

MLS STATISTICS for March 2021

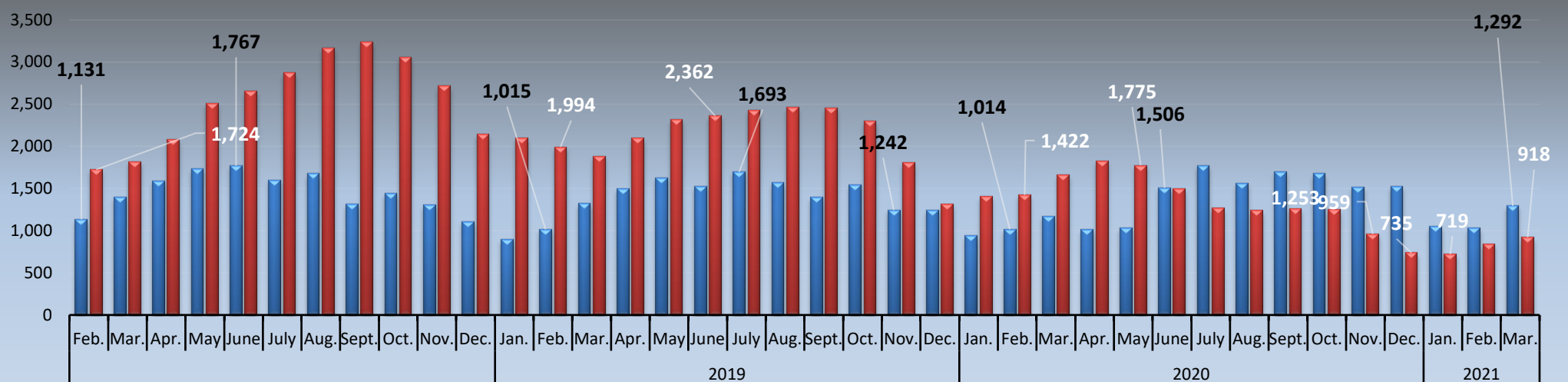
Data for Sacramento County and the City of West Sacramento



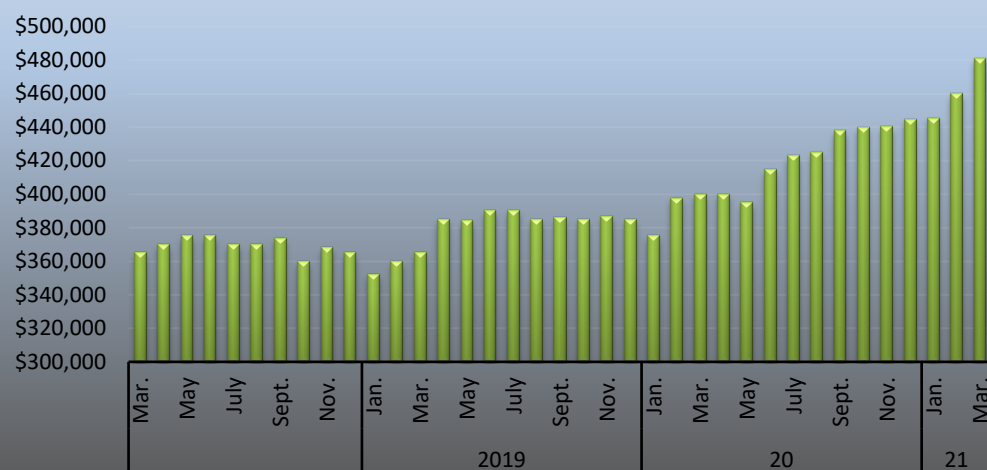
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,851		1,392	33.0%		1,755		5.5%
Active Listing Inventory †	918		839	9.4%		1,658		-44.6%
Pending Sales This Month*	1,843		1,560	18.1%		1,498		23.0%
Number of REO Sales	5	0.4%	4	25%	0.4%	10	0.9%	-50.0%
Number of Short Sales	5	0.4%	2	150%	0.2%	3	0.3%	66.7%
Equity Sales	1,282	99.2%	1,028	24.7%	99.4%	1,157	98.9%	10.8%
Other (non-REO/-Short Sale/-Equ	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,292	100%	1,034	25.0%	100%	1,170	100.0%	10.4%
Months Inventory	0.7 Months		0.8 Months	-12.5%		1.4 Months		-50.0%
Dollar Value of Closed Escrows	\$674,955,443		\$520,087,566	29.8%		\$508,086,069		32.8%
Median	\$481,000		\$460,000	4.6%		\$400,000		20.3%
Mean	\$522,411		\$502,986	3.9%		\$434,262		20.3%
Year-to-Date Statistics	1/01/21 to 3/31/21		1/01/21 to 3/31/21			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			3/31/2020		Change
Number of Closed Escrows	3,380		3,411			3,128		8.1%
Dollar Value of Closed Escrows	\$1,708,453,849		\$1,722,029,079			\$1,328,760,006		28.6%
Median	\$461,990		\$461,990			\$388,000		19.1%
Mean	\$505,460		\$504,846			\$424,795		19.0%

