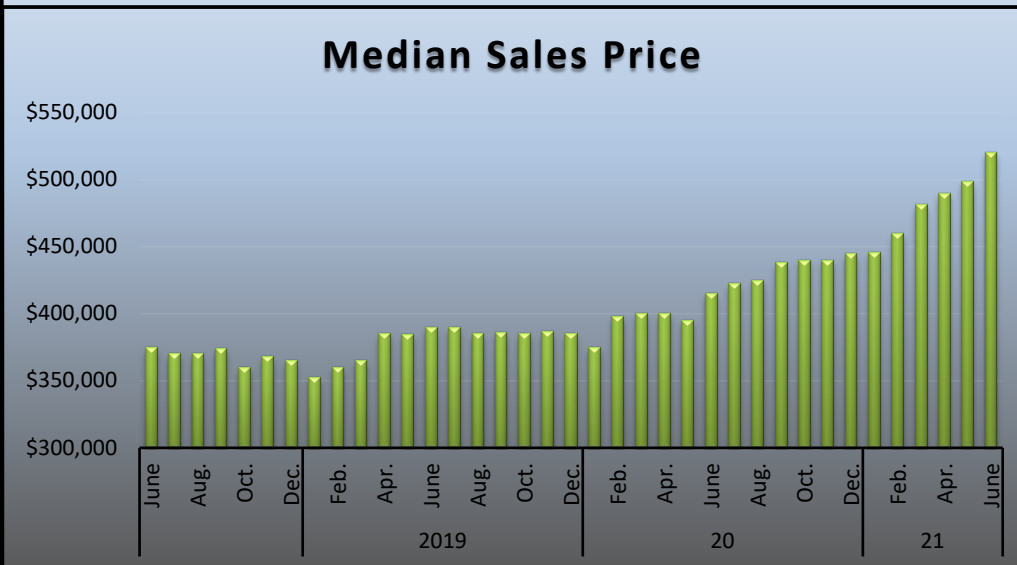
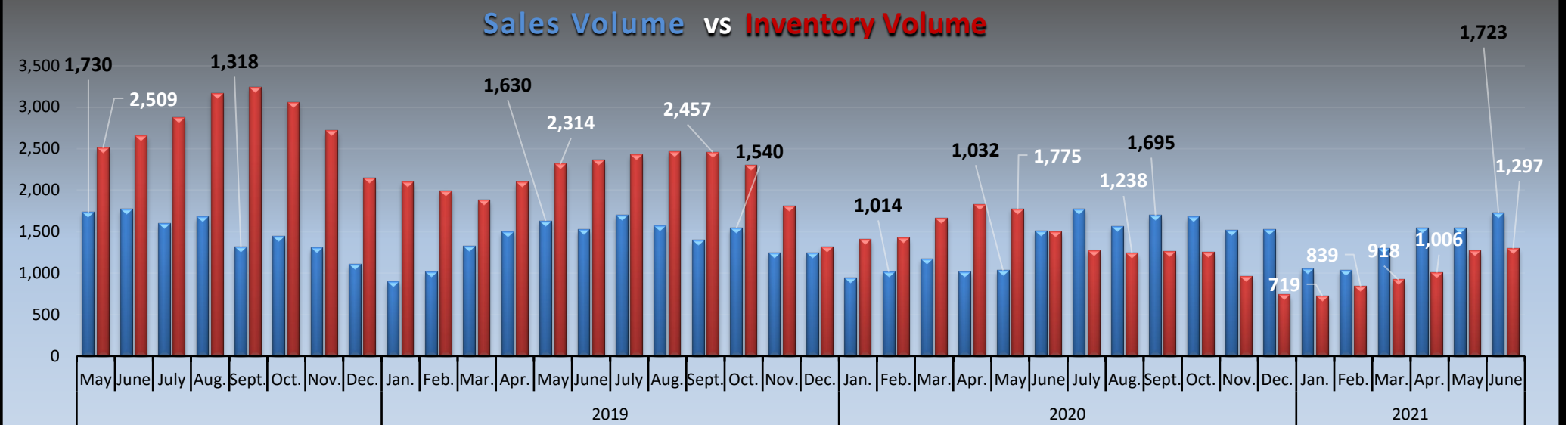
Data for Sacramento County and the City of West Sacramento



