

MLS STATISTICS for November 2019

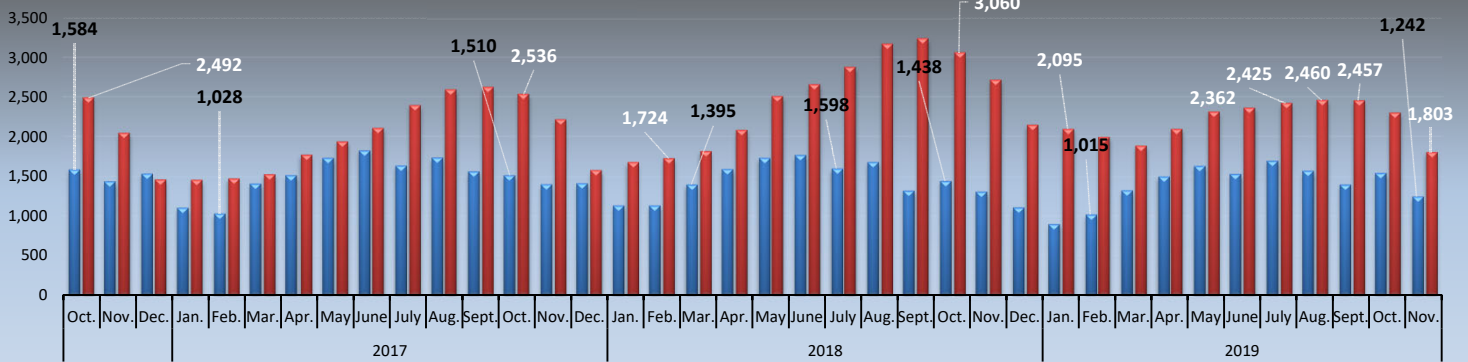
Data for Sacramento County and the City of West Sacramento



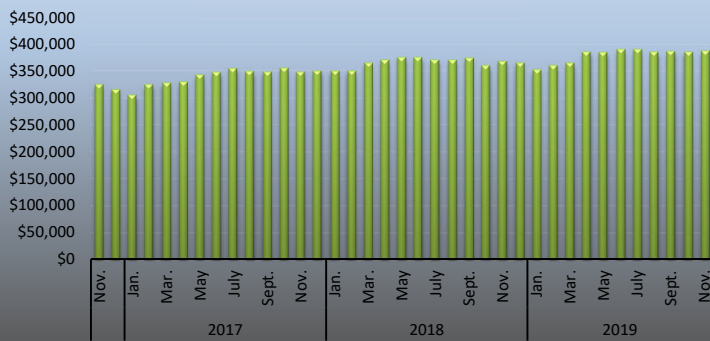
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,162		1,687	-31.1%		1,421		-18.2%
Active Listing Inventory †	1,803		2,301	-21.6%		2,714		-33.6%
Pending Sales This Month*	1,653		1,753	-5.7%		689		139.9%
Number of REO Sales	13	1.0%	23	-43%	1.5%	19	1.5%	-31.6%
Number of Short Sales	1	0.1%	7	-86%	0.5%	10	0.8%	-90.0%
Equity Sales	1,228	98.9%	1,510	-18.7%	98.1%	1,275	97.8%	-3.7%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,242	100%	1,540	-19.4%	100%	1,304	100.0%	-4.8%
Months Inventory	1.5 Months		1.5 Months	0.0%		2.1 Months		-28.6%
Dollar Value of Closed Escrows	\$531,980,559		\$651,806,067	-18.4%		\$528,016,148		0.8%
Median	\$386,750		\$385,000	0.5%		\$368,000		5.1%
Mean	\$428,326		\$426,706	0.4%		\$404,920		5.8%
Year-to-Date Statistics	1/01/19 to 11/30/19		1/01/19 to 11/30/19			1/1/2018		
	SAR monthly data, compiled		MetroList YTD data			11/30/2018		Change
Number of Closed Escrows	15,317		15,661			16,073		-4.7%
Dollar Value of Closed Escrows	\$6,370,089,937		\$6,557,020,007			\$6,458,534,576		-1.4%
Median	\$380,000		\$380,000			\$365,000		4.1%
Mean	\$415,883.65		\$418,685			\$401,825		3.5%

Sales Volume vs Inventory Volume



Median Sales Price



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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

