

MLS STATISTICS for February 2018

Data for Sacramento County and the City of West Sacramento



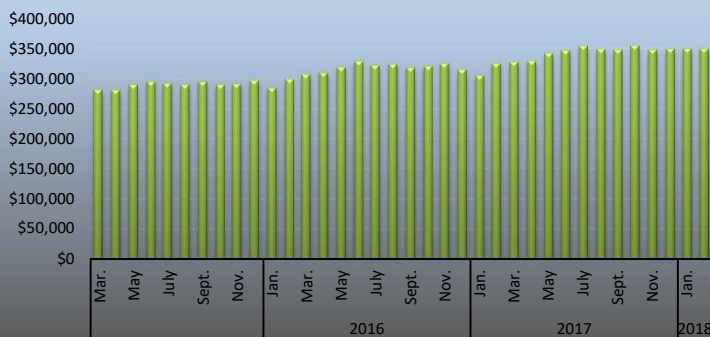
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,664		1,729	-3.8%		1,468		13.4%
Active Listing Inventory †	1,724		1,677	2.8%		1,469		17.4%
Active Short Sale (included above)	12		10	20.0%		25		-52.0%
Pending Short Lender Approval	29		29	0.0%		75		-61.3%
Pending Sales This Month	1,043		719	45.1%		887		17.6%
Number of REO Sales	18	1.6%	12	50.0%	1.1%	38	3.7%	-52.6%
Number of Short Sales	14	1.2%	14	0.0%	1.2%	23	2.2%	-39.1%
Equity Sales**	1,098	97.1%	1,103	-0.5%	97.7%	936	91.1%	17.3%
Other (non-REO/-Short Sale/-Equity)	1	0.1%	0	0%	0.0%	31	3.0%	-96.8%
Total Number of Closed Escrows	1,131	100%	1,129	0.2%	100%	1,028	100.0%	10.0%
Months Inventory	1.5 Months		1.5 Months	0.0%		1.4 Months		7.1%
Dollar Value of Closed Escrows	\$427,185,999		\$426,478,044	0.2%		\$359,555,283		18.8%
Median	\$349,900		\$350,000	0.0%		\$325,000		7.7%
Mean	\$379,131		\$377,748	0.4%		\$349,762		8.4%
Year-to-Date Statistics	1/01/18 to 2/28/18		1/01/18 to 2/28/18			1/1/2017		Change
	SAR monthly data, compiled		MetroList YTD data			2/28/2017		
Number of Closed Escrows	1,129		1,129			2,129		-47.0%
Dollar Value of Closed Escrows	\$426,478,044		\$426,478,044			\$733,126,224		-41.8%
Median	\$350,000		\$350,000			\$305,000		14.8%
Mean	\$377,748		\$377,748			\$344,352		9.7%

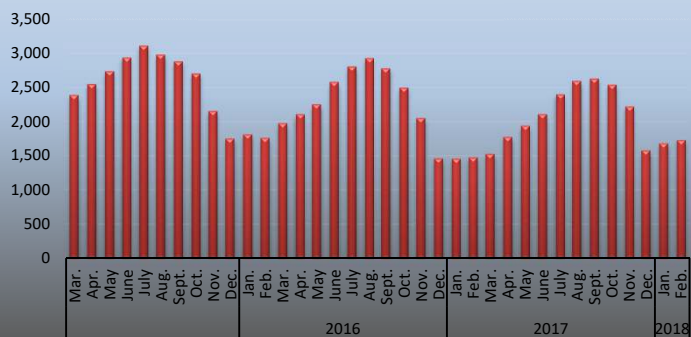
Sales Volume



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.

Based on Multiple Listing Service data from MetroList® | 2017 SAR.

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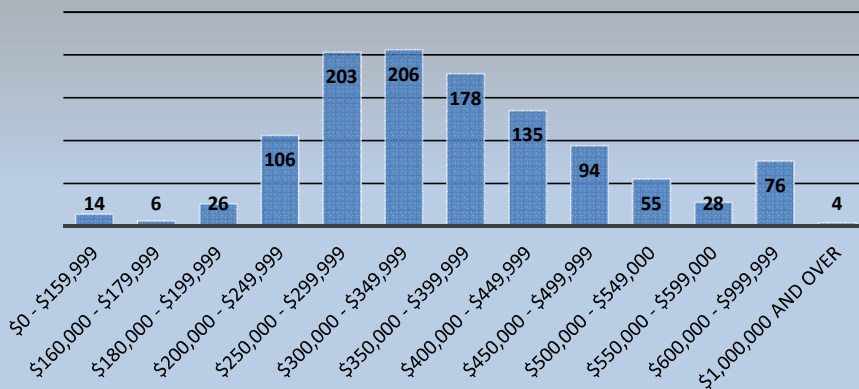
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

