

## MLS STATISTICS for December 2013

### 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
Listings Published this Month	1,073		1,417	-24.3%		1,126		-4.7%
Active Listing Inventory †	1,836		2,197	-16.4%		1,273		44.2%
Active Short Sale (included above)	168		198	-15.2%		139		
Pending Short Lender Approval	501		580	-13.6%		1,629		-69.2%
Pending Sales This Month	631		908	-30.5%		769		-17.9%
Number of REO Sales	92	7.1%	51	80.4%	4.4%	162	10.8%	-43.2%
Number of Short Sales	151	11.7%	127	18.9%	11.0%	608	40.5%	-75.2%
Equity Sales**	1,051	81.2%	973	8.0%	84.5%	731	48.7%	43.8%
Total Number of Closed Escrows	1,294	100.0%	1,151	12.4%	100.0%	1,501	100.0%	-13.8%
Months Inventory	1.4 Months		1.9 Months	-26.3%		0.8 Months		75.0%
Dollar Value of Closed Escrows	\$364,445,968		\$322,544,195	13.0%		\$338,174,394		7.8%
Median	\$250,000		\$245,000	2.0%		\$195,000		28.2%
Mean	\$281,861		\$280,230	0.6%		\$225,450		25.0%
Year-to-Date Statistics		01/01/13 to 12/31/13		01/01/13 to 12/31/13		1/1/2012		
		SAR monthly data, compiled		MetroList YTD data		12/31/2013		Change
Number of Closed Escrows	17,029		17,601			19,163		-11.1%
Dollar Value of Closed Escrows	\$4,524,801,189		\$4,655,542,321			\$3,845,754,322		17.7%
Median	\$238,000		\$238,000			\$175,000		36.0%
Mean	\$264,504		\$264,504			\$201,914		31.0%

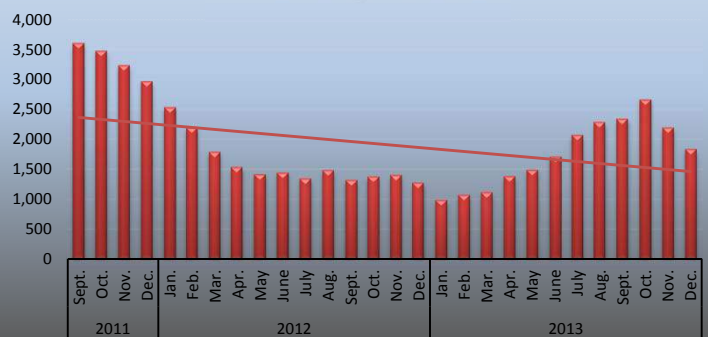
#### Sales Volume



#### Median Sales Price



#### Inventory Volume



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

\*\* Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties. The name has been changed to avoid confusion with sales involving conventional financing for the new buyer

Based on Multiple Listing Service data from MetroList. © 2013 SAR.

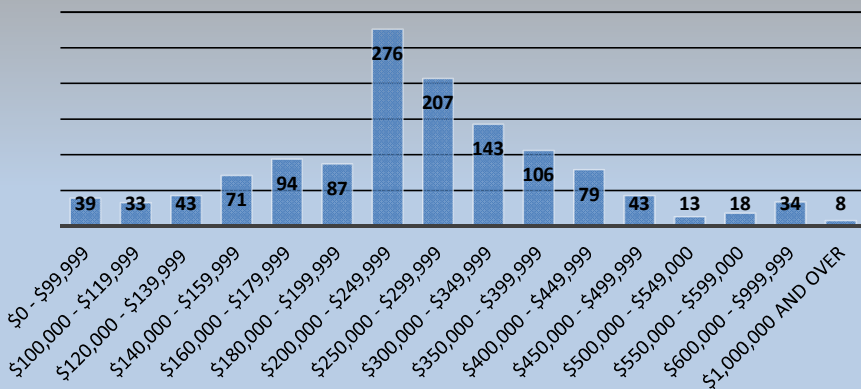
Compiled monthly by Tony Vicari, Community Relations Manager, Sacramento Association of REALTORS® | www.sacrealtor.org | 916.437.1205

