

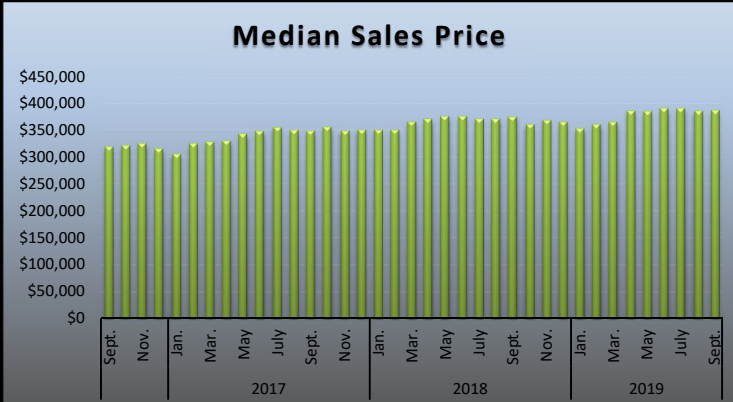
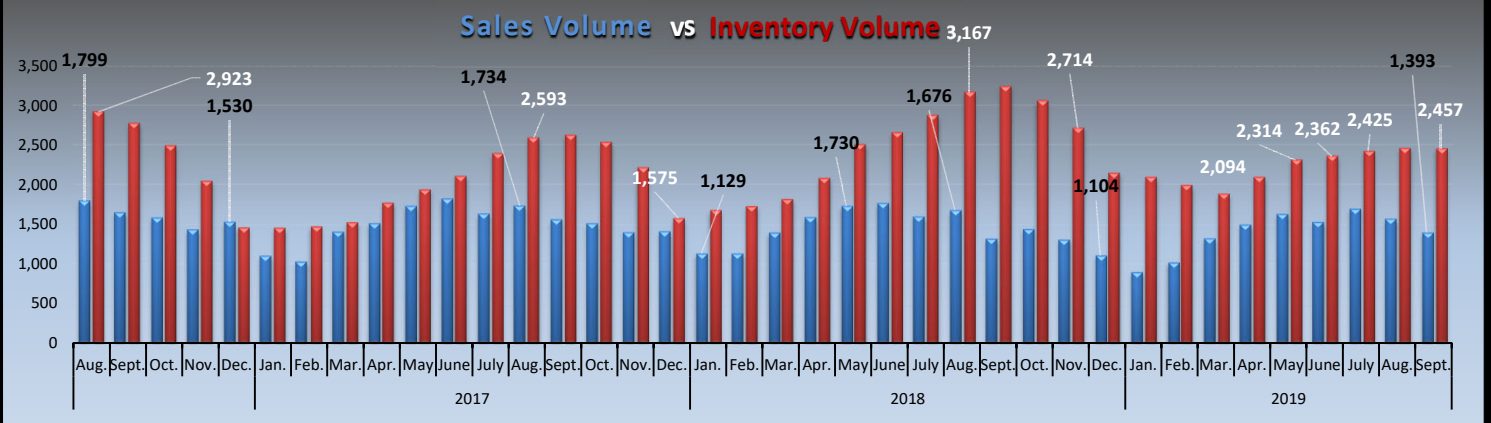
# MLS STATISTICS for September 2019

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	1,813		2,122	-14.6%		1,943		-6.7%
Active Listing Inventory †	2,457		2,460	-0.1%		3,236		-24.1%
Pending Sales This Month*	1,892		1,984	-4.6%		1,055		79.3%
Number of REO Sales	10	0.7%	17	-41.2%	1.1%	13	1.0%	-23.1%
Number of Short Sales	3	0.2%	3	0.0%	0.2%	12	0.9%	-75.0%
Equity Sales	1,380	99.1%	1,547	-10.8%	98.7%	1,293	98.1%	6.7%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,393	100%	1,567	-11.1%	100%	1,318	100.0%	5.7%
Months Inventory	1.8 Months		1.6 Months	12.5%		2.5 Months		-28.0%
Dollar Value of Closed Escrows	\$598,359,142		\$659,110,038	-9.2%		\$538,048,899		11.2%
Median	\$386,000		\$385,000	0.3%		\$373,700		3.3%
Mean	\$429,547		\$420,619	2.1%		\$408,231		5.2%
Year-to-Date Statistics	1/01/19 to 9/30/19		1/01/19 to 9/30/19			1/1/2018		
	SAR monthly data, compiled		MetroList YTD data			9/30/2018		Change
Number of Closed Escrows	12,535		12,796			13,331		-6.0%
Dollar Value of Closed Escrows	\$5,186,303,311		\$5,339,789,042			\$5,351,515,517		-3.1%
Median	\$379,900		\$379,900			\$365,000		4.1%
Mean	\$413,746		\$417,301			\$401,433		3.1%



