

MLS STATISTICS for April 2020

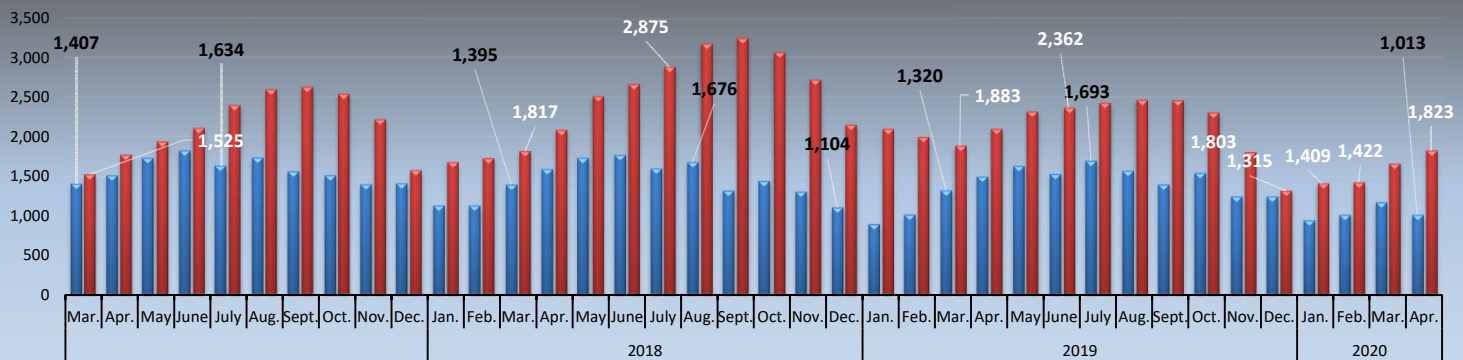
Data for Sacramento County and the City of West Sacramento



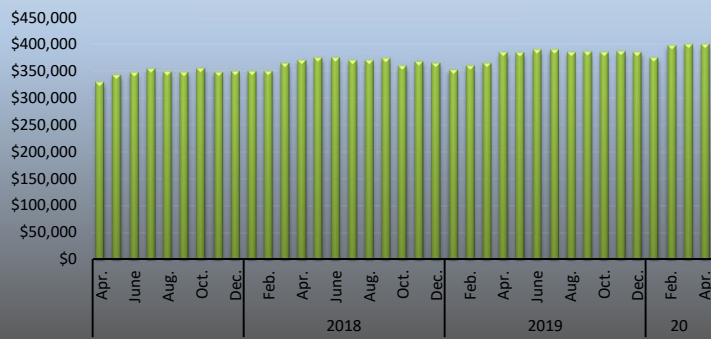
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,464		1,755	-16.6%		2,108		-30.6%
Active Listing Inventory †	1,823		1,658	10.0%		2,094		-12.9%
Pending Sales This Month*	1,683		1,498	12.3%		1,978		-14.9%
Number of REO Sales	13	1.3%	10	30%	0.9%	26	1.7%	-50.0%
Number of Short Sales	3	0.3%	3	0%	0.3%	4	0.3%	-25.0%
Equity Sales	997	98.4%	1,157	-13.8%	98.9%	1,466	98.0%	-32.0%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,013	100%	1,170	-13.4%	100%	1,496	100.0%	-32.3%
Months Inventory	1.8 Months		1.4 Months	28.6%		1.4 Months		28.6%
Dollar Value of Closed Escrows	\$443,623,941		\$508,086,069	-12.7%		\$622,562,545		-28.7%
Median	\$400,000		\$400,000	0.0%		\$385,000		3.9%
Mean	\$437,931		\$434,262	0.8%		\$416,709		5.1%
Year-to-Date Statistics	1/01/20 to 4/30/20		1/01/20 to 4/30/20			1/1/2019		
	SAR monthly data, compiled		MetroList YTD data			4/30/2019		Change
Number of Closed Escrows	4,141		4,230			4,725		-12.4%
Dollar Value of Closed Escrows	\$1,772,383,947		\$1,807,884,524			\$1,846,922,498		-4.0%
Median	\$395,000		\$395,000			\$365,000		8.2%
Mean	\$428,009		\$427,396			\$390,883		9.5%

Sales Volume vs Inventory Volume



Median Sales Price



Sacramento County Statistics
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Your Real Estate Office

David Brooker
REALTOR®/Specialist

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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®.

