

MLS STATISTICS for April 2021

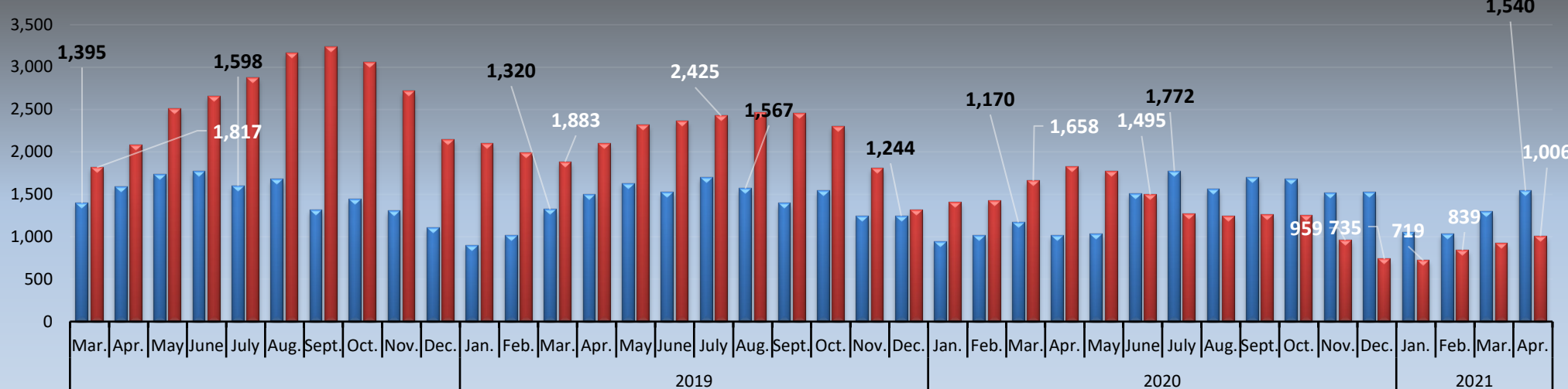
Data for Sacramento County and the City of West Sacramento



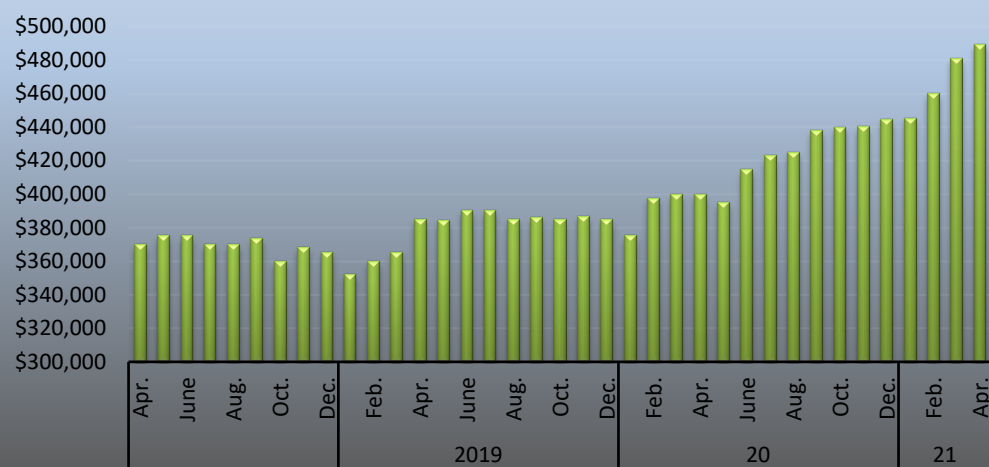
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,904		1,851	2.9%		1,464		30.1%
Active Listing Inventory †	1,006		918	9.6%		1,823		-44.8%
Pending Sales This Month*	1,960		1,843	6.3%		1,683		16.5%
Number of REO Sales	4	0.3%	5	-20%	0.4%	13	1.3%	-69.2%
Number of Short Sales	2	0.1%	5	-60%	0.4%	3	0.3%	-33.3%
Equity Sales	1,534	99.6%	1,282	19.7%	99.2%	997	98.4%	53.9%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,540	100%	1,292	19.2%	100%	1,013	100.0%	52.0%
Months Inventory	0.7 Months		0.7 Months	0.0%		1.8 Months		-61.1%
Dollar Value of Closed Escrows	\$839,720,020		\$674,955,443	24.4%		\$443,623,941		89.3%
Median	\$489,500		\$481,000	1.8%		\$400,000		22.4%
Mean	\$545,273		\$522,411	4.4%		\$437,931		24.5%
Year-to-Date Statistics	1/01/21 to 4/30/21		1/01/21 to 4/30/21			1/1/2020		Change
	SAR monthly data, compiled		MetroList YTD data			4/30/2020		
Number of Closed Escrows	4,920		4,995			4,141		18.8%
Dollar Value of Closed Escrows	\$2,548,173,869		\$258,373,849			\$1,772,383,947		43.8%
Median	\$470,000		\$470,000			\$395,000		19.0%
Mean	\$517,922		\$516,792			\$428,009		21.0%

