

# MLS STATISTICS for December 2016

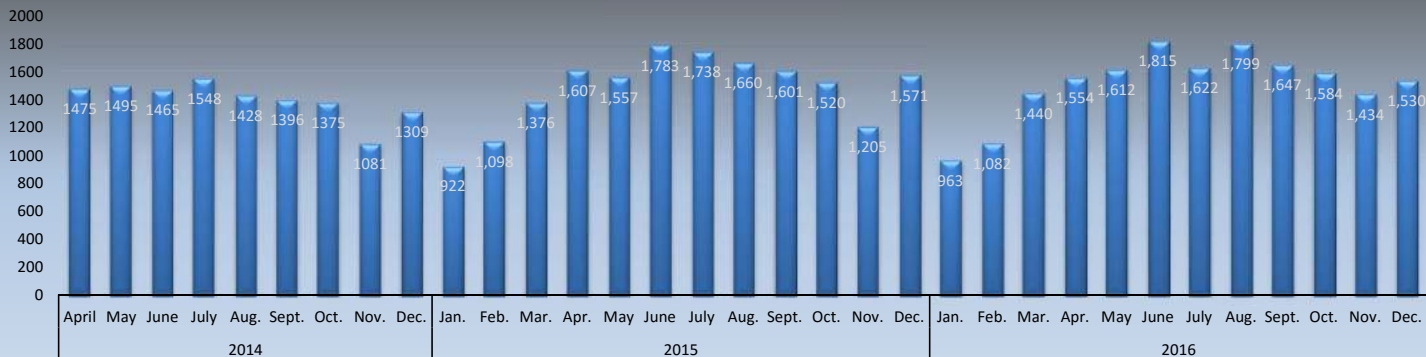
Data for Sacramento County and the City of West Sacramento



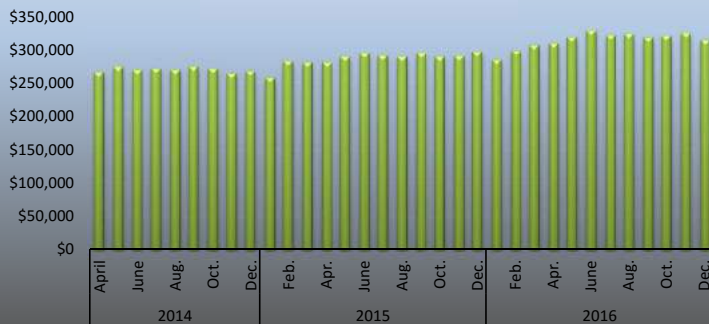
## SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	968		1,331	-27.3%		1,006		-3.8%
Active Listing Inventory †	1,458		2,047	-28.8%		1,749		-16.6%
Active Short Sale (included above)	27		26	3.8%		60		-55.0%
Pending Short Lender Approval	93		100	-7.0%		200		-53.5%
Pending Sales This Month	851		1,246	-31.7%		849		0.2%
Number of REO Sales	39	2.5%	34	14.7%	2.4%	57	3.6%	-31.6%
Number of Short Sales	35	2.3%	37	-5.4%	2.6%	60	3.8%	-41.7%
Equity Sales**	1,419	92.7%	1,340	5.9%	93.4%	1,428	90.9%	-0.6%
Other (non-REO/-Short Sale/-Equity)	37	2.4%	23	60.9%	1.6%	26	1.7%	42.3%
Total Number of Closed Escrows	1,530	100%	1,434	6.7%	100%	1,571	100.0%	-2.6%
Months Inventory	1 Months		1.4 Months	-28.6%		1.1 Months		-9.1%
Dollar Value of Closed Escrows	\$528,153,979		\$500,723,908	5.5%		\$508,723,362		3.8%
Median	\$315,000		\$325,000	-3.1%		\$297,000		6.1%
Mean	\$345,199		\$349,180	-1.1%		\$323,821		6.6%
<b>Year-to-Date Statistics</b>	<b>1/01/16 to 12/31/16</b>		<b>1/01/16 to 12/31/16</b>			<b>1/1/2015</b>		<b>Change</b>
	<b>SAR monthly data, compiled</b>		<b>MetroList YTD data</b>			<b>12/31/2015</b>		
Number of Closed Escrows	18,082		18,521			17,578		2.9%
Dollar Value of Closed Escrows	\$6,228,917,310		\$6,372,733,716			\$5,585,238,210		11.5%
Median	\$315,000		\$315,000			\$288,000		9.4%
Mean	\$344,482		\$344,082			\$317,740.26		8.4%

