

MLS STATISTICS for October 2018

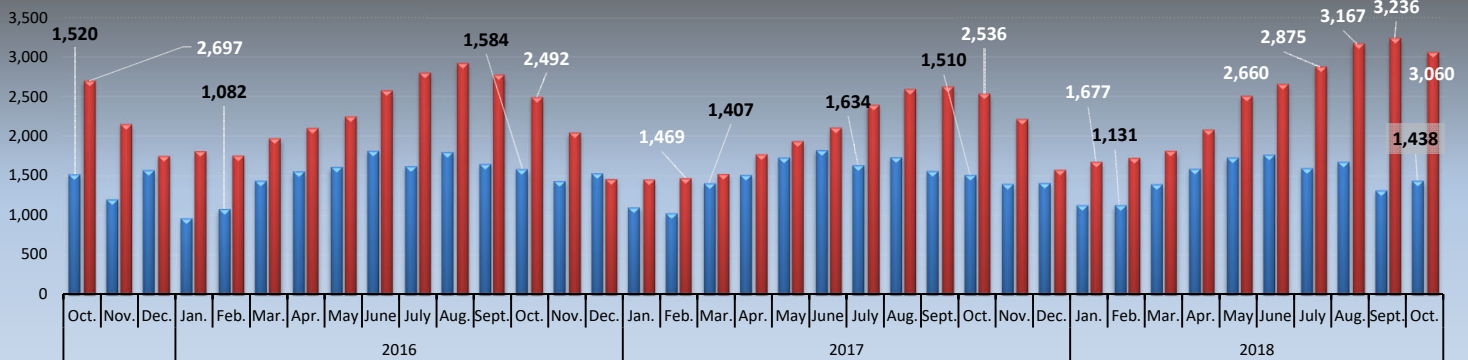
Data for Sacramento County and the City of West Sacramento



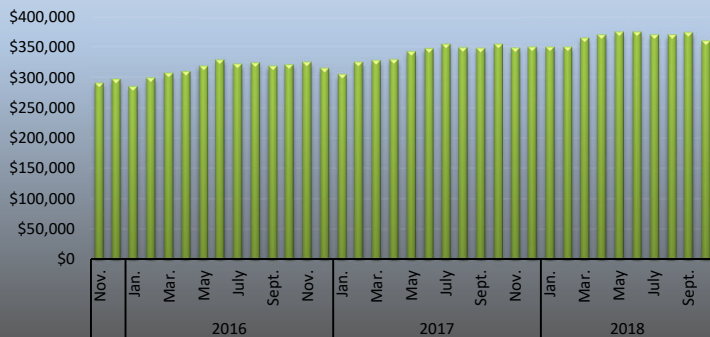
SINGLE FAMILY HOME RESALES

| Monthly Statistics | Current Month | % of Total Sales | Last Month | Change | % of Total Sales | Last Year | % of Total Sales | Change |
|-------------------------------------|-----------------------------------|------------------|----------------------------|--------|------------------|-------------------|------------------|---------------|
| Listings Published this Month | 1,941 | | 1,943 | -0.1% | | 1,989 | | -2.4% |
| Active Listing Inventory † | 3,060 | | 3,236 | -5.4% | | 2,536 | | 20.7% |
| Active Short Sale (included above) | 8 | | 11 | -27.3% | | 18 | | -55.6% |
| Pending Short Lender Approval | 27 | | 30 | -10.0% | | 54 | | -50.0% |
| Pending Sales This Month | 834 | | 1,055 | -20.9% | | 1,230 | | -32.2% |
| Number of REO Sales | 13 | 0.9% | 13 | 0.0% | 1.0% | 11 | 0.7% | 18.2% |
| Number of Short Sales | 12 | 0.8% | 12 | 0.0% | 0.9% | 11 | 0.7% | 9.1% |
| Equity Sales** | 1,413 | 98.3% | 1,293 | 9.3% | 98.1% | 1,488 | 98.5% | -5.0% |
| Other (non-REO/-Short Sale/-Equity) | 0 | 0.0% | 0 | 0% | 0.0% | 0 | 0.0% | N/A |
| Total Number of Closed Escrows | 1,438 | 100% | 1,318 | 9.1% | 100% | 1,510 | 100.0% | -4.8% |
| Months Inventory | 2.1 Months | | 2.5 Months | -16.0% | | 1.7 Months | | 23.5% |
| Dollar Value of Closed Escrows | \$579,002,911 | | \$538,048,899 | 7.6% | | \$584,041,469 | | -0.9% |
| Median | \$360,000 | | \$373,700 | -3.7% | | \$355,000 | | 1.4% |
| Mean | \$402,645 | | \$408,231 | -1.4% | | \$386,782 | | 4.1% |
| Year-to-Date Statistics | 1/01/18 to 10/31/18 | | 1/01/18 to 10/31/18 | | | 1/1/2017 | | Change |
| | SAR monthly data, compiled | | MetroList YTD data | | | 10/31/2017 | | |
| Number of Closed Escrows | 14,769 | | 15,106 | | | 15,041 | | -1.8% |
| Dollar Value of Closed Escrows | \$5,930,518,428 | | \$6,052,011,410 | | | \$5,612,811,477 | | 5.7% |
| Median | \$365,000 | | \$365,000 | | | \$337,000 | | 8.3% |
| Mean | \$401,552 | | \$400,636 | | | \$369,692 | | 8.6% |

