

MLS STATISTICS for March 2020

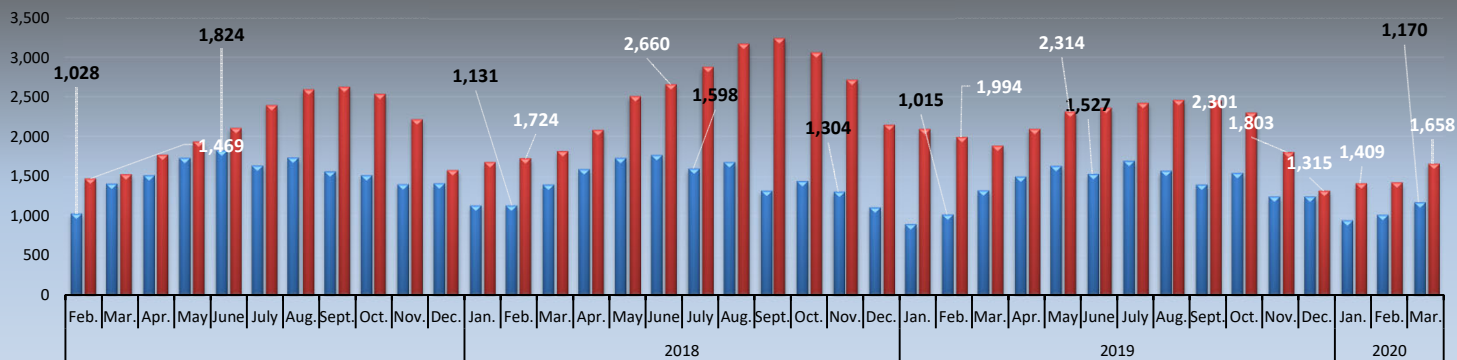
Data for Sacramento County and the City of West Sacramento



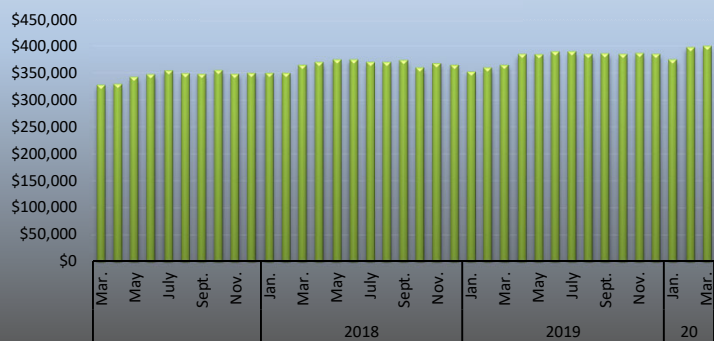
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,755		1,517	15.7%		1,815		-3.3%
Active Listing Inventory †	1,658		1,422	16.6%		1,883		-11.9%
Pending Sales This Month*	1,498		1,667	-10.1%		1,339		11.9%
Number of REO Sales	10	0.9%	14	-29%	1.4%	24	1.8%	-58.3%
Number of Short Sales	3	0.3%	3	0%	0.3%	4	0.3%	-25.0%
Equity Sales	1,157	98.9%	997	16.0%	98.3%	1,292	97.9%	-10.4%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,170	100%	1,014	15.4%	100%	1,320	100.0%	-11.4%
Months Inventory	1.4 Months		1.4 Months	0.0%		1.4 Months		0.0%
Dollar Value of Closed Escrows	\$508,086,069		\$430,584,716	18.0%		\$534,509,729		-4.9%
Median	\$400,000		\$397,750	0.6%		\$365,000		9.6%
Mean	\$434,262		\$424,640	2.3%		\$404,932		7.2%
Year-to-Date Statistics	1/01/20 to 3/31/20		1/01/20 to 3/31/20			1/1/2019		
	SAR monthly data, compiled		MetroList YTD data			3/31/2019		Change
Number of Closed Escrows	3,128		3,173			3,229		-3.1%
Dollar Value of Closed Escrows	\$1,328,760,006		\$1,346,973,785			\$1,224,359,953		8.5%
Median	\$388,000		\$392,000			\$360,000		7.8%
Mean	\$424,795		\$424,511			\$379,176		12.0%

