

MLS STATISTICS for August 2016

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	2,367		2,356	0.5%		2,086		13.5%
Active Listing Inventory †	2,923		2,801	4.4%		2,976		-1.8%
Active Short Sale (included above)	57		53	7.5%		119		-52.1%
Pending Short Lender Approval	128		128	0.0%		236		-45.8%
Pending Sales This Month	1,590		1,506	5.6%		1,372		15.9%
Number of REO Sales	54	3.0%	35	54.3%	2.2%	58	3.5%	-6.9%
Number of Short Sales	49	2.7%	43	14.0%	2.7%	72	4.3%	-31.9%
Equity Sales**	1,664	92.5%	1,513	10.0%	93.3%	1,530	92.2%	8.8%
Other (non-REO/-Short Sale/-Equity)	32	1.8%	31	3.2%	1.9%	N/A	N/A	N/A
Total Number of Closed Escrows	1,799	100%	1,622	10.9%	100%	1,660	100.0%	8.4%
Months Inventory	1.6 Months		1.7 Months	-5.9%		1.8 Months		-11.1%
Dollar Value of Closed Escrows	\$637,779,736		\$571,627,117	11.6%		\$532,222,948		19.8%
Median	\$324,000		\$322,000	0.6%		\$290,000		11.7%
Mean	\$354,519		\$352,421	0.6%		\$320,616		10.6%
Year-to-Date Statistics	1/01/16 to 8/31/16		1/01/16 to 8/31/16			1/1/2015		Change
	SAR monthly data, compiled		MetroList YTD data			8/31/2015		
Number of Closed Escrows	11,887		12,138			11,681		1.8%
Dollar Value of Closed Escrows	\$4,070,757,277		\$4,152,714,178			\$3,688,366,056		10.4%
Median	\$314,380		\$314,380			\$285,000		10.3%
Mean	\$342,455		\$342,125			\$315,757.73		8.5%

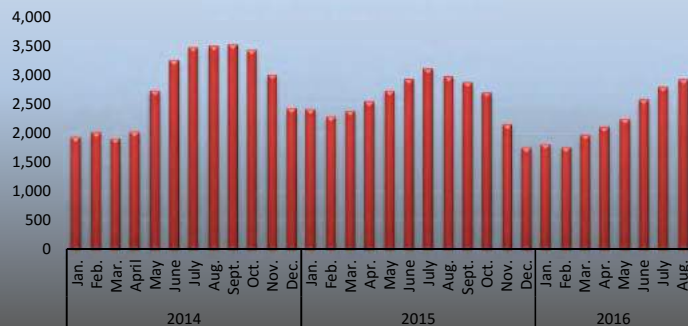
Sales Volume



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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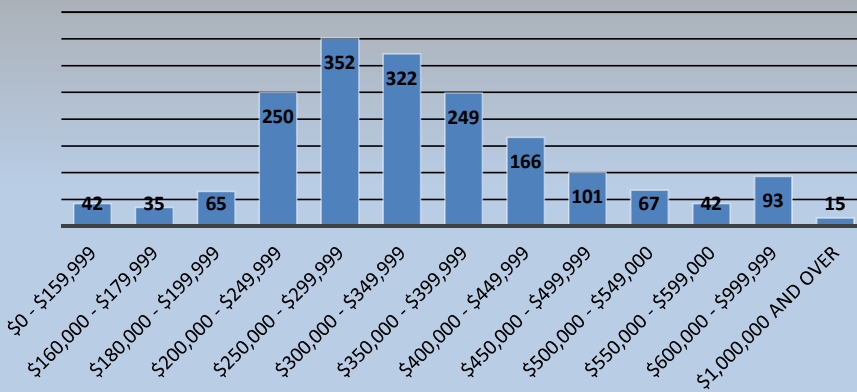
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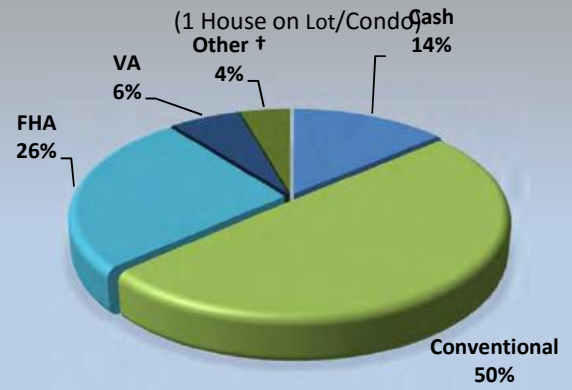
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