## 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	2,110		1,912	10.4%		1,776		18.8%
Active Listing Inventory †	1,297		1,267	2.4%		1,495		-13.2%
Pending Sales This Month*	1,911		1,983	-3.6%		2,253		-15.2%
Number of REO Sales	3	0.2%	7	-57%	0.5%	11	0.7%	-72.7%
Number of Short Sales	4	0.2%	1	300%	0.1%	4	0.3%	0.0%
Equity Sales	1,716	99.6%	1,532	12.0%	99.5%	1,491	99.0%	15.1%
Other (non-REO/-Short Sale/-Equ	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,723	100%	1,540	11.9%	100%	1,506	100.0%	14.4%
Months Inventory	0.8 Months		0.8 Months	0.0%		1 Months		-20.0%
Dollar Value of Closed Escrows	\$985,246,008		\$866,527,014	13.7%		\$681,602,835		44.5%
Median	\$520,000		\$498,500	4.3%		\$415,000		25.3%
Mean	\$571,820		\$562,680	1.6%		\$452,592		26.3%

Year-to-Date Statistics	1/01/21 to 6/30/21	1/01/21 to 6/30/21	1/1/2020	
	SAR monthly data, compiled	MetroList YTD data	6/30/2020	Change
Number of Closed Escrows	8,183	8,299	6,679	22.5%
Dollar Value of Closed Escrows	\$4,399,946,891	\$4,452,240,645	\$2,897,875,575	51.8%
Median	\$485,000	\$485,000	\$399,900	21.3%
Mean	\$537,694	\$536,479	\$433,879	23.9%



**Sacramento County Statistics**  
brought to you by:

**Your Real Estate Office**

**David Broker**  
REALTOR®/Specialist

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

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

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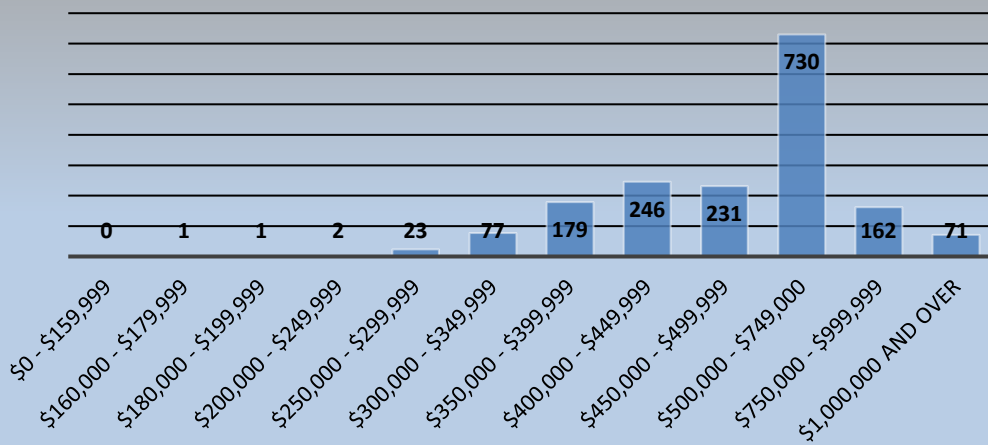
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## BREAKDOWN OF SALES BY PRICE

