

# MLS STATISTICS for December 2015

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	1,006		1,276	-21.2%		980		2.7%
Active Listing Inventory †	1,749		2,150	-18.7%		2,427		-27.9%
Active Short Sale (included above)	60		74	-18.9%		142		-57.7%
Pending Short Lender Approval	200		232	-13.8%		284		-29.6%
Pending Sales This Month	849		1,237	-31.4%		811		4.7%
Number of REO Sales	57	3.6%	44	29.5%	3.7%	88	6.7%	-35.2%
Number of Short Sales	60	3.8%	55	9.1%	4.6%	80	6.1%	-25.0%
Equity Sales**	1,428	90.9%	1,090	31.0%	90.5%	1,145	87.2%	24.7%
Other (non-REO/-Short Sale/-Equity)	26	1.7%	16	62.5%	1.3%	N/A	N/A	N/A
Total Number of Closed Escrows	1,571	100%	1,205	30.4%	100%	1,313	100.0%	19.6%
Months Inventory	1.1 Months		1.8 Months	-38.9%		1.8 Months		-38.9%
Dollar Value of Closed Escrows	\$508,723,362		\$390,353,522	30.3%		\$386,253,993		31.7%
Median	\$297,000		\$290,885	2.1%		\$268,000		10.8%
Mean	\$323,821		\$324,096	-0.1%		\$294,177		10.1%
<b>Year-to-Date Statistics</b>	<b>1/01/15 to 12/31/15</b>		<b>1/01/15 to 12/31/15</b>			<b>1/1/2014</b>		<b>Change</b>
	<b>SAR monthly data, compiled</b>		<b>MetroList YTD data</b>			<b>12/30/2014</b>		
Number of Closed Escrows	17,578		18,081			15,778		11.4%
Dollar Value of Closed Escrows	\$5,585,238,210		\$5,709,364,361			\$4,664,088,698		19.7%
Median	\$288,000		\$288,000			\$267,263		7.8%
Mean	\$317,740.26		\$315,766			\$294,251		8.0%

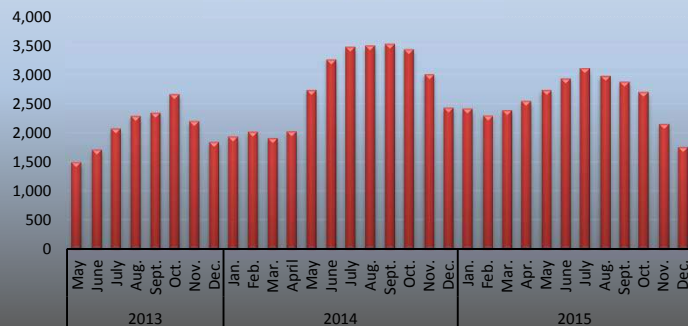
### Sales Volume



### Median Sales Price



### Inventory Volume



† includes: Active, Active Release Clause, Active Short Sale, Active Short Sale Contingent, Active Court Approval and Active Court Contingent listings

\*\* Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties.

Based on Multiple Listing Service data from MetroList. © 2015 SAR.

