

MLS STATISTICS for December 2020

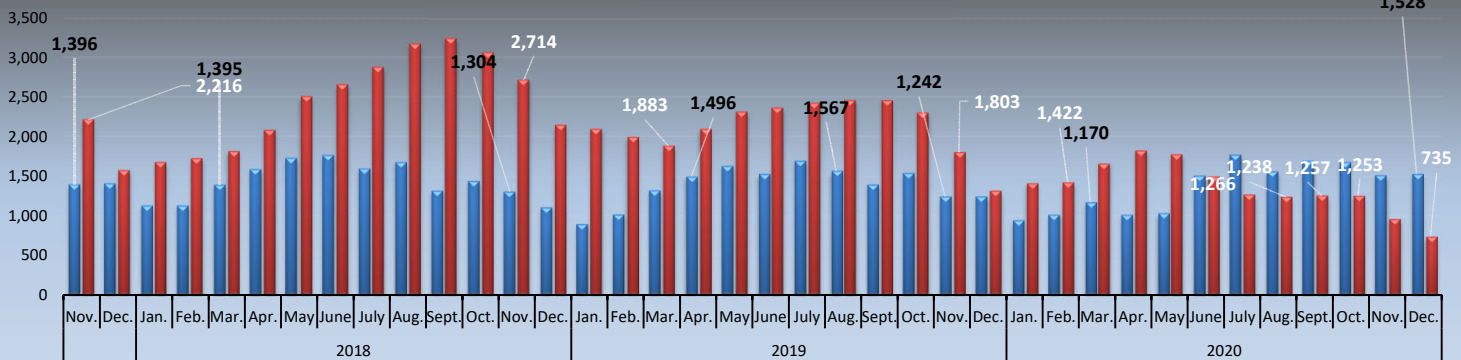
Data for Sacramento County and the City of West Sacramento



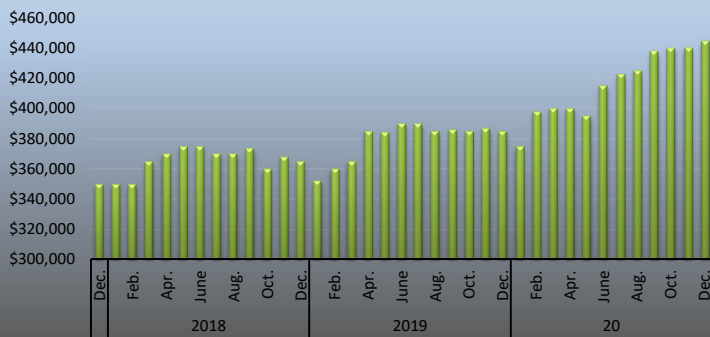
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,074		1,307	-17.8%		829		29.6%
Active Listing Inventory †	735		959	-23.4%		1,315		-44.1%
Pending Sales This Month*	1,488		2,052	-27.5%		1,205		23.5%
Number of REO Sales	6	0.4%	3	100%	0.2%	14	1.1%	-57.1%
Number of Short Sales	5	0.3%	1	400%	0.1%	5	0.4%	0.0%
Equity Sales	1,517	99.3%	1,507	0.7%	99.7%	1,225	98.5%	23.8%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,528	100%	1,511	1.1%	100%	1,244	100.0%	22.8%
Months Inventory	0.5 Months		0.6 Months	-16.7%		1.1 Months		-54.5%
Dollar Value of Closed Escrows	\$748,521,940		\$738,599,095	1.3%		\$521,066,614		43.7%
Median	\$444,500		\$440,000	1.0%		\$385,000		15.5%
Mean	\$489,870		\$488,815	0.2%		\$418,864		17.0%
Year-to-Date Statistics	1/01/20 to 12/31/20		1/01/20 to 12/31/20			1/1/2019		
	SAR monthly data, compiled		MetroList YTD data			12/31/2019		Change
Number of Closed Escrows	16,421		16,794			16,561		-0.8%
Dollar Value of Closed Escrows	\$7,586,072,122		\$7,745,808,722			\$6,891,156,551		10.1%
Median	\$420,000		\$420,000			\$380,000		10.5%
Mean	\$461,974		\$461,225			\$416,107		11.0%

