



**SCAN CODE**  
To view the video  
SALES REPORT

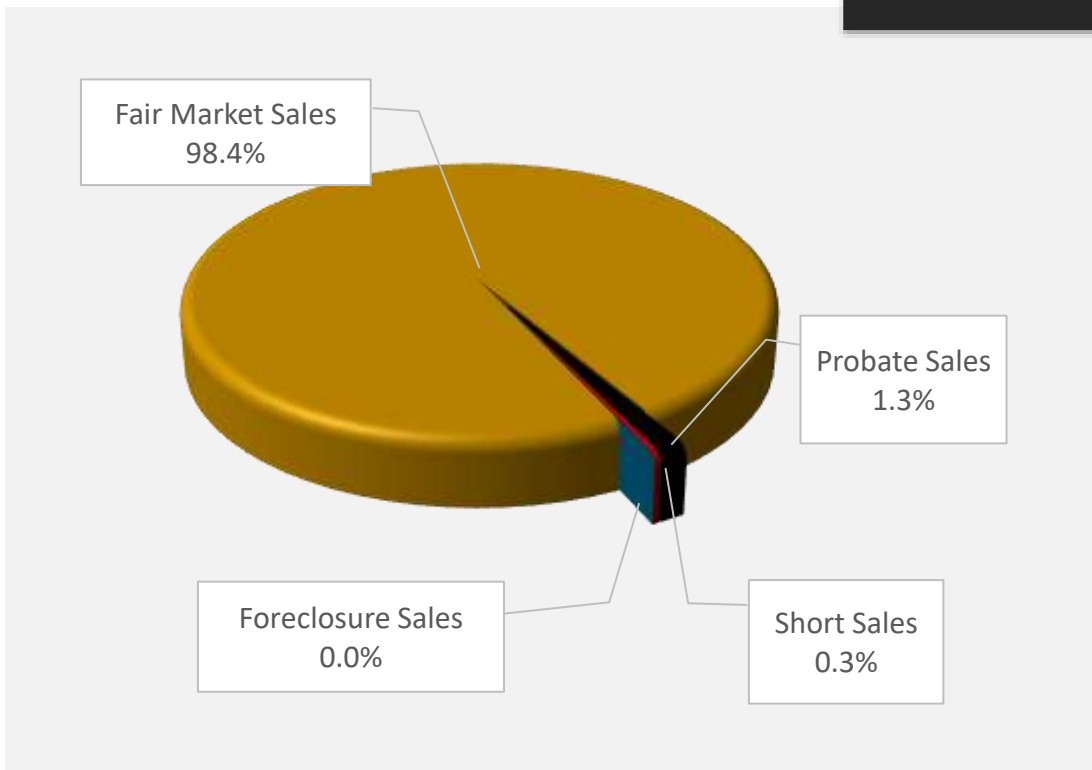


**NOVEMBER 2023**

TRACY REAL ESTATE SALES REPORT

# Sold Homes Summary

32

