

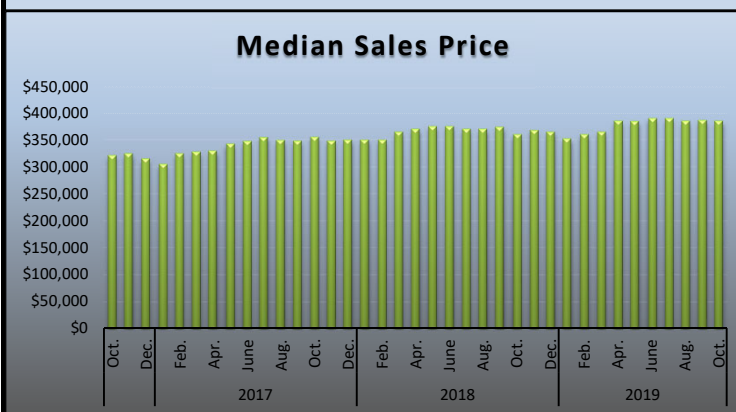
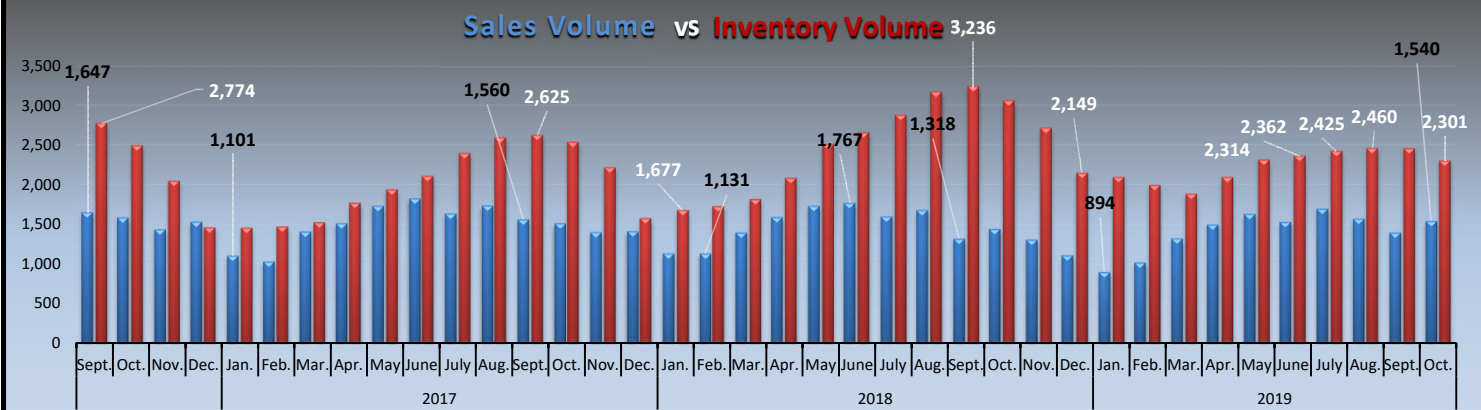
MLS STATISTICS for October 2019

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 | 1,687 | | 1,813 | -6.9% | | 1,941 | | -13.1% |
| Active Listing Inventory † | 2,301 | | 2,457 | -6.3% | | 3,060 | | -24.8% |
| Pending Sales This Month* | 1,753 | | 1,892 | -7.3% | | 834 | | 110.2% |
| Number of REO Sales | 23 | 1.5% | 10 | 130% | 0.7% | 13 | 0.9% | 76.9% |
| Number of Short Sales | 7 | 0.5% | 3 | 133% | 0.2% | 12 | 0.8% | -41.7% |
| Equity Sales | 1,510 | 98.1% | 1,380 | 9.4% | 99.1% | 1,413 | 98.3% | 6.9% |
| Other (non-REO/-Short Sale/-Equ) | 0 | 0.0% | 0 | 0% | 0.0% | 0 | 0.0% | N/A |
| Total Number of Closed Escrows | 1,540 | 100% | 1,393 | 10.6% | 100% | 1,438 | 100.0% | 7.1% |
| Months Inventory | 1.5 Months | | 1.8 Months | -16.7% | | 2.1 Months | | -28.6% |
| Dollar Value of Closed Escrows | \$651,806,067 | | \$598,359,142 | 8.9% | | \$579,002,911 | | 12.6% |
| Median | \$385,000 | | \$386,000 | -0.3% | | \$360,000 | | 6.9% |
| Mean | \$426,706 | | \$429,547 | -0.7% | | \$402,645 | | 6.0% |
| Year-to-Date Statistics | 1/01/19 to 10/31/19 | | 1/01/19 to 10/31/19 | | | 1/1/2018 | | |
| | SAR monthly data, compiled | | MetroList YTD data | | | 10/31/2018 | | Change |
| Number of Closed Escrows | 14,075 | | 14,387 | | | 14,769 | | -4.7% |
| Dollar Value of Closed Escrows | \$5,838,109,378 | | \$6,012,057,055 | | | \$5,930,518,428 | | -1.6% |
| Median | \$380,000 | | \$380,000 | | | \$365,000 | | 4.1% |
| Mean | \$414,786 | | \$417,881 | | | \$401,552 | | 3.3% |



