

MLS STATISTICS for December 2018

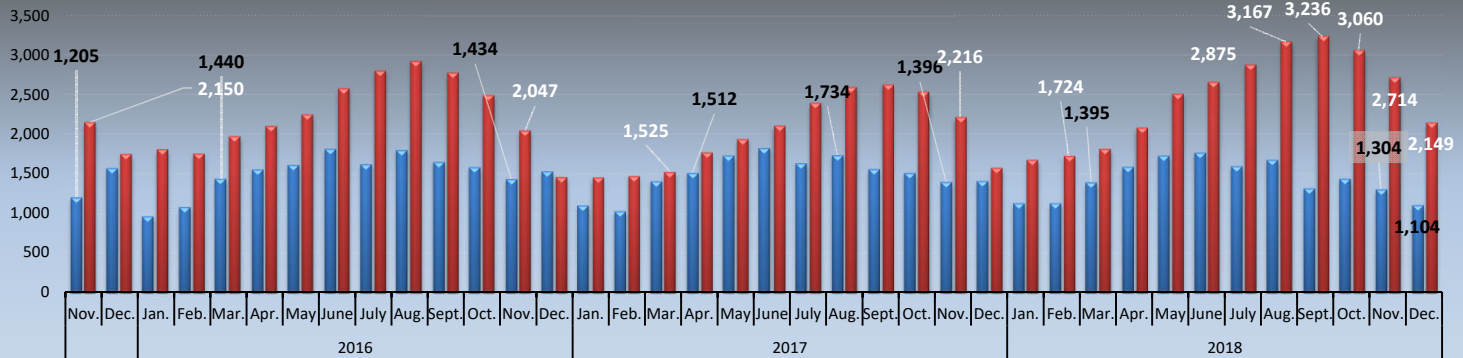
Data for Sacramento County and the City of West Sacramento



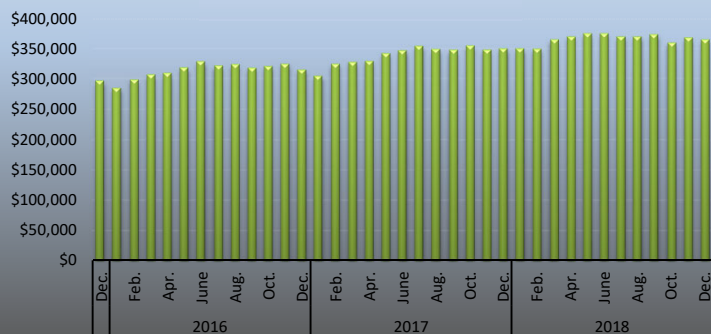
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	885		1,421	-37.7%		1,020		-13.2%
Active Listing Inventory †	2,149		2,714	-20.8%		1,575		36.4%
Active Short Sale (included above)	10		13	-23.1%		8		25.0%
Pending Short Lender Approval	17		26	-34.6%		36		-52.8%
Pending Sales This Month	567		689	-17.7%		929		-39.0%
Number of REO Sales	9	0.8%	19	-52.6%	1.5%	30	2.1%	-70.0%
Number of Short Sales	6	0.5%	10	-40.0%	0.8%	11	0.8%	-45.5%
Equity Sales**	1,089	98.6%	1,275	-14.6%	97.8%	1,365	96.9%	-20.2%
Other (non-REO/-Short Sale/-Equity)	0	0.0%	0	0%	0.0%	2	0.1%	N/A
Total Number of Closed Escrows	1,104	100%	1,304	-15.3%	100%	1,408	100.0%	-21.6%
Months Inventory	1.9 Months		2.1 Months	-9.5%		1.1 Months		72.7%
Dollar Value of Closed Escrows	\$444,819,674		\$528,016,148	-15.8%		\$534,259,406		-16.7%
Median	\$363,500		\$368,000	-1.2%		\$349,950		3.9%
Mean	\$402,916		\$404,920	-0.5%		\$379,446		6.2%
Year-to-Date Statistics	1/01/18 to 12/31/18		1/01/18 to 12/31/18			1/1/2017		Change
	SAR monthly data, compiled		MetroList YTD data			12/31/2017		
Number of Closed Escrows	17,177		17,569			17,845		-3.7%
Dollar Value of Closed Escrows	\$6,903,354,250		\$7,044,797,027			\$6,684,507,960		3.3%
Median	\$365,000		\$365,000			\$340,000		7.4%
Mean	\$401,895		\$400,979			\$374,587		7.3%

Sales Volume vs Inventory Volume



Median Sales Price



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David Brooker
REALTOR®/Specialist