Based on Multiple Listing Service data from MetroList® | 2020 SAR

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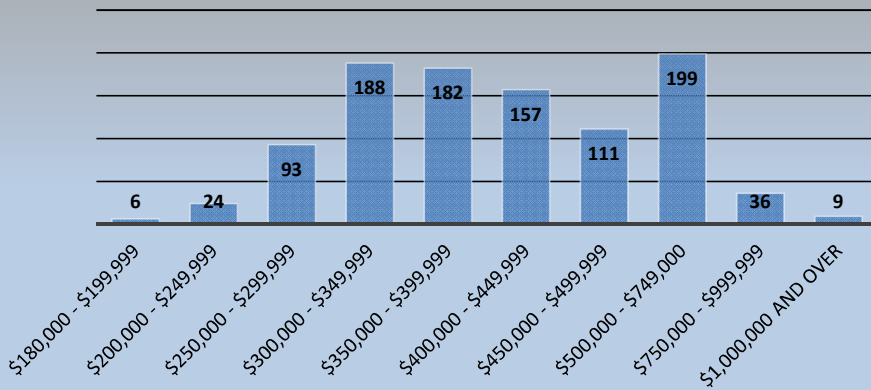
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BREAKDOWN OF SALES BY PRICE

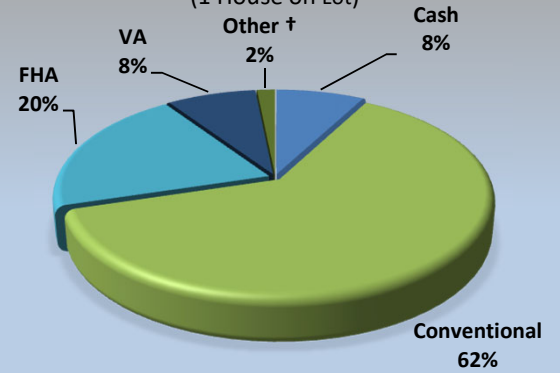
Type of Financing/Days on Market

1 House on Lot

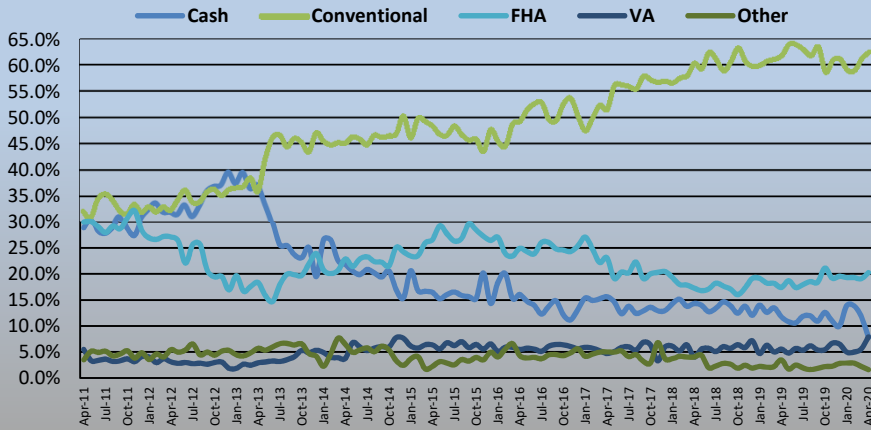
Total: 1,013



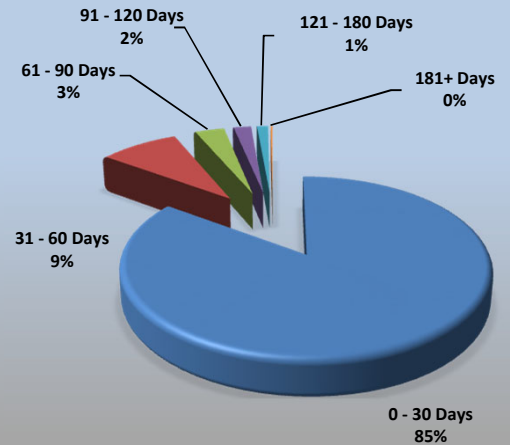
TYPE OF FINANCING (1 House on Lot)



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	79	7.8%	139	11.9%	0 - 30	862	85.1%	74.7%	74.0%
Conventional	633	62.5%	717	61.3%	31 - 60	86	8.5%	12.0%	14.4%
