

MLS STATISTICS for April 2017

Data for Sacramento County and the City of West Sacramento



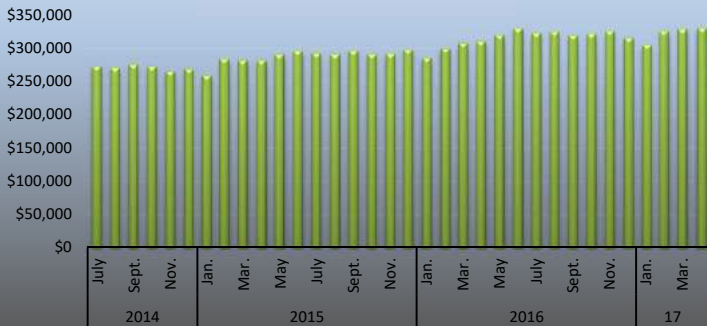
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	2,005		2,042	-1.8%		2,353		-14.8%
Active Listing Inventory †	1,771		1,525	16.1%		2,102		-15.7%
Active Short Sale (included above)	22		21	4.8%		35		-37.1%
Pending Short Lender Approval	57		69	-17.4%		134		-57.5%
Pending Sales This Month	1,181		1,325	-10.9%		1,539		-23.3%
Number of REO Sales	42	2.8%	45	-6.7%	3.2%	52	3.3%	-19.2%
Number of Short Sales	29	1.9%	32	-9.4%	2.3%	50	3.2%	-42.0%
Equity Sales**	1,402	92.7%	1,295	8.3%	92.0%	1,414	91.0%	-0.8%
Other (non-REO/-Short Sale/-Equity)	39	2.6%	35	11.4%	2.5%	38	2.4%	2.6%
Total Number of Closed Escrows	1,512	100%	1,407	7.5%	100%	1,554	100.0%	-2.7%
Months Inventory	1.2 Months		1.1 Months	9.1%		1.4 Months		-14.3%
Dollar Value of Closed Escrows	\$551,830,380		\$503,956,323	9.5%		\$532,675,025		3.6%
Median	\$329,500		\$328,000	0.5%		\$310,000		6.3%
Mean	\$364,967		\$358,178	1.9%		\$342,777		6.5%
Year-to-Date Statistics	4/01/17 to 4/30/17		4/01/17 to 4/30/17			4/1/2016		
	SAR monthly data, compiled		MetroList YTD data			4/30/2016		Change
Number of Closed Escrows	5,048		5,130			5,039		0.2%
Dollar Value of Closed Escrows	\$1,788,912,927		\$1,814,630,100			\$1,655,609,216		8.1%
Median	\$323,000		\$323,000			\$300,000		7.7%
Mean	\$354,381		\$353,729			\$328,193		8.0%

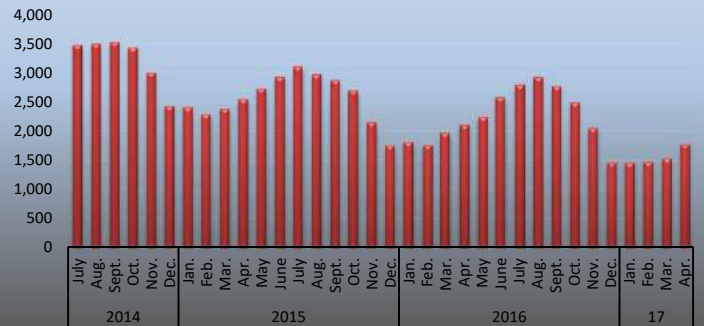
Sales Volume



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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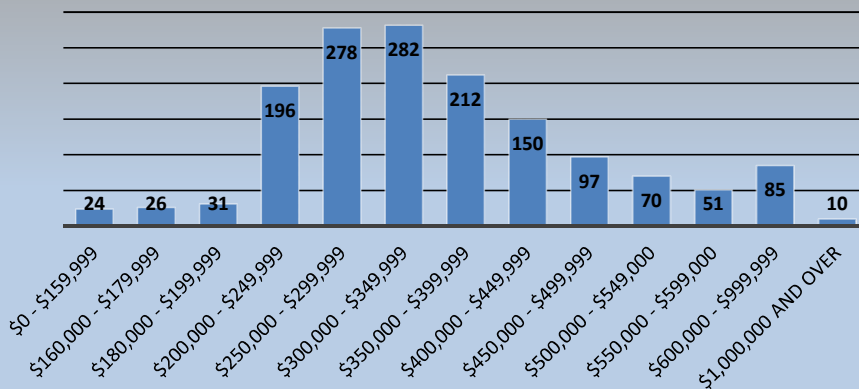
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