Sales Volume vs Inventory Volume



Median Sales Price



Sacramento County Statistics

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David Broker
 REALTOR®/Specialist

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† 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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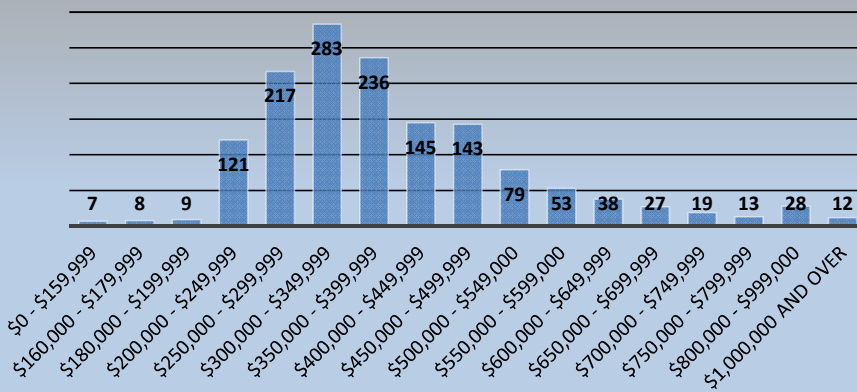
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

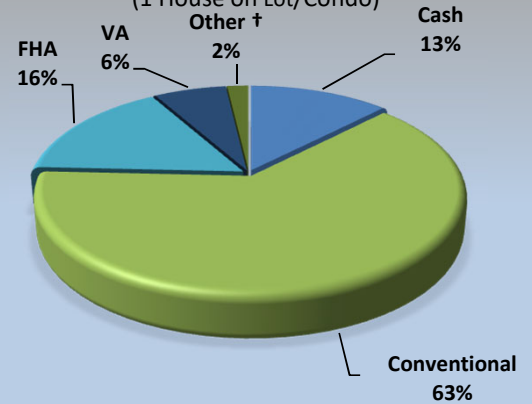
Type of Financing/Days on Market

1 House on Lot

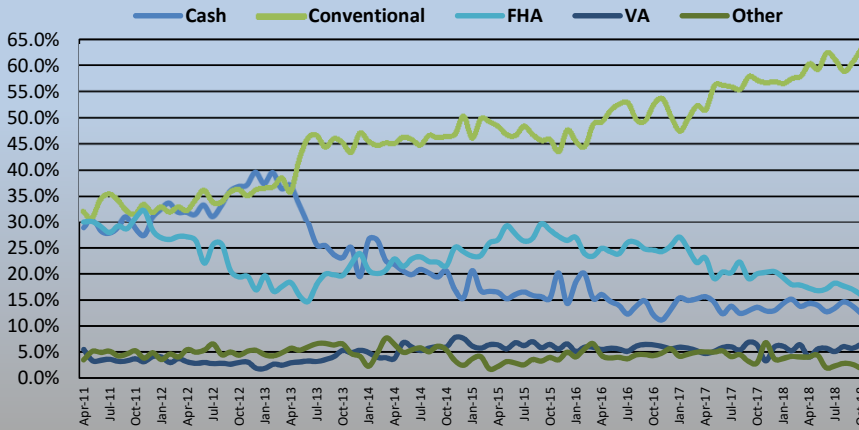
Total: 1,438



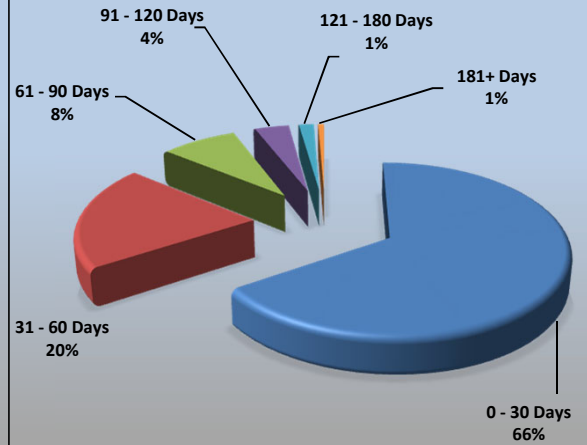
TYPE OF FINANCING (1 House on Lot/Condo)



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 | 179 | 12.4% | 183 | 13.9% | 0 - 30 | 944 | 65.6% | 72.4% | 73.1% |
| Conventional | 910 | 63.3% | 800 | 60.7% | 31 - 60 | 292 | 20.3% | 17.6% | 15.9% |