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† 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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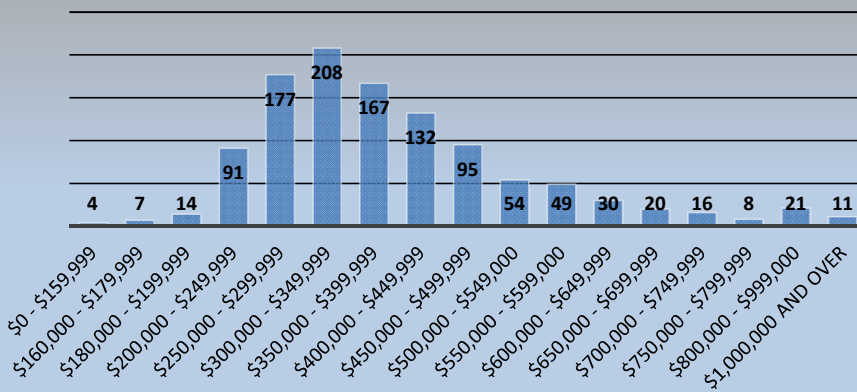
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

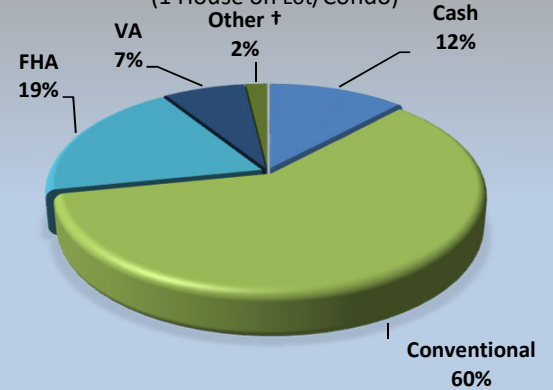
1 House on Lot

Total: 1,104



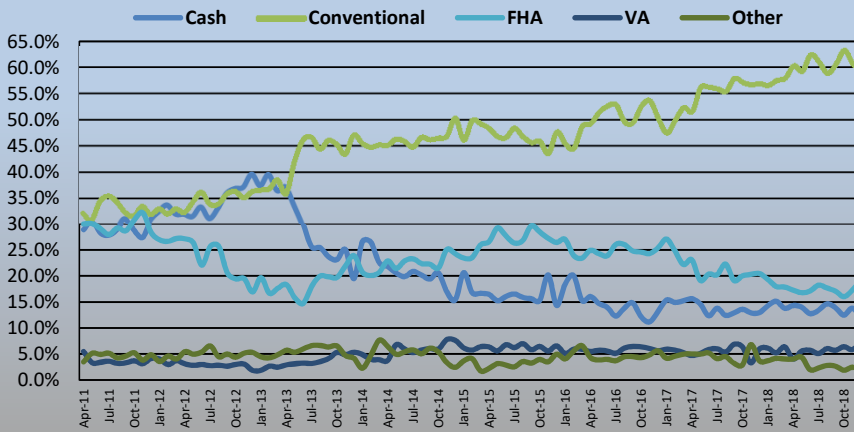
TYPE OF FINANCING

(1 House on Lot/Condo)



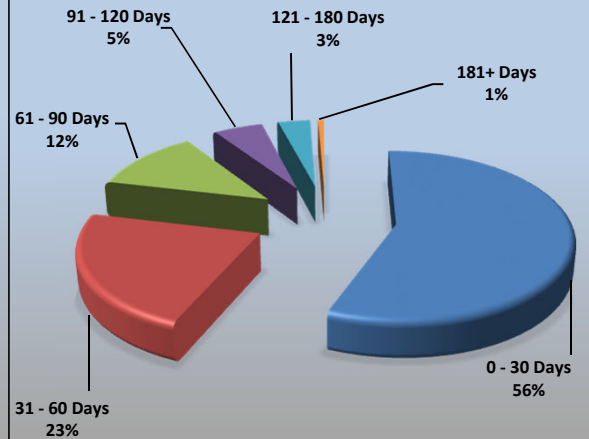
Types of Financing Historical

(% 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	133	12.0%	180	13.8%	0 - 30	621	56.3%	63.5%	71.9%
Conventional	660	59.8%	791	60.7%	31 - 60	248	22.5%	20.6%	16.1%
FHA	211	19.1%	225	17.3%	61 - 90	132	12.0%	9.2%	6.9%
VA	79	7.2%	76	5.8%	91 - 120	58	5.3%	4.1%	2.8%
Other †	21	1.9%	32	2.5%	121 - 180	38	3.4%	2.1%	1.7%
Total	1,104	100.0%	1,304	100.0%	181+	7	0.6%	0.6%	0.6%
					Total	1,104	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:	25	24
Average DOM:	38	36
Average Price/Square Foot:	\$235.1	\$238.2

