

# MLS STATISTICS for December 2019

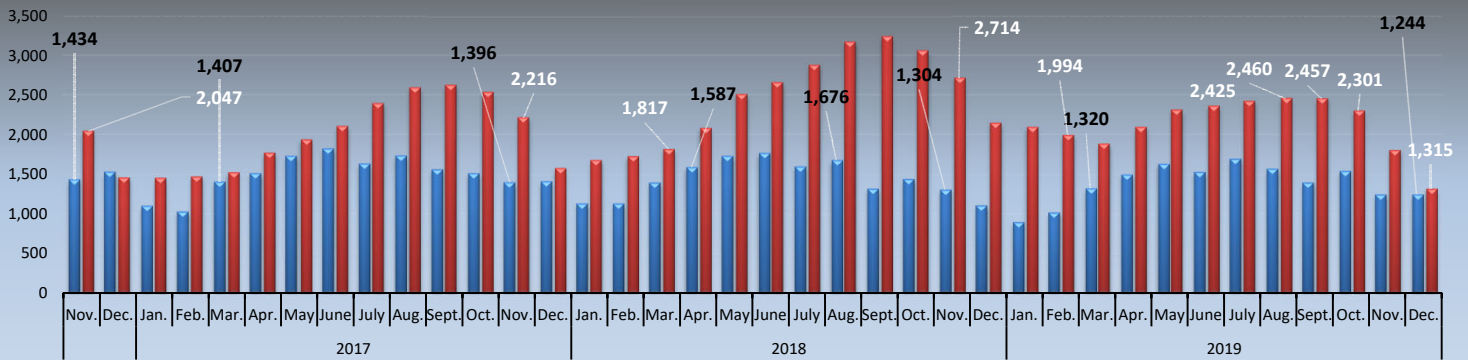
Data for Sacramento County and the City of West Sacramento



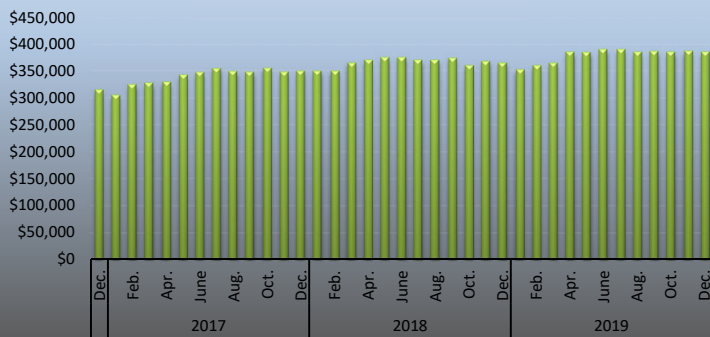
## SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	829		1,162	-28.7%		885		-6.3%
Active Listing Inventory †	1,315		1,803	-27.1%		2,149		-38.8%
Pending Sales This Month*	1,205		1,653	-27.1%		567		112.5%
Number of REO Sales	14	1.1%	13	8%	1.0%	9	0.8%	55.6%
Number of Short Sales	5	0.4%	1	400%	0.1%	6	0.5%	-16.7%
Equity Sales	1,225	98.5%	1,228	-0.2%	98.9%	1,089	98.6%	12.5%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,244	100%	1,242	0.2%	100%	1,104	100.0%	12.7%
Months Inventory	1.1 Months		1.5 Months	-26.7%		1.9 Months		-42.1%
Dollar Value of Closed Escrows	\$521,066,614		\$651,806,067	-20.1%		\$444,819,674		17.1%
Median	\$385,000		\$385,000	0.0%		\$363,500		5.9%
Mean	\$418,864		\$426,706	-1.8%		\$402,916		4.0%
<b>Year-to-Date Statistics</b>	<b>1/01/19 to 12/31/19</b>		<b>1/01/19 to 12/31/19</b>			<b>1/1/2018</b>		
	SAR monthly data, compiled		MetroList YTD data			12/31/2018		Change
Number of Closed Escrows	16,561		16,950			17,177		-3.6%
Dollar Value of Closed Escrows	\$6,891,156,551		\$7,095,594,206			\$6,903,354,250		-0.2%
Median	\$380,000		\$380,000			\$365,000		4.1%
Mean	\$416,107.51		\$418,619			\$401,895		3.5%

### Sales Volume vs Inventory Volume



### Median Sales Price



### Sacramento County Statistics brought to you by:

**Your Real Estate Office**

**David Brooker**  
REALTOR®/Specialist

Would you like to see your contact info here?  
Contact [tony@sacrealtor.org](mailto:tony@sacrealtor.org) for details.