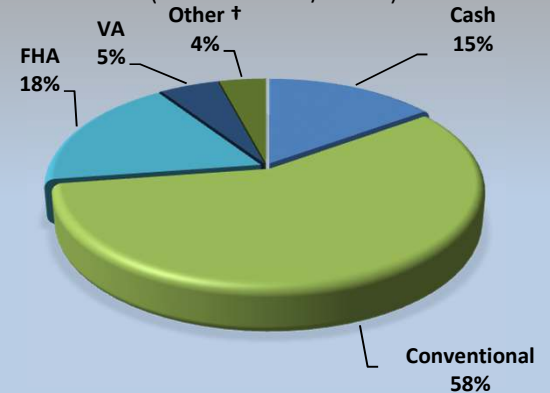
1 House on Lot

Total: 1,131



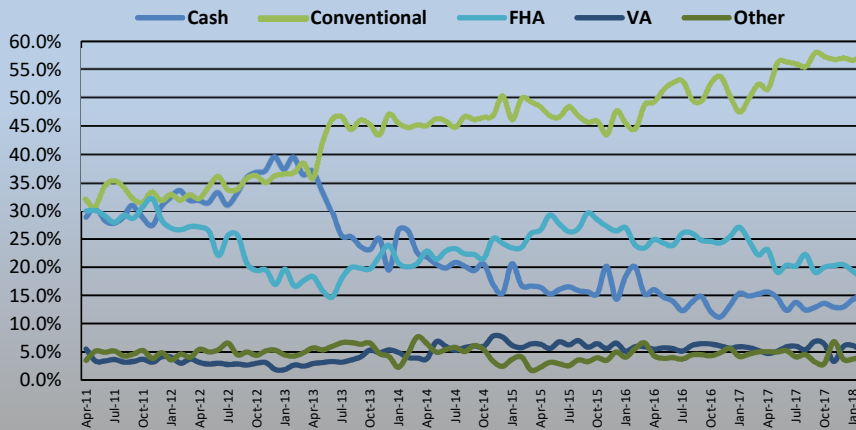
TYPE OF FINANCING

(1 House on Lot/Condo)



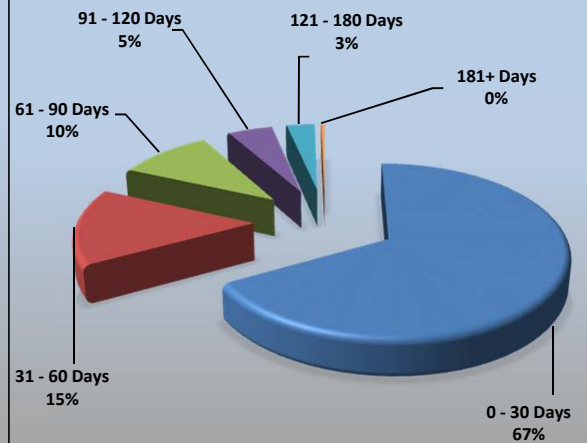
Types of Financing Historical

(% 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	171	15.1%	161	14.3%	0 - 30	757	66.9%	66.6%	76.2%
Conventional	651	57.6%	639	56.6%	31 - 60	168	14.9%	18.8%	13.9%
FHA	203	17.9%	218	19.3%	61 - 90	114	10.1%	8.3%	5.2%
VA	59	5.2%	69	6.1%	91 - 120	54	4.8%	3.8%	2.4%
Other †	47	4.2%	42	3.7%	121 - 180	34	3.0%	2.0%	1.5%
Total	1,131	100.0%	1,129	100.0%	181+	4	0.4%	0.6%	0.8%
					Total	1,131	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:	13	17
Average DOM:	31	31
Average Price/Square Foot:	\$229.1	\$226.7