Sacramento County Statistics
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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

MLS STATISTICS for October 2019

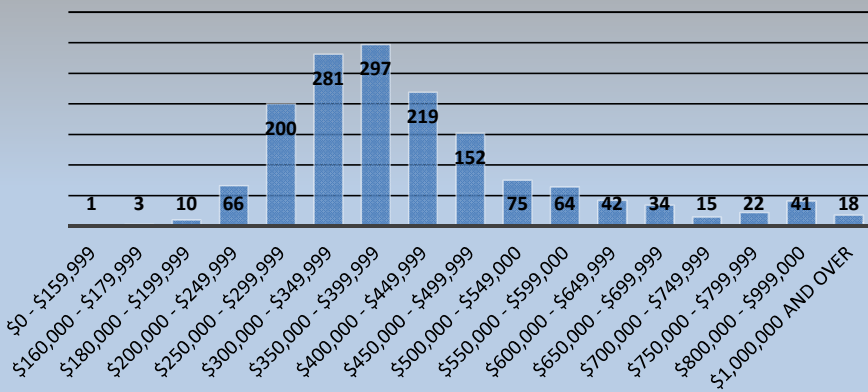
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

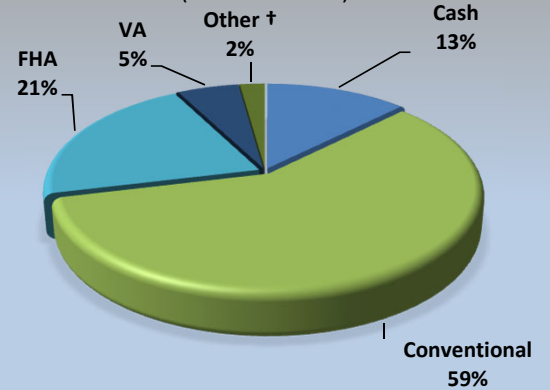
Type of Financing/Days on Market

1 House on Lot

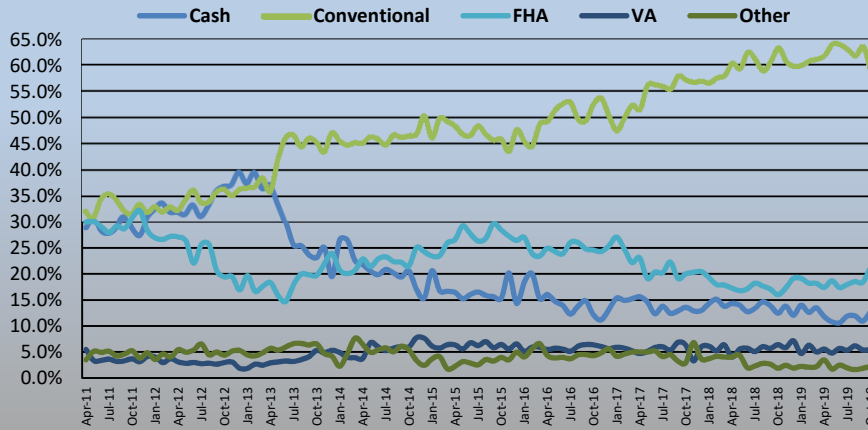
Total: 1,540



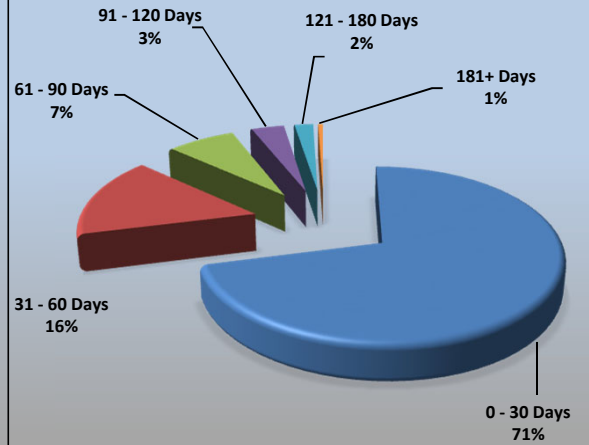
TYPE OF FINANCING (1 House on Lot)



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 | 194 | 12.6% | 152 | 10.9% | 0 - 30 | 1,094 | 71.0% | 74.4% | 69.4% |
| Conventional | 903 | 58.6% | 884 | 63.5% | 31 - 60 | 241 | 15.6% | 15.1% | 15.8% |
| FHA | 325 | 21.1% | 256 | 18.4% | 61 - 90 | 112 | 7.3% | 5.9% | 7.7% |