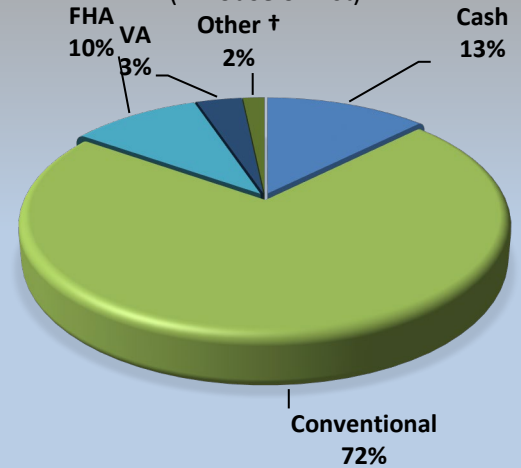
## Type of Financing/Days on Market

### 1 House on Lot

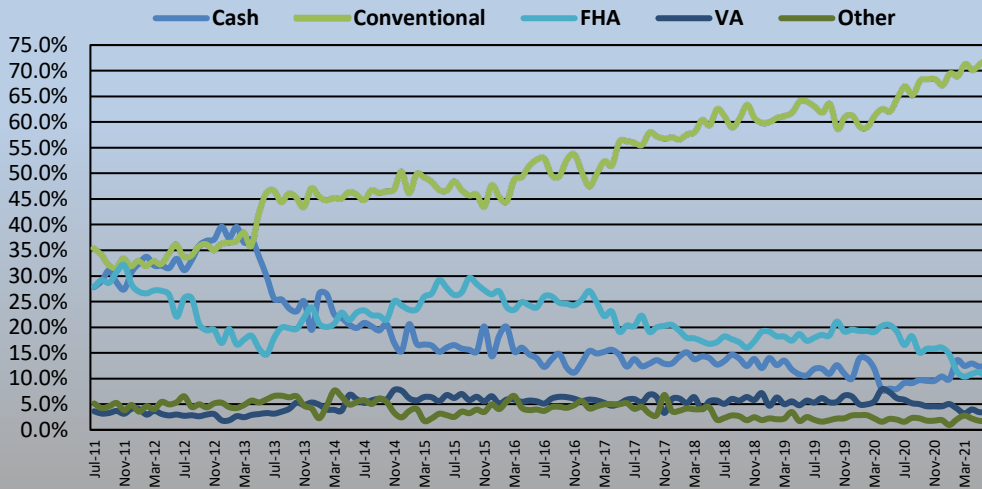
Total: 1,723



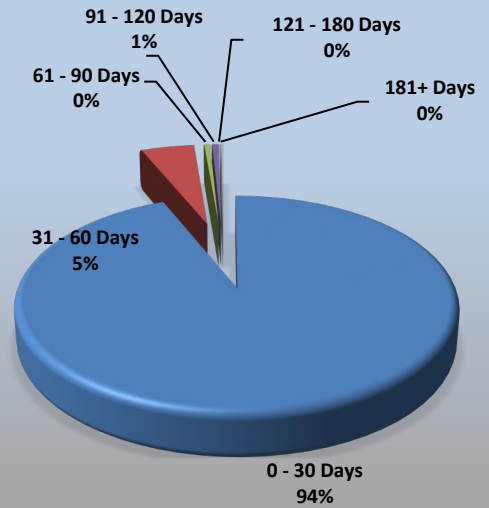
### TYPE OF FINANCING (1 House on Lot)



### 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	217	12.6%	190	12.3%	0 - 30	1,617	93.8%	93.5%	87.0%
Conventional	1,242	72.1%	1,097	71.2%	31 - 60	83	4.8%	4.3%	7.7%
FHA	174	10.1%	173	11.2%	61 - 90	9	0.5%	0.9%	2.7%
VA	61	3.5%	53	3.4%	91 - 120	10	0.6%	0.6%	1.3%
Other †	29	1.7%	27	1.8%	121 - 180	2	0.1%	0.4%	0.9%
<b>Total</b>	<b>1,723</b>	<b>100.0%</b>	<b>1,540</b>	<b>100.0%</b>	<b>181+</b>	<b>2</b>	<b>0.1%</b>	<b>0.2%</b>	<b>0.5%</b>
					<b>Total</b>	<b>1,723</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.