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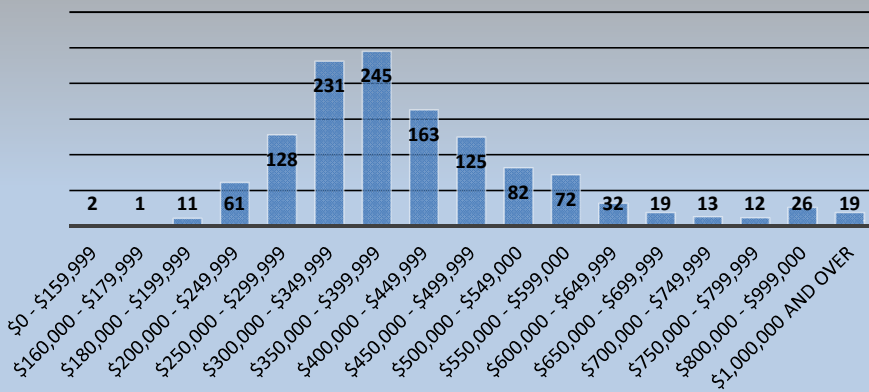
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

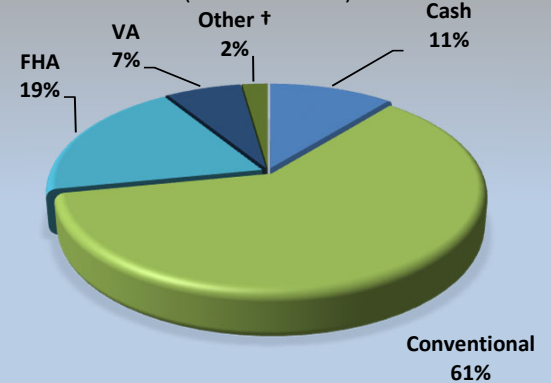
Type of Financing/Days on Market

1 House on Lot

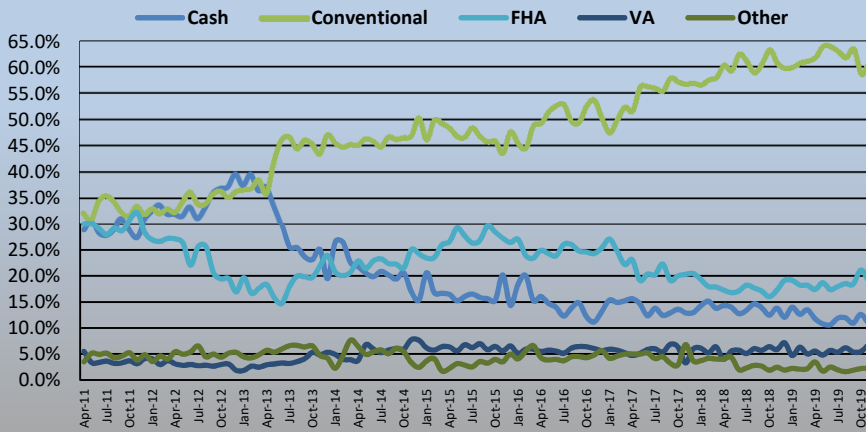
Total: 1,242



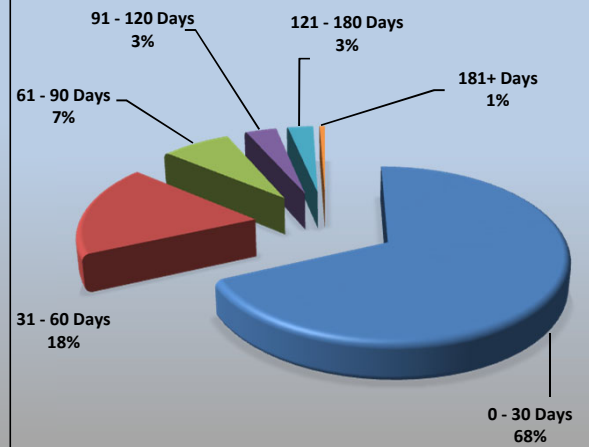
TYPE OF FINANCING (1 House on Lot)



Types of Financing Historical (% of Sales)



DAYS ON MARKET (1 House on Lot)



Type of Financing	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		
(Single Family Home only) Financing Method							Current Month	Last 4 Months	Last 12 Months
Cash	136	11.0%	194	12.6%	0 - 30	847	68.2%	72.1%	70.1%
Conventional	757	61.0%	903	58.6%	31 - 60	222	17.9%	16.1%	15.5%
FHA	238	19.2%	325	21.1%	61 - 90	91	7.3%	6.5%	7.4%
VA	83	6.7%	84	5.5%	91 - 120	41	3.3%	2.8%	3.4%
Other †	28	2.3%	34	2.2%	121 - 180	34	2.7%	1.7%	2.5%
Total	1,242	100.0%	1,540	100.0%	181+	7	0.6%	0.8%	1.0%
					Total	1,242	100.0%	100.0%	100.0%

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

	Current	Last Month
Median DOM:	15	14
Average DOM:	29	28
Average Price/Square Foot:	\$251.3	\$249.6

