

Sacramento Association of REALTORS®  
**Single Family Home Sales by ZIP CODE**  
 October 2011

| Zip Code                |                              | Current Month | Sales Breakdown<br>(by type) | Last Month | Last Year | Year-to-Date |
|-------------------------|------------------------------|---------------|------------------------------|------------|-----------|--------------|
| 95608<br>Carmichael     | Total Sales                  | 41            | REO Sales 4                  | 49         | 34        | 496          |
|                         | Median Sales Price           | \$220,000     | \$175,750                    | \$240,000  | \$222,500 | \$215,000    |
|                         | Monthly Listing Inventory    | 61            | Short Sales 12               | 60         | 70        | N/A          |
|                         | Monthly Median Listing Price | \$204,900     | \$151,500                    | \$280,475  | \$230,000 | N/A          |
|                         | Total Listing Inventory *    | 181           | Conventional 25              | 192        | 263       | N/A          |
|                         | Total Listing Median Price * | \$236,500     | Sales \$255,000              | \$278,900  | \$249,925 | N/A          |
| 95610<br>Citrus Heights | Total Sales                  | 37            | REO Sales 18                 | 41         | 34        | 383          |
|                         | Median Sales Price           | \$150,000     | \$129,000                    | \$160,000  | \$187,500 | \$165,000    |
|                         | Monthly Listing Inventory    | 46            | Short Sales 11               | 43         | 53        | N/A          |
|                         | Monthly Median Listing Price | \$172,400     | \$165,000                    | \$170,250  | \$183,000 | N/A          |
|                         | Total Listing Inventory *    | 119           | Conventional 9               | 126        | 181       | N/A          |
|                         | Total Listing Median Price * | \$174,900     | Sales \$185,600              | \$169,900  | \$179,400 | N/A          |
| 95615<br>Courtland      | Total Sales                  | 0             | REO Sales 0                  | 0          | 1         | 0            |
|                         | Median Sales Price           | \$0           | \$0                          | \$0        | \$212,000 | \$0          |
|                         | Listing Inventory            | 1             | Short Sales 0                | 0          | 0         | N/A          |
|                         | Monthly Median Listing Price | \$135,000     | \$0                          | \$0        | \$0       | N/A          |
|                         | Total Listing Inventory *    | 4             | Conventional 0               | 3          | 3         | N/A          |
|                         | Total Listing Median Price * | \$247,000     | Sales \$0                    | \$359,000  | \$439,500 | N/A          |
| 95621<br>Citrus Heights | Total Sales                  | 59            | REO Sales 23                 | 47         | 35        | 445          |
|                         | Median Sales Price           | \$135,000     | \$115,000                    | \$138,220  | \$159,000 | \$144,000    |
|                         | Monthly Listing Inventory    | 60            | Short Sales 20               | 51         | 56        | N/A          |
|                         | Monthly Median Listing Price | \$164,900     | \$136,000                    | \$149,500  | \$159,600 | N/A          |
|                         | Total Listing Inventory *    | 140           | Conventional 17              | 139        | 174       | N/A          |
|                         | Total Listing Median Price * | \$155,000     | Sales \$159,500              | \$148,200  | \$160,950 | N/A          |
| 95624<br>Elk Grove      | Total Sales                  | 81            | REO Sales 30                 | 96         | 66        | 876          |
|                         | Median Sales Price           | \$215,000     | \$189,500                    | \$196,262  | \$232,200 | \$215,000    |
|                         | Monthly Listing Inventory    | 131           | Short Sales 25               | 97         | 112       | N/A          |
|                         | Monthly Median Listing Price | \$214,900     | \$212,000                    | \$242,450  | \$224,950 | N/A          |
|                         | Total Listing Inventory *    | 276           | Conventional 26              | 272        | 319       | N/A          |
|                         | Total Listing Median Price * | \$234,950     | Sales \$246,500              | \$250,000  | \$229,950 | N/A          |
| 95626<br>Elverta        | Total Sales                  | 8             | REO Sales 2                  | 14         | 1         | 71           |
|                         | Median Sales Price           | \$126,000     | \$54,000                     | \$111,000  | \$230,000 | \$125,000    |
|                         | Monthly Listing Inventory    | 6             | Short Sales 3                | 5          | 5         | N/A          |
|                         | Monthly Median Listing Price | \$227,450     | \$185,000                    | \$172,900  | \$119,000 | N/A          |
|                         | Total Listing Inventory *    | 16            | Conventional 3               | 17         | 18        | N/A          |
|                         | Total Listing Median Price * | \$124,000     | Sales \$130,000              | \$100,000  | \$393,944 | N/A          |
| 95628<br>Fair Oaks      | Total Sales                  | 38            | REO Sales 17                 | 43         | 37        | 424          |
|                         | Median Sales Price           | \$211,500     | \$182,600                    | \$210,000  | \$253,000 | \$224,950    |
|                         | Monthly Listing Inventory    | 52            | Short Sales 8                | 59         | 62        | N/A          |
|                         | Monthly Median Listing Price | \$275,400     | \$254,250                    | \$299,000  | \$279,900 | N/A          |