| FHA | 230 | 16.0% | 225 | 17.1% | 61 - 90 | 117 | 8.1% | 6.2% | 6.3% |
| VA | 92 | 6.4% | 75 | 5.7% | 91 - 120 | 53 | 3.7% | 2.3% | 2.6% |
| Other † | 27 | 1.9% | 35 | 2.7% | 121 - 180 | 23 | 1.6% | 1.1% | 1.5% |
| Total | 1,438 | 100.0% | 1,318 | 100.0% | 181+ | 9 | 0.6% | 0.4% | 0.6% |
| | | | | | Total | 1,438 | 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: | 19 | 15 |
| Average DOM: | 30 | 26 |
| Average Price/Square Foot: | \$240.8 | \$242.3 |

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Based on Multiple Listing Service data from MetroList® | 2018 SAR

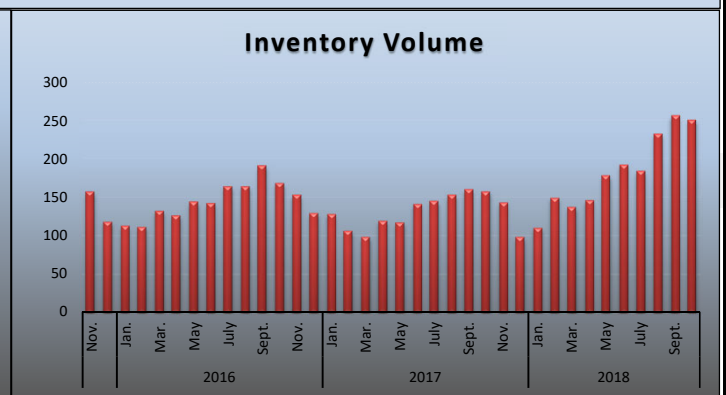
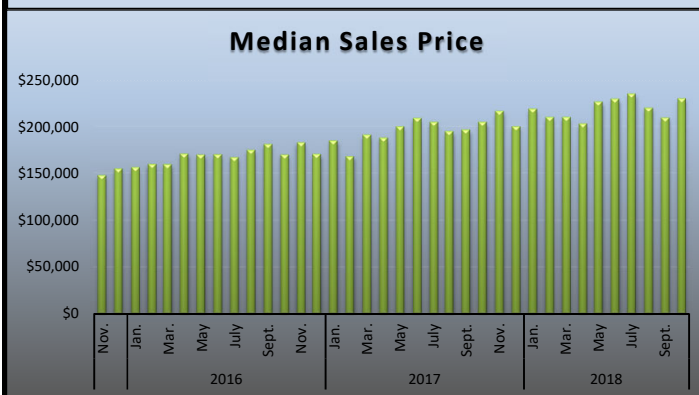
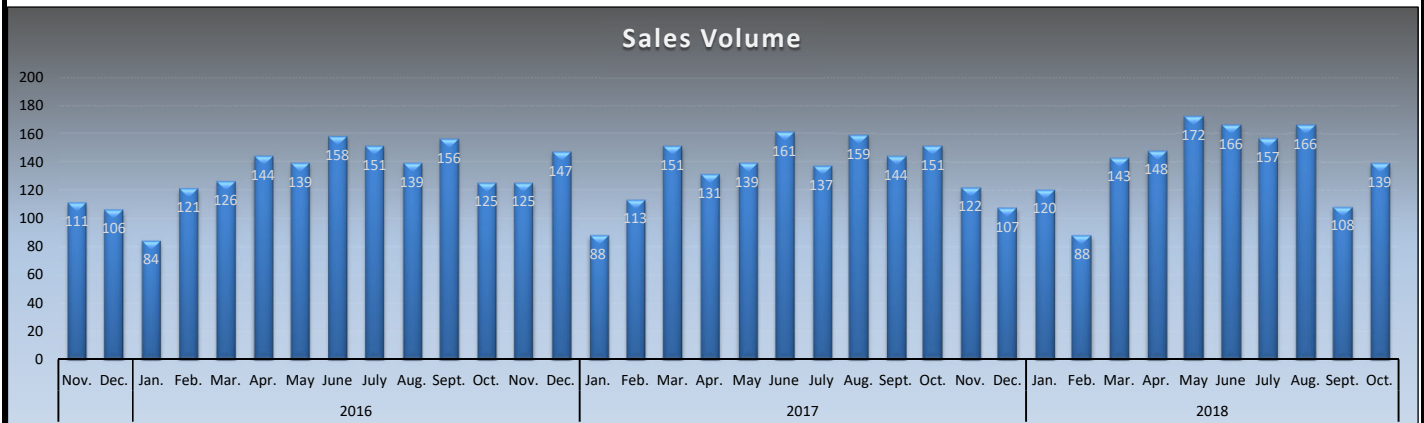
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MLS STATISTICS for October 2018
Data for Sacramento County and the City of West Sacramento



