

MLS STATISTICS for February 2020

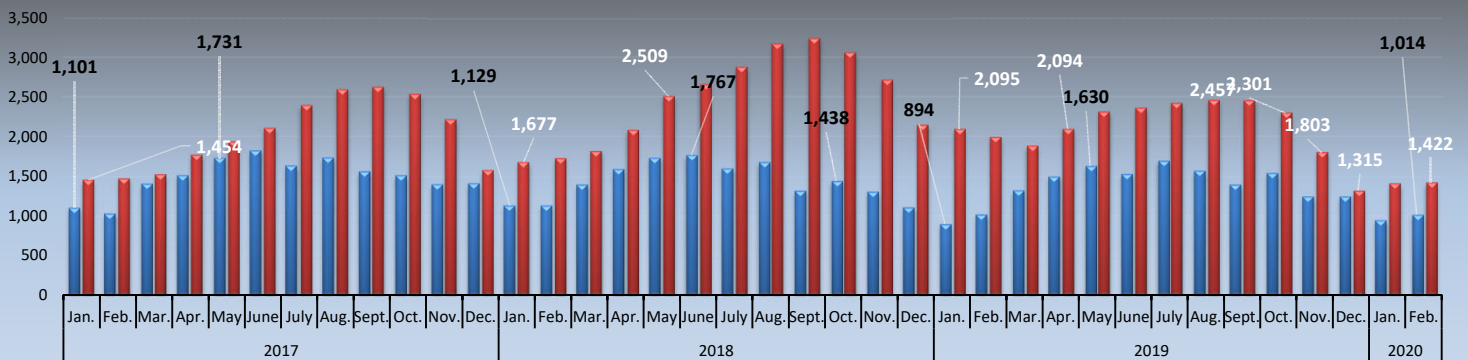
Data for Sacramento County and the City of West Sacramento



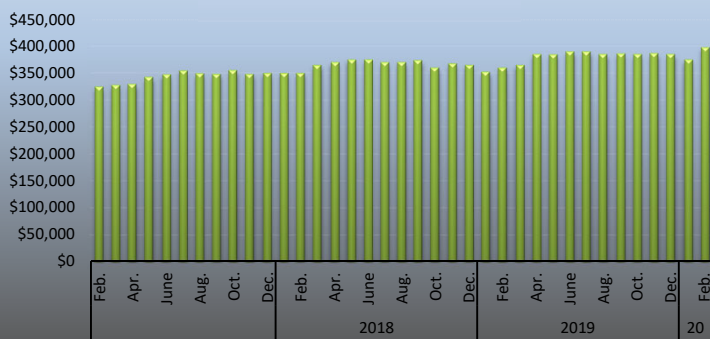
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,517		1,489	1.9%		1,448		4.8%
Active Listing Inventory †	1,422		1,409	0.9%		1,994		-28.7%
Pending Sales This Month*	1,667		1,325	25.8%		893		86.7%
Number of REO Sales	14	1.4%	12	17%	1.3%	23	2.3%	-39.1%
Number of Short Sales	3	0.3%	2	50%	0.2%	7	0.7%	-57.1%
Equity Sales	997	98.3%	930	7.2%	98.5%	985	97.0%	1.2%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,014	100%	944	7.4%	100%	1,015	100.0%	-0.1%
Months Inventory	1.4 Months		1.5 Months	-6.7%		2 Months		-30.0%
Dollar Value of Closed Escrows	\$430,584,716		\$390,089,221	10.4%		\$395,535,509		8.9%
Median	\$397,750		\$375,000	6.1%		\$360,000		10.5%
Mean	\$424,640		\$413,230	2.8%		\$389,690		9.0%
Year-to-Date Statistics	1/01/20 to 2/29/20		1/01/20 to 2/29/20			1/1/2019		Change
	SAR monthly data, compiled		MetroList YTD data			2/28/2019		
Number of Closed Escrows	1,958		1,987			1,909		2.6%
Dollar Value of Closed Escrows	\$820,673,937		\$832,067,091			\$689,850,224		19.0%
Median	\$388,000		\$388,000			\$352,250		10.1%
Mean	\$419,139		\$418,755			\$385,822		8.6%

Sales Volume vs Inventory Volume



Median Sales Price



Sacramento County Statistics brought to you by:

Your Real Estate Office

David Brooker
REALTOR®/Specialist

Would you like to see your contact info here?
Contact 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®.