|                         | Total Listing Inventory *    | 184           | Conventional 13              | 199        | 212       | N/A          |
|                         | Total Listing Median Price * | \$299,437     | Sales \$224,000              | \$325,000  | \$280,000 | N/A          |
| 95630<br>Folsom         | Total Sales                  | 62            | REO Sales 12                 | 88         | 47        | 742          |
|                         | Median Sales Price           | \$310,000     | \$253,450                    | \$319,500  | \$325,000 | \$316,500    |
|                         | Monthly Listing Inventory    | 83            | Short Sales 19               | 110        | 104       | N/A          |
|                         | Monthly Median Listing Price | \$340,000     | \$312,000                    | \$310,450  | \$349,894 | N/A          |
|                         | Total Listing Inventory *    | 235           | Conventional 31              | 265        | 312       | N/A          |
|                         | Total Listing Median Price * | \$349,900     | Sales \$320,000              | \$359,000  | \$350,000 | N/A          |
| 95632<br>Galt           | Total Sales                  | 35            | REO Sales 10                 | 31         | 25        | 342          |
|                         | Median Sales Price           | \$179,000     | \$155,000                    | \$150,000  | \$187,900 | \$155,000    |
|                         | Monthly Listing Inventory    | 42            | Short Sales 10               | 48         | 46        | N/A          |
|                         | Monthly Median Listing Price | \$165,532     | \$178,500                    | \$163,250  | \$164,365 | N/A          |
|                         | Total Listing Inventory *    | 142           | Conventional 15              | 165        | 144       | N/A          |
|                         | Total Listing Median Price * | \$175,000     | Sales \$185,000              | \$172,500  | \$177,000 | N/A          |
| 95638<br>Herald         | Total Sales                  | 3             | REO Sales 1                  | 1          | 1         | 18           |
|                         | Median Sales Price           | \$365,000     | \$220,000                    | \$206,000  | \$685,000 | \$292,500    |
|                         | Monthly Listing Inventory    | 1             | Short Sales 0                | 7          | 1         | N/A          |
|                         | Monthly Median Listing Price | \$439,900     | \$0                          | \$319,900  | \$319,000 | N/A          |
|                         | Total Listing Inventory *    | 8             | Conventional 2               | 12         | 5         | N/A          |
|                         | Total Listing Median Price * | \$232,450     | Sales \$377,500              | \$284,900  | \$461,975 | N/A          |
| 95639<br>Hood           | Total Sales                  | 0             | REO Sales 0                  | 0          | 0         | 0            |
|                         | Median Sales Price           | \$0           | \$0                          | \$0        | \$0       | \$0          |
|                         | Monthly Listing Inventory    | 1             | Short Sales 0                | 0          | 0         | N/A          |
|                         | Monthly Median Listing Price | \$90,000      | \$0                          | \$0        | \$0       | N/A          |
|                         | Total Listing Inventory *    | 1             | Conventional 0               | 0          | 0         | N/A          |
|                         | Total Listing Median Price * | \$90,000      | Sales \$0                    | \$0        | \$0       | N/A          |

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|--|------------------------------|---------------|------------------------------|------------|-----------|--------------|
| 95641<br>Isleton                         | Total Sales                  | 1             | REO Sales 0                  | 4          | 1         | 16           |
|  | Median Sales Price           | \$39,900      | \$0                          | \$244,500  | \$75,000  | \$120,875    |
|  | Monthly Listing Inventory    | 1             | Short Sales 0                | 4          | 5         | N/A          |
|  | Monthly Median Listing Price | \$59,900      | \$0                          | \$338,880  | \$208,850 | N/A          |
|  | Total Listing Inventory *    | 11            | Conventional 1               | 12         | 17        | N/A          |
|  | Total Listing Median Price * | \$159,975     | Sales \$39,900               | \$179,950  | \$232,750 | N/A          |
| 95652<br>McClellan<br>AFB                | Total Sales                  | 0             | REO Sales 0                  | 0          | 0         | 0            |
|  | Median Sales Price           | \$0           | \$0                          | \$0        | \$0       | \$0          |
|  | Monthly Listing Inventory    | 0             | Short Sales 0                | 0          | 0         | N/A          |
|  | Monthly Median Listing Price | \$0           | \$0                          | \$0        | \$0       | N/A          |
|  | Total Listing Inventory *    | 0             | Conventional 0               | 0          | 0         | N/A          |
|  | Total Listing Median Price * | \$0           | Sales \$0                    | \$0        | \$0       | N/A          |
| 95655<br>Mather<br>AFB                   | Total Sales                  | 6             | REO Sales 3                  | 7          | 7         | 85           |
|  | Median Sales Price           | \$197,000     | \$195,000                    | \$250,000  | \$175,000 | \$195,000    |
|  | Monthly Listing Inventory    | 16            | Short Sales 1                | 15         | 13        | N/A          |
|  | Monthly Median Listing Price | \$180,750     | \$164,900                    | \$249,900  | \$259,900 | N/A          |
|  | Total Listing Inventory *    | 42            | Conventional 2               | 38         | 29        | N/A          |
|  | Total Listing Median Price * | \$179,000     | Sales \$214,500              | \$200,000  | \$210,000 | N/A          |
