

MLS STATISTICS for November 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	1,886		2,051	-8.0%		2,091		-9.8%
Active Listing Inventory †	3,236		3,477	-6.9%		5,225		-38.1%
Active Short Sale Contingent *	2,196		2,162	1.6%		1,704		28.9%
Number of New Escrows	1,428		1,544	-7.5%		1,278		11.7%
Number of REO Sales	514	33.6%	590	-12.9%	36.6%	551	42.3%	-6.7%
Number of Short Sales	453	29.6%	436	3.9%	27.0%	294	22.6%	54.1%
Conventional Sales	564	36.8%	588	-4.1%	36.4%	457	35.1%	23.4%
Total Number of Closed Escrows	1,531	100.0%	1,614	-5.1%	100.0%	1,302	100.0%	17.6%
Months Inventory	2.1 Months		2.2 Months	-4.5%		4 Months		-47.5%
Dollar Value of Closed Escrows	\$283,794,546		\$301,906,652	-6.0%		\$267,678,888		6.0%
Median	\$165,000		\$164,900	0.1%		\$180,000		-8.3%
Mean	\$185,365		\$187,520	-1.1%		\$205,591		-9.8%
Mode	\$200,000 - \$249,999		\$200,000 - \$249,999			\$200,000 - \$249,999		

Year-to-Date Statistics	01/01/11 to 11/30/11 SAR monthly data, compiled	01/01/11 to 11/30/11 MetroList YTD data	1/1/2010 11/30/2010	Change
Number of Closed Escrows	17,148	17,795	15,923	7.7%
Dollar Value of Closed Escrows	\$3,244,339,002	\$3,373,280,395	\$3,321,022,034	-2.3%
Median	\$165,690	\$165,100	\$184,900	-10.4%
Mean	\$190,026	\$189,563	\$208,568	-8.9%

CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total	Last Month	Change	% of Total	Last Year	Change
New Listings Published	161		174	-7.5%		201	-19.9%
Active Listing Inventory †	296		318	-6.9%		547	-10.1%
Active Short Sale Contingent *	196		199	-1.5%		169	16.0%
Number of New Escrows	110		89	23.6%		99	11.1%
Number of REO Sales	44	46.8%	58	-24.1%	46.8%	65	-32.3%
Number of Short Sales	31	33.0%	30	3.3%	24.2%	27	14.8%
Conventional Sales	19	20.2%	36	-47.2%	29.0%	24	-20.8%
Total Closed Escrows	94	100.0%	124	-24.2%	100.0%	116	-19.0%
Dollar Value of Closed Escrows	\$10,272,245		\$10,629,379	-3.4%		\$11,172,717	-8.1%
Median	\$86,500		\$69,950	23.7%		\$85,250	1.5%
Mean	\$109,279		\$85,721	27.5%		\$96,317	13.5%
Mode	\$60,000 - \$69,999		\$60,000 - \$69,999			\$50,000 - \$59,999	

Year-to-Date Statistics	01/01/11 to 11/30/11 SAR monthly data, compiled	01/01/11 to 11/30/11 MetroList YTD Data	1/1/2010 11/30/2010	Change
Number of Closed Escrows	1,493	1,562	1,319	13.2%
Dollar Value of Closed Escrows	\$147,938,524	\$154,357,938	\$131,513,989	12.5%
Median	\$79,700	\$79,700	\$88,000	-9.4%
Mean	\$98,821	\$98,821	\$109,184	-9.5%

† 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

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SALE PRICE BRACKET BASED ON FINAL SALES

Selling Price	Single-Fam Res.	% of Total	Condo/PUD	% of Total	Res. Incme.	Res. Lots/Land	Other Res.*
\$29,999 and under	5	0.3%	0	0.0%	0	1	0
\$30,000 - \$39,999	13	0.8%	3	3.2%	0	1	0
\$40,000 - \$49,999	21	1.4%	7	7.4%	0	0	2
\$50,000 - \$59,999	31	2.0%	9	9.6%	1	1	4
\$60,000 - \$69,999	49	3.2%	12	12.8%	2	1	4
\$70,000 - \$79,999	53	3.5%	9	9.6%	0	0	6
\$80,000 - \$89,999	37	2.4%	8	8.5%	1	3	2
\$90,000 - \$99,999	51	3.3%	4	4.3%	1	0	0
\$100,000 - \$119,999	135	8.8%	10	10.6%	3	0	2
\$120,000 - \$139,999	159	10.4%	6	6.4%	5	2	3
\$140,000 - \$159,999	166	10.8%	8	8.5%	7	1	5
\$160,000 - \$179,999	150	9.8%	8	8.5%	5	0	0
\$180,000 - \$199,999	141	9.2%	2	2.1%	4	0	1
\$200,000 - \$249,999	235	15.3%	5	5.3%	8	0	1
\$250,000 - \$299,999	111	7.3%	1	1.1%	4	0	1
\$300,000 - \$349,999	73	4.8%	1	1.1%	1	0	0
\$350,000 - \$399,999	38	2.5%	0	0.0%	1	0	1
\$400,000 - \$449,999	24	1.6%	0	0.0%	0	0	0
\$450,000 - \$499,999	9	0.6%	1	1.1%	0	0	1
\$500,000 - \$549,000	8	0.5%	0	0.0%	0	0	0
\$550,000 - \$599,000	2	0.1%	0	0.0%	0	0	0
\$600,000 - \$999,999	20	1.3%	0	0.0%	1	1	1
\$1,000,000 and over	0	0.0%	0	0.0%	0	0	0
Total	1,531	100%	94	100%	44	11	34

Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	% of Total				
					(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
(SFR, condo, PUD only) Financing Method									
Cash	445	27.4%	499	28.7%	0 - 30	685	42.2%	44.0%	42.3%
Conventional	545	33.5%	550	31.6%	31 - 60	300	18.5%	18.3%	18.4%
FHA	522	32.1%	534	30.7%	61 - 90	201	12.4%	12.1%	13.0%
VA	51	3.1%	64	3.7%	91 - 120	145	8.9%	8.7%	8.9%
Other †	62	3.8%	91	5.2%	121 - 180	153	9.4%	8.9%	9.4%
Total	1,625	100.0%	1,738	100.0%	181+	141	8.7%	8.0%	8.0%
					Total	1,625	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:	40
Average DOM:	72
Average DOM 1 - 180 Days:	50
Average DOM 181+ Days:	296

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