Sales Volume vs Inventory Volume



Median Sales Price



Sacramento County Statistics

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† 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®.

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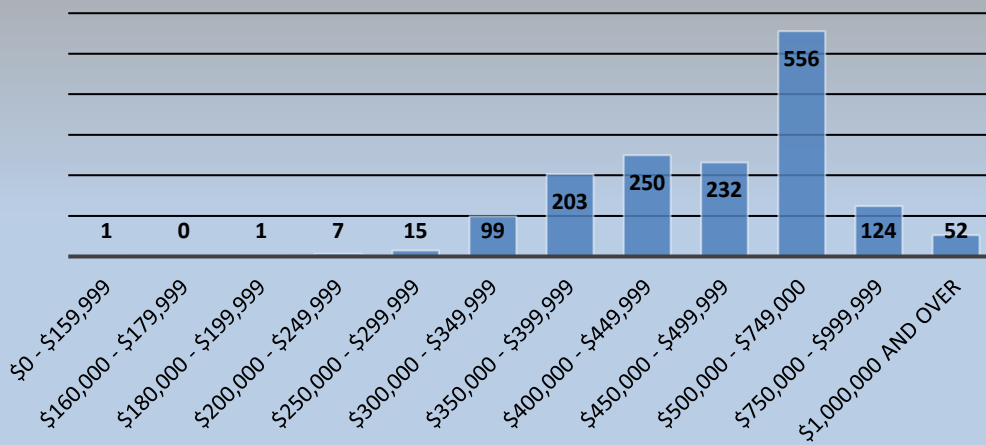
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BREAKDOWN OF SALES BY PRICE

