

MLS STATISTICS for January 2020

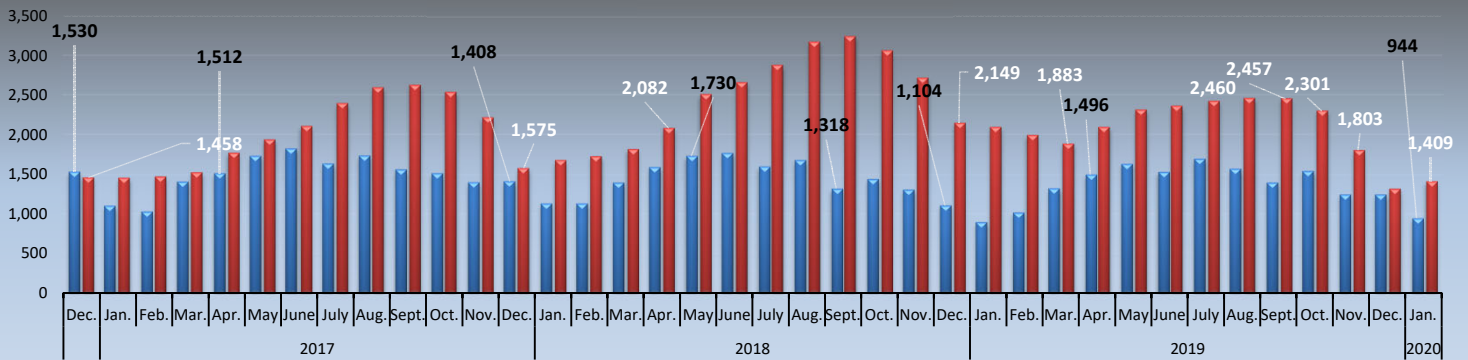
Data for Sacramento County and the City of West Sacramento



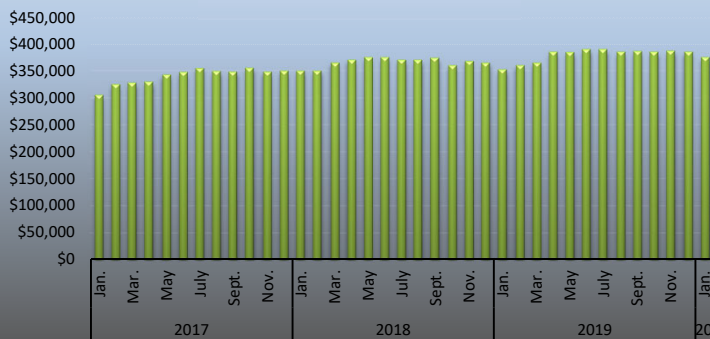
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,489		829	79.6%		1,481		0.5%
Active Listing Inventory †	1,409		1,315	7.1%		2,095		-32.7%
Pending Sales This Month*	1,325		1,205	10.0%		773		71.4%
Number of REO Sales	12	1.3%	14	-14%	1.1%	12	1.3%	0.0%
Number of Short Sales	2	0.2%	5	-60%	0.4%	9	1.0%	-77.8%
Equity Sales	930	98.5%	1,225	-24.1%	98.5%	873	97.7%	6.5%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	944	100%	1,244	-24.1%	100%	894	100.0%	5.6%
Months Inventory	1.5 Months		1.1 Months	36.4%		2.3 Months		-34.8%
Dollar Value of Closed Escrows	\$390,089,221		\$521,066,614	-25.1%		\$344,925,112		13.1%
Median	\$375,000		\$385,000	-2.6%		\$352,250		6.5%
Mean	\$413,230		\$418,864	-1.3%		\$385,822		7.1%
Year-to-Date Statistics	1/01/20 to 1/31/20		1/01/20 to 1/31/20			1/1/2019		
	SAR monthly data, compiled		MetroList YTD data			1/31/2019		Change
Number of Closed Escrows	944		944			894		5.6%
Dollar Value of Closed Escrows	\$390,089,221		\$390,089,221			\$344,925,112		13.1%
Median	\$375,000		\$375,000			\$352,250		6.5%
Mean	\$413,230.11		\$413,230			\$385,822		7.1%

Sales Volume vs Inventory Volume



Median Sales Price



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Contact tony@sacrealtor.org for details.

