

MLS STATISTICS for May 2019

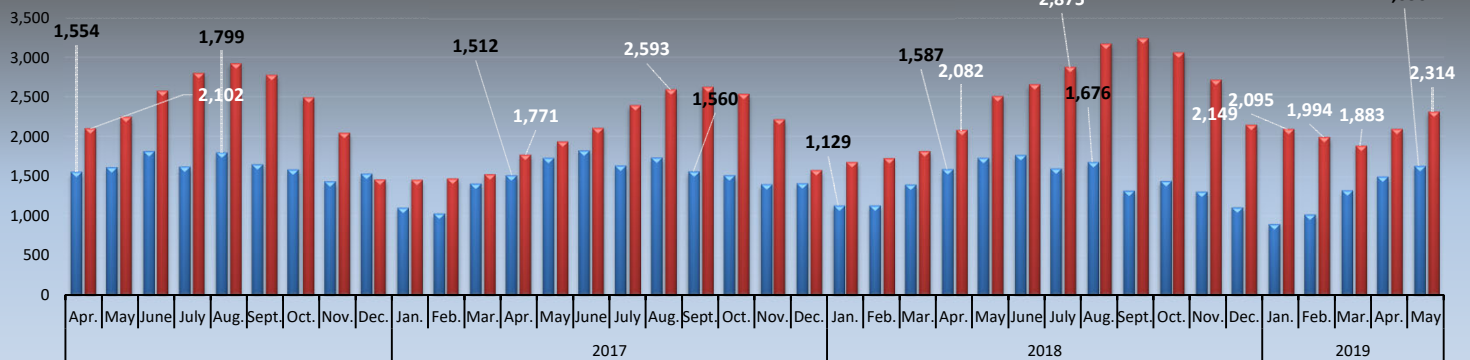
Data for Sacramento County and the City of West Sacramento



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	2,361		2,108	12.0%		2,630		-10.2%
Active Listing Inventory †	2,314		2,094	10.5%		2,509		-7.8%
Pending Sales This Month*	2,052		1,978	3.7%		1,464		40.2%
Number of REO Sales	15	0.9%	26	-42.3%	1.7%	19	1.1%	-21.1%
Number of Short Sales	4	0.2%	4	0.0%	0.3%	20	1.2%	-80.0%
Equity Sales	1,611	98.8%	1,466	9.9%	98.0%	1,691	97.7%	-4.7%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,630	100%	1,496	9.0%	100%	1,730	100.0%	-5.8%
Months Inventory	1.4 Months		1.4 Months	0.0%		1.5 Months		-6.7%
Dollar Value of Closed Escrows	\$695,780,460		\$622,562,545	11.8%		\$712,111,302		-2.3%
Median	\$384,250		\$385,000	-0.2%		\$375,000		2.5%
Mean	\$426,856		\$416,709	2.4%		\$411,625		3.7%
Year-to-Date Statistics	1/01/19 to 5/31/19		1/01/19 to 5/31/19			1/1/2018		
	SAR monthly data, compiled		MetroList YTD data			5/31/2018		Change
Number of Closed Escrows	6,355		6,444			6,972		-8.8%
Dollar Value of Closed Escrows	\$2,542,702,958		\$2,627,610,388			\$2,766,897,129		-8.1%
Median	\$365,000		\$370,000			\$364,000		0.3%
Mean	\$400,111		\$407,761			\$396,858		0.8%

Sales Volume vs Inventory Volume



Median Sales Price



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† 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®.

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

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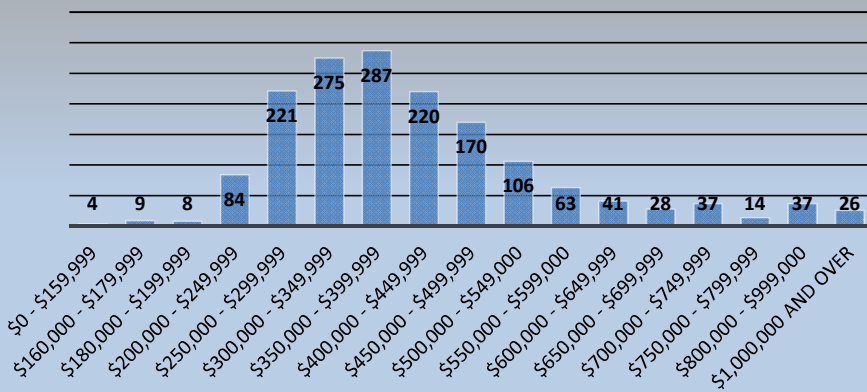
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BREAKDOWN OF SALES BY PRICE