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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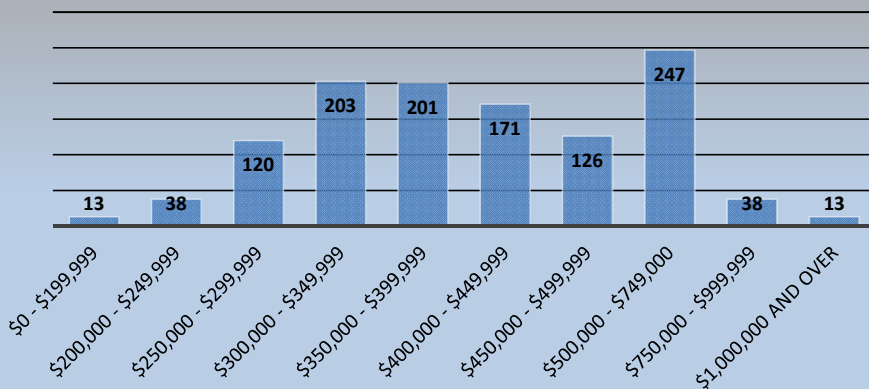
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

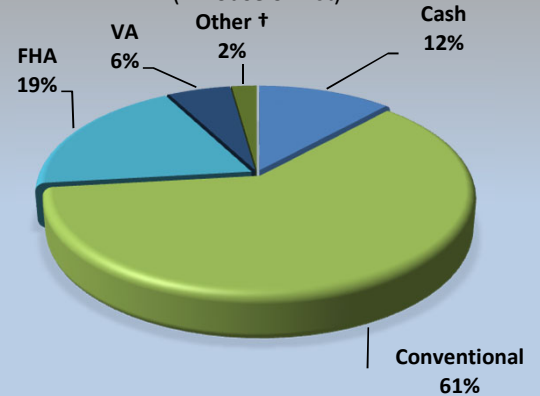
Type of Financing/Days on Market

1 House on Lot

Total: 1,170

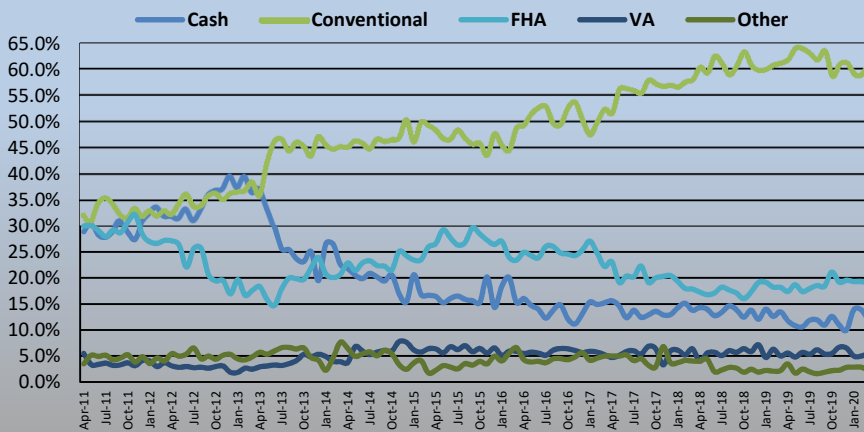


TYPE OF FINANCING (1 House on Lot)



