

# MLS STATISTICS for July 2018

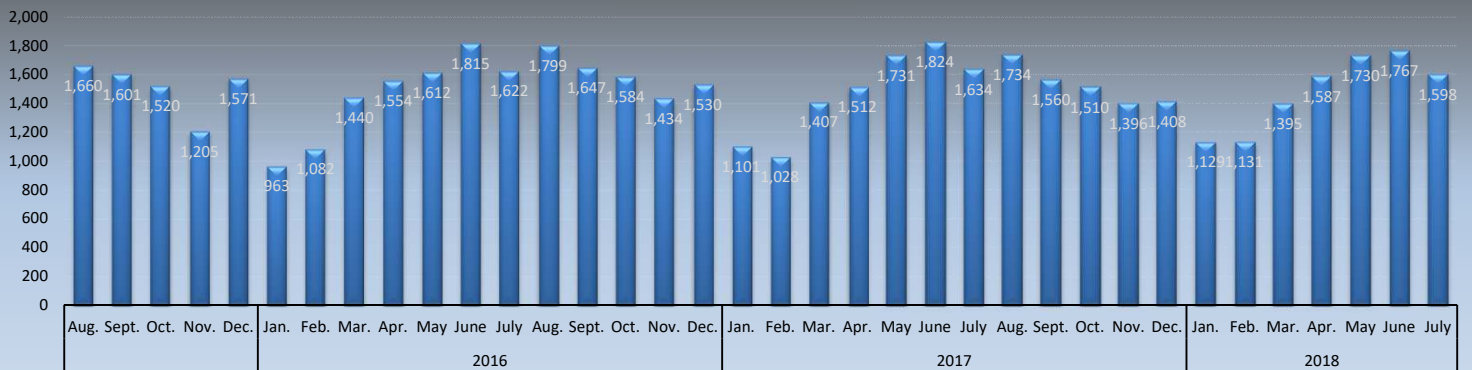
Data for Sacramento County and the City of West Sacramento



## 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	2,381		2,341	1.7%		2,252		5.7%
Active Listing Inventory †	2,875		2,660	8.1%		2,395		20.0%
Active Short Sale (included above)	11		8	37.5%		23		-52.2%
Pending Short Lender Approval	33		34	-2.9%		59		-44.1%
Pending Sales This Month	1,207		1,208	-0.1%		1,327		-9.0%
Number of REO Sales	20	1.3%	18	11.1%	1.0%	22	1.3%	-9.1%
Number of Short Sales	12	0.8%	14	-14.3%	0.8%	18	1.1%	-33.3%
Equity Sales**	1,566	98.0%	1,735	-9.7%	98.2%	1,588	97.2%	-1.4%
Other (non-REO/-Short Sale/-Equity)	0	0.0%	0	0%	0.0%	6	0.4%	-100.0%
Total Number of Closed Escrows	1,598	100%	1,767	-9.6%	100%	1,634	100.0%	-2.2%
Months Inventory	1.8 Months		1.5 Months	1.5	20.0%	1.5 Months		20.0%
Dollar Value of Closed Escrows	\$648,550,774		\$725,167,375	-10.6%		\$627,917,877		3.3%
Median	\$370,000		\$375,000	-1.3%		\$354,700		4.3%
Mean	\$405,852		\$410,395	-1.1%		\$384,283		5.6%
<b>Year-to-Date Statistics</b>	<b>1/01/18 to 7/31/18</b>		<b>1/01/18 to 7/31/18</b>			<b>1/1/2017</b>		<b>Change</b>
	<b>SAR monthly data, compiled</b>		<b>MetroList YTD data</b>			<b>7/31/2017</b>		
Number of Closed Escrows	10,337		10,517			10,237		1.0%
Dollar Value of Closed Escrows	\$4,140,615,278		\$4,205,054,219			\$3,771,872,975		9.8%
Median	\$364,000		\$365,000			\$330,000		10.3%
Mean	\$400,563		\$399,834.00			\$368,455		8.7%