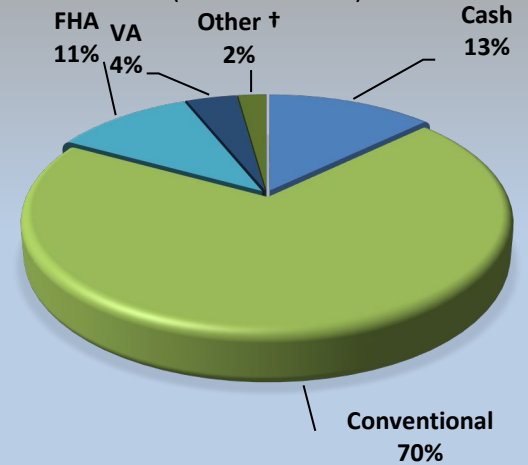
Type of Financing/Days on Market

1 House on Lot

Total: 1,540

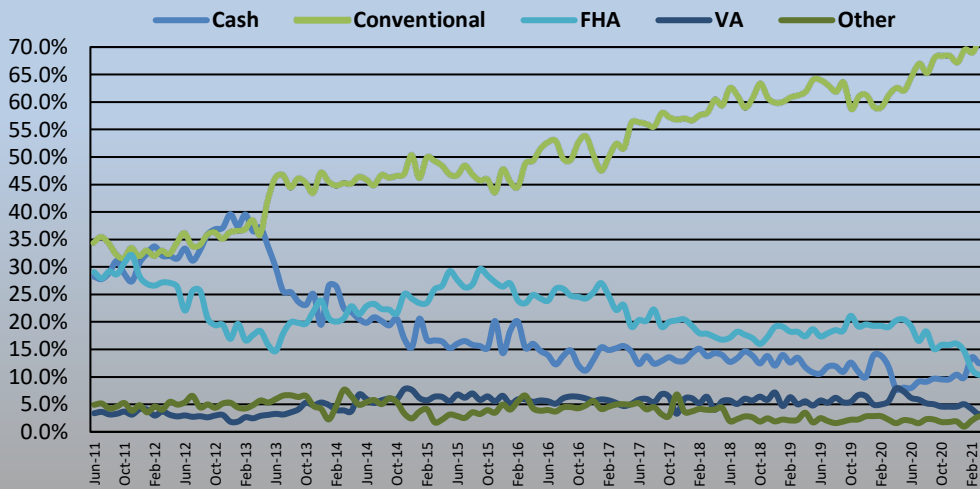


TYPE OF FINANCING (1 House on Lot)

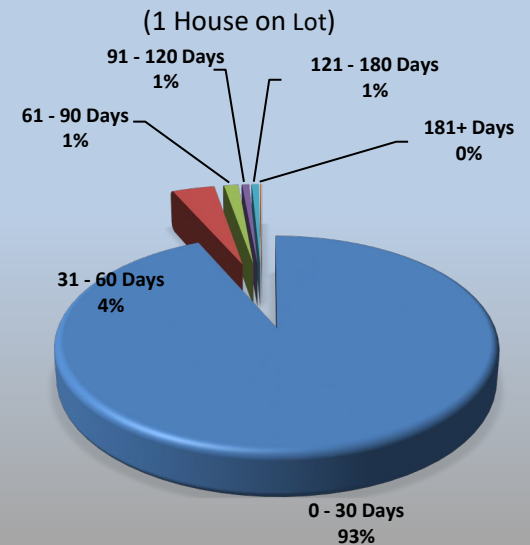


Types of Financing Historical (% of Sales)

(% of Sales)



DAYS ON MARKET (1 House on Lot)



Type of Financing	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		
(Single Family Home only) Financing Method							Current Month	Last 4 Months	Last 12 Months
Cash	199	12.9%	161	12.5%	0 - 30	1,439	93.4%	89.6%	84.3%
Conventional	1,078	70.0%	920	71.2%	31 - 60	59	3.8%	6.2%	9.2%
FHA	168	10.9%	134	10.4%	61 - 90	20	1.3%	2.2%	3.4%
VA	61	4.0%	41	3.2%	91 - 120	10	0.6%	1.0%	1.6%
Other †	34	2.2%	36	2.8%	121 - 180	10	0.6%	0.6%	1.0%
Total	1,540	100.0%	1,292	100.0%	181+	2	0.1%	0.4%	0.5%
					Total	1,540	100.0%	100.0%	100.0%

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

Median DOM:	6	6
Average DOM:	11	13
Average Price/Square Foot:	\$303.8	\$306.3

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Based on Multiple Listing Service data from MetroList® | 2021 SAR