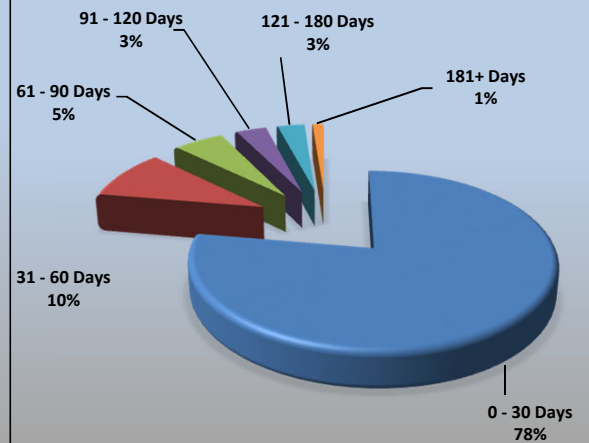
Types of Financing Historical

(% 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	% of Total				
					(Single Family Only) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	139	11.9%	144	14.2%	0 - 30	909	77.7%	69.3%	73.2%
Conventional	717	61.3%	613	60.5%	31 - 60	112	9.6%	15.2%	14.6%
FHA	223	19.1%	172	17.0%	61 - 90	63	5.4%	7.4%	6.1%
VA	65	5.6%	51	5.0%	91 - 120	38	3.2%	4.0%	2.9%
Other †	26	2.2%	34	3.4%	121 - 180	34	2.9%	3.0%	2.2%
Total	1,170	100.0%	1,014	100.0%	181+	14	1.2%	1.0%	1.0%
					Total	1,170	100.0%	100.0%	100.0%

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

	Current	Last Month
Median DOM:	8	10
Average DOM:	26	29
Average Price/Square Foot:	\$260.0	\$255.0

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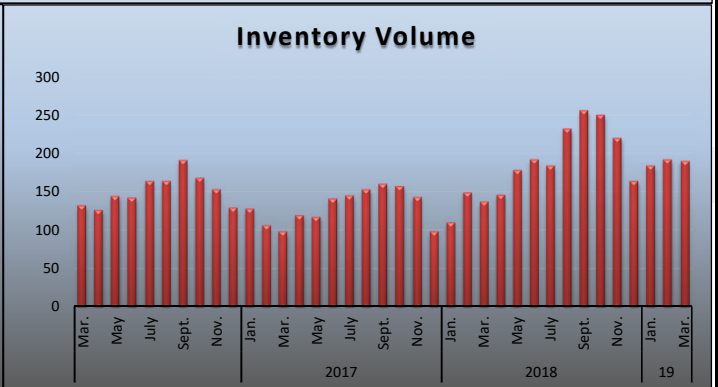
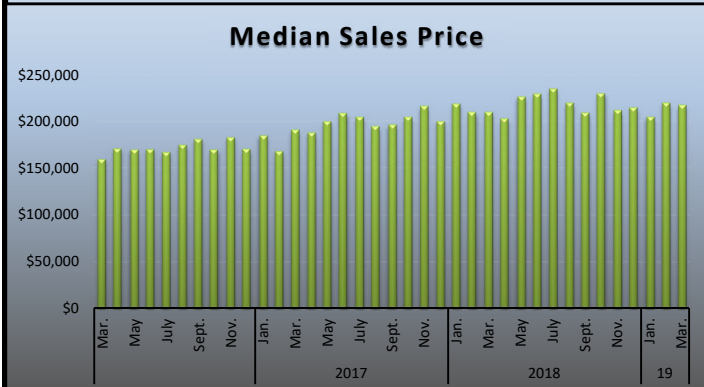
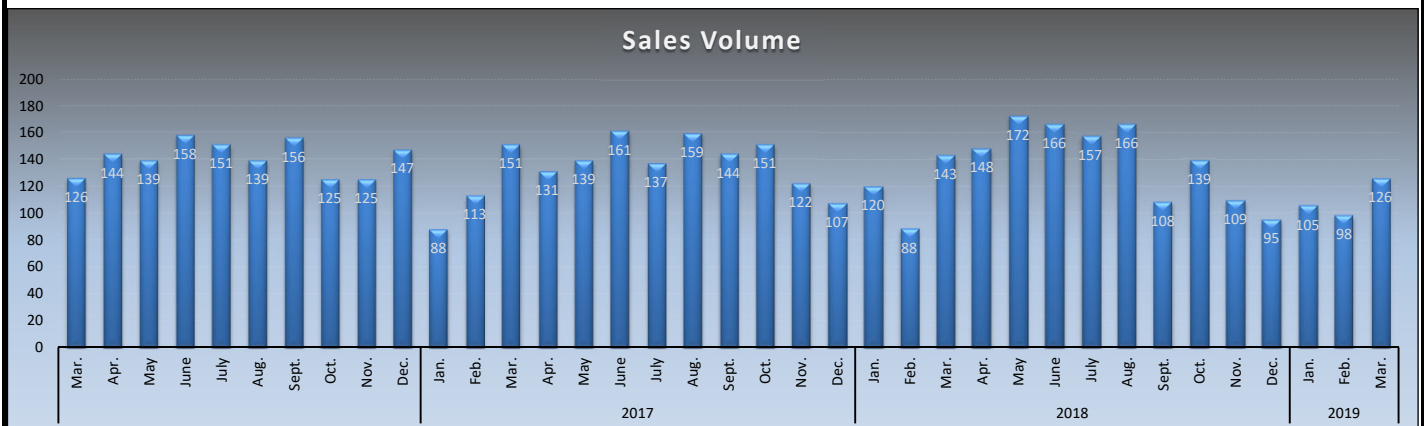
MLS STATISTICS for March 2019