| 95660<br>North<br>Highlands              | Total Sales                  | 34            | REO Sales 14                 | 34         | 34        | 375          |
|  | Median Sales Price           | \$80,775      | \$74,500                     | \$73,000   | \$101,450 | \$84,000     |
|  | Monthly Listing Inventory    | 39            | Short Sales 8                | 45         | 51        | N/A          |
|  | Monthly Median Listing Price | \$88,450      | \$80,125                     | \$83,900   | \$104,900 | N/A          |
|  | Total Listing Inventory *    | 108           | Conventional 12              | 116        | 163       | N/A          |
|  | Total Listing Median Price * | \$84,500      | Sales \$88,350               | \$86,900   | \$99,925  | N/A          |
| 95662<br>Orangevale                      | Total Sales                  | 44            | REO Sales 12                 | 51         | 26        | 362          |
|  | Median Sales Price           | \$175,000     | \$152,500                    | \$180,000  | \$214,500 | \$178,000    |
|  | Monthly Listing Inventory    | 58            | Short Sales 13               | 39         | 46        | N/A          |
|  | Monthly Median Listing Price | \$262,000     | \$170,200                    | \$219,950  | \$227,400 | N/A          |
|  | Total Listing Inventory *    | 117           | Conventional 19              | 127        | 158       | N/A          |
|  | Total Listing Median Price * | \$260,993     | Sales \$215,000              | \$225,000  | \$235,000 | N/A          |
| 95670<br>Rancho<br>Cordova<br>Gold River | Total Sales                  | 61            | REO Sales 26                 | 48         | 52        | 532          |
|  | Median Sales Price           | \$149,900     | \$141,700                    | \$138,450  | \$195,000 | \$152,000    |
|  | Monthly Listing Inventory    | 76            | Short Sales 13               | 84         | 64        | N/A          |
|  | Monthly Median Listing Price | \$172,888     | \$149,900                    | \$191,000  | \$214,950 | N/A          |
|  | Total Listing Inventory *    | 202           | Conventional 22              | 204        | 220       | N/A          |
|  | Total Listing Median Price * | \$171,394     | Sales \$184,500              | \$179,700  | \$184,000 | N/A          |
| 95671<br>Represa                         | Total Sales                  | 0             | REO Sales 0                  | 0          | 0         | 0            |
|  | Median Sales Price           | \$0           | \$0                          | \$0        | \$0       | \$0          |
|  | Monthly Listing Inventory    | 0             | Short Sales 0                | 0          | 0         | N/A          |
|  | Monthly Median Listing Price | \$0           | \$0                          | \$0        | \$0       | N/A          |
|  | Total Listing Inventory *    | 0             | Conventional 0               | 0          | 0         | N/A          |
|  | Total Listing Median Price * | \$0           | Sales \$0                    | \$0        | \$0       | N/A          |
| 95673<br>Rio<br>Linda                    | Total Sales                  | 23            | REO Sales 12                 | 21         | 22        | 214          |
|  | Median Sales Price           | \$110,725     | \$77,000                     | \$128,000  | \$135,000 | \$155,500    |
|  | Monthly Listing Inventory    | 15            | Short Sales 4                | 25         | 24        | N/A          |
|  | Monthly Median Listing Price | \$139,450     | \$86,750                     | \$116,900  | \$139,900 | N/A          |
|  | Total Listing Inventory *    | 58            | Conventional 8               | 61         | 80        | N/A          |
|  | Total Listing Median Price * | \$135,000     | Sales \$157,250              | \$118,450  | \$134,000 | N/A          |
| 95680<br>Ryde                            | Total Sales                  | 0             | REO Sales 0                  | 0          | 0         | 0            |
|  | Median Sales Price           | \$0           | \$0                          | \$0        | \$0       | \$0          |
|  | Monthly Listing Inventory    | 0             | Short Sales 0                | 0          | 0         | N/A          |
|  | Monthly Median Listing Price | \$0           | \$0                          | \$0        | \$0       | N/A          |
|  | Total Listing Inventory *    | 0             | Conventional 0               | 1          | 1         | N/A          |
|  | Total Listing Median Price * | \$0           | Sales \$0                    | \$450,000  | \$595,000 | N/A          |
| 95683<br>Rancho<br>Murieta               | Total Sales                  | 12            | REO Sales 3                  | 8          | 6         | 86           |
|  | Median Sales Price           | \$275,500     | \$307,500                    | \$285,000  | \$269,000 | \$279,000    |
|  | Monthly Listing Inventory    | 18            | Short Sales 6                | 16         | 11        | N/A          |
|  | Monthly Median Listing Price | \$325,000     | \$257,000                    | \$347,250  | \$399,950 | N/A          |
|  | Total Listing Inventory *    | 47            | Conventional 3               | 48         | 45        | N/A          |
|  | Total Listing Median Price * | \$339,000     | Sales \$276,000              | \$345,000  | \$344,950 | N/A          |
| 95690<br>Walnut<br>Grove                 | Total Sales                  | 0             | REO Sales 0                  | 7          | 1         | 13           |
|  | Median Sales Price           | \$0           | \$0                          | \$175,000  | \$358,000 | \$175,000    |
|  | Monthly Listing Inventory    | 2             | Short Sales 0                | 2          | 1         | N/A          |
|  | Monthly Median Listing Price | \$142,753     | \$0                          | \$331,950  | \$299,000 | N/A          |
|  | Total Listing Inventory *    | 14            | Conventional 0               | 13         | 11        | N/A          |
|  | Total Listing Median Price * | \$375,000     | Sales \$0                    | \$399,900  | \$479,900 | N/A          |

