

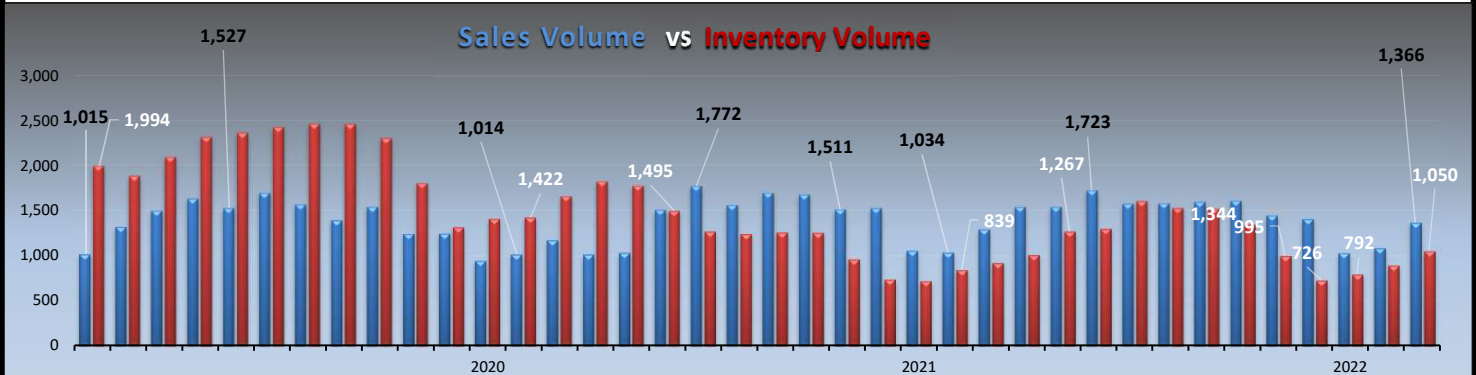
MLS STATISTICS for March 2022

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	1,833		1,475	24.3%		1,851		-1.0%
Active Listing Inventory †	1,050		890	18.0%		918		14.4%
Pending Sales This Month*	1,567		1,456	7.6%		1,843		-15.0%
Number of REO Sales	2	0.1%	3	-33%	0.3%	5	0.4%	-60.0%
Number of Short Sales	0	0.0%	1	-100%	0.1%	5	0.4%	-100.0%
Equity Sales	1,364	99.9%	1,078	26.5%	99.6%	1,282	99.2%	6.4%
Other (non-REO/-Short Sale/-Equi	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,366	100%	1,082	26.2%	100%	1,292	100.0%	5.7%
Months Inventory	0.8 Months		0.8 Months	0.0%		0.7 Months		14.3%
Dollar Value of Closed Escrows	\$833,541,236		\$638,386,390	30.6%		\$674,955,443		23.5%
Median	\$556,000		\$540,000	3.0%		\$481,000		15.6%
Mean	\$610,206		\$590,006	3.4%		\$522,411		16.8%
Year-to-Date Statistics	1/01/22 to 3/31/22		1/01/22 to 3/31/22			1/1/2021		
	SAR monthly data, compiled		MetroList YTD data			3/31/2021		Change
Number of Closed Escrows	3,478		3,528			3,380		2.9%
Dollar Value of Closed Escrows	\$2,060,718,904		\$2,088,092,399			\$1,708,453,849		20.6%
Median	\$530,000		\$340,450			\$461,990		14.7%
Mean	\$592,501		\$591,863			\$505,460		17.2%



MLS STATISTICS for March 2022

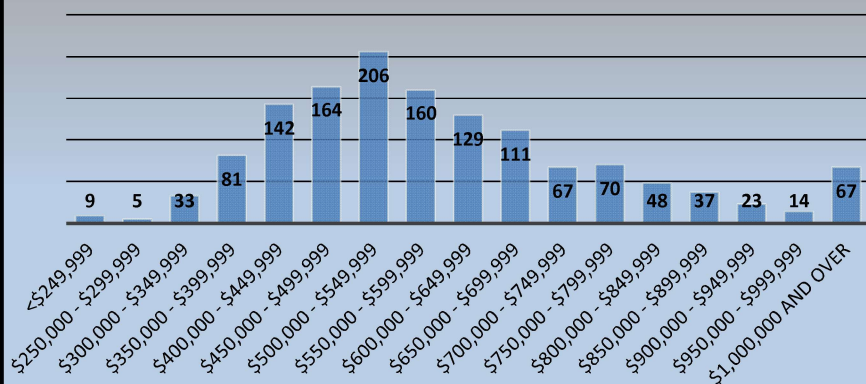
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

