

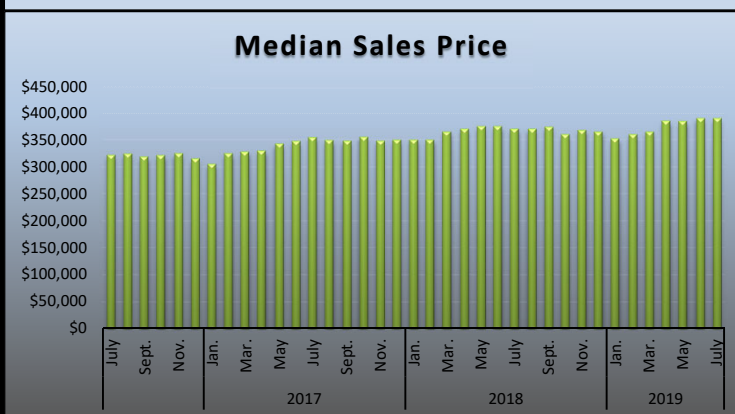
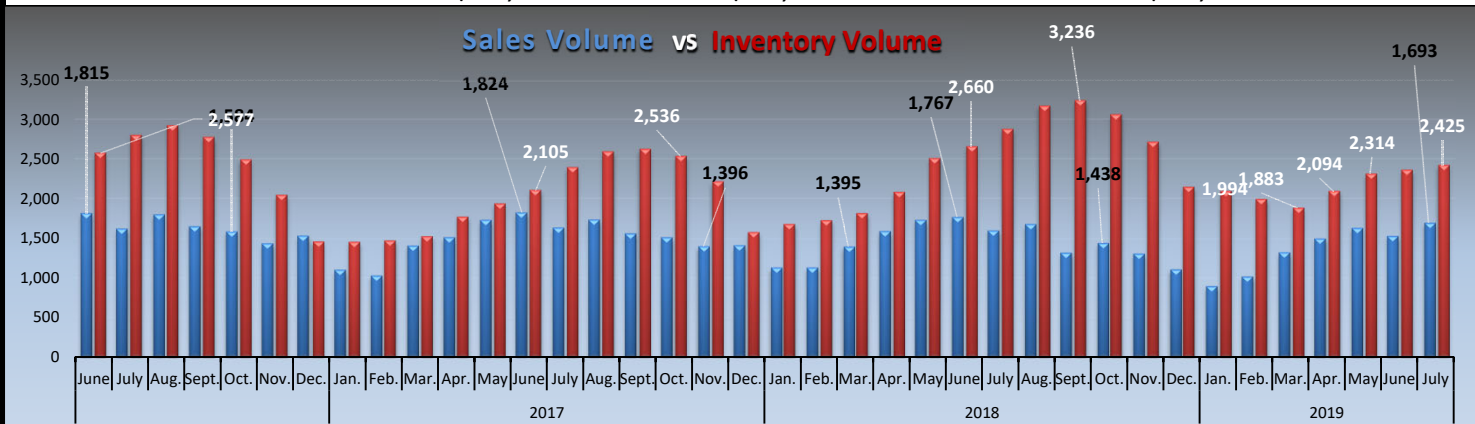
MLS STATISTICS for July 2019

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	2,138		2,048	4.4%		2,381		-10.2%
Active Listing Inventory †	2,425		2,362	2.7%		2,875		-15.7%
Pending Sales This Month*	2,030		2,110	-3.8%		1,207		68.2%
Number of REO Sales	18	1.1%	14	28.6%	0.9%	20	1.3%	-10.0%
Number of Short Sales	8	0.5%	5	60.0%	0.3%	12	0.8%	-33.3%
Equity Sales	1,667	98.5%	1,508	10.5%	98.8%	1,566	98.0%	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	1,693	100%	1,527	10.9%	100%	1,598	100.0%	5.9%
Months Inventory	1.4 Months		1.5 Months	-6.7%		1.8 Months		-22.2%
Dollar Value of Closed Escrows	\$738,531,935		\$647,599,238	14.0%		\$648,550,774		13.9%
Median	\$390,000		\$390,000	0.0%		\$370,000		5.4%
Mean	\$436,227		\$424,099	2.9%		\$405,852		7.5%
Year-to-Date Statistics	1/01/19 to 7/31/19		1/01/19 to 7/31/19			1/1/2018		
	SAR monthly data, compiled		MetroList YTD data			7/31/2018		Change
Number of Closed Escrows	9,575		9,749			10,337		-7.4%
Dollar Value of Closed Escrows	\$3,928,834,131		\$4,048,169,820			\$4,140,615,278		-5.1%
Median	\$375,000		\$375,000			\$364,000		3.0%
Mean	\$410,322		\$415,239			\$400,563		2.4%



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®.

