

MLS STATISTICS for November 2014

Data for Sacramento County and the City of West Sacramento



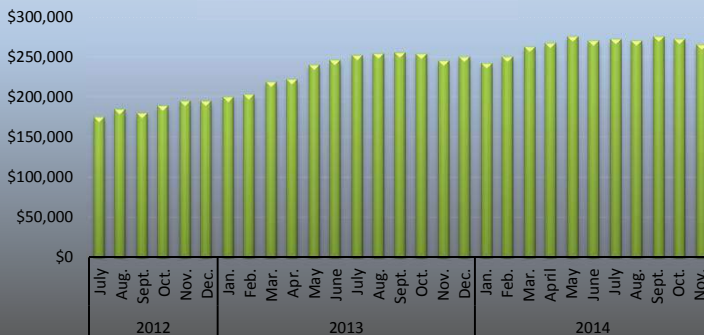
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,332		1,936	-31.2%		1,417		-6.0%
Active Listing Inventory †	3,002		3,434	-12.6%		2,197		36.6%
Active Short Sale (included above)	161		177	-9.0%		198		-18.7%
Pending Short Lender Approval	310		333	-6.9%		580		-46.6%
Pending Sales This Month	960		1,124	-14.6%		908		5.7%
Number of REO Sales	57	5.3%	84	-32.1%	6.1%	51	4.4%	11.8%
Number of Short Sales	67	6.2%	83	-19.3%	6.0%	127	11.0%	-47.2%
Equity Sales**	957	88.5%	1,208	-20.8%	87.9%	973	84.5%	-1.6%
Total Number of Closed Escrows	1,081	100%	1,375	-21.4%	100%	1,151	100.0%	-6.1%
Months Inventory	2.8 Months		2.5 Months	12.0%		1.9 Months		47.4%
Dollar Value of Closed Escrows	\$317,306,470		\$412,522,833	-23.1%		\$322,544,195		-1.6%
Median	\$265,000		\$272,000	-2.6%		\$245,000		8.2%
Mean	\$289,778		\$298,281	-2.9%		\$280,230		3.4%
Year-to-Date Statistics	01/01/14 to 11/30/14		01/01/14 to 11/30/14			1/1/2013		
	SAR monthly data, compiled		MetroList YTD data			11/30/2013		Change
Number of Closed Escrows	14,469		14,896			15,735		-8.0%
Dollar Value of Closed Escrows	\$4,277,834,705		\$4,384,858,309			\$4,160,355,221		2.8%
Median	\$267,263		\$267,263			\$236,000		13.2%
Mean	\$294,365		\$294,365			\$263,236		11.8%

