

MLS STATISTICS for February 2019

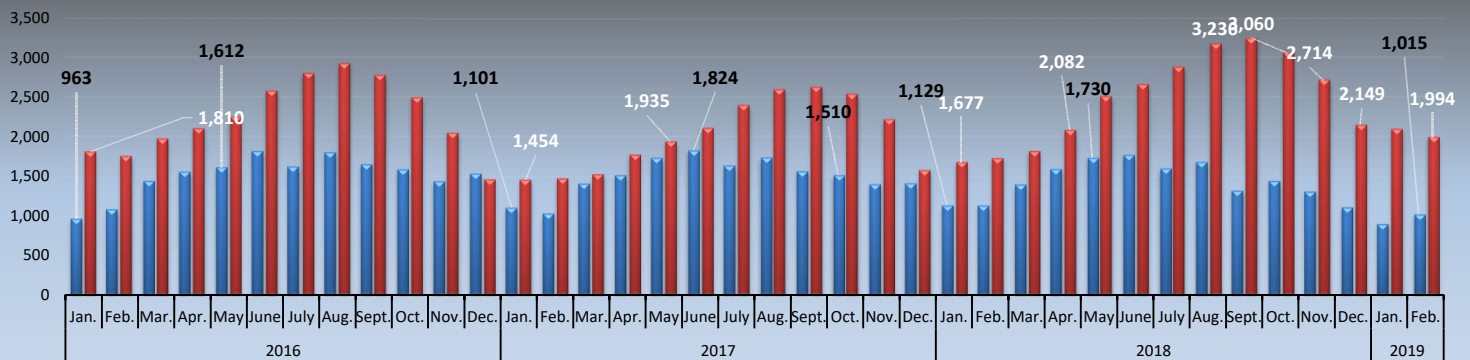
Data for Sacramento County and the City of West Sacramento



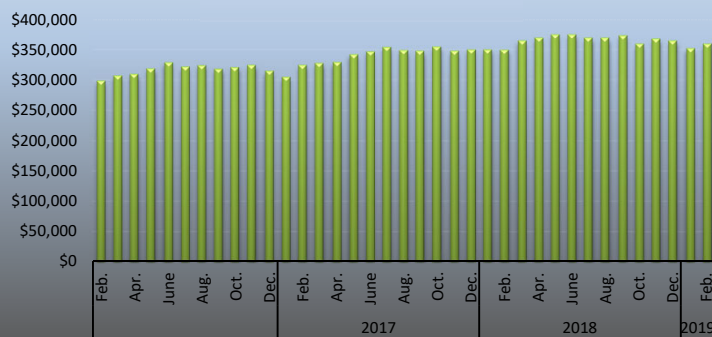
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,448		1,481	-2.2%		1,664		-13.0%
Active Listing Inventory †	1,994		2,095	-4.8%		1,724		15.7%
Pending Sales This Month	893		773	15.5%		1,043		-14.4%
Number of REO Sales	23	2.3%	12	91.7%	1.3%	18	1.6%	27.8%
Number of Short Sales	7	0.7%	9	-22.2%	1.0%	14	1.2%	-50.0%
Equity Sales**	985	97.0%	873	12.8%	97.7%	1,098	97.1%	-10.3%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	1	0.1%	N/A
Total Number of Closed Escrows	1,015	100%	894	13.5%	100%	1,131	100.0%	-10.3%
Months Inventory	2 Months		2.3 Months	-13.0%		1.5 Months		33.3%
Dollar Value of Closed Escrows	\$395,535,509		\$344,925,112	14.7%		\$427,185,999		-7.4%
Median	\$360,000		\$352,250	2.2%		\$349,900		2.9%
Mean	\$389,690		\$385,822	1.0%		\$379,131		2.8%
Year-to-Date Statistics	1/01/19 to 2/28/19		1/01/19 to 2/28/19			1/1/2018		
	SAR monthly data, compiled		MetroList YTD data			2/28/2018		Change
Number of Closed Escrows	1,909		1,922			2,260		-15.5%
Dollar Value of Closed Escrows	\$689,850,224		\$746,001,921			\$853,664,043		-19.2%
Median	\$352,250		\$355,000			\$350,000		0.6%
Mean	\$385,822		\$388,138			\$377,727		2.1%