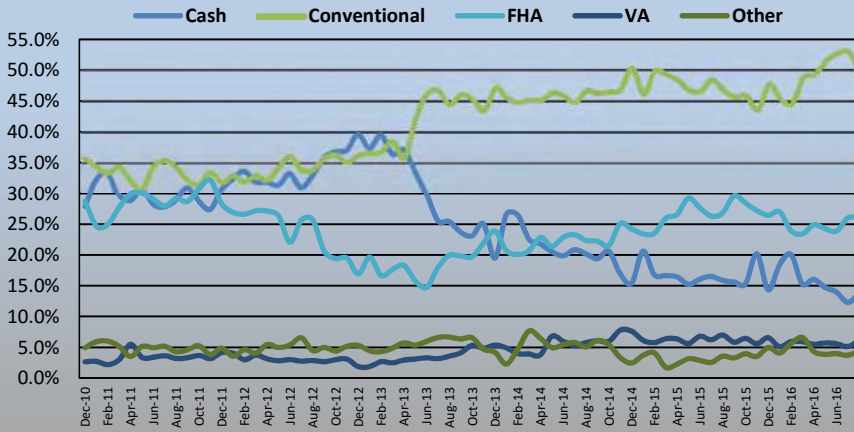
1 House on Lot Total: 1,799



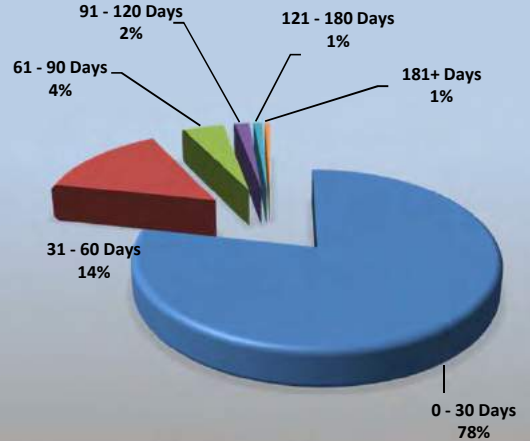
TYPE OF FINANCING



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	248	13.8%	199	12.3%	0 - 30	1,410	78.4%	79.7%	71.0%
Conventional	893	49.6%	858	52.9%	31 - 60	257	14.3%	11.3%	15.1%
FHA	468	26.0%	422	26.0%	61 - 90	79	4.4%	3.6%	6.7%
VA	110	6.1%	83	5.1%	91 - 120	28	1.6%	2.1%	3.3%
Other †	80	4.4%	60	3.7%	121 - 180	16	0.9%	1.8%	2.5%
Total	1,799	100.0%	1,622	100.0%	181+	9	0.5%	1.4%	1.4%
					Total	1,799	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.

	Current	Last Month
Median DOM:	12	11
Average DOM:	21	23
Average Price/Square Foot:	\$209.5	\$208.3

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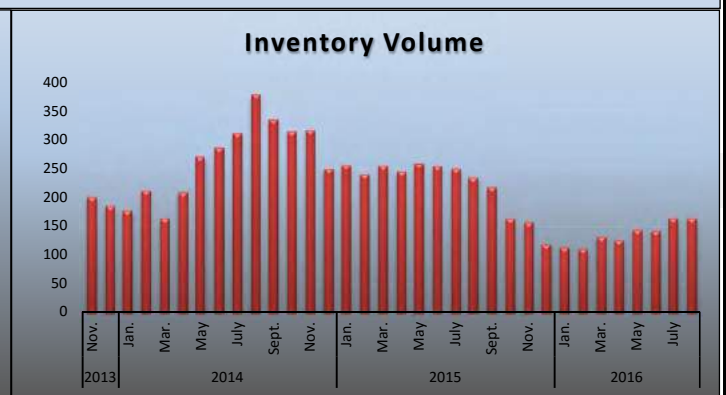
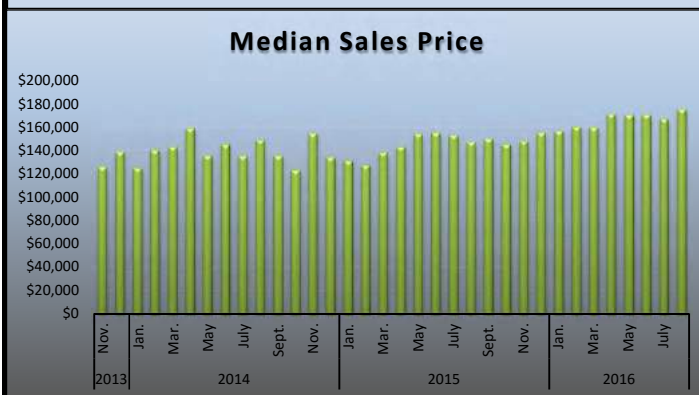
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CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	174		209	-16.7%		181		-3.9%
Active Listing Inventory †	164		164	0.0%		234		-29.9%
Active Short Sale (included above)	6		6	0.0%		15		-60.0%
Pending Short Lender Approval	12		10	20.0%		24		-50.0%
Pending Sales This Month	134		128	4.7%		16		737.5%
Number of REO Sales	3	2.2%	2	50.0%	1.3%	11	6.5%	-72.7%
Number of Short Sales	7	5.0%	3	133.3%	2.0%	6	3.6%	16.7%
Equity Sales	129	92.8%	146	-11.6%	96.7%	151	89.9%	-14.6%
Total Number of Closed Escrows	139	100%	151	-7.9%	100%	168	100.0%	-17.3%
Months Inventory	1.2 Months		1.1 Months	9.1%		1.4 Months		-14.3%
Dollar Value of Closed Escrows	\$26,287,731		\$27,643,631	-4.9%		\$28,021,281		-6.2%
Median	\$175,000		\$167,000	4.8%		\$147,000		19.0%
Mean	\$189,120		\$183,070	3.3%		\$166,793		13.4%
Year-to-Date Statistics	01/1/16 to 8/31/16		01/1/16 to 8/31/16			1/1/2015		Change
	SAR monthly data, compiled		MetroList YTD data			8/31/2015		
Number of Closed Escrows	1,062		1,088			1,056		0.6%
Dollar Value of Closed Escrows	\$199,698,860		\$203,558,360			\$180,396,221		10.7%
Median	\$167,500		\$167,500			\$140,000		19.6%
Mean	\$188,040		\$187,094			\$170,830		10.1%