FHA	205	20.2%	223	19.1%	61 - 90	32	3.2%	6.4%	5.9%
VA	80	7.9%	65	5.6%	91 - 120	19	1.9%	3.4%	2.9%
Other †	16	1.6%	26	2.2%	121 - 180	12	1.2%	2.6%	2.0%
Total	1,013	100.0%	1,170	100.0%	181+	2	0.2%	0.9%	0.9%
					Total	1,013	100.0%	100.0%	100.0%

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

	Current	Last Month
Median DOM:	7	8
Average DOM:	16	26
Average Price/Square Foot:	\$263.0	\$260.0

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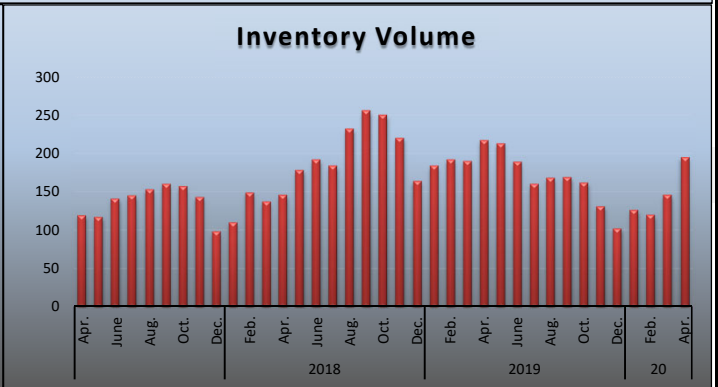
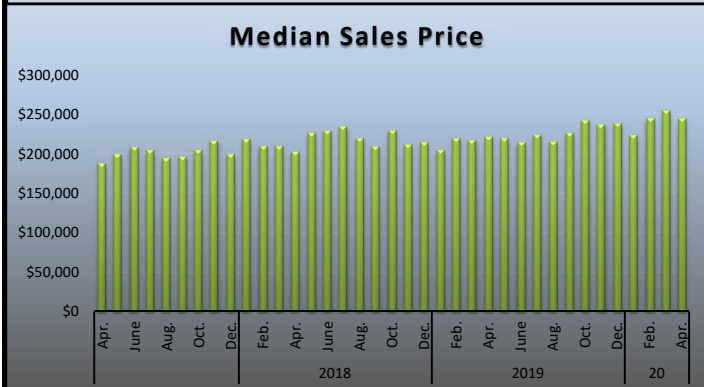
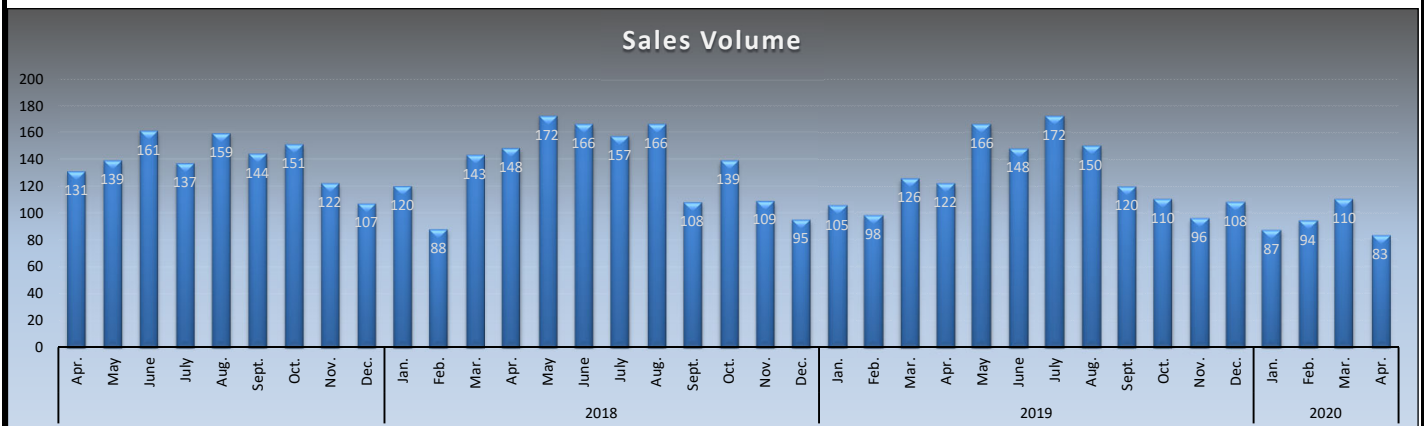
MLS STATISTICS for April 2020