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® | 2020 SAR

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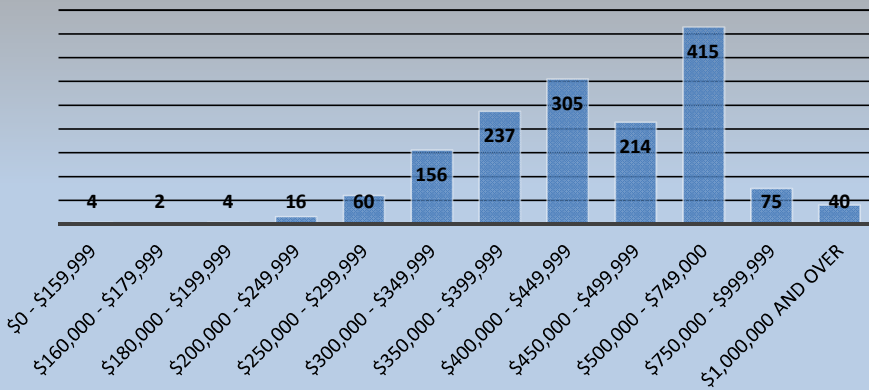
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BREAKDOWN OF SALES BY PRICE

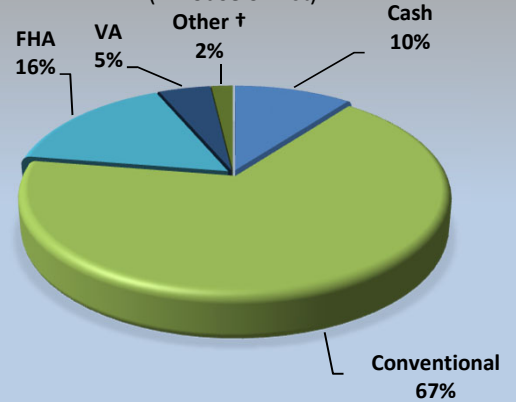
Type of Financing/Days on Market

1 House on Lot

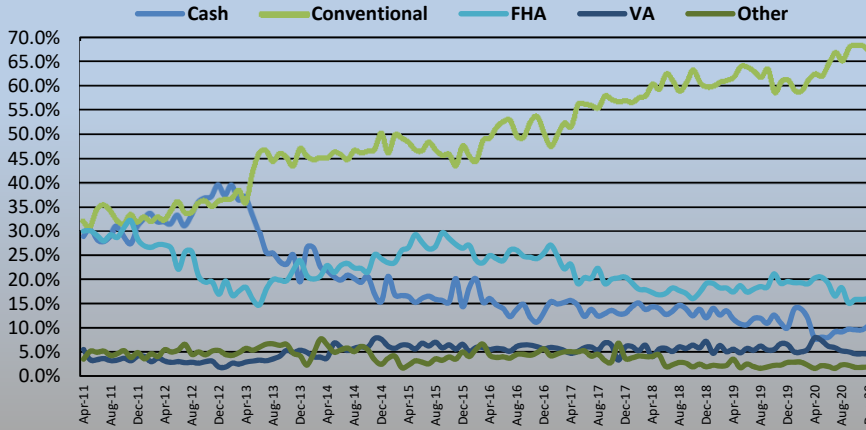
Total: 1,528



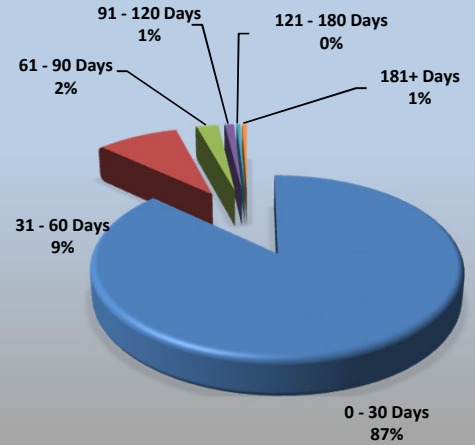
TYPE OF FINANCING (1 House on Lot)



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	% of Total				
					(Single Family Only) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	159	10.4%	137	9.1%	0 - 30	1,329	87.0%	86.1%	80.3%
Conventional	1,025	67.1%	1,022	67.6%	31 - 60	134	8.8%	8.5%	10.8%
FHA	245	16.0%	253	16.7%	61 - 90	36	2.4%	2.8%	4.5%
VA	70	4.6%	71	4.7%	91 - 120	15	1.0%	1.1%	2.2%
Other †	29	1.9%	28	1.9%	121 - 180	6	0.4%	1.0%	1.5%
Total	1,528	100.0%	1,511	100.0%	181+	8	0.5%	0.5%	0.7%
					Total	1,528	100.0%	100.0%	100.0%

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

	Current	Last Month
Median DOM:	7	7
Average DOM:	16	16
Average Price/Square Foot:	\$286.0	\$281.8