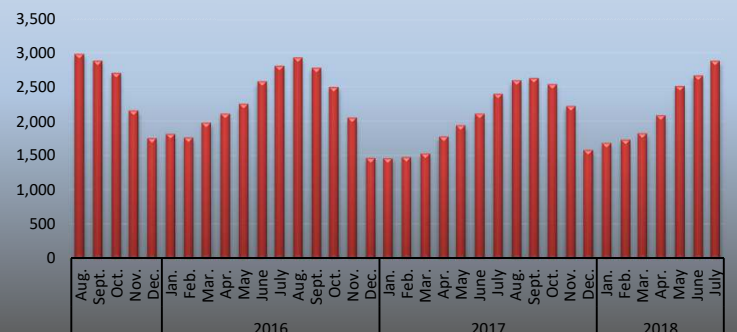
### Sales Volume



### 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.

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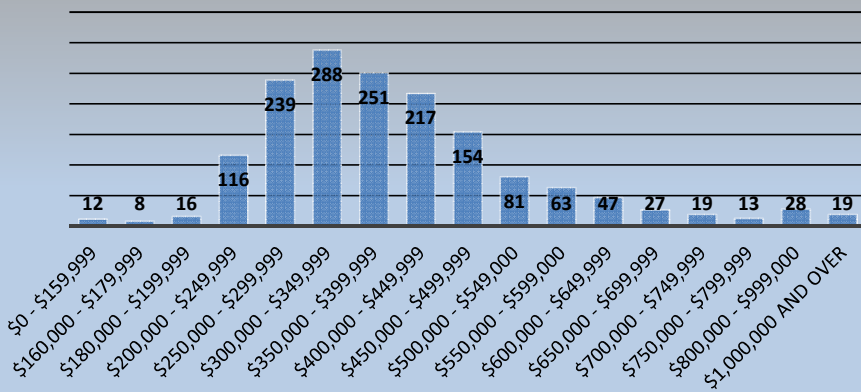
## Data for Sacramento County and the City of West Sacramento

### BREAKDOWN OF SALES BY PRICE

### Type of Financing/Days on Market

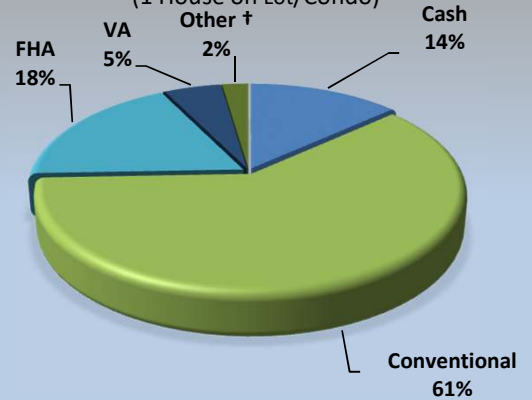
#### 1 House on Lot

Total: 1,598



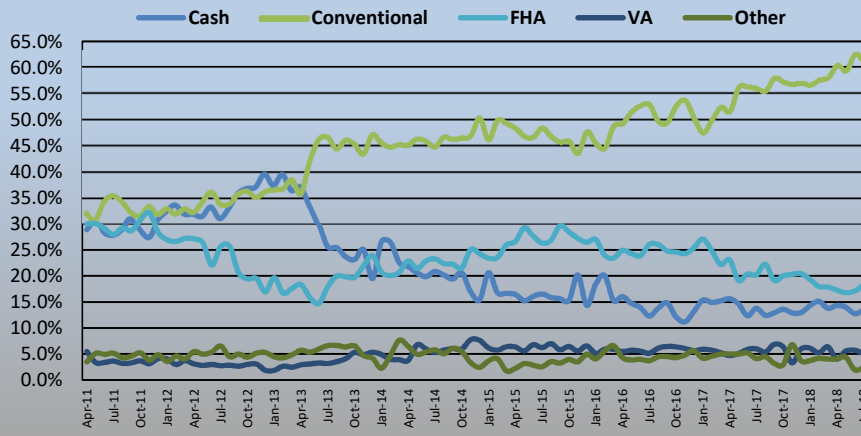
#### TYPE OF FINANCING

(1 House on Lot/Condo)