| VA | 84 | 5.5% | 75 | 5.4% | 91 - 120 | 54 | 3.5% | 2.5% | 3.6% |
| Other † | 34 | 2.2% | 26 | 1.9% | 121 - 180 | 31 | 2.0% | 1.3% | 2.5% |
| Total | 1,540 | 100.0% | 1,393 | 100.0% | 181+ | 8 | 0.5% | 0.9% | 1.0% |
| | | | | | Total | 1,540 | 100.0% | 100.0% | 100.0% |

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

| | Current | Last Month |
|-----------------------------------|----------------|----------------|
| Median DOM: | 14 | 12 |
| Average DOM: | 28 | 25 |
| Average Price/Square Foot: | \$249.6 | \$248.4 |

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

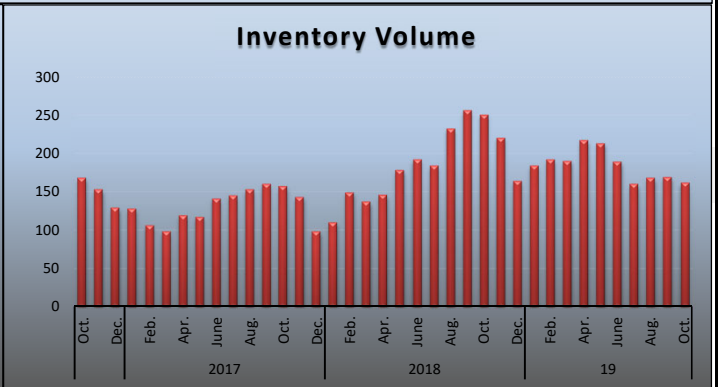
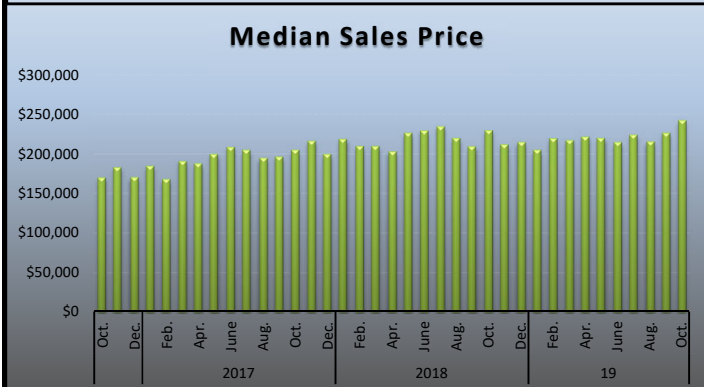
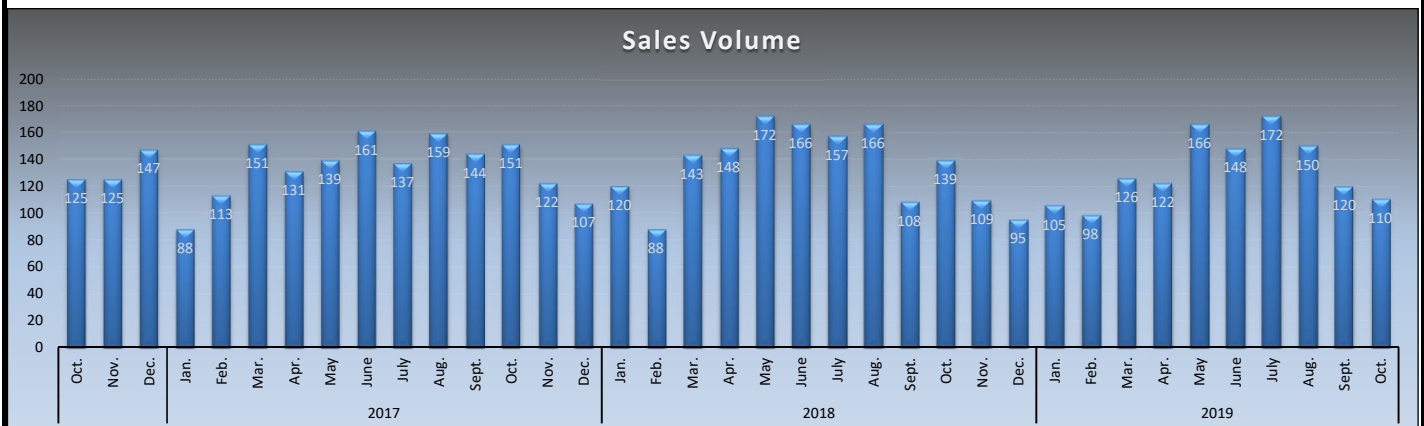
Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | www.sacrealtor.org | 916.437.1205