\*SAR Members Only\*

† 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®.

Based on Multiple Listing Service data from MetroList® | 2019 SAR

# MLS STATISTICS for December 2019

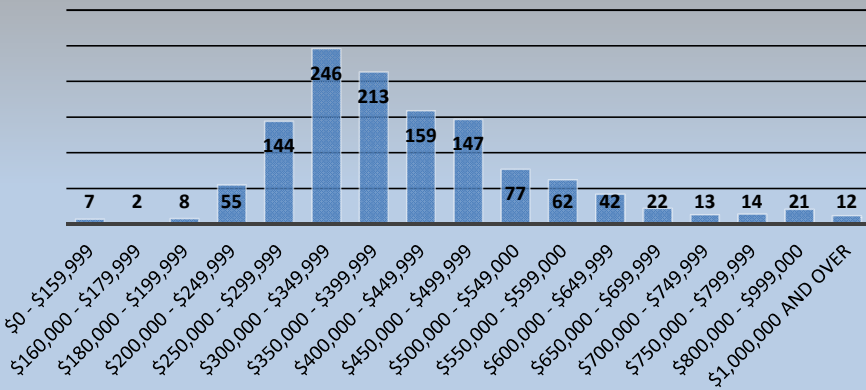
## Data for Sacramento County and the City of West Sacramento

