

MLS STATISTICS for November 2018

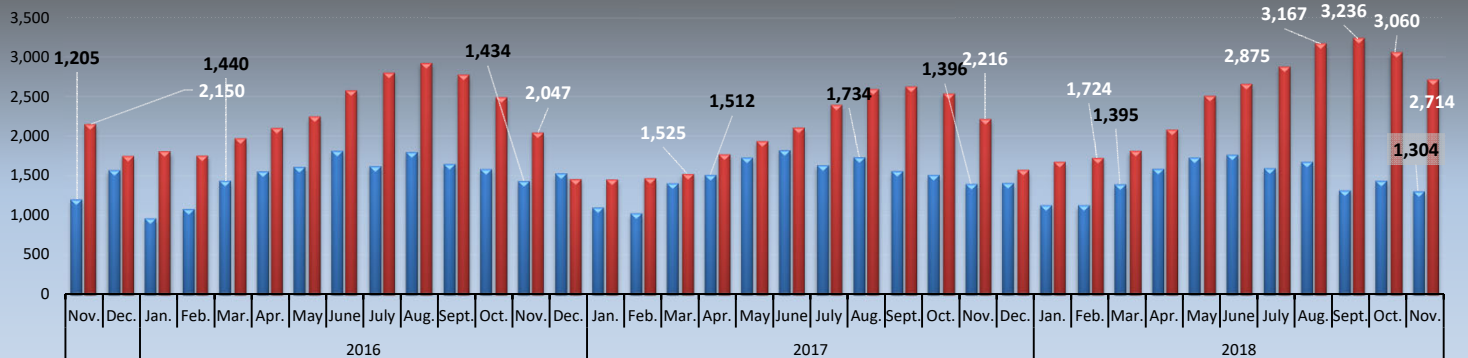
Data for Sacramento County and the City of West Sacramento



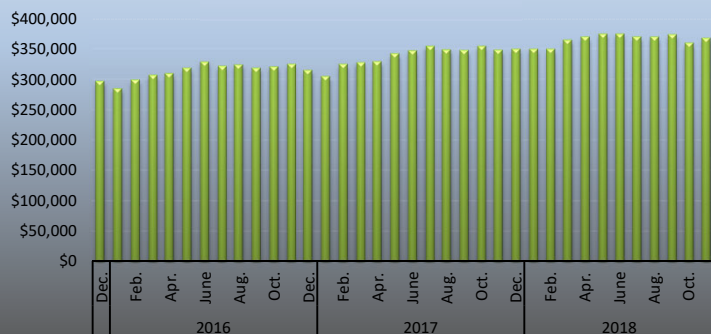
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,421		1,941	-26.8%		1,512		-6.0%
Active Listing Inventory †	2,714		3,060	-11.3%		2,216		22.5%
Active Short Sale (included above)	13		8	62.5%		17		-23.5%
Pending Short Lender Approval	26		27	-3.7%		44		-40.9%
Pending Sales This Month	689		834	-17.4%		1,020		-32.5%
Number of REO Sales	19	1.5%	13	46.2%	0.9%	20	1.4%	-5.0%
Number of Short Sales	10	0.8%	12	-16.7%	0.8%	13	0.9%	-23.1%
Equity Sales**	1,275	97.8%	1,413	-9.8%	98.3%	1,363	97.6%	-6.5%
Other (non-REO/-Short Sale/-Equity)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,304	100%	1,438	-9.3%	100%	1,396	100.0%	-6.6%
Months Inventory	2.1 Months		2.1 Months	0.0%		1.6 Months		31.3%
Dollar Value of Closed Escrows	\$528,016,148		\$579,002,911	-8.8%		\$537,437,077		-1.8%
Median	\$368,000		\$360,000	2.2%		\$348,250		5.7%
Mean	\$404,920		\$402,645	0.6%		\$384,984		5.2%
Year-to-Date Statistics	1/01/18 to 11/30/18		1/01/18 to 11/30/18			1/1/2017		Change
	SAR monthly data, compiled		MetroList YTD data			11/30/2017		
Number of Closed Escrows	16,073		16,428			16,437		-2.2%
Dollar Value of Closed Escrows	\$6,458,534,576		\$6,586,289,808			\$6,150,248,554		5.0%
Median	\$365,000		\$365,000			\$340,000		7.4%
Mean	\$401,825		\$400,919			\$373,629		7.5%

Sales Volume vs Inventory Volume



Median Sales Price



Sacramento County Statistics

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David Broker
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.