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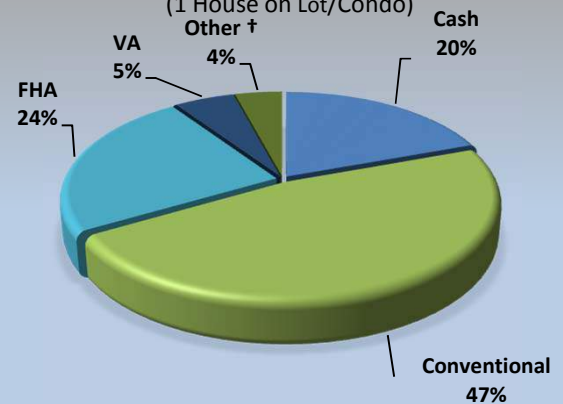
### BREAKDOWN OF SALES BY PRICE

#### 1 House on Lot Total: 1,294

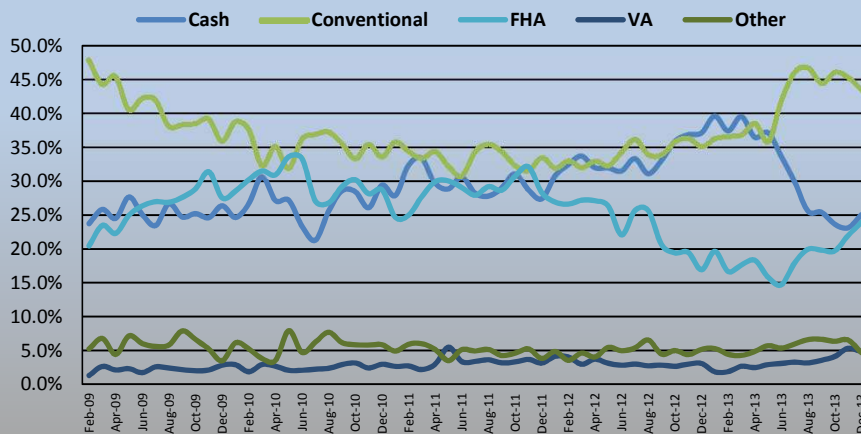


### Type of Financing/Days on Market

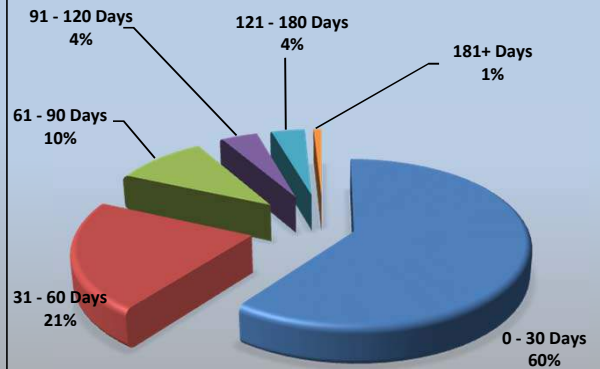
#### TYPE OF FINANCING (1 House on Lot/Condo)



#### Types of Financing Historical (% of Sales)



#### DAYS ON MARKET (1 House on Lot/Condo)



Type of Financing (SFR, condo, PUD only) Financing Method	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	% of Total		
							Current Month	Last 4 Months	Last 12 Months
Cash	252	19.5%	315	25.0%	0 - 30	779	60.2%	68.9%	75.8%
Conventional	610	47.1%	547	43.5%	31 - 60	278	21.5%	18.5%	13.6%
FHA	309	23.9%	276	21.9%	61 - 90	128	9.9%	7.0%	5.2%
VA	69	5.3%	61	4.8%	91 - 120	51	3.9%	2.7%	2.3%
Other †	54	4.2%	59	4.7%	121 - 180	47	3.6%	2.1%	2.0%
<b>Total</b>	<b>1,294</b>	<b>100.0%</b>	<b>1,258</b>	<b>100.0%</b>	<b>181+</b>	<b>11</b>	<b>0.9%</b>	<b>0.7%</b>	<b>1.1%</b>
					<b>Total</b>	<b>1,294</b>	<b>100.0%</b>	<b>100.0%</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: 22  
Average DOM: 34  
Average Price/Square Foot: \$163.6

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