

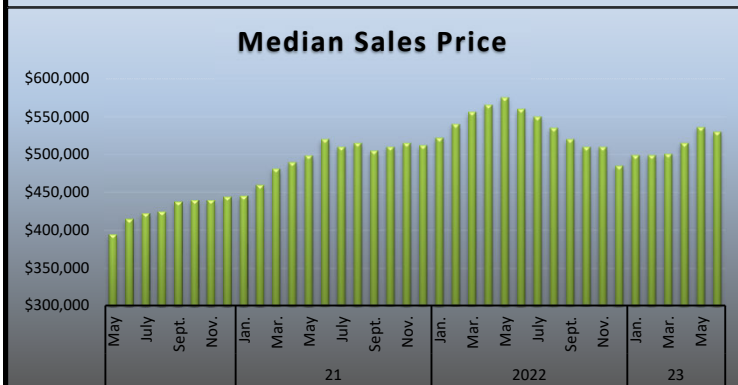
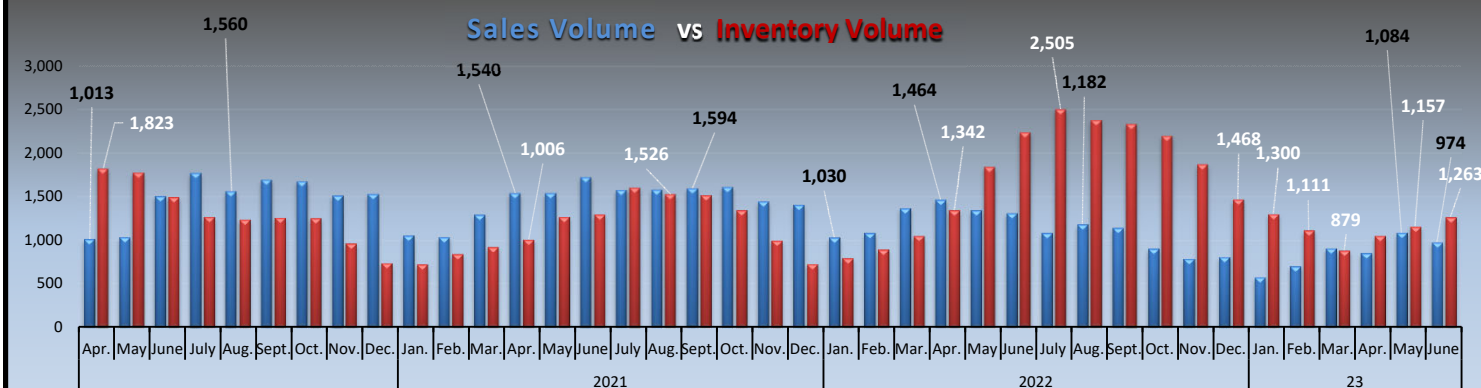
MLS STATISTICS for June 2023

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	1,327		1,268	4.7%		2,066		-35.8%
Active Listing Inventory †	1,263		1,157	9.2%		2,237		-43.5%
Pending Sales This Month*	1,080		1,079	0.1%		1,292		-16.4%
Number of REO Sales	2	0.2%	3	-33%	0.3%	1	0.1%	N/A
Number of Short Sales	0	0.0%	2	-100.0%	0.2%	0	0.0%	N/A
Equity Sales	972	99.8%	1,079	-9.9%	99.5%	1,309	99.9%	-25.7%
Other (non-REO/-Short Sale/-Equi)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	974	100%	1,084	-10.1%	100%	1,310	100.0%	-25.6%
Months Inventory	1.3 Months		1.1 Months	18.2%		1.7 Months		-23.5%
Dollar Value of Closed Escrows	\$586,719,243		\$648,342,197	-9.5%		\$795,088,992		-26.2%
Median	\$530,000		\$536,000	-1.1%		\$560,000		-5.4%
Mean	\$602,381		\$598,102	0.7%		\$606,938		-0.8%
Year-to-Date Statistics	1/01/23 to 6/30/23		1/01/23 to 6/30/23			1/1/2022		
	SAR monthly data, compiled		MetroList YTD data			6/30/2023		Change
Number of Closed Escrows	5,085		5,164			7,597		-33.1%
Dollar Value of Closed Escrows	\$2,905,026,383		\$2,949,253,026			\$4,611,921,893		-37.0%
Median	\$519,700		\$519,700			\$555,000		-6.4%
Mean	\$571,293		\$571,118			\$607,071		-5.9%



Jenny Escrow
Realtor®

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*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®.