David Brooker
REALTOR®/Specialist

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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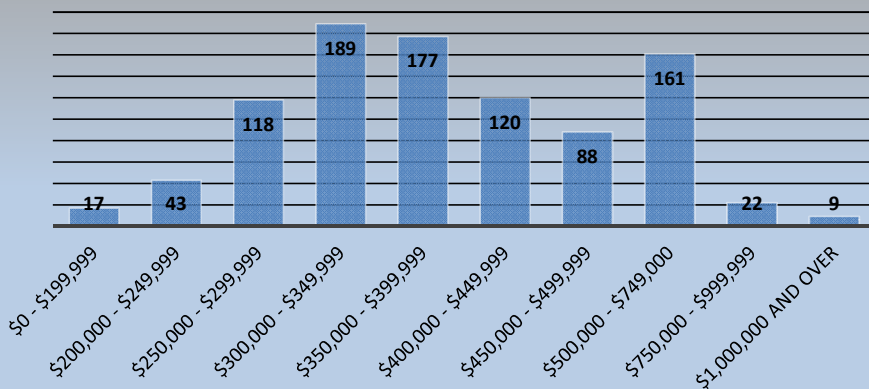
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BREAKDOWN OF SALES BY PRICE

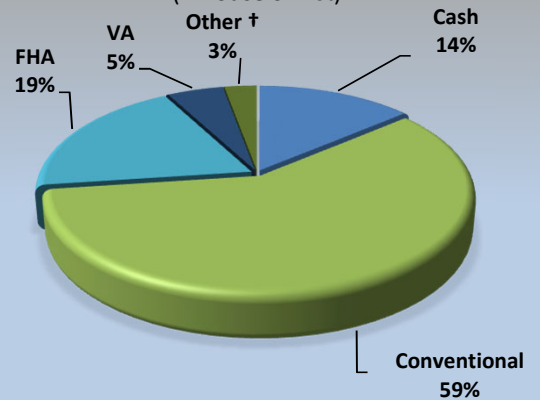
Type of Financing/Days on Market

1 House on Lot

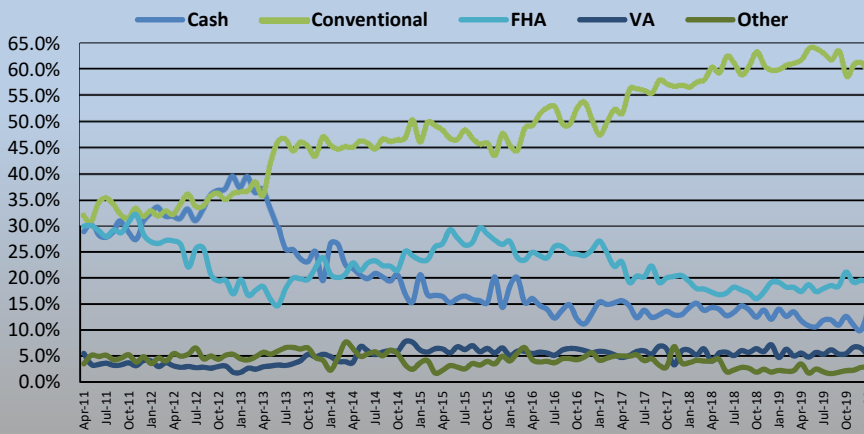
Total: 944



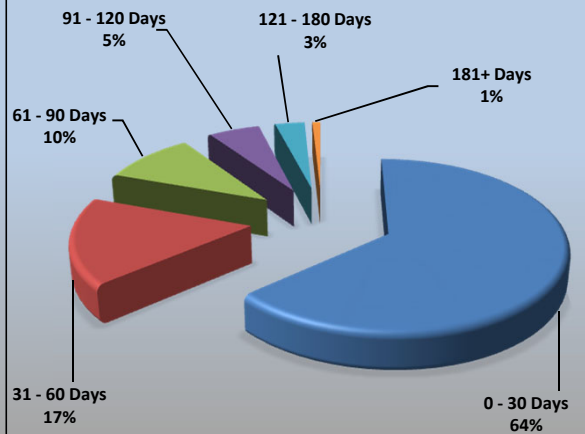
TYPE OF FINANCING (1 House on Lot)



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	131	13.9%	124	10.0%	0 - 30	601	63.7%	67.3%	71.1%
Conventional	557	59.0%	761	61.2%	31 - 60	159	16.8%	17.7%	15.1%
FHA	182	19.3%	243	19.5%	61 - 90	94	10.0%	7.8%	6.9%
VA	47	5.0%	81	6.5%	91 - 120	52	5.5%	4.0%	3.4%
Other †	27	2.9%	35	2.8%	121 - 180	30	3.2%	2.6%	2.4%
Total	944	100.0%	1,244	100.0%	181+	8	0.8%	0.7%	1.0%
					Total	944	100.0%	100.0%	100.0%

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

	Current	Last Month
Median DOM:	17	19
Average DOM:	33	32
Average Price/Square Foot:	\$249.9	\$240.0