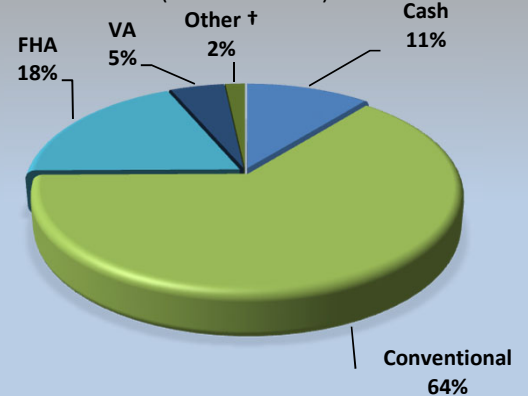
Type of Financing/Days on Market

1 House on Lot

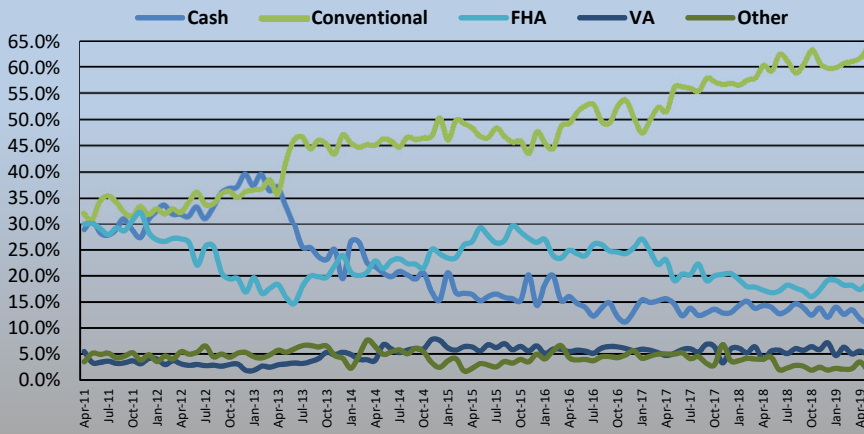
Total: 1,630



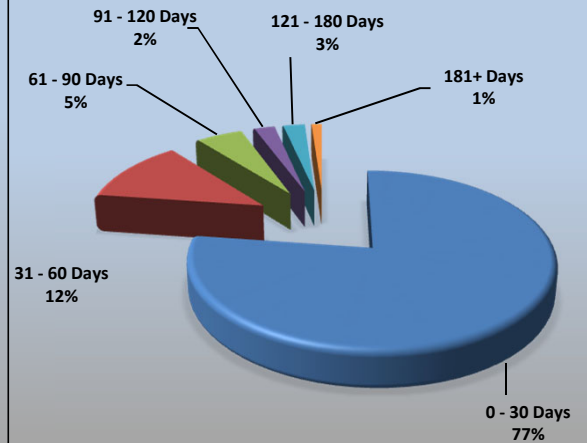
TYPE OF FINANCING (1 House on Lot)



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	(SFR & Condo) Days on Market	# of Units	% of Total		
							Current Month	Last 4 Months	Last 12 Months
Cash	178	10.9%	176	11.8%	0 - 30	1,259	77.2%	68.5%	68.8%
Conventional	1,042	63.9%	925	61.8%	31 - 60	198	12.1%	13.8%	16.7%
FHA	304	18.7%	260	17.4%	61 - 90	81	5.0%	8.4%	7.9%
VA	78	4.8%	83	5.5%	91 - 120	36	2.2%	4.2%	3.4%
Other †	28	1.7%	52	3.5%	121 - 180	38	2.3%	3.8%	2.4%
Total	1,630	100.0%	1,496	100.0%	181+	18	1.1%	1.4%	0.8%
					Total	1,630	100.0%	100.0%	100.0%

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

	Current	Last Month
Median DOM:	10	11
Average DOM:	25	29
Average Price/Square Foot:	\$249.4	\$242.4