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

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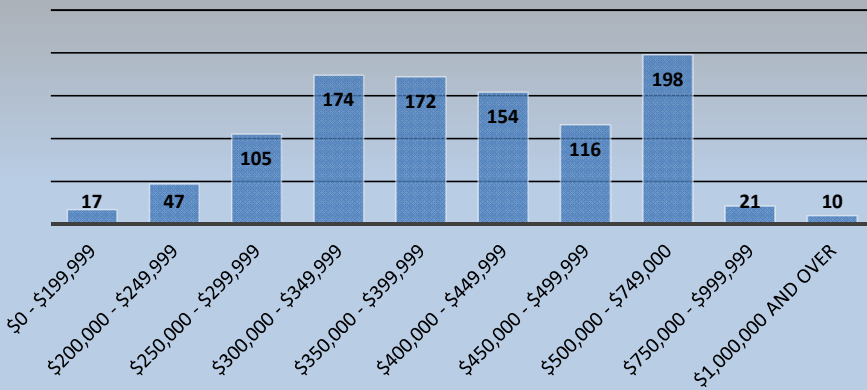
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BREAKDOWN OF SALES BY PRICE

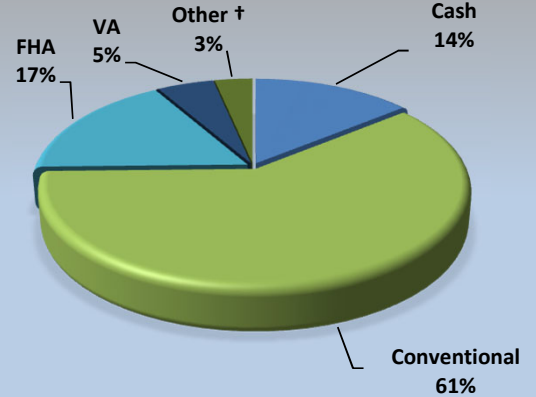
Type of Financing/Days on Market

1 House on Lot

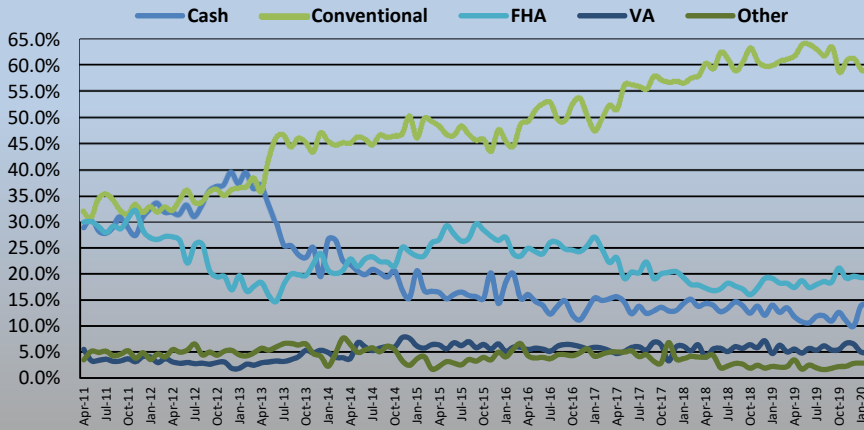
Total: 1,014



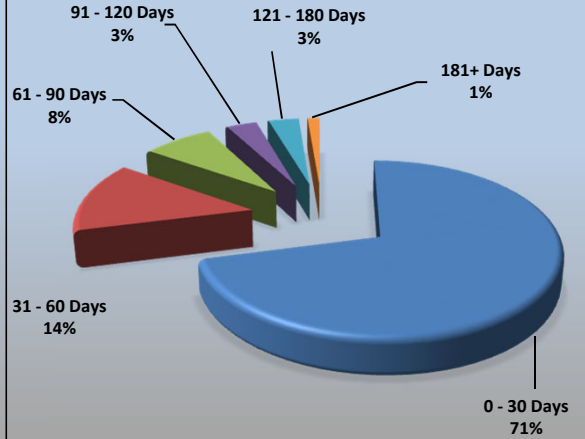
TYPE OF FINANCING (1 House on Lot)



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	144	14.2%	131	13.9%	0 - 30	720	71.0%	66.8%	72.2%
Conventional	613	60.5%	557	59.0%	31 - 60	139	13.7%	17.5%	14.9%