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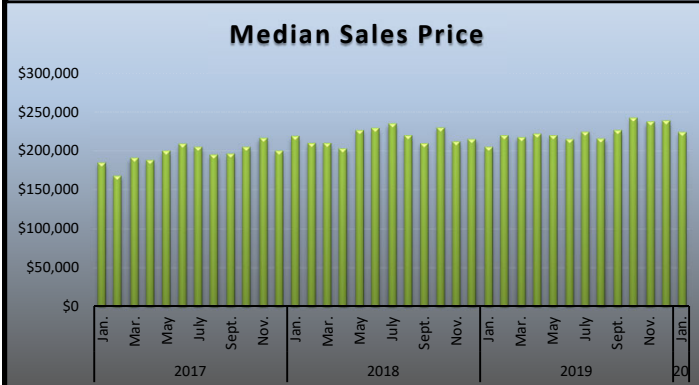
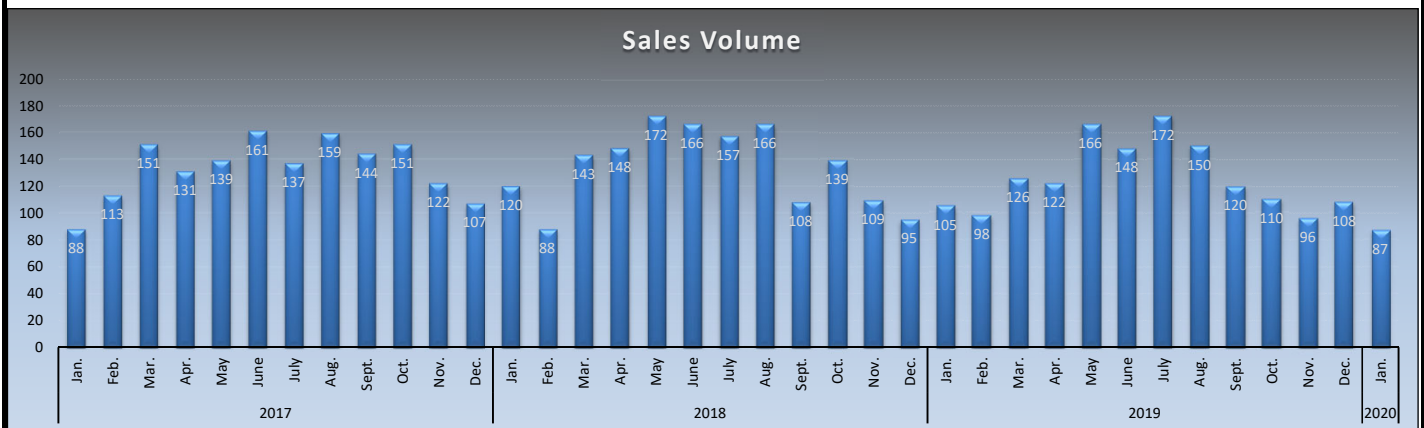
Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | www.sacrealtor.org | 916.437.1205

MLS STATISTICS for January 2020
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	140		61	129.5%		161		-13.0%
Active Listing Inventory †	126		102	23.5%		184		-31.5%
Pending Sales This Month*	112		98	14.3%		76		47.4%
Number of REO Sales	1	1.1%	1	100.0%	0.9%	1	1.0%	N/A
Number of Short Sales	2	2.3%	0	100.0%	0.0%	1	1.0%	N/A
Equity Sales	84	97%	107	-21.5%	99.1%	103	98.1%	-18.4%
Total Number of Closed Escrows	87	100%	108	-19.4%	100%	105	100.0%	-17.1%
Months Inventory	1.4 Months		0.9 Months	55.6%		1.8 Months		-22.2%
Dollar Value of Closed Escrows	\$22,054,038		\$29,754,935	-25.9%		\$23,757,288		-7.2%
Median	\$224,000		\$239,000	-6.3%		\$205,000		9.3%
Mean	\$253,495		\$275,509	-8.0%		\$226,260		12.0%
Year-to-Date Statistics	1/1/20 to 1/31/20		1/1/20 to 1/31/20			1/1/2019		Change
	SAR monthly data, compiled		MetroList YTD data			1/31/2019		
Number of Closed Escrows	87		87			105		-17.1%
Dollar Value of Closed Escrows	\$22,054,038		\$22,054,038			\$23,757,288		-7.2%
Median	\$225,000		\$225,000			\$205,000		9.8%
Mean	\$253,495		\$253,495			\$226,260		12.0%



