

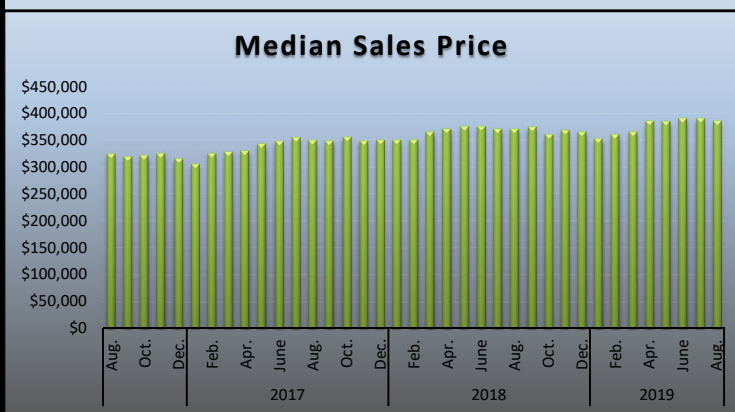
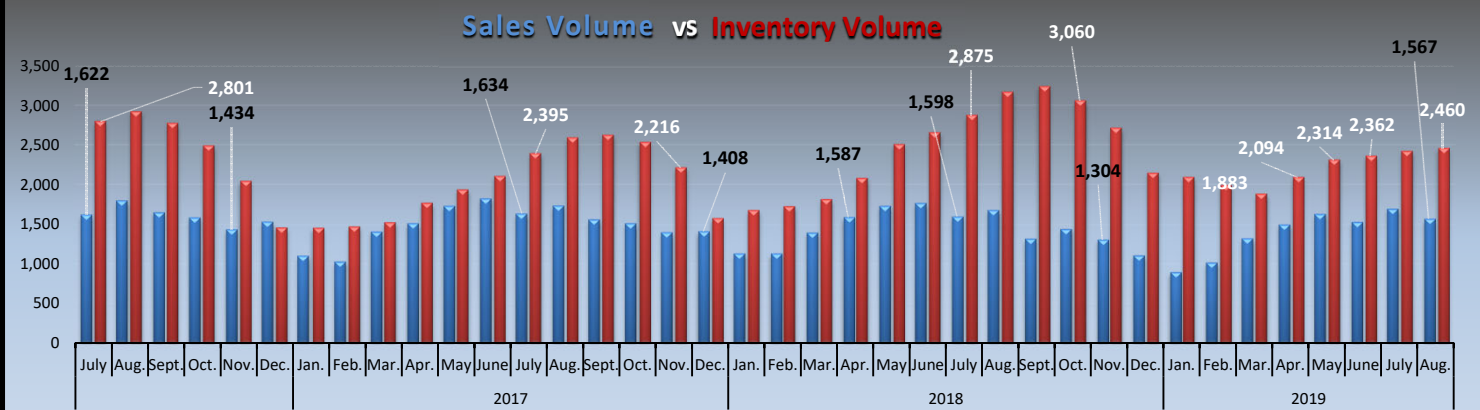
MLS STATISTICS for August 2019

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	2,122		2,138	-0.7%		2,518		-15.7%
Active Listing Inventory †	2,460		2,425	1.4%		3,167		-22.3%
Pending Sales This Month*	1,984		2,030	-2.3%		1,205		64.6%
Number of REO Sales	17	1.1%	18	-5.6%	1.1%	12	0.7%	41.7%
Number of Short Sales	3	0.2%	8	-62.5%	0.5%	11	0.7%	-72.7%
Equity Sales	1,547	98.7%	1,667	-7.2%	98.5%	1,653	98.6%	-6.4%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,567	100%	1,693	-7.4%	100%	1,676	100.0%	-6.5%
Months Inventory	1.6 Months		1.4 Months	14.3%		1.9 Months		-15.8%
Dollar Value of Closed Escrows	\$659,110,038		\$738,531,935	-10.8%		\$672,851,340		-2.0%
Median	\$385,000		\$390,000	-1.3%		\$369,950		4.1%
Mean	\$420,619		\$436,227	-3.6%		\$401,463		4.8%
Year-to-Date Statistics	1/01/19 to 8/31/19		1/01/19 to 8/31/19			1/1/2018		
	SAR monthly data, compiled		MetroList YTD data			8/31/2018		Change
Number of Closed Escrows	11,142		11,351			12,013		-7.3%
Dollar Value of Closed Escrows	\$4,587,944,169		\$5,012,566,204			\$4,813,466,618		-4.7%
Median	\$378,000		\$378,000			\$365,000		3.6%
Mean	\$411,770		\$441,597			\$400,688		2.8%