**Sacramento County Statistics**  
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Would you like to see your contact info here?  
Contact [tony@sacrealtor.org](mailto:tony@sacrealtor.org) for details.

\*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 September 2019

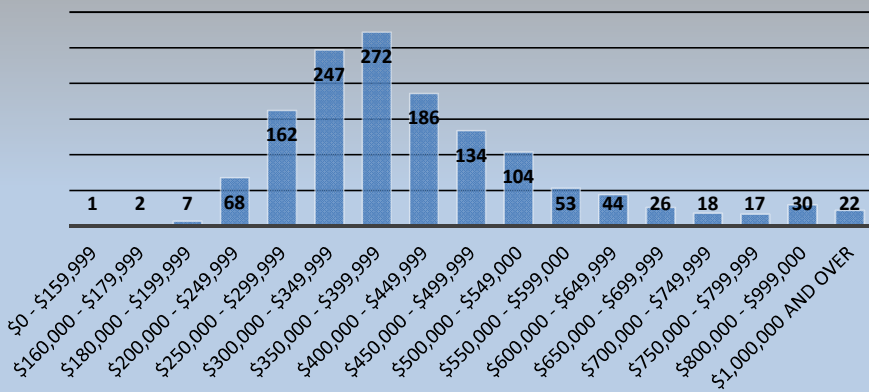
## Data for Sacramento County and the City of West Sacramento