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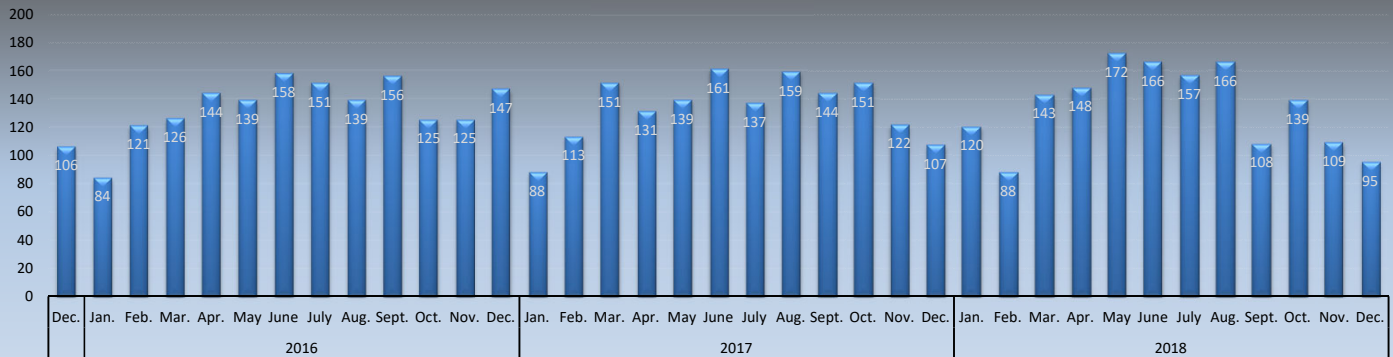
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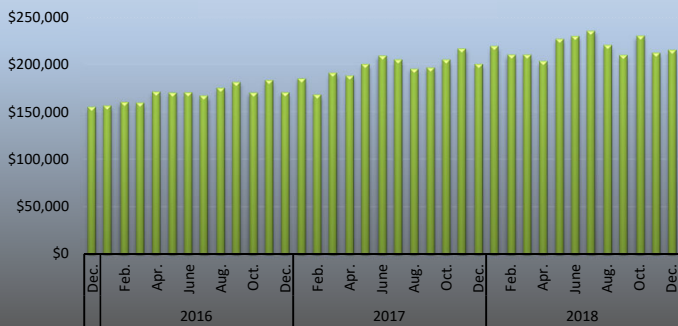
CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	95		113	-15.9%		90		5.6%
Active Listing Inventory †	164		220	-25.5%		98		67.3%
Active Short Sale (included above)	1		0	0.0%		0		N/A
Pending Short Lender Approval	0		0	0.0%		2		-100.0%
Pending Sales This Month	66		55	20.0%		85		-22.4%
Number of REO Sales	1	1.1%	1	100.0%	0.9%	2	1.9%	N/A
Number of Short Sales	0	0.0%	0	100.0%	0.0%	2	1.9%	N/A
Equity Sales	94	99%	108	-13.0%	99.1%	103	96.3%	-8.7%
Total Number of Closed Escrows	95	100%	109	-12.8%	100%	107	100.0%	-11.2%
Months Inventory	1.7 Months		2 Months	-15.0%		0.9 Months		88.9%
Dollar Value of Closed Escrows	\$26,311,900		\$25,144,163	4.6%		\$22,398,141		17.5%
Median	\$215,000		\$212,000	1.4%		\$200,000		7.5%
Mean	\$276,967		\$230,680	20.1%		\$209,328		32.3%
Year-to-Date Statistics	01/1/18 to 12/31/18		01/1/18 to 12/31/18			1/1/2017		Change
	SAR monthly data, compiled		MetroList YTD data			12/31/2017		
Number of Closed Escrows	1,611		1,646			1,571		2.5%
Dollar Value of Closed Escrows	\$386,518,272		\$393,329,622			\$331,569,524		16.6%
Median	\$220,000		\$220,000			\$196,000		12.2%
Mean	\$239,924		\$238,961			\$211,056		13.7%