### 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.

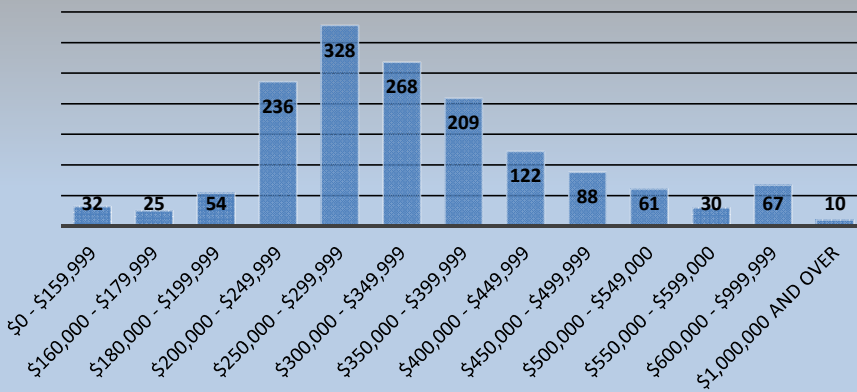
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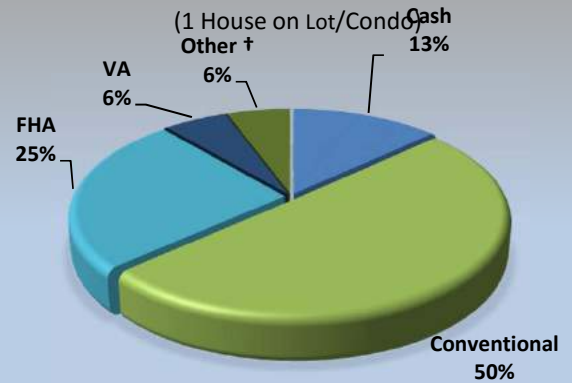
## BREAKDOWN OF SALES BY PRICE