### BREAKDOWN OF SALES BY PRICE

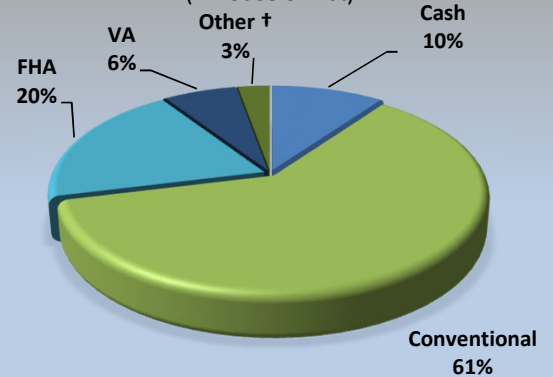
### Type of Financing/Days on Market

#### 1 House on Lot

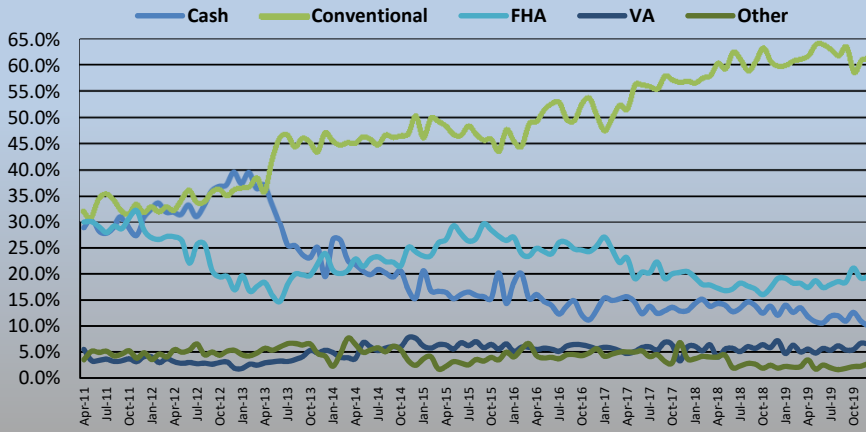
Total: 1,244



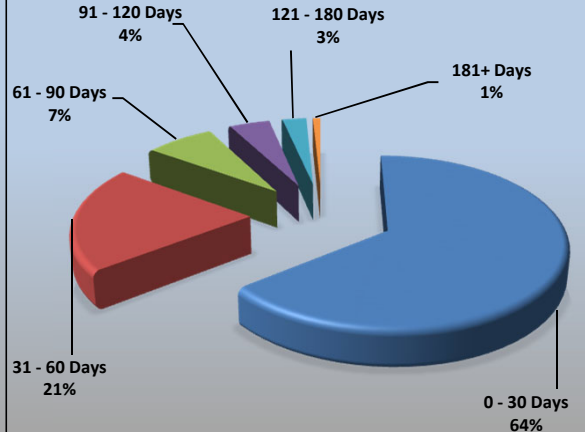
#### TYPE OF FINANCING (1 House on Lot)



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



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



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	(Single Family Only) Days on Market	# of Units	% of Total		
							Current Month	Last 4 Months	Last 12 Months
Cash	124	10.0%	136	11.0%	0 - 30	801	64.4%	69.7%	70.6%
Conventional	761	61.2%	757	61.0%	31 - 60	256	20.6%	17.4%	15.4%
FHA	243	19.5%	238	19.2%	61 - 90	91	7.3%	6.8%	7.1%
VA	81	6.5%	83	6.7%	91 - 120	54	4.3%	3.4%	3.4%
Other †	35	2.8%	28	2.3%	121 - 180	32	2.6%	2.0%	2.5%
<b>Total</b>	<b>1,244</b>	<b>100.0%</b>	<b>1,242</b>	<b>100.0%</b>	181+	10	0.8%	0.7%	1.0%
					<b>Total</b>	<b>1,244</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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

	Current	Last Month
<b>Median DOM:</b>	<b>19</b>	<b>15</b>
<b>Average DOM:</b>	<b>32</b>	<b>29</b>
<b>Average Price/Square Foot:</b>	<b>\$240.0</b>	<b>\$251.3</b>

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit <https://www.sacrealtor.org/consumers/housing-statistics>.

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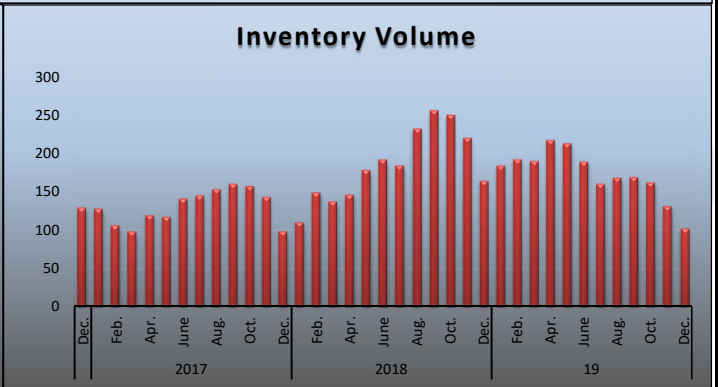
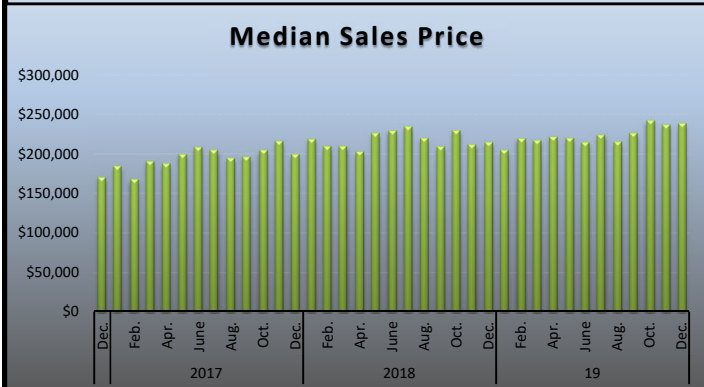
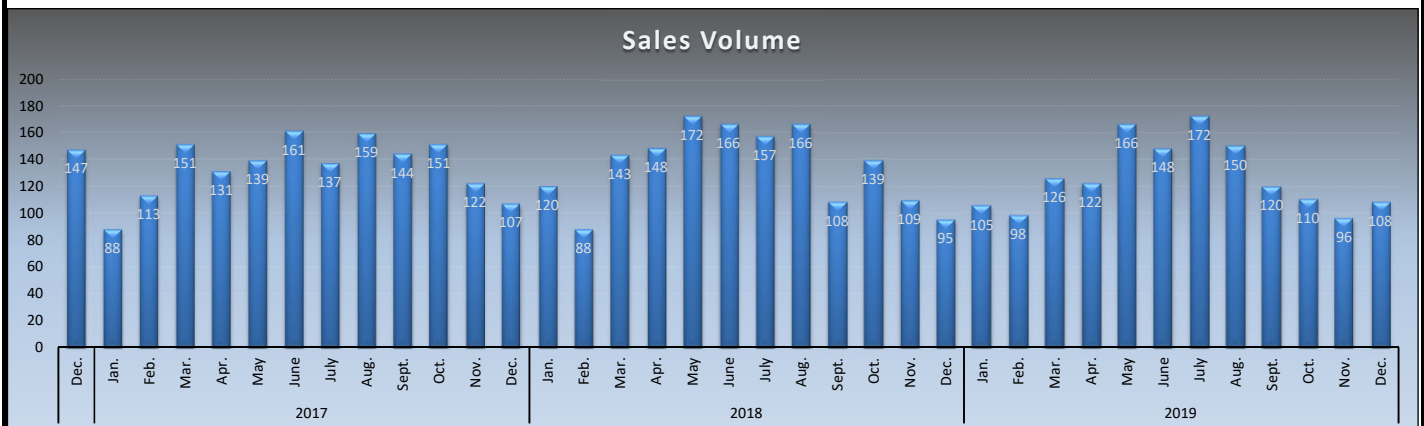
Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | [www.sacrealtor.org](http://www.sacrealtor.org) | 916.437.1205

