

MLS STATISTICS for September 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	1,974		2,086	-5.4%		1,996		-1.1%
Active Listing Inventory †	2,876		2,976	-3.4%		3,529		-18.5%
Active Short Sale (included above)	95		119	-20.2%		168		-43.5%
Pending Short Lender Approval	243		236	3.0%		348		-30.2%
Pending Sales This Month	1,375		1,372	0.2%		1,101		24.9%
Number of REO Sales	66	4.1%	58	13.8%	3.5%	84	6.0%	-21.4%
Number of Short Sales	43	2.7%	72	-40.3%	4.3%	71	5.1%	-39.4%
Equity Sales**	1,470	91.8%	1,530	-3.9%	92.2%	1,241	88.9%	18.5%
Other (non-REO/-Short Sale/-Equity)	22	1.4%	N/A	N/A	N/A	N/A	N/A	N/A
Total Number of Closed Escrows	1,601	100%	1,660	-3.6%	100%	1,396	100.0%	14.7%
Months Inventory	1.8 Months		1.8 Months	0.0%		2.5 Months		-28.0%
Dollar Value of Closed Escrows	\$504,559,673		\$532,222,948	-5.2%		\$431,200,800		17.0%
Median	\$293,000		\$290,000	1.0%		\$275,000		6.5%
Mean	\$315,153		\$320,616	-1.7%		\$307,781		2.4%
Year-to-Date Statistics	1/01/15 to 9/30/15		1/01/15 to 9/30/15			1/1/2014		Change
	SAR monthly data, compiled		MetroList YTD data			9/30/2014		
Number of Closed Escrows	13,282		13,636			12,013		10.6%
Dollar Value of Closed Escrows	\$4,192,925,729		\$4,273,418,202			\$3,548,005,402		18.2%
Median	\$285,000		\$285,000			\$265,000		7.5%
Mean	\$315,684.82		\$313,392			\$292,661		7.9%

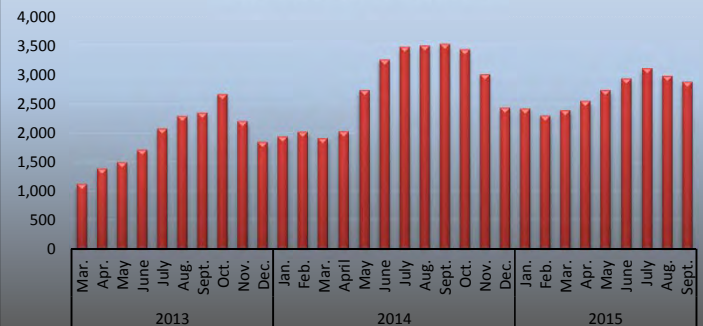
Sales Volume



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.

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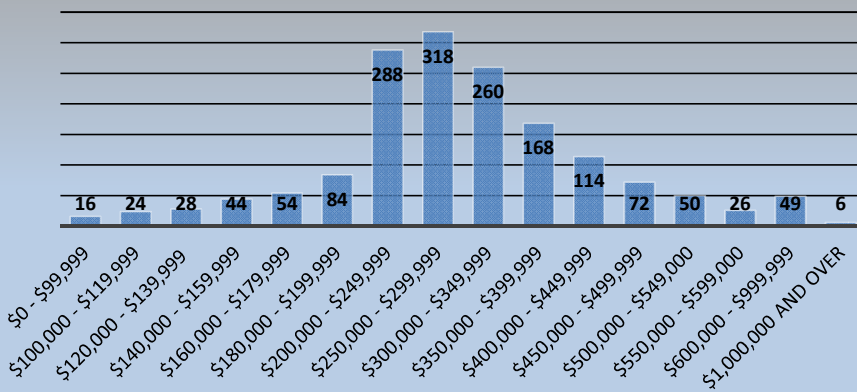
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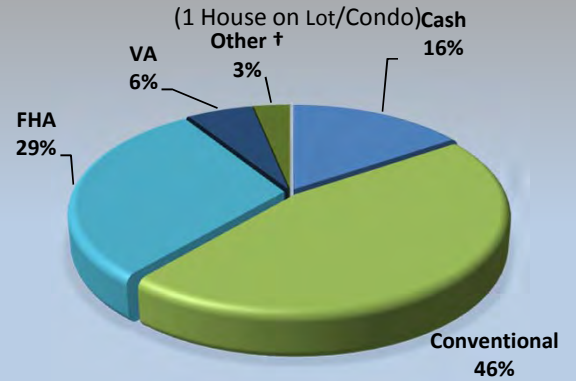
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