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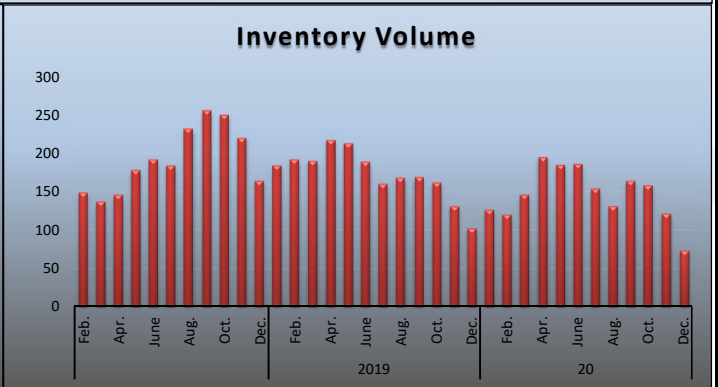
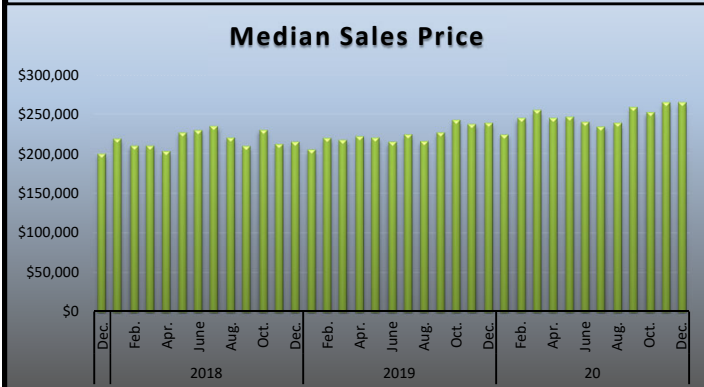
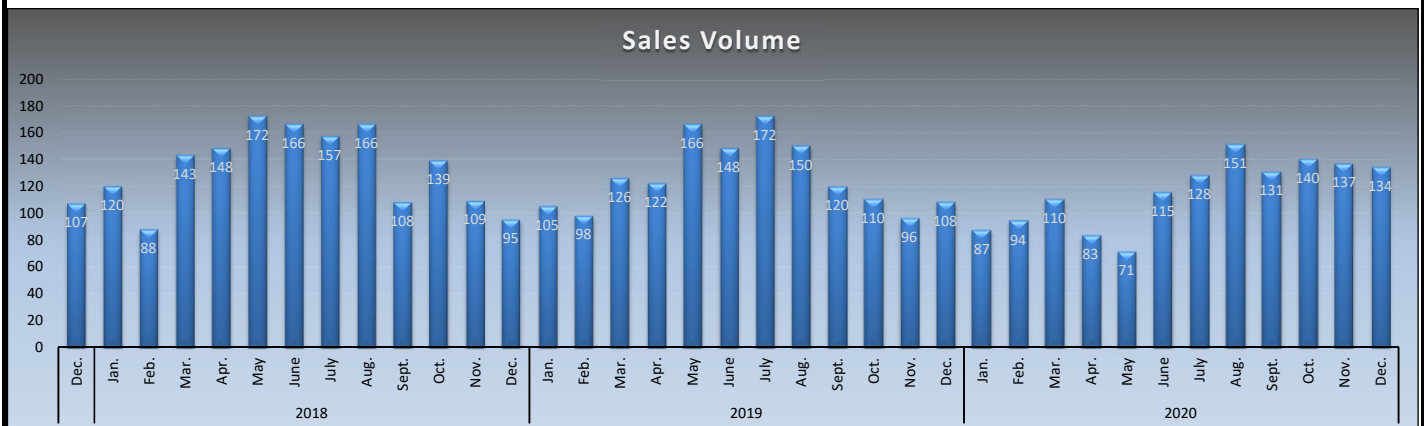
Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | www.sacrealtor.org | 916.437.1205

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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		119	-15.1%		61		65.6%
Active Listing Inventory †	73		121	-39.7%		102		-28.4%
Pending Sales This Month*	161		186	-13.4%		98		64.3%
Number of REO Sales	0	0.0%	0	100.0%	0.0%	1	0.9%	N/A
Number of Short Sales	0	0.0%	0	100.0%	0.0%	0	0.0%	N/A
Equity Sales	134	100%	137	-2.2%	100.0%	107	99.1%	25.2%
Total Number of Closed Escrows	134	100%	137	-2.2%	100%	108	100.0%	24.1%
Months Inventory	0.5 Months		0.9 Months	-44.4%		0.9 Months		-44.4%
Dollar Value of Closed Escrows	\$36,303,503		\$38,520,045	-5.8%		\$29,754,935		22.0%
Median	\$265,000		\$265,000	0.0%		\$239,000		10.9%
Mean	\$270,922		\$281,168	-3.6%		\$275,509		-1.7%
Year-to-Date Statistics	1/1/20 to 12/31/20		1/1/20 to 12/31/20			1/1/2019		Change
	SAR monthly data, compiled		MetroList YTD data			12/31/2019		
Number of Closed Escrows	1,384		1,412			1,552		-10.8%
Dollar Value of Closed Escrows	\$365,287,226		\$373,424,426			\$380,224,276		-3.9%
Median	\$249,000		\$249,000			\$225,000		10.7%
Mean	\$263,936		\$264,465			\$244,990		7.7%



