

MLS STATISTICS for November 2020

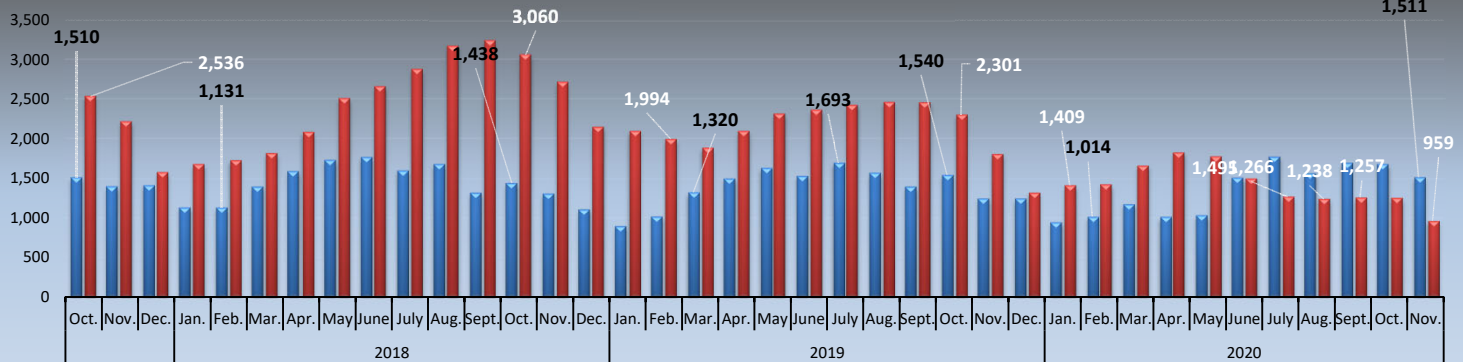
Data for Sacramento County and the City of West Sacramento



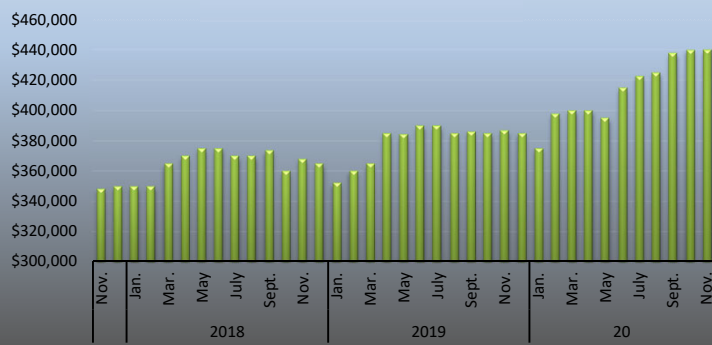
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,307		1,936	-32.5%		1,162		12.5%
Active Listing Inventory †	959		1,253	-23.5%		1,803		-46.8%
Pending Sales This Month*	2,052		2,216	-7.4%		1,653		24.1%
Number of REO Sales	3	0.2%	7	-57%	0.4%	13	1.0%	-76.9%
Number of Short Sales	1	0.1%	2	-50%	0.1%	1	0.1%	0.0%
Equity Sales	1,507	99.7%	1,667	-9.6%	99.5%	1,228	98.9%	22.7%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,511	100%	1,676	-9.8%	100%	1,242	100.0%	21.7%
Months Inventory	0.6 Months		0.7 Months	-14.3%		1.5 Months		-60.0%
Dollar Value of Closed Escrows	\$738,599,095		\$808,474,183	-8.6%		\$531,980,559		38.8%
Median	\$440,000		\$439,950	0.0%		\$386,750		13.8%
Mean	\$488,815		\$482,383	1.3%		\$428,326		14.1%
Year-to-Date Statistics	1/01/20 to 11/30/20		1/01/20 to 11/30/20			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			11/30/2020		Change
Number of Closed Escrows	14,893		15,223			15,317		-2.8%
Dollar Value of Closed Escrows	\$6,837,550,182		\$6,978,142,518			\$6,370,089,937		7.3%
Median	\$419,000		\$419,900			\$380,000		10.3%
Mean	\$459,112		\$458,395			\$415,883.65		10.4%

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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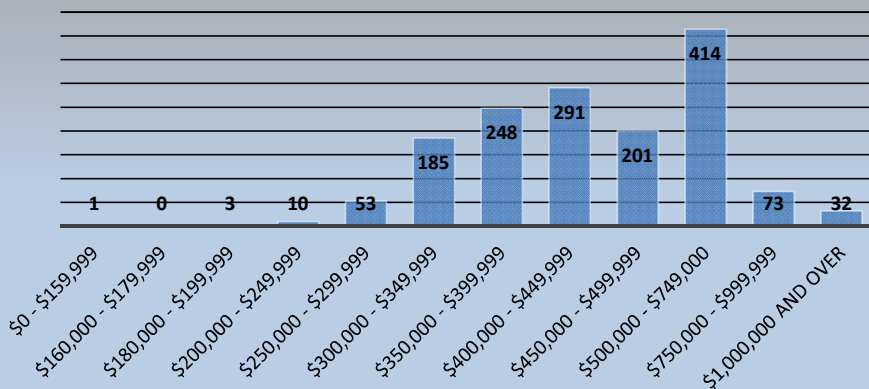
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BREAKDOWN OF SALES BY PRICE

