

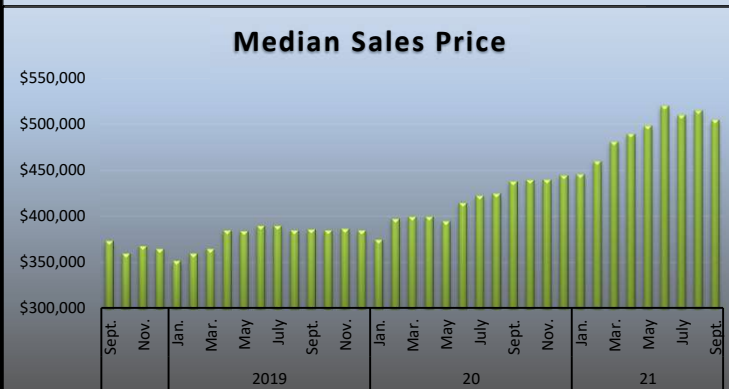
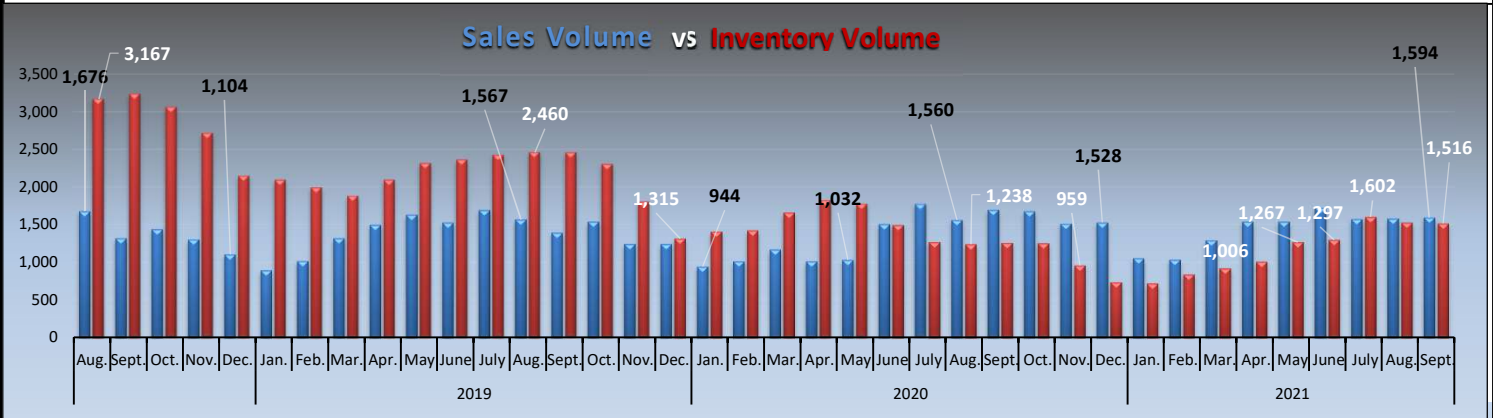
MLS STATISTICS for September 2021

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	1,913		2,005	-4.6%		1,875		2.0%
Active Listing Inventory †	1,516		1,526	-0.7%		1,257		20.6%
Pending Sales This Month*	1,961		1,971	-0.5%		2,252		-12.9%
Number of REO Sales	1	0.1%	2	-50%	0.1%	11	0.6%	-90.9%
Number of Short Sales	0	0.0%	0	N/A	0.0%	3	0.2%	-100.0%
Equity Sales	1,593	99.9%	1,577	1.0%	99.9%	1,681	99.2%	-5.2%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,594	100%	1,579	0.9%	100%	1,695	100.0%	-6.0%
Months Inventory	1 Months		1 Months	0.0%		0.7 Months		42.9%
Dollar Value of Closed Escrows	\$881,219,399		\$907,039,087	-2.8%		\$819,901,009		7.5%
Median	\$505,000		\$515,000	-1.9%		\$438,000		15.3%
Mean	\$552,835		\$574,439	-3.8%		\$483,717		14.3%
Year-to-Date Statistics	1/01/21 to 9/30/21		1/01/21 to 9/30/21			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			9/30/2020		Change
Number of Closed Escrows	12,930		13,155			11,706		10.5%
Dollar Value of Closed Escrows	\$7,070,473,063		\$7,179,481,980			\$5,290,476,904		33.6%
Median	\$495,000		\$495,000			\$410,000		20.7%
Mean	\$546,827		\$545,761			\$451,946		21.0%



Sacramento County Statistics
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Your Real Estate Office

David Broker
REALTOR®/Specialist

Would you like to see your contact info here?
Contact tony@sacrealtor.org for details.