Sales Volume vs Inventory Volume



Median Sales Price



Sacramento County Statistics brought to you by:

David Broker
REALTOR®/Specialist

Your Real Estate Office

Would you like to see your contact info here?
Contact 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 | 916.437.1205

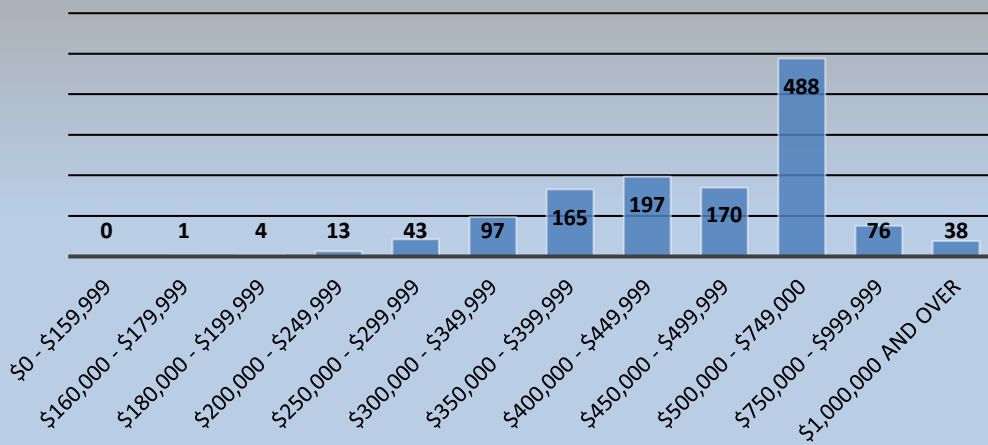
MLS STATISTICS for March 2021

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

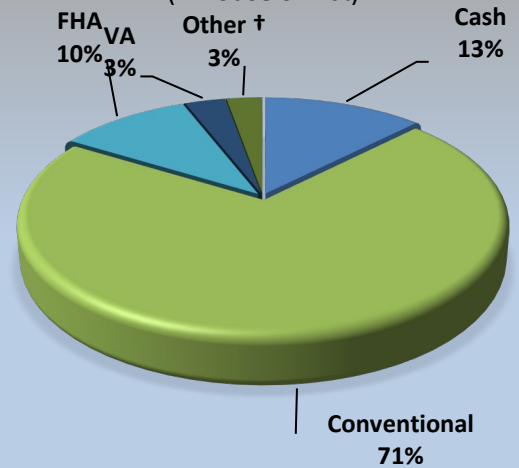
1 House on Lot

Total: 1,292

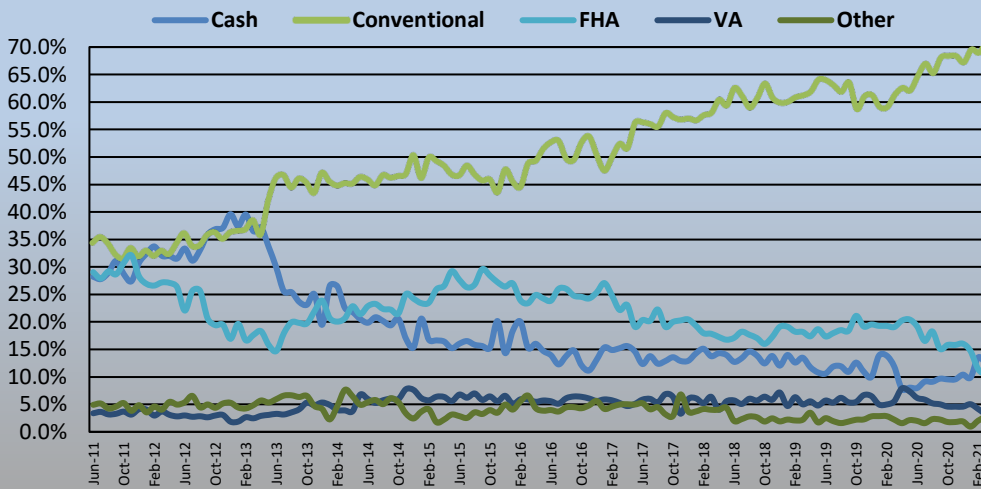


Type of Financing/Days on Market

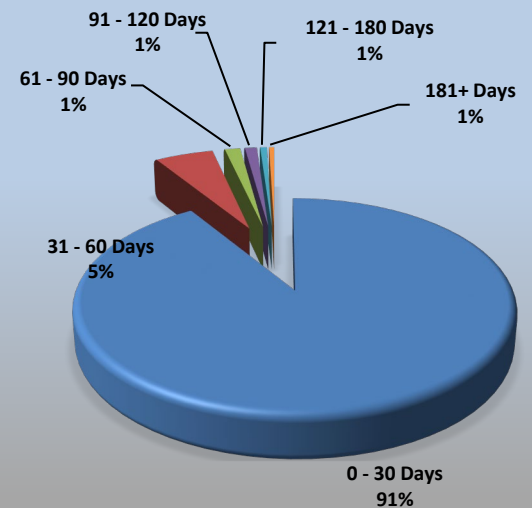
TYPE OF FINANCING (1 House on Lot)



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				
(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	161	12.5%	140	13.5%	0 - 30	1,178	91.2%	87.6%	83.5%
Conventional	920	71.2%	712	68.9%	31 - 60	68	5.3%	7.8%	9.7%
FHA	134	10.4%	118	11.4%	61 - 90	18	1.4%	2.5%	3.6%
VA	41	3.2%	43	4.2%	91 - 120	14	1.1%	1.1%	1.7%
Other †	36	2.8%	21	2.0%	121 - 180	8	0.6%	0.5%	1.0%
Total	1,292	100.0%	1,034	100.0%	181+	6	0.5%	0.5%	0.6%
					Total	1,292	100.0%	100.0%	100.0%

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

Median DOM:	Current	Last Month
Average DOM:	6	6
Average Price/Square Foot:	13	15
	\$306.3	\$296.2

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit <https://www.sacrealtor.org/consumers/housing-statistics>.