FHA	172	17.0%	182	19.3%	61 - 90	76	7.5%	7.9%	6.4%
VA	51	5.0%	47	5.0%	91 - 120	33	3.3%	4.1%	3.1%
Other †	34	3.4%	27	2.9%	121 - 180	33	3.3%	2.9%	2.3%
Total	1,014	100.0%	944	100.0%	181+	13	1.3%	0.9%	1.0%
					Total	1,014	100.0%	100.0%	100.0%

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

	Current	Last Month
Median DOM:	10	17
Average DOM:	29	33
Average Price/Square Foot:	\$255.0	\$249.9

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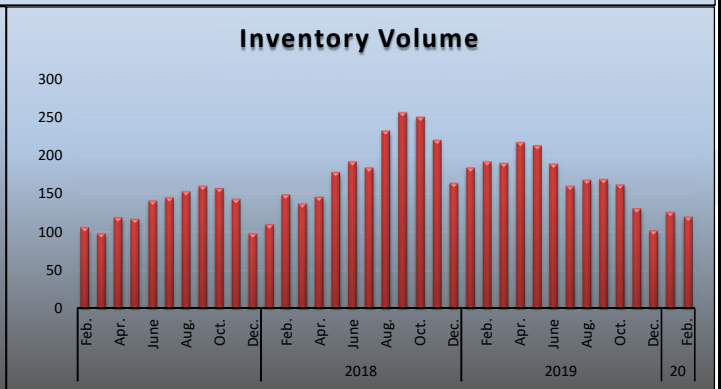
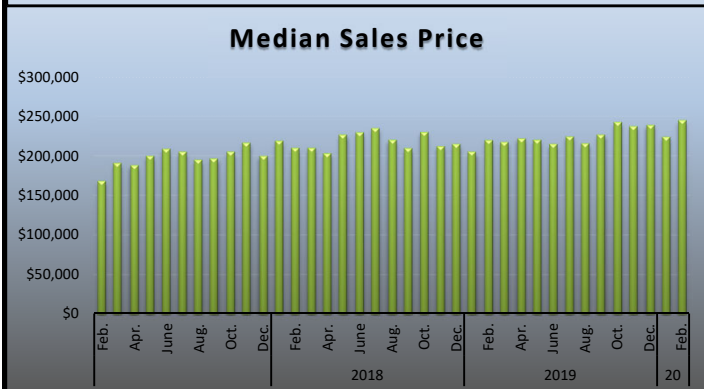
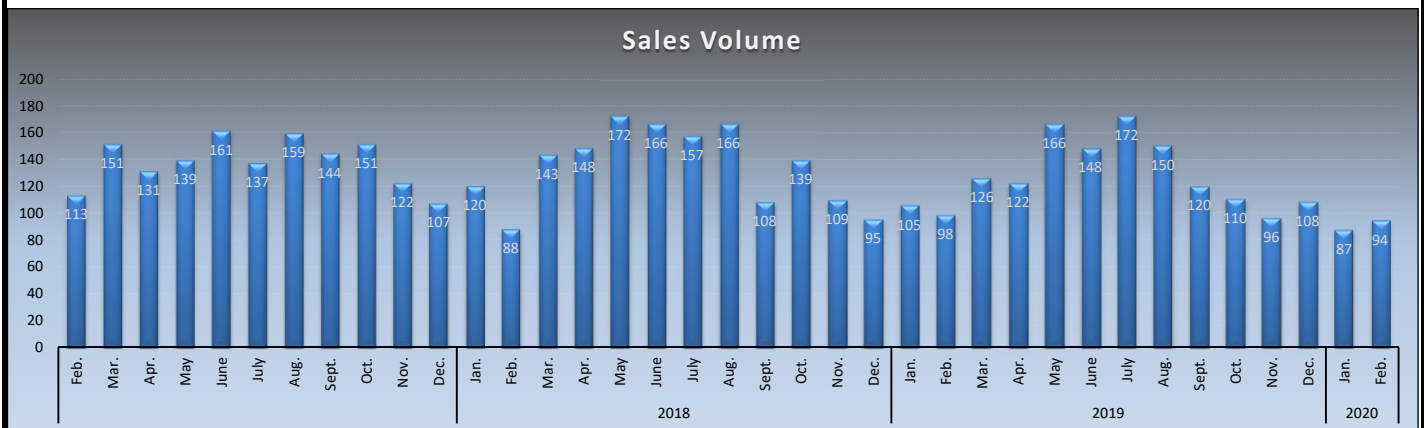
Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | www.sacrealtor.org | 916.437.1205