### 1 House on Lot Total: 1,530

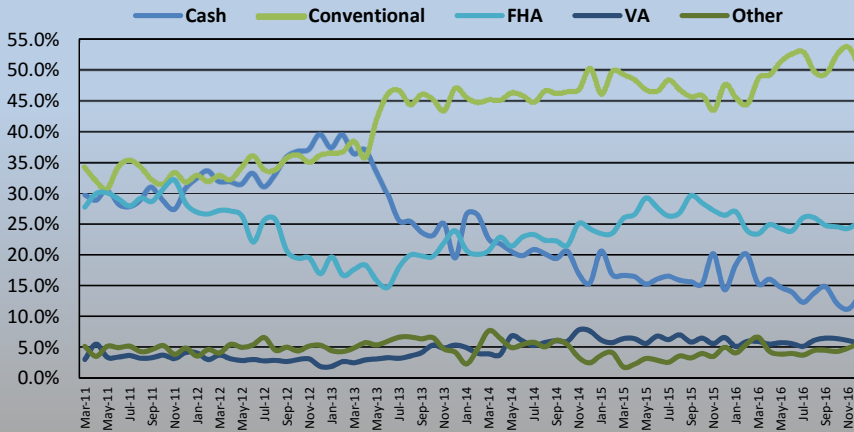


## Type of Financing/Days on Market

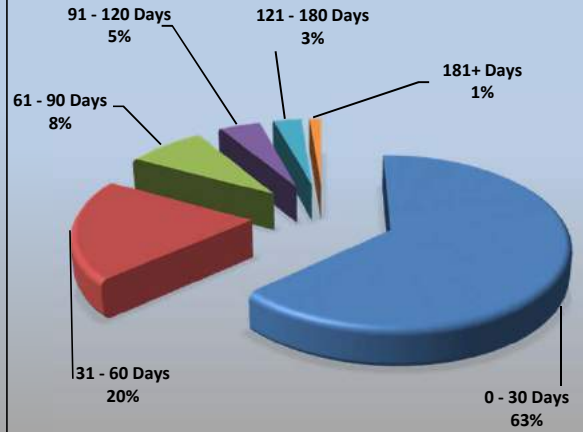
### TYPE OF FINANCING



### 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	201	13.1%	160	11.2%	0 - 30	969	63.3%	68.7%	73.1%
Conventional	769	50.3%	770	53.7%	31 - 60	301	19.7%	18.2%	14.9%
FHA	388	25.4%	348	24.3%	61 - 90	128	8.4%	6.9%	5.9%
VA	86	5.6%	87	6.1%	91 - 120	67	4.4%	3.3%	2.9%
Other †	86	5.6%	69	4.8%	121 - 180	46	3.0%	2.0%	2.1%
<b>Total</b>	<b>1,530</b>	<b>100.0%</b>	<b>1,434</b>	<b>100.0%</b>	181+	19	1.2%	0.9%	1.1%
					<b>Total</b>	<b>1,530</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.

	Current	Last Month
<b>Median DOM:</b>	<b>18</b>	<b>17</b>
<b>Average DOM:</b>	<b>34</b>	<b>29</b>
<b>Average Price/Square Foot:</b>	<b>\$206.4</b>	<b>\$207.2</b>

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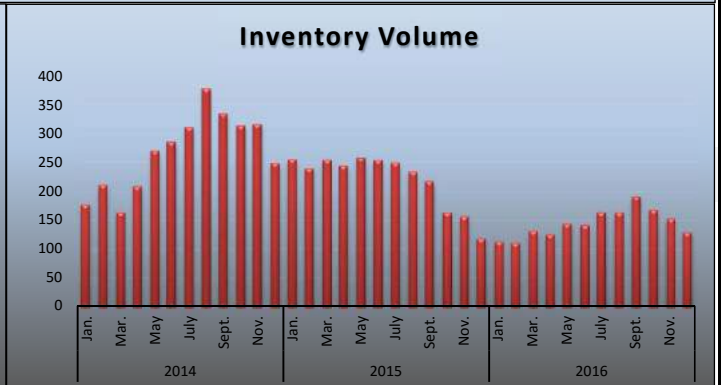
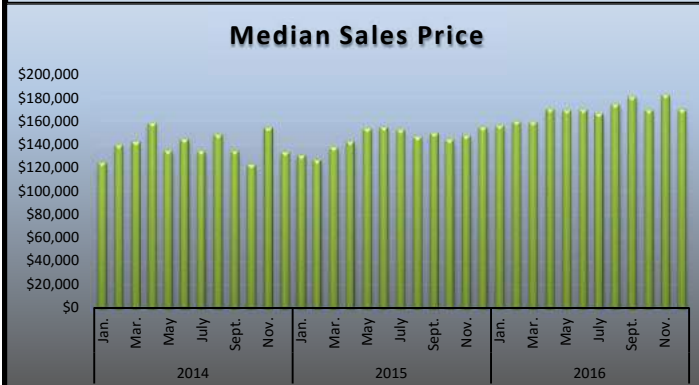
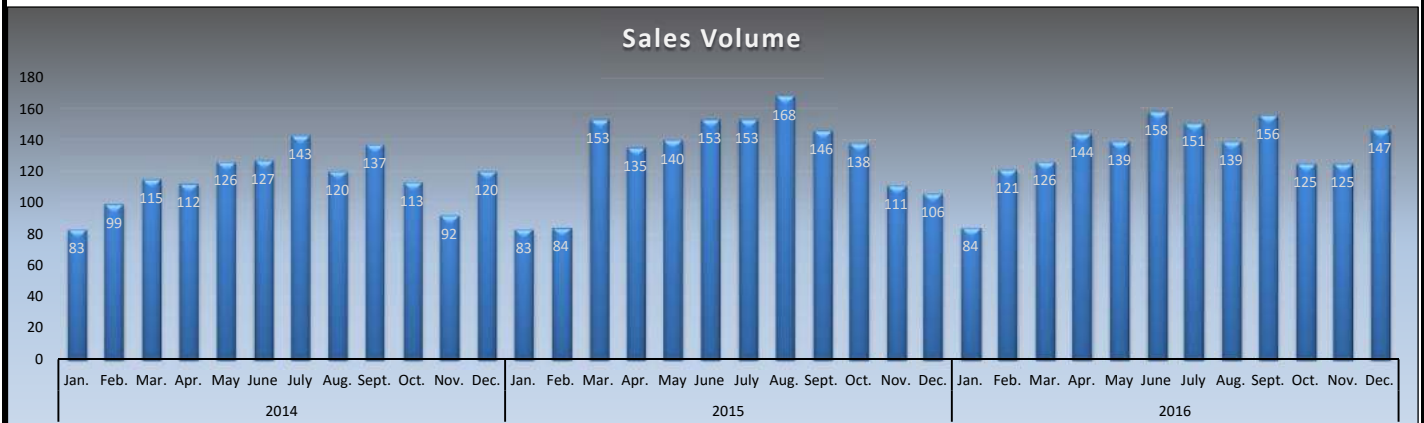
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**MLS STATISTICS for December 2016**  
Data for Sacramento County and the City of West Sacramento



