

MLS STATISTICS for November 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	1,331		1,788	-25.6%		1,276		4.3%
Active Listing Inventory †	2,047		2,492	-17.9%		2,150		-4.8%
Active Short Sale (included above)	26		58	-55.2%		74		-64.9%
Pending Short Lender Approval	100		101	-1.0%		232		-56.9%
Pending Sales This Month	1,246		1,207	3.2%		1,237		0.7%
Number of REO Sales	34	2.4%	31	9.7%	2.0%	44	3.7%	-22.7%
Number of Short Sales	37	2.6%	38	-2.6%	2.4%	55	4.6%	-32.7%
Equity Sales**	1,340	93.4%	1,475	-9.2%	93.1%	1,090	90.5%	22.9%
Other (non-REO/-Short Sale/-Equity)	23	1.6%	40	-42.5%	2.5%	16	1.3%	43.8%
Total Number of Closed Escrows	1,434	100%	1,584	-9.5%	100%	1,205	98.7%	19.0%
Months Inventory	1.4 Months		1.6 Months	-12.5%		1.8 Months		-22.2%
Dollar Value of Closed Escrows	\$500,723,908		\$558,823,398	-10.4%		\$390,353,522		28.3%
Median	\$325,000		\$321,000	1.2%		\$290,885		11.7%
Mean	\$349,180		\$352,793	-1.0%		\$324,096		7.7%
Year-to-Date Statistics	1/01/16 to 11/30/16		1/01/16 to 11/30/16			1/1/2015		Change
	SAR monthly data, compiled		MetroList YTD data			11/30/2015		
Number of Closed Escrows	16,552		16,937			16,007		3.4%
Dollar Value of Closed Escrows	\$5,700,763,331		\$5,827,911,844			\$5,076,514,848		12.3%
Median	\$315,000		\$315,000			\$285,000		10.5%
Mean	\$344,415		\$344,094			\$317,143.43		8.6%

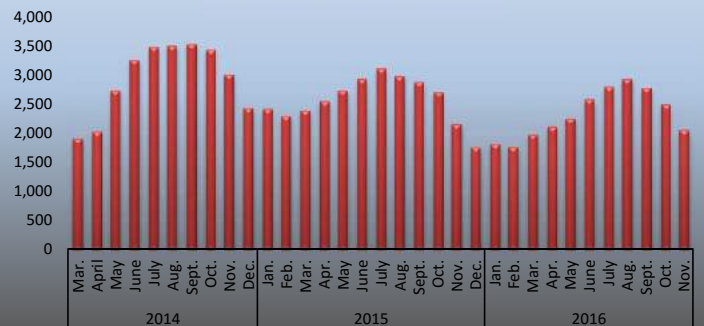
Sales Volume



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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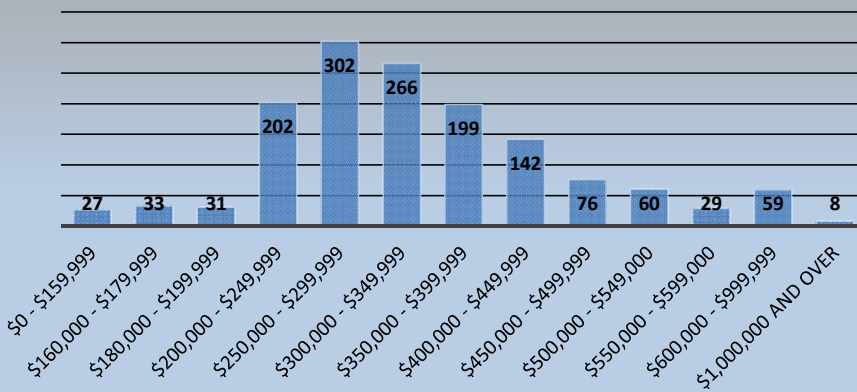
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BREAKDOWN OF SALES BY PRICE

