

# MLS STATISTICS for May 2016

Data for Sacramento County and the City of West Sacramento



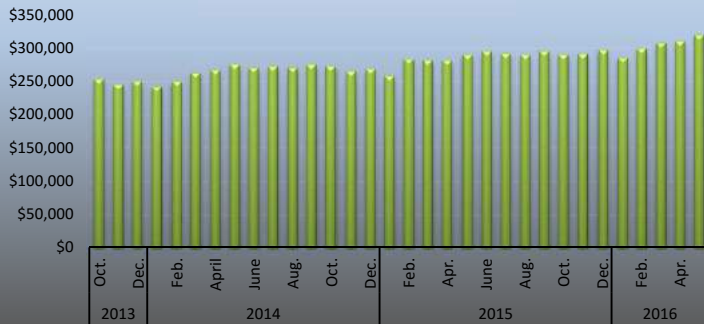
## SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	2,316		2,353	-1.6%		2,293		1.0%
Active Listing Inventory †	2,247		2,102	6.9%		2,732		-17.8%
Active Short Sale (included above)	47		35	34.3%		101		-53.5%
Pending Short Lender Approval	175		134	30.6%		285		-38.6%
Pending Sales This Month	1,615		1,539	4.9%		1,403		15.1%
Number of REO Sales	53	3.3%	52	1.9%	3.3%	83	5.3%	-36.1%
Number of Short Sales	60	3.7%	50	20.0%	3.2%	69	4.4%	-13.0%
Equity Sales**	1,474	91.4%	1,414	4.2%	91.0%	1,405	90.2%	4.9%
Other (non-REO/-Short Sale/-Equity)	25	1.6%	38	-34.2%	2.4%	N/A	N/A	N/A
Total Number of Closed Escrows	1,612	100%	1,554	3.7%	100%	1,557	100.0%	3.5%
Months Inventory	1.4 Months		1.4 Months	0.0%		1.8 Months		-22.2%
Dollar Value of Closed Escrows	\$557,519,024		\$532,675,025	4.7%		\$495,497,822		12.5%
Median	\$319,000		\$310,000	2.9%		\$290,000		10.0%
Mean	\$345,855		\$342,777	0.9%		\$318,239		8.7%
<b>Year-to-Date Statistics</b>	<b>1/01/16 to 5/31/16</b>		<b>1/01/16 to 5/31/16</b>			<b>1/1/2015</b>		<b>Change</b>
	<b>SAR monthly data, compiled</b>		<b>MetroList YTD data</b>			<b>5/31/2016</b>		
Number of Closed Escrows	6,651		6,792			6,531		1.8%
Dollar Value of Closed Escrows	\$2,213,128,240		\$2,259,122,542			\$2,020,366,045		9.5%
Median	\$300,000		\$305,000			\$275,000		9.1%
Mean	\$332,751		\$332,615			\$309,350		7.6%

### Sales Volume



### Median Sales Price



### Inventory Volume



† 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.

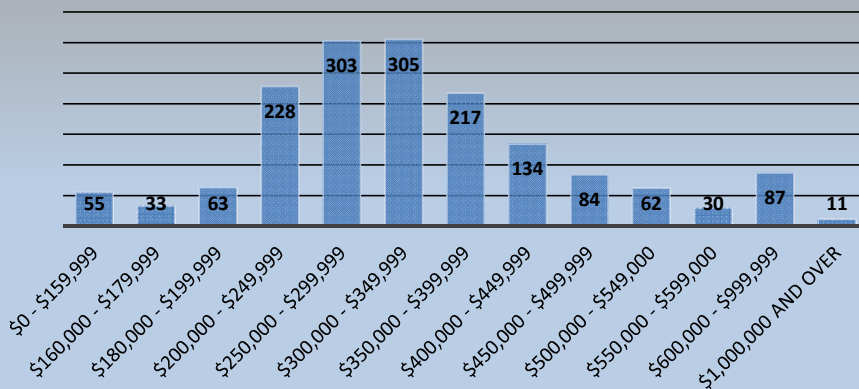
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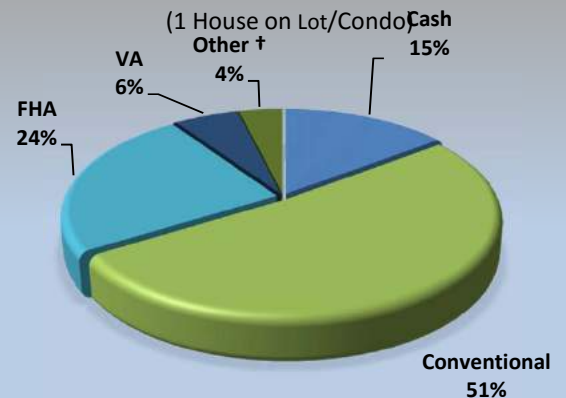
## BREAKDOWN OF SALES BY PRICE