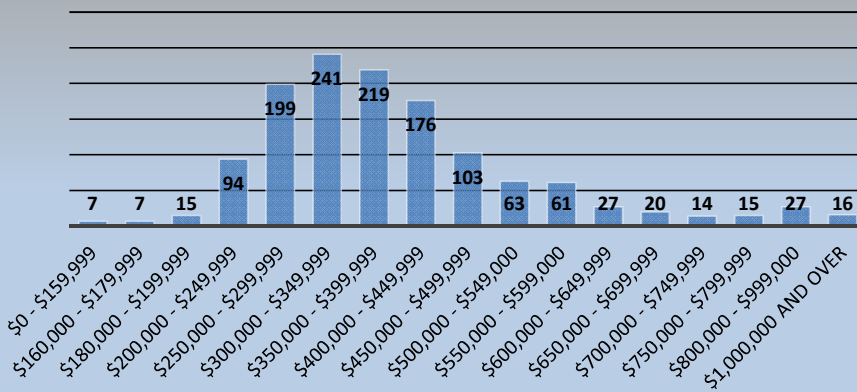
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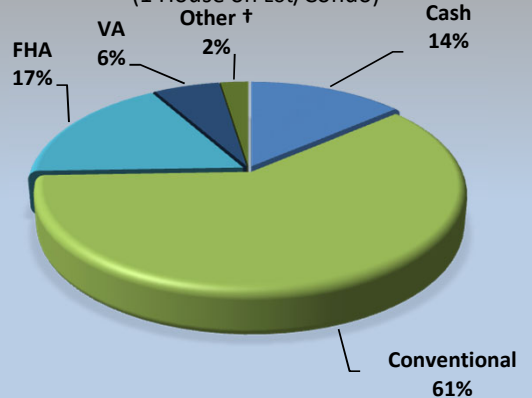
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

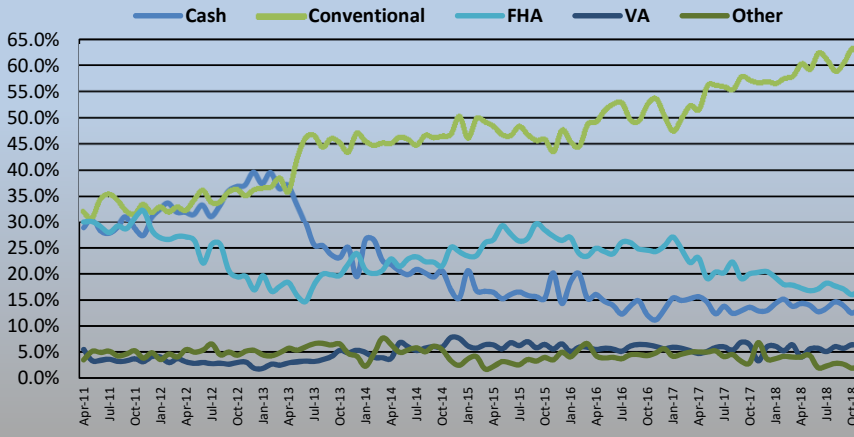
1 House on Lot Total: 1,304



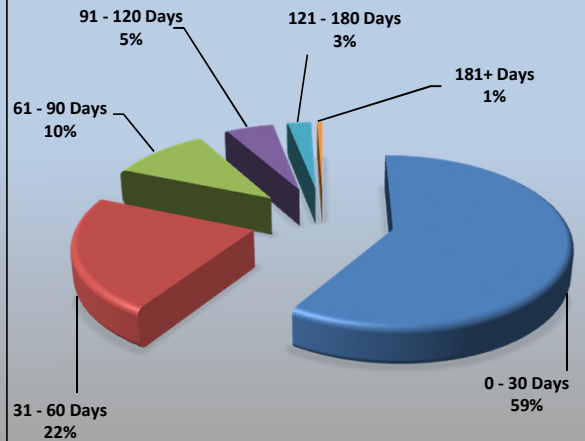
TYPE OF FINANCING (1 House on Lot/Condo)



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	180	13.8%	179	12.4%	0 - 30	770	59.0%	68.0%	72.4%
Conventional	791	60.7%	910	63.3%	31 - 60	290	22.2%	19.1%	16.1%
FHA	225	17.3%	230	16.0%	61 - 90	137	10.5%	7.7%	6.6%
VA	76	5.8%	92	6.4%	91 - 120	67	5.1%	3.2%	2.7%
Other †	32	2.5%	27	1.9%	121 - 180	33	2.5%	1.4%	1.6%
Total	1,304	100.0%	1,438	100.0%	181+	7	0.5%	0.5%	0.6%
					Total	1,304	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:	24	19
Average DOM:	36	30
Average Price/Square Foot:	\$238.2	\$240.8