MLS STATISTICS for October 2019
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 | 121 | | 136 | -11.0% | | 140 | | -13.6% |
| Active Listing Inventory † | 162 | | 169 | -4.1% | | 250 | | -35.2% |
| Pending Sales This Month* | 136 | | 147 | -7.5% | | 61 | | 123.0% |
| Number of REO Sales | 2 | 1.8% | 1 | 100.0% | 0.8% | 0 | 0.0% | N/A |
| Number of Short Sales | 0 | 0.0% | 0 | 100.0% | 0.0% | 1 | 0.7% | N/A |
| Equity Sales | 108 | 98% | 119 | -9.2% | 99.2% | 138 | 99.3% | -21.7% |
| Total Number of Closed Escrows | 110 | 100% | 120 | -8.3% | 100% | 139 | 100.0% | -20.9% |
| Months Inventory | 1.5 Months | | 1.4 Months | 7.1% | | 1.8 Months | | -16.7% |
| Dollar Value of Closed Escrows | \$27,972,875 | | \$32,289,603 | -13.4% | | \$33,743,829 | | -17.1% |
| Median | \$242,500 | | \$226,500 | 7.1% | | \$229,900 | | 5.5% |
| Mean | \$254,299 | | \$269,080 | -5.5% | | \$242,761 | | 4.8% |
| Year-to-Date Statistics | 01/1/19 to 10/31/19 | | 01/1/19 to 10/31/19 | | | 1/1/2018 | | Change |
| | SAR monthly data, compiled | | MetroList YTD data | | | 10/31/2018 | | |
| Number of Closed Escrows | 1,348 | | 1,357 | | | 1,407 | | -4.2% |
| Dollar Value of Closed Escrows | \$325,307,123 | | \$331,042,123 | | | \$335,062,209 | | -2.9% |
| Median | \$223,900 | | \$223,900 | | | \$220,000 | | 1.8% |
| Mean | \$241,326 | | \$243,951 | | | \$238,139 | | 1.3% |



† includes: Active, Contingent - Show, Contingent - No Show
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MLS STATISTICS for October 2019

