

MLS STATISTICS for December 2008

Data for Sacramento County and the City of West Sacramento

SINGLE FAMILY HOME RESALES

| Monthly Statistics | Current Month | Last Month | Change | Last Year | Change |
|-----------------------------------|-----------------------|-----------------------|--------|-----------------------|--------|
| New Listings Published | 1,819 | 1,589 | 14.5% | 2,154 | -15.6% |
| Total Listing Inventory | 6,462 | 6,643 | -2.7% | 8,965 | -27.9% |
| Number of New Escrows | 1,764 | 1,715 | 2.9% | 894 | 97.3% |
| Number of REO Sales (new feature) | 1,402 | 1,236 | 13.4% | N/A* | |
| Total Number of Closed Escrows | 1,932 | 1,716 | 12.6% | 805 | 140.0% |
| Month's Inventory | 3.3 Months | 3.9 Months | -15.4% | 11.1 Months | -70.3% |
| Dollar Value of Closed Escrows | \$388,393,265 | \$349,965,233 | 11.0% | \$250,204,976 | 55.2% |
| Median | \$180,000 | \$184,944 | -2.7% | \$280,000 | -35.7% |
| Mean | \$201,032 | \$203,942 | -1.4% | \$310,814 | -35.3% |
| Mode | \$200,000 - \$249,999 | \$200,000 - \$249,999 | | \$250,000 - \$299,000 | |

| Year-to-Date Statistics | 01/01/08 to 12/31/08 | 01/01/08 to 12/31/08 | 01/01/07 to 12/31/2007 | Change |
|--------------------------------|----------------------------|----------------------|------------------------|--------|
| | SAR monthly data, compiled | MetroList YTD data | | |
| Number of Closed Escrows | 19,286 | 20,587 | 10,620 | 93.9% |
| Dollar Value of Closed Escrows | \$4,685,771,151 | \$4,840,449,186 | \$3,927,385,972 | 23.2% |
| Median | \$215,000 | \$215,000 | \$335,000 | -35.8% |
| Mean | \$242,962 | \$235,122 | \$369,810 | -36.4% |

CONDOMINIUM / PUD RESALES

| Monthly Statistics | Current Month | Last Month | Change | Last Year | Change |
|-----------------------------------|----------------------------|-----------------------|------------------------|-----------------------|--------|
| New Listings Published | 142 | 141 | 0.7% | 169 | -16% |
| Total Listing Inventory | 531 | 540 | -1.7% | 738 | -28% |
| Number of New Escrows | 102 | 98 | 4.1% | 62 | 65% |
| Number of REO Sales (new feature) | 81 | 68 | 19.1% | N/A* | |
| Number of Closed Escrows | 124 | 97 | 27.8% | 57 | 118% |
| Dollar Value of Closed Escrows | \$15,572,484 | \$11,785,542 | 32.1% | \$11,381,269 | 37% |
| Median | \$93,000 | \$107,000 | -13.1% | \$190,000 | -51% |
| Mean | \$125,585 | \$121,500 | 3.4% | \$199,671 | -37% |
| Mode | \$40,000 - \$49,999 | \$120,000 - \$139,999 | | \$200,000 - \$249,999 | |
| Year-to-Date Statistics | 01/01/08 to 12/31/08 | 01/01/08 to 12/31/08 | 01/01/07 to 12/31/2007 | Change | |
| | SAR monthly data, compiled | MetroList YTD Data | | | |
| Number of Closed Escrows | 1,230 | 1,335 | 888 | 50.3% | |
| Dollar Value of Closed Escrows | \$188,605,453 | \$203,198,790 | \$210,792,068 | -3.6% | |
| Median | \$130,000 | \$130,000 | \$219,000 | -40.6% | |
| Mean | \$153,337 | \$152,209 | \$237,378 | -35.9% | |

Median: The midpoint at which an equal number of homes sold above and below this value.

Mean: The arithmetic average of the total number of residential sales divided into total residential sales dollar volume.

Mode: The price range within which the most number of homes were sold.