1 House on Lot Total: 1,601

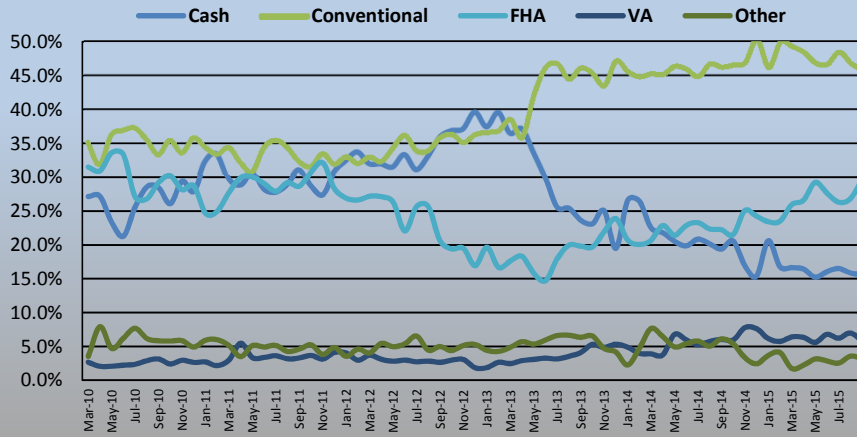


TYPE OF FINANCING



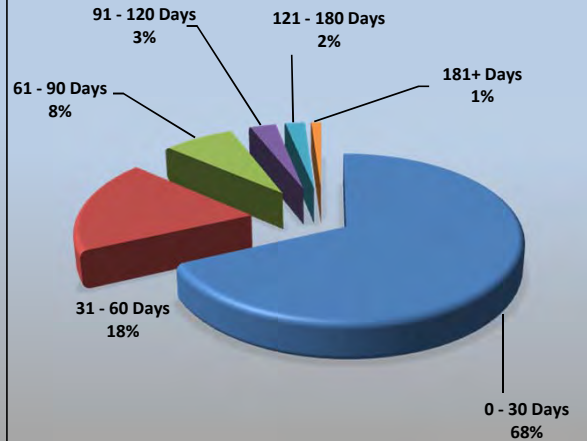
Types of Financing Historical

(% 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	(SFR & Condo) Days on Market	# of Units	% of Total		
							Current Month	Last 4 Months	Last 12 Months
Cash	250	15.6%	263	15.8%	0 - 30	1,089	68.0%	74.0%	65.3%
Conventional	732	45.7%	777	46.8%	31 - 60	294	18.4%	15.1%	16.9%
FHA	474	29.6%	445	26.8%	61 - 90	122	7.6%	5.4%	8.0%
VA	93	5.8%	116	7.0%	91 - 120	45	2.8%	2.6%	4.6%
Other †	52	3.2%	59	3.6%	121 - 180	34	2.1%	1.9%	3.5%
Total	1,601	100.0%	1,660	100.0%	181+	17	1.1%	1.0%	1.6%
					Total	1,601	100.0%	100.0%	100.0%