**MLS STATISTICS for December 2019**  
Data for Sacramento County and the City of West Sacramento



**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	61		101	-39.6%		95		-35.8%
Active Listing Inventory †	102		131	-22.1%		164		-37.8%
Pending Sales This Month*	98		146	-32.9%		66		48.5%
Number of REO Sales	1	0.9%	0	100.0%	0.0%	1	1.1%	N/A
Number of Short Sales	0	0.0%	0	100.0%	0.0%	0	0.0%	N/A
Equity Sales	107	99%	96	11.5%	100.0%	94	98.9%	13.8%
Total Number of Closed Escrows	108	100%	96	12.5%	100%	95	100.0%	13.7%
Months Inventory	0.9 Months		1.4 Months	-35.7%		1.7 Months		-47.1%
Dollar Value of Closed Escrows	\$29,754,935		\$25,162,218	18.3%		\$26,311,900		13.1%
Median	\$239,000		\$237,450	0.7%		\$215,000		11.2%
Mean	\$275,509		\$262,106	5.1%		\$276,967		-0.5%
<b>Year-to-Date Statistics</b>	<b>01/1/19 to 12/31/19</b>		<b>01/1/19 to 12/31/19</b>			<b>1/1/2018</b>		<b>Change</b>
	SAR monthly data, compiled		MetroList YTD data			12/31/2018		
Number of Closed Escrows	1,552		1,573			1,611		-3.7%
Dollar Value of Closed Escrows	\$380,224,276		\$389,121,164			\$386,518,272		-1.6%
Median	\$225,000		\$225,000			\$220,000		2.3%
Mean	\$244,990		\$247,375			\$239,924		2.1%