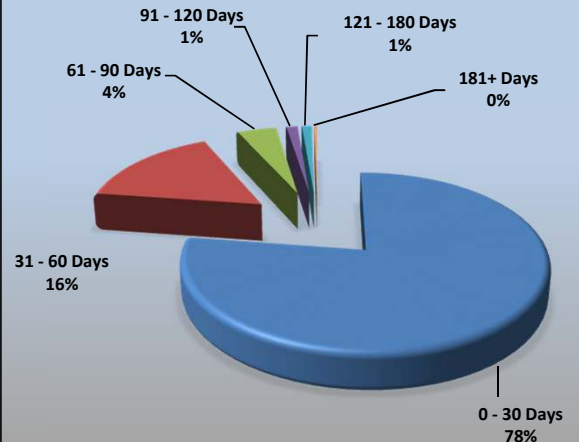
#### Types of Financing Historical

(% 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	214	13.4%	225	12.7%	0 - 30	1,235	77.3%	79.3%	74.6%
Conventional	975	61.0%	1104	62.5%	31 - 60	256	16.0%	12.9%	15.2%
FHA	291	18.2%	302	17.1%	61 - 90	67	4.2%	4.4%	5.7%
VA	81	5.1%	101	5.7%	91 - 120	19	1.2%	1.5%	2.4%
Other †	37	2.3%	35	2.0%	121 - 180	17	1.1%	1.2%	1.5%
<b>Total</b>	<b>1,598</b>	<b>100.0%</b>	<b>1,767</b>	<b>100.0%</b>	181+	4	0.3%	0.6%	0.6%
					<b>Total</b>	<b>1,598</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>12</b>	<b>10</b>
<b>Average DOM:</b>	<b>22</b>	<b>21</b>
<b>Average Price/Square Foot:</b>	<b>\$244.0</b>	<b>\$240.2</b>