*To ensure the greatest possible accuracy, SAR, with the assistance of MetroList, has refined its search methods. Last year's reported listing inventory covered a date range rather than all homes on the market at a specific date. 08/2008

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 - about us - statistics

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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* |
|-----------------------|---------------------------|-------------|------------|-------------|--------------------|-----------------------|--------------------|
| Under \$100,000 | 344 | 17.8% | 64 | 51.6% | 13 | 1 | 40 |
| \$100,000-\$139,999 | 295 | 15.3% | 23 | 18.5% | 18 | 0 | 10 |
| \$140,000-\$159,999 | 164 | 8.5% | 13 | 10.5% | 7 | 0 | 1 |
| \$160,000-\$179,999 | 152 | 7.9% | 5 | 4.0% | 5 | 0 | 1 |
| \$180,000-\$199,999 | 145 | 7.5% | 3 | 2.4% | 9 | 0 | 0 |
| \$200,000-\$249,999 | 307 | 15.9% | 5 | 4.0% | 9 | 1 | 2 |
| \$250,000-\$299,999 | 219 | 11.3% | 4 | 3.2% | 5 | 0 | 1 |
| \$300,000-\$349,999 | 121 | 6.3% | 1 | 0.8% | 2 | 2 | 2 |
| \$350,000-\$399,999 | 74 | 3.8% | 1 | 0.8% | 2 | 0 | 0 |
| \$400,000-\$449,999 | 38 | 2.0% | 1 | 0.8% | 0 | 0 | 0 |
| \$450,000-\$499,999 | 25 | 1.3% | 0 | 0.0% | 0 | 0 | 1 |
| \$500,000-\$549,000 | 16 | 0.8% | 2 | 1.6% | 0 | 0 | 1 |
| \$550,000-\$599,000 | 10 | 0.5% | 0 | 0.0% | 1 | 0 | 0 |
| \$600,000-\$649,999 | 7 | 0.4% | 1 | 0.8% | 1 | 0 | 0 |
| \$650,000 - \$699,999 | 5 | 0.3% | 0 | 0.0% | 0 | 0 | 0 |
| \$700,000-\$749,999 | 2 | 0.1% | 0 | 0.0% | 0 | 0 | 0 |
| \$750,000 - \$799,999 | 4 | 0.2% | 0 | 0.0% | 0 | 0 | 0 |
| \$800,000-\$849,999 | 2 | 0.1% | 0 | 0.0% | 0 | 0 | 0 |
| \$850,000 - \$899,999 | 0 | 0.0% | 1 | 0.8% | 0 | 0 | 0 |
| \$900,000-\$949,999 | 0 | 0.0% | 0 | 0.0% | 0 | 0 | 0 |
| \$950,000-\$999,999 | 0 | 0.0% | 0 | 0.0% | 0 | 0 | 0 |
| \$1,000,000 and over | 2 | 0.1% | 0 | 0.0% | 0 | 0 | 0 |
| Total | 1,932 | 100% | 124 | 100% | 72 | 4 | 59 |

Type of Financing

LENGTH OF TIME ON MARKET

| (SFR, condo, PUD only) Financing Method | # of Units | % of Total | (SFR, condo, PUD only) Days on Market (DOM) | # of Units | % of Total |
|--|---------------|---------------|--|---------------|---------------|
| Cash | 463 | 22.5% | 1-30 | 1,156 | 56.2% |
| Conventional | 984 | 47.9% | 31 - 60 | 397 | 19.3% |
| FHA | 382 | 18.6% | 61 - 90 | 198 | 9.6% |
| VA | 40 | 1.9% | 91 - 120 | 121 | 5.9% |
| Other † | 187 | 9.1% | 121 - 180 | 107 | 5.2% |
| | 2,056 | 100.0% | 181+ | 77 | 3.7% |
| | | | | 2,056 | 100.0% |

† includes: contract of sale, creative, Owner Financing.

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

Average DOM: **46 Days**
Average DOM 1 - 180 Days: **37.8 Days**
Average DOM 181+ Days: **256.5 Days**

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