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

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

Median DOM: 16
Average DOM: 30
Average Price/Square Foot: \$189.9

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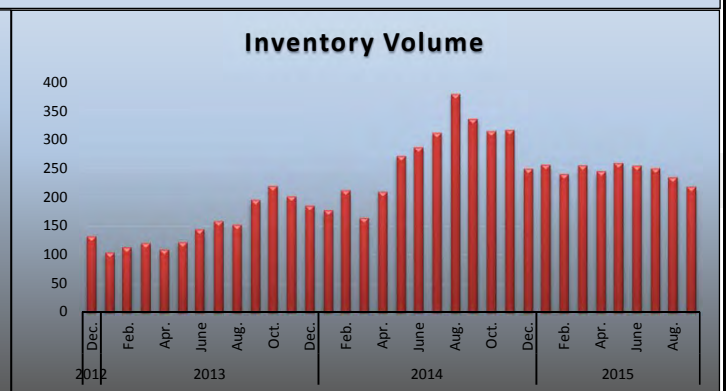
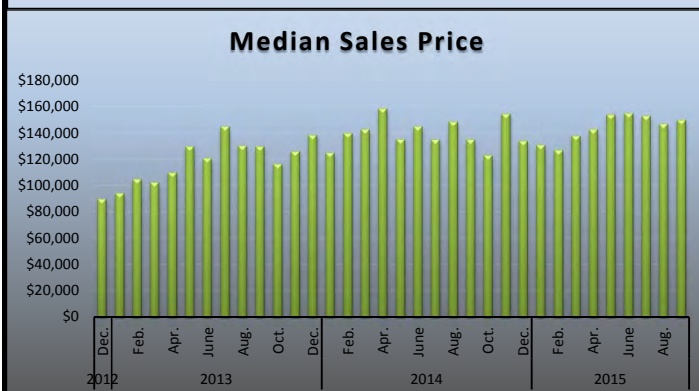
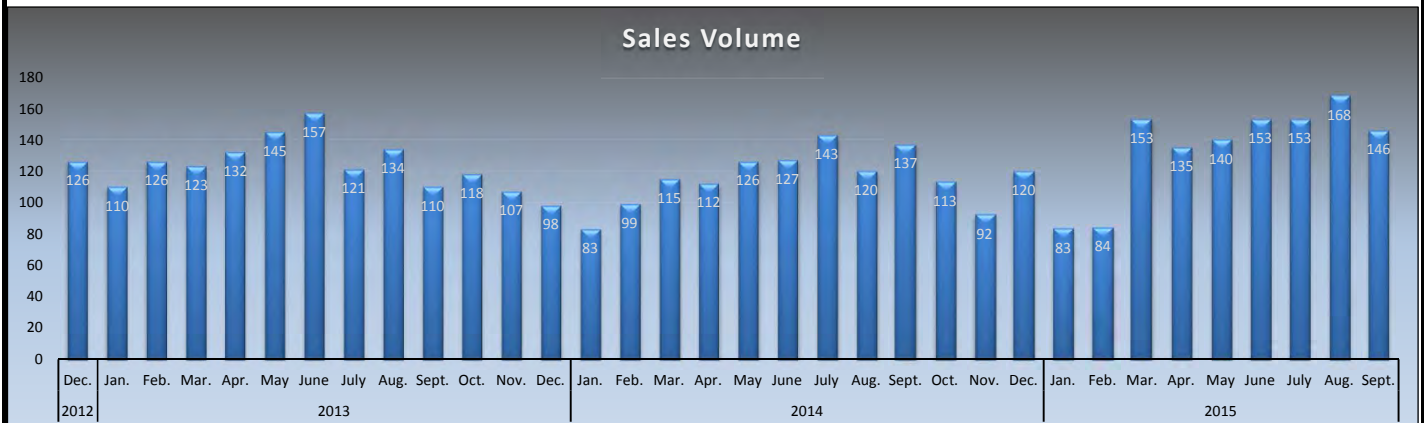
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MLS STATISTICS for September 2015
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CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	150		181	-17.1%		173		-13.3%
Active Listing Inventory †	218		234	-6.8%		331		-34.1%
Active Short Sale (included above)	14		15	-6.7%		21		-33.3%
Pending Short Lender Approval	21		24	-12.5%		40		-47.5%
Pending Sales This Month	109		116	-6.0%		78		39.7%
Number of REO Sales	5	3.4%	11	-54.5%	6.5%	15	10.9%	-66.7%
Number of Short Sales	7	4.8%	6	16.7%	3.6%	11	8.0%	-36.4%
Equity Sales	134	91.8%	151	-11.3%	89.9%	111	81.0%	20.7%
Total Number of Closed Escrows	146	100%	168	-13.1%	100%	137	100.0%	6.6%
Months Inventory	1.5 Months		1.4 Months	7.1%		2.4 Months		-37.5%
Dollar Value of Closed Escrows	\$24,716,727		\$28,021,281	-11.8%		\$21,720,933		13.8%
Median	\$150,000		\$147,000	2.0%		\$135,000		11.1%
Mean	\$169,293		\$166,793	1.5%		\$158,547		6.8%
Year-to-Date Statistics	01/1/15 to 9/30/15		01/1/15 to 9/30/15			1/1/2014		Change
	SAR monthly data, compiled		MetroList YTD data			9/30/2014		
Number of Closed Escrows	1,201		1,239			1,062		13.1%
Dollar Value of Closed Escrows	\$205,112,948		\$208,119,205			\$158,256,702		29.6%
Median	\$140,000		\$146,000			\$137,000		2.2%
Mean	\$170,785		\$167,974			\$165,478		3.2%