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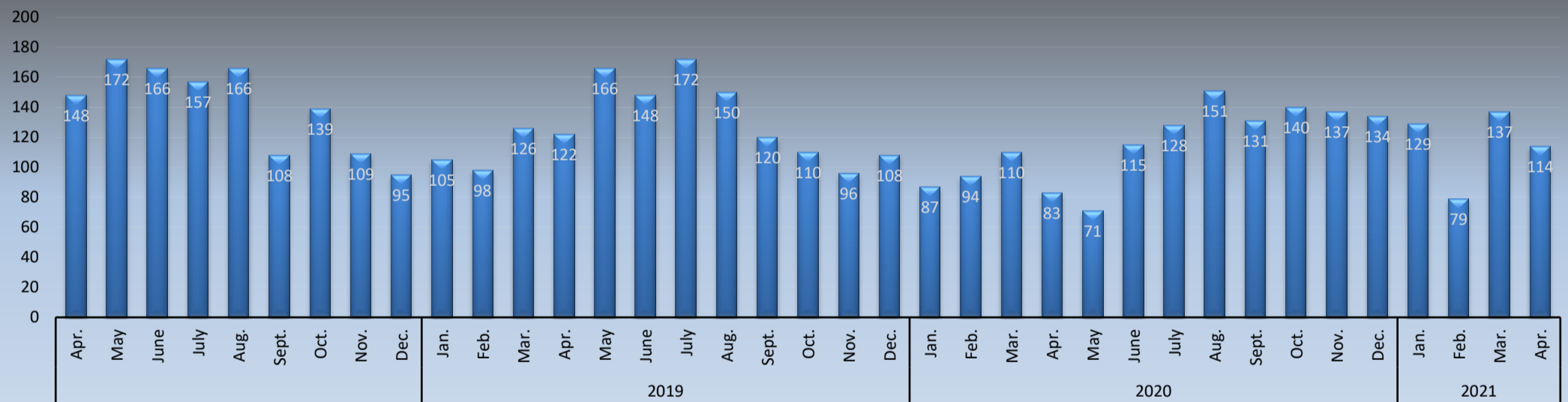
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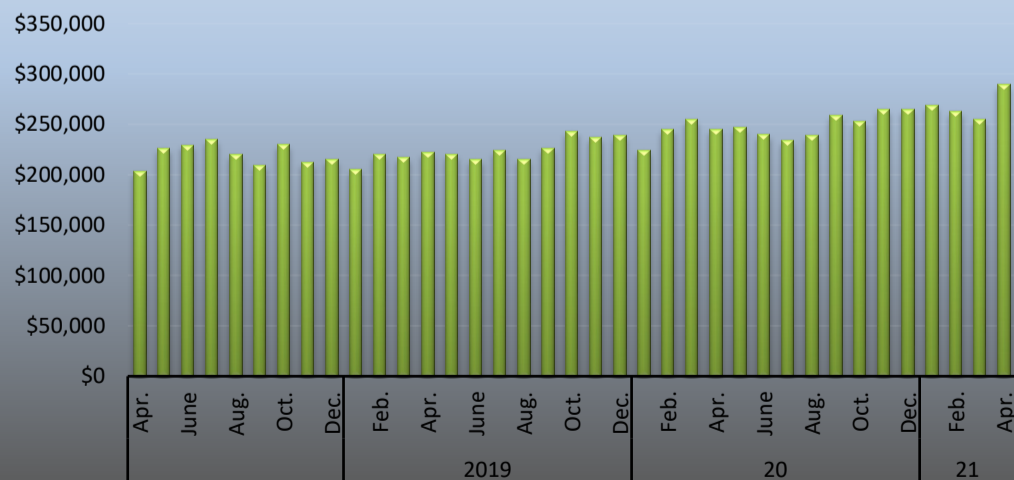
CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	138		149	-7.4%		133		3.8%
Active Listing Inventory †	67		65	3.1%		195		-65.6%
Pending Sales This Month*	156		155	0.6%		116		34.5%
Number of REO Sales	1	0.9%	1	0.0%	0.7%	2	2.4%	N/A
Number of Short Sales	0	0.0%	0	0.0%	0.0%	0	0.0%	N/A
Equity Sales	113	99%	136	-16.9%	99.3%	81	97.6%	39.5%
Total Number of Closed Escrows	114	100%	137	-16.8%	100%	83	100.0%	37.3%
Months Inventory	0.6 Months		0.5 Months	20.0%		2.3 Months		-73.9%
Dollar Value of Closed Escrows	\$36,196,938		\$37,804,382	-4.3%		\$22,363,141		61.9%
Median	\$289,000		\$255,000	13.3%		\$245,000		18.0%
Mean	\$317,517		\$275,944	15.1%		\$269,435		17.8%
Year-to-Date Statistics	1/1/21 to 4/30/21		1/1/21 to 4/30/21			1/1/2020		Change
	SAR monthly data, compiled		MetroList YTD data			4/30/2020		
Number of Closed Escrows	459		465			377		21.8%
Dollar Value of Closed Escrows	\$131,226,072		\$132,895,072			\$98,429,492		33.3%
Median	\$270,000		\$270,000			\$245,000		10.2%
Mean	\$285,896		\$285,796			\$262,800		8.8%