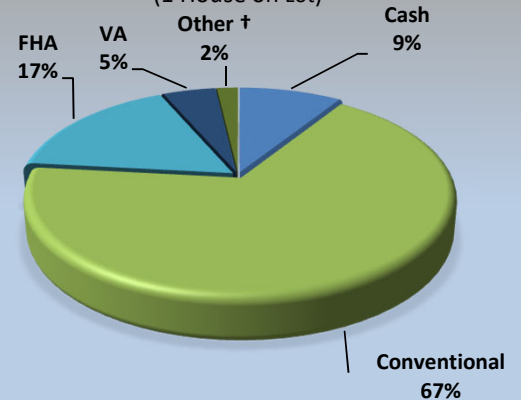
Type of Financing/Days on Market

1 House on Lot

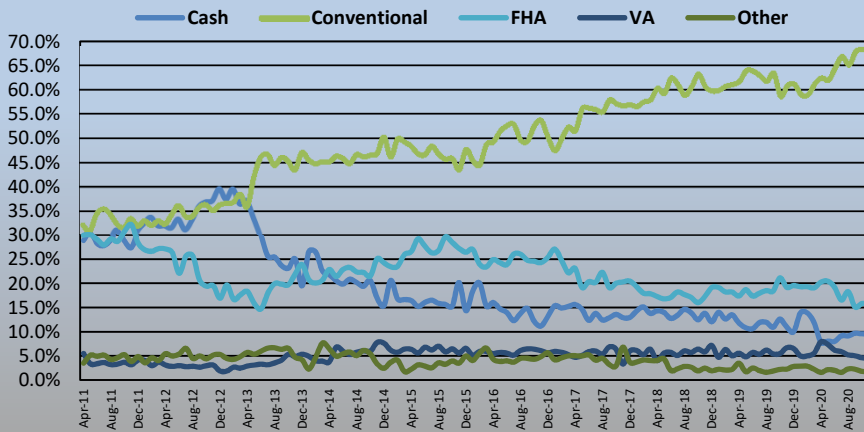
Total: 1,511



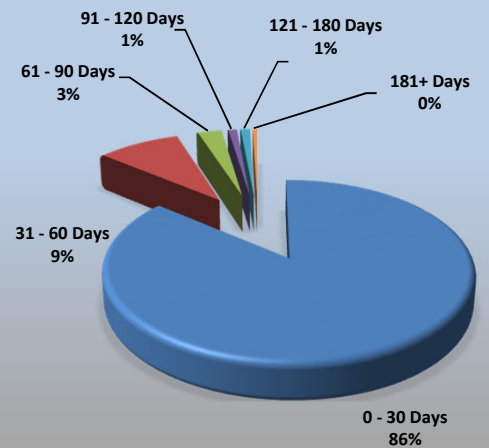
TYPE OF FINANCING (1 House on Lot)



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	137	9.1%	160	9.5%	0 - 30	1,302	86.2%	84.6%	78.5%
Conventional	1,022	67.6%	1,144	68.3%	31 - 60	134	8.9%	8.7%	11.7%
FHA	253	16.7%	265	15.8%	61 - 90	39	2.6%	3.2%	4.9%
VA	71	4.7%	77	4.6%	91 - 120	14	0.9%	1.6%	2.5%
Other †	28	1.9%	30	1.8%	121 - 180	15	1.0%	1.3%	1.7%
Total	1,511	100.0%	1,676	100.0%	181+	7	0.5%	0.7%	0.7%
					Total	1,511	100.0%	100.0%	100.0%

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

	Current	Last Month
Median DOM:	7	6
Average DOM:	16	15
Average Price/Square Foot:	\$281.8	\$278.5