† 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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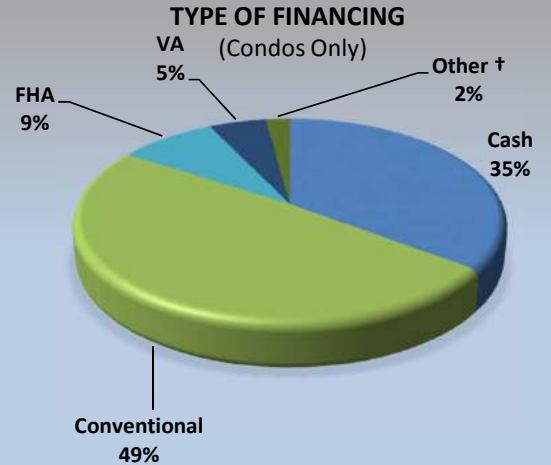
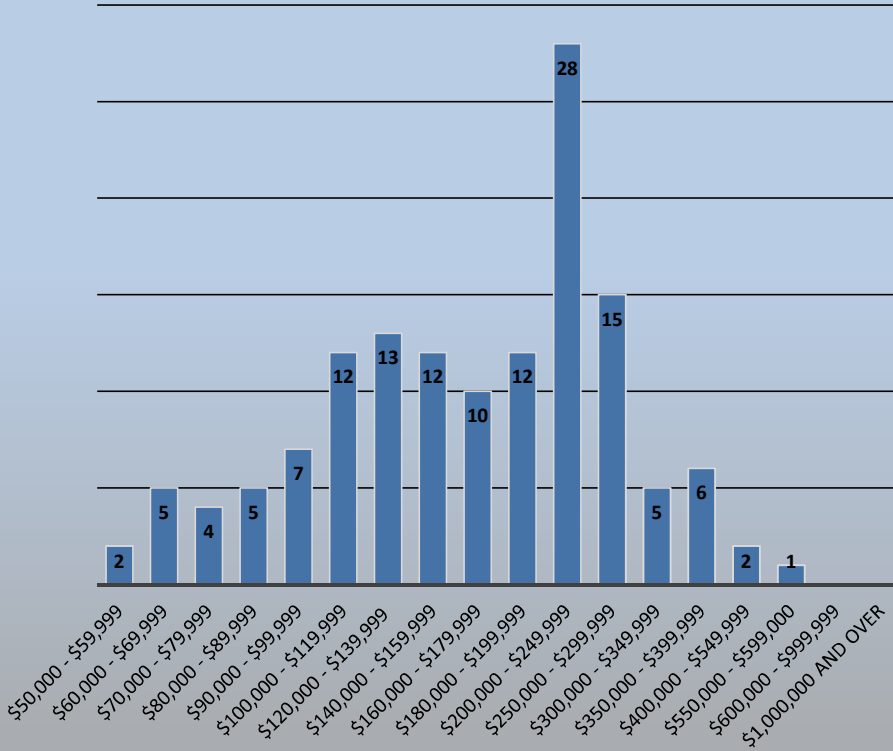
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 139



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	49	35.3%	57	37.7%	0 - 30	108	77.7%	80.7%	75.5%
Conventional	68	48.9%	65	43.0%	31 - 60	20	14.4%	12.6%	12.4%
FHA	12	8.6%	16	10.6%	61 - 90	5	3.6%	3.4%	5.5%
VA	7	5.0%	6	4.0%	91 - 120	3	2.2%	1.4%	2.3%
Other †	3	2.2%	7	4.6%	121 - 180	3	2.2%	1.4%	2.9%
Total	139	100.0%	151	100.0%	181+	0	0.0%	0.5%	1.3%
					Total	139	100.0%	100.0%	100.0%

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Current Last Month

Average DOM: 22 21

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