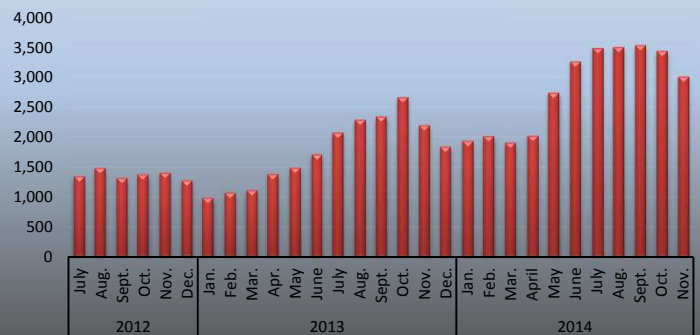
Sales Volume



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

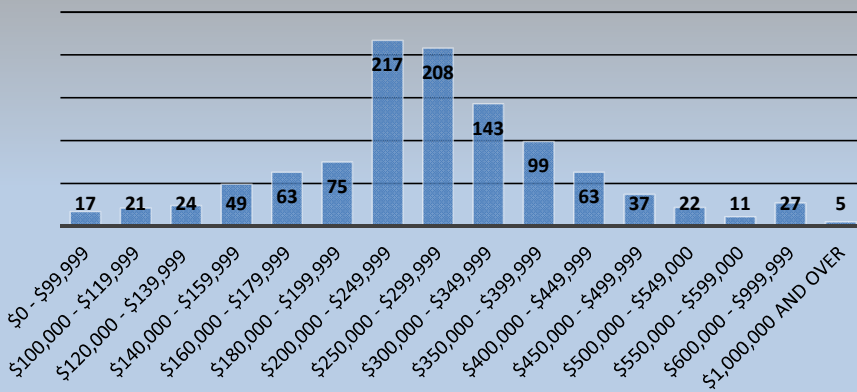
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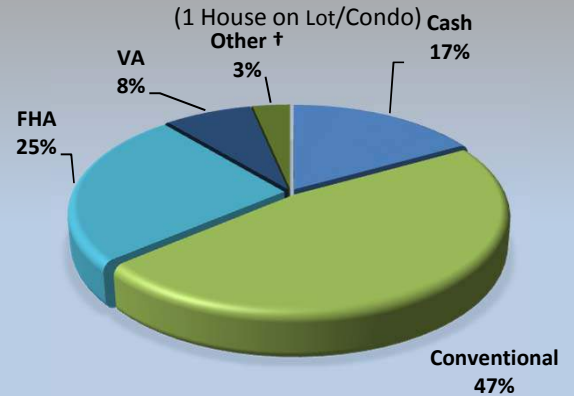
BREAKDOWN OF SALES BY PRICE

1 House on Lot Total: 1,081



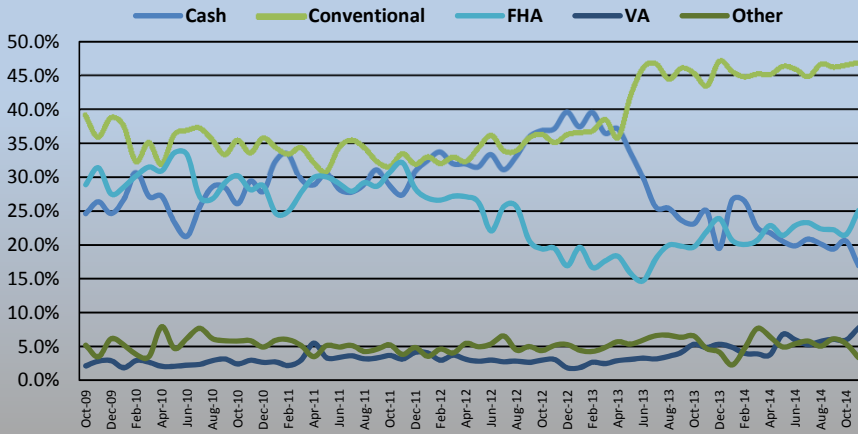
Type of Financing/Days on Market

TYPE OF FINANCING



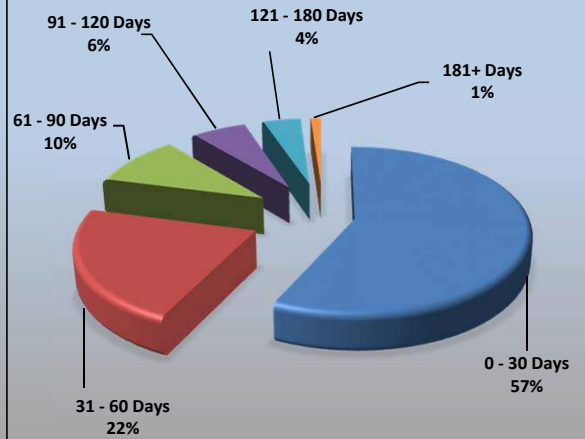
Types of Financing Historical

(% of Sales)



DAYS ON MARKET

(1 House on Lot/Condo)



Type of Financing (Single Family Home only) Financing Method	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
Cash	183	16.9%	256	18.6%	0 - 30	616	57.0%	61.2%	63.5%
Conventional	507	46.9%	654	47.6%	31 - 60	239	22.1%	20.5%	18.6%
FHA	271	25.1%	312	22.7%	61 - 90	107	9.9%	9.4%	9.1%
VA	84	7.8%	89	6.5%	91 - 120	63	5.8%	4.7%	4.2%
Other †	36	3.3%	64	4.7%	121 - 180	44	4.1%	3.1%	3.3%
Total	1,081	100.0%	1,375	100.0%	181+	12	1.1%	1.1%	1.2%
					Total	1,081	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: 25
Average DOM: 38
Average Price/Square Foot: \$173.0

