

MLS STATISTICS for January 2011
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
New Listings Published	2,455		2,065	18.9%		1,929		27.3%
Active Listing Inventory †	5,004		5,156	-2.9%		3,155		58.6%
Active Short Sale Contingent *	1,635		1,669	-2.0%		2,224		-26.5%
Number of New Escrows	1,333		1,154	15.5%		1,288		3.5%
Number of REO Sales	579	46.7%	655	-11.6%	43.6%	515	44.4%	12.4%
Number of Short Sales	320	25.8%	340	-5.9%	22.6%	273	23.6%	17.2%
Conventional Sales	340	27.4%	509	-33.2%	33.8%	371	32.0%	-8.4%
Total Number of Closed Escrows	1,239	100.0%	1,504	-17.6%	100.0%	1,159	100.0%	6.9%
Months Inventory	4 Months		3.4 Months	17.6%		2.7 Months		48.1%
Dollar Value of Closed Escrows	\$240,158,681		\$303,584,341	-20.9%		\$229,079,257		4.8%
Median	\$170,000		\$179,000	-5.0%		\$170,000		0.0%
Mean	\$193,989		\$201,851	-3.9%		\$197,653		-1.9%
Mode	\$200,000 - \$249,999		\$200,000 - \$249,999			\$200,000 - \$249,999		

Year-to-Date Statistics	01/01/11 to 01/31/11	01/01/11 to 01/31/11	1/1/2010	Change
	SAR monthly data, compiled	MetroList YTD data	1/31/2010	
Number of Closed Escrows	1,239	n/a	1,159	6.9%
Dollar Value of Closed Escrows	\$240,158,681	n/a	\$229,079,257	4.8%
Median	\$170,000	n/a	\$170,000	0.0%
Mean	\$193,989	n/a	\$197,653	-1.9%

CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total	Last Month	Change	% of Total	Last Year	Change
New Listings Published	217		206	5.3%		190	14.2%
Active Listing Inventory †	500		548	-8.8%		305	118.0%
Active Short Sale Contingent *	165		176	-6.3%		214	n/a
Number of New Escrows	123		100	23.0%		105	17.1%
Number of REO Sales	63	56.8%	69	-8.7%	54.8%	46	37.0%
Number of Short Sales	25	22.5%	29	-13.8%	23.0%	21	n/a
Conventional Sales	23	20.7%	28	-17.9%	22.2%	18	n/a
Total Closed Escrows	111	100.0%	126	-11.9%	100.0%	85	30.6%
Dollar Value of Closed Escrows	\$10,710,720		\$13,133,913	-18.4%		\$9,460,738	13.2%
Median	\$80,000		\$80,000	0.0%		\$85,000	-5.9%
Mean	\$96,493		\$104,237	-7.4%		\$111,303	-13.3%
Mode	\$120,000 - \$139,999		\$120,000 - \$139,999			\$80,000 - \$89,999	

Year-to-Date Statistics	01/01/10 to 01/31/11	01/01/10 to 01/31/11	1/1/2010	Change
	SAR monthly data, compiled	MetroList YTD Data	1/31/2010	
Number of Closed Escrows	111	n/a	85	30.6%
Dollar Value of Closed Escrows	\$10,710,720	n/a	\$9,460,738	13.2%
Median	\$80,000	n/a	\$85,000	-5.9%
Mean	\$96,493	n/a	\$111,303	-13.3%

† includes: Active, Active Release Clause, Active Short Sale, Active Court Approval and Active Court Contingent listings

*Active Short Sale Contingent listings have been displayed independently to more accurately show the original Total Listing Inventory figure

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit

www.sacrealtor.org/publicaffairs/statistics

Based on Multiple Listing Service data from MetroList. © 2010 SAR.
 Compiled monthly by Sacramento Association of REALTORS® www.sacrealtor.org (916) 437-1205

MLS STATISTICS for January 2011

Data for Sacramento County and the City of West Sacramento

SALE PRICE BRACKET BASED ON FINAL SALES

Selling Price	Single-Fam Res.	% of Total	Condo/ PUD	% of Total	Res. Incm.	Res. Lots/Land	Other Res.*
\$29,999 and under	0	0.0%	3	2.7%	0	3	0
\$30,000 - \$39,999	3	0.2%	14	12.6%	0	1	0
\$40,000 - \$49,999	12	1.0%	6	5.4%	2	0	1
\$50,000 - \$59,999	18	1.5%	5	4.5%	1	0	6
\$60,000 - \$69,999	45	3.6%	12	10.8%	0	0	6
\$70,000 - \$79,999	39	3.1%	15	13.5%	1	0	5
\$80,000 - \$89,999	44	3.6%	7	6.3%	5	0	4
\$90,000 - \$99,999	40	3.2%	10	9.0%	1	0	1
\$100,000 - \$119,999	111	9.0%	12	10.8%	3	1	7
\$120,000 - \$139,999	114	9.2%	8	7.2%	3	1	5
\$140,000 - \$159,999	124	10.0%	6	5.4%	7	0	2
\$160,000 - \$179,999	118	9.5%	4	3.6%	6	0	3
\$180,000 - \$199,999	102	8.2%	2	1.8%	1	1	1
\$200,000 - \$249,999	192	15.5%	3	2.7%	11	0	3
\$250,000 - \$299,999	114	9.2%	1	0.9%	1	0	0
\$300,000 - \$349,999	67	5.4%	1	0.9%	5	0	0
\$350,000 - \$399,999	41	3.3%	2	1.8%	2	0	0
\$400,000 - \$449,999	16	1.3%	0	0.0%	0	0	0
\$450,000 - \$499,999	8	0.6%	0	0.0%	0	0	0
\$500,000 - \$549,000	8	0.6%	0	0.0%	0	0	0
\$550,000 - \$599,000	7	0.6%	0	0.0%	0	0	0
\$600,000 - \$999,999	14	1.1%	0	0.0%	1	0	0
\$1,000,000 and over	2	0.2%	0	0.0%	0	0	0
Total	1,239	100%	111	100%	50	7	44

Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
					% of Total				
	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
(SFR, condo, PUD only) Financing Method									
Cash	422	31.3%	454	27.9%	0 - 30	492	36.4%	39.4%	47.2%
Conventional	472	35.0%	584	35.9%	31 - 60	293	21.7%	20.1%	18.5%
FHA	338	25.0%	468	28.7%	61 - 90	188	13.9%	14.1%	11.6%
VA	37	2.7%	43	2.6%	91 - 120	129	9.6%	9.5%	7.6%
Other †	81	6.0%	80	4.9%	121 - 180	151	11.2%	9.8%	8.1%
Total	1,350	100.0%	1,629	100.0%	181+	97	7.2%	7.1%	7.0%
					Total	1,350	100.0%	100.0%	100.0%

* half-plex, 2-on-1, mobile home

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

Median DOM:	47
Average DOM:	72
Average DOM 1 - 180 Days:	55
Average DOM 181+ Days:	277

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit [www.sacrealtor.org / public affairs / statistics](http://www.sacrealtor.org/publicaffairs/statistics)

Based on Multiple Listing Service data from MetroList. © 2010 SAR.

Compiled monthly by Sacramento Association of REALTORS® www.sacrealtor.org (916) 437-1205