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MLS STATISTICS for July 2019

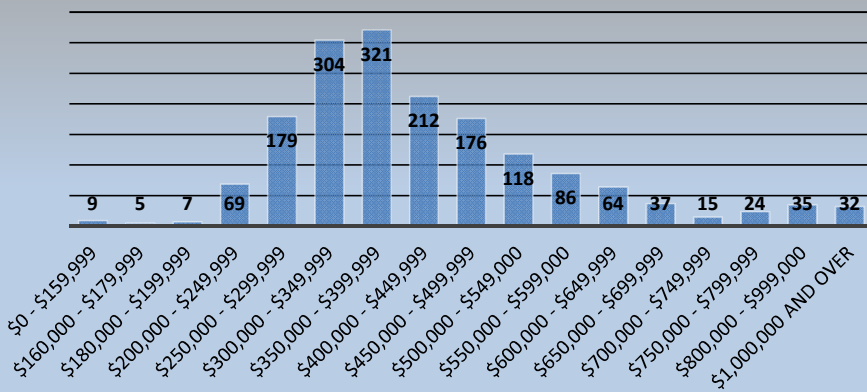
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

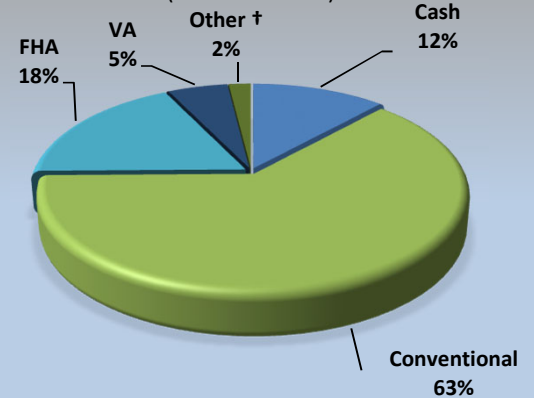
Type of Financing/Days on Market

1 House on Lot

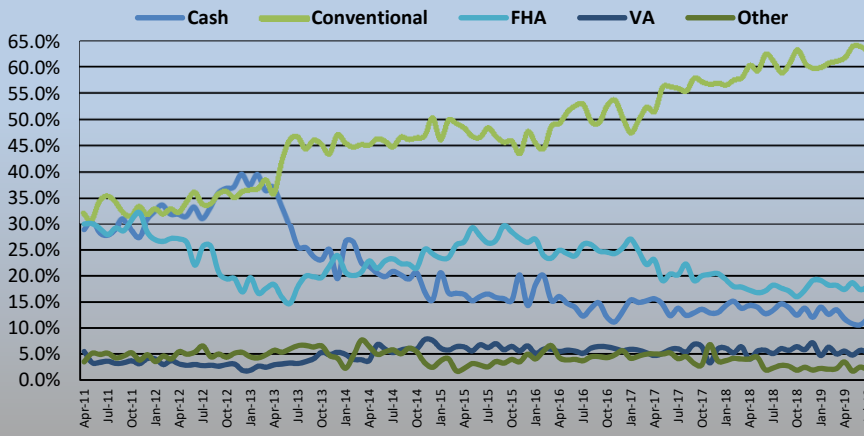
Total: 1,693



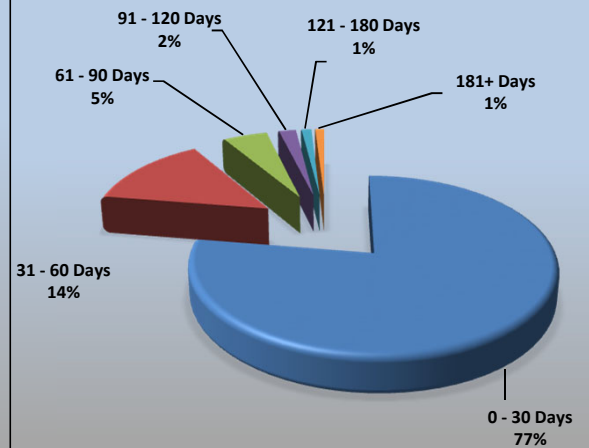
TYPE OF FINANCING (1 House on Lot)



Types of Financing Historical (% of Sales)



DAYS ON MARKET (1 House on Lot)



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	(Single Family Only) Days on Market	# of Units	% of Total		
							Current Month	Last 4 Months	Last 12 Months
Cash	201	11.9%	162	10.6%	0 - 30	1,313	77.6%	76.9%	68.7%
Conventional	1,065	62.9%	975	63.9%	31 - 60	235	13.9%	12.7%	16.5%
FHA	304	18.0%	265	17.4%	61 - 90	80	4.7%	4.8%	7.9%
VA	90	5.3%	87	5.7%	91 - 120	31	1.8%	2.2%	3.6%
Other †	33	1.9%	38	2.5%	121 - 180	18	1.1%	2.1%	2.5%
Total	1,693	100.0%	1,527	100.0%	181+	16	0.9%	1.1%	0.9%
					Total	1,693	100.0%	100.0%	100.0%