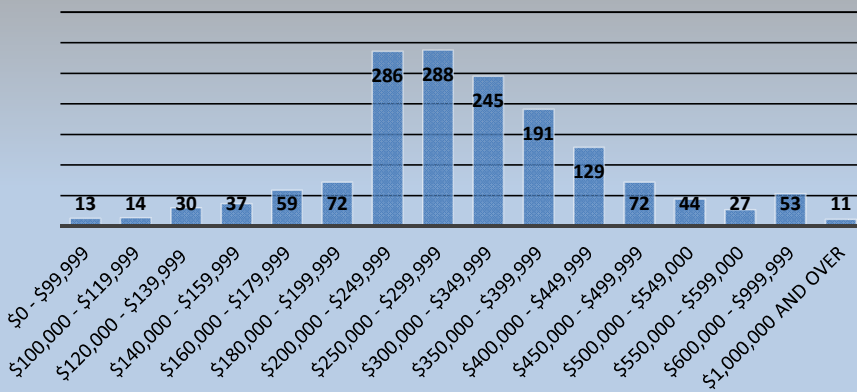
# MLS STATISTICS for December 2015

Data for Sacramento County and the City of West Sacramento

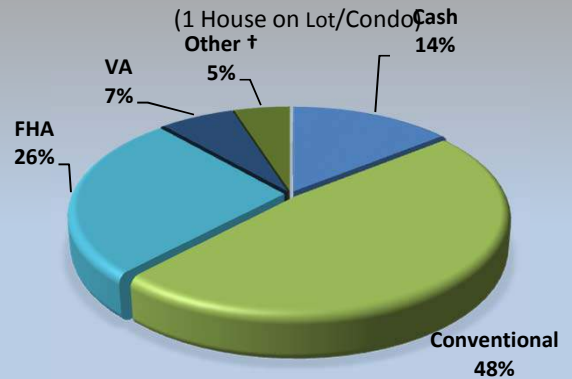
## BREAKDOWN OF SALES BY PRICE

## Type of Financing/Days on Market

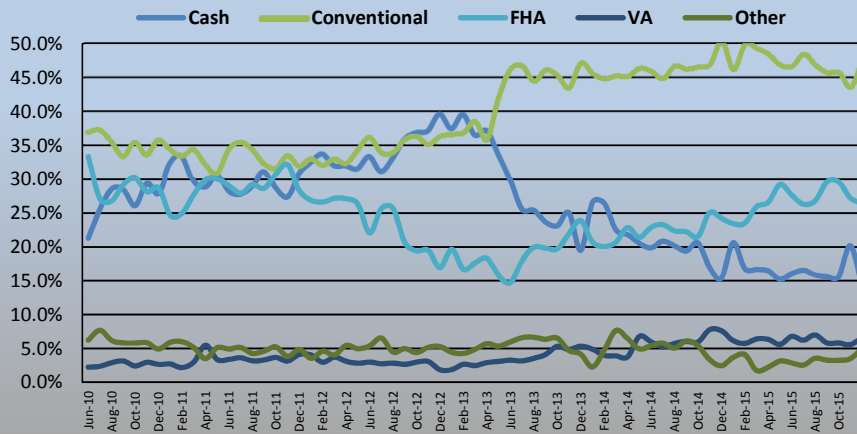
### 1 House on Lot Total: 1,571



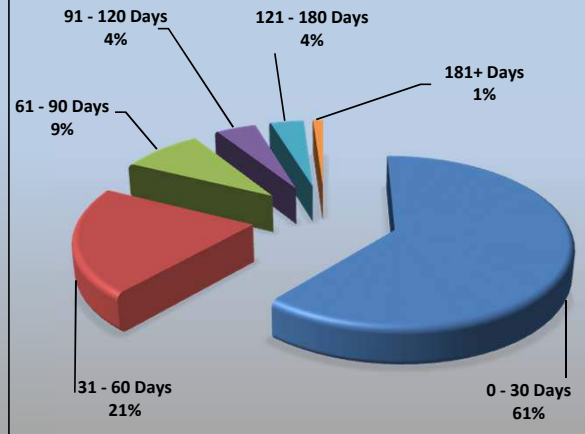
### TYPE OF FINANCING



### Types of Financing Historical (% of Sales)



### DAYS ON MARKET (1 House on Lot/Condo)



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				
					(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	225	14.3%	243	20.2%	0 - 30	964	61.4%	65.1%	67.0%
Conventional	750	47.7%	525	43.6%	31 - 60	329	20.9%	18.9%	16.4%
FHA	415	26.4%	328	27.2%	61 - 90	136	8.7%	8.7%	7.6%
VA	103	6.6%	67	5.6%	91 - 120	68	4.3%	3.7%	4.2%
Other †	78	5.0%	42	3.5%	121 - 180	57	3.6%	2.5%	3.3%
<b>Total</b>	<b>1,571</b>	<b>100.0%</b>	<b>1,205</b>	<b>100.0%</b>	<b>181+</b>	<b>17</b>	<b>1.1%</b>	<b>1.1%</b>	<b>1.6%</b>
					<b>Total</b>	<b>1,571</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

\* half-plex, 2-on-1, mobile home

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

**Median DOM: 21**  
**Average DOM: 35**  
**Average Price/Square Foot: \$190.6**

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit [www.sacrealtor.org/public-affairs/statistics.html](http://www.sacrealtor.org/public-affairs/statistics.html).

Based on Multiple Listing Service data from MetroList. © 2015 SAR.