### BREAKDOWN OF SALES BY PRICE

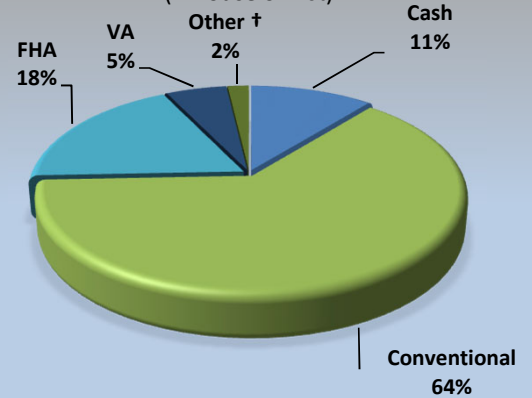
### Type of Financing/Days on Market

#### 1 House on Lot

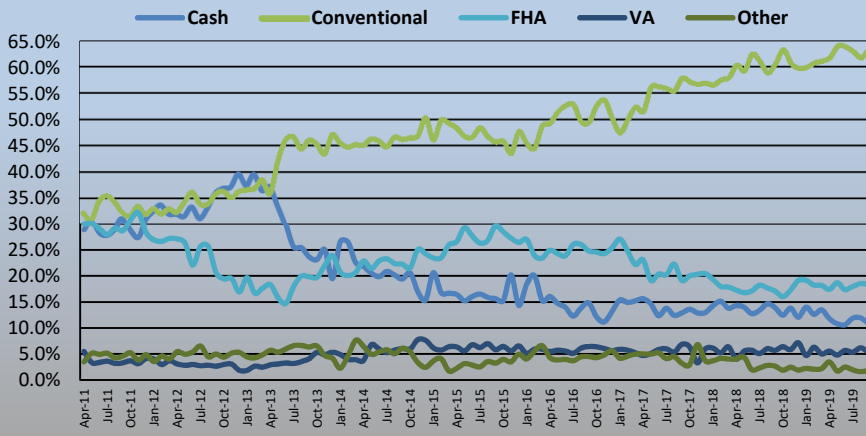
Total: 1,393



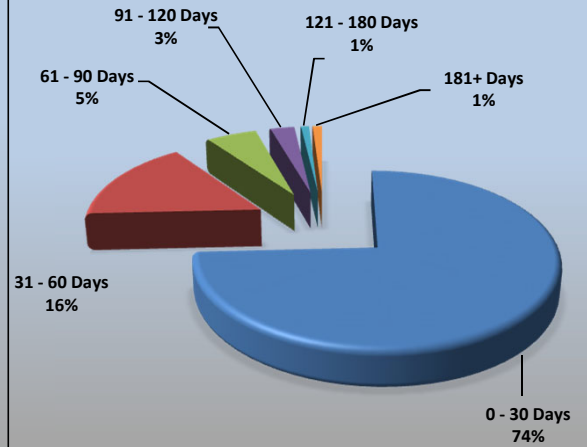
#### TYPE OF FINANCING (1 House on Lot)



#### 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	152	10.9%	187	11.9%	0 - 30	1,034	74.2%	76.6%	68.9%
Conventional	884	63.5%	968	61.8%	31 - 60	222	15.9%	14.3%	16.2%
FHA	256	18.4%	290	18.5%	61 - 90	75	5.4%	5.0%	7.8%
VA	75	5.4%	97	6.2%	91 - 120	36	2.6%	2.1%	3.6%
Other †	26	1.9%	25	1.6%	121 - 180	12	0.9%	1.1%	2.5%
<b>Total</b>	<b>1,393</b>	<b>100.0%</b>	<b>1,567</b>	<b>100.0%</b>	181+	14	1.0%	1.0%	1.0%
					<b>Total</b>	<b>1,393</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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

	Current	Last Month
<b>Median DOM:</b>	<b>11</b>	<b>12</b>
<b>Average DOM:</b>	<b>25</b>	<b>25</b>
<b>Average Price/Square Foot:</b>	<b>\$248.4</b>	<b>\$251.7</b>

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit <https://www.sacrealtor.org/consumers/housing-statistics>.

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

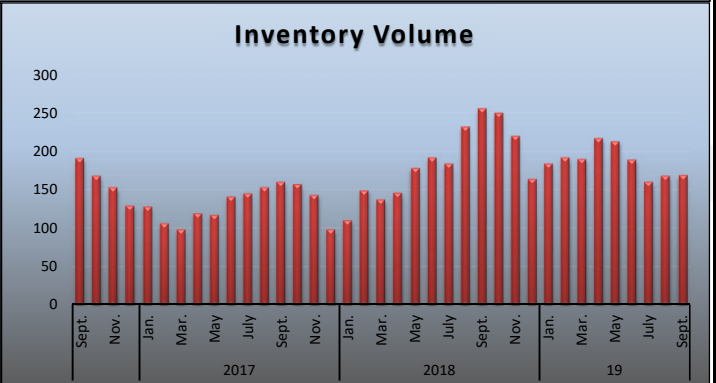
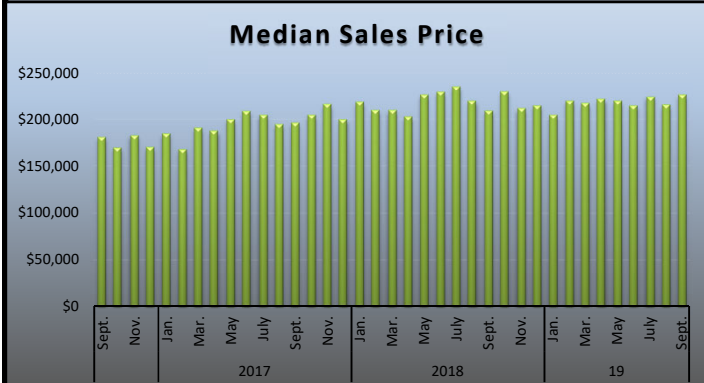
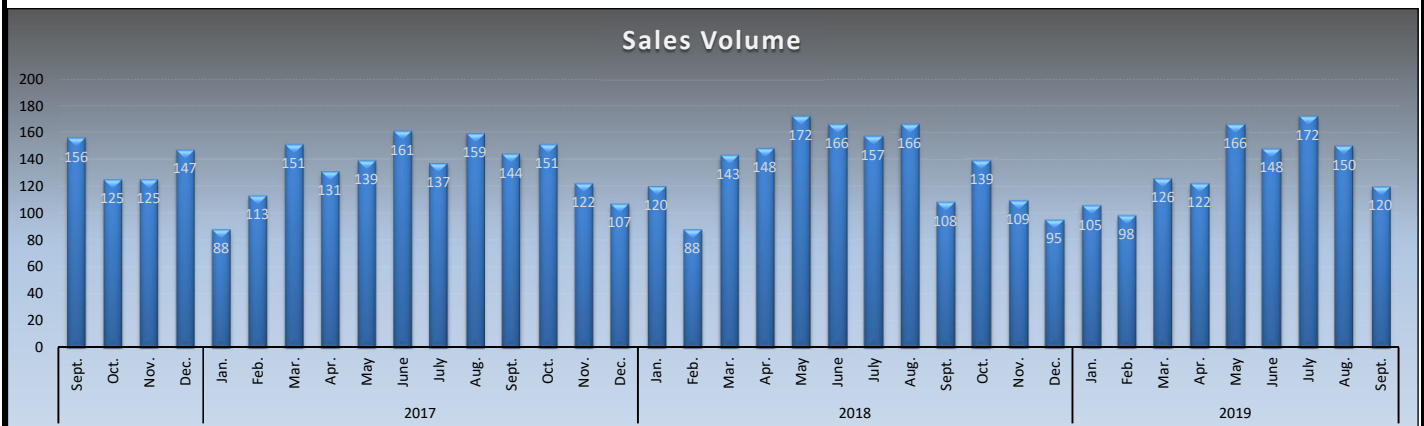
Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | [www.sacrealtor.org](http://www.sacrealtor.org) | 916.437.1205