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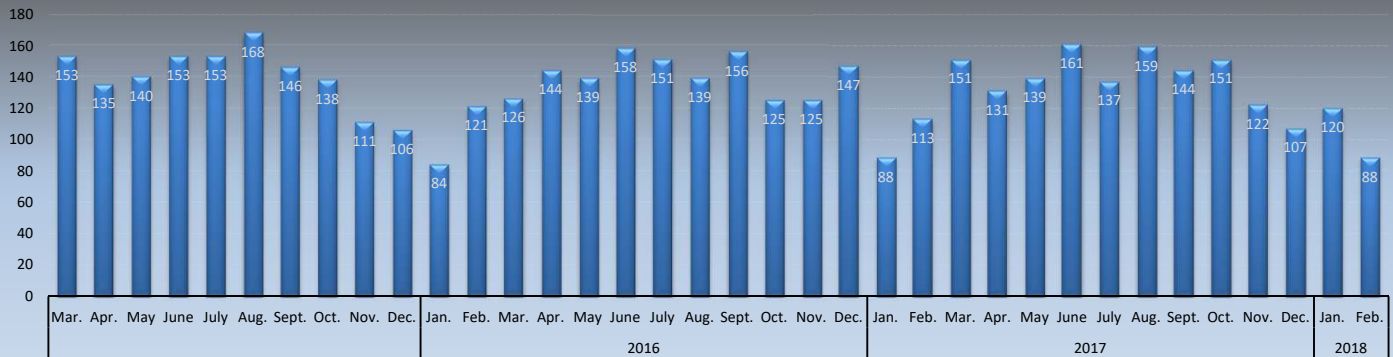
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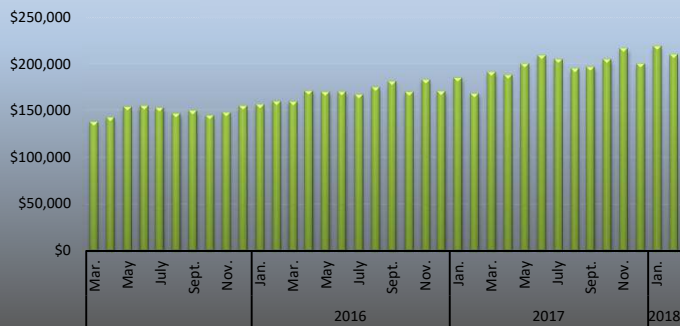
CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	149		157	-5.1%		127		17.3%
Active Listing Inventory †	122		110	10.9%		106		15.1%
Active Short Sale (included above)	0		1	0.0%		5		-100.0%
Pending Short Lender Approval	2		1	100.0%		7		-71.4%
Pending Sales This Month	87		61	42.6%		79		10.1%
Number of REO Sales	0	0.0%	0	100.0%	0.0%	3	2.7%	-100.0%
Number of Short Sales	0	0.0%	0	100.0%	0.0%	6	5.3%	-100.0%
Equity Sales	88	100%	120	-26.7%	100.0%	104	92.0%	-15.4%
Total Number of Closed Escrows	88	100%	120	-26.7%	100%	113	100.0%	-22.1%
Months Inventory	1.4 Months		0.9 Months	55.6%		0.9 Months		55.6%
Dollar Value of Closed Escrows	\$19,647,539		\$27,922,529	-29.6%		\$21,583,374		-9.0%
Median	\$210,000		\$219,000	-4.1%		\$168,000		25.0%
Mean	\$223,267		\$232,688	-4.0%		\$191,003		16.9%
Year-to-Date Statistics	01/1/18 to 2/28/18		01/1/18 to 2/28/18			1/1/2017		Change
	SAR monthly data, compiled		MetroList YTD data			2/28/2017		
Number of Closed Escrows	208		208			176		18.2%
Dollar Value of Closed Escrows	\$47,570,068		\$47,570,068			\$34,023,086		39.8%
Median	\$219,000		\$215,000			\$184,944		18.4%
Mean	\$228,702		\$228,702			\$193,313		18.3%