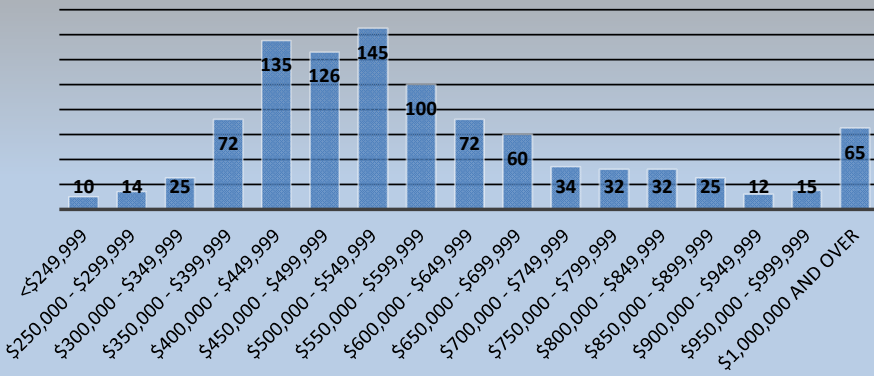
MLS STATISTICS for June 2023

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

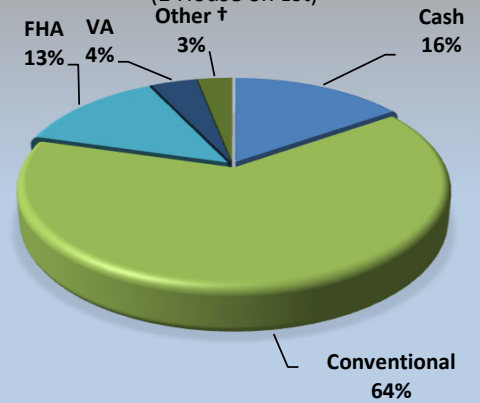
1 House on Lot

Total: 974

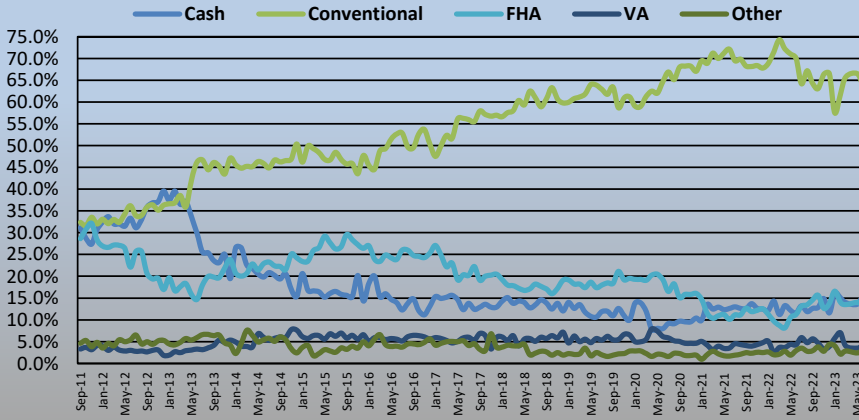


Type of Financing/Days on Market

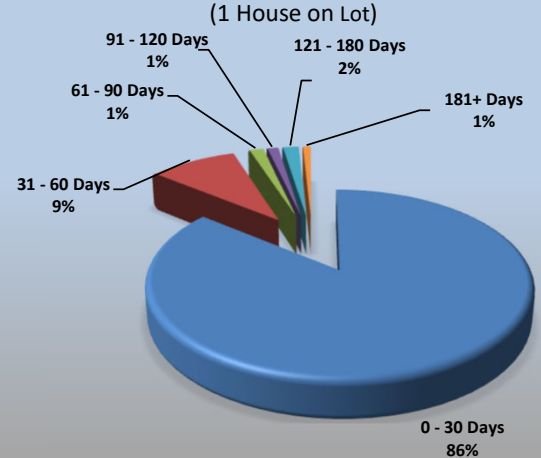
TYPE OF FINANCING (1 House on Lot)