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|---|------------------------------|-----------------|------------------------------|------------|-----------|--------------|
| 95693<br>Wilton   | Total Sales                  | 9               | REO Sales 4                  | 6          | 7         | 67           |
|   | Median Sales Price           | \$285,000       | \$232,600                    | \$329,000  | \$525,000 | \$328,000    |
|   | Monthly Listing Inventory    | 10              | Short Sales 2                | 7          | 8         | N/A          |
|   | Monthly Median Listing Price | \$375,000       | \$368,500                    | \$349,000  | \$363,500 | N/A          |
|   | Total Listing Inventory *    | 26              | Conventional 3               | 28         | 35        | N/A          |
| Total Listing Median Price *                              | \$499,000                    | Sales \$480,000 | \$375,000                    | \$499,000  | N/A       |              |
| 95742<br>Rancho<br>Cordova                                | Total Sales                  | 25              | REO Sales 8                  | 28         | 19        | 277          |
|   | Median Sales Price           | \$214,000       | \$208,600                    | \$211,531  | \$265,000 | \$226,160    |
|   | Monthly Listing Inventory    | 44              | Short Sales 11               | 39         | 45        | N/A          |
|   | Monthly Median Listing Price | \$230,575       | \$210,000                    | \$239,900  | \$249,950 | N/A          |
|   | Total Listing Inventory *    | 117             | Conventional 6               | 120        | 132       | N/A          |
| Total Listing Median Price *                              | \$237,500                    | Sales \$233,080 | \$238,095                    | \$233,000  | N/A       |              |
| 95757<br>Elk<br>Grove                                     | Total Sales                  | 76              | REO Sales 16                 | 79         | 67        | 725          |
|   | Median Sales Price           | \$250,050       | \$238,950                    | \$259,000  | \$260,000 | \$250,000    |
|   | Monthly Listing Inventory    | 103             | Short Sales 32               | 95         | 94        | N/A          |
|   | Monthly Median Listing Price | \$282,245       | \$249,000                    | \$254,500  | \$266,200 | N/A          |
|   | Total Listing Inventory *    | 236             | Conventional 28              | 240        | 293       | N/A          |
| Total Listing Median Price *                              | \$259,990                    | Sales \$262,450 | \$260,000                    | \$254,950  | N/A       |              |
| 95758<br>Elk<br>Grove                                     | Total Sales                  | 81              | REO Sales 26                 | 87         | 58        | 894          |
|   | Median Sales Price           | \$178,062       | \$175,000                    | \$189,900  | \$212,000 | \$180,000    |
|   | Monthly Listing Inventory    | 100             | Short Sales 32               | 105        | 114       | N/A          |
|   | Monthly Median Listing Price | \$175,000       | \$175,000                    | \$199,900  | \$199,900 | N/A          |
|   | Total Listing Inventory *    | 259             | Conventional 23              | 273        | 332       | N/A          |
| Total Listing Median Price *                              | \$185,000                    | Sales \$215,000 | \$199,000                    | \$199,900  | N/A       |              |
| 95811<br>Sacramento<br>Midtown<br>Zip Code formed 7/01/07 | Total Sales                  | 0               | REO Sales 0                  | 2          | 3         | 11           |
|   | Median Sales Price           | \$0             | \$0                          | \$205,000  | \$355,000 | \$275,000    |
|   | Monthly Listing Inventory    | 3               | Short Sales 0                | 2          | 2         | N/A          |
|   | Monthly Median Listing Price | \$475,000       | \$0                          | \$284,950  | \$194,450 | N/A          |
|   | Total Listing Inventory *    | 7               | Conventional 0               | 6          | 10        | N/A          |
| Total Listing Median Price *                              | \$575,000                    | Sales \$0       | \$680,000                    | \$419,950  | N/A       |              |
| 95814<br>Sacramento<br>Downtown<br>Midtown                | Total Sales                  | 1               | REO Sales 0                  | 1          | 0         | 10           |
|   | Median Sales Price           | \$239,000       | \$0                          | \$820,000  | \$0       | \$272,000    |
|   | Monthly Listing Inventory    | 0               | Short Sales 0                | 2          | 2         | N/A          |
|   | Monthly Median Listing Price | \$0             | \$0                          | \$204,475  | \$215,000 | N/A          |
|   | Total Listing Inventory *    | 3               | Conventional 1               | 4          | 5         | N/A          |
| Total Listing Median Price *                              | \$287,500                    | Sales \$239,000 | \$278,750                    | \$207,450  | N/A       |              |
| 95815<br>Sacto Arden<br>Arcade Creek                      | Total Sales                  | 31              | REO Sales 16                 | 31         | 17        | 251          |
|   | Median Sales Price           | \$58,800        | \$51,500                     | \$50,000   | \$70,000  | \$55,000     |
|   | Monthly Listing Inventory    | 34              | Short Sales 4                | 26         | 31        | N/A          |
|   | Monthly Median Listing Price | \$95,000        | \$60,750                     | \$77,500   | \$71,950  | N/A          |
|   | Total Listing Inventory *    | 76              | Conventional 11              | 84         | 112       | N/A          |
| Total Listing Median Price *                              | \$89,000                     | Sales \$88,000  | \$79,000                     | \$74,900   | N/A       |              |
| 95816<br>Sacramento<br>Downtown<br>Midtown                | Total Sales                  | 8               | REO Sales 1                  | 9          | 8         | 71           |
