

MLS STATISTICS for February 2023

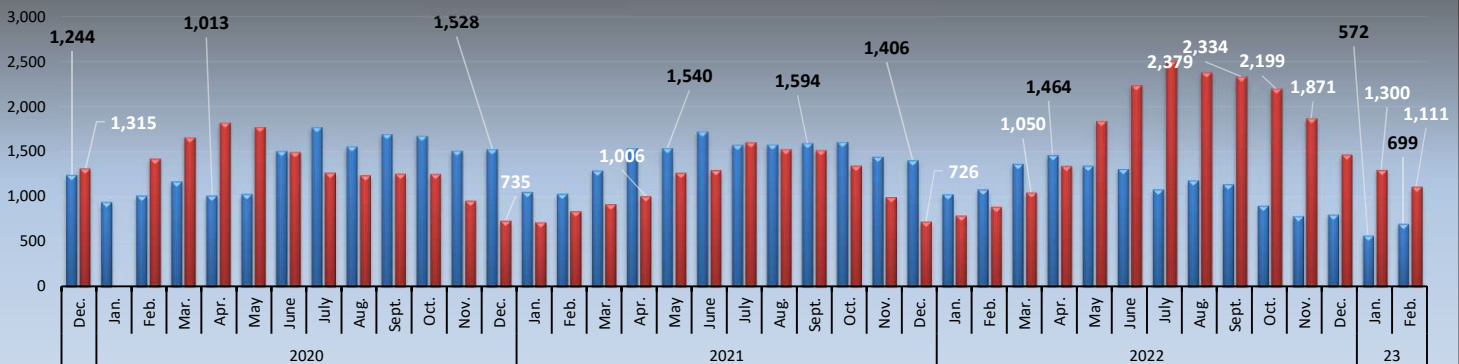
Data for Sacramento County and the City of West Sacramento



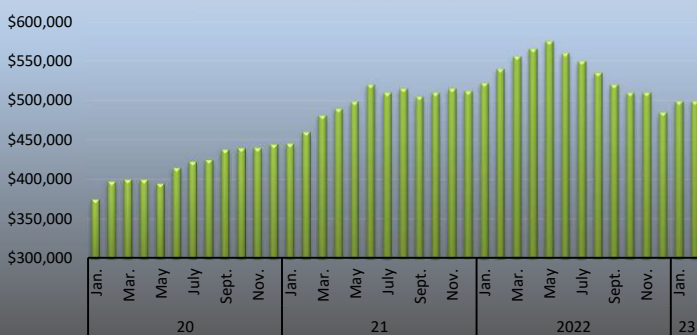
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	898		806	11.4%		1,475		-39.1%
Active Listing Inventory †	1,111		1,300	-14.5%		890		24.8%
Pending Sales This Month*	991		833	19.0%		1,456		-31.9%
Number of REO Sales	3	0.4%	5	-40%	0.9%	3	0.3%	N/A
Number of Short Sales	2	0.3%	3	-33.3%	0.5%	1	0.1%	N/A
Equity Sales	694	99.3%	564	23.0%	98.6%	1,078	99.6%	-35.6%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	699	100%	572	22.2%	100%	1,082	100.0%	-35.4%
Months Inventory	1.6 Months		2.3 Months	-30.4%		0.8 Months		100.0%
Dollar Value of Closed Escrows	\$369,683,129		\$308,110,654	20.0%		\$638,386,390		-42.1%
Median	\$499,000		\$499,000	0.0%		\$540,000		-7.6%
Mean	\$528,874		\$538,655	-1.8%		\$590,006		-10.4%
Year-to-Date Statistics	1/01/23 to 2/28/23		1/01/23 to 2/28/23			1/1/2022		
	SAR monthly data, compiled		MetroList YTD data			2/28/2022		Change
Number of Closed Escrows	1,271		1,275			2,112		-39.8%
Dollar Value of Closed Escrows	\$677,793,783		\$679,530,193			\$1,227,177,668		-44.8%
Median	\$499,000		\$499,000			\$530,000		-5.8%
Mean	\$533,276		\$532,965			\$581,050		-8.2%

Sales Volume vs Inventory Volume



Median Sales Price



Jenny Escrow
Realtor®

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for details.