SAR Members Only

MLS

† 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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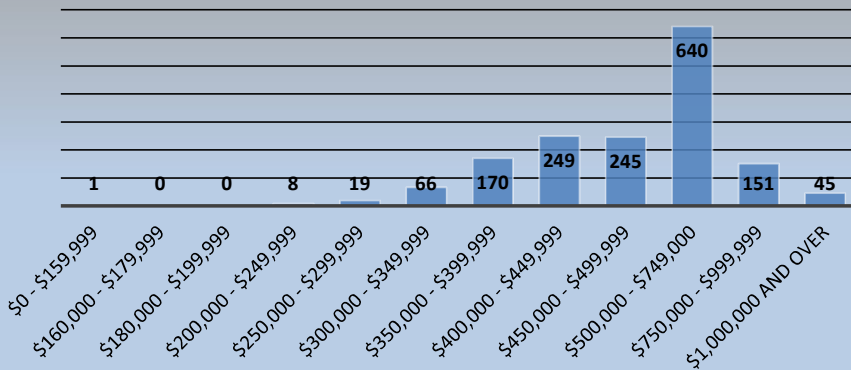
MLS STATISTICS for September 2021

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BREAKDOWN OF SALES BY PRICE

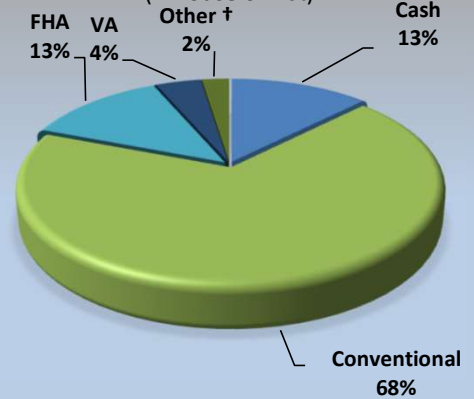
1 House on Lot

Total: 1,594

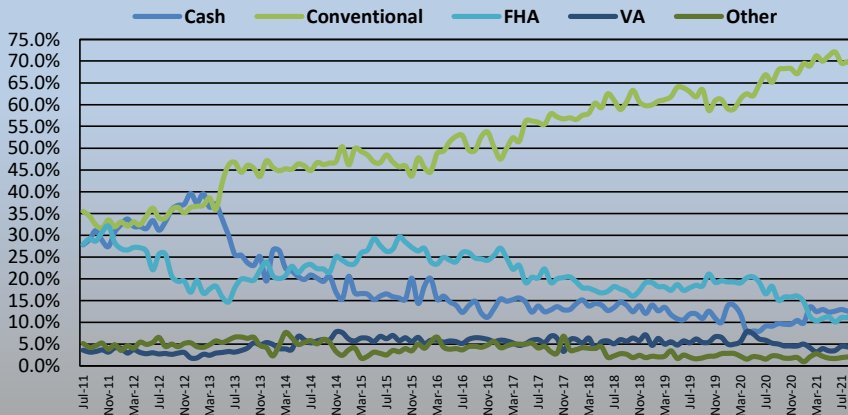


Type of Financing/Days on Market

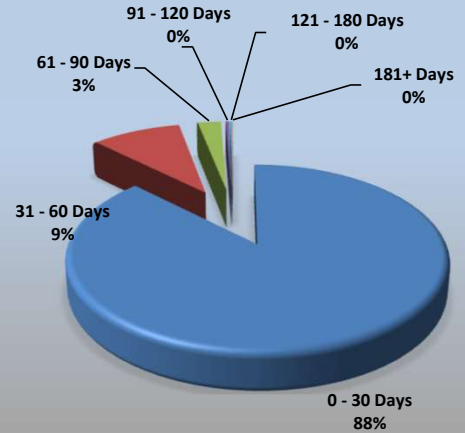
TYPE OF FINANCING (1 House on Lot)