Sacramento County Statistics
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SAR Members Only

† includes: Active, Contingent - Show, Contingent - No Show listings
 * The method for retrieving Pending Sales from MetroList® was updated for April 2019. Pending sales are now counted at a single point in time at the beginning of the month rather than by entering the date range of the month in question. This new method will now include any listings that have the status of "pending" in MetroList®.

MLS STATISTICS for August 2019

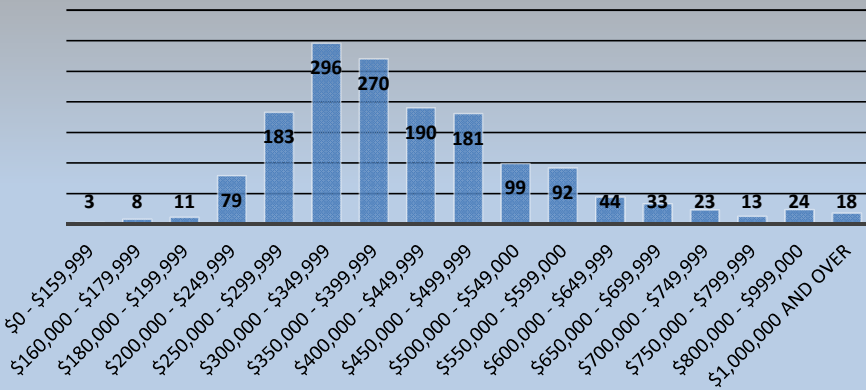
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