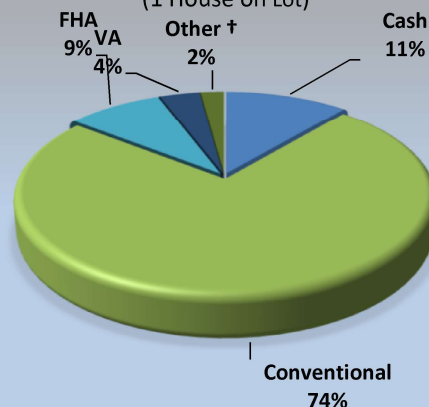
Type of Financing/Days on Market

1 House on Lot

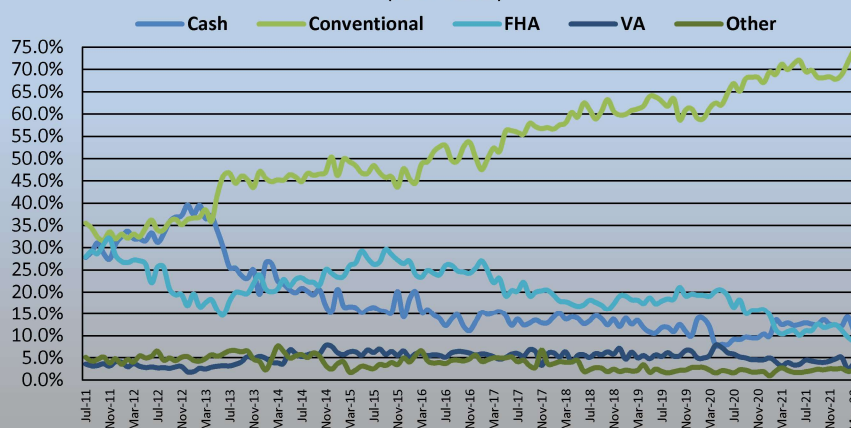
Total: 1,366



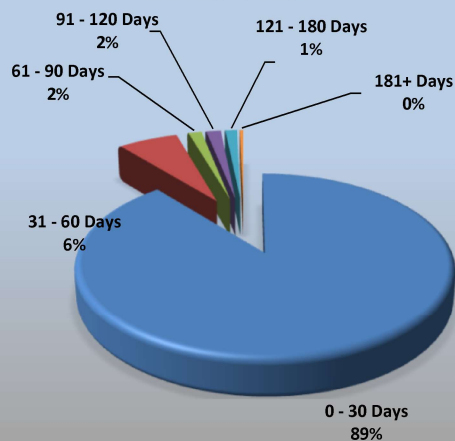
TYPE OF FINANCING (1 House on Lot)



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	153	11.2%	155	14.3%	0 - 30	1,218	89.2%	83.2%	88.3%
Conventional	1,015	74.3%	774	71.5%	31 - 60	86	6.3%	10.3%	7.9%
FHA	119	8.7%	105	9.7%	61 - 90	19	1.4%	3.4%	2.3%
VA	50	3.7%	27	2.5%	91 - 120	21	1.5%	1.6%	0.9%
Other †	29	2.1%	21	1.9%	121 - 180	17	1.2%	1.1%	0.5%
Total	1,366	100.0%	1,082	100.0%	181+	5	0.4%	0.3%	0.2%
					Total	1,366	100.0%	100.0%	100.0%

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

Median DOM:	7	7
Average DOM:	15	17
Average Price/Square Foot:	\$364.1	\$355.0

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Based on Multiple Listing Service data from MetroList® | 2022 SAR