### 1 House on Lot Total: 1,612

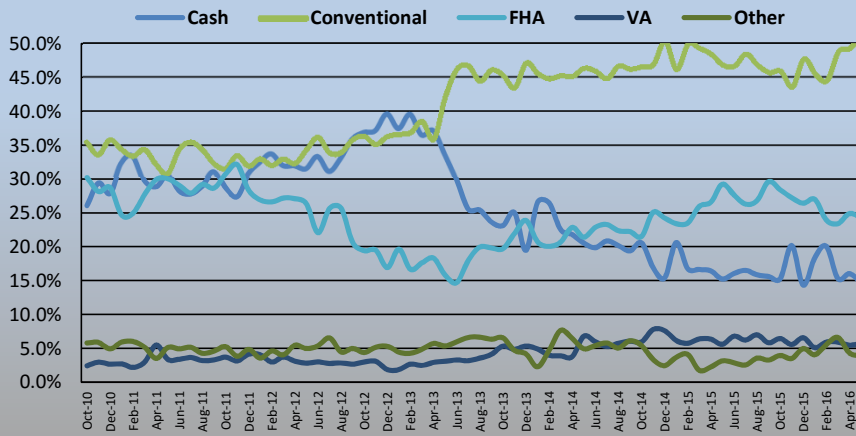


## Type of Financing/Days on Market

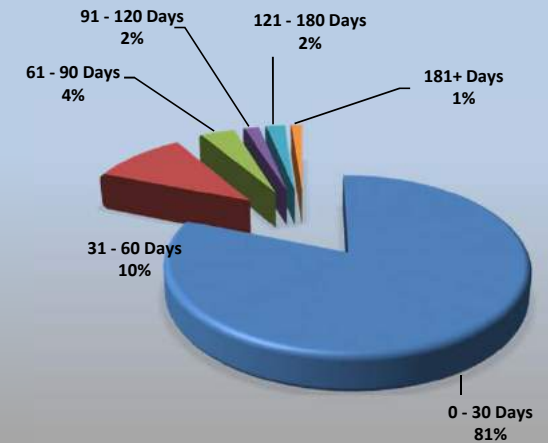
### TYPE OF FINANCING



### Types of Financing Historical (% of Sales)



### DAYS ON MARKET (1 House on Lot/Condo)



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				
					(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	237	14.7%	249	16.0%	0 - 30	1,307	81.1%	74.6%	70.8%
Conventional	830	51.5%	766	49.3%	31 - 60	167	10.4%	12.0%	15.4%
FHA	391	24.3%	387	24.9%	61 - 90	60	3.7%	5.9%	6.8%
VA	92	5.7%	85	5.5%	91 - 120	26	1.6%	3.2%	3.3%
Other †	62	3.8%	67	4.3%	121 - 180	33	2.0%	2.8%	2.5%
<b>Total</b>	<b>1,612</b>	<b>100.0%</b>	<b>1,554</b>	<b>100.0%</b>	<b>181+</b>	<b>19</b>	<b>1.2%</b>	<b>1.5%</b>	<b>1.2%</b>
					<b>Total</b>	<b>1,612</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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

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

	Current	Last Month
<b>Median DOM:</b>	<b>9</b>	<b>10</b>
<b>Average DOM:</b>	<b>22</b>	<b>25</b>
<b>Average Price/Square Foot:</b>	<b>\$205.5</b>	<b>\$202.4</b>