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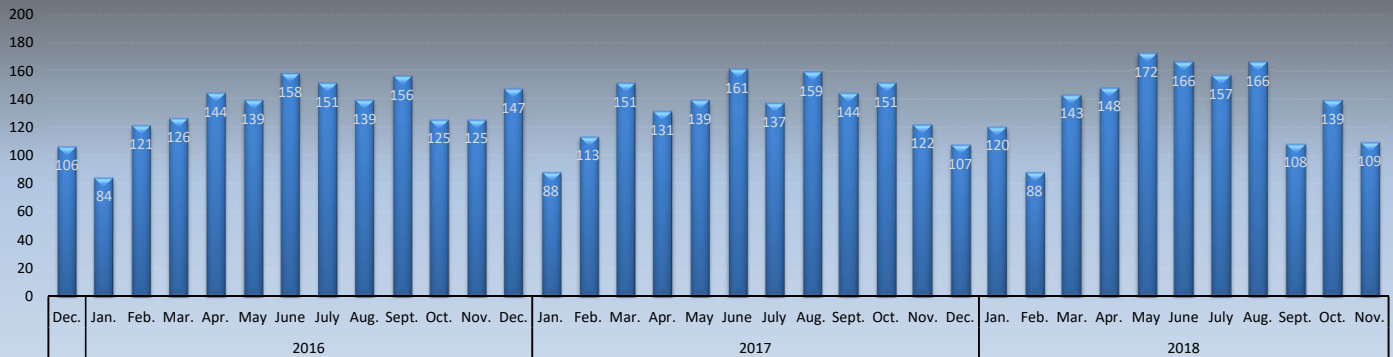
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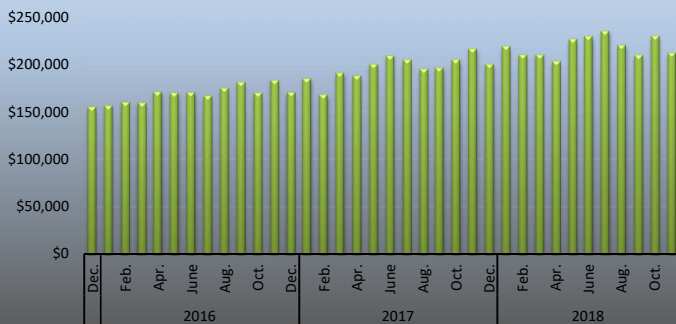
CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	113		140	-19.3%		116		-2.6%
Active Listing Inventory †	220		250	-12.0%		143		53.8%
Active Short Sale (included above)	0		0	0.0%		0		N/A
Pending Short Lender Approval	0		0	0.0%		3		-100.0%
Pending Sales This Month	55		61	-9.8%		77		-28.6%
Number of REO Sales	1	0.9%	0	100.0%	0.0%	2	1.6%	N/A
Number of Short Sales	0	0.0%	1	100.0%	0.7%	0	0.0%	N/A
Equity Sales	108	99%	138	-21.7%	99.3%	120	98.4%	-10.0%
Total Number of Closed Escrows	109	100%	139	-21.6%	100%	122	100.0%	-10.7%
Months Inventory	2 Months		1.8 Months	11.1%		1.2 Months		66.7%
Dollar Value of Closed Escrows	\$25,144,163		\$33,743,829	-25.5%		\$27,913,510		-9.9%
Median	\$212,000		\$229,900	-7.8%		\$216,500		-2.1%
Mean	\$230,680		\$242,761	-5.0%		\$228,799		0.8%
Year-to-Date Statistics	01/1/18 to 11/30/18		01/1/18 to 11/30/18			1/1/2017		Change
	SAR monthly data, compiled		MetroList YTD data			11/30/2017		
Number of Closed Escrows	1,516		1,551			1,464		3.6%
Dollar Value of Closed Escrows	\$360,206,372		\$367,020,722			\$309,171,383		16.5%
Median	\$220,000		\$220,000			\$196,000		12.2%
Mean	\$237,603		\$236,635			\$212,449		11.8%