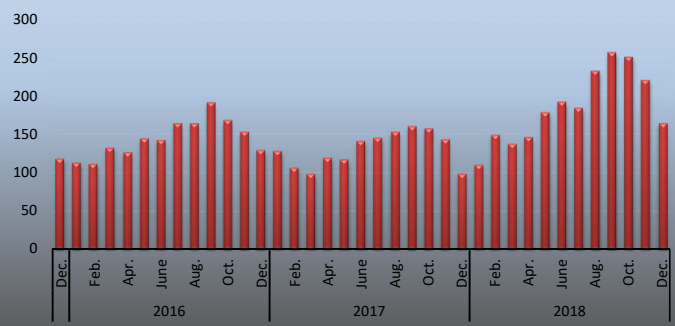
Sales Volume



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

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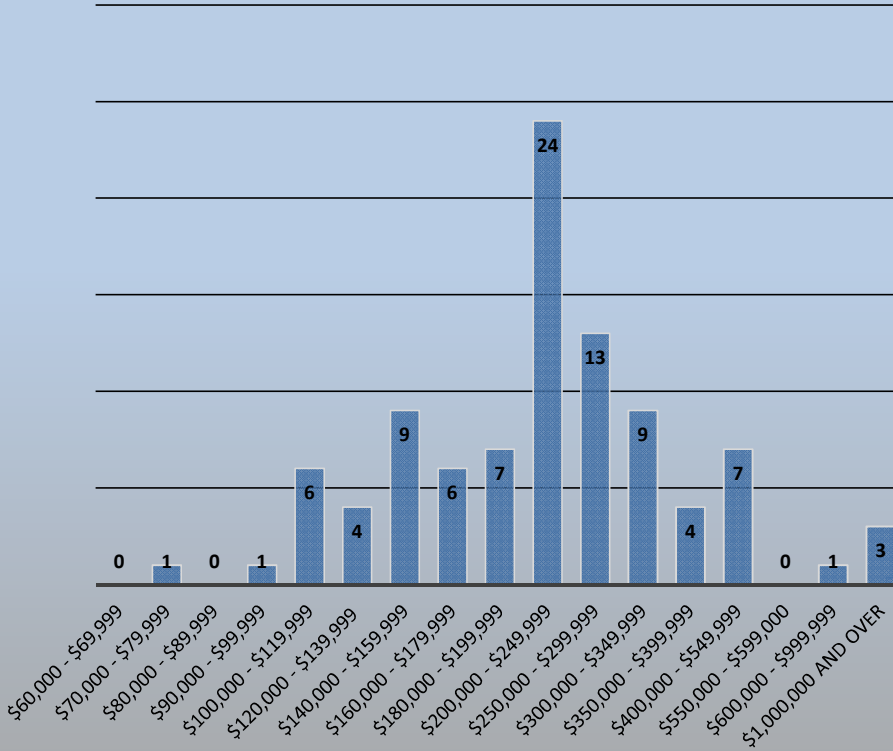
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

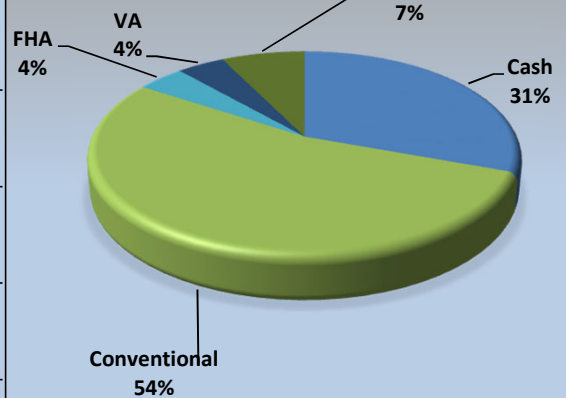
Condos

Total: 95



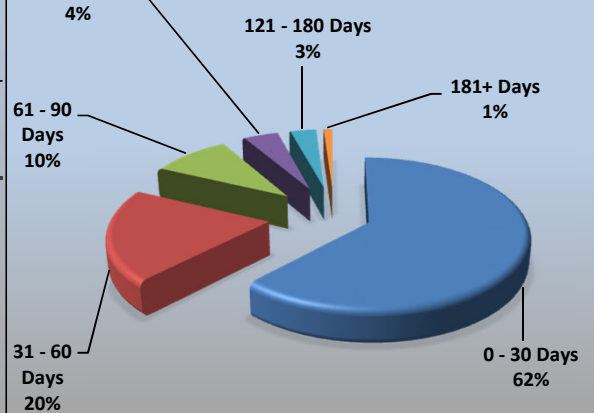
TYPE OF FINANCING

(Condos Only) Other †



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	29	30.5%	30	27.5%	0 - 30	59	62.1%	68.1%	78.3%
Conventional	51	53.7%	64	58.7%	31 - 60	19	20.0%	20.2%	12.7%
FHA	4	4.2%	9	8.3%	61 - 90	9	9.5%	8.2%	5.8%
VA	4	4.2%	6	5.5%	91 - 120	4	4.2%	2.4%	2.1%
Other †	7	7.4%	0	0.0%	121 - 180	3	3.2%	0.7%	0.7%
Total	95	100.0%	109	100.0%	181+	1	1.1%	0.4%	0.3%
					Total	95	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:

Current Last Month

35

35

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