1 House on Lot

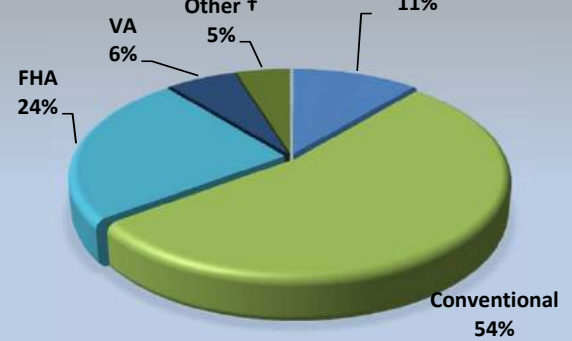
Total: 1,434



Type of Financing/Days on Market

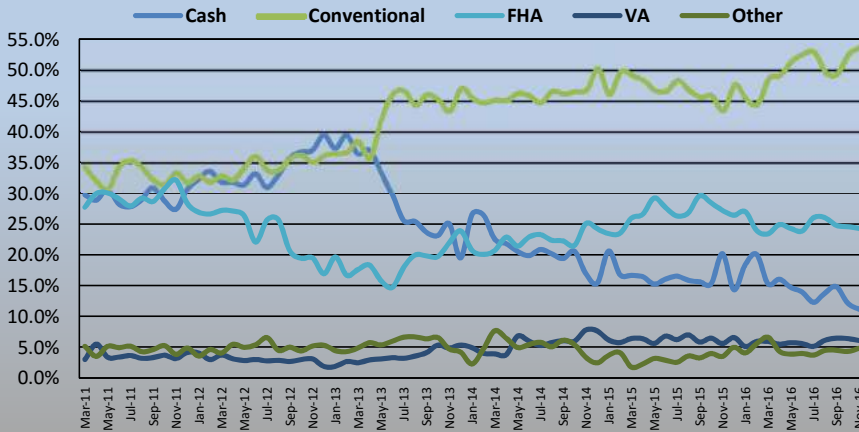
TYPE OF FINANCING

(1 House on Lot/Condo)



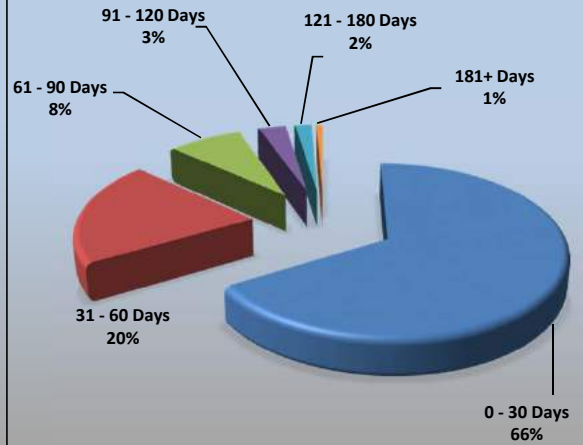
Types of Financing Historical

(% 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	160	11.2%	192	12.1%	0 - 30	952	66.4%	72.7%	72.9%
Conventional	770	53.7%	834	52.7%	31 - 60	292	20.4%	16.7%	15.0%
FHA	348	24.3%	389	24.6%	61 - 90	113	7.9%	5.9%	6.0%
VA	87	6.1%	101	6.4%	91 - 120	42	2.9%	2.5%	2.9%
Other †	69	4.8%	68	4.3%	121 - 180	26	1.8%	1.5%	2.1%
Total	1,434	100.0%	1,584	100.0%	181+	9	0.6%	0.7%	1.1%
					Total	1,434	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:	17	15
Average DOM:	29	28
Average Price/Square Foot:	\$207.2	\$206.9