**MLS STATISTICS for September 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	136		179	-24.0%		178		-23.6%
Active Listing Inventory †	169		168	0.6%		256		-34.0%
Pending Sales This Month*	147		169	-13.0%		93		58.1%
Number of REO Sales	1	0.8%	2	100.0%	1.3%	0	0.0%	N/A
Number of Short Sales	0	0.0%	0	100.0%	0.0%	0	0.0%	N/A
Equity Sales	119	99%	148	-19.6%	98.7%	108	100.0%	10.2%
Total Number of Closed Escrows	120	100%	150	-20.0%	100%	108	100.0%	11.1%
Months Inventory	1.4 Months		1.1 Months	27.3%		2.4 Months		-41.7%
Dollar Value of Closed Escrows	\$32,289,603		\$35,623,453	-9.4%		\$24,620,899		31.1%
Median	\$226,500		\$215,750	5.0%		\$209,450		8.1%
Mean	\$269,080		\$237,490	13.3%		\$227,971		18.0%
<b>Year-to-Date Statistics</b>	<b>01/1/19 to 9/30/19</b>		<b>01/1/19 to 9/30/19</b>			<b>1/1/2018</b>		<b>Change</b>
	SAR monthly data, compiled		MetroList YTD data			9/30/2018		
Number of Closed Escrows	1,238		1,241			1,268		-2.4%
Dollar Value of Closed Escrows	\$297,334,248		\$301,575,748			\$301,318,380		-1.3%
Median	\$220,000		\$220,000			\$220,000		0.0%
Mean	\$240,173		\$243,010			\$237,633		1.1%



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# MLS STATISTICS for September 2019