Median DOM:	Current	6	Last Month	6
Average DOM:		11		11
Average Price/Square Foot:		\$331.2		\$324.0

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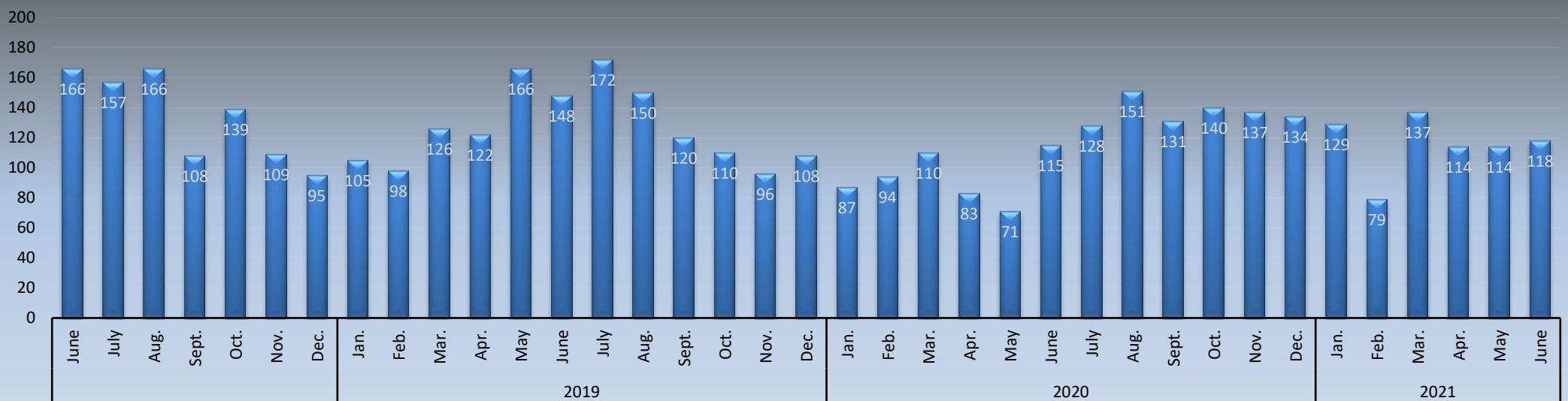
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## CONDOMINIUM RESALES