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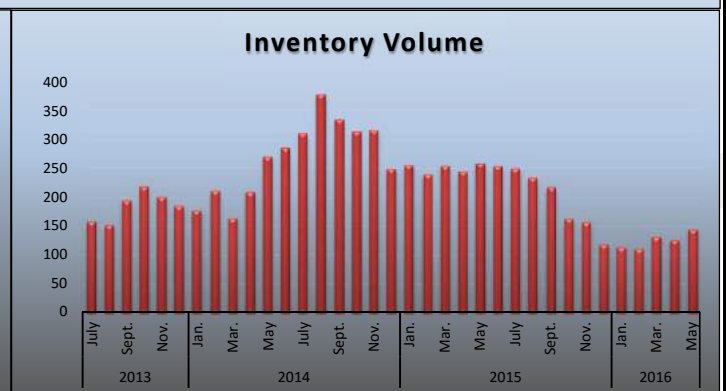
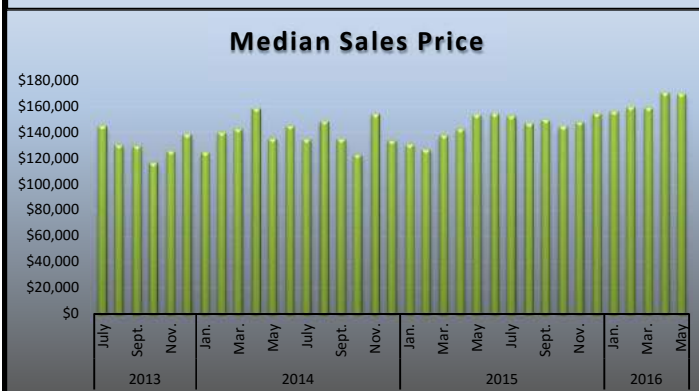
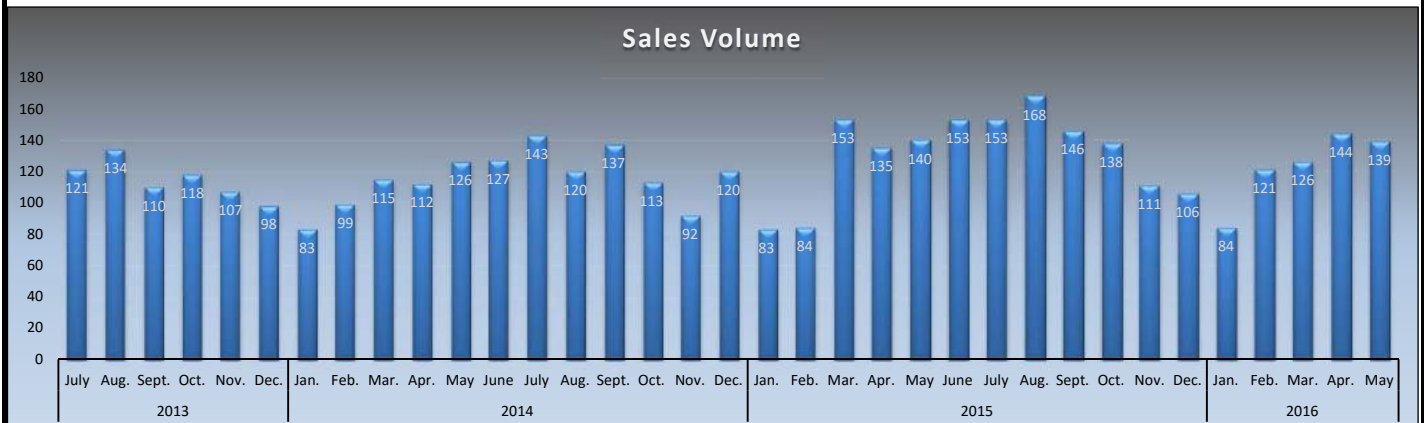
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## CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	184		193	-4.7%		181		1.7%
Active Listing Inventory †	144		126	14.3%		259		-44.4%
Active Short Sale (included above)	5		4	25.0%		20		-75.0%
Pending Short Lender Approval	13		14	-7.1%		31		-58.1%
Pending Sales This Month	128		180	-28.9%		106		20.8%
Number of REO Sales	3	2.2%	5	-40.0%	3.5%	9	6.4%	-66.7%
Number of Short Sales	1	0.7%	3	-66.7%	2.1%	10	7.1%	-90.0%
Equity Sales	135	97.1%	136	-0.7%	94.4%	121	86.4%	11.6%
Total Number of Closed Escrows	139	100%	144	-3.5%	100%	140	100.0%	-0.7%
Months Inventory	1 Months		0.9 Months	11.1%		1.9 Months		-47.4%
Dollar Value of Closed Escrows	\$29,258,215		\$27,412,641	6.7%		\$24,933,316		17.3%
Median	\$170,000		\$170,875	-0.5%		\$154,000		10.4%
Mean	\$204,603		\$190,366	7.5%		\$178,095		14.9%
<b>Year-to-Date Statistics</b>	<b>01/1/16 to 5/31/16</b>		<b>01/1/16 to 5/31/16</b>			<b>1/1/2015</b>		<b>Change</b>
	SAR monthly data, compiled		MetroList YTD data			5/31/2015		
Number of Closed Escrows	614		630			595		3.2%
Dollar Value of Closed Escrows	\$117,000,098		\$119,088,098			\$98,547,768		18.7%
Median	\$157,500		\$165,000			\$140,000		12.5%
Mean	\$190,554		\$189,029			\$165,627		15.1%