|   | Median Sales Price           | \$358,500       | \$420,000                    | \$290,000  | \$303,500 | \$338,000    |
|   | Monthly Listing Inventory    | 13              | Short Sales 2                | 12         | 11        | N/A          |
|   | Monthly Median Listing Price | \$454,475       | \$383,500                    | \$359,000  | \$307,500 | N/A          |
|   | Total Listing Inventory *    | 46              | Conventional 5               | 49         | 36        | N/A          |
| Total Listing Median Price *                              | \$404,000                    | Sales \$306,875 | \$389,900                    | \$349,950  | N/A       |              |
| 95817<br>East<br>Sacramento                               | Total Sales                  | 20              | REO Sales 4                  | 15         | 13        | 172          |
|   | Median Sales Price           | \$151,000       | \$73,500                     | \$78,000   | \$83,900  | \$109,500    |
|   | Monthly Listing Inventory    | 34              | Short Sales 5                | 27         | 25        | N/A          |
|   | Monthly Median Listing Price | \$113,500       | \$180,000                    | \$89,000   | \$169,000 | N/A          |
|   | Total Listing Inventory *    | 60              | Conventional 11              | 63         | 80        | N/A          |
| Total Listing Median Price *                              | \$99,000                     | Sales \$150,000 | \$100,000                    | \$169,000  | N/A       |              |
| 95818<br>Sacramento<br>Land Park<br>Curtis Park           | Total Sales                  | 19              | REO Sales 5                  | 12         | 17        | 181          |
|   | Median Sales Price           | \$259,500       | \$180,000                    | \$312,000  | \$352,500 | \$307,500    |
|   | Monthly Listing Inventory    | 28              | Short Sales 0                | 24         | 21        | N/A          |
|   | Monthly Median Listing Price | \$319,900       | \$0                          | \$434,500  | \$339,000 | N/A          |
|   | Total Listing Inventory *    | 83              | Conventional 14              | 81         | 96        | N/A          |
| Total Listing Median Price *                              | \$366,950                    | Sales \$290,000 | \$387,450                    | \$365,000  | N/A       |              |
| 95819<br>East<br>Sacramento                               | Total Sales                  | 10              | REO Sales 1                  | 14         | 16        | 175          |
|   | Median Sales Price           | \$321,875       | \$236,199                    | \$316,250  | \$349,800 | \$329,000    |
|   | Monthly Listing Inventory    | 19              | Short Sales 2                | 20         | 29        | N/A          |
|   | Monthly Median Listing Price | \$339,000       | \$257,500                    | \$399,500  | \$384,900 | N/A          |
|   | Total Listing Inventory *    | 62              | Conventional 7               | 69         | 89        | N/A          |
| Total Listing Median Price *                              | \$339,000                    | Sales \$355,000 | \$347,900                    | \$384,900  | N/A       |              |

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| 95820<br>Elder Creek<br>Fruitridge               | Total Sales                  | 52            | REO Sales 26                 | 43         | 58        | 446          |
|  | Median Sales Price           | \$80,500      | \$75,400                     | \$80,000   | \$90,500  | \$78,000     |
|  | Monthly Listing Inventory    | 63            | Short Sales 9                | 52         | 61        | N/A          |
|  | Monthly Median Listing Price | \$81,900      | \$125,000                    | \$85,050   | \$110,950 | N/A          |
|  | Total Listing Inventory *    | 170           | Conventional 17              | 164        | 219       | N/A          |
|  | Total Listing Median Price * | \$81,200      | Sales \$100,000              | \$90,000   | \$114,900 | N/A          |
| 95821<br>Sacto Arden<br>Arcade Creek             | Total Sales                  | 25            | REO Sales 6                  | 24         | 18        | 264          |
|  | Median Sales Price           | \$152,000     | \$98,950                     | \$154,125  | \$162,000 | \$155,375    |
|  | Monthly Listing Inventory    | 42            | Short Sales 5                | 34         | 31        | N/A          |
|  | Monthly Median Listing Price | \$135,000     | \$135,000                    | \$194,250  | \$154,925 | N/A          |
|  | Total Listing Inventory *    | 117           | Conventional 14              | 113        | 103       | N/A          |
|  | Total Listing Median Price * | \$140,000     | Sales \$204,500              | \$163,000  | \$182,000 | N/A          |
| 95822<br>South Land<br>Park<br>Greenhaven        | Total Sales                  | 40            | REO Sales 15                 | 37         | 39        | 434          |
|  | Median Sales Price           | \$101,500     | \$78,900                     | \$92,750   | \$105,000 | \$101,500    |
|  | Monthly Listing Inventory    | 60            | Short Sales 7                | 63         | 59        | N/A          |
|  | Monthly Median Listing Price | \$114,900     | \$103,000                    | \$109,000  | \$124,900 | N/A          |
|  | Total Listing Inventory *    | 166           | Conventional 18              | 168        | 195       | N/A          |
|  | Total Listing Median Price * | \$111,750     | Sales \$242,500              | \$109,000  | \$119,900 | N/A          |
| 95823<br>Sacramento<br>Franklin<br>Freepoint     | Total Sales                  | 85            | REO Sales 38                 | 59         | 59        | 739          |
|  | Median Sales Price           | \$110,000     | \$98,750                     | \$105,000  | \$127,000 | \$108,000    |
|  | Monthly Listing Inventory    | 83            | Short Sales 12               | 97         | 114       | N/A          |
|  | Monthly Median Listing Price | \$103,900     | \$95,000                     | \$119,000  | \$119,925 | N/A          |
