

MLS STATISTICS for June 2018

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	2,341		2,630	-11.0%		2,377		-1.5%
Active Listing Inventory †	2,660		2,509	6.0%		2,105		26.4%
Active Short Sale (included above)	8		11	-27.3%		16		-50.0%
Pending Short Lender Approval	34		35	-2.9%		61		-44.3%
Pending Sales This Month	1,208		1,464	-17.5%		1,379		-12.4%
Number of REO Sales	18	1.0%	19	-5.3%	1.1%	29	1.6%	-37.9%
Number of Short Sales	14	0.8%	20	-30.0%	1.2%	30	1.6%	-53.3%
Equity Sales**	1,735	98.2%	1,691	2.6%	97.7%	1,735	95.1%	0.0%
Other (non-REO/-Short Sale/-Equity)	0	0.0%	0	0%	0.0%	30	1.6%	-100.0%
Total Number of Closed Escrows	1,767	100%	1,730	2.1%	100%	1,824	100.0%	-3.1%
Months Inventory	1.5 Months		1.5 Months	1.5	0.0%	1.2 Months		25.0%
Dollar Value of Closed Escrows	\$725,167,375		\$712,111,302	1.8%		\$696,536,442		4.1%
Median	\$375,000		\$375,000	0.0%		\$347,250		8.0%
Mean	\$410,395		\$411,625	-0.3%		\$381,873		7.5%
Year-to-Date Statistics	1/01/18 to 6/30/18		1/01/18 to 6/30/18			1/1/2017		Change
	SAR monthly data, compiled		MetroList YTD data			6/30/2017		
Number of Closed Escrows	8,739		8,884			8,603		1.6%
Dollar Value of Closed Escrows	\$3,492,064,504		\$3,543,842,490			\$3,143,955,098		11.1%
Median	\$364,000		\$365,000			\$330,000		10.3%
Mean	\$399,595		\$398,901.68			\$365,449		9.3%

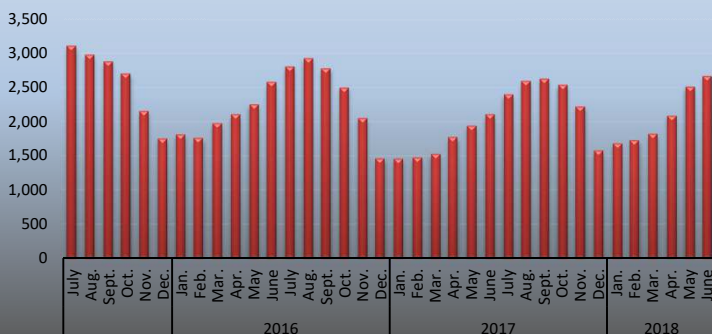
Sales Volume



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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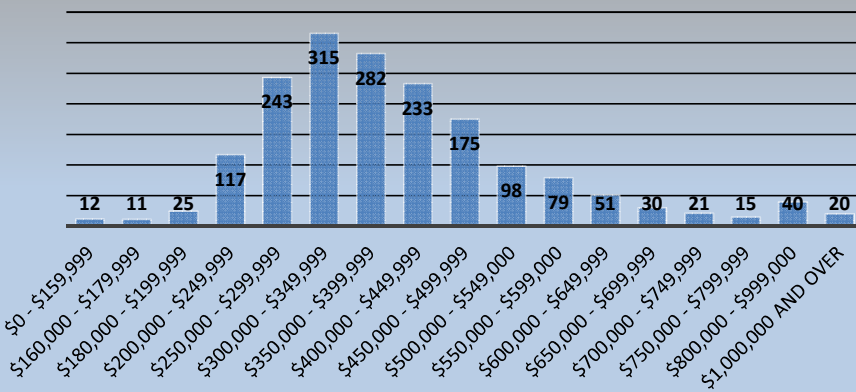
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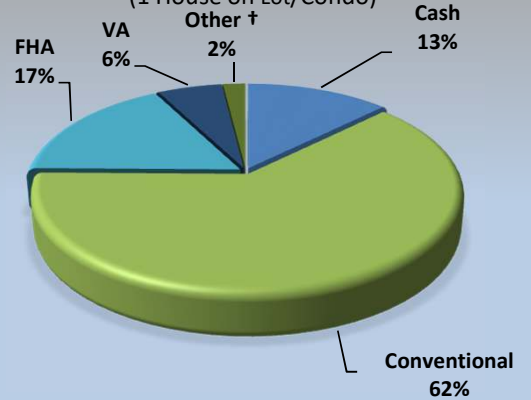
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