*must be current SAR Member in good standing



† 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® | 2023 SAR

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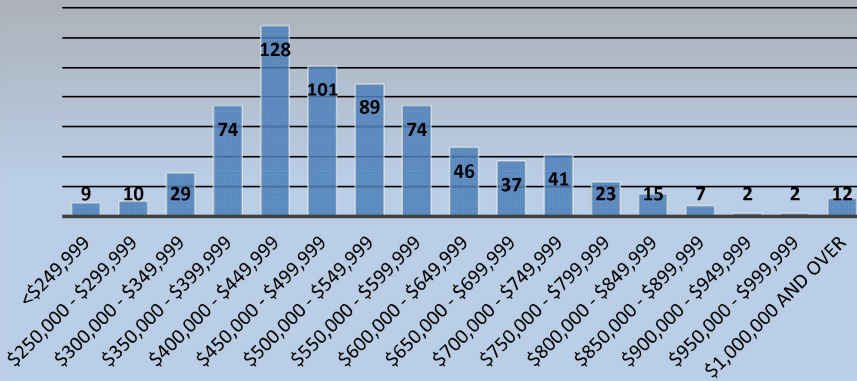
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BREAKDOWN OF SALES BY PRICE

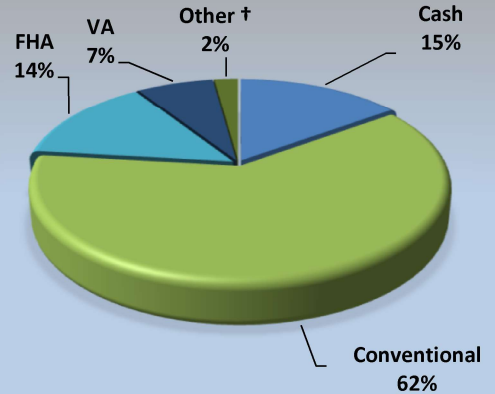
Type of Financing/Days on Market

1 House on Lot

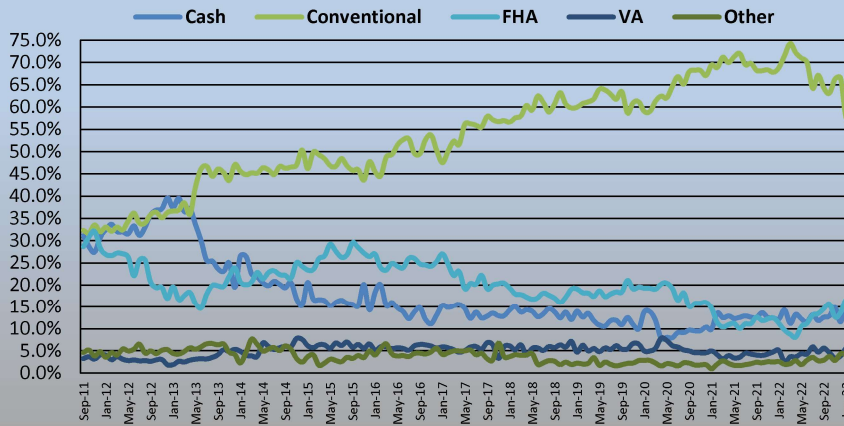
Total: 699



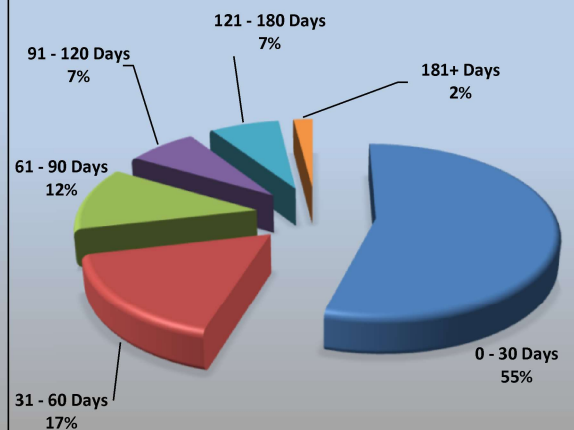
TYPE OF FINANCING (1 House on Lot)



Types of Financing (% of Sales)



DAYS ON MARKET (1 House on Lot)