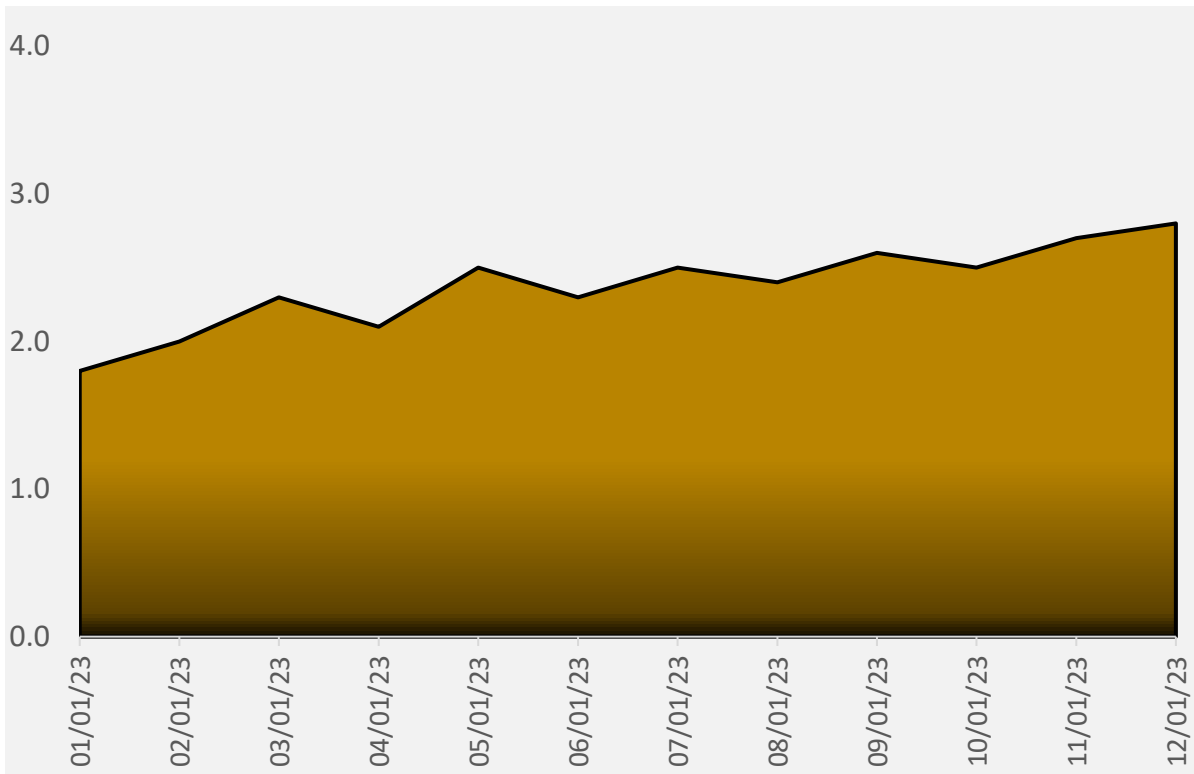


# Available Homes

81

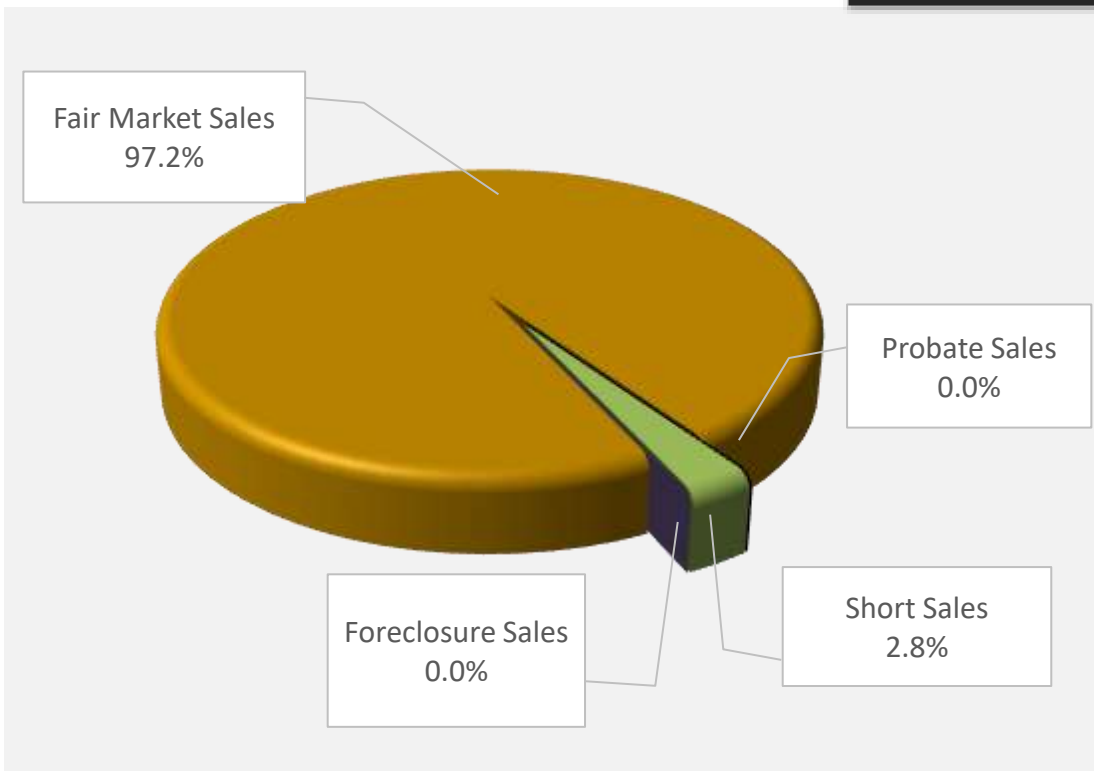


## Months of Remaining Inventory

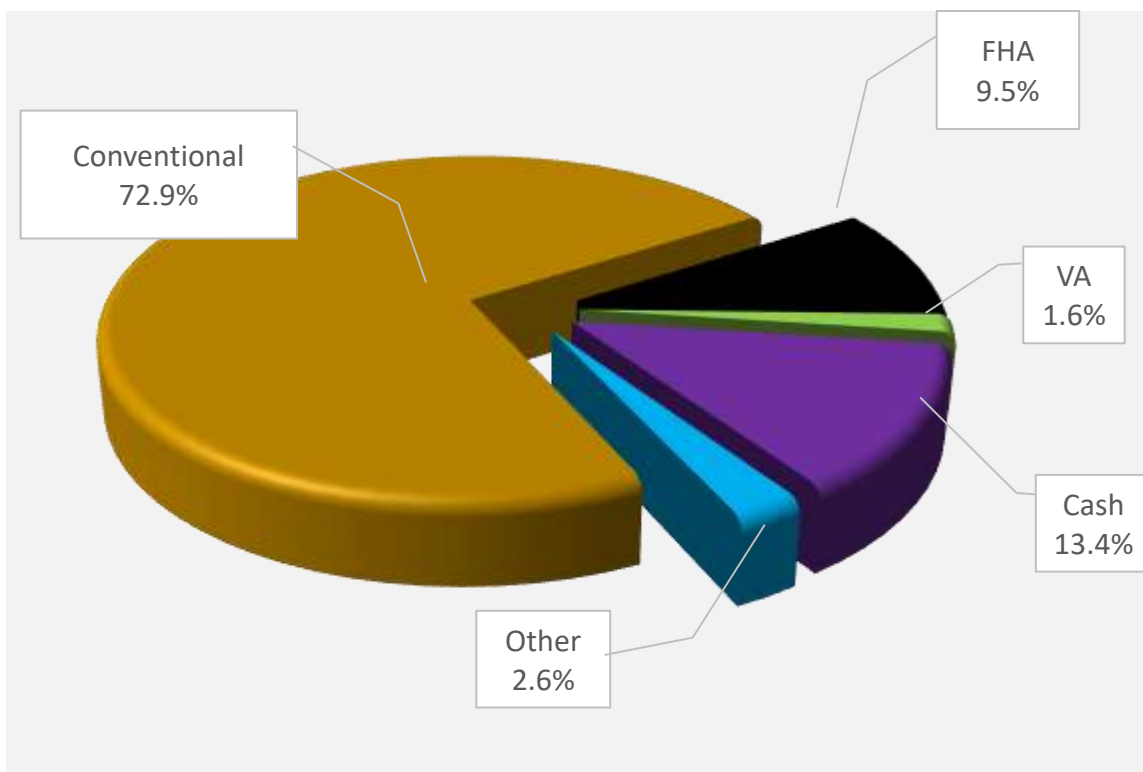


# Pending Homes

72



## New Financing Type



## State of the Market

### MARKET TIMING:

30.7

Average days on market for homes in escrow.

