

## MLS STATISTICS for November 2009

### Data for Sacramento County and the City of West Sacramento

#### SINGLE FAMILY HOME RESALES

| Monthly Statistics             | Current Month         | % of Total | Last Month            | Change | % of Total | Last Year             | Change |
|--------------------------------|-----------------------|------------|-----------------------|--------|------------|-----------------------|--------|
| New Listings Published         | 1,521                 |            | 1,869                 | -18.6% |            | 1,589                 | -4.3%  |
| Total Listing Inventory        | 5,096                 |            | 5,392                 | -5.5%  |            | 6,643                 | -23.3% |
| Number of New Escrows          | 1,247                 |            | 1,582                 | -21.2% |            | 1,715                 | -27.3% |
| Number of REO Sales            | 579                   | 40.2%      | 713                   | -18.8% | 41.6%      | 1,236                 | -53.2% |
| Number of Short Sales          | 309                   | 21.5%      | 356                   | -13.2% | 20.7%      | n/a                   | n/a    |
| Conventional Sales             | 551                   | 38.3%      | 647                   | -14.8% | 37.7%      | n/a                   | n/a    |
| Total Number of Closed Escrows | 1,439                 | 100.0%     | 1,716                 | -16.1% | 100.0%     | 1,716                 | -16.1% |
| Months Inventory               | 3.5 Months            |            | 3.1 Months            | 12.9%  |            | 3.9 Months            | -10.3% |
| Dollar Value of Closed Escrows | \$303,477,291         |            | \$357,138,323         | -15.0% |            | \$349,965,233         | -13.3% |
| Median                         | \$187,000             |            | \$185,000             | 1.1%   |            | \$184,944             | 1.1%   |
| Mean                           | \$211,482             |            | \$208,123             | 1.6%   |            | \$203,942             | 3.7%   |
| Mode                           | \$200,000 - \$249,999 |            | \$200,000 - \$249,999 |        |            | \$200,000 - \$249,999 |        |

| Year-to-Date Statistics        | 01/01/09 to 11/30/09       | 01/01/09 to 11/30/09 | 01/01/08 to 11/30/2008 | Change |
|--------------------------------|----------------------------|----------------------|------------------------|--------|
|                                | SAR monthly data, compiled | MetroList YTD data   |                        |        |
| Number of Closed Escrows       | 18,343                     | 19,189               | 17,354                 | 10.6%  |
| Dollar Value of Closed Escrows | \$3,666,952,491            | \$3,828,463,847      | \$4,297,374,886        | -10.9% |
| Median                         | \$175,000                  | \$179,000            | \$222,000              | -19.4% |
| Mean                           | \$199,910                  | \$199,513            | \$247,630              | -19.4% |

#### CONDOMINIUM RESALES

| Monthly Statistics             | Current Month         | % of Total | Last Month            | Change | % of Total | Last Year             | Change |
|--------------------------------|-----------------------|------------|-----------------------|--------|------------|-----------------------|--------|
| New Listings Published         | 128                   |            | 201                   | -36.3% |            | 141                   | -9.2%  |
| Total Listing Inventory        | 495                   |            | 557                   | -11.1% |            | 540                   | -8.3%  |
| Number of New Escrows          | 100                   |            | 115                   | -13.0% |            | 98                    | 2.0%   |
| Number of REO Sales            | 58                    | 49.6%      | 77                    | -24.7% | 57.9%      | 68                    | -14.7% |
| Number of Short Sales          | 31                    | 26.5%      | 22                    | 40.9%  | 16.5%      | n/a                   | n/a    |
| Conventional Sales             | 28                    | 23.9%      | 34                    | -17.6% | 25.6%      | n/a                   | n/a    |
| Total Closed Escrows           | 117                   | 100.0%     | 133                   | -12.0% | 100.0%     | 97                    | 20.6%  |
| Dollar Value of Closed Escrows | \$13,529,072          |            | \$13,779,076          | -1.8%  |            | \$11,785,542          | 14.8%  |
| Median                         | \$100,000             |            | \$95,000              | 5.3%   |            | \$107,000             | -6.5%  |
| Mean                           | \$116,630             |            | \$199,818             | -41.6% |            | \$121,500             | -4.0%  |
| Mode                           | \$120,000 - \$139,999 |            | \$100,000 - \$119,999 |        |            | \$120,000 - \$139,999 |        |

| Year-to-Date Statistics        | 01/01/09 to 11/30/09       | 01/01/09 to 11/30/09 | 01/01/08 to 11/30/2008 | Change |
|--------------------------------|----------------------------|----------------------|------------------------|--------|
|                                | SAR monthly data, compiled | MetroList YTD Data   |                        |        |
| Number of Closed Escrows       | 1,124                      | 1,319                | 1,116                  | 18.2%  |
| Dollar Value of Closed Escrows | \$147,252,701              | \$157,956,317        | \$173,032,969          | -8.7%  |
| Median                         | \$99,444                   | \$98,000             | \$130,000              | -24.6% |
| Mean                           | \$131,008                  | \$119,755            | \$155,047              | -22.8% |

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/public_affairs/statistics)