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

	Current	Last Month
Median DOM:	11	10
Average DOM:	23	22
Average Price/Square Foot:	\$249.9	\$252.2

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

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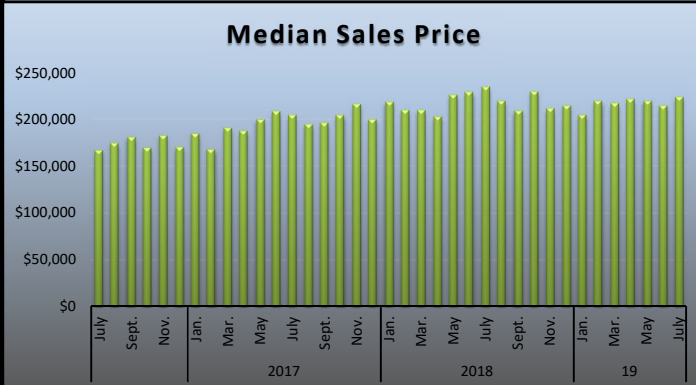
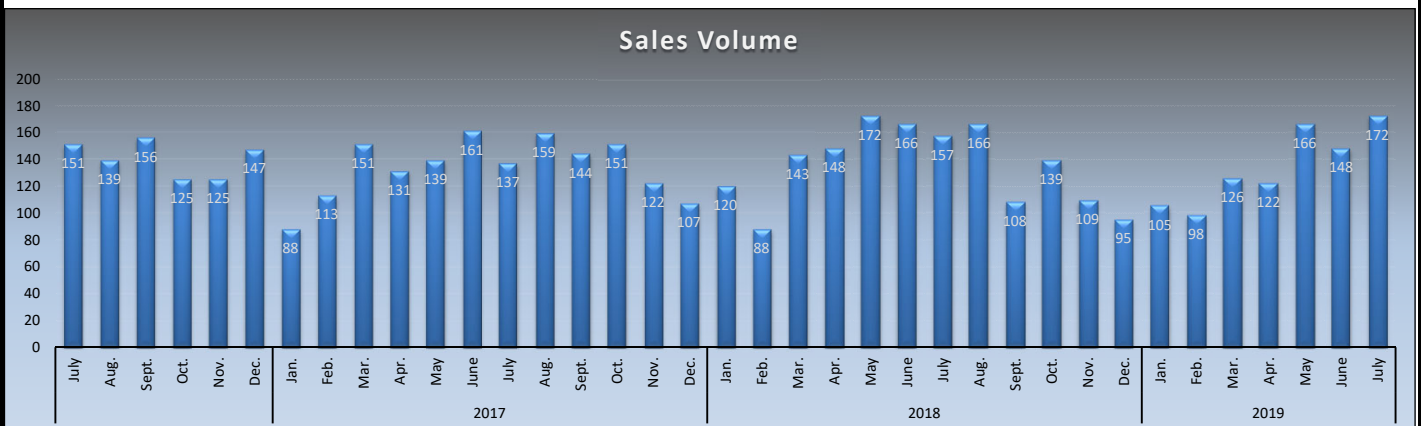
MLS STATISTICS for July 2019

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	150		168	-10.7%		166		-9.6%
Active Listing Inventory †	160		189	-15.3%		184		-13.0%
Pending Sales This Month*	175		210	-16.7%		132		32.6%
Number of REO Sales	0	0.0%	4	100.0%	2.7%	1	0.6%	N/A
Number of Short Sales	0	0.0%	0	100.0%	0.0%	0	0.0%	N/A
Equity Sales	172	100%	144	19.4%	97.3%	156	99.4%	10.3%
Total Number of Closed Escrows	172	100%	148	16.2%	100%	157	100.0%	9.6%
Months Inventory	0.9 Months		1.3 Months	-30.8%		1.2 Months		-25.0%
Dollar Value of Closed Escrows	\$42,472,699		\$34,603,874	22.7%		\$39,841,587		6.6%
Median	\$224,250		\$215,000	4.3%		\$235,000		-4.6%
Mean	\$246,934		\$233,810	5.6%		\$253,768		-2.7%
Year-to-Date Statistics	01/1/19 to 7/31/19		01/1/19 to 7/31/19			1/1/2018		Change
	SAR monthly data, compiled		MetroList YTD data			7/31/2018		
Number of Closed Escrows	938		960			994		-5.6%
Dollar Value of Closed Escrows	\$226,087,342		\$231,326,742			\$238,330,191		-5.1%
Median	\$220,000		\$220,000			\$222,500		-1.1%
Mean	\$241,031		\$240,965			\$239,769		0.5%