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	166		141	17.7%		177		-6.2%
Active Listing Inventory †	190		192	-1.0%		137		38.7%
Pending Sales This Month	103		83	24.1%		89		15.7%
Number of REO Sales	0	0.0%	1	100.0%	1.0%	1	0.7%	N/A
Number of Short Sales	0	0.0%	0	100.0%	0.0%	1	0.7%	N/A
Equity Sales	126	100%	98	28.6%	99.0%	141	98.6%	-10.6%
Total Number of Closed Escrows	126	100%	99	27.3%	100%	143	100.0%	-11.9%
Months Inventory	1.5 Months		1.9 Months	-21.1%		1 Months		50.0%
Dollar Value of Closed Escrows	\$30,110,394		\$23,057,417	30.6%		\$31,945,871		-5.7%
Median	\$217,500		\$219,900	-1.1%		\$210,000		3.6%
Mean	\$238,971		\$232,903	2.6%		\$223,398		7.0%
Year-to-Date Statistics	01/1/19 to 3/31/19		01/1/19 to 3/31/19			1/1/2018		Change
	SAR monthly data, compiled		MetroList YTD data			3/31/2018		
Number of Closed Escrows	330		337			351		-6.0%
Dollar Value of Closed Escrows	\$76,925,099		\$78,259,599			\$79,515,939		-3.3%
Median	\$210,000		\$212,000			\$215,000		-2.3%
Mean	\$229,328		\$232,224			\$226,541		1.2%



† includes: Active, Active Release Clause, Active Short Sale, Active Short Sale Contingent, Active Court Approval and Active Court Contingent listings

** Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties. The name has been changed to avoid confusion with sales involving conventional financing for the new buyer