Type of Financing (Single Family Home only) Financing Method	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	(Single Family Only) Days on Market	# of Units	% of Total		
							Current Month	Last 4 Months	Last 12 Months
Cash	105	15.0%	92	16.1%	0 - 30	382	54.6%	55.8%	75.8%
Conventional	432	61.8%	329	57.5%	31 - 60	117	16.7%	19.9%	14.0%
FHA	98	14.0%	95	16.6%	61 - 90	84	12.0%	11.7%	5.4%
VA	49	7.0%	33	5.8%	91 - 120	51	7.3%	6.2%	2.6%
Other †	15	2.1%	23	4.0%	121 - 180	51	7.3%	5.0%	1.7%
Total	699	100.0%	572	100.0%	181+	14	2.0%	1.3%	0.5%
					Total	699	100.0%	100.0%	100.0%

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

Median DOM:	22	29
Average DOM:	45	44
Average Price/Square Foot:	\$322.8	\$316.6

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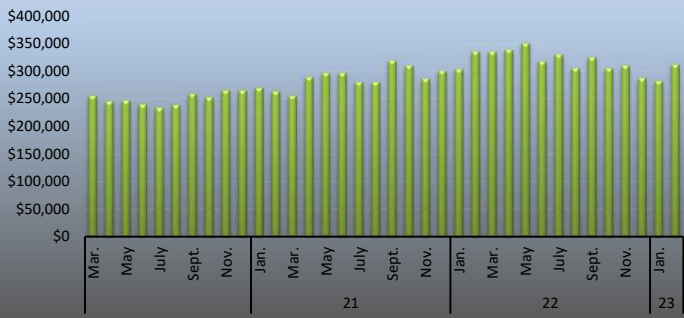
CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	87		84	3.6%		127		-31.5%
Active Listing Inventory †	95		112	-15.2%		73		30.1%
Pending Sales This Month*	101		58	74.1%		105		-3.8%
Number of REO Sales	0	0.0%	1	0.0%	2.2%	0	0.0%	N/A
Number of Short Sales	0	0.0%	0	0.0%	0.0%	0	0.0%	N/A
Equity Sales	58	100%	45	28.9%	97.8%	87	100.0%	-33.3%
Total Number of Closed Escrows	58	100%	46	26.1%	100%	87	100.0%	-33.3%
Months Inventory	1.6 Months		2.4 Months	-33.3%		0.8 Months		100.0%
Dollar Value of Closed Escrows	\$19,070,089		\$16,023,041	19.0%		\$31,563,800		-39.6%
Median	\$312,000		\$282,000	10.6%		\$335,000		-6.9%
Mean	\$328,795		\$348,327	-5.6%		\$362,802		-9.4%
Year-to-Date Statistics	1/1/23 to 2/28/23		1/1/23 to 2/28/23			1/1/2022		Change
	SAR monthly data, compiled		MetroList YTD data			2/28/2022		
Number of Closed Escrows	104		104			176		-40.9%
Dollar Value of Closed Escrows	\$35,093,130		\$35,093,130			\$57,506,770		-39.0%
Median	\$299,200		\$299,200			\$320,040		-6.5%
Mean	\$337,434		\$337,434			\$326,743		3.3%