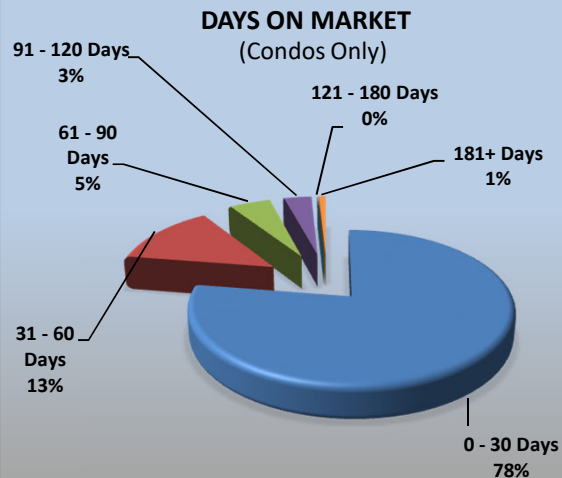
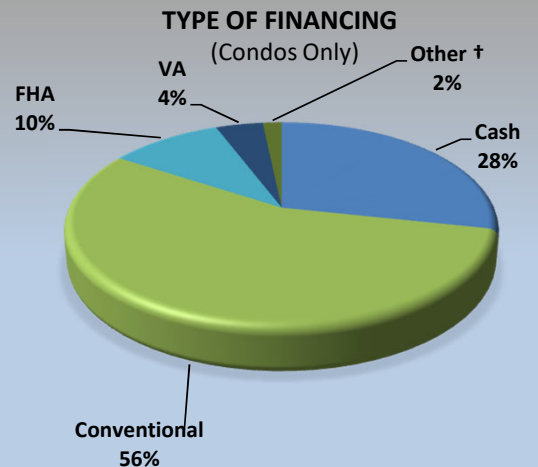
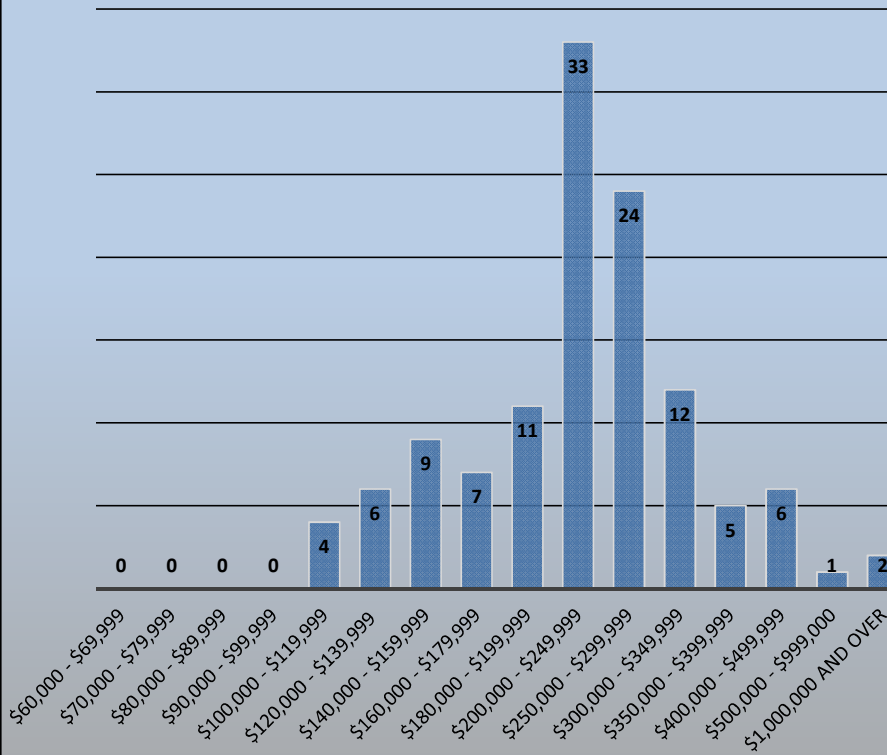
## Data for Sacramento County and the City of West Sacramento

### BREAKDOWN OF SALES BY PRICE

### Type of Financing/Days on Market

## Condos

Total: 120



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	34	28.3%	38	25.3%	0 - 30	93	77.5%	72.5%	69.6%
Conventional	67	55.8%	86	57.3%	31 - 60	16	13.3%	16.1%	17.1%
FHA	12	10.0%	15	10.0%	61 - 90	6	5.0%	6.1%	7.4%
VA	5	4.2%	9	6.0%	91 - 120	4	3.3%	2.9%	3.2%
Other †	2	1.7%	2	1.3%	121 - 180	0	0.0%	1.4%	1.7%
<b>Total</b>	<b>120</b>	<b>100.0%</b>	<b>150</b>	<b>100.0%</b>	<b>181+</b>	<b>1</b>	<b>0.8%</b>	<b>1.0%</b>	<b>1.0%</b>
					<b>Total</b>	<b>120</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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

**Average DOM:**

Current **22** Last Month **30**

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