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

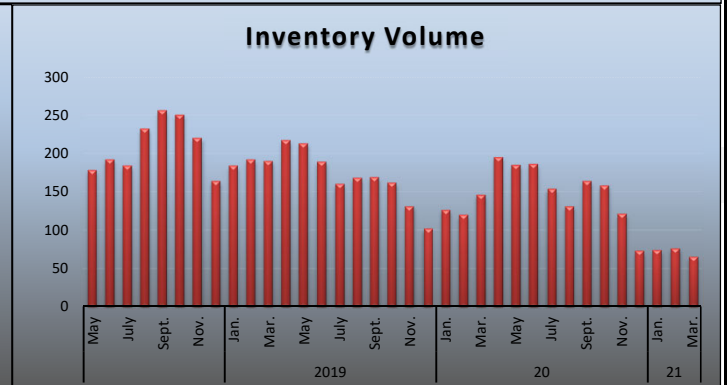
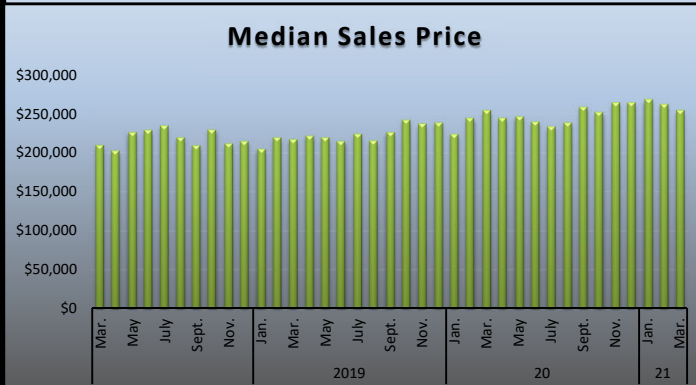
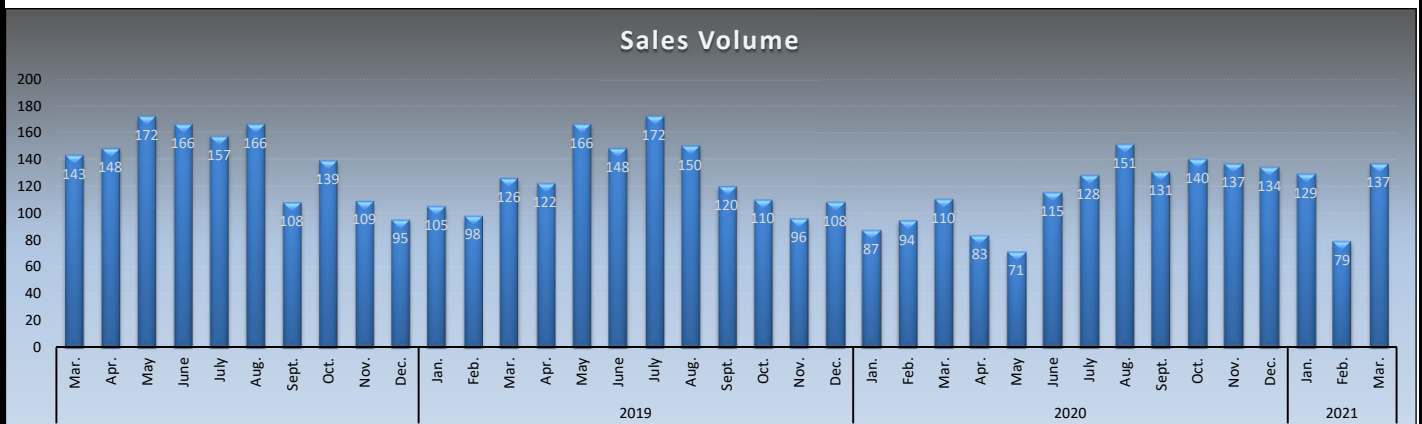
MLS STATISTICS for March 2021

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	149		116	28.4%		140		6.4%
Active Listing Inventory †	65		76	-14.5%		146		-55.5%
Pending Sales This Month*	155		149	4.0%		113		37.2%
Number of REO Sales	1	0.7%	0	100.0%	0.0%	1	0.9%	N/A
Number of Short Sales	0	0.0%	0	100.0%	0.0%	0	0.0%	N/A
Equity Sales	136	99%	79	72.2%	100.0%	109	99.1%	24.8%
Total Number of Closed Escrows	137	100%	79	73.4%	100%	110	100.0%	24.5%
Months Inventory	0.5 Months		1 Months	-50.0%		1.3 Months		-61.5%
Dollar Value of Closed Escrows	\$37,804,382		\$20,801,214	81.7%		\$30,221,390		25.1%
Median	\$255,000		\$262,900	-3.0%		\$255,000		0.0%
Mean	\$275,944		\$263,307	4.8%		\$274,740		0.4%
Year-to-Date Statistics	1/1/21 to 3/31/21		1/1/21 to 3/31/21			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			3/31/2020		Change
Number of Closed Escrows	345		345			291		18.6%
Dollar Value of Closed Escrows	\$95,029,134		\$95,029,134			\$76,066,351		24.9%
Median	\$265,000		\$265,000			\$232,250		14.1%
Mean	\$275,447		\$275,447			\$261,396		5.4%



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

* 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®.