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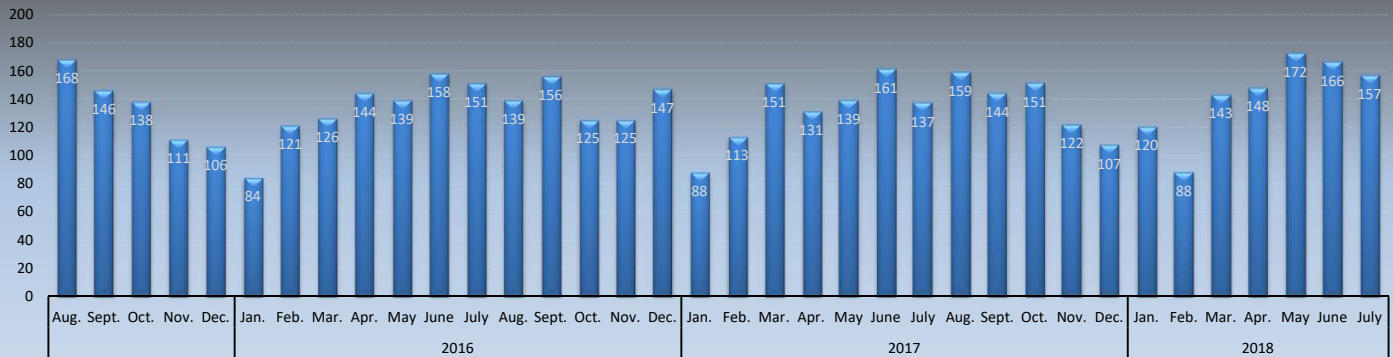
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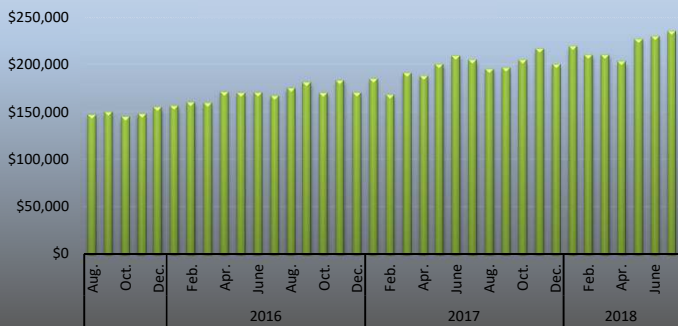
## CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	166		229	-27.5%		157		5.7%
Active Listing Inventory †	184		192	-4.2%		145		26.9%
Active Short Sale (included above)	0		0	0.0%		0		N/A
Pending Short Lender Approval	0		1	-100.0%		6		-100.0%
Pending Sales This Month	132		106	24.5%		114		15.8%
Number of REO Sales	1	0.6%	0	100.0%	0.0%	0	0.0%	N/A
Number of Short Sales	0	0.0%	2	100.0%	1.2%	0	0.0%	N/A
Equity Sales	156	99%	164	-4.9%	98.8%	137	100.0%	13.9%
Total Number of Closed Escrows	157	100%	166	-5.4%	100%	137	100.0%	14.6%
Months Inventory	1.2 Months		1.2 Months	0.0%		1.1 Months		9.1%
Dollar Value of Closed Escrows	\$39,841,587		\$40,186,680	-0.9%		\$30,634,419		30.1%
Median	\$235,000		\$229,500	2.4%		\$205,000		14.6%
Mean	\$253,768		\$242,088	4.8%		\$223,609		13.5%
<b>Year-to-Date Statistics</b>	<b>01/1/18 to 7/31/18</b>		<b>01/1/18 to 7/31/18</b>			<b>1/1/2017</b>		<b>Change</b>
	SAR monthly data, compiled		MetroList YTD data			7/31/2017		
Number of Closed Escrows	994		1,005			895		11.1%
Dollar Value of Closed Escrows	\$238,330,191		\$240,291,641			\$188,864,373		26.2%
Median	\$222,500		\$222,500			\$195,000		14.1%
Mean	\$239,769		\$239,096			\$211,021.65		13.6%

