

MLS STATISTICS for March 2023

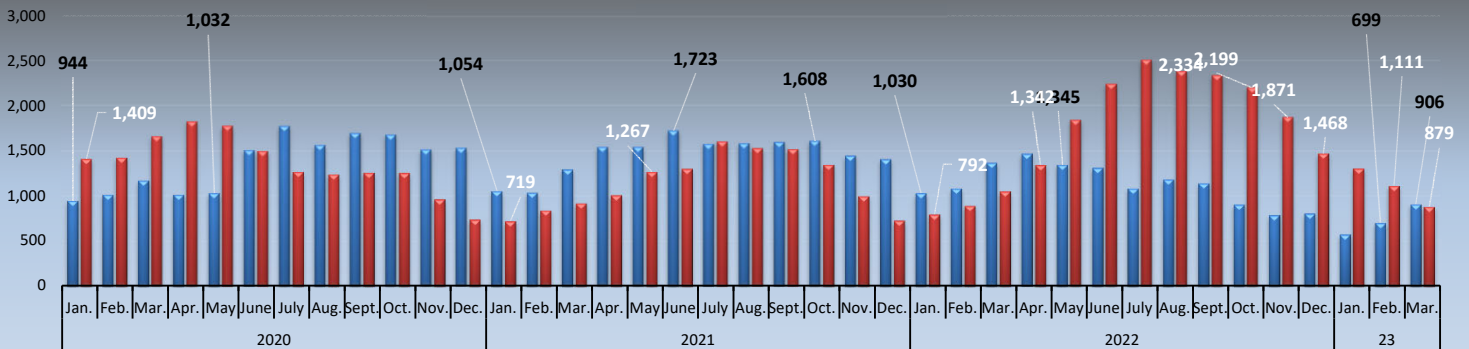
Data for Sacramento County and the City of West Sacramento



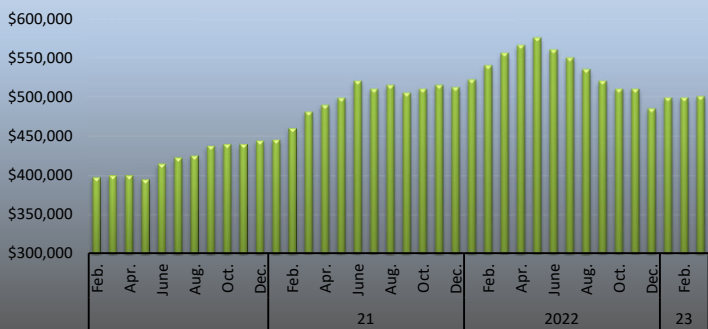
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,013		898	12.8%		1,833		-44.7%
Active Listing Inventory †	879		1,111	-20.9%		1,050		-16.3%
Pending Sales This Month*	1,073		991	8.3%		1,567		-31.5%
Number of REO Sales	3	0.3%	3	0%	0.4%	2	0.1%	N/A
Number of Short Sales	2	0.2%	2	0.0%	0.3%	0	0.0%	N/A
Equity Sales	901	99.4%	694	29.8%	99.3%	1,364	99.9%	-33.9%
Other (non-REO/-Short Sale/-Equi	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	906	100%	699	29.6%	100%	1,366	100.0%	-33.7%
Months Inventory	1 Months		1.6 Months	-37.5%		0.8 Months		25.0%
Dollar Value of Closed Escrows	\$502,332,031		\$369,683,129	35.9%		\$833,541,236		-39.7%
Median	\$500,500		\$499,000	0.3%		\$556,000		-10.0%
Mean	\$554,450		\$528,874	4.8%		\$610,206		-9.1%
Year-to-Date Statistics	1/01/23 to 3/31/23		1/01/23 to 3/31/23			1/1/2022		
	SAR monthly data, compiled		MetroList YTD data			3/31/2022		Change
Number of Closed Escrows	2,177		2,197			3,478		-37.4%
Dollar Value of Closed Escrows	\$1,180,125,814		\$1,190,852,970			\$2,060,718,904		-42.7%
Median	\$500,000		\$500,000			\$530,000		-5.7%
Mean	\$542,088		\$542,036			\$592,501		-8.5%

Sales Volume vs Inventory Volume

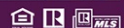
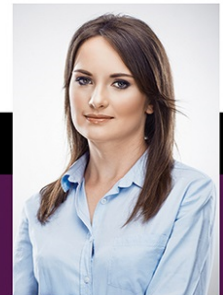