Sales Volume vs Inventory Volume



Median Sales Price



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* SAR Members Only *

† 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® | 2019 SAR

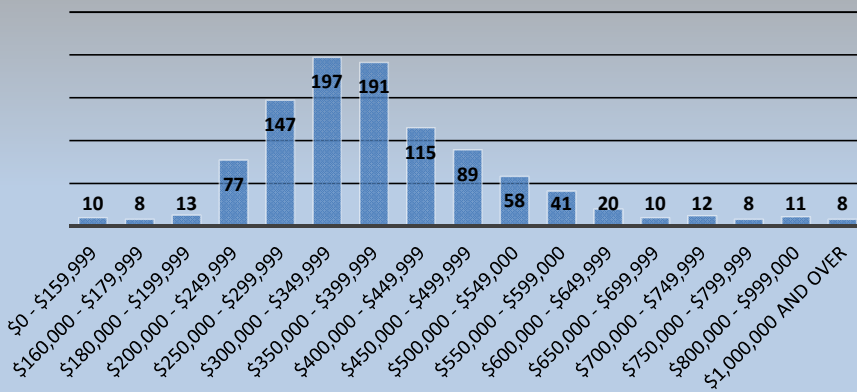
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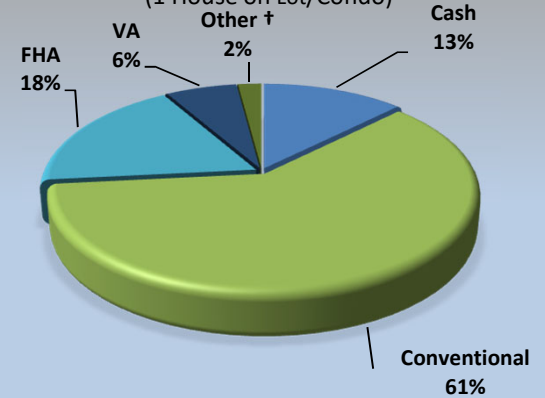
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

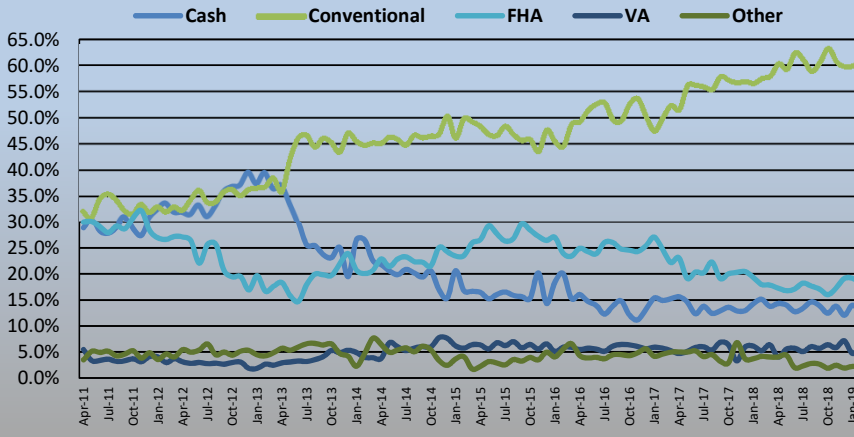
1 House on Lot Total: 1,015



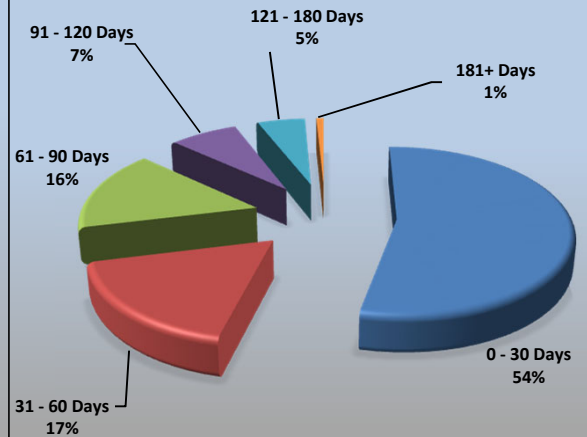
TYPE OF FINANCING (1 House on Lot/Condo)



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	128	12.6%	125	14.0%	0 - 30	545	53.7%	55.9%	70.7%
Conventional	617	60.8%	536	60.0%	31 - 60	177	17.4%	21.1%	16.4%
FHA	185	18.2%	171	19.1%	61 - 90	159	15.7%	12.8%	7.4%
VA	64	6.3%	42	4.7%	91 - 120	74	7.3%	5.8%	3.0%
Other †	21	2.1%	20	2.2%	121 - 180	52	5.1%	3.7%	1.9%
Total	1,015	100.0%	894	100.0%	181+	8	0.8%	0.7%	0.6%
					Total	1,015	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:	27	27
Average DOM:	43	40
Average Price/Square Foot:	\$234.6	\$231.8