# MLS STATISTICS for November 2009

## Data for Sacramento County and the City of West Sacramento

### SALE PRICE BRACKET BASED ON FINAL SALES

| Selling Price         | Single-Family Residential | % of Total  | Condo/PUD  | % of Total  | Residential Income | Residential Lots/Land | Other Residential* |
|-----------------------|---------------------------|-------------|------------|-------------|--------------------|-----------------------|--------------------|
| \$29,999 and under    | 2                         | 0.1%        | 0          | 0.0%        | 0                  | 6                     | 0                  |
| \$30,000 - \$39,999   | 5                         | 0.3%        | 9          | 7.8%        | 0                  | 0                     | 1                  |
| \$40,000 - \$49,999   | 16                        | 1.1%        | 11         | 9.5%        | 1                  | 0                     | 2                  |
| \$50,000 - \$59,999   | 11                        | 0.8%        | 11         | 9.5%        | 1                  | 0                     | 3                  |
| \$60,000 - \$69,999   | 22                        | 1.5%        | 7          | 6.0%        | 1                  | 0                     | 5                  |
| \$70,000 - \$79,999   | 33                        | 2.3%        | 6          | 5.2%        | 1                  | 3                     | 2                  |
| \$80,000 - \$89,999   | 46                        | 3.2%        | 10         | 8.6%        | 2                  | 2                     | 10                 |
| \$90,000 - \$99,999   | 44                        | 3.1%        | 4          | 3.4%        | 1                  | 0                     | 4                  |
| \$100,000 - \$119,999 | 108                       | 7.5%        | 13         | 11.2%       | 4                  | 1                     | 4                  |
| \$120,000 - \$139,999 | 112                       | 7.8%        | 19         | 16.4%       | 2                  | 0                     | 8                  |
| \$140,000 - \$159,999 | 127                       | 8.8%        | 8          | 6.9%        | 8                  | 0                     | 1                  |
| \$160,000 - \$179,999 | 149                       | 10.4%       | 3          | 2.6%        | 5                  | 0                     | 3                  |
| \$180,000 - \$199,999 | 106                       | 7.4%        | 2          | 1.7%        | 4                  | 0                     | 2                  |
| \$200,000 - \$249,999 | 274                       | 19.0%       | 3          | 2.6%        | 5                  | 1                     | 2                  |
| \$250,000 - \$299,999 | 146                       | 10.1%       | 4          | 3.4%        | 6                  | 1                     | 1                  |
| \$300,000 - \$349,999 | 84                        | 5.8%        | 1          | 0.9%        | 2                  | 0                     | 0                  |
| \$350,000 - \$399,999 | 65                        | 4.5%        | 4          | 3.4%        | 0                  | 0                     | 0                  |
| \$400,000 - \$449,999 | 36                        | 2.5%        | 1          | 0.9%        | 1                  | 0                     | 0                  |
| \$450,000 - \$499,999 | 16                        | 1.1%        | 0          | 0.0%        | 1                  | 0                     | 0                  |
| \$500,000 - \$549,000 | 6                         | 0.4%        | 0          | 0.0%        | 0                  | 0                     | 0                  |
| \$550,000 - \$599,000 | 12                        | 0.8%        | 0          | 0.0%        | 0                  | 0                     | 0                  |
| \$600,000 - \$999,999 | 15                        | 1.0%        | 0          | 0.0%        | 1                  | 0                     | 0                  |
| \$1,000,000 and over  | 4                         | 0.3%        | 0          | 0.0%        | 0                  | 0                     | 0                  |
| <b>Total</b>          | <b>1,439</b>              | <b>100%</b> | <b>116</b> | <b>100%</b> | <b>46</b>          | <b>14</b>             | <b>48</b>          |

| Type of Financing<br>Financing Method | Current Month |               | Previous Month |               | LENGTH OF TIME ON MARKET                       |              |               |
|---------------------------------------|---------------|---------------|----------------|---------------|--|--------------|---------------|
|                                       | # of Units    | % of Total    | # of Units     | % of Total    | (SFR, condo, PUD only)<br>Days on Market (DOM) | # of Units   | % of Total    |
| Cash                                  | 410           | 26.4%         | 455            | 24.6%         | 0 - 30   | 965          | 62.1%         |
| Conventional                          | 559           | 35.9%         | 725            | 39.2%         | 31 - 60  | 207          | 13.3%         |
| FHA                                   | 488           | 31.4%         | 534            | 28.9%         | 61 - 90  | 132          | 8.5%          |
| VA                                    | 44            | 2.8%          | 39             | 2.1%          | 91 - 120                                       | 73           | 4.7%          |
| Other †                               | 54            | 3.5%          | 96             | 5.2%          | 121 - 180                                      | 84           | 5.4%          |
| <b>Total</b>                          | <b>1,555</b>  | <b>100.0%</b> | <b>1,849</b>   | <b>100.0%</b> | 181+   | 94           | 6.0%          |
|                                       |               |               |                |               | <b>Total</b>                                   | <b>1,555</b> | <b>100.0%</b> |

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

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

**Median DOM: 16**  
**Average DOM: 48**  
**Average DOM 1 - 180 Days: 32.5**  
**Average DOM 181+ Days: 269**

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](http://www.sacrealtor.org/publicaffairs/statistics)