|  | Total Listing Inventory *    | 239           | Conventional 35              | 253        | 347       | N/A          |
|  | Total Listing Median Price * | \$107,700     | Sales \$120,000              | \$113,900  | \$124,900 | N/A          |
| 95824<br>Sacramento<br>Elder Creek<br>Fruitridge | Total Sales                  | 29            | REO Sales 17                 | 20         | 26        | 259          |
|  | Median Sales Price           | \$69,500      | \$65,000                     | \$71,950   | \$81,500  | \$70,000     |
|  | Monthly Listing Inventory    | 31            | Short Sales 6                | 23         | 29        | N/A          |
|  | Monthly Median Listing Price | \$81,000      | \$56,124                     | \$78,900   | \$92,500  | N/A          |
|  | Total Listing Inventory *    | 70            | Conventional 7               | 71         | 103       | N/A          |
|  | Total Listing Median Price * | \$79,945      | Sales \$75,000               | \$79,900   | \$89,999  | N/A          |
| 95825<br>Sacto Arden<br>Arcade Creek             | Total Sales                  | 10            | REO Sales 7                  | 9          | 6         | 79           |
|  | Median Sales Price           | \$122,500     | \$115,000                    | \$100,000  | \$138,000 | \$127,500    |
|  | Monthly Listing Inventory    | 15            | Short Sales 2                | 17         | 12        | N/A          |
|  | Monthly Median Listing Price | \$150,000     | \$176,304                    | \$149,900  | \$129,750 | N/A          |
|  | Total Listing Inventory *    | 46            | Conventional 1               | 53         | 41        | N/A          |
|  | Total Listing Median Price * | \$147,500     | Sales \$185,000              | \$142,450  | \$152,750 | N/A          |
| 95826<br>Rosemont<br>College Greens<br>Mayhew    | Total Sales                  | 39            | REO Sales 11                 | 37         | 33        | 372          |
|  | Median Sales Price           | \$177,000     | \$152,000                    | \$134,000  | \$175,000 | \$151,000    |
|  | Monthly Listing Inventory    | 48            | Short Sales 5                | 47         | 49        | N/A          |
|  | Monthly Median Listing Price | \$160,000     | \$155,000                    | \$160,000  | \$173,800 | N/A          |
|  | Total Listing Inventory *    | 119           | Conventional 23              | 123        | 139       | N/A          |
|  | Total Listing Median Price * | \$159,950     | Sales \$199,000              | \$165,000  | \$169,900 | N/A          |
| 95827<br>Rosemont<br>College Greens<br>Mayhew    | Total Sales                  | 23            | REO Sales 10                 | 20         | 17        | 193          |
|  | Median Sales Price           | \$130,000     | \$123,950                    | \$141,500  | \$150,000 | \$133,000    |
|  | Monthly Listing Inventory    | 27            | Short Sales 8                | 34         | 32        | N/A          |
|  | Monthly Median Listing Price | \$143,000     | \$125,000                    | \$149,900  | \$149,950 | N/A          |
|  | Total Listing Inventory *    | 59            | Conventional 5               | 69         | 95        | N/A          |
|  | Total Listing Median Price * | \$144,450     | Sales \$162,000              | \$149,500  | \$149,450 | N/A          |
| 95828<br>Sacramento<br>Florin                    | Total Sales                  | 58            | REO Sales 28                 | 81         | 60        | 674          |
|  | Median Sales Price           | \$127,000     | \$111,500                    | \$119,500  | \$139,550 | \$125,050    |
|  | Monthly Listing Inventory    | 71            | Short Sales 13               | 81         | 86        | N/A          |
|  | Monthly Median Listing Price | \$152,950     | \$130,000                    | \$129,450  | \$159,950 | N/A          |
|  | Total Listing Inventory *    | 205           | Conventional 17              | 222        | 172       | N/A          |
|  | Total Listing Median Price * | \$139,300     | Sales \$145,000              | \$130,000  | \$144,950 | N/A          |
| 95829<br>Sacramento<br>Florin                    | Total Sales                  | 34            | REO Sales 8                  | 31         | 33        | 357          |
|  | Median Sales Price           | \$249,950     | \$237,450                    | \$191,500  | \$200,000 | \$192,500    |
|  | Monthly Listing Inventory    | 56            | Short Sales 10               | 45         | 48        | N/A          |
|  | Monthly Median Listing Price | \$222,450     | \$232,000                    | \$205,000  | \$209,900 | N/A          |
|  | Total Listing Inventory *    | 132           | Conventional 16              | 130        | 152       | N/A          |
|  | Total Listing Median Price * | \$226,000     | Sales \$304,375              | \$220,000  | \$210,000 | N/A          |
| 95830<br>Sacramento<br>Florin                    | Total Sales                  | 0             | REO Sales 0                  | 0          | 1         | 7            |
|  | Median Sales Price           | \$0           | \$0                          | \$0        | \$99,000  | \$299,900    |
|  | Monthly Listing Inventory    | 2             | Short Sales 0                | 1          | 3         | N/A          |
|  | Monthly Median Listing Price | \$214,800     | \$0                          | \$379,000  | \$455,000 | N/A          |
|  | Total Listing Inventory *    | 5             | Conventional 0               | 5          | 5         | N/A          |
|  | Total Listing Median Price * | \$260,000     | Sales \$0                    | \$299,000  | \$455,000 | N/A          |

Sacramento Association of REALTORS®  
**Single Family Home Sales by ZIP CODE**  
 October 2011

| Zip Code                                    |                              | Current Month   | Sales Breakdown<br>(by type) | Last Month  | Last Year | Year-to-Date |
|---|------------------------------|-----------------|------------------------------|-------------|-----------|--------------|
| 95831<br>Sacto<br>S Land Park<br>Greenhaven | Total Sales                  | 28              | REO Sales 9                  | 18          | 17        | 209          |