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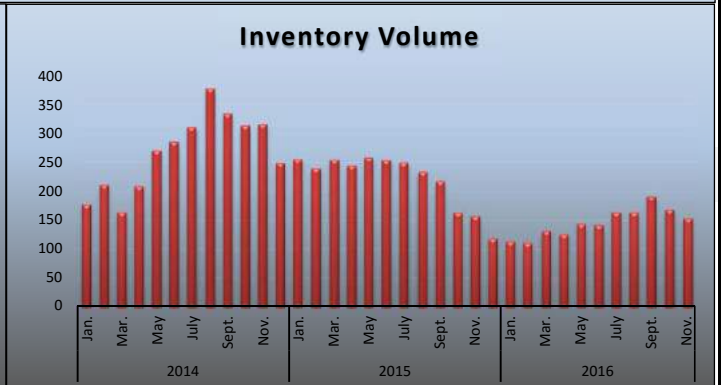
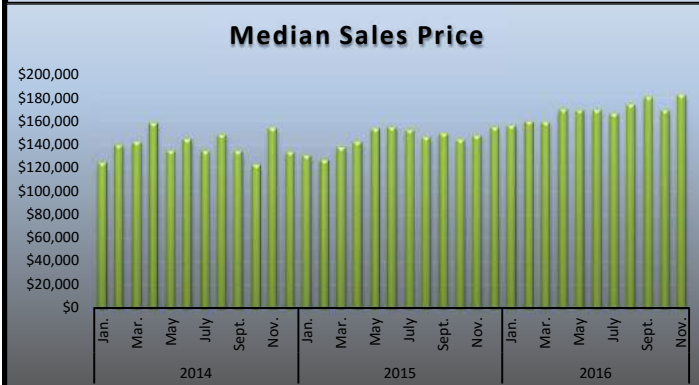
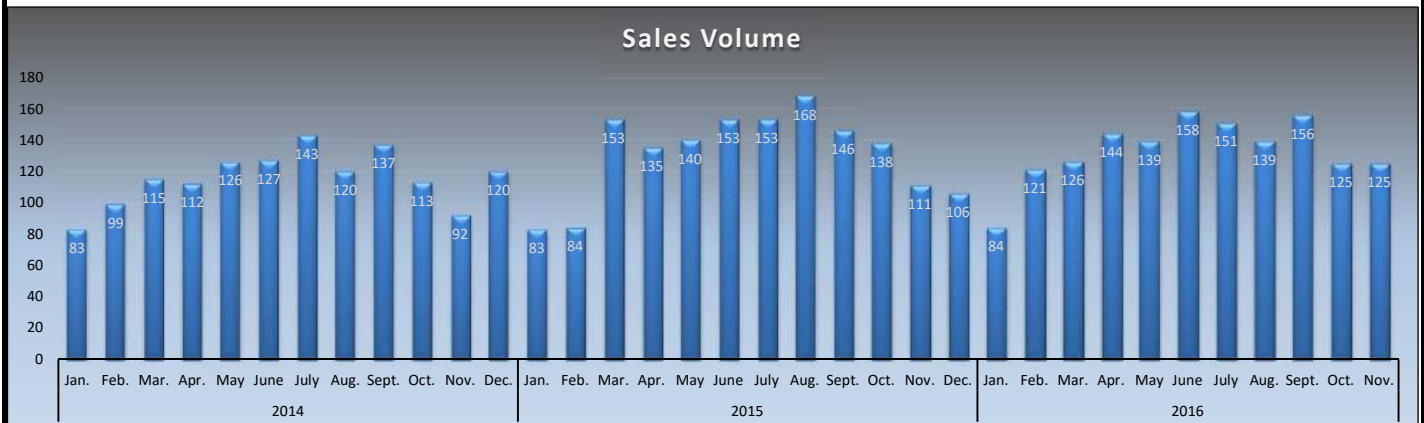
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MLS STATISTICS for November 2016
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CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	127		157	-19.1%		105		21.0%
Active Listing Inventory †	153		168	-8.9%		157		-2.5%
Active Short Sale (included above)	2		2	0.0%		12		-83.3%
Pending Short Lender Approval	15		12	25.0%		20		-25.0%
Pending Sales This Month	98		112	-12.5%		77		27.3%
Number of REO Sales	3	2.4%	4	-25.0%	3.2%	3	2.7%	0.0%
Number of Short Sales	4	3.2%	1	100.0%	0.8%	3	2.7%	33.3%
Equity Sales	118	94.4%	120	-1.7%	96.0%	105	94.6%	12.4%
Total Number of Closed Escrows	125	100%	125	0.0%	100%	111	100.0%	12.6%
Months Inventory	1.2 Months		1.3 Months	-7.7%		1.4 Months		-14.3%
Dollar Value of Closed Escrows	\$23,523,368		\$23,308,800	0.9%		\$19,383,592		21.4%
Median	\$183,000		\$170,000	7.6%		\$148,000		23.6%
Mean	\$188,187		\$186,470	0.9%		\$174,627		7.8%
Year-to-Date Statistics	01/1/16 to 11/30/16		01/1/16 to 11/30/16			1/1/2015		Change
	SAR monthly data, compiled		MetroList YTD data			11/30/2015		
Number of Closed Escrows	1,462		1,510			1,448		1.0%
Dollar Value of Closed Escrows	\$276,292,365		\$282,962,465			\$246,700,888		12.0%
Median	\$170,000		\$170,000			\$146,000		16.4%
Mean	\$188,982		\$187,392			\$170,374		10.9%