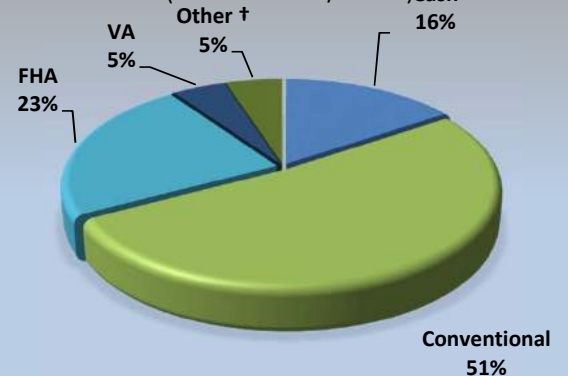
1 House on Lot

Total: 1,512



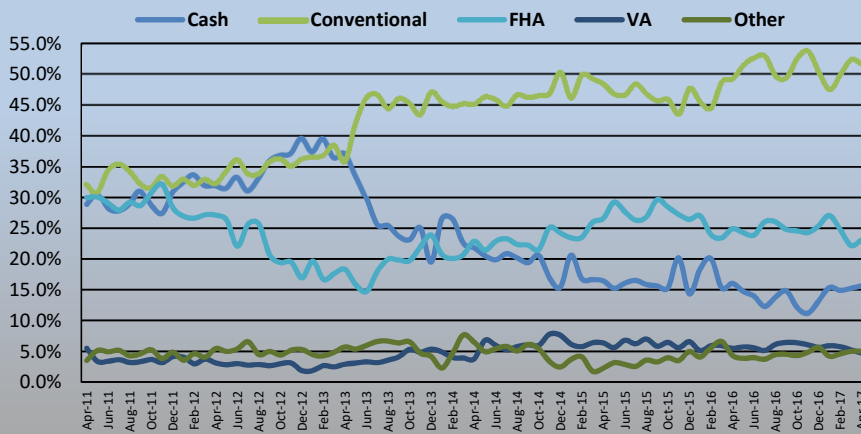
TYPE OF FINANCING

(1 House on Lot/Condo)



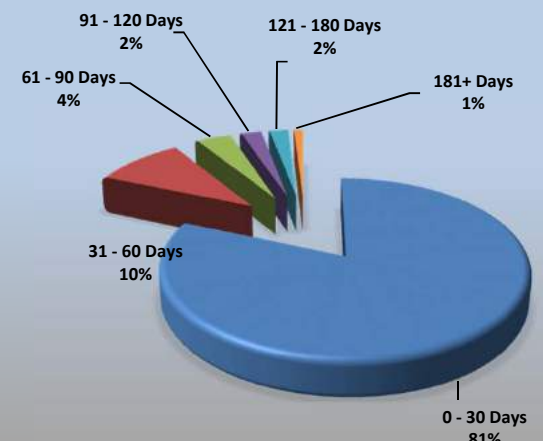
Types of Financing Historical

(% of Sales)



DAYS ON MARKET

(1 House on Lot/Condo)



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		
(Single Family Home only) Financing Method							Current Month	Last 4 Months	Last 12 Months
Cash	236	15.6%	214	15.2%	0 - 30	1,232	81.5%	72.0%	73.9%
Conventional	780	51.6%	737	52.4%	31 - 60	146	9.7%	13.5%	14.6%
FHA	349	23.1%	312	22.2%	61 - 90	56	3.7%	6.7%	5.7%
VA	71	4.7%	74	5.3%	91 - 120	33	2.2%	3.6%	2.7%
Other †	76	5.0%	70	5.0%	121 - 180	31	2.1%	2.9%	2.0%
Total	1,512	100.0%	1,407	100.0%	181+	14	0.9%	1.3%	1.1%
					Total	1,512	100.0%	100.0%	100.0%

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

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

	Current	Last Month
Median DOM:	8	10
Average DOM:	22	27
Average Price/Square Foot:	\$221.4	\$215.9