**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	86		127	-32.3%		79		8.9%
Active Listing Inventory †	129		153	-15.7%		118		9.3%
Active Short Sale (included above)	4		2	100.0%		7		-42.9%
Pending Short Lender Approval	10		15	-33.3%		24		-58.3%
Pending Sales This Month	65		98	-33.7%		73		-11.0%
Number of REO Sales	4	2.7%	3	33.3%	2.4%	8	7.4%	-50.0%
Number of Short Sales	4	2.7%	4	100.0%	3.2%	7	6.5%	-42.9%
Equity Sales	139	94.6%	118	17.8%	94.4%	93	86.1%	49.5%
Total Number of Closed Escrows	147	100%	125	17.6%	100%	108	100.0%	36.1%
Months Inventory	0.9 Months		1.2 Months	-25.0%		1.1 Months		-18.2%
Dollar Value of Closed Escrows	\$28,729,334		\$23,523,368	22.1%		\$19,106,625		50.4%
Median	\$170,400		\$183,000	-6.9%		\$155,000		9.9%
Mean	\$195,438		\$188,187	3.9%		\$176,913		10.5%
<b>Year-to-Date Statistics</b>	<b>01/1/16 to 11/30/16</b>		<b>01/1/16 to 11/30/16</b>			<b>1/1/2015</b>		<b>Change</b>
	SAR monthly data, compiled		MetroList YTD data			11/30/2015		
Number of Closed Escrows	1,609		1,662			1,554		3.5%
Dollar Value of Closed Escrows	\$305,021,699		\$312,600,749			\$265,807,513		14.8%
Median	\$170,000		\$170,000			\$146,000		16.4%
Mean	\$189,572		\$188,087			\$171,047		10.8%