† includes: Active, Contingent - Show, Contingent - No Show
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MLS STATISTICS for July 2019

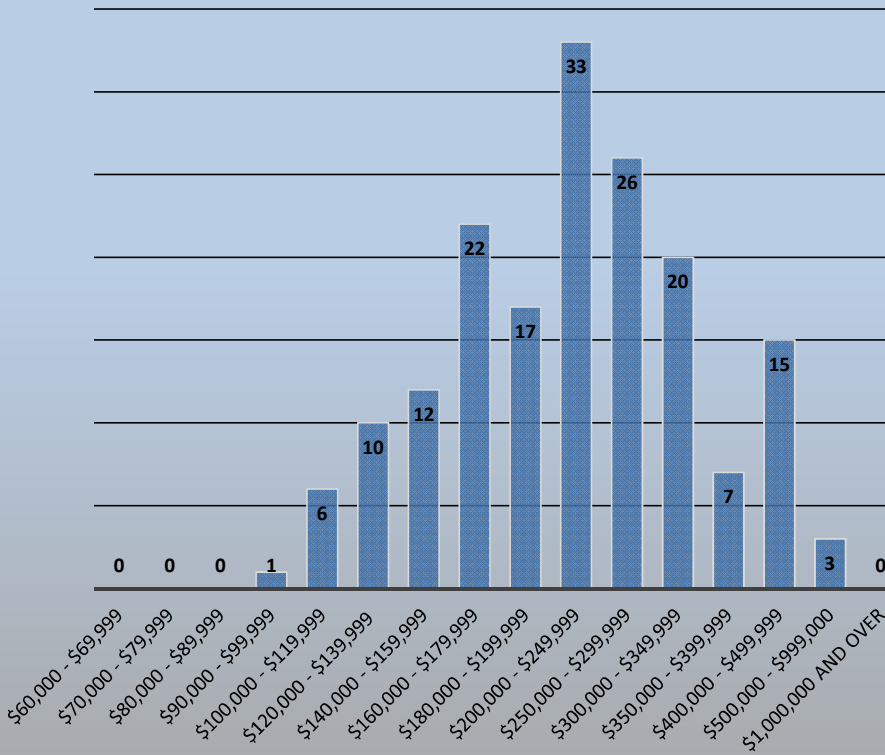
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BREAKDOWN OF SALES BY PRICE

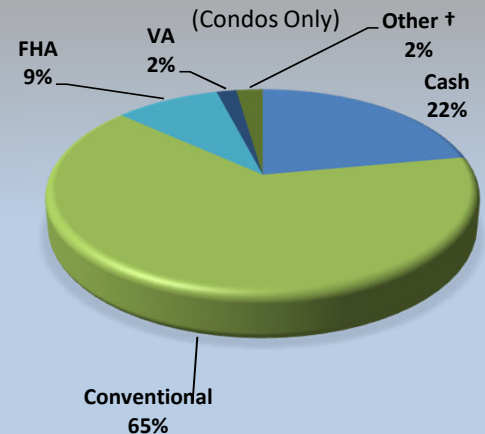
Type of Financing/Days on Market

Condos

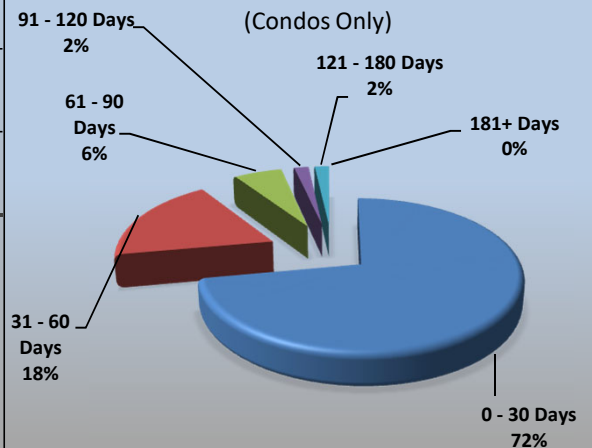
Total: 172



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	38	22.1%	33	22.3%	0 - 30	124	72.1%	73.7%	58.2%
Conventional	111	64.5%	92	62.2%	31 - 60	32	18.6%	16.6%	14.5%
FHA	16	9.3%	14	9.5%	61 - 90	10	5.8%	5.4%	5.5%
VA	3	1.7%	6	4.1%	91 - 120	3	1.7%	1.6%	1.7%
Other †	4	2.3%	3	2.0%	121 - 180	3	1.7%	1.8%	1.3%
Total	172	100.0%	148	100.0%	181+	0	0.0%	0.8%	18.8%
					Total	172	100.0%	100.0%	100.0%

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

Average DOM:

Current	24	Last Month	27
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