|   | Median Sales Price           | \$222,450       | \$230,000                    | \$209,000   | \$308,000 | \$249,000    |
|   | Monthly Listing Inventory    | 31              | Short Sales 9                | 31          | 22        | N/A          |
|   | Monthly Median Listing Price | \$327,450       | \$205,600                    | \$269,950   | \$279,900 | N/A          |
|   | Total Listing Inventory *    | 90              | Conventional 10              | 97          | 89        | N/A          |
| Total Listing Median Price *                | \$298,850                    | Sales \$255,000 | \$275,000                    | \$289,000   | N/A       |              |
| 95832<br>Sacto<br>Franklin<br>Freeport      | Total Sales                  | 18              | REO Sales 10                 | 12          | 11        | 184          |
|   | Median Sales Price           | \$77,500        | \$68,500                     | \$103,000   | \$130,000 | \$101,500    |
|   | Monthly Listing Inventory    | 19              | Short Sales 2                | 14          | 36        | N/A          |
|   | Monthly Median Listing Price | \$109,900       | \$89,000                     | \$93,500    | \$97,000  | N/A          |
|   | Total Listing Inventory *    | 47              | Conventional 6               | 44          | 84        | N/A          |
| Total Listing Median Price *                | \$106,500                    | Sales \$106,875 | \$98,950                     | \$104,000   | N/A       |              |
| 95833<br>Natomas<br>Del Paso<br>Heights     | Total Sales                  | 40              | REO Sales 18                 | 47          | 43        | 433          |
|   | Median Sales Price           | \$124,950       | \$116,500                    | \$150,000   | \$156,000 | \$138,000    |
|   | Monthly Listing Inventory    | 50              | Short Sales 11               | 62          | 57        | N/A          |
|   | Monthly Median Listing Price | \$139,500       | \$165,000                    | \$134,900   | \$134,950 | N/A          |
|   | Total Listing Inventory *    | 135             | Conventional 11              | 144         | 185       | N/A          |
| Total Listing Median Price *                | \$129,900                    | Sales \$135,000 | \$132,450                    | \$144,925   | N/A       |              |
| 95834<br>Natomas<br>Del Paso<br>Heights     | Total Sales                  | 23              | REO Sales 8                  | 25          | 15        | 255          |
|   | Median Sales Price           | \$175,000       | \$154,500                    | \$185,000   | \$175,000 | \$170,000    |
|   | Monthly Listing Inventory    | 43              | Short Sales 7                | 37          | 32        | N/A          |
|   | Monthly Median Listing Price | \$195,000       | \$175,000                    | \$174,450   | \$169,950 | N/A          |
|   | Total Listing Inventory *    | 123             | Conventional 8               | 116         | 99        | N/A          |
| Total Listing Median Price *                | \$175,000                    | Sales \$200,000 | \$179,950                    | \$170,000   | N/A       |              |
| 95835<br>Natomas<br>Del Paso<br>Heights     | Total Sales                  | 74              | REO Sales 18                 | 65          | 62        | 673          |
|   | Median Sales Price           | \$190,500       | \$229,150                    | \$182,000   | \$229,500 | \$201,000    |
|   | Monthly Listing Inventory    | 94              | Short Sales 41               | 107         | 97        | N/A          |
|   | Monthly Median Listing Price | \$227,000       | \$178,000                    | \$209,500   | \$224,000 | N/A          |
|   | Total Listing Inventory *    | 232             | Conventional 15              | 253         | 261       | N/A          |
| Total Listing Median Price *                | \$220,000                    | Sales \$212,900 | \$224,925                    | \$220,000   | N/A       |              |
| 95836<br>Natomas<br>Del Paso<br>Heights     | Total Sales                  | 0               | REO Sales 0                  | 1           | 1         | 5            |
|   | Median Sales Price           | \$0             | \$0                          | \$130,000   | \$265,000 | \$189,000    |
|   | Monthly Listing Inventory    | 0               | Short Sales 0                | 1           | 3         | N/A          |
|   | Monthly Median Listing Price | \$0             | \$0                          | \$190,000   | \$243,555 | N/A          |
|   | Total Listing Inventory *    | 1               | Conventional 0               | 1           | 4         | N/A          |
| Total Listing Median Price *                | \$190,000                    | Sales \$0       | \$190,000                    | \$243,493   | N/A       |              |
| 95837<br>Sacto<br>Airport                   | Total Sales                  | 0               | REO Sales 0                  | 0           | 0         | 1            |
|   | Median Sales Price           | \$0             | \$0                          | \$0         | \$0       | \$602,000    |
|   | Monthly Listing Inventory    | 1               | Short Sales 0                | 1           | 0         | N/A          |
|   | Monthly Median Listing Price | \$595,000       | \$0                          | \$500,000   | \$0       | N/A          |
|   | Total Listing Inventory *    | 2               | Conventional 0               | 3           | 2         | N/A          |
| Total Listing Median Price *                | \$1,022,500                  | Sales \$0       | \$500,000                    | \$1,125,000 | N/A       |              |
| 95838<br>Natomas<br>Del Paso<br>Heights     | Total Sales                  | 72              | REO Sales 27                 | 26          | 40        | 440          |
|   | Median Sales Price           | \$65,000        | \$59,000                     | \$73,000    | \$100,400 | \$74,750     |
|   | Monthly Listing Inventory    | 47              | Short Sales 7                | 44          | 66        | N/A          |