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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	158		140	12.9%		141		12.1%
Active Listing Inventory †	120		126	-4.8%		192		-37.5%
Pending Sales This Month*	161		112	43.8%		83		94.0%
Number of REO Sales	0	0.0%	1	100.0%	1.1%	1	1.0%	N/A
Number of Short Sales	0	0.0%	2	100.0%	2.3%	0	0.0%	N/A
Equity Sales	94	100%	84	11.9%	96.6%	98	99.0%	-4.1%
Total Number of Closed Escrows	94	100%	87	8.0%	100%	99	100.0%	-5.1%
Months Inventory	1.3 Months		1.4 Months	-7.1%		1.9 Months		-31.6%
Dollar Value of Closed Escrows	\$23,790,923		\$22,054,038	7.9%		\$23,057,417		3.2%
Median	\$245,004		\$224,000	9.4%		\$219,900		11.4%
Mean	\$253,095		\$253,495	-0.2%		\$232,903		8.7%
Year-to-Date Statistics	1/1/20 to 2/29/20		1/1/20 to 2/29/20			1/1/2019		Change
	SAR monthly data, compiled		MetroList YTD data			2/28/2019		
Number of Closed Escrows	181		182			204		-11.3%
Dollar Value of Closed Escrows	\$45,844,961		\$46,057,961			\$46,814,705		-2.1%
Median	\$232,250		\$232,250			\$210,000		10.6%
Mean	\$253,287		\$253,066			\$229,328		10.4%