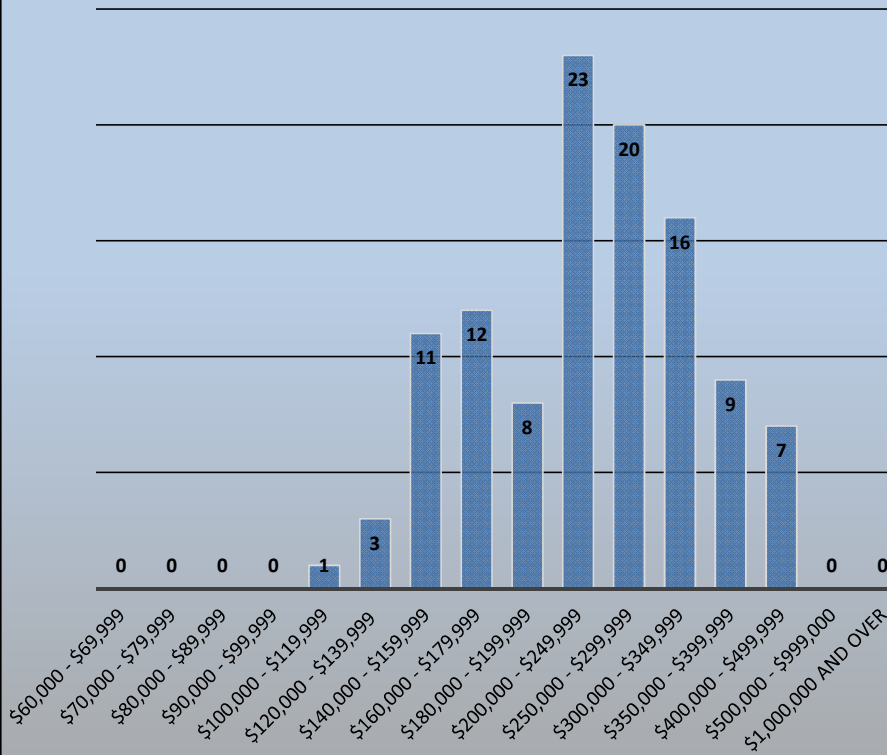
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BREAKDOWN OF SALES BY PRICE

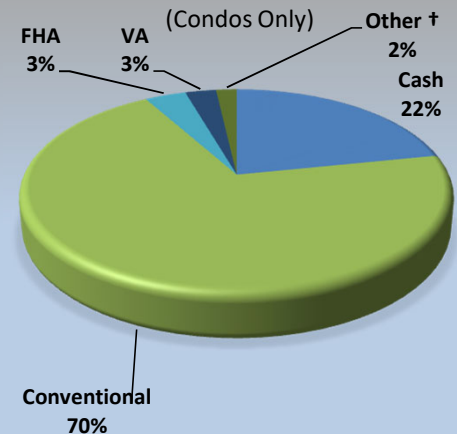
Type of Financing/Days on Market

Condos

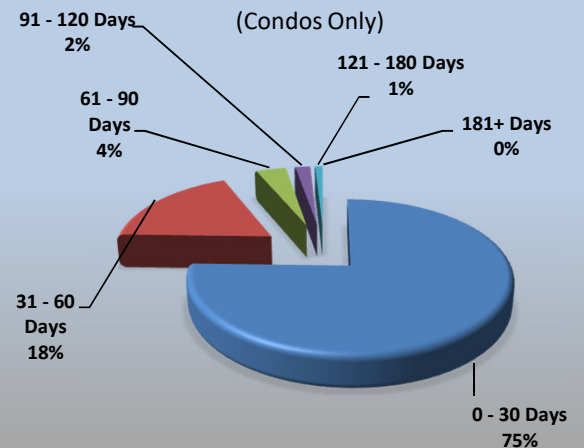
Total: 110



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 | 24 | 21.8% | 34 | 28.3% | 0 - 30 | 83 | 75.5% | 73.7% | 69.9% |
| Conventional | 77 | 70.0% | 67 | 55.8% | 31 - 60 | 20 | 18.2% | 15.2% | 16.8% |
| FHA | 4 | 3.6% | 12 | 10.0% | 61 - 90 | 4 | 3.6% | 6.0% | 7.4% |
| VA | 3 | 2.7% | 5 | 4.2% | 91 - 120 | 2 | 1.8% | 3.3% | 3.2% |
| Other † | 2 | 1.8% | 2 | 1.7% | 121 - 180 | 1 | 0.9% | 1.1% | 1.8% |
| Total | 110 | 100.0% | 120 | 100.0% | 181+ | 0 | 0.0% | 0.7% | 1.0% |
| | | | | | Total | 110 | 100.0% | 100.0% | 100.0% |

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

Average DOM:

| | | | |
|---------|-----------|------------|-----------|
| Current | 22 | Last Month | 22 |
|---------|-----------|------------|-----------|

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