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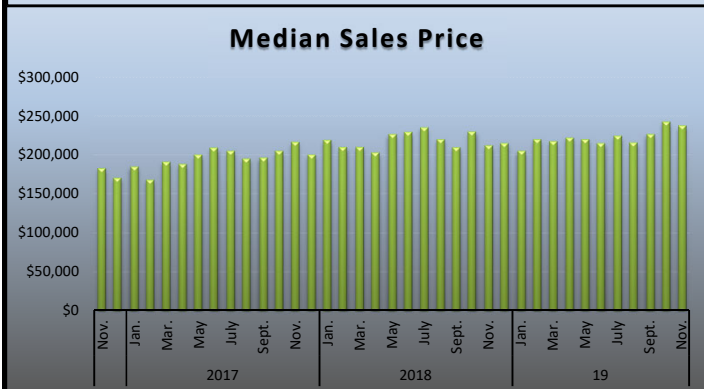
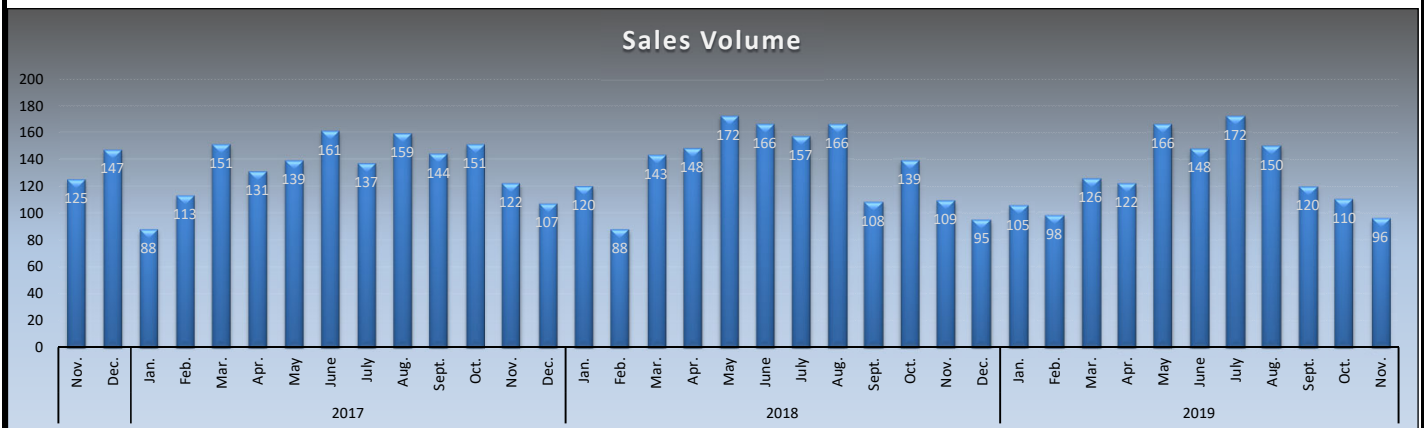
Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | www.sacrealtor.org | 916.437.1205

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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	101		121	-16.5%		113		-10.6%
Active Listing Inventory †	131		162	-19.1%		220		-40.5%
Pending Sales This Month*	146		136	7.4%		55		165.5%
Number of REO Sales	0	0.0%	2	100.0%	1.8%	1	0.9%	N/A
Number of Short Sales	0	0.0%	0	100.0%	0.0%	0	0.0%	N/A
Equity Sales	96	100%	108	-11.1%	98.2%	108	99.1%	-11.1%
Total Number of Closed Escrows	96	100%	110	-12.7%	100%	109	100.0%	-11.9%
Months Inventory	1.4 Months		1.5 Months	-6.7%		2 Months		-30.0%
Dollar Value of Closed Escrows	\$25,162,218		\$27,972,875	-10.0%		\$25,144,163		0.1%
Median	\$237,450		\$242,500	-2.1%		\$212,000		12.0%
Mean	\$262,106		\$254,299	3.1%		\$230,680		13.6%
Year-to-Date Statistics	01/1/19 to 11/30/19		01/1/19 to 11/30/19			1/1/2018		Change
	SAR monthly data, compiled		MetroList YTD data			11/30/2018		
Number of Closed Escrows	1,444		1,456			1,516		-4.7%
Dollar Value of Closed Escrows	\$350,469,341		\$357,250,341			\$360,206,372		-2.7%
Median	\$225,000		\$225,000			\$220,000		2.3%
Mean	\$242,707		\$245,364			\$237,603		2.1%