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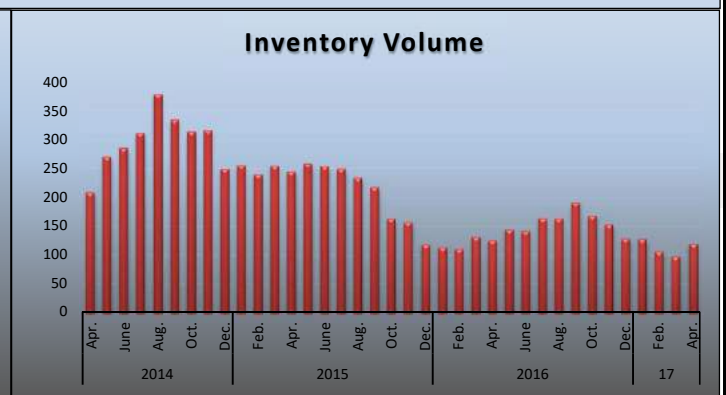
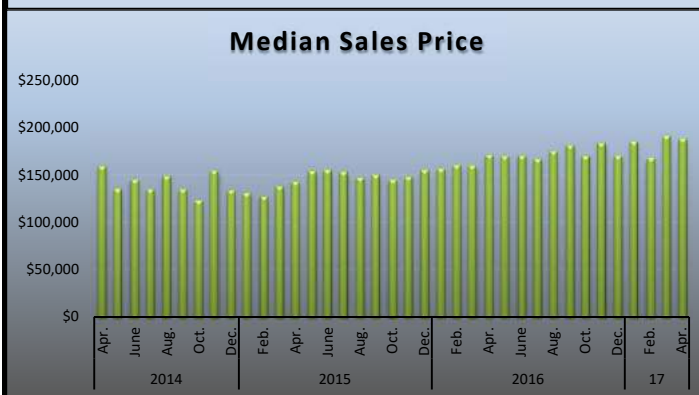
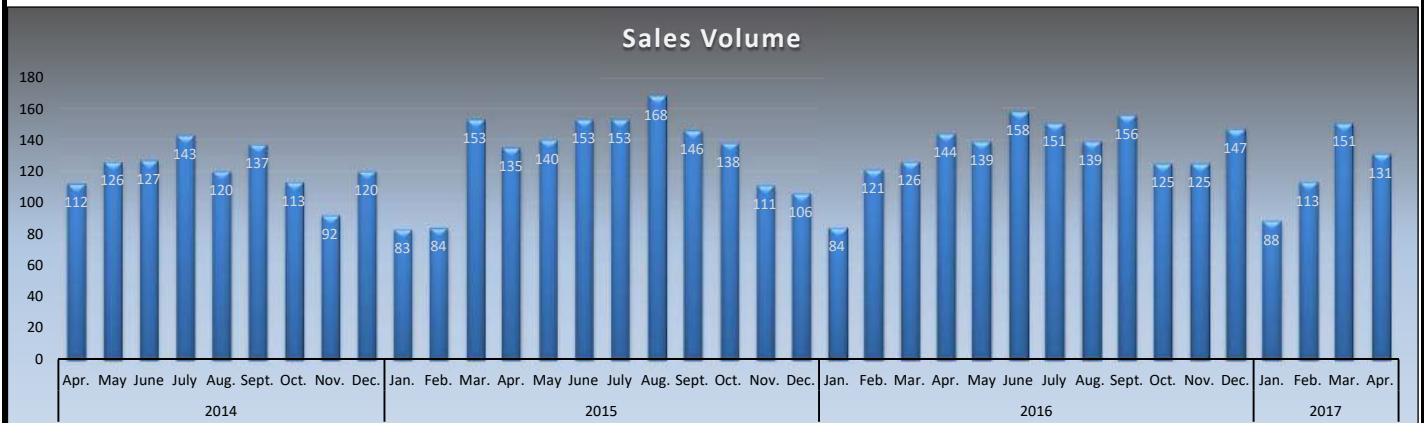
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CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	153		156	-1.9%		193		-20.7%
Active Listing Inventory †	119		98	21.4%		126		-5.6%
Active Short Sale (included above)	1		7	-85.7%		4		-75.0%
Pending Short Lender Approval	7		9	-22.2%		14		-50.0%
Pending Sales This Month	89		91	-2.2%		180		-50.6%
Number of REO Sales	2	1.5%	4	-50.0%	2.6%	5	3.5%	-60.0%
Number of Short Sales	3	2.3%	3	100.0%	2.0%	3	2.1%	0.0%
Equity Sales	126	96.2%	144	-12.5%	95.4%	136	94.4%	-7.4%
Total Number of Closed Escrows	131	100%	151	-13.2%	100%	144	100.0%	-9.0%
Months Inventory	0.9 Months		0.6 Months	50.0%		0.9 Months		0.0%
Dollar Value of Closed Escrows	\$27,583,775		\$31,313,487	-11.9%		\$27,412,641		0.6%
Median	\$188,000		\$191,000	-1.6%		\$170,875		10.0%
Mean	\$210,563		\$207,374	1.5%		\$190,366		10.6%
Year-to-Date Statistics	01/1/17 to 04/30/17		01/1/17 to 04/30/17			1/1/2016		Change
	SAR monthly data, compiled		MetroList YTD data			4/30/2016		
Number of Closed Escrows	458		488			475		-3.6%
Dollar Value of Closed Escrows	\$92,920,348		\$98,267,179			\$87,741,883		5.9%
Median	\$184,944		\$180,000			\$157,500		17.4%
Mean	\$202,882.86		\$201,367			\$183,578		10.5%