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	% of Total				
(Single Family Home only) Financing Method					(Single Family Only) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	200	12.5%	199	12.6%	0 - 30	1,395	87.5%	91.3%	89.9%
Conventional	1,088	68.3%	1,103	69.9%	31 - 60	150	9.4%	6.5%	6.7%
FHA	202	12.7%	176	11.1%	61 - 90	39	2.4%	1.4%	1.8%
VA	65	4.1%	68	4.3%	91 - 120	6	0.4%	0.4%	0.7%
Other †	39	2.4%	33	2.1%	121 - 180	3	0.2%	0.2%	0.5%
Total	1,594	100.0%	1,579	100.0%	181+	1	0.1%	0.2%	0.3%
					Total	1,594	100.0%	100.0%	100.0%

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

Median DOM:	8	7
Average DOM:	15	15
Average Price/Square Foot:	\$331.1	\$333.9

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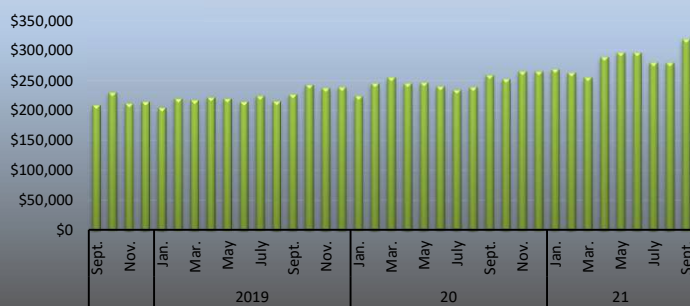
CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	141		143	-1.4%		175		-19.4%
Active Listing Inventory †	105		114	-7.9%		164		-36.0%
Pending Sales This Month*	160		151	6.0%		186		-14.0%
Number of REO Sales	0	0.0%	0	0.0%	0.0%	2	1.5%	N/A
Number of Short Sales	0	0.0%	0	0.0%	0.0%	0	0.0%	N/A
Equity Sales	121	100%	116	4.3%	100.0%	129	98.5%	-6.2%
Total Number of Closed Escrows	121	100%	116	4.3%	100%	131	100.0%	-7.6%
Months Inventory	0.9 Months		1 Months	-10.0%		1.3 Months		-30.8%
Dollar Value of Closed Escrows	\$41,184,150		\$34,438,387	19.6%		\$36,055,519		14.2%
Median	\$319,000		\$280,000	13.9%		\$259,000		23.2%
Mean	\$340,365		\$296,883	14.6%		\$275,233		23.7%
Year-to-Date Statistics	1/1/21 to 9/30/21		1/1/21 to 9/30/21			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			9/30/2020		Change
Number of Closed Escrows	1,066		1,091			973		9.6%
Dollar Value of Closed Escrows	\$322,105,043		\$329,433,043			\$253,655,536		27.0%
Median	\$285,000		\$285,000			\$243,000		17.3%
Mean	\$302,162		\$301,955			\$260,694		15.9%