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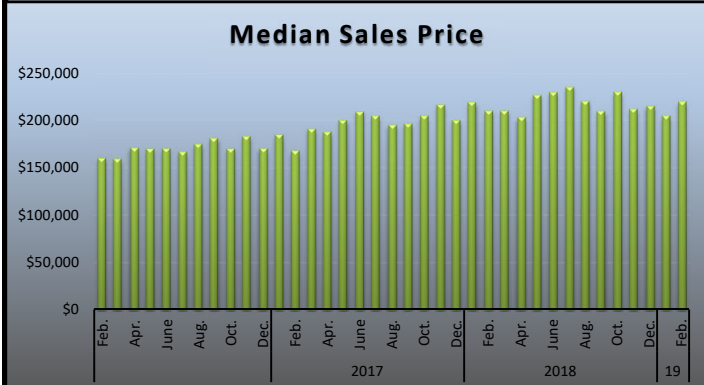
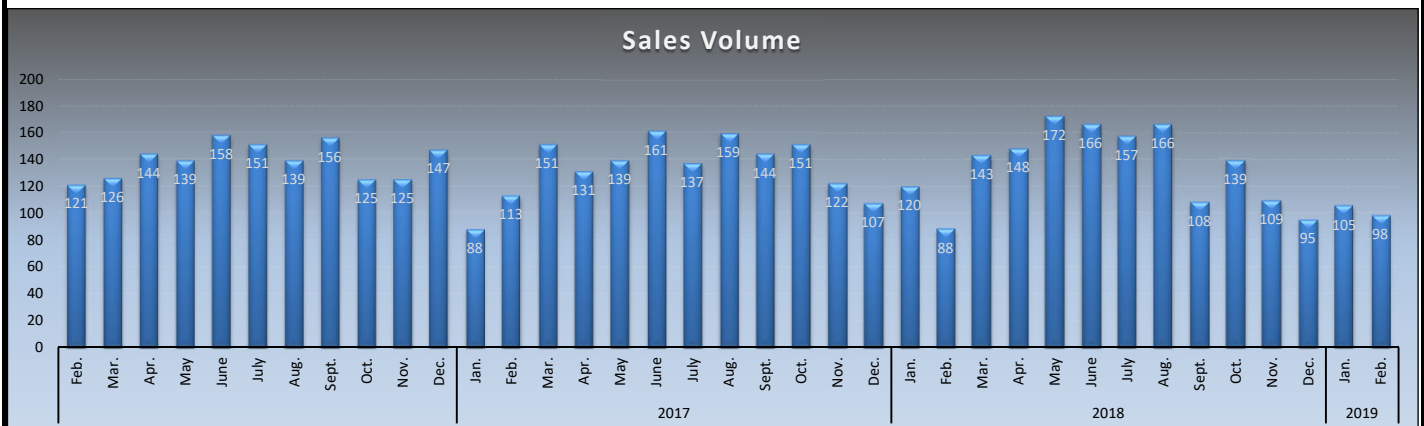
Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | www.sacrealtor.org | 916.437.1205

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Data for Sacramento County and the City of West Sacramento



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	141		161	-12.4%		149		-5.4%
Active Listing Inventory †	192		184	4.3%		122		57.4%
Pending Sales This Month	83		76	9.2%		87		-4.6%
Number of REO Sales	1	1.0%	1	100.0%	1.0%	0	0.0%	N/A
Number of Short Sales	0	0.0%	1	100.0%	1.0%	0	0.0%	N/A
Equity Sales	98	99%	103	-4.9%	98.1%	88	100.0%	11.4%
Total Number of Closed Escrows	99	100%	105	-5.7%	100%	88	100.0%	12.5%
Months Inventory	1.9 Months		1.8 Months	5.6%		1.4 Months		35.7%
Dollar Value of Closed Escrows	\$23,057,417		\$23,757,288	-2.9%		\$19,647,539		17.4%
Median	\$219,900		\$205,000	7.3%		\$210,000		4.7%
Mean	\$232,903		\$226,260	2.9%		\$223,267		4.3%
Year-to-Date Statistics	01/1/19 to 2/28/19		01/1/19 to 2/28/19			1/1/2018		Change
	SAR monthly data, compiled		MetroList YTD data			2/28/2018		
Number of Closed Escrows	204		208			208		-1.9%
Dollar Value of Closed Escrows	\$46,814,705		\$47,700,205			\$47,570,068		-1.6%
Median	\$210,000		\$210,000			\$219,000		-4.1%
Mean	\$229,328		\$229,328			\$228,702		0.3%