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	133		140	-5.0%		202		-34.2%
Active Listing Inventory †	195		146	33.6%		217		-10.1%
Pending Sales This Month*	116		113	2.7%		172		-32.6%
Number of REO Sales	2	2.4%	1	100.0%	0.9%	1	0.8%	N/A
Number of Short Sales	0	0.0%	0	100.0%	0.0%	1	0.8%	N/A
Equity Sales	81	98%	109	-25.7%	99.1%	120	98.4%	-32.5%
Total Number of Closed Escrows	83	100%	110	-24.5%	100%	122	100.0%	-32.0%
Months Inventory	2.3 Months		1.3 Months	76.9%		1.8 Months		27.8%
Dollar Value of Closed Escrows	\$22,363,141		\$30,221,390	-26.0%		\$29,884,023		-25.2%
Median	\$245,000		\$255,000	-3.9%		\$221,950		10.4%
Mean	\$269,435		\$274,740	-1.9%		\$244,951		10.0%
Year-to-Date Statistics	1/1/20 to 4/30/20		1/1/20 to 4/30/20			1/1/2019		Change
	SAR monthly data, compiled		MetroList YTD data			4/30/2019		
Number of Closed Escrows	377		378			452		-16.6%
Dollar Value of Closed Escrows	\$98,429,492		\$99,338,492			\$106,809,122		-7.8%
Median	\$245,000		\$245,000			\$215,000		14.0%
Mean	\$262,800		\$262,800			\$236,303		11.2%