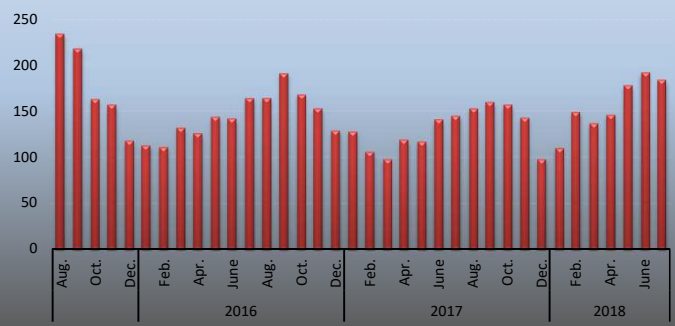
### Sales Volume



### Median Sales Price



### Inventory Volume



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\*\* 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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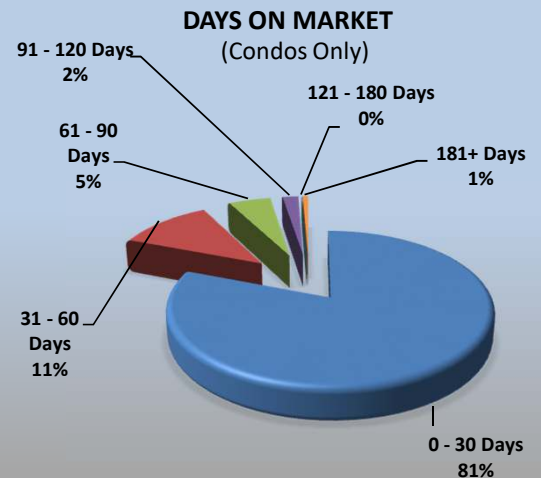
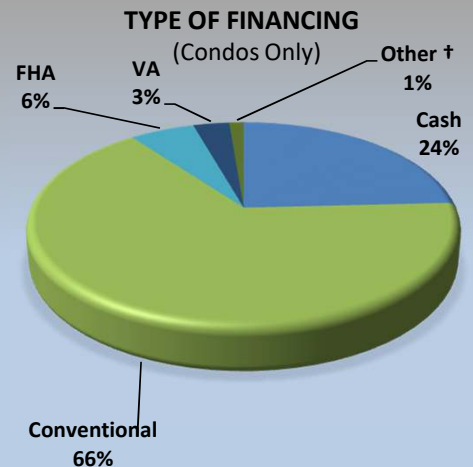
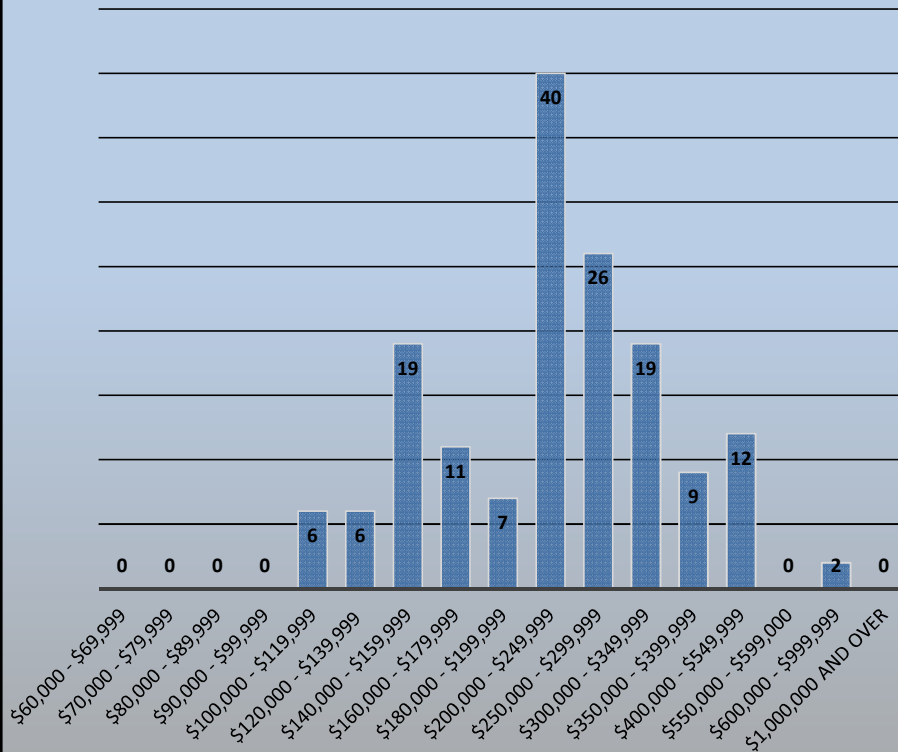
## Data for Sacramento County and the City of West Sacramento

### BREAKDOWN OF SALES BY PRICE

### Type of Financing/Days on Market

## Condos

Total: 157



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	38	24.2%	48	28.9%	0 - 30	127	80.9%	86.3%	81.7%
Conventional	103	65.6%	94	56.6%	31 - 60	18	11.5%	6.8%	10.8%
FHA	9	5.7%	13	7.8%	61 - 90	8	5.1%	3.9%	4.3%
VA	5	3.2%	8	4.8%	91 - 120	3	1.9%	1.9%	2.0%
Other †	2	1.3%	3	1.8%	121 - 180	0	0.0%	0.8%	1.0%
<b>Total</b>	<b>157</b>	<b>100.0%</b>	<b>166</b>	<b>100.0%</b>	<b>181+</b>	<b>1</b>	<b>0.6%</b>	<b>0.3%</b>	<b>0.2%</b>
					<b>Total</b>	<b>157</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

	Current	Last Month
<b>Average DOM:</b>	<b>20</b>	<b>16</b>

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