

**MLS STATISTICS for July 2010**  
**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         | 2,407                 |                  | 2,534                 | -5.0%  |                  | 1,911                 |                  | 26.0%  |
| Active Listing Inventory †     | 4,748                 |                  | 4,485                 | 5.9%   |                  | 5,327                 |                  | 28.5%  |
| Active Short Sale Contingent * | 2,097                 |                  | 2,369                 | -11.5% |                  | n/a                   |                  |        |
| Number of New Escrows          | 1,383                 |                  | 1,428                 | -3.2%  |                  | 1,788                 |                  | -22.7% |
| Number of REO Sales            | 525                   | 38.5%            | 632                   | -16.9% | 35.6%            | 908                   | 49.1%            | -42.2% |
| Number of Short Sales          | 318                   | 23.3%            | 470                   | -32.3% | 26.4%            | 310                   | 16.8%            | 2.6%   |
| Conventional Sales             | 520                   | 38.2%            | 675                   | -23.0% | 38.0%            | 630                   | 34.1%            | -17.5% |
| Total Number of Closed Escrows | 1,363                 | 100.0%           | 1,777                 | -23.3% | 100.0%           | 1,848                 | 100.0%           | -26.2% |
| Months Inventory               | 3.5 Months            |                  | 2.5 Months            | 40.0%  |                  | 2.9 Months            |                  | 20.7%  |
| Dollar Value of Closed Escrows | \$292,714,896         |                  | \$385,340,155         | -24.0% |                  | \$376,335,738         |                  | -22.2% |
| Median                         | \$185,000             |                  | \$194,000             | -4.6%  |                  | \$180,000             |                  | 2.8%   |
| Mean                           | \$214,915             |                  | \$216,849             | -0.9%  |                  | \$203,645             |                  | 5.5%   |
| Mode                           | \$200,000 - \$249,999 |                  | \$200,000 - \$249,999 |        |                  | \$200,000 - \$249,999 |                  |        |

| Year-to-Date Statistics        | 01/01/10 to 07/31/10       | 01/01/10 to 07/31/10 | 1/1/2009        | Change |
|--------------------------------|----------------------------|----------------------|-----------------|--------|
|                                | SAR monthly data, compiled | MetroList YTD data   | 7/31/2009       |        |
| Number of Closed Escrows       | 10,351                     | 10,823               | 11,871          | -12.8% |
| Dollar Value of Closed Escrows | \$2,178,079,484            | \$2,256,051,367      | \$2,321,797,729 | -6.2%  |
| Median                         | \$185,000                  | \$185,000            | \$173,000       | 6.9%   |
| Mean                           | \$210,422                  | \$208,450            | \$195,586       | 7.6%   |

**CONDOMINIUM RESALES**

| Monthly Statistics             | Current Month         | % of Total | Last Month            | Change | % of Total | Last Year             | Change |
|--------------------------------|-----------------------|------------|-----------------------|--------|------------|-----------------------|--------|
| New Listings Published         | 252                   |            | 235                   | 7.2%   |            | 192                   | 31.3%  |
| Active Listing Inventory †     | 498                   |            | 479                   | 6.0%   |            | 519                   | 40.5%  |
| Active Short Sale Contingent * | 231                   |            | 209                   |        |            | n/a                   |        |
| Number of New Escrows          | 103                   |            | 126                   | -18.3% |            | 106                   | -2.8%  |
| Number of REO Sales            | 70                    | 57.4%      | 56                    | 25.0%  | 36.4%      | 71                    | -1.4%  |
| Number of Short Sales          | 23                    | 18.9%      | 47                    | -51.1% | 30.5%      | 32                    | n/a    |
| Conventional Sales             | 29                    | 23.8%      | 51                    | -43.1% | 33.1%      | 14                    | n/a    |
| Total Closed Escrows           | 122                   | 100.0%     | 154                   | -20.8% | 100.0%     | 117                   | 4.3%   |
| Dollar Value of Closed Escrows | \$13,935,157          |            | \$18,741,842          | -25.6% |            | \$14,866,191          | -6.3%  |
| Median                         | \$87,250              |            | \$105,500             | -17.3% |            | \$104,900             | -16.8% |
| Mean                           | \$114,223             |            | \$123,302             | -7.4%  |            | \$127,061             | -10.1% |
| Mode                           | \$100,000 - \$119,999 |            | \$100,000 - \$119,999 |        |            | \$100,000 - \$119,999 |        |

| Year-to-Date Statistics        | 01/01/10 to 07/31/10       | 01/01/10 to 07/31/10 | 1/1/2009     | Change |
|--------------------------------|----------------------------|----------------------|--------------|--------|
|                                | SAR monthly data, compiled | MetroList YTD Data   | 7/31/2009    |        |
| Number of Closed Escrows       | 835                        | 869                  | 758          | 10.2%  |
| Dollar Value of Closed Escrows | \$91,976,796               | \$98,926,212         | \$90,394,616 | 1.8%   |
| Median                         | \$85,000                   | \$90,000             | \$99,000     | -14.1% |
| Mean                           | \$110,152                  | \$113,839            | \$119,254    | -7.6%  |