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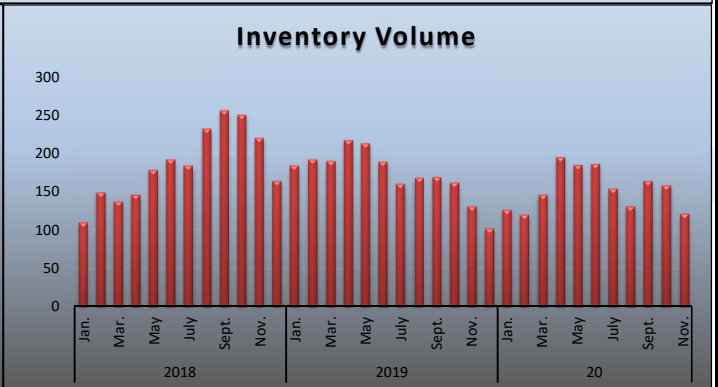
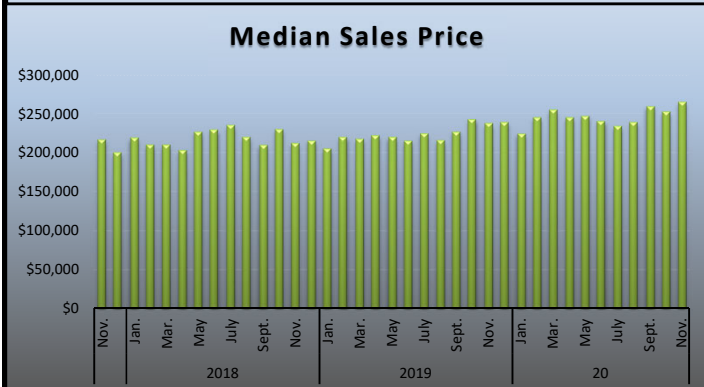
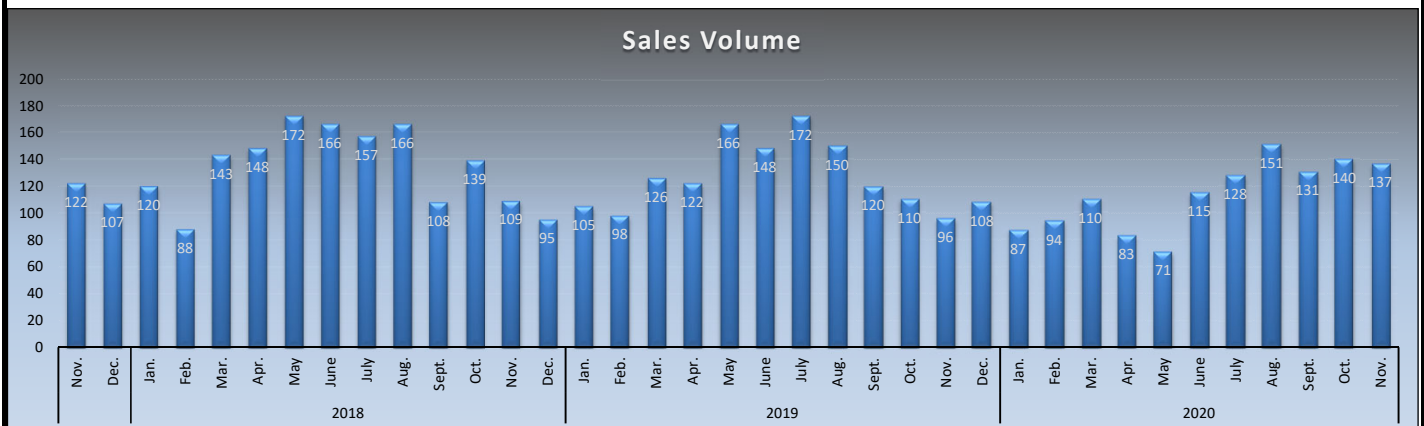
Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | www.sacrealtor.org | 916.437.1205

MLS STATISTICS for November 2020
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	119		184	-35.3%		101		17.8%
Active Listing Inventory †	121		158	-23.4%		131		-7.6%
Pending Sales This Month*	186		187	-0.5%		146		27.4%
Number of REO Sales	0	0.0%	0	100.0%	0.0%	0	0.0%	N/A
Number of Short Sales	0	0.0%	0	100.0%	0.0%	0	0.0%	N/A
Equity Sales	137	100%	140	-2.1%	100.0%	96	100.0%	42.7%
Total Number of Closed Escrows	137	100%	140	-2.1%	100%	96	100.0%	42.7%
Months Inventory	0.9 Months		1.1 Months	-18.2%		1.4 Months		-35.7%
Dollar Value of Closed Escrows	\$38,520,045		\$36,808,142	4.7%		\$25,162,218		53.1%
Median	\$265,000		\$252,500	5.0%		\$237,450		11.6%
Mean	\$281,168		\$262,915	6.9%		\$262,106		7.3%
Year-to-Date Statistics	1/1/20 to 11/30/20		1/1/20 to 11/30/20			1/1/2019		Change
	SAR monthly data, compiled		MetroList YTD data			11/30/2020		
Number of Closed Escrows	1,250		1,275			1,444		-13.4%
Dollar Value of Closed Escrows	\$328,983,723		\$336,431,923			\$350,469,341		-6.1%
Median	\$246,500		\$246,500			\$225,000		9.6%
Mean	\$263,187		\$263,868			\$242,707		8.4%