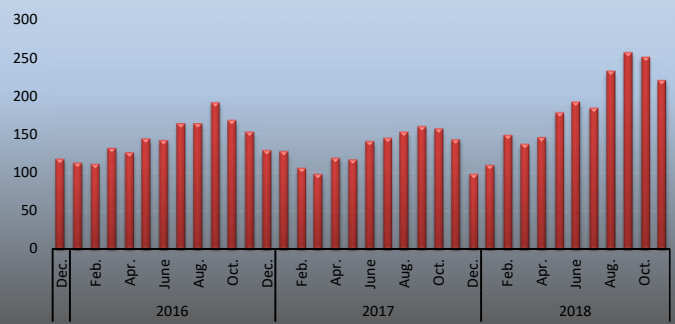
Sales Volume



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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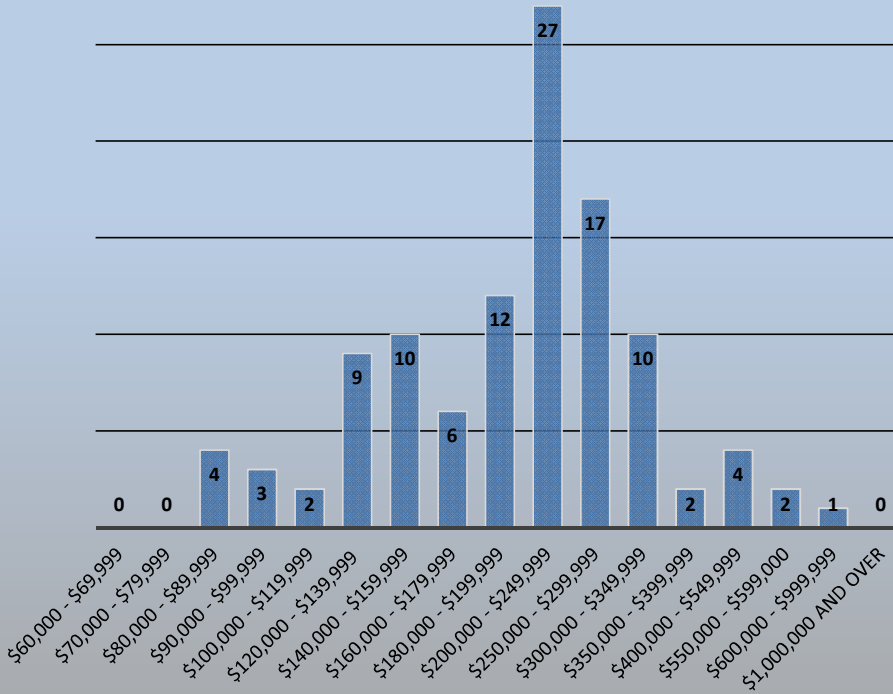
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BREAKDOWN OF SALES BY PRICE

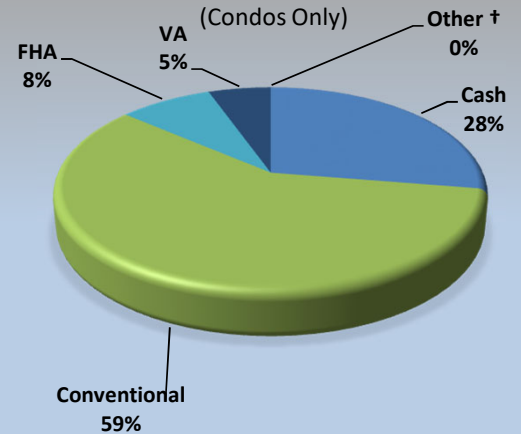
Type of Financing/Days on Market

Condos

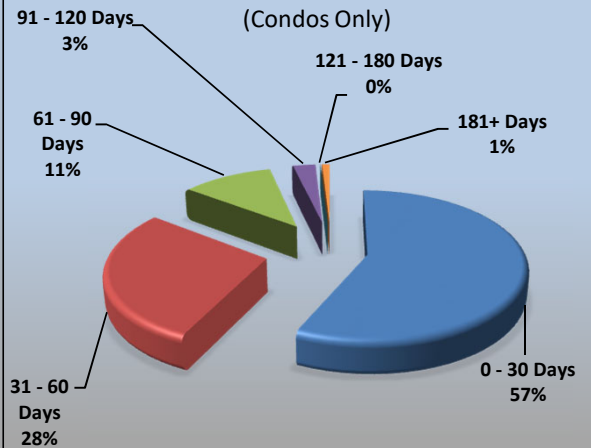
Total: 109



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	30	27.5%	34	24.5%	0 - 30	62	56.9%	70.7%	78.9%
Conventional	64	58.7%	82	59.0%	31 - 60	31	28.4%	19.9%	12.8%
FHA	9	8.3%	14	10.1%	61 - 90	12	11.0%	7.5%	5.4%
VA	6	5.5%	4	2.9%	91 - 120	3	2.8%	1.5%	2.1%
Other †	0	0.0%	5	3.6%	121 - 180	0	0.0%	0.0%	0.6%
Total	109	100.0%	139	100.0%	181+	1	0.9%	0.4%	0.3%
					Total	109	100.0%	100.0%	100.0%

* half-plex, 2-on-1, mobile home

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Average DOM:

Current	35	Last Month	23
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