Median Sales Price



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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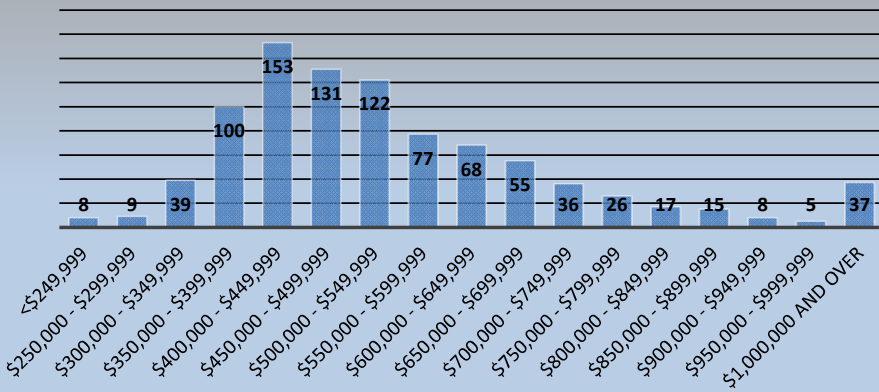
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BREAKDOWN OF SALES BY PRICE

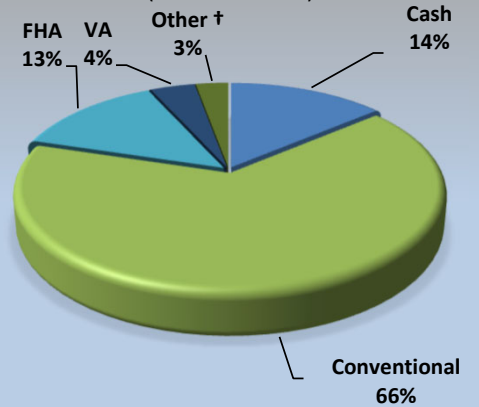
Type of Financing/Days on Market

1 House on Lot

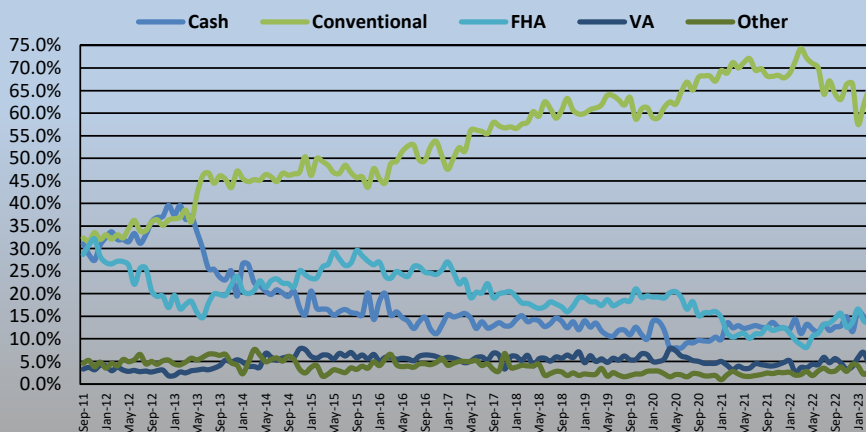
Total: 906



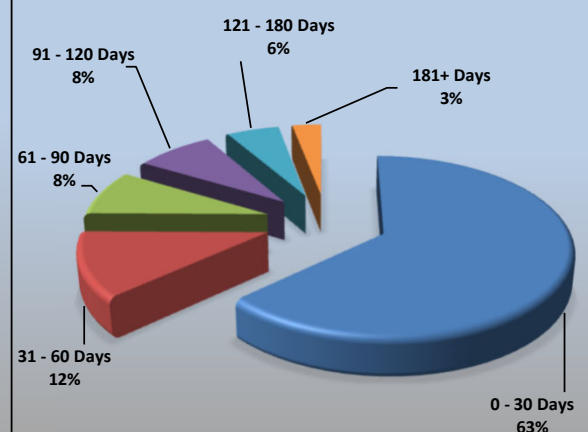
TYPE OF FINANCING (1 House on Lot)



Types of Financing (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	(Single Family Only) Days on Market	# of Units	% of Total		
(Single Family Home only) Financing Method							Current Month	Last 4 Months	Last 12 Months
Cash	126	13.9%	105	15.0%	0 - 30	573	63.2%	57.2%	73.4%
Conventional	596	65.8%	432	61.8%	31 - 60	108	11.9%	17.6%	14.7%
FHA	122	13.5%	98	14.0%	61 - 90	76	8.4%	10.7%	6.1%
VA	36	4.0%	49	7.0%	91 - 120	73	8.1%	6.8%	3.1%
Other †	26	2.9%	15	2.1%	121 - 180	49	5.4%	5.7%	2.0%
Total	906	100.0%	699	100.0%	181+	27	3.0%	2.0%	0.6%
					Total	906	100.0%	100.0%	100.0%