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	% of Total				
					(Single Family Only) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	150	15.4%	147	13.6%	0 - 30	837	85.9%	76.2%	68.5%
Conventional	624	64.1%	721	66.5%	31 - 60	88	9.0%	10.0%	16.4%
FHA	130	13.3%	152	14.0%	61 - 90	14	1.4%	4.5%	7.2%
VA	40	4.1%	38	3.5%	91 - 120	11	1.1%	3.5%	3.8%
Other †	30	3.1%	26	2.4%	121 - 180	16	1.6%	3.7%	3.0%
Total	974	100.0%	1,084	100.0%	181+	8	0.8%	2.0%	1.1%
					Total	974	100.0%	100.0%	100.0%

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

	Current	Last Month
Median DOM:	7	8
Average DOM:	18	22
Average Price/Square Foot:	\$348.3	\$329.5

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Based on Multiple Listing Service data from MetroList® | 2023 SAR

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

MLS STATISTICS for June 2023

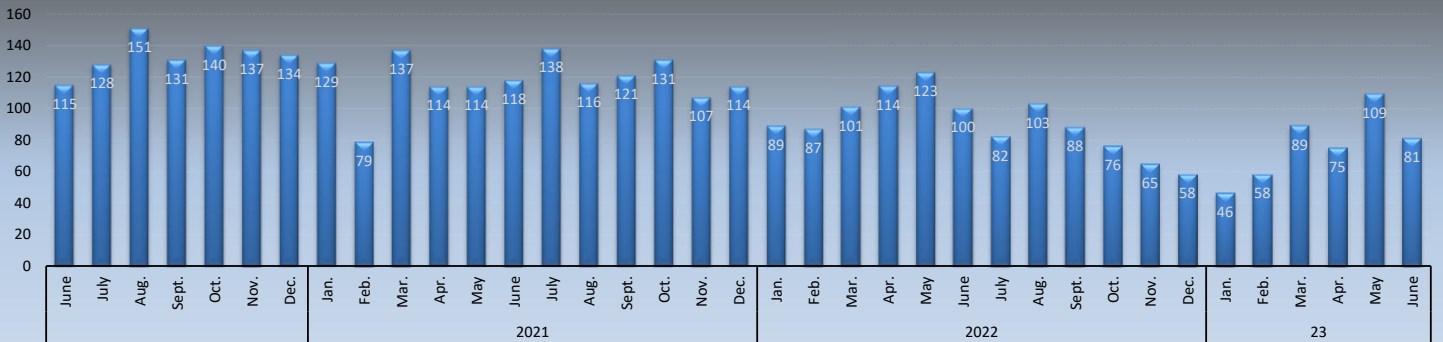
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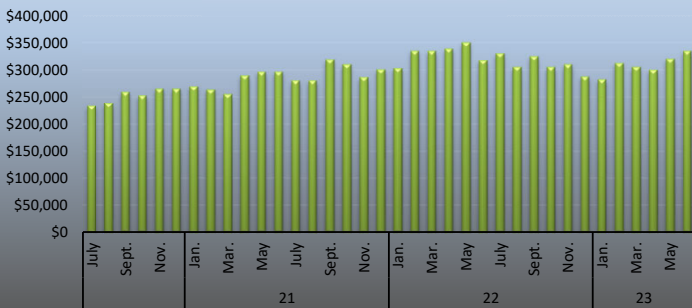
CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	105		96	9.4%		147		-28.6%
Active Listing Inventory †	118		103	14.6%		145		-18.6%
Pending Sales This Month*	78		85	-8.2%		103		-24.3%
Number of REO Sales	0	0.0%	0	0.0%	0.0%	0	0.0%	N/A
Number of Short Sales	0	0.0%	0	0.0%	0.0%	0	0.0%	N/A
Equity Sales	81	100%	109	-25.7%	100.0%	100	100.0%	-19.0%
Total Number of Closed Escrows	81	100%	109	-25.7%	100%	100	100.0%	-19.0%
Months Inventory	1.5 Months		0.9 Months	66.7%		1.5 Months		0.0%
Dollar Value of Closed Escrows	\$29,259,522		\$36,704,416	-20.3%		\$33,829,095		-13.5%
Median	\$335,000		\$320,000	4.7%		\$317,500		5.5%
Mean	\$361,229		\$336,738	7.3%		\$338,291		6.8%
Year-to-Date Statistics	1/1/23 to 06/30/23		1/1/23 to 06/30/23			1/1/2022 to 6/30/2022		Change
	SAR monthly data, compiled		MetroList YTD data					
Number of Closed Escrows	458		464			614		-25.4%
Dollar Value of Closed Escrows	\$155,196,655		\$157,220,645			\$213,599,165		-27.3%
Median	\$309,500		\$309,500			\$325,000		-4.8%
Mean	\$338,857		\$338,838			\$347,881		-2.6%