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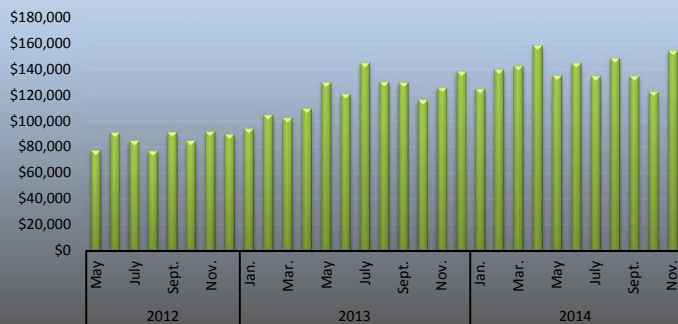
CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	132		172	-23.3%		124		6.5%
Active Listing Inventory †	316		314	0.6%		201		57.2%
Active Short Sale (included above)	19		23	-17.4%		14		35.7%
Pending Short Lender Approval	33		35	-5.7%		84		-60.7%
Pending Sales This Month	59		100	-41.0%		52		13.5%
Number of REO Sales	6	6.5%	9	-33.3%	8.0%	7	6.5%	-14.3%
Number of Short Sales	4	4.3%	8	-50.0%	7.1%	12	11.2%	-66.7%
Equity Sales	82	89.1%	96	-14.6%	85.0%	88	82.2%	-6.8%
Total Number of Closed Escrows	92	100%	113	-18.6%	100%	107	100.0%	-14.0%
Months Inventory	3.4 Months		2.8 Months	21.4%		1.9 Months		78.9%
Dollar Value of Closed Escrows	\$17,333,111		\$16,700,819	3.8%		\$15,087,060		14.9%
Median	\$154,500		\$123,000	25.6%		\$126,000		22.6%
Mean	\$188,403		\$147,795	27.5%		\$141,001		33.6%
Year-to-Date Statistics	01/01/14 to 11/30/14		01/01/14 to 11/30/14			1/1/2013		Change
	SAR monthly data, compiled		MetroList YTD data			11/30/2013		
Number of Closed Escrows	1,267		1,294			1,383		-8.4%
Dollar Value of Closed Escrows	\$192,290,632		\$212,883,584			\$193,175,031		-0.5%
Median	\$135,250		\$138,000			\$120,000		12.7%
Mean	\$162,708		\$164,516			\$138,040		17.9%