2.8

Months of remaining inventory (based on average of last 6 months sales).

81

HOMES FOR SALE

72

HOMES IN ESCROW

### AVAILABLE HOME STATISTICS:

Vacancy rate:  
17.28%

14

Available homes are vacant.

45.68%

Available homes have had price reductions since being listed.

### MARKET STATISTICS:

32

Homes sold in the past 30 days.

85

Homes sold in the past 60 days.

306

Homes sold in the past 6 months.

Average price per square foot in the past 30 days.

\$367.37

Average selling price in the past 6 months.

\$739,738.02

### PENDING HOME STATISTICS:

31.94%

Of homes are pending for less than the original asking price.

2,101

Average square footage for home sold in the past 30 days.

34.4%

Homes sold above original listed price in past 30 days.

98.2%

Average Asked to Sold Ratio in the past 30 days.

99.2%

Median Asked to Sold Ratio in the past 30 days.

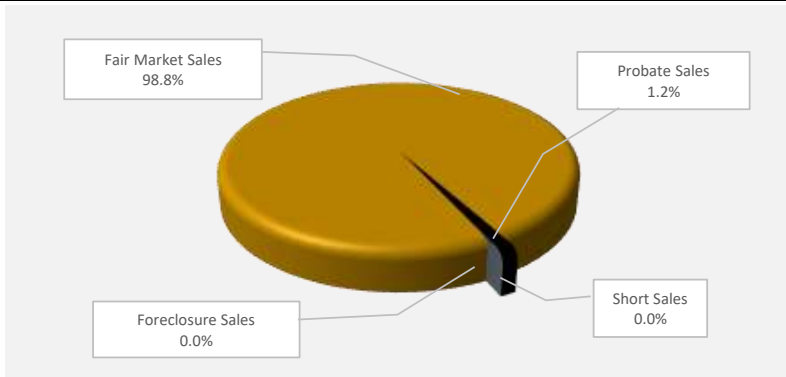


# TRACY REAL ESTATE SALES SUMMARY

Prepared: 12/08/23

## 81 Available Homes

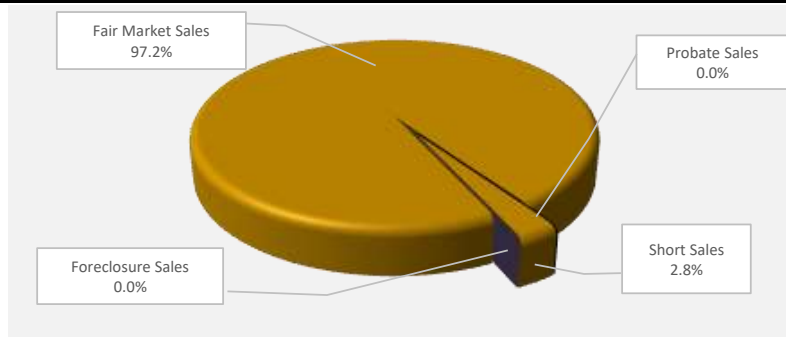
| Existing Financing | Homes        | Percentage    |
|--------------------|--------------|---------------|
| Fair Market Sales  | 80           | 98.8%         |
| Probate Sales      | 1            | 1.2%          |
| Short Sales        | 0            | 0.0%          |
| Foreclosure Sales  | 0            | 0.0%          |
|                    |              | <b>100.0%</b> |
| Low                | \$ 200,000   |               |
| Average            | \$ 816,441   |               |
| High               | \$ 3,399,999 |               |
| Average DOM:       | 46.5         |               |
| Occupancy          | Homes        | Percentage    |
| Occupied           | 67           | 82.7%         |
| Vacant             | 14           | 17.3%         |