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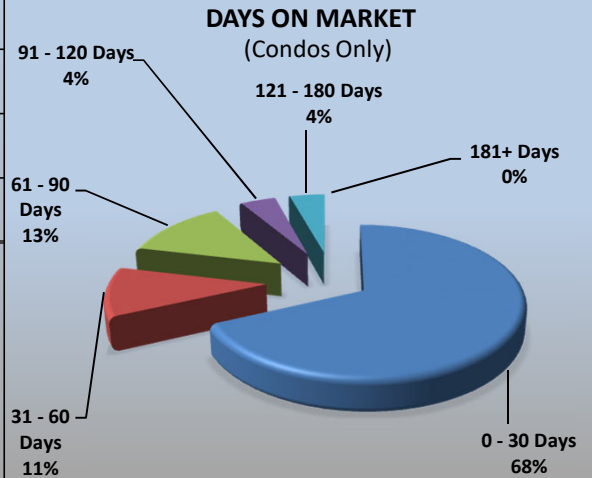
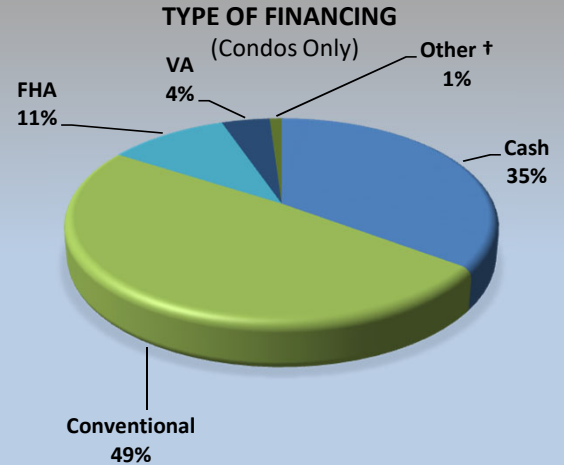
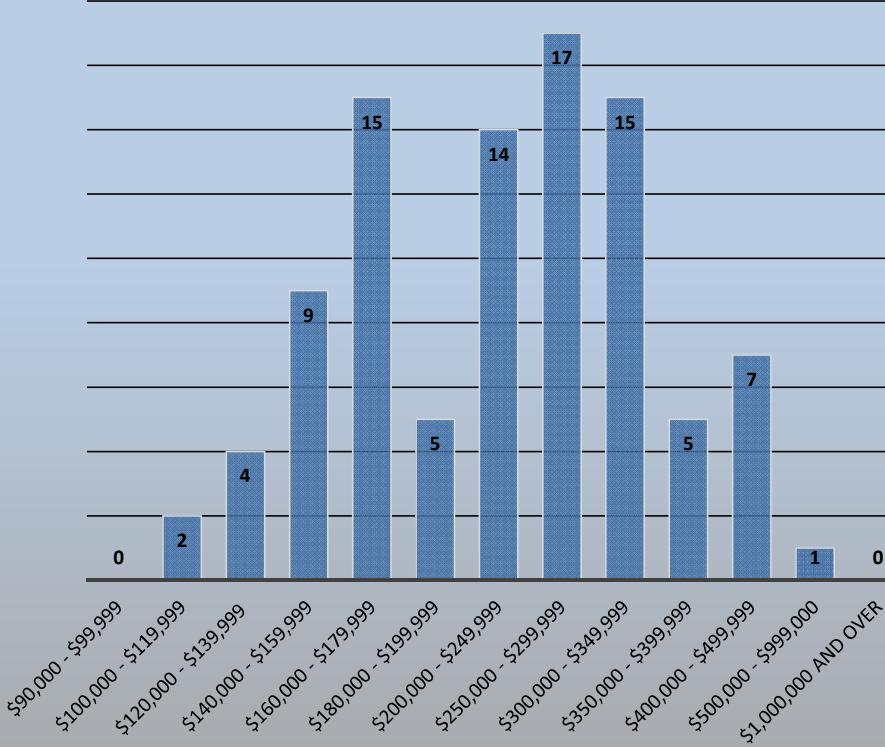
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 94



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	33	35.1%	19	21.8%	0 - 30	64	68.1%	63.1%	71.4%
Conventional	46	48.9%	56	64.4%	31 - 60	10	10.6%	18.4%	15.7%
FHA	10	10.6%	6	6.9%	61 - 90	12	12.8%	9.1%	6.7%
VA	4	4.3%	5	5.7%	91 - 120	4	4.3%	3.6%	2.8%
Other †	1	1.1%	1	1.1%	121 - 180	4	4.3%	4.2%	2.3%
Total	94	100.0%	87	100.0%	181+	0	0.0%	1.6%	1.1%
					Total	94	100.0%	100.0%	100.0%

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Average DOM:

Current **32** Last Month **39**

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