† 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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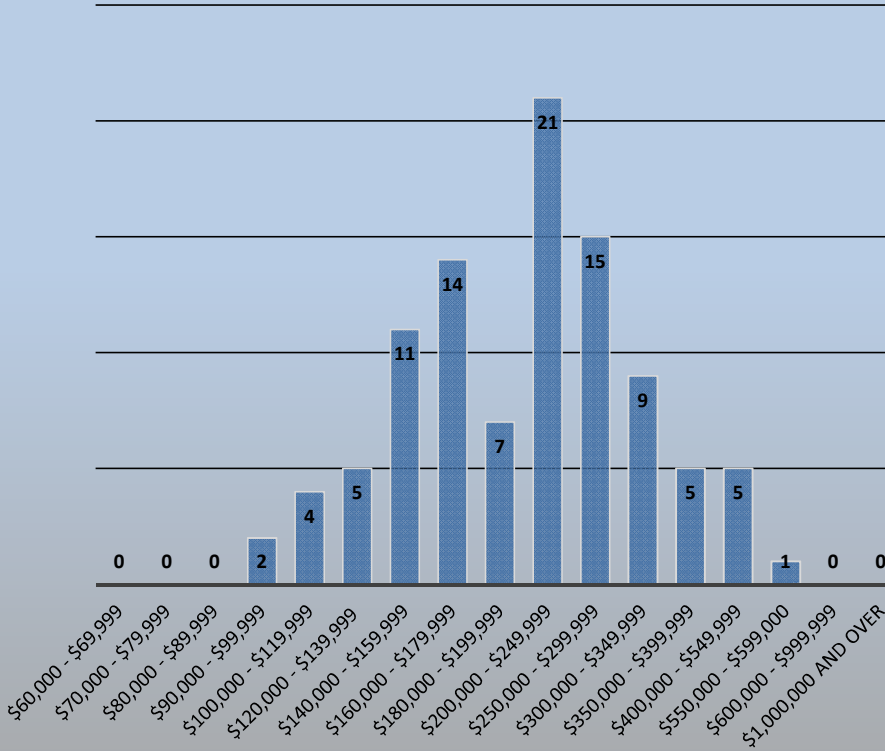
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BREAKDOWN OF SALES BY PRICE

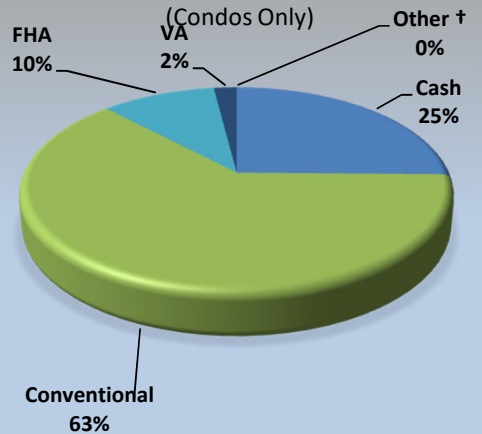
Type of Financing/Days on Market

Condos

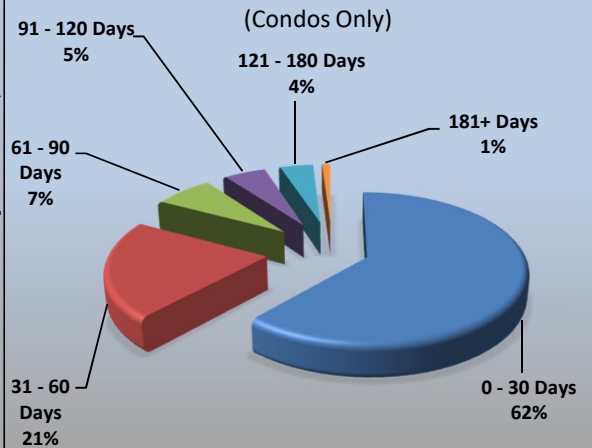
Total: 99



TYPE OF FINANCING



DAYS ON MARKET



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	25	25.3%	26	24.8%	0 - 30	61	61.6%	58.1%	75.9%
Conventional	62	62.6%	56	53.3%	31 - 60	21	21.2%	22.3%	13.8%
FHA	10	10.1%	11	10.5%	61 - 90	7	7.1%	11.3%	6.3%
VA	2	2.0%	4	3.8%	91 - 120	5	5.1%	4.9%	2.5%
Other †	0	0.0%	8	7.6%	121 - 180	4	4.0%	2.5%	1.1%
Total	99	100.0%	105	100.0%	181+	1	1.0%	1.0%	0.4%
					Total	99	100.0%	100.0%	100.0%

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

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Average DOM:

Current	36	Last Month	40
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