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit <https://www.sacrealtor.org/consumers/housing-statistics>

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

MLS STATISTICS for March 2021

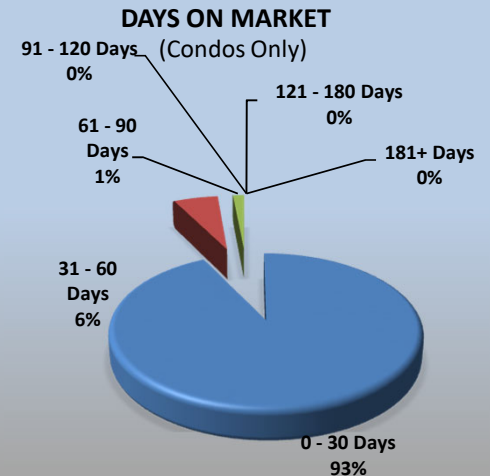
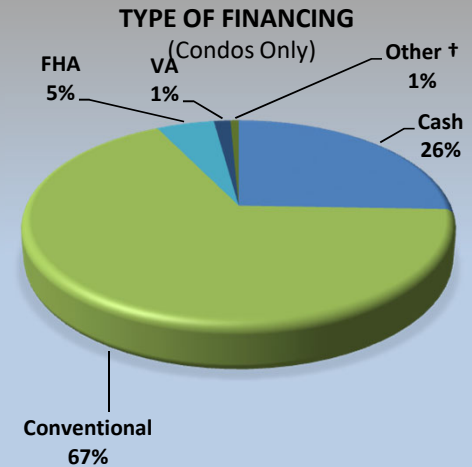
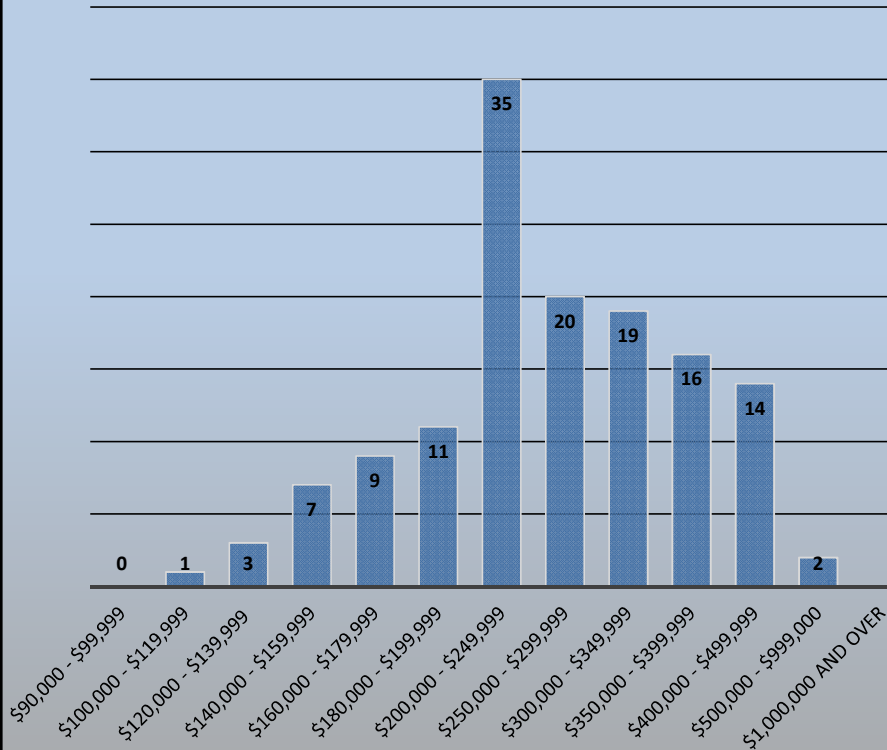
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 137



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	35	25.5%	12	15.2%	0 - 30	127	92.7%	79.3%	78.3%
Conventional	92	67.2%	58	73.4%	31 - 60	8	5.8%	13.6%	13.1%
FHA	7	5.1%	6	7.6%	61 - 90	2	1.5%	4.8%	4.9%
VA	2	1.5%	3	3.8%	91 - 120	0	0.0%	1.0%	1.8%
Other †	1	0.7%	0	0.0%	121 - 180	0	0.0%	0.4%	1.5%
Total	137	100.0%	79	100.0%	181+	0	0.0%	0.8%	0.4%
					Total	137	100.0%	100.0%	100.0%

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

Average DOM:

Current **10** Last Month **20**

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit <https://www.sacrealtor.org/consumers/housing-statistics>.

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