† 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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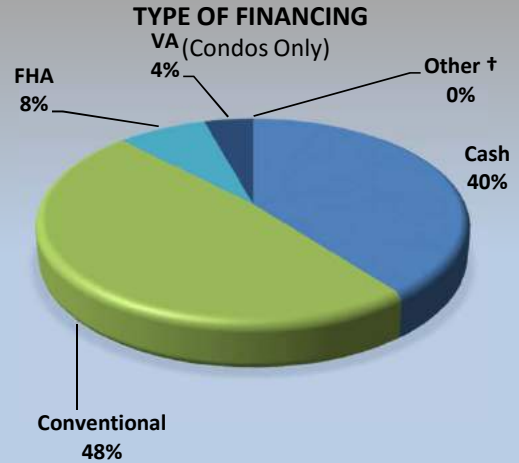
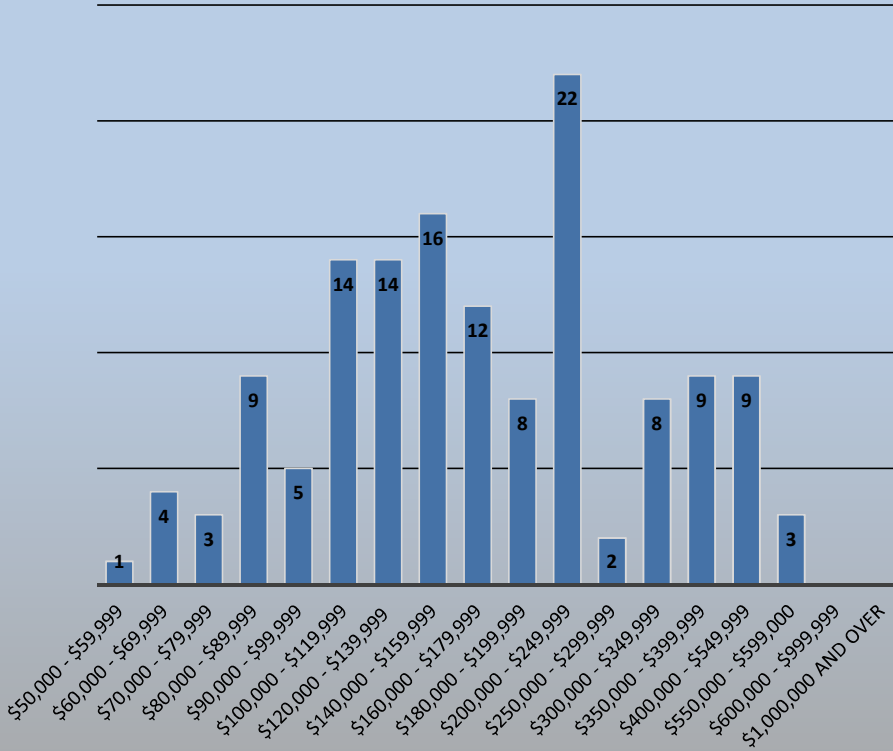
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## BREAKDOWN OF SALES BY PRICE

## Type of Financing/Days on Market

### Condos

Total: 139



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	55	39.6%	51	35.4%	0 - 30	113	81.3%	78.3%	71.4%
Conventional	67	48.2%	67	46.5%	31 - 60	16	11.5%	9.6%	14.3%
FHA	11	7.9%	12	8.3%	61 - 90	4	2.9%	3.4%	6.7%
VA	6	4.3%	6	4.2%	91 - 120	3	2.2%	2.5%	3.1%
Other †	0	0.0%	8	5.6%	121 - 180	2	1.4%	4.3%	3.0%
<b>Total</b>	<b>139</b>	<b>100.0%</b>	<b>144</b>	<b>100.0%</b>	<b>181+</b>	<b>1</b>	<b>0.7%</b>	<b>1.9%</b>	<b>1.6%</b>
					<b>Total</b>	<b>139</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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

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

Current      Last Month

**Average DOM:                      20                      21**

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