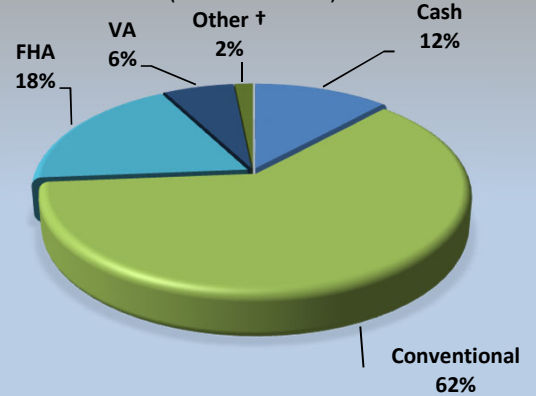
Type of Financing/Days on Market

1 House on Lot

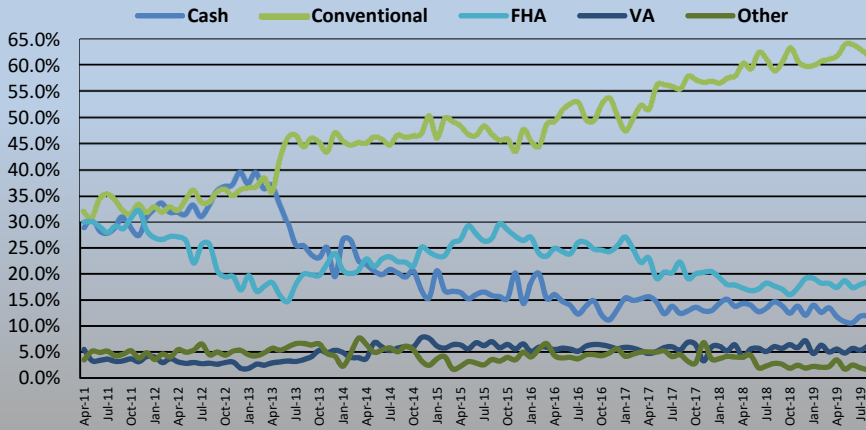
Total: 1,567



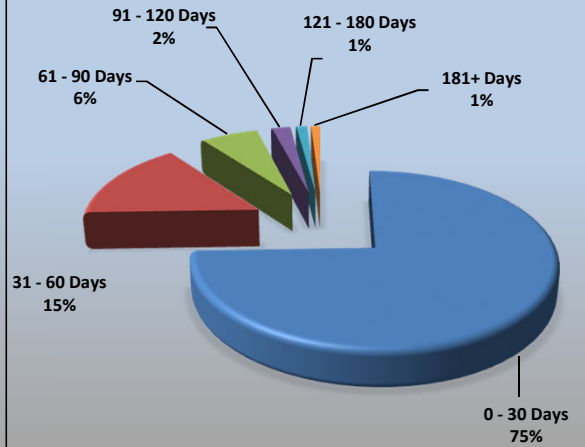
TYPE OF FINANCING (1 House on Lot)



Types of Financing Historical (% of Sales)



DAYS ON MARKET (1 House on Lot)



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	% of Total				
(Single Family Home only) Financing Method					(Single Family Only) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	187	11.9%	201	11.9%	0 - 30	1,167	74.5%	77.3%	68.6%
Conventional	968	61.8%	1,065	62.9%	31 - 60	240	15.3%	13.4%	16.4%
FHA	290	18.5%	304	18.0%	61 - 90	96	6.1%	4.9%	7.9%
VA	97	6.2%	90	5.3%	91 - 120	31	2.0%	2.0%	3.6%
Other †	25	1.6%	33	1.9%	121 - 180	18	1.1%	1.5%	2.5%
Total	1,567	100.0%	1,693	100.0%	181+	15	1.0%	1.0%	1.0%
					Total	1,567	100.0%	100.0%	100.0%

† includes: cal vet, contract of sale, creative, farm home loan, owner financing.

	Current	Last Month
Median DOM:	12	11
Average DOM:	25	23
Average Price/Square Foot:	\$251.7	\$249.9

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Based on Multiple Listing Service data from MetroList® | 2019 SAR

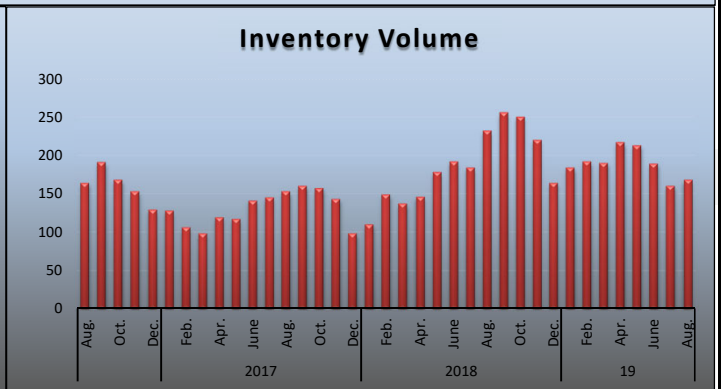
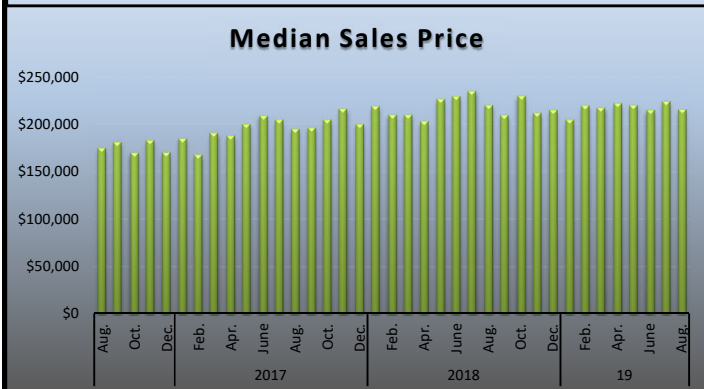
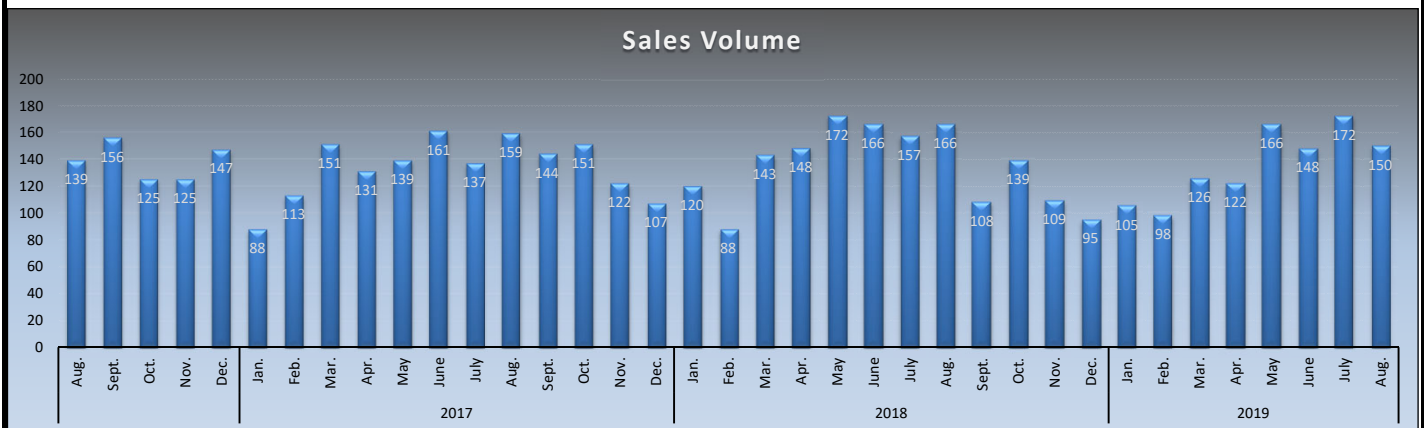
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MLS STATISTICS for August 2019
Data for Sacramento County and the City of West Sacramento