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

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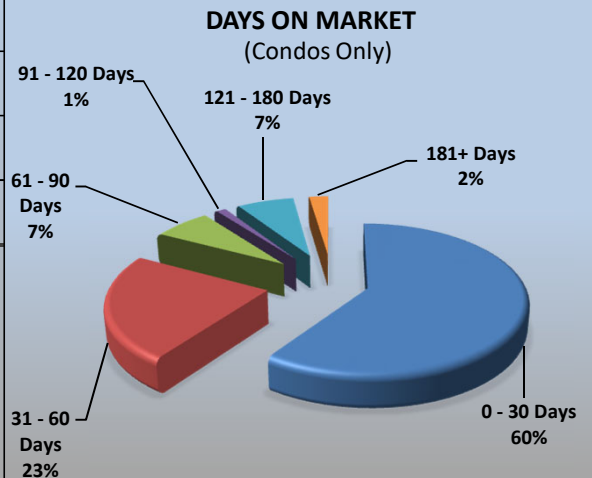
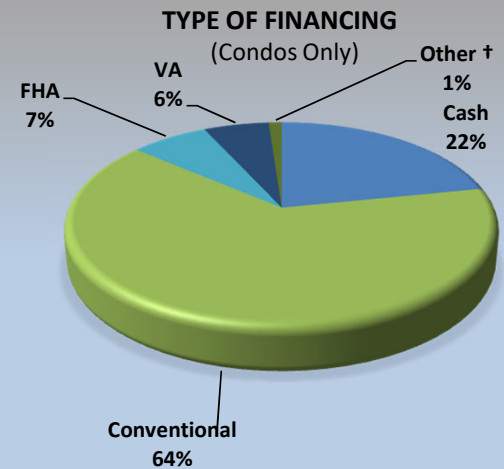
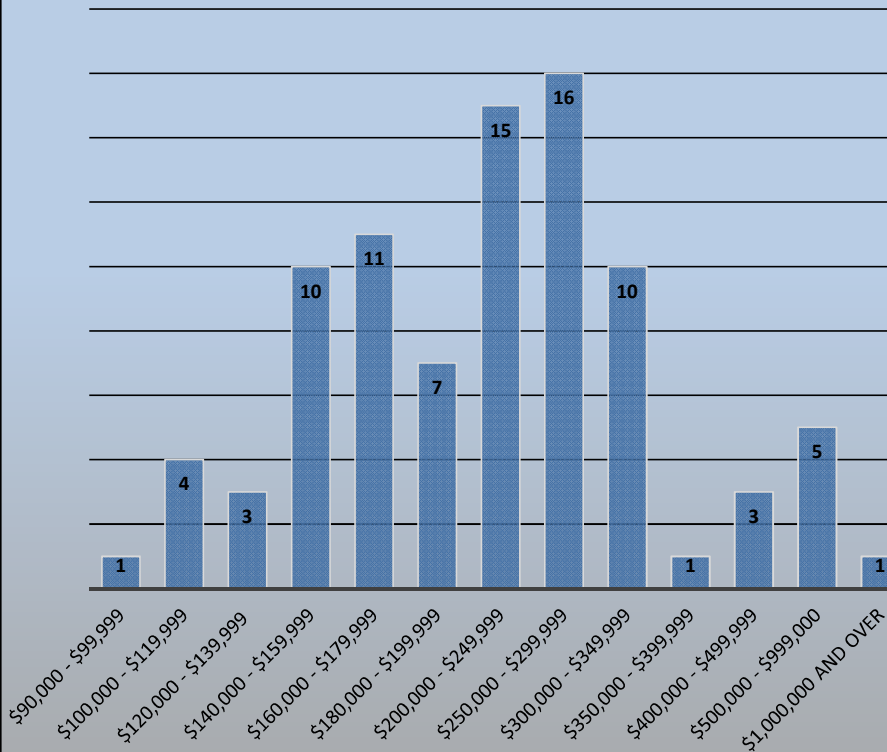
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 87



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	19	21.8%	20	18.5%	0 - 30	52	59.8%	65.3%	70.9%
Conventional	56	64.4%	75	69.4%	31 - 60	20	23.0%	20.2%	16.4%
FHA	6	6.9%	8	7.4%	61 - 90	6	6.9%	6.7%	6.4%
VA	5	5.7%	3	2.8%	91 - 120	1	1.1%	3.0%	2.9%
Other †	1	1.1%	2	1.9%	121 - 180	6	6.9%	3.2%	2.3%
Total	87	100.0%	108	100.0%	181+	2	2.3%	1.5%	1.2%
					Total	87	100.0%	100.0%	100.0%

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Current Last Month

Average DOM: 39 36

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