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

MLS STATISTICS for March 2022

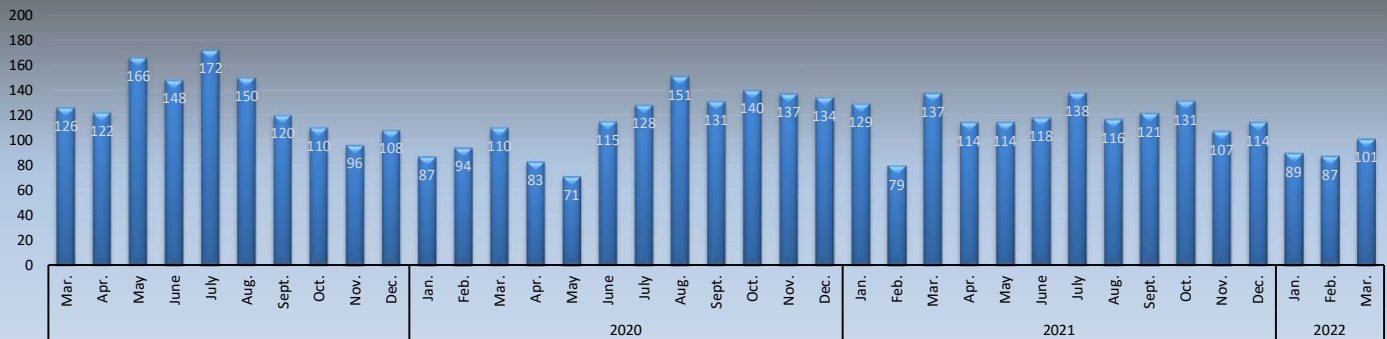
Data for Sacramento County and the City of West Sacramento



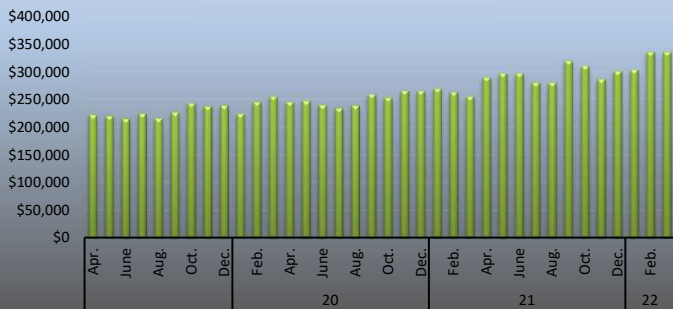
CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	141		127	11.0%		149		-5.4%
Active Listing Inventory †	80		73	9.6%		65		23.1%
Pending Sales This Month*	124		105	18.1%		155		-20.0%
Number of REO Sales	0	0.0%	0	0.0%	0.0%	1	0.7%	N/A
Number of Short Sales	0	0.0%	0	0.0%	0.0%	0	0.0%	N/A
Equity Sales	101	100%	87	16.1%	100.0%	136	99.3%	-25.7%
Total Number of Closed Escrows	101	100%	87	16.1%	100%	137	100.0%	-26.3%
Months Inventory	0.8 Months		0.8 Months	0.0%		0.5 Months		60.0%
Dollar Value of Closed Escrows	\$34,926,272		\$31,563,800	10.7%		\$37,804,382		-7.6%
Median	\$335,000		\$335,000	0.0%		\$255,000		31.4%
Mean	\$345,805		\$362,802	-4.7%		\$275,944		25.3%
Year-to-Date Statistics	1/1/22 to 3/31/22		1/1/22 to 3/31/22			1/1/2021		
	SAR monthly data, compiled		MetroList YTD data			3/31/2021		Change
Number of Closed Escrows	277		284			345		-19.7%
Dollar Value of Closed Escrows	\$92,433,042		\$97,902,407			\$95,029,134		-2.7%
Median	\$344,727		\$344,727			\$265,000		30.1%
Mean	\$333,693		\$325,000			\$275,447		21.1%

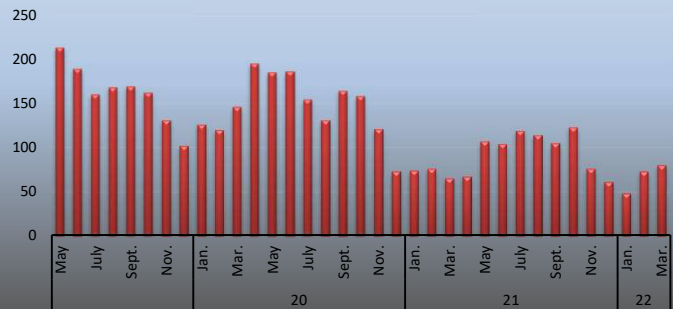
Sales Volume



Median Sales Price



Inventory Volume



† 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®.