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

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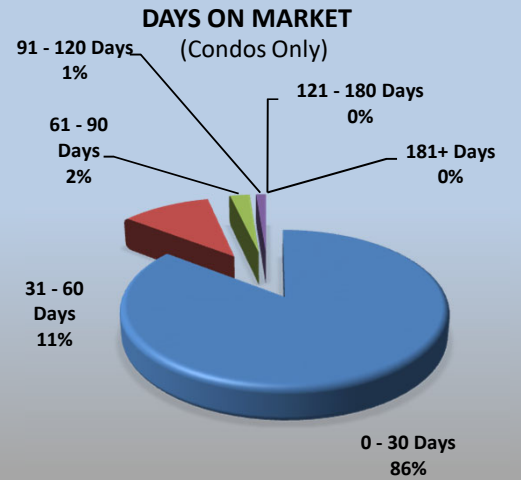
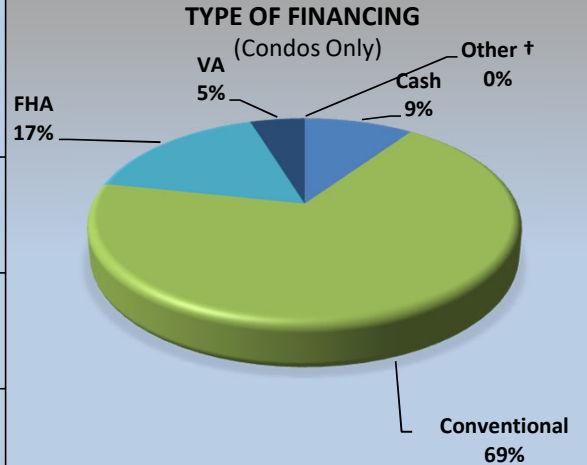
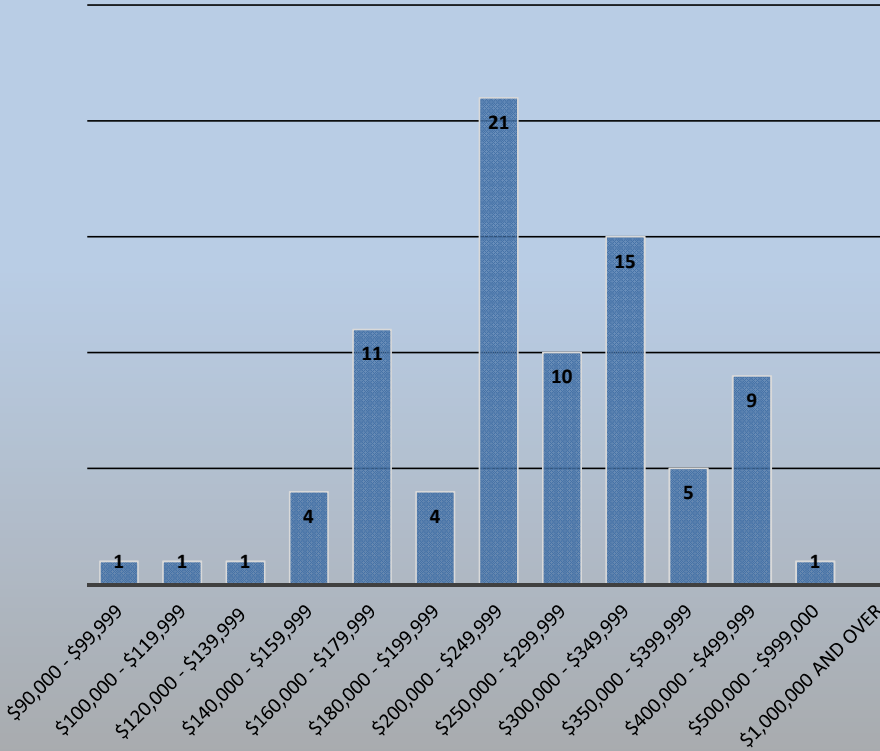
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 83



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	8	9.6%	30	27.3%	0 - 30	71	85.5%	73.3%	71.6%
Conventional	57	68.7%	69	62.7%	31 - 60	9	10.8%	13.6%	16.2%
FHA	14	16.9%	7	6.4%	61 - 90	2	2.4%	6.4%	6.4%
VA	4	4.8%	2	1.8%	91 - 120	1	1.2%	2.1%	2.6%
Other †	0	0.0%	2	1.8%	121 - 180	0	0.0%	3.5%	2.1%
Total	83	100.0%	110	100.0%	181+	0	0.0%	1.1%	1.1%
					Total	83	100.0%	100.0%	100.0%

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

Average DOM:

Current **15** Last Month **24**

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