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 | 140 | | 178 | -21.3% | | 163 | | -14.1% |
| Active Listing Inventory † | 250 | | 256 | -2.3% | | 157 | | 59.2% |
| Active Short Sale (included above) | 0 | | 0 | 0.0% | | 0 | | N/A |
| Pending Short Lender Approval | 0 | | 0 | 0.0% | | 3 | | -100.0% |
| Pending Sales This Month | 61 | | 93 | -34.4% | | 100 | | -39.0% |
| Number of REO Sales | 0 | 0.0% | 0 | 100.0% | 0.0% | 1 | 0.7% | N/A |
| Number of Short Sales | 1 | 0.7% | 0 | 100.0% | 0.0% | 1 | 0.7% | N/A |
| Equity Sales | 138 | 99% | 108 | 27.8% | 100.0% | 149 | 98.7% | -7.4% |
| Total Number of Closed Escrows | 139 | 100% | 108 | 28.7% | 100% | 151 | 100.0% | -7.9% |
| Months Inventory | 1.8 Months | | 2.4 Months | -25.0% | | 1 Months | | 80.0% |
| Dollar Value of Closed Escrows | \$33,743,829 | | \$24,620,899 | 37.1% | | \$33,882,740 | | -0.4% |
| Median | \$229,900 | | \$209,450 | 9.8% | | \$205,000 | | 12.1% |
| Mean | \$242,761 | | \$227,971 | 6.5% | | \$224,389 | | 8.2% |
| Year-to-Date Statistics | 01/1/18 to 10/31/18 | | 01/1/18 to 10/31/18 | | | 1/1/2017 | | Change |
| | SAR monthly data, compiled | | MetroList YTD data | | | 10/31/2017 | | |
| Number of Closed Escrows | 1,407 | | 1,439 | | | 1,342 | | 4.8% |
| Dollar Value of Closed Escrows | \$335,062,209 | | \$341,347,059 | | | \$281,257,873 | | 19.1% |
| Median | \$220,000 | | \$220,000 | | | \$195,000 | | 12.8% |
| Mean | \$238,139 | | \$237,211 | | | \$211,060 | | 12.8% |