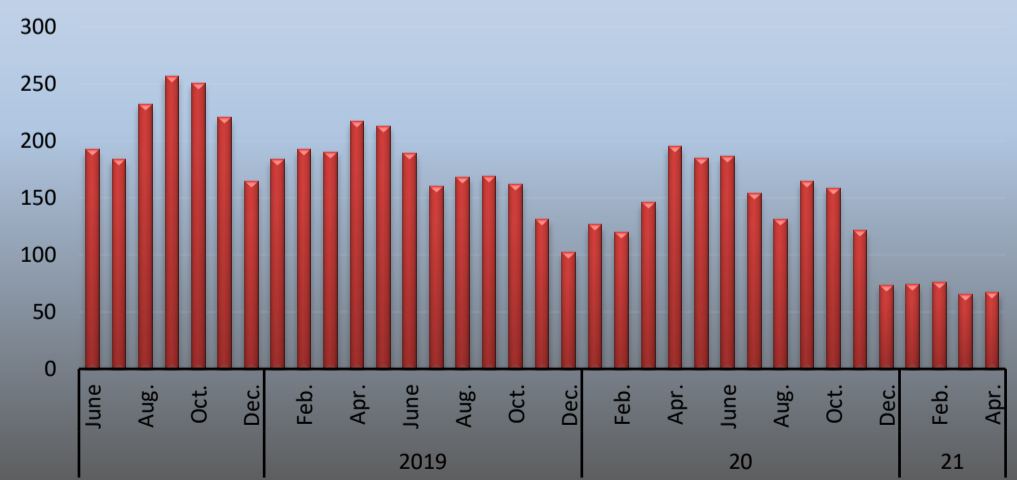
Sales Volume



Median Sales Price



Inventory Volume



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

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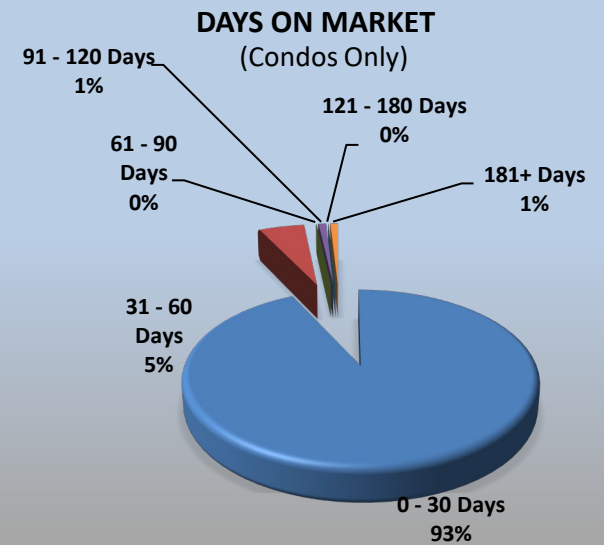
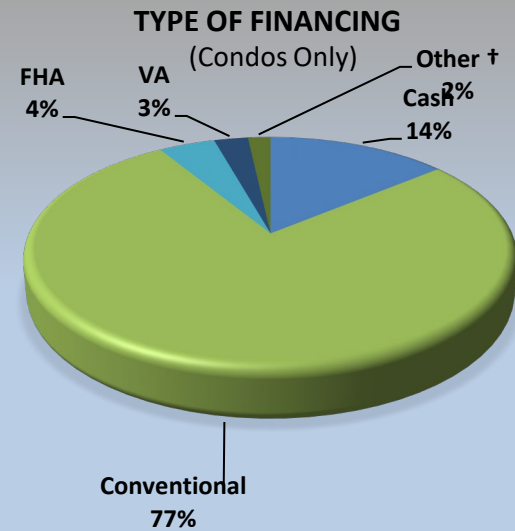
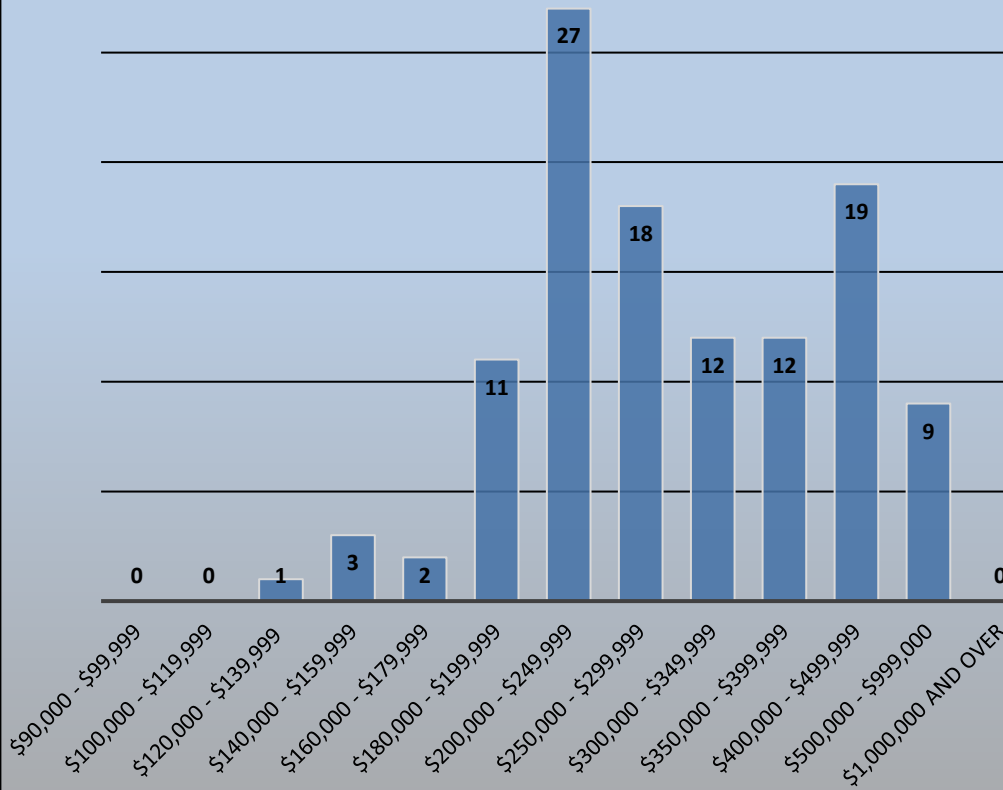
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 114



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	16	14.0%	35	25.5%	0 - 30	106	93.0%	82.8%	79.0%
Conventional	88	77.2%	92	67.2%	31 - 60	6	5.3%	10.9%	12.6%
FHA	5	4.4%	7	5.1%	61 - 90	0	0.0%	3.9%	4.7%
VA	3	2.6%	2	1.5%	91 - 120	1	0.9%	1.1%	1.8%
Other †	2	1.8%	1	0.7%	121 - 180	0	0.0%	0.4%	1.4%
Total	114	100.0%	137	100.0%	181+	1	0.9%	0.9%	0.5%
					Total	114	100.0%	100.0%	100.0%

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

Average DOM: **Current** **Last Month**
12 10

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