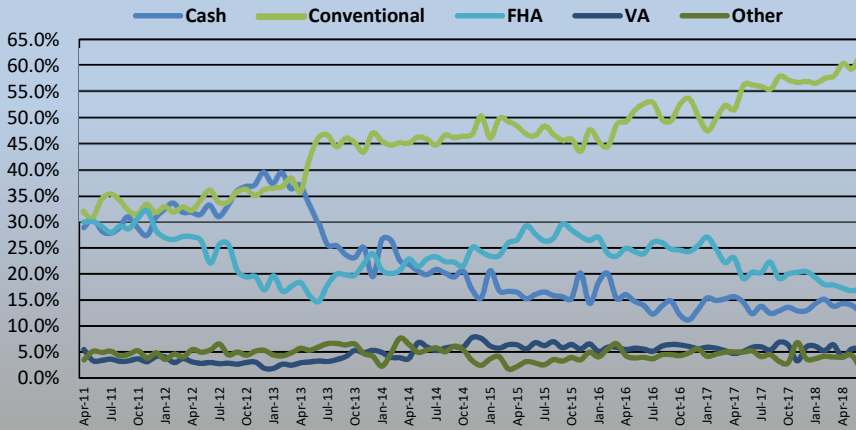
1 House on Lot Total: 1,767



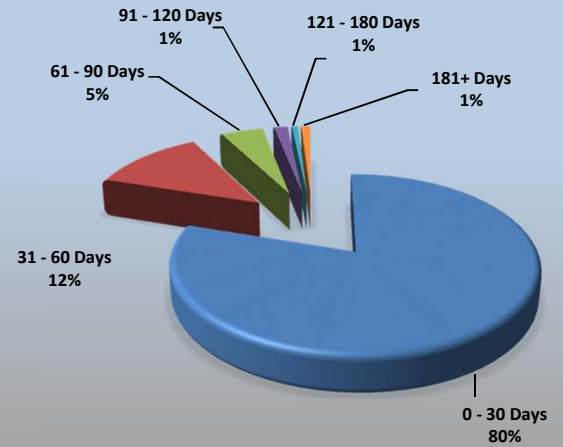
TYPE OF FINANCING (1 House on Lot/Condo)



Types of Financing Historical (% of Sales)



DAYS ON MARKET (1 House on Lot/Condo)



Type of Financing (Single Family Home only) Financing Method	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		
							Current Month	Last 4 Months	Last 12 Months
Cash	225	12.7%	242	14.0%	0 - 30	1,415	80.1%	78.9%	75.2%
Conventional	1104	62.5%	1026	59.3%	31 - 60	217	12.3%	12.1%	14.7%
FHA	302	17.1%	290	16.8%	61 - 90	80	4.5%	4.8%	5.6%
VA	101	5.7%	96	5.5%	91 - 120	26	1.5%	1.9%	2.4%
Other †	35	2.0%	76	4.4%	121 - 180	12	0.7%	1.6%	1.5%
Total	1,767	100.0%	1,730	100.0%	181+	17	1.0%	0.7%	0.6%
					Total	1,767	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:	10	9
Average DOM:	21	20
Average Price/Square Foot:	\$240.2	\$242.0

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Let's Talk About Inventory

Price Range	For Sale	Sold	Months of Inventory
\$0 - \$159,999	9	12	0.8
\$160,000 - \$179,999	15	11	1.4
\$180,000 - \$199,999	25	25	1.0
\$200,000 - \$249,999	165	117	1.4
\$250,000 - \$299,999	298	243	1.2
\$300,000 - \$349,999	388	315	1.2
\$350,000 - \$399,999	395	282	1.4
\$400,000 - \$449,999	261	233	1.1
\$450,000 - \$499,999	273	175	1.6
\$500,000 - \$549,000	165	98	1.7
\$550,000 - \$599,000	153	79	1.9
\$600,000 - \$649,999	101	51	2.0
\$650,000 - \$699,999	83	30	2.8
\$700,000 - \$749,999	42	21	2.0
\$750,000 - \$799,999	57	15	3.8
\$800,000 - \$999,000	114	40	2.9
\$1,000,000 and over	116	20	5.8

Total:

2,660 1,767

Total: 1.5

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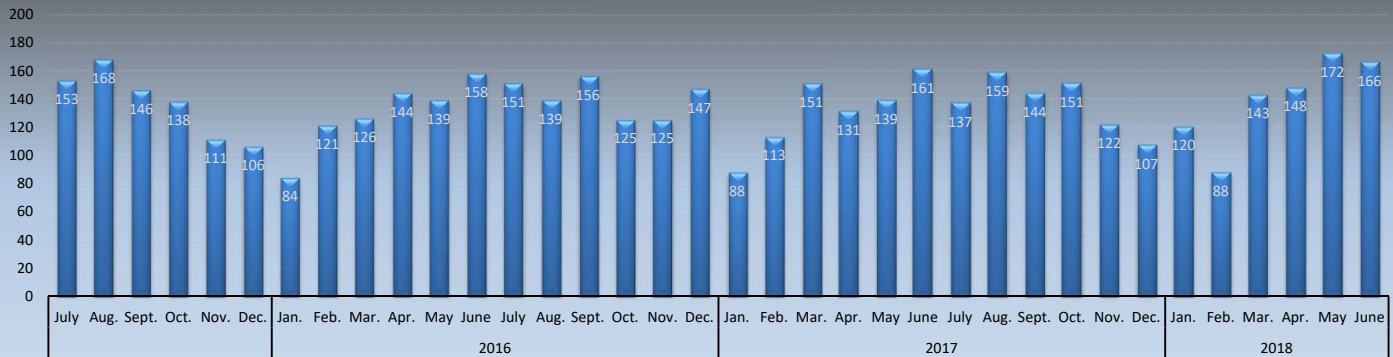
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CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	229		223	2.7%		212		8.0%
Active Listing Inventory †	192		178	7.9%		141		36.2%
Active Short Sale (included above)	0		0	0.0%		2		-100.0%
Pending Short Lender Approval	1		1	0.0%		4		-75.0%
Pending Sales This Month	106		142	-25.4%		123		-13.8%
Number of REO Sales	0	0.0%	1	100.0%	0.6%	2	1.2%	-100.0%
Number of Short Sales	2	1.2%	1	100.0%	0.6%	0	0.0%	#DIV/0!
Equity Sales	164	99%	170	-3.5%	98.8%	159	98.8%	3.1%
Total Number of Closed Escrows	166	100%	172	-3.5%	100%	161	100.0%	3.1%
Months Inventory	1.2 Months		1 Months	20.0%		0.9 Months		33.3%
Dollar Value of Closed Escrows	\$40,186,680		\$44,892,050	-10.5%		\$35,416,837		13.5%
Median	\$229,500		\$226,500	1.3%		\$209,000		9.8%
Mean	\$242,088		\$261,000	-7.2%		\$219,980		10.1%
Year-to-Date Statistics	01/1/18 to 6/30/18		01/1/18 to 6/30/18			1/1/2017		Change
	SAR monthly data, compiled		MetroList YTD data			6/30/2017		
Number of Closed Escrows	837		848			758		10.4%
Dollar Value of Closed Escrows	\$198,488,604		\$200,450,054			\$158,229,954		25.4%
Median	\$217,000		\$219,000			\$193,500		12.1%
Mean	\$237,143		\$236,380			\$208,747		13.6%

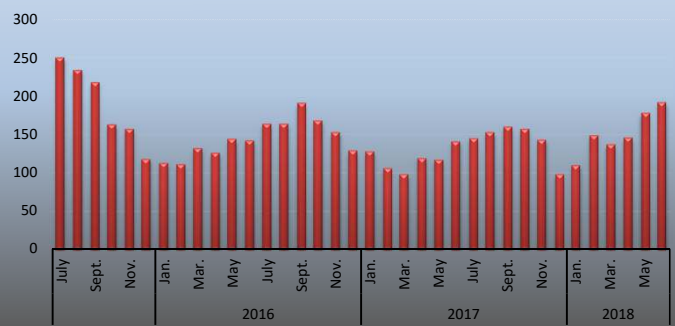
Sales Volume



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. The name has been changed to avoid confusion with sales involving conventional financing for the new buyer