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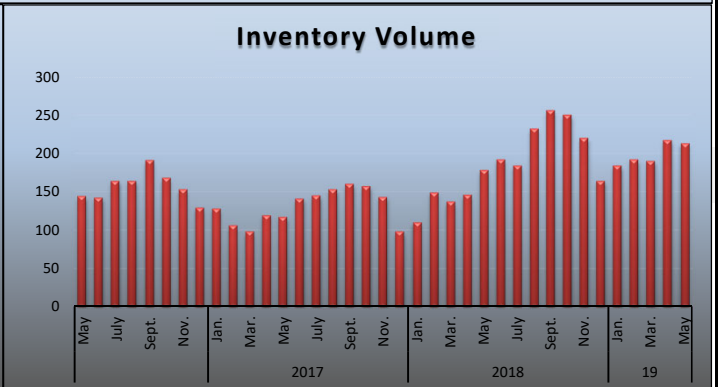
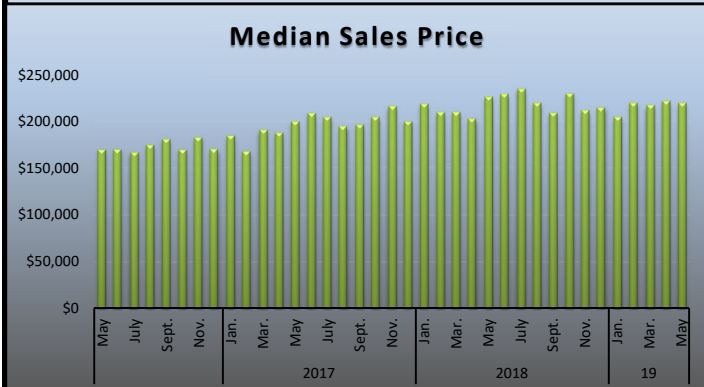
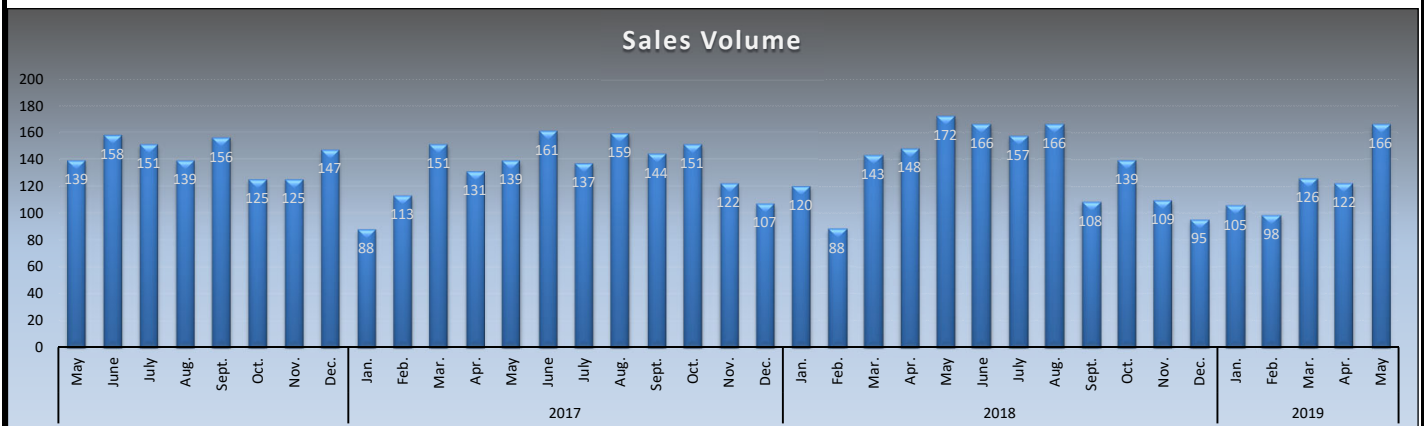
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Data for Sacramento County and the City of West Sacramento



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	210		202	4.0%		223		-5.8%
Active Listing Inventory †	213		217	-1.8%		178		19.7%
Pending Sales This Month*	195		172	13.4%		142		37.3%
Number of REO Sales	3	1.8%	1	100.0%	0.8%	1	0.6%	N/A
Number of Short Sales	0	0.0%	1	100.0%	0.8%	1	0.6%	N/A
Equity Sales	163	98%	120	35.8%	98.4%	170	98.8%	-4.1%
Total Number of Closed Escrows	166	100%	122	36.1%	100%	172	100.0%	-3.5%
Months Inventory	1.3 Months		1.8 Months	-27.8%		1 Months		30.0%
Dollar Value of Closed Escrows	\$42,201,647		\$29,884,023	41.2%		\$44,892,050		-6.0%
Median	\$235,750		\$221,950	6.2%		\$226,500		4.1%
Mean	\$254,227		\$244,951	3.8%		\$261,000		-2.6%
Year-to-Date Statistics	01/1/19 to 5/31/19		01/1/19 to 5/31/19			1/1/2018		Change
	SAR monthly data, compiled		MetroList YTD data			5/31/2018		
Number of Closed Escrows	618		465			671		-7.9%
Dollar Value of Closed Escrows	\$149,010,769		\$109,967,622			\$158,301,924		-5.9%
Median	\$220,000		\$215,000			\$217,000		1.4%
Mean	\$241,039		\$236,490			\$235,919		2.2%