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

	Current	Last Month
Median DOM:	16	22
Average DOM:	40	45
Average Price/Square Foot:	\$331.7	\$322.8

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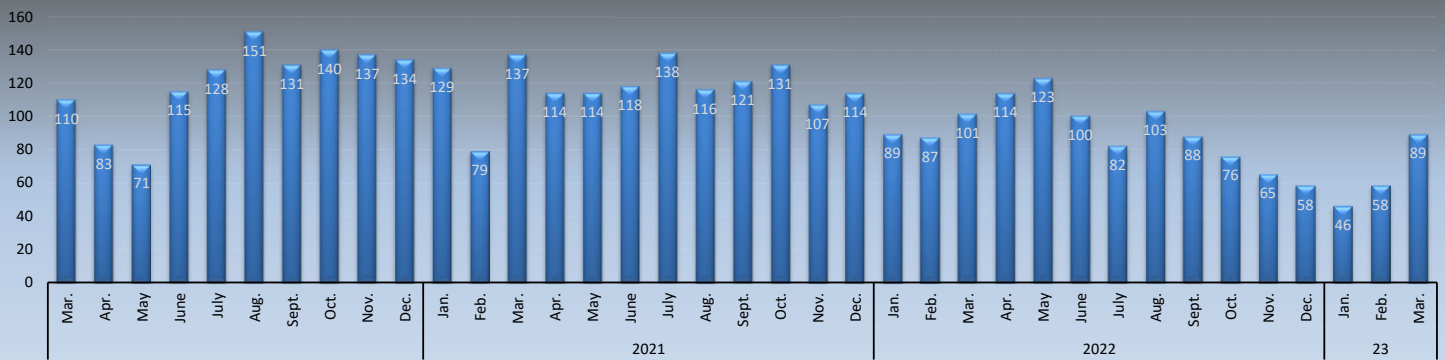
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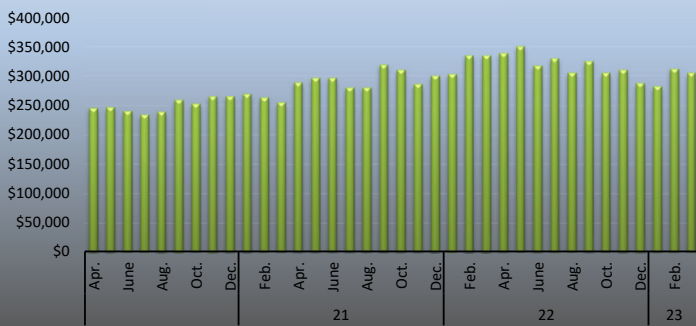
CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	90		87	3.4%		141		-36.2%
Active Listing Inventory †	103		95	8.4%		80		28.8%
Pending Sales This Month*	96		101	-5.0%		124		-22.6%
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	89	100%	58	53.4%	100.0%	101	100.0%	-11.9%
Total Number of Closed Escrows	89	100%	58	53.4%	100%	101	100.0%	-11.9%
Months Inventory	1.2 Months		1.6 Months	-25.0%		0.8 Months		50.0%
Dollar Value of Closed Escrows	\$29,681,232		\$19,070,089	55.6%		\$34,926,272		-15.0%
Median	\$305,000		\$312,000	-2.2%		\$335,000		-9.0%
Mean	\$333,497		\$328,795	1.4%		\$345,805		-3.6%
Year-to-Date Statistics	1/1/23 to 03/31/23		1/1/23 to 03/31/23			1/1/2022		Change
	SAR monthly data, compiled		MetroList YTD data			3/31/2022		
Number of Closed Escrows	193		195			277		-30.3%
Dollar Value of Closed Escrows	\$64,774,362		\$65,445,352			\$92,433,042		-29.9%
Median	\$299,200		\$300,000			\$344,727		-13.2%
Mean	\$335,618		\$335,617			\$333,693		0.6%