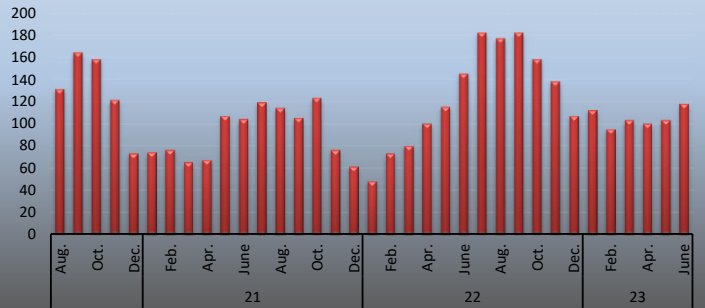
Sales Volume



Median Sales Price



Inventory Volume



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

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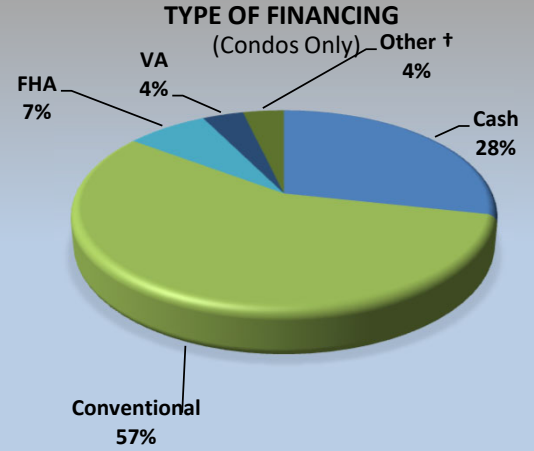
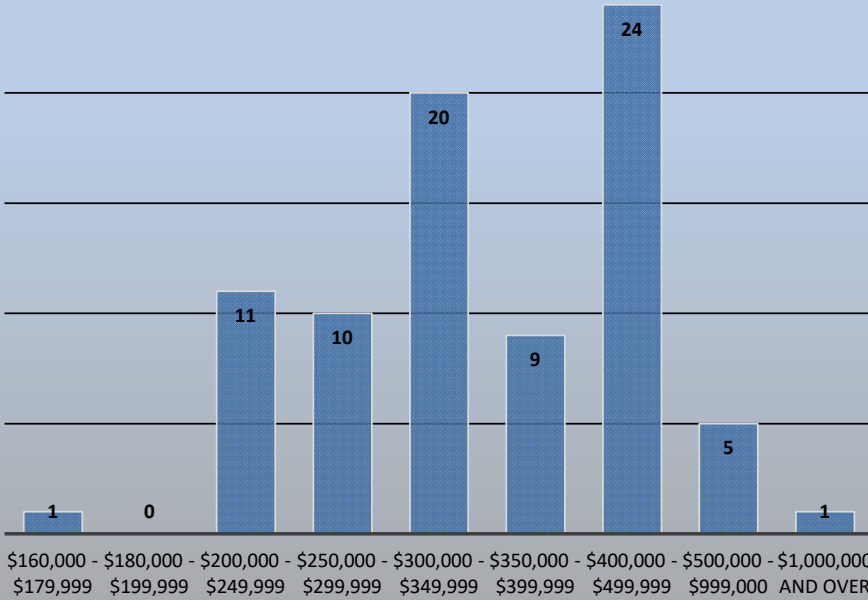
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 81



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							Current Month	Last 4 Months	Last 12 Months
Cash	23	28.4%	21	19.3%	0 - 30	71	87.7%	77.4%	69.6%
Conventional	46	56.8%	72	66.1%	31 - 60	7	8.6%	11.3%	18.8%
FHA	6	7.4%	11	10.1%	61 - 90	3	3.7%	5.4%	6.7%
VA	3	3.7%	3	2.8%	91 - 120	0	0.0%	3.7%	3.1%
Other †	3	3.7%	2	1.8%	121 - 180	0	0.0%	1.4%	1.2%
Total	81	100.0%	109	100.0%	181+	0	0.0%	0.8%	0.6%
					Total	81	100.0%	100.0%	100.0%

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

Average DOM:

Current

15

Last Month

26

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