† 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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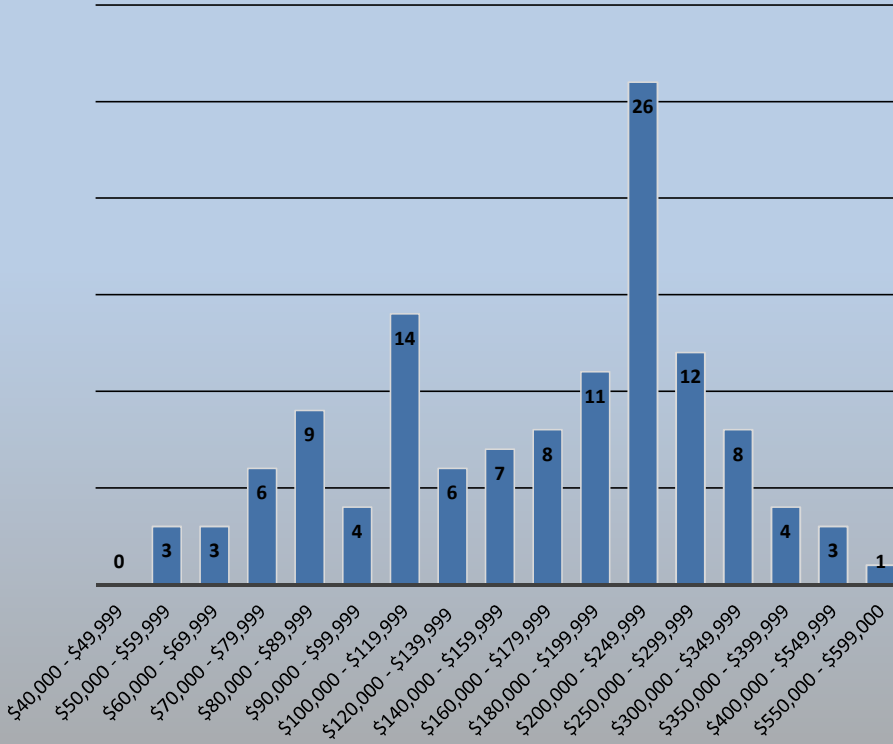
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BREAKDOWN OF SALES BY PRICE

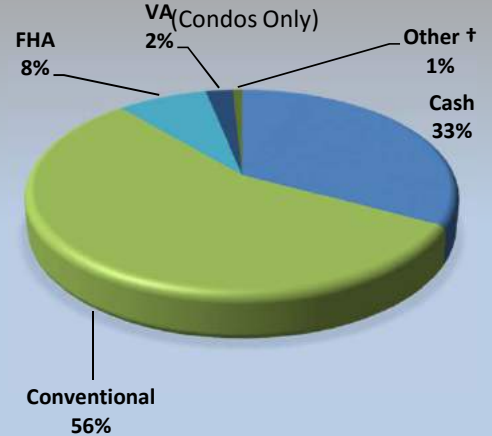
Type of Financing/Days on Market

Condos

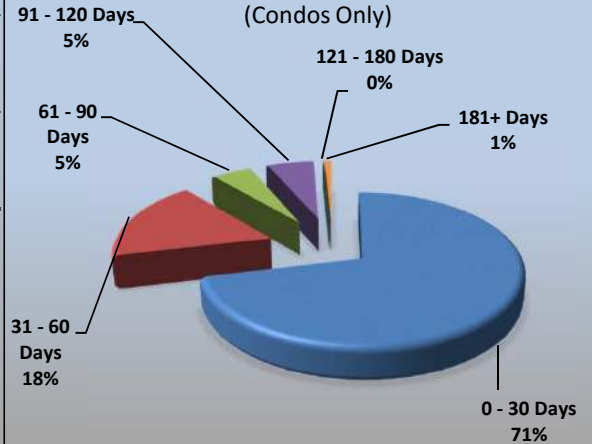
Total: 125



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	41	32.8%	54	43.2%	0 - 30	89	71.2%	78.0%	77.7%
Conventional	70	56.0%	56	44.8%	31 - 60	22	17.6%	14.3%	12.2%
FHA	10	8.0%	9	7.2%	61 - 90	6	4.8%	4.4%	4.4%
VA	3	2.4%	4	3.2%	91 - 120	7	5.6%	2.0%	2.1%
Other †	1	0.8%	2	1.6%	121 - 180	0	0.0%	0.9%	2.4%
Total	125	100.0%	125	100.0%	181+	1	0.8%	0.4%	1.1%
					Total	125	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

Current Last Month

Average DOM: 27 19

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