29 Listed in the past 30 days.  
56 Listed in the past 60 days.

## 72 Pending Homes

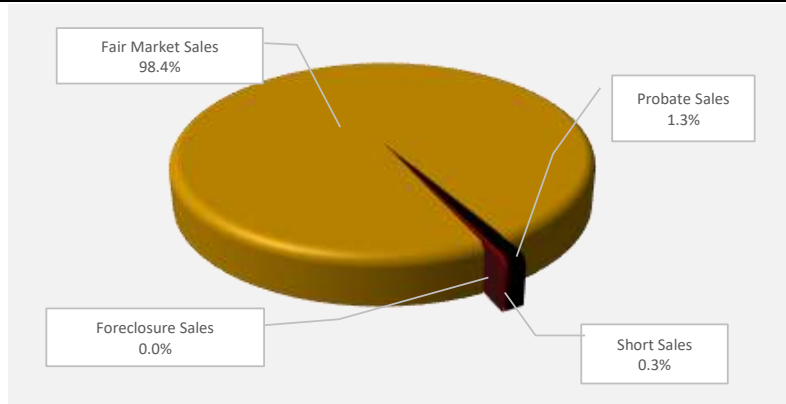
| Existing Financing | Homes        | Percentage    |
|--------------------|--------------|---------------|
| Fair Market Sales  | 70           | 97.2%         |
| Probate Sales      | 0            | 0.0%          |
| Short Sales        | 2            | 2.8%          |
| Foreclosure Sales  | 0            | 0.0%          |
|                    |              | <b>100.0%</b> |
| Low                | \$ 248,888   |               |
| Average            | \$ 736,637   |               |
| High               | \$ 1,560,000 |               |
| Average DOM:       | 30.7         |               |



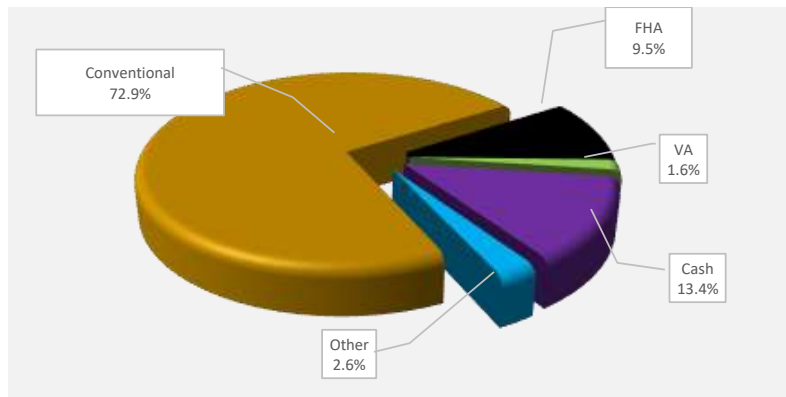
## Sold Homes Summary

32 Sold in the past 30 days  
85 Sold in the past 60 days  
306 Sold in the past 6 months

| Previous Financing | Homes        | Percentage    |
|--------------------|--------------|---------------|
| Fair Market Sales  | 301          | 98.4%         |
| Probate Sales      | 4            | 1.3%          |
| Short Sales        | 1            | 0.3%          |
| Foreclosure Sales  | 0            | 0.0%          |
|                    |              | <b>100.0%</b> |
| Low                | \$ 300,000   |               |
| Average            | \$ 739,910   |               |
| High               | \$ 2,098,888 |               |
| Average DOM:       | 19.6         |               |



| New Financing Type | Homes | Percentage    |
|--------------------|-------|---------------|
| Conventional       | 223   | 72.9%         |
| FHA                | 29    | 9.5%          |
| VA                 | 5     | 1.6%          |
| Cash               | 41    | 13.4%         |
| Other              | 8     | 2.6%          |
|                    |       | <b>100.0%</b> |