|   | Monthly Median Listing Price | \$91,350        | \$95,000                     | \$105,000   | \$99,000  | N/A          |
|   | Total Listing Inventory *    | 139             | Conventional 8               | 125         | 212       | N/A          |
| Total Listing Median Price *                | \$99,000                     | Sales \$91,500  | \$99,000                     | \$99,000    | N/A       |              |
| 95841<br>Sacto Arden<br>Arcade Creek        | Total Sales                  | 8               | REO Sales 3                  | 5           | 10        | 93           |
|   | Median Sales Price           | \$158,950       | \$150,000                    | \$125,000   | \$162,750 | \$135,000    |
|   | Monthly Listing Inventory    | 15              | Short Sales 1                | 14          | 13        | N/A          |
|   | Monthly Median Listing Price | \$144,000       | \$111,000                    | \$125,000   | \$147,500 | N/A          |
|   | Total Listing Inventory *    | 44              | Conventional 4               | 44          | 44        | N/A          |
| Total Listing Median Price *                | \$149,000                    | Sales \$168,450 | \$138,000                    | \$148,900   | N/A       |              |
| 95842<br>Foothill<br>Farms<br>Antelope      | Total Sales                  | 36              | REO Sales 18                 | 31          | 28        | 328          |
|   | Median Sales Price           | \$111,000       | \$103,500                    | \$120,000   | \$135,000 | \$113,750    |
|   | Monthly Listing Inventory    | 34              | Short Sales 13               | 41          | 41        | N/A          |
|   | Monthly Median Listing Price | \$133,700       | \$110,000                    | \$123,000   | \$129,950 | N/A          |
|   | Total Listing Inventory *    | 109             | Conventional 6               | 116         | 136       | N/A          |
| Total Listing Median Price *                | \$115,000                    | Sales \$133,717 | \$117,000                    | \$130,000   | N/A       |              |
| 95843<br>Sacto<br>Antelope                  | Total Sales                  | 57              | REO Sales 21                 | 69          | 56        | 620          |
|   | Median Sales Price           | \$165,000       | \$161,500                    | \$165,000   | \$170,000 | \$165,000    |
|   | Monthly Listing Inventory    | 68              | Short Sales 16               | 77          | 92        | N/A          |
|   | Monthly Median Listing Price | \$172,900       | \$162,500                    | \$168,950   | \$174,400 | N/A          |
|   | Total Listing Inventory *    | 193             | Conventional 19              | 191         | 284       | N/A          |
| Total Listing Median Price *                | \$174,900                    | Sales \$175,000 | \$169,900                    | \$172,900   | N/A       |              |

Sacramento Association of REALTORS®  
**Single Family Home Sales by ZIP CODE**  
 October 2011

| Zip Code                             |                              | Current Month | Sales Breakdown<br>(by type) | Last Month | Last Year | Year-to-Date |
|--------------------------------------|------------------------------|---------------|------------------------------|------------|-----------|--------------|
| 95864<br>Sacto Arden<br>Arcade Creek | Total Sales                  | 20            | REO Sales 5                  | 28         | 18        | 247          |
|                                      | Median Sales Price           | \$282,500     | \$99,000                     | \$249,750  | \$347,500 | \$280,000    |
|                                      | Monthly Listing Inventory    | 39            | Short Sales 1                | 35         | 37        | N/A          |
|                                      | Monthly Median Listing Price | \$264,900     | \$275,000                    | \$369,000  | \$332,000 | N/A          |
|                                      | Total Listing Inventory *    | 131           | Conventional 14              | 133        | 152       | N/A          |
|                                      | Total Listing Median Price * | \$448,500     | Sales \$337,500              | \$489,000  | \$373,000 | N/A          |
| 95605<br>West<br>Sacramento          | Total Sales                  | 8             | REO Sales 4                  | 12         | 7         | 102          |
|                                      | Median Sales Price           | \$126,548     | \$149,548                    | \$121,000  | \$80,190  | \$117,500    |
|                                      | Monthly Listing Inventory    | 11            | Short Sales 1                | 14         | 12        | N/A          |
|                                      | Monthly Median Listing Price | \$117,050     | \$80,000                     | \$80,000   | \$99,950  | N/A          |
|                                      | Total Listing Inventory *    | 31            | Conventional 3               | 36         | 45        | N/A          |
|                                      | Total Listing Median Price * | \$109,750     | Sales \$132,000              | \$97,250   | \$115,000 | N/A          |
| 95691<br>West<br>Sacramento          | Total Sales                  | 36            | REO Sales 15                 | 38         | 26        | 467          |
|                                      | Median Sales Price           | \$200,000     | \$235,000                    | \$203,000  | \$220,000 | \$218,000    |
|                                      | Monthly Listing Inventory    | 44            | Short Sales 7                | 66         | 65        | N/A          |
|                                      | Monthly Median Listing Price | \$237,000     | \$207,000                    | \$197,500  | \$276,900 | N/A          |
|                                      | Total Listing Inventory *    | 157           | Conventional 14              | 174        | 204       | N/A          |
|                                      | Total Listing Median Price * | \$216,500     | Sales \$197,500              | \$207,850  | \$239,900 | N/A          |

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