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	179		150	19.3%		226		-20.8%
Active Listing Inventory †	168		160	5.0%		232		-27.6%
Pending Sales This Month*	169		175	-3.4%		103		64.1%
Number of REO Sales	2	1.3%	0	100.0%	0.0%	2	1.2%	N/A
Number of Short Sales	0	0.0%	0	100.0%	0.0%	0	0.0%	N/A
Equity Sales	148	99%	172	-14.0%	100.0%	164	98.8%	-9.8%
Total Number of Closed Escrows	150	100%	172	-12.8%	100%	166	100.0%	-9.6%
Months Inventory	1.1 Months		0.9 Months	22.2%		1.4 Months		-21.4%
Dollar Value of Closed Escrows	\$35,623,453		\$42,472,699	-16.1%		\$38,367,290		-7.2%
Median	\$215,750		\$224,250	-3.8%		\$220,000		-1.9%
Mean	\$237,490		\$246,934	-3.8%		\$231,128		2.8%
Year-to-Date Statistics	01/1/19 to 8/31/19		01/1/19 to 8/31/19			1/1/2018		Change
	SAR monthly data, compiled		MetroList YTD data			8/31/2018		
Number of Closed Escrows	1,088		1,117			994		9.5%
Dollar Value of Closed Escrows	\$261,710,795		\$268,267,195			\$238,330,191		9.8%
Median	\$220,000		\$220,000			\$222,500		-1.1%
Mean	\$240,543		\$240,168			\$239,769		0.3%



† includes: Active, Contingent - Show, Contingent - No Show

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MLS STATISTICS for August 2019