**TRACY HOUSE REAL ESTATE SALES SUMMARY**

| Prepared: 12/08/23 |        |             | TOTAL IN PRICE BRACKET | HOMES FOR SALE | HOMES IN ESCROW | % WITH OFFERS |
|--------------------|--------|-------------|------------------------|----------------|-----------------|---------------|
| \$0                | to     | \$299,999   | 2                      | 1              | 1               | 50.00%        |
| \$300,000          | to     | \$349,999   | 0                      | 0              | 0               |               |
| \$350,000          | to     | \$399,999   | 3                      | 1              | 2               | 66.67%        |
| \$400,000          | to     | \$449,999   | 4                      | 2              | 2               | 50.00%        |
| \$450,000          | to     | \$499,999   | 7                      | 2              | 5               | 71.43%        |
| \$500,000          | to     | \$549,999   | 10                     | 3              | 7               | 70.00%        |
| \$550,000          | to     | \$599,999   | 11                     | 6              | 5               | 45.45%        |
| \$600,000          | to     | \$649,999   | 10                     | 5              | 5               | 50.00%        |
| \$650,000          | to     | \$699,999   | 20                     | 12             | 8               | 40.00%        |
| \$700,000          | to     | \$749,999   | 13                     | 7              | 6               | 46.15%        |
| \$750,000          | to     | \$799,999   | 14                     | 8              | 6               | 42.86%        |
| \$800,000          | to     | \$849,999   | 12                     | 6              | 6               | 50.00%        |
| \$850,000          | to     | \$899,999   | 10                     | 7              | 3               | 30.00%        |
| \$900,000          | to     | \$949,999   | 8                      | 5              | 3               | 37.50%        |
| \$950,000          | to     | \$999,999   | 7                      | 4              | 3               | 42.86%        |
| \$1,000,000        | to     | \$1,049,999 | 2                      | 2              | 0               | 0.00%         |
| \$1,050,000        | to     | \$1,099,999 | 3                      | 1              | 2               | 66.67%        |
| \$1,100,000        | to     | \$1,149,999 | 4                      | 2              | 2               | 50.00%        |
| \$1,150,000        | to     | \$1,199,999 | 4                      | 0              | 4               | 100.00%       |
| \$1,200,000        | to     | \$1,249,999 | 2                      | 1              | 1               | 50.00%        |
| \$1,250,000        | to     | \$1,299,999 | 1                      | 1              | 0               | 0.00%         |
| \$1,300,000        | and up |             | 6                      | 5              | 1               | 16.67%        |
| <b>TOTAL</b>       |        |             | <b>153</b>             | <b>81</b>      | <b>72</b>       | <b>47.06%</b> |

**MARKET TIMING:**

- 30.7** Average days on market for homes in escrow.
- 2.8** Months of remaining inventory (based on average of last 6 months sales).

**AVAILABLE HOME STATISTICS:**

- 0** Available homes are short sales. Short Sale Percentage: 0.00%
- 0** Available homes are bank owned (REO). REO percentage: 0.00%
- 14** Available homes are vacant (includes REO). Vacancy rate: 17.28%
- 45.68%** Available homes have had price reductions since being listed.

**PENDING HOME STATISTICS:**

- 2** Pending homes are short sales. Short Sale Percentage: 2.78%
- 0** Pending homes are bank owned (REO). REO percentage: 0.00%
- 31.94%** Of homes are pending for less than the original asking price.

**MARKET STATISTICS:**

- 32** Homes sold in the past 30 days.
- \$739,738.02** Average selling price in the past 6 months.
- \$367.37** Average price per square foot in the past 30 days.
- 2,101** Average square footage for home sold in the past 30 days.
- 34.4%** Homes sold above original listed price in past 30 days.
- 98.2%** Average Asked to Sold Ratio in the past 30 days.
- 99.2%** Median Asked to Sold Ratio in the past 30 days.
- 85** Homes sold in the past 60 days.
- 306** Homes sold in the past 6 months.
- 1** Sold homes that were short sales. Short Sale Percentage: 0.33%
- 0** Sold homes that were bank owned. REO percentage: 0.00%