† 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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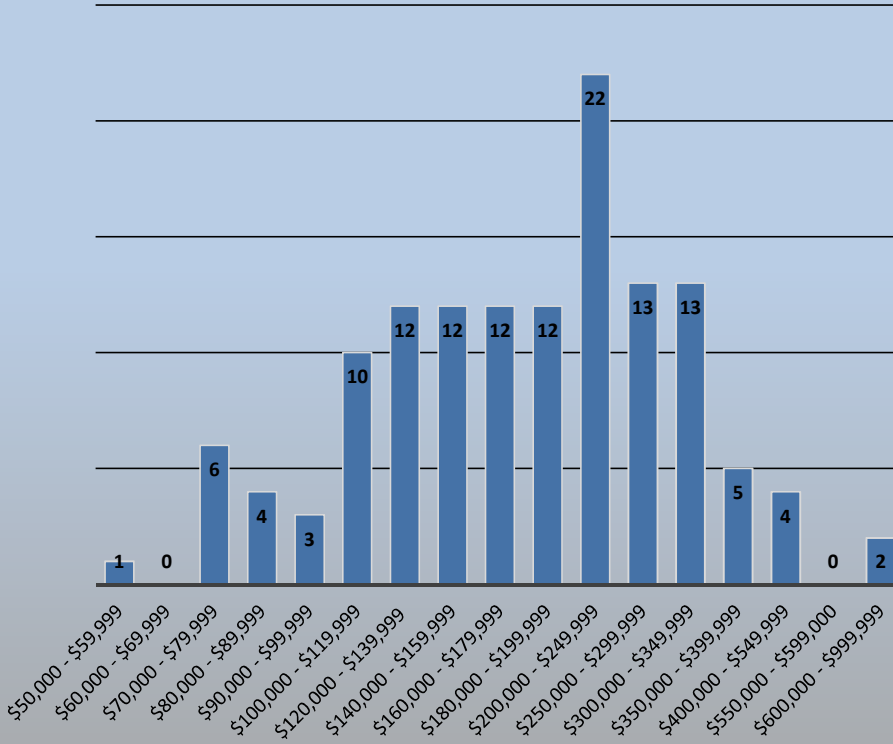
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BREAKDOWN OF SALES BY PRICE

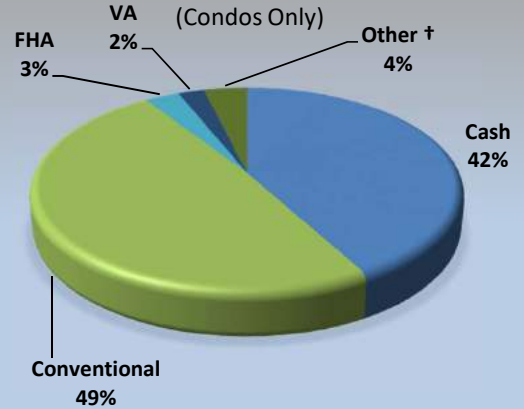
Type of Financing/Days on Market

Condos

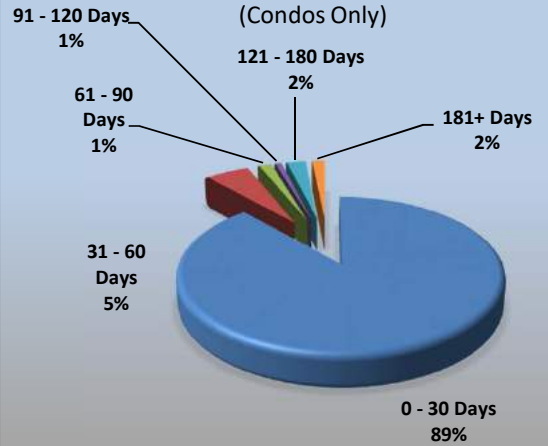
Total: 131



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	55	42.0%	52	34.4%	0 - 30	116	88.5%	76.2%	78.1%
Conventional	64	48.9%	85	56.3%	31 - 60	7	5.3%	13.3%	13.6%
FHA	4	3.1%	9	6.0%	61 - 90	2	1.5%	5.0%	4.4%
VA	3	2.3%	2	1.3%	91 - 120	1	0.8%	2.1%	1.7%
Other †	5	3.8%	3	2.0%	121 - 180	3	2.3%	2.7%	1.6%
Total	131	100.0%	151	100.0%	181+	2	1.5%	0.8%	0.6%
					Total	131	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

Current Last Month

Average DOM: 17 25

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