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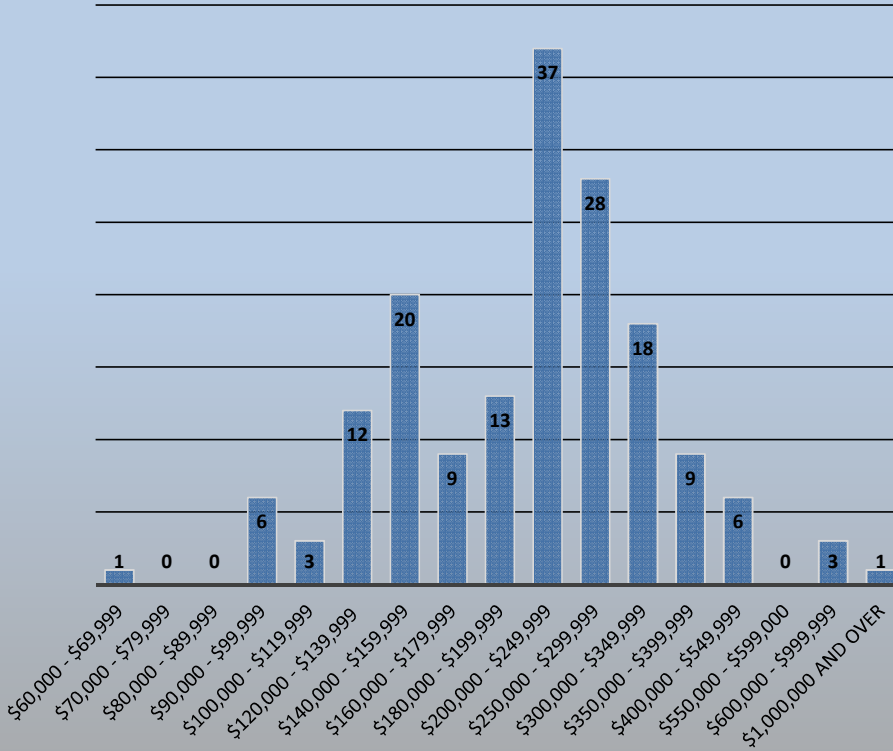
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BREAKDOWN OF SALES BY PRICE

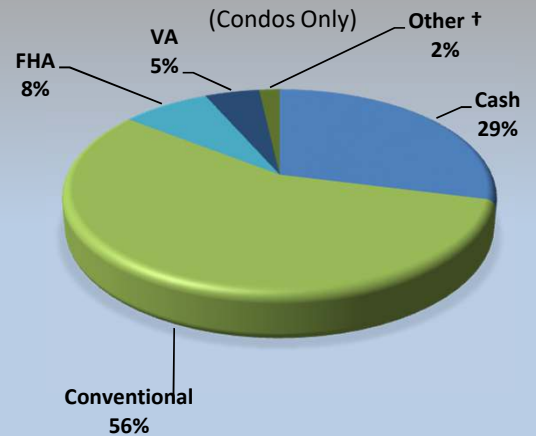
Type of Financing/Days on Market

Condos

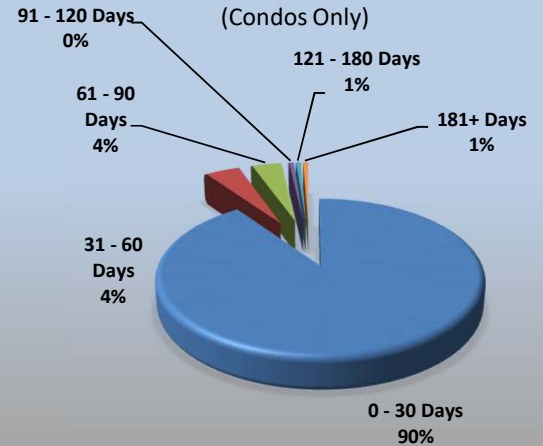
Total: 166



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	48	28.9%	56	32.6%	0 - 30	150	90.4%	87.1%	81.9%
Conventional	94	56.6%	98	57.0%	31 - 60	7	4.2%	6.2%	10.7%
FHA	13	7.8%	8	4.7%	61 - 90	6	3.6%	3.3%	4.1%
VA	8	4.8%	4	2.3%	91 - 120	1	0.6%	1.9%	2.1%
Other †	3	1.8%	6	3.5%	121 - 180	1	0.6%	1.3%	1.0%
Total	166	100.0%	172	100.0%	181+	1	0.6%	0.2%	0.2%
					Total	166	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 **16**
Last Month **16**

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