Compiled monthly by Tony Vicari, Communications Manager, Sacramento Association of REALTORS® | [www.sacrealtor.org](http://www.sacrealtor.org) | 916.437.1205

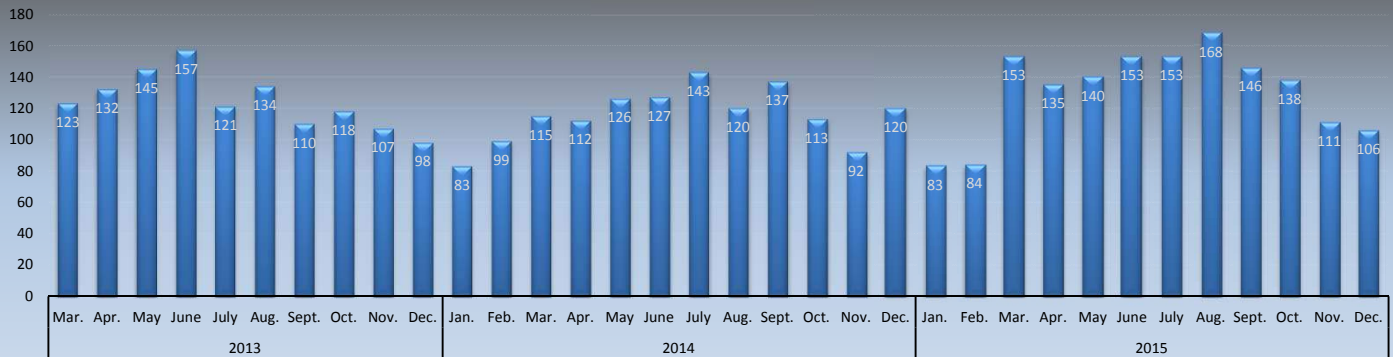
**MLS STATISTICS for December 2015**  
Data for Sacramento County and the City of West Sacramento



**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	79		105	-24.8%		91		-13.2%
Active Listing Inventory †	118		157	-24.8%		249		-52.6%
Active Short Sale (included above)	7		12	-41.7%		20		-65.0%
Pending Short Lender Approval	24		20	20.0%		29		-17.2%
Pending Sales This Month	73		77	-5.2%		69		5.8%
Number of REO Sales	8	7.4%	3	166.7%	2.7%	14	11.7%	-42.9%
Number of Short Sales	7	6.5%	3	133.3%	2.7%	9	7.5%	-22.2%
Equity Sales	93	86.1%	105	-11.4%	94.6%	97	80.8%	-4.1%
Total Number of Closed Escrows	108	100%	111	-2.7%	100%	120	100.0%	-10.0%
Months Inventory	1.1 Months		1.4 Months	-21.4%		2.1 Months		-47.6%
Dollar Value of Closed Escrows	\$19,106,625		\$19,383,592	-1.4%		\$18,781,508		1.7%
Median	\$155,000		\$148,000	4.7%		\$134,000		15.7%
Mean	\$176,913		\$174,627	1.3%		\$156,513		13.0%
<b>Year-to-Date Statistics</b>	<b>01/1/15 to 12/31/15</b>		<b>01/1/15 to 12/31/15</b>			<b>1/1/2014</b>		<b>Change</b>
	SAR monthly data, compiled		MetroList YTD data			12/31/2014		
Number of Closed Escrows	1,554		1,607			1,420		9.4%
Dollar Value of Closed Escrows	\$265,807,513		\$270,716,170			\$232,564,092		14.3%
Median	\$146,000		\$146,000			\$137,000		6.6%
Mean	\$171,047		\$168,461			\$163,778		4.4%

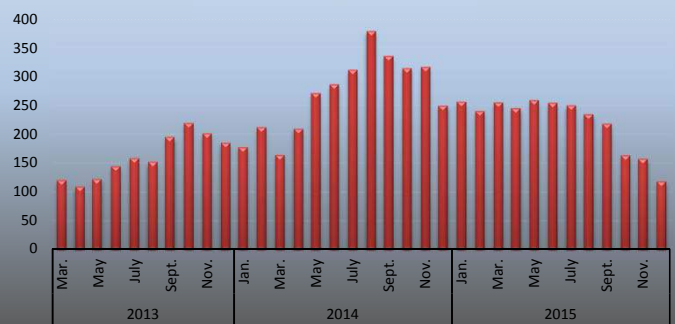
**Sales Volume**



**Median Sales Price**



**Inventory Volume**



† includes: Active, Active Release Clause, Active Short Sale, Active Short Sale Contingent, Active Court Approval and Active Court Contingent listings

\*\* Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties. The name has been changed to avoid confusion with sales involving conventional financing for the new buyer

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit [www.sacrealtor.org/publicaffairs/statistics](http://www.sacrealtor.org/publicaffairs/statistics)

Based on Multiple Listing Service data from MetroList. © 2014 SAR.