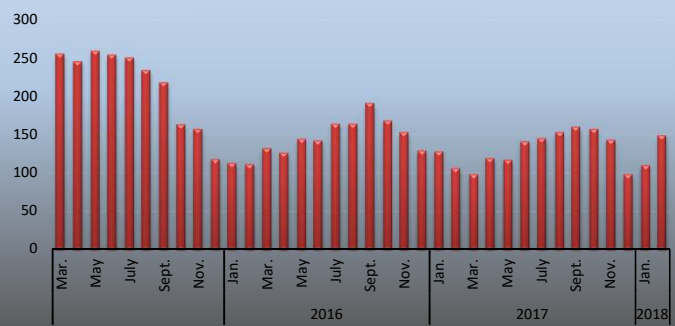
Sales Volume



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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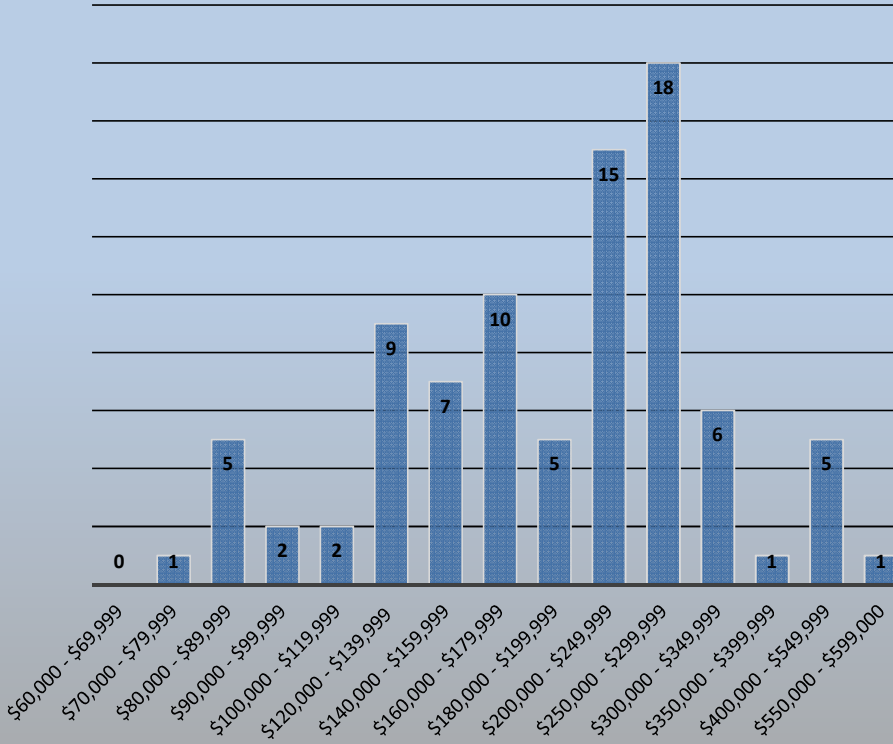
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BREAKDOWN OF SALES BY PRICE

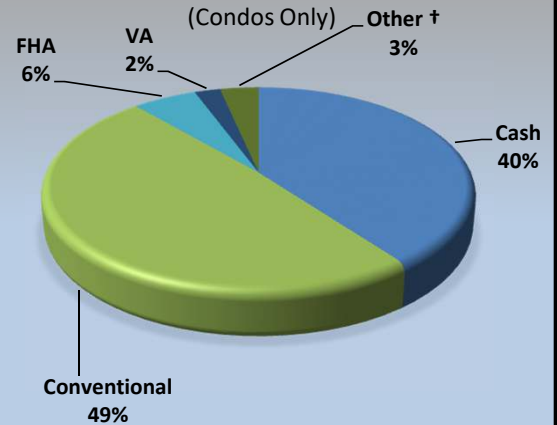
Type of Financing/Days on Market

Condos

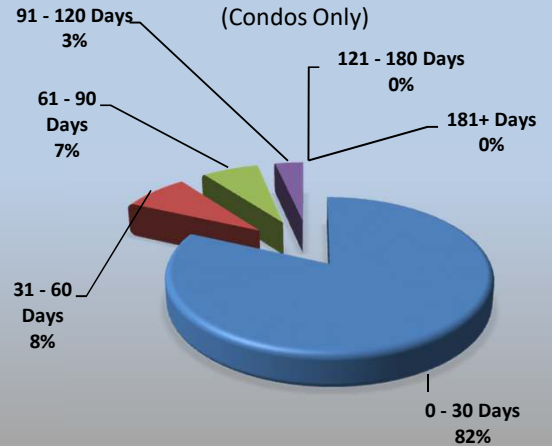
Total: 88



TYPE OF FINANCING (Condos Only)



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	35	39.8%	36	30.0%	0 - 30	72	81.8%	73.5%	80.4%
Conventional	43	48.9%	67	55.8%	31 - 60	7	8.0%	15.6%	12.0%
FHA	5	5.7%	10	8.3%	61 - 90	6	6.8%	7.1%	4.0%
VA	2	2.3%	4	3.3%	91 - 120	3	3.4%	2.7%	1.7%
Other †	3	3.4%	3	2.5%	121 - 180	0	0.0%	0.9%	1.4%
Total	88	100.0%	120	100.0%	181+	0	0.0%	0.2%	0.6%
					Total	88	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 **18**
Last Month **24**

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