† 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
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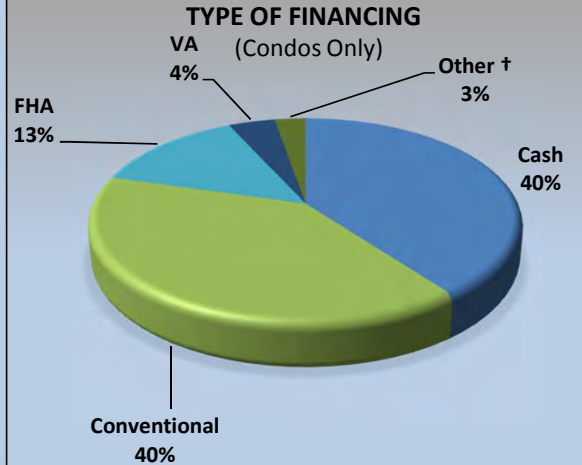
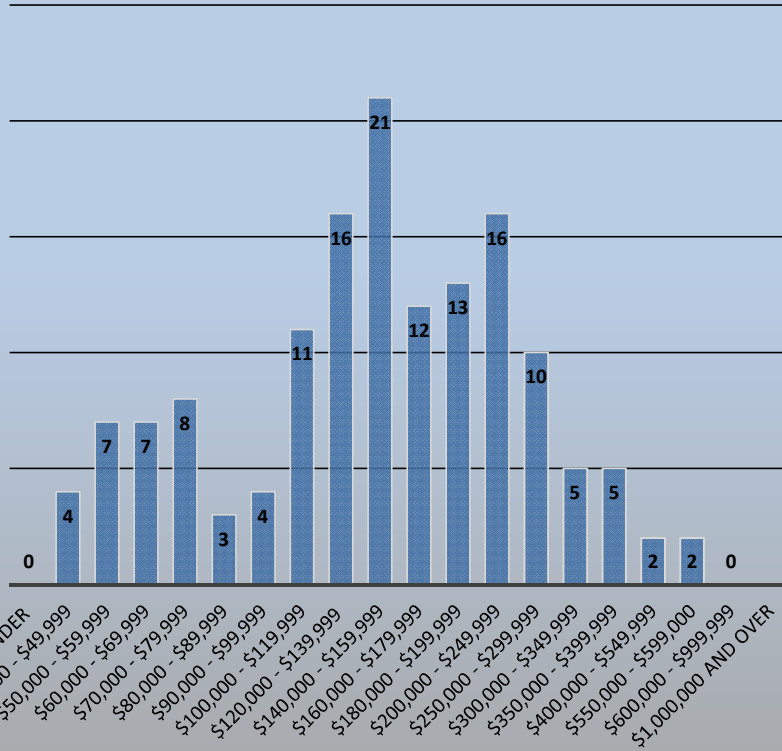
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 146



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	58	39.7%	80	47.6%	0 - 30	94	64.4%	66.0%	60.0%
Conventional	58	39.7%	69	41.1%	31 - 60	37	25.3%	20.6%	21.7%
FHA	20	13.7%	11	6.5%	61 - 90	12	8.2%	7.7%	8.8%
VA	6	4.1%	3	1.8%	91 - 120	2	1.4%	3.2%	4.4%
Other †	4	2.7%	5	3.0%	121 - 180	1	0.7%	1.5%	3.3%
Total	146	100.0%	168	100.0%	181+	0	0.0%	1.0%	1.7%
					Total	146	100.0%	100.0%	100.0%

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

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

Average DOM:

27

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