Compiled monthly by Tony Vicari, Communications Manager, Sacramento Association of REALTORS® | [www.sacrealtor.org](http://www.sacrealtor.org) | 916.437.1205

# MLS STATISTICS for December 2015

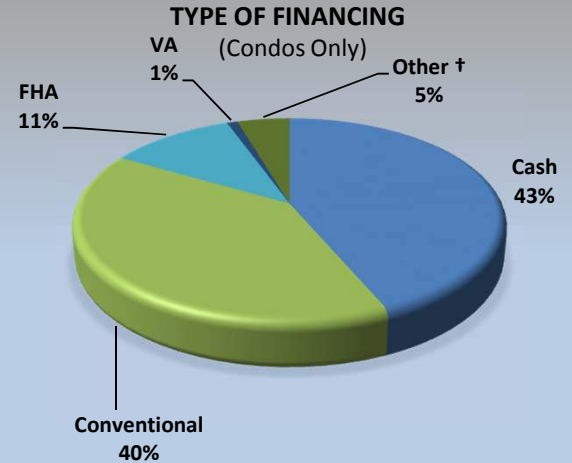
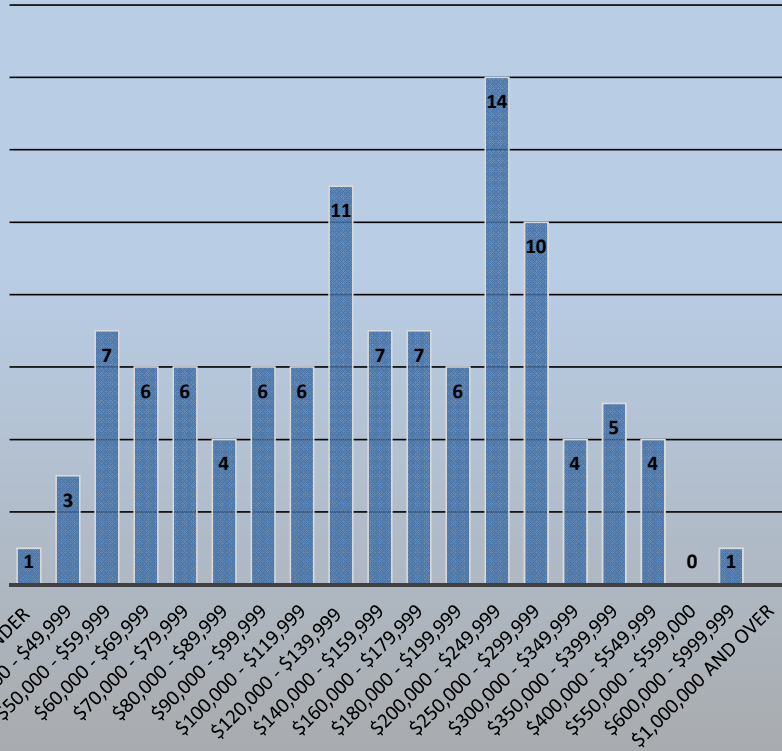
Data for Sacramento County and the City of West Sacramento

## BREAKDOWN OF SALES BY PRICE

## Type of Financing/Days on Market

### Condos

Total: 108



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	47	43.5%	59	53.2%	0 - 30	76	70.4%	69.6%	63.3%
Conventional	43	39.8%	42	37.8%	31 - 60	13	12.0%	14.3%	18.3%
FHA	12	11.1%	8	7.2%	61 - 90	12	11.1%	9.5%	9.2%
VA	1	0.9%	0	0.0%	91 - 120	3	2.8%	2.8%	4.0%
Other †	5	4.6%	2	1.8%	121 - 180	2	1.9%	2.4%	3.4%
<b>Total</b>	<b>108</b>	<b>100.0%</b>	<b>111</b>	<b>100.0%</b>	<b>181+</b>	<b>2</b>	<b>1.9%</b>	<b>1.4%</b>	<b>1.8%</b>
					<b>Total</b>	<b>108</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

\* half-plex, 2-on-1, mobile home

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

**Average DOM: 31**

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit [www.sacrealtor.org/publicaffairs/statistics](http://www.sacrealtor.org/publicaffairs/statistics)

Based on Multiple Listing Service data from MetroList. © 2014 SAR.

Compiled monthly by Tony Vicari, Communications Manager, Sacramento Association of REALTORS® | [www.sacrealtor.org](http://www.sacrealtor.org) | 916.437.1205