† 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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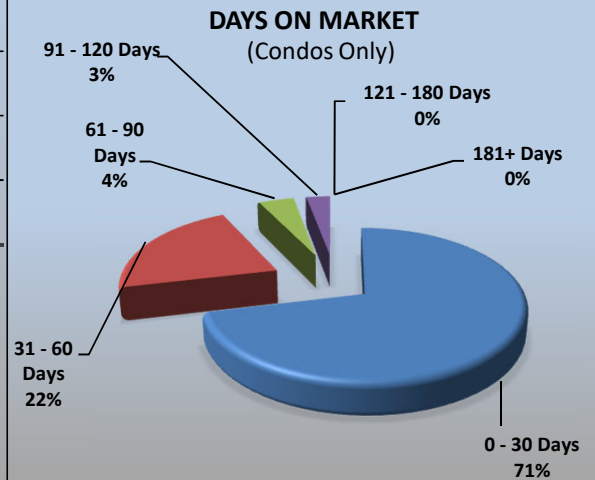
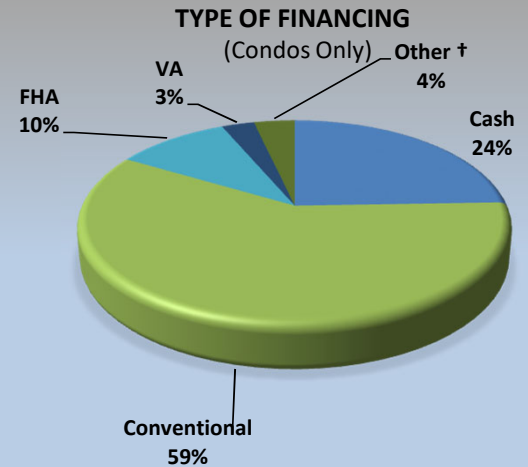
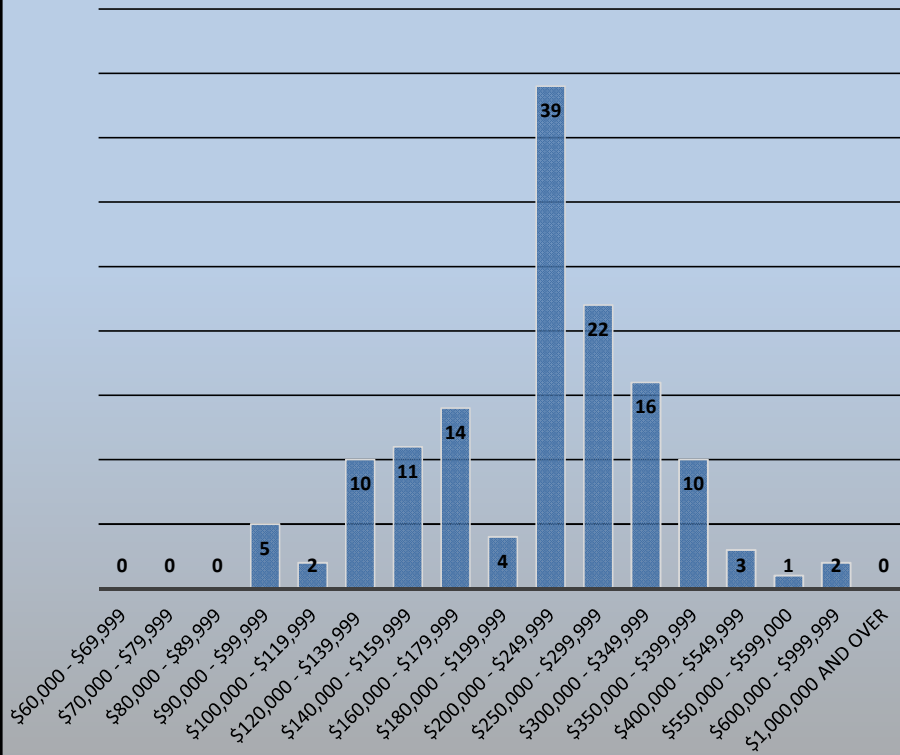
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BREAKDOWN OF SALES BY PRICE

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 | 34 | 24.5% | 20 | 18.5% | 0 - 30 | 99 | 71.2% | 76.1% | 79.6% |
| Conventional | 82 | 59.0% | 75 | 69.4% | 31 - 60 | 30 | 21.6% | 16.0% | 12.1% |
| FHA | 14 | 10.1% | 11 | 10.2% | 61 - 90 | 6 | 4.3% | 6.1% | 5.3% |
| VA | 4 | 2.9% | 0 | 0.0% | 91 - 120 | 4 | 2.9% | 1.4% | 2.0% |
| Other † | 5 | 3.6% | 2 | 1.9% | 121 - 180 | 0 | 0.0% | 0.0% | 0.7% |
| Total | 139 | 100.0% | 108 | 100.0% | 181+ | 0 | 0.0% | 0.4% | 0.2% |
| | | | | | Total | 139 | 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 **23**
Last Month **19**

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