† 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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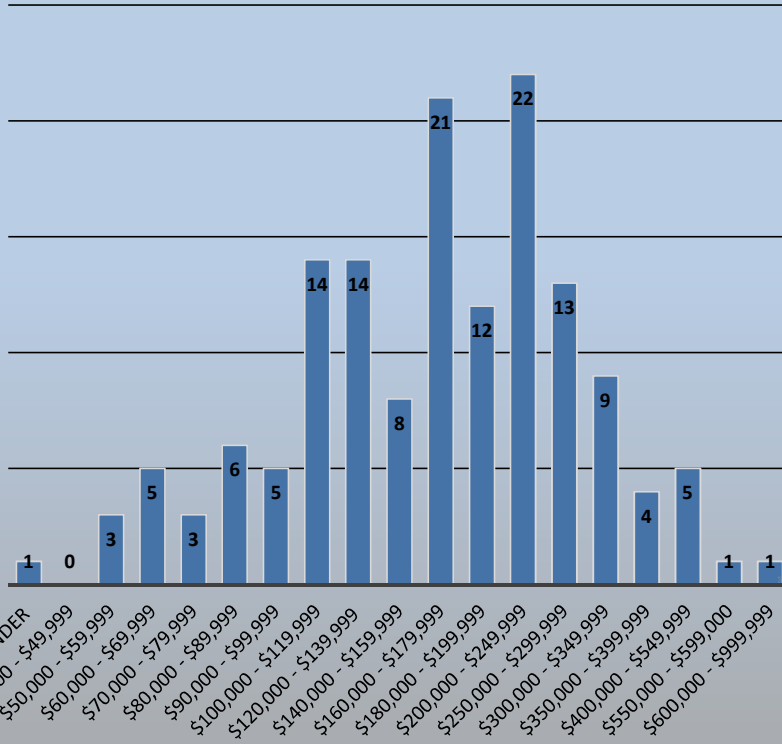
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## BREAKDOWN OF SALES BY PRICE

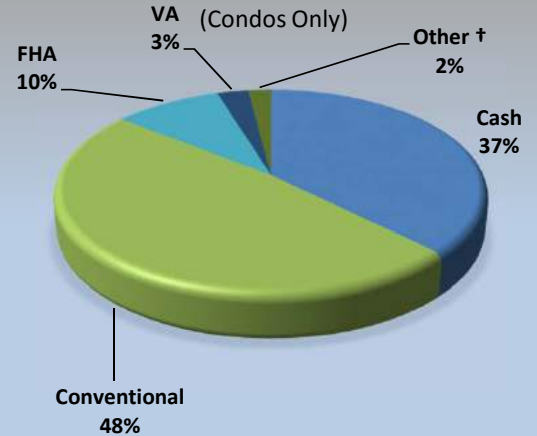
## Type of Financing/Days on Market

### Condos

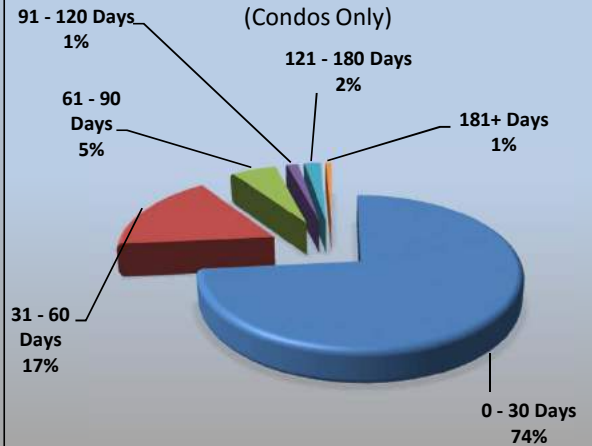
Total: 147



### TYPE OF FINANCING



### DAYS ON MARKET (Condos Only)



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	55	37.4%	41	32.8%	0 - 30	108	73.5%	76.9%	77.8%
Conventional	71	48.3%	70	56.0%	31 - 60	25	17.0%	15.0%	12.7%
FHA	14	9.5%	10	8.0%	61 - 90	8	5.4%	4.9%	4.0%
VA	4	2.7%	3	2.4%	91 - 120	2	1.4%	1.8%	2.0%
Other †	3	2.0%	1	0.8%	121 - 180	3	2.0%	0.9%	2.4%
<b>Total</b>	<b>147</b>	<b>100.0%</b>	<b>125</b>	<b>100.0%</b>	181+	1	0.7%	0.5%	1.1%
					<b>Total</b>	<b>147</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:**

Current

**23**

Last Month

**27**

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