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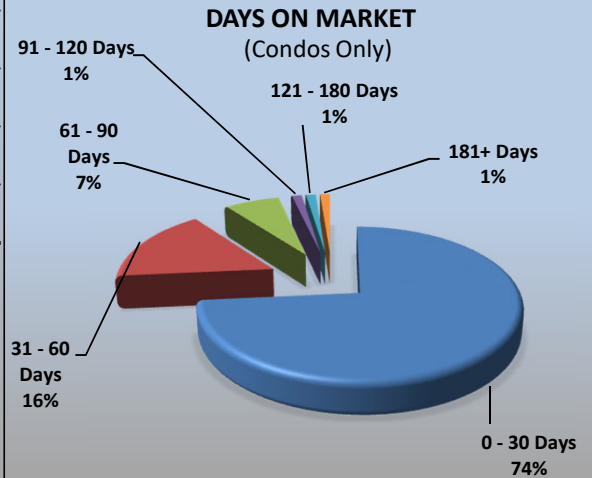
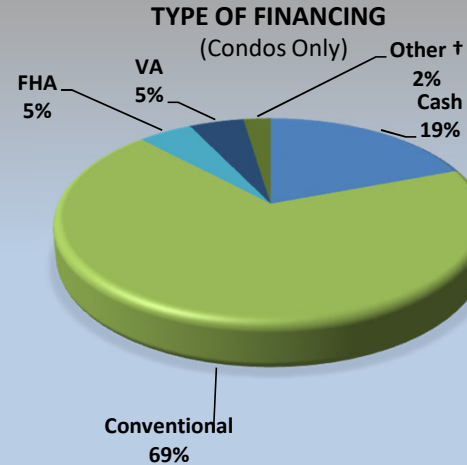
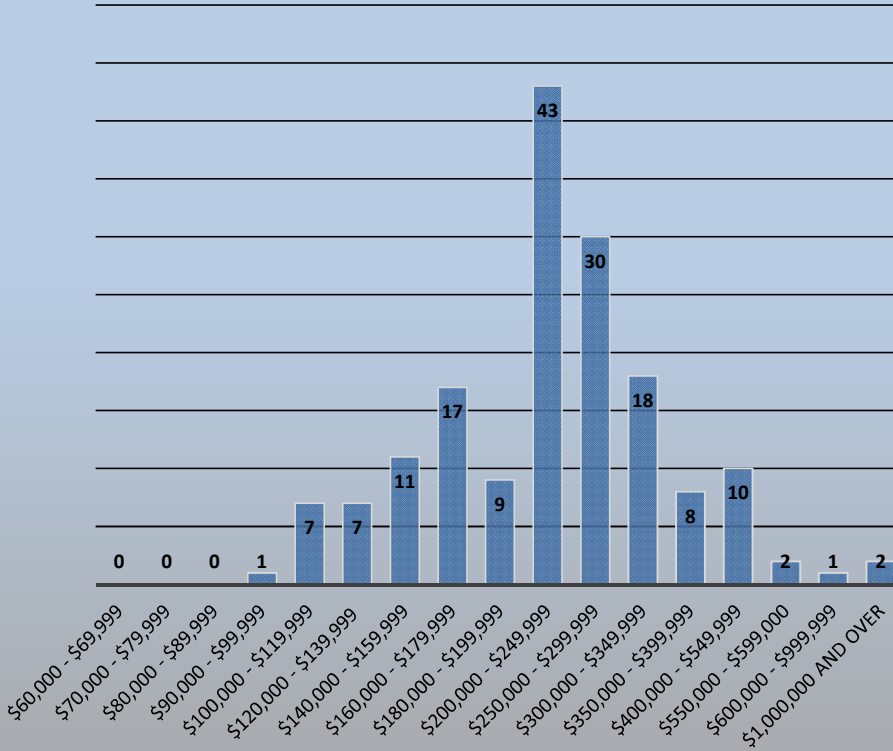
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 166



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	32	19.3%	28	23.0%	0 - 30	122	73.5%	73.5%	73.0%
Conventional	114	68.7%	70	57.4%	31 - 60	27	16.3%	13.6%	15.3%
FHA	8	4.8%	12	9.8%	61 - 90	11	6.6%	6.4%	7.3%
VA	8	4.8%	8	6.6%	91 - 120	2	1.2%	2.7%	2.4%
Other †	4	2.4%	4	3.3%	121 - 180	2	1.2%	2.5%	1.3%
Total	166	100.0%	122	100.0%	181+	2	1.2%	1.2%	0.8%
					Total	166	100.0%	100.0%	100.0%

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Average DOM: **Current** **Last Month**
25 24

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