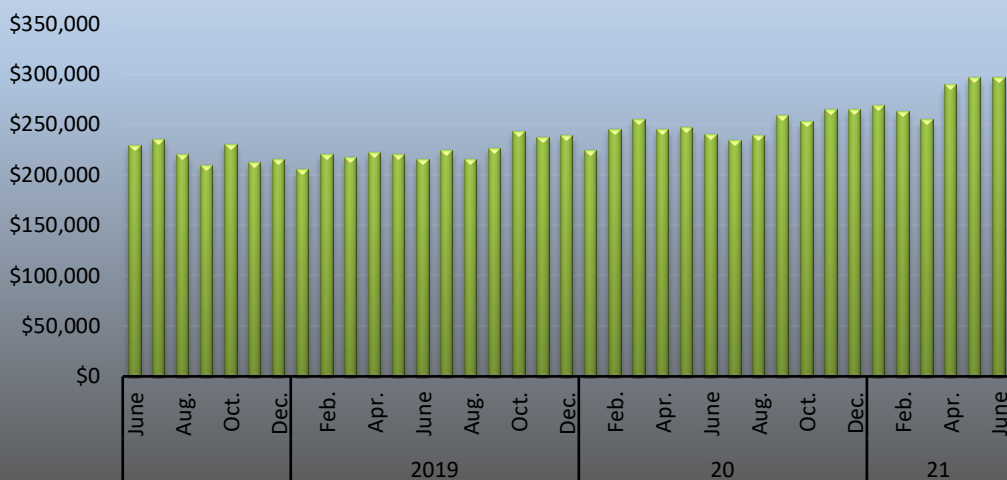


Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	169		136	24.3%		161		5.0%
Active Listing Inventory †	104		107	-2.8%		186		-44.1%
Pending Sales This Month*	152		149	2.0%		154		-1.3%
Number of REO Sales	0	0.0%	1	-100.0%	0.9%	0	0.0%	N/A
Number of Short Sales	0	0.0%	0	0.0%	0.0%	0	0.0%	N/A
Equity Sales	118	100%	113	4.4%	99.1%	115	100.0%	2.6%
Total Number of Closed Escrows	118	100%	114	3.5%	100%	115	100.0%	2.6%
Months Inventory	0.9 Months		0.9 Months	0.0%		1.6 Months		-43.8%
Dollar Value of Closed Escrows	\$37,149,642		\$34,541,592	7.6%		\$29,635,580		25.4%
Median	\$296,500		\$296,500	0.0%		\$240,000		23.5%
Mean	\$314,827		\$302,996	3.9%		\$247,701		27.1%
Year-to-Date Statistics	1/1/21 to 6/30/21		1/1/21 to 6/30/21			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			6/30/2020		Change
Number of Closed Escrows	691		704			563		22.7%
Dollar Value of Closed Escrows	\$202,917,306		\$206,788,306			\$146,259,762		38.7%
Median	\$280,000		\$280,000			\$243,000		15.2%
Mean	\$293,657		\$293,733			\$260,567		12.7%