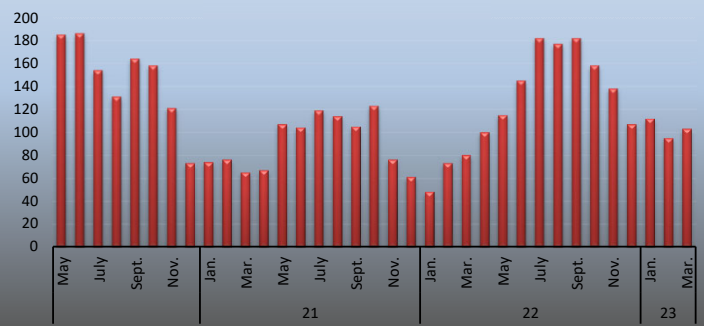
Sales Volume



Median Sales Price



Inventory Volume



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

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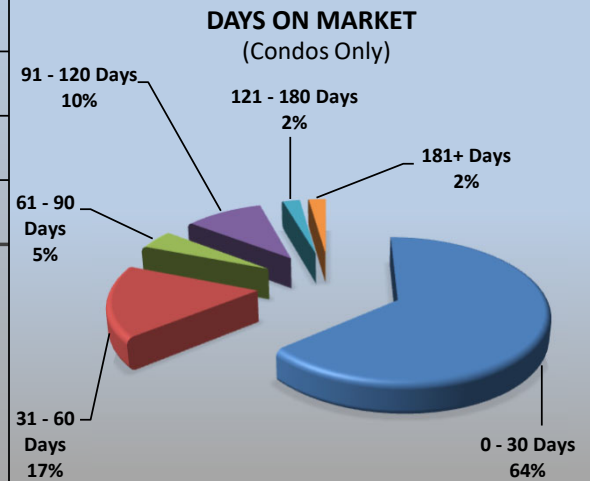
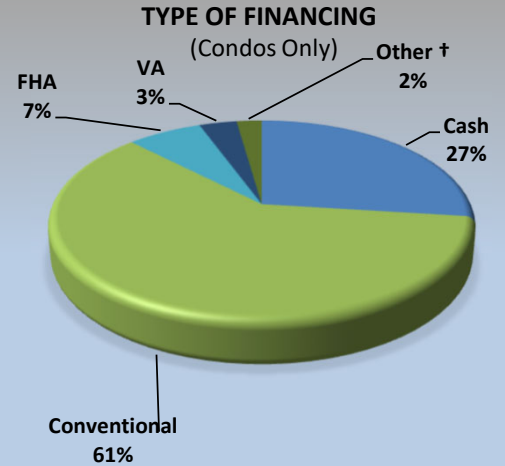
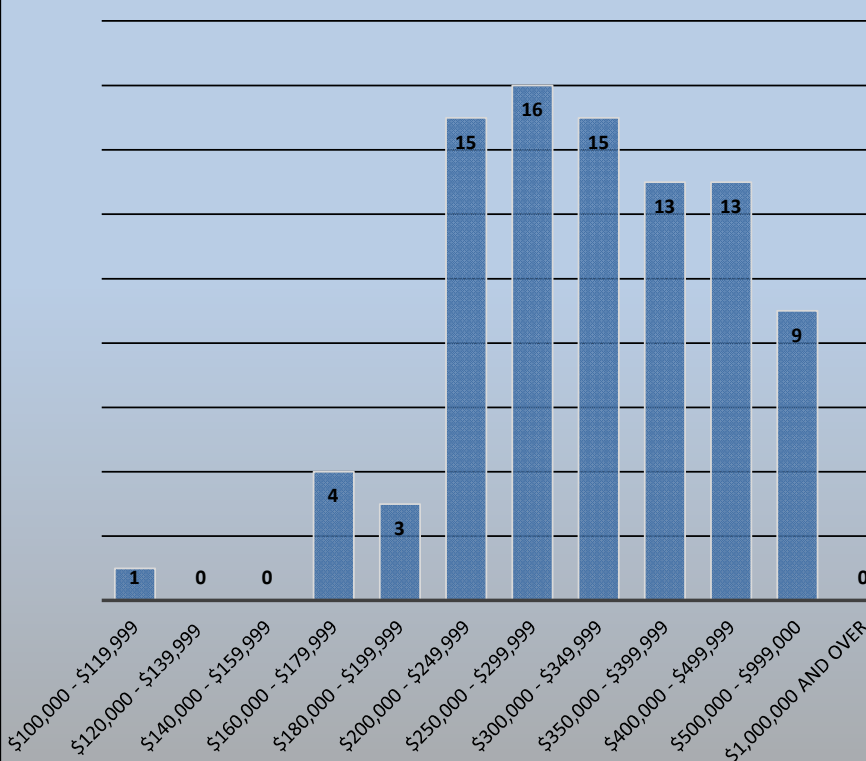
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 89



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	24	27.0%	20	34.5%	0 - 30	57	64.0%	55.4%	73.5%
Conventional	54	60.7%	33	56.9%	31 - 60	15	16.9%	21.5%	17.2%
FHA	6	6.7%	2	3.4%	61 - 90	4	4.5%	12.0%	5.4%
VA	3	3.4%	3	5.2%	91 - 120	9	10.1%	8.0%	2.5%
Other †	2	2.2%	0	0.0%	121 - 180	2	2.2%	1.6%	0.9%
Total	89	100.0%	58	100.0%	181+	2	2.2%	1.6%	0.6%
					Total	89	100.0%	100.0%	100.0%

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Current Last Month
Average DOM: 34 43

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