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

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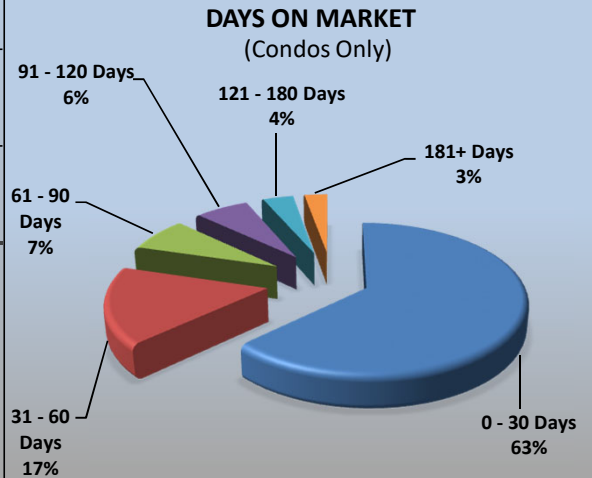
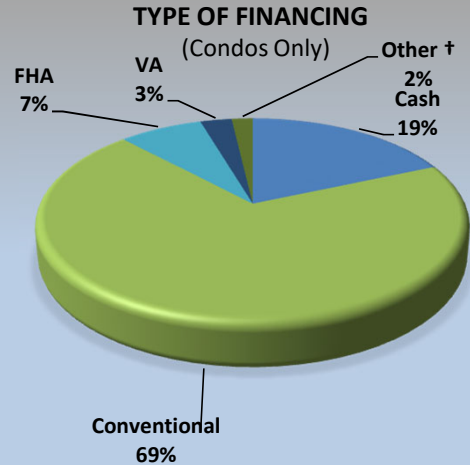
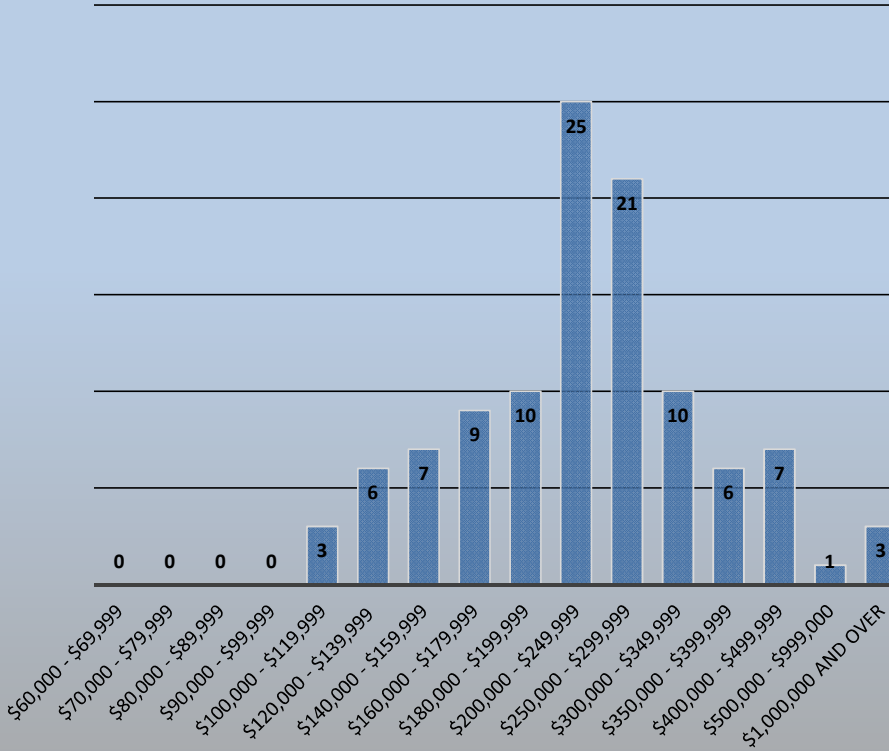
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### BREAKDOWN OF SALES BY PRICE

### Type of Financing/Days on Market

## Condos

Total: 108



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	20	18.5%	19	19.8%	0 - 30	68	63.0%	69.8%	70.3%
Conventional	75	69.4%	61	63.5%	31 - 60	18	16.7%	17.7%	16.2%
FHA	8	7.4%	8	8.3%	61 - 90	8	7.4%	6.2%	7.1%
VA	3	2.8%	3	3.1%	91 - 120	7	6.5%	3.5%	3.3%
Other †	2	1.9%	5	5.2%	121 - 180	4	3.7%	1.6%	2.0%
<b>Total</b>	<b>108</b>	<b>100.0%</b>	<b>96</b>	<b>100.0%</b>	<b>181+</b>	<b>3</b>	<b>2.8%</b>	<b>1.2%</b>	<b>1.1%</b>
					<b>Total</b>	<b>108</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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

Current      Last Month  
**Average DOM:      36      32**

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