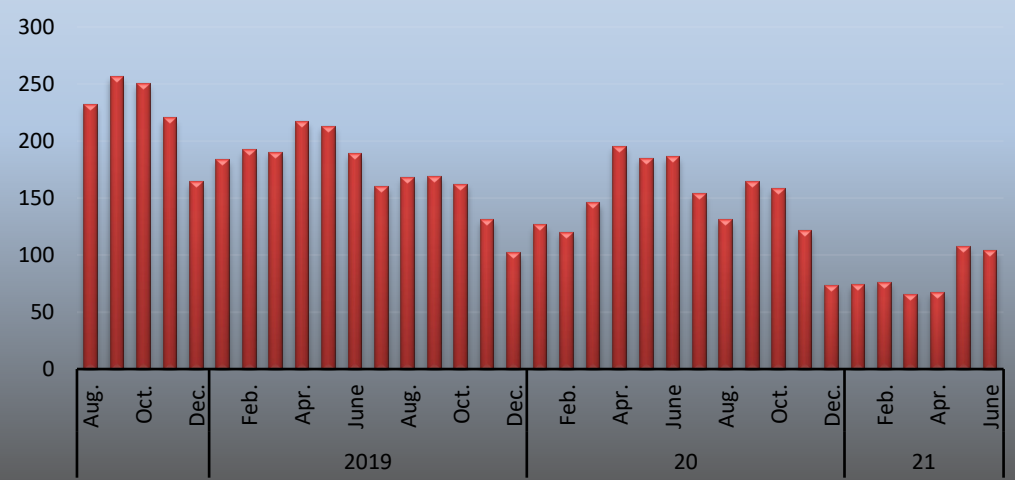
### Sales Volume



### Median Sales Price



### Inventory Volume



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

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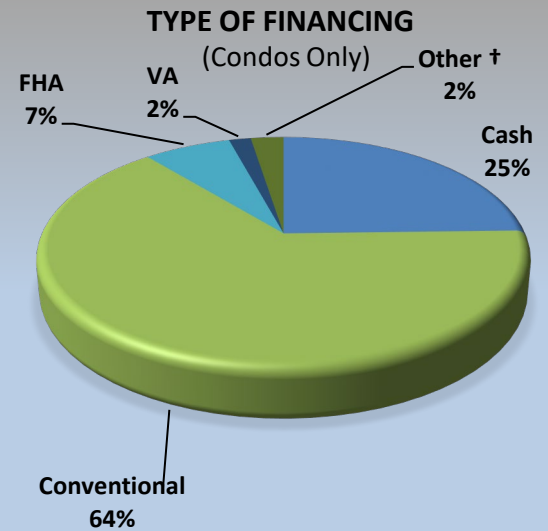
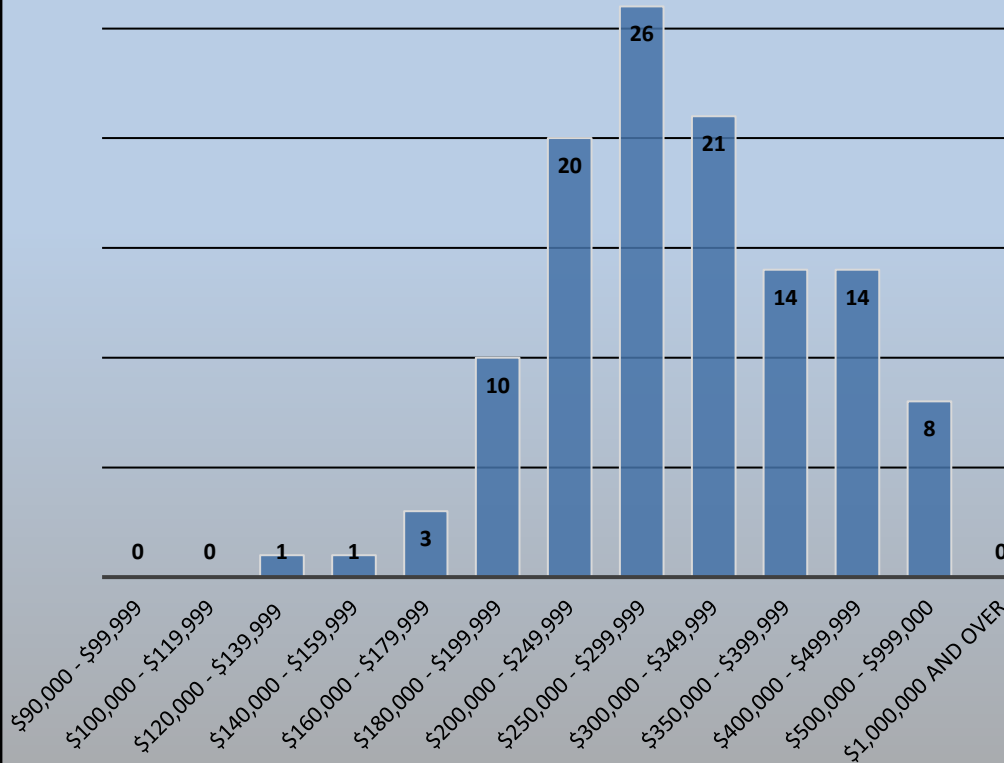
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## BREAKDOWN OF SALES BY PRICE

## Type of Financing/Days on Market

### Condos

Total: 118



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET								
(Condo Only) Financing Method	# of Units	% of Total	# of Units	% of Total				% of Total					
					(SFR & Condo) Days on Market	# of Units		Current Month		Last 4 Months		Last 12 Months	
Cash	29	24.6%	20	17.5%	0 - 30		109		92.4%		93.2%		81.6%
Conventional	76	64.4%	81	71.1%	31 - 60		7		5.9%		5.0%		10.8%
FHA	8	6.8%	10	8.8%	61 - 90		2		1.7%		1.2%		4.2%
VA	2	1.7%	3	2.6%	91 - 120		0		0.0%		0.2%		1.5%
Other †	3	2.5%	0	0.0%	121 - 180		0		0.0%		0.0%		1.3%
Total	118	100.0%	114	100.0%	181+		0		0.0%		0.4%		0.5%
					Total		118		100.0%		100.0%		100.0%

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

**Average DOM:**

**Current** **Last Month**  
**10** **13**

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