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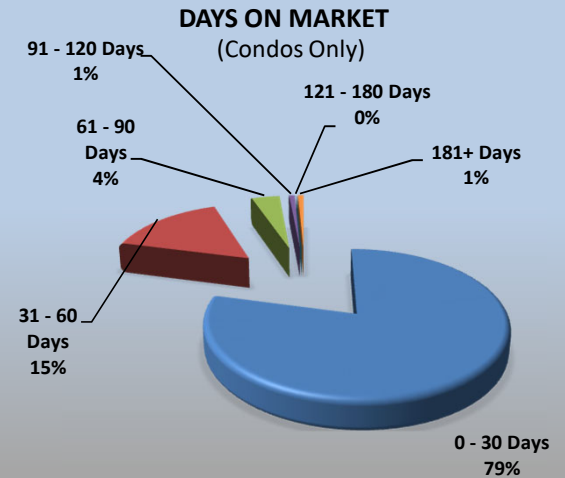
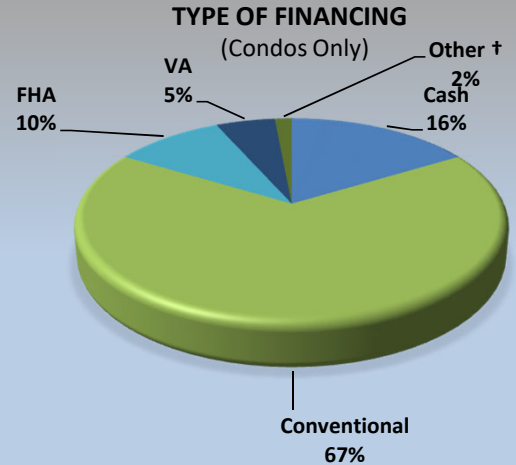
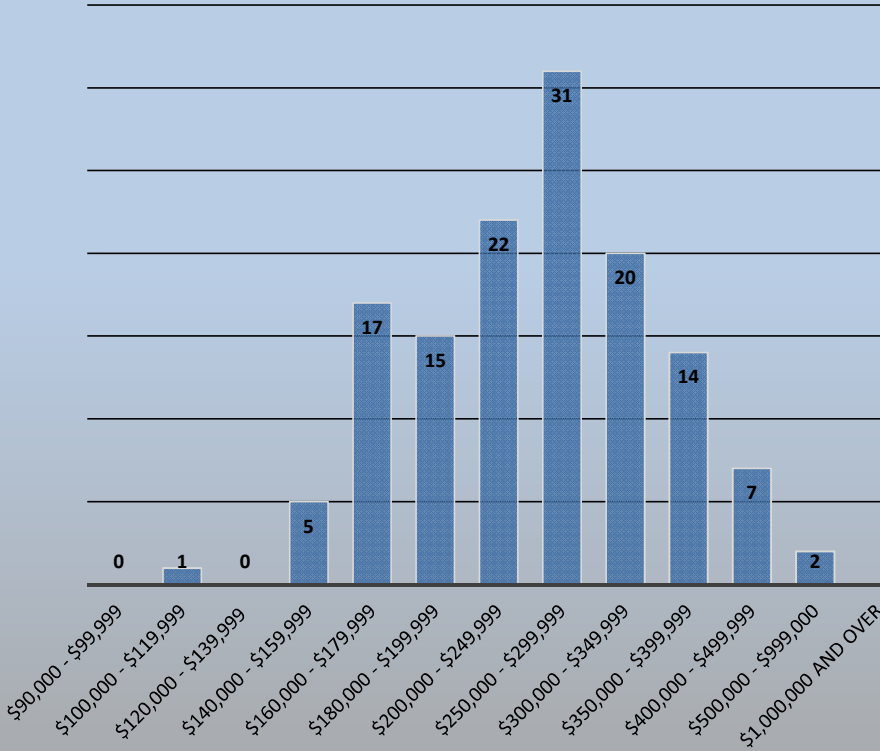
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 134



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	22	16.4%	24	17.5%	0 - 30	106	79.1%	81.5%	76.2%
Conventional	90	67.2%	89	65.0%	31 - 60	21	15.7%	11.6%	13.5%
FHA	13	9.7%	19	13.9%	61 - 90	5	3.7%	3.3%	5.4%
VA	7	5.2%	3	2.2%	91 - 120	1	0.7%	1.5%	2.1%
Other †	2	1.5%	2	1.5%	121 - 180	0	0.0%	1.7%	2.3%
Total	134	100.0%	137	100.0%	181+	1	0.7%	0.4%	0.5%
					Total	134	100.0%	100.0%	100.0%

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Current Last Month

Average DOM: 19 18

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