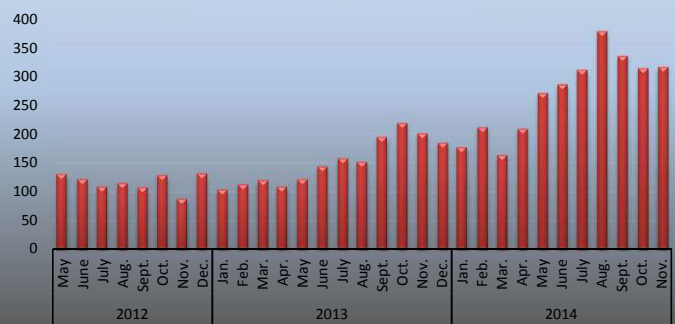
Sales Volume



Median Sales Price



Inventory Volume



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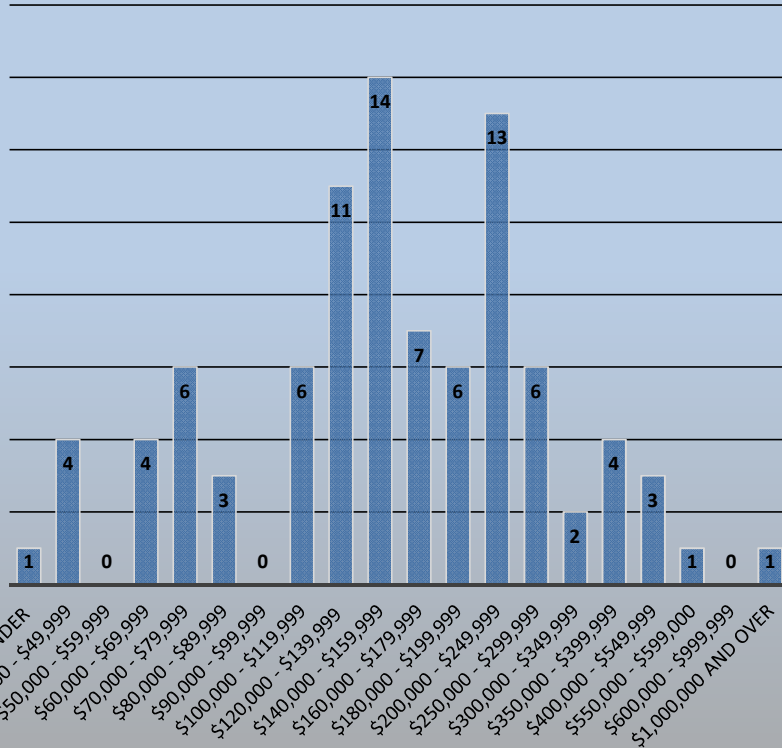
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BREAKDOWN OF SALES BY PRICE

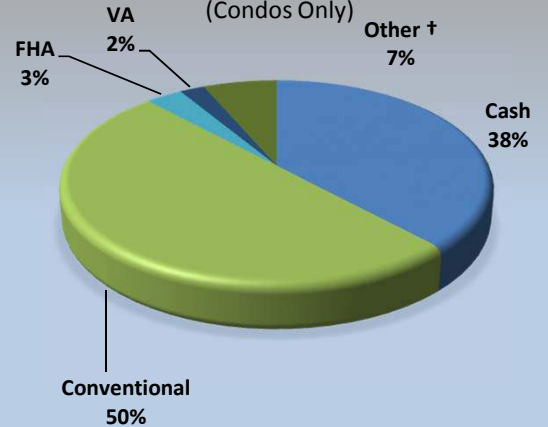
Type of Financing/Days on Market

Condos

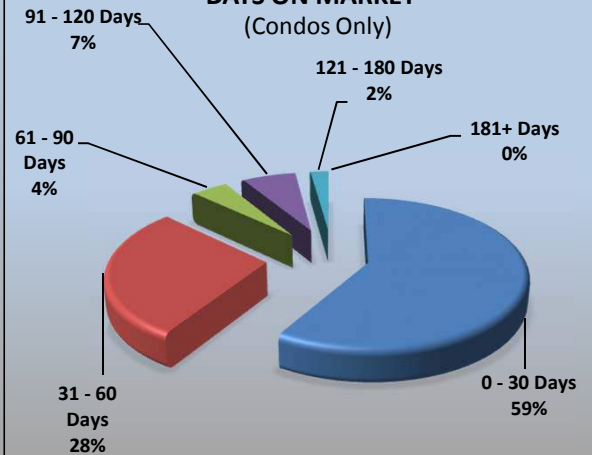
Total: 92



TYPE OF FINANCING (Condos Only)



DAYS ON MARKET (Condos Only)



Type of Financing (Condo 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	35	38.0%	52	46.0%	0 - 30	54	58.7%	61.9%	60.0%
Conventional	46	50.0%	43	38.1%	31 - 60	26	28.3%	22.2%	19.7%
FHA	3	3.3%	10	8.8%	61 - 90	4	4.3%	6.4%	10.0%
VA	2	2.2%	0	0.0%	91 - 120	6	6.5%	5.6%	5.0%
Other †	6	6.5%	8	7.1%	121 - 180	2	2.2%	2.7%	2.9%
Total	92	100.0%	113	100.0%	181+	0	0.0%	1.2%	2.3%
					Total	92	100.0%	100.0%	100.0%

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

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

Average DOM:

32

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