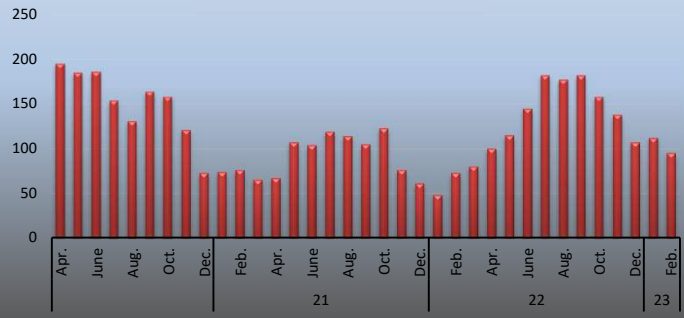
Sales Volume



Median Sales Price



Inventory Volume



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

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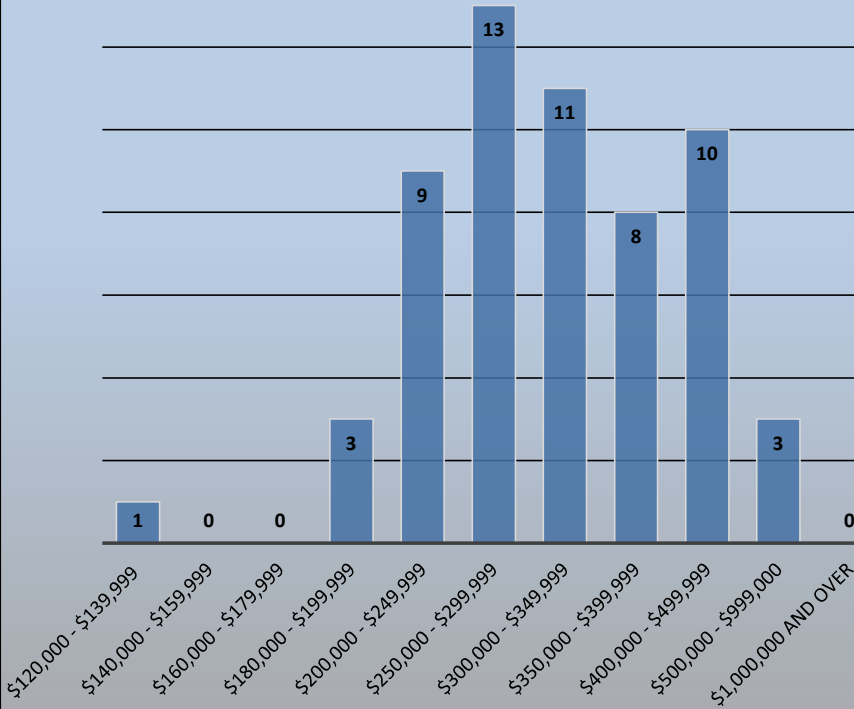
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

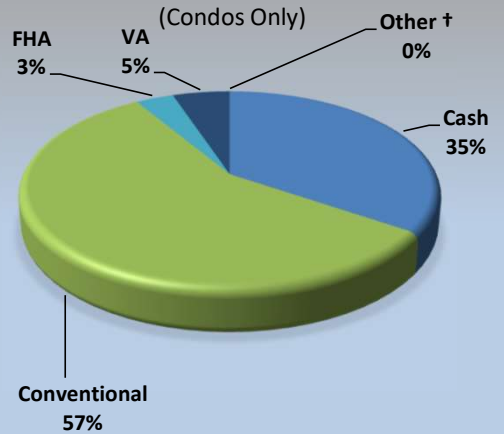
Condos

Total: 58



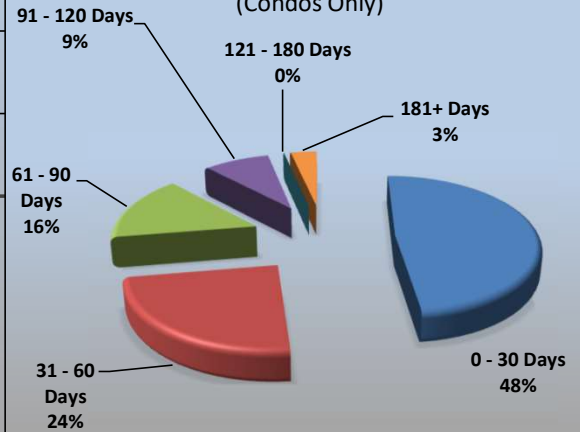
TYPE OF FINANCING

(Condos Only)



DAYS ON MARKET

(Condos Only)



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	% of Total		
(Condo Only) Financing Method	# of Units	% of Total	# of Units	% of Total			Current Month	Last 4 Months	Last 12 Months
Cash	20	34.5%	13	28.3%	0 - 30	28	48.3%	51.5%	76.0%
Conventional	33	56.9%	25	54.3%	31 - 60	14	24.1%	27.3%	16.1%
FHA	2	3.4%	4	8.7%	61 - 90	9	15.5%	12.8%	5.0%
VA	3	5.2%	4	8.7%	91 - 120	5	8.6%	5.3%	1.8%
Other †	0	0.0%	0	0.0%	121 - 180	0	0.0%	2.2%	0.7%
Total	58	100.0%	46	100.0%	181+	2	3.4%	0.9%	0.4%
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Average DOM:

Current

43

Last Month

45

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