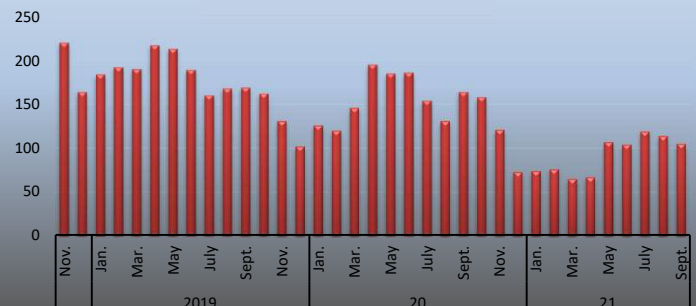
Sales Volume



Median Sales Price



Inventory Volume



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

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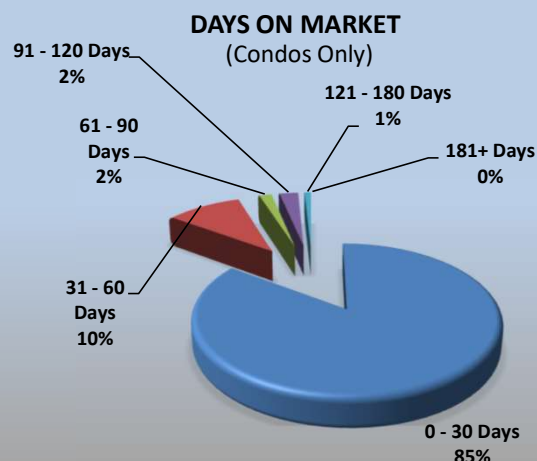
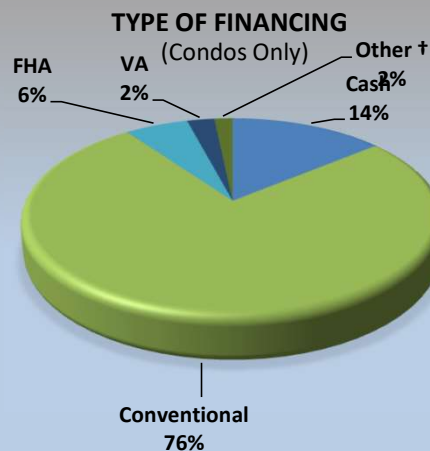
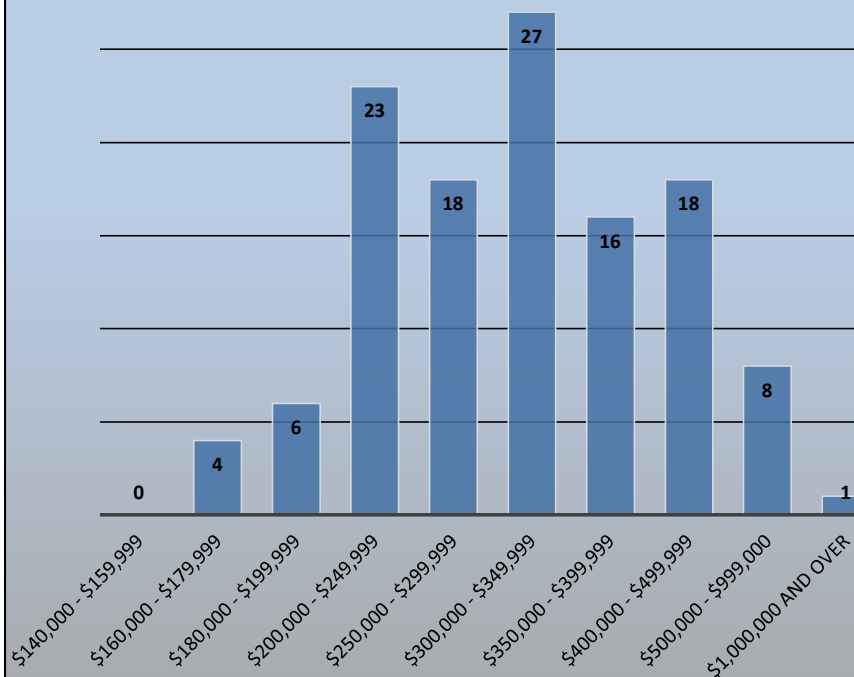
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 121



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
					% of Total				
(Condo Only) Financing Method	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	17	14.0%	24	20.7%	0 - 30	103	85.1%	89.5%	85.5%
Conventional	92	76.0%	80	69.0%	31 - 60	12	9.9%	7.7%	9.8%
FHA	7	5.8%	9	7.8%	61 - 90	2	1.7%	1.4%	2.6%
VA	3	2.5%	2	1.7%	91 - 120	3	2.5%	1.0%	1.1%
Other †	2	1.7%	1	0.9%	121 - 180	1	0.8%	0.2%	0.5%
Total	121	100.0%	116	100.0%	181+	0	0.0%	0.2%	0.5%
					Total	121	100.0%	100.0%	100.0%

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Average DOM:

Current

17

Last Month

14

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