† includes: Active, Contingent - Show, Contingent - No Show
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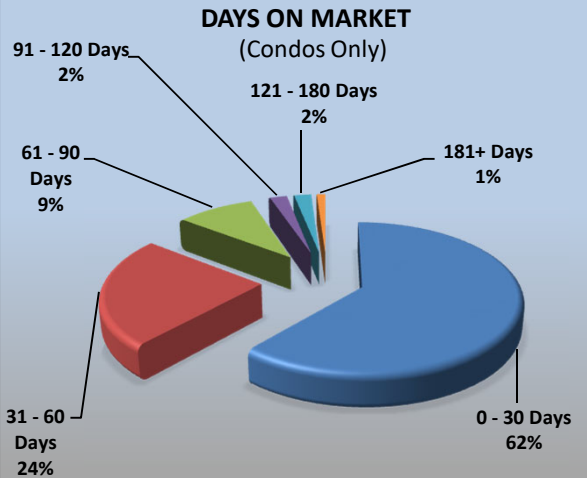
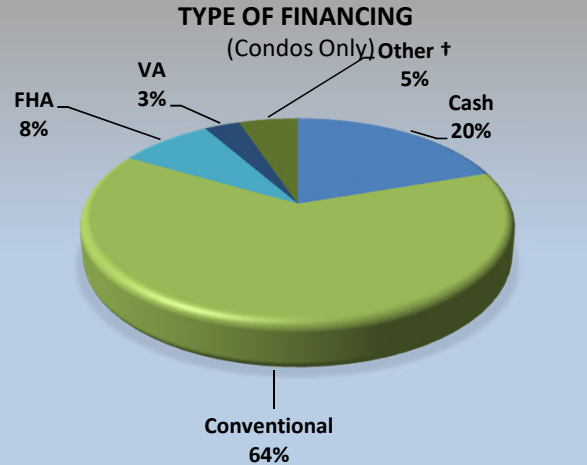
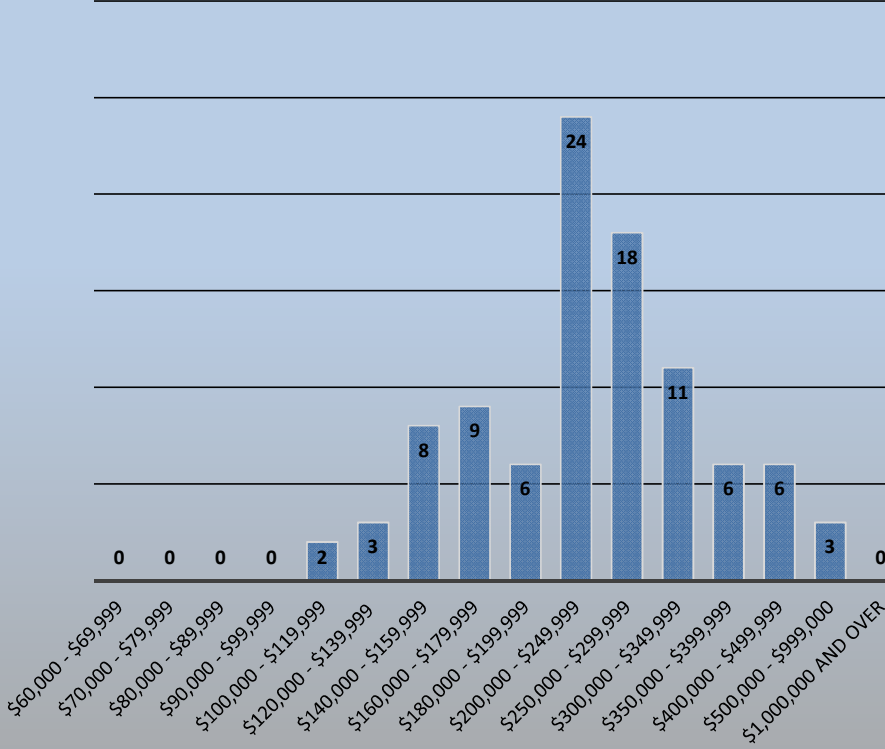
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 96



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	19	19.8%	24	21.8%	0 - 30	59	61.5%	71.8%	70.3%
Conventional	61	63.5%	77	70.0%	31 - 60	23	24.0%	15.8%	16.4%
FHA	8	8.3%	4	3.6%	61 - 90	9	9.4%	6.7%	7.2%
VA	3	3.1%	3	2.7%	91 - 120	2	2.1%	3.6%	3.1%
Other †	5	5.2%	2	1.8%	121 - 180	2	2.1%	1.1%	2.0%
Total	96	100.0%	110	100.0%	181+	1	1.0%	1.1%	1.0%
					Total	96	100.0%	100.0%	100.0%

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

Average DOM: **Current** **Last Month**
32 **22**

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