† 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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# MLS STATISTICS for July 2010

## Data for Sacramento County and the City of West Sacramento

### 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* |
|-----------------------|---------------------------|-------------|------------|-------------|--------------------|-----------------------|--------------------|
| \$29,999 and under    | 1                         | 0.1%        | 2          | 1.6%        | 0                  | 1                     | 0                  |
| \$30,000 - \$39,999   | 2                         | 0.1%        | 8          | 6.6%        | 0                  | 1                     | 0                  |
| \$40,000 - \$49,999   | 8                         | 0.6%        | 13         | 10.7%       | 0                  | 0                     | 1                  |
| \$50,000 - \$59,999   | 19                        | 1.4%        | 14         | 11.5%       | 0                  | 0                     | 2                  |
| \$60,000 - \$69,999   | 21                        | 1.5%        | 6          | 4.9%        | 1                  | 0                     | 3                  |
| \$70,000 - \$79,999   | 32                        | 2.3%        | 11         | 9.0%        | 0                  | 2                     | 0                  |
| \$80,000 - \$89,999   | 32                        | 2.3%        | 9          | 7.4%        | 1                  | 1                     | 4                  |
| \$90,000 - \$99,999   | 29                        | 2.1%        | 6          | 4.9%        | 1                  | 0                     | 4                  |
| \$100,000 - \$119,999 | 96                        | 7.0%        | 18         | 14.8%       | 2                  | 2                     | 3                  |
| \$120,000 - \$139,999 | 159                       | 11.7%       | 5          | 4.1%        | 3                  | 0                     | 4                  |
| \$140,000 - \$159,999 | 123                       | 9.0%        | 6          | 4.9%        | 6                  | 0                     | 3                  |
| \$160,000 - \$179,999 | 125                       | 9.2%        | 5          | 4.1%        | 13                 | 0                     | 6                  |
| \$180,000 - \$199,999 | 110                       | 8.1%        | 2          | 1.6%        | 4                  | 0                     | 1                  |
| \$200,000 - \$249,999 | 240                       | 17.6%       | 9          | 7.4%        | 4                  | 0                     | 2                  |
| \$250,000 - \$299,999 | 154                       | 11.3%       | 1          | 0.8%        | 6                  | 0                     | 0                  |
| \$300,000 - \$349,999 | 68                        | 5.0%        | 4          | 3.3%        | 2                  | 0                     | 0                  |
| \$350,000 - \$399,999 | 47                        | 3.4%        | 1          | 0.8%        | 0                  | 0                     | 0                  |
| \$400,000 - \$449,999 | 31                        | 2.3%        | 0          | 0.0%        | 1                  | 0                     | 0                  |
| \$450,000 - \$499,999 | 15                        | 1.1%        | 0          | 0.0%        | 0                  | 0                     | 1                  |
| \$500,000 - \$549,000 | 5                         | 0.4%        | 0          | 0.0%        | 0                  | 0                     | 0                  |
| \$550,000 - \$599,000 | 12                        | 0.9%        | 2          | 1.6%        | 0                  | 0                     | 0                  |
| \$600,000 - \$999,999 | 29                        | 2.1%        | 0          | 0.0%        | 0                  | 0                     | 1                  |
| \$1,000,000 and over  | 5                         | 0.4%        | 0          | 0.0%        | 0                  | 0                     | 0                  |
| <b>Total</b>          | <b>1,363</b>              | <b>100%</b> | <b>122</b> | <b>100%</b> | <b>44</b>          | <b>7</b>              | <b>35</b>          |

| Type of Financing | Current Month |               | Previous Month |               | LENGTH OF TIME ON MARKET                    |              |               |
|-------------------|---------------|---------------|----------------|---------------|---|--------------|---------------|
|                   | # of Units    | % of Total    | # of Units     | % of Total    | (SFR, condo, PUD only) Days on Market (DOM) | # of Units   | % of Total    |
| Cash              | 380           | 25.6%         | 410            | 21.3%         | 0 - 30                                      | 738          | 49.7%         |
| Conventional      | 554           | 37.3%         | 712            | 36.9%         | 31 - 60                                     | 279          | 18.8%         |
| FHA               | 402           | 27.1%         | 642            | 33.3%         | 61 - 90                                     | 181          | 12.2%         |
| VA                | 35            | 2.4%          | 43             | 2.2%          | 91 - 120                                    | 100          | 6.7%          |
| Other †           | 114           | 7.7%          | 120            | 6.2%          | 121 - 180                                   | 103          | 6.9%          |
| <b>Total</b>      | <b>1,485</b>  | <b>100.0%</b> | <b>1,927</b>   | <b>100.0%</b> | <b>181+</b>                                 | <b>84</b>    | <b>5.7%</b>   |
|                   |               |               |                |               | <b>Total</b>                                | <b>1,485</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: 31**  
**Average DOM: 57**  
**Average DOM 1 - 180 Days: 43.6**  
**Average DOM 181+ Days: 290**

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