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

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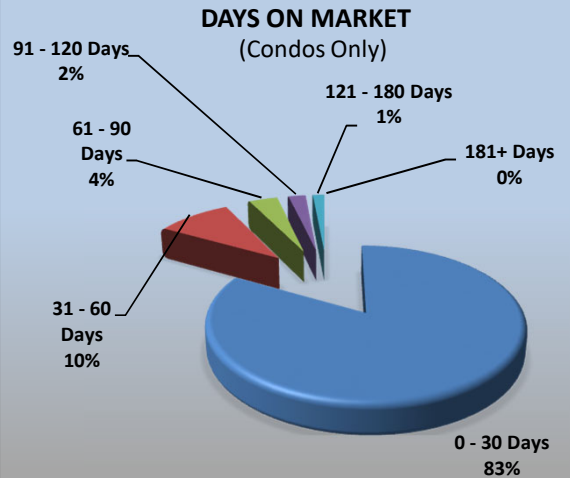
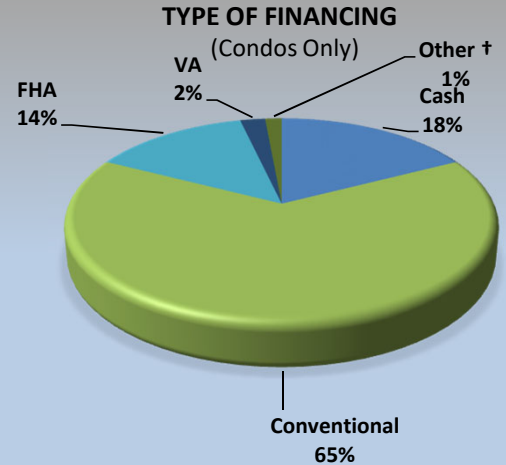
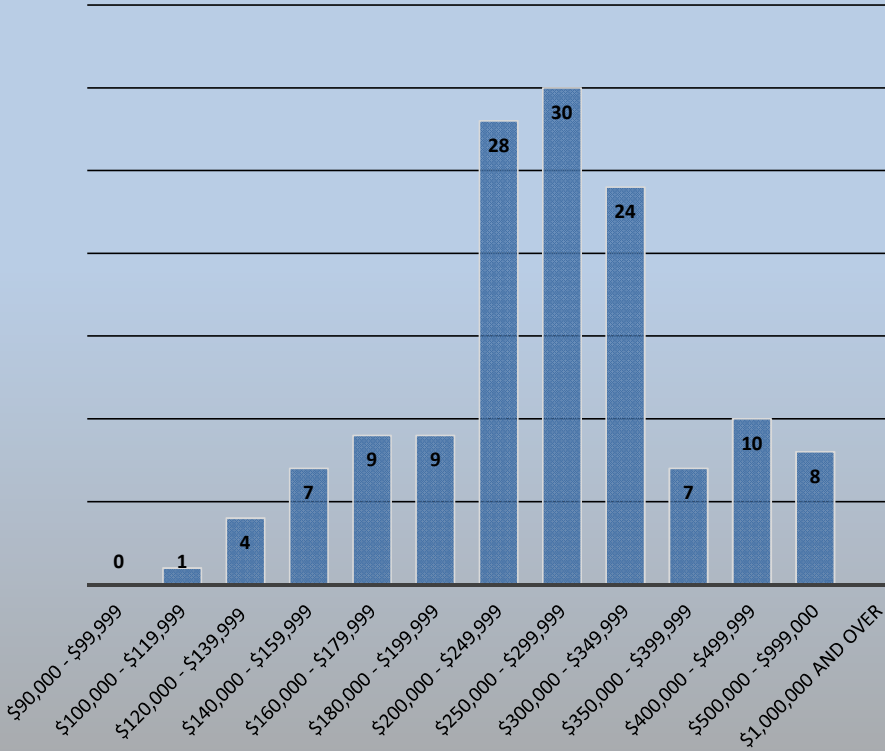
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 137



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	17.5%	25	17.9%	0 - 30	114	83.2%	79.4%	74.8%
Conventional	89	65.0%	89	63.6%	31 - 60	13	9.5%	11.1%	13.5%
FHA	19	13.9%	19	13.6%	61 - 90	5	3.6%	4.3%	5.8%
VA	3	2.2%	2	1.4%	91 - 120	3	2.2%	2.3%	2.6%
Other †	2	1.5%	5	3.6%	121 - 180	2	1.5%	2.5%	2.7%
Total	137	100.0%	140	100.0%	181+	0	0.0%	0.4%	0.7%
					Total	137	100.0%	100.0%	100.0%

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

Average DOM:

Current	19	Last Month	18
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