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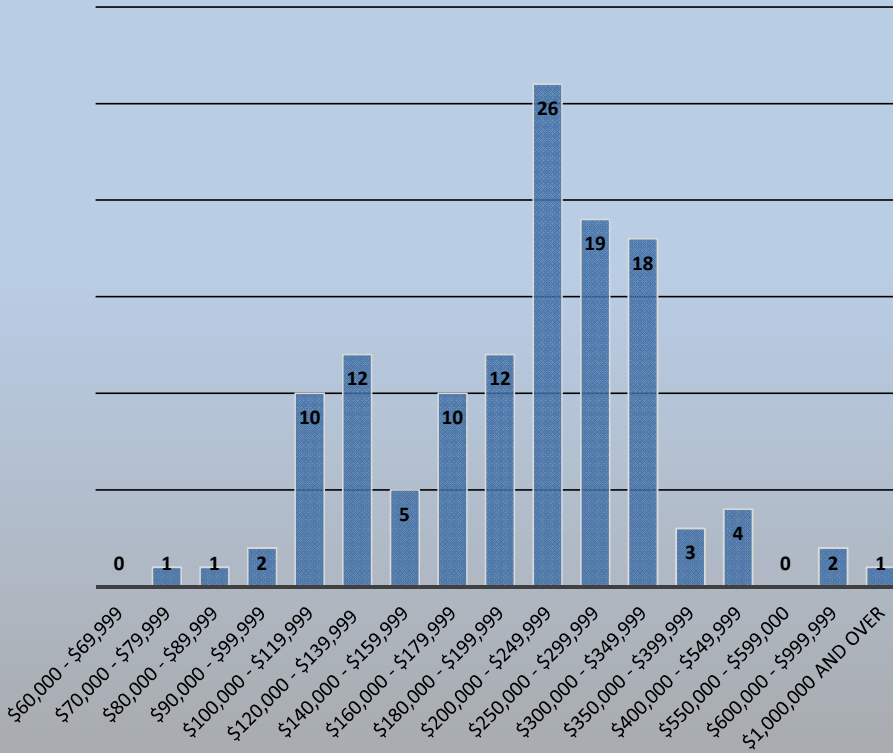
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BREAKDOWN OF SALES BY PRICE

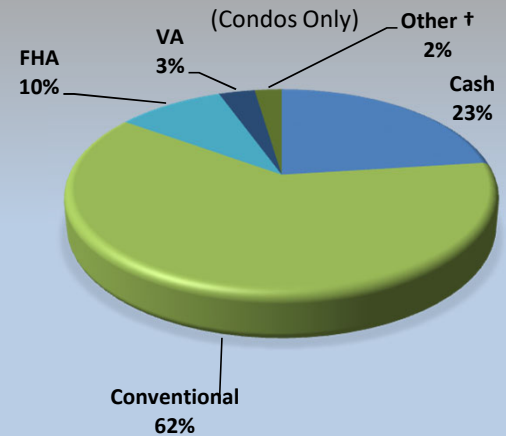
Type of Financing/Days on Market

Condos

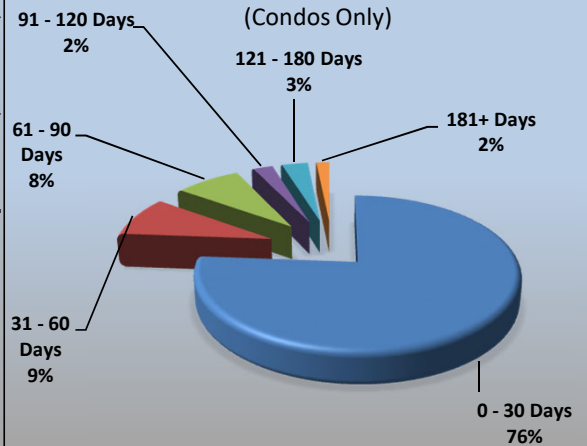
Total: 126



TYPE OF FINANCING (Condos Only)



DAYS ON MARKET (Condos Only)



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	29	23.0%	25	25.3%	0 - 30	96	76.2%	63.8%	75.2%
Conventional	78	61.9%	62	62.6%	31 - 60	11	8.7%	16.7%	13.8%
FHA	12	9.5%	10	10.1%	61 - 90	10	7.9%	10.4%	6.8%
VA	4	3.2%	2	2.0%	91 - 120	3	2.4%	4.7%	2.5%
Other †	3	2.4%	0	0.0%	121 - 180	4	3.2%	3.3%	1.2%
Total	126	100.0%	99	100.0%	181+	2	1.6%	1.2%	0.6%
					Total	126	100.0%	100.0%	100.0%

* half-plex, 2-on-1, mobile home

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

Average DOM:

Current	28	Last Month	36
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