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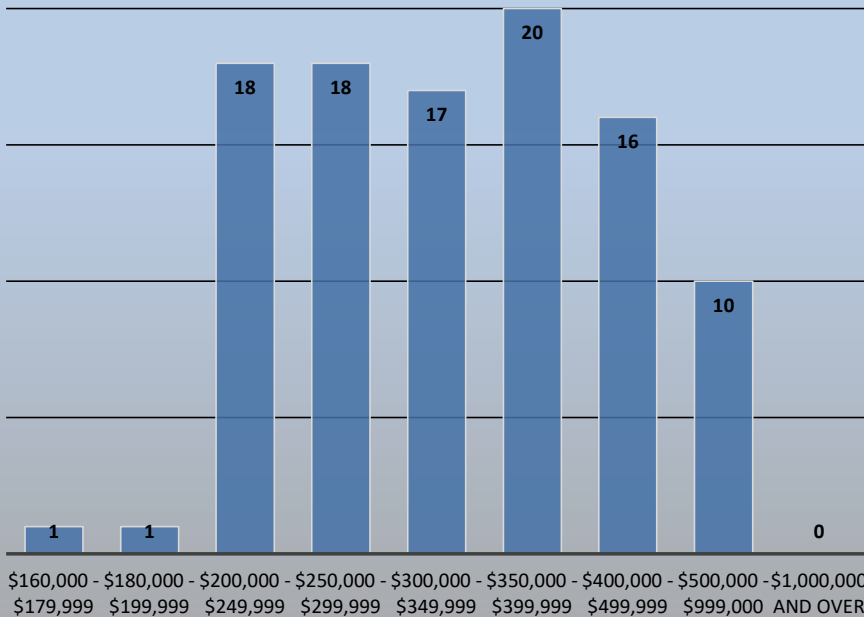
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BREAKDOWN OF SALES BY PRICE

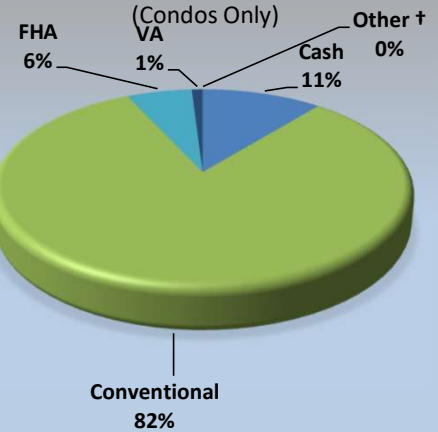
Type of Financing/Days on Market

Condos

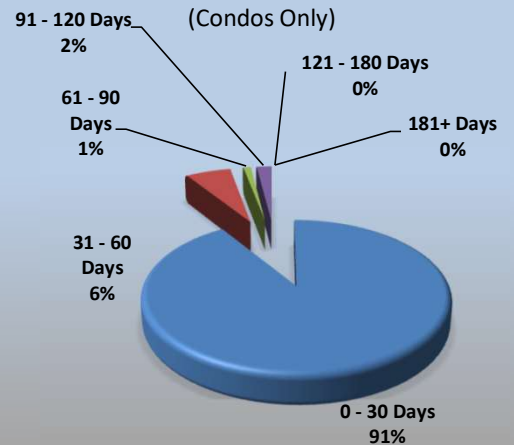
Total: 101



TYPE OF FINANCING



DAYS ON MARKET



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
(Condo Only) Financing Method	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	% of Total		
							Current Month	Last 4 Months	Last 12 Months
Cash	11	10.9%	25	28.7%	0 - 30	92	91.1%	83.6%	87.3%
Conventional	83	82.2%	54	62.1%	31 - 60	6	5.9%	9.2%	8.4%
FHA	6	5.9%	2	2.3%	61 - 90	1	1.0%	4.6%	2.7%
VA	1	1.0%	3	3.4%	91 - 120	2	2.0%	1.3%	1.0%
Other †	0	0.0%	3	3.4%	121 - 180	0	0.0%	1.3%	0.4%
Total	101	100.0%	87	100.0%	181+	0	0.0%	0.0%	0.2%
					Total	101	100.0%	100.0%	100.0%

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

Average DOM:

Current

Last Month

12

19

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