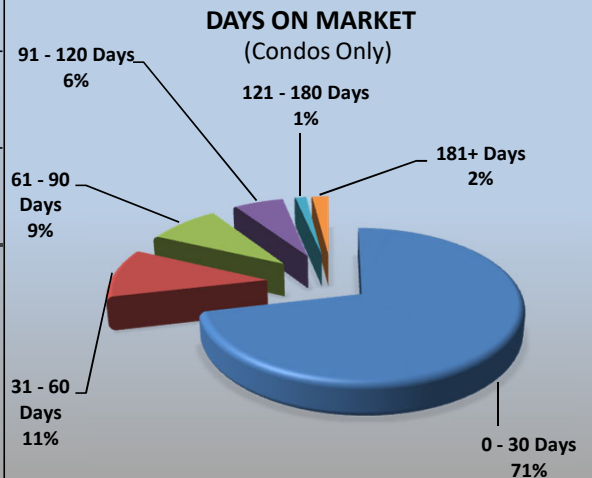
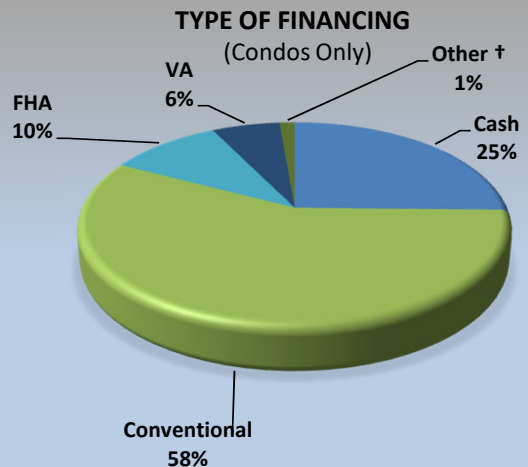
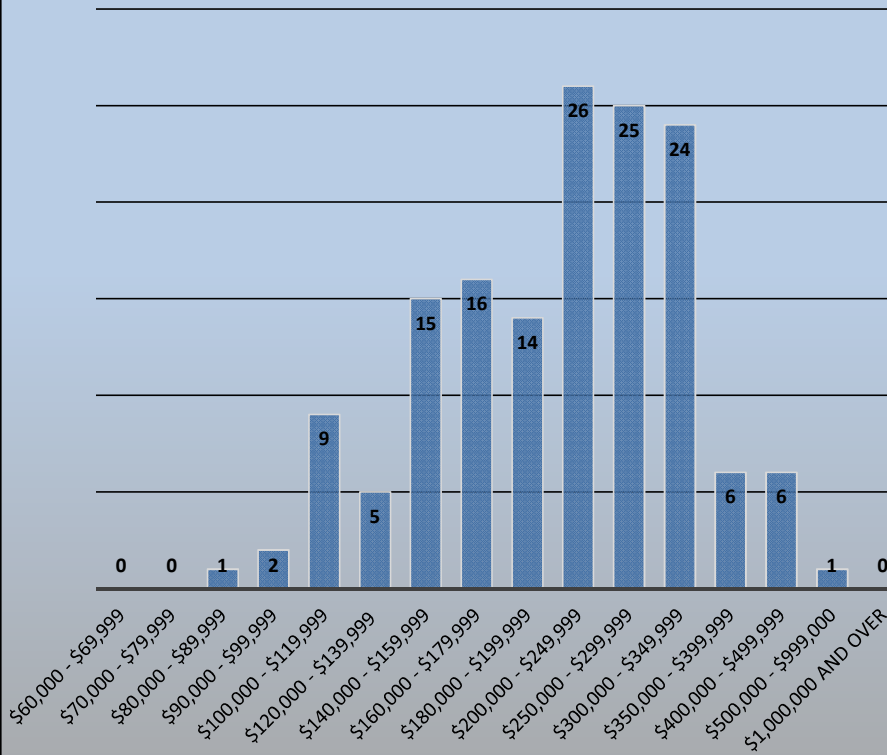
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 150



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	25.3%	38	22.1%	0 - 30	107	71.3%	71.9%	69.8%
Conventional	86	57.3%	111	64.5%	31 - 60	16	10.7%	16.7%	16.9%
FHA	15	10.0%	16	9.3%	61 - 90	13	8.7%	6.4%	7.7%
VA	9	6.0%	3	1.7%	91 - 120	9	6.0%	2.4%	3.0%
Other †	2	1.3%	4	2.3%	121 - 180	2	1.3%	1.6%	1.8%
Total	150	100.0%	172	100.0%	181+	3	2.0%	1.1%	0.9%
					Total	150	100.0%	100.0%	100.0%

† includes: cal vet, contract of sale, creative, farm home loan, owner financir

Average DOM:

Current **30**
Last Month **24**

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