

MLS STATISTICS for February 2011
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	2,294		2,455	-6.6%		1,975		16.2%
Active Listing Inventory †	4,802		5,004	-4.0%		3,281		46.4%
Active Short Sale Contingent *	1,832		1,635	12.0%		2,234		-18.0%
Number of New Escrows	1,365		1,333	2.4%		1,443		-5.4%
Number of REO Sales	590	49.1%	579	1.9%	46.7%	534	46.2%	10.5%
Number of Short Sales	265	22.1%	320	-17.2%	25.8%	251	21.7%	5.6%
Conventional Sales	346	28.8%	340	1.8%	27.4%	371	32.1%	-6.7%
Total Number of Closed Escrows	1,201	100.0%	1,239	-3.1%	100.0%	1,156	100.0%	3.9%
Months Inventory	4 Months		4 Months	0.0%		2.8 Months		42.9%
Dollar Value of Closed Escrows	\$228,248,202		\$240,158,681	-5.0%		\$230,830,151		-1.1%
Median	\$169,000		\$170,000	-0.6%		\$179,900		-6.1%
Mean	\$190,365		\$193,989	-1.9%		\$199,680		-4.7%
Mode	\$200,000 - \$249,999		\$200,000 - \$249,999			\$200,000 - \$249,999		

Year-to-Date Statistics	01/01/11 to 02/28/11 SAR monthly data, compiled	01/01/11 to 02/28/11 MetroList YTD data	1/1/2010 2/28/2010	Change
Number of Closed Escrows	2,440	2,483	2,315	5.4%
Dollar Value of Closed Escrows	\$468,406,883	477,285,573	\$459,909,408	1.8%
Median	\$169,000	170,000	\$170,000	-0.6%
Mean	\$190,365	192,221	\$198,665	-4.2%

CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total	Last Month	Change	% of Total	Last Year	Change
New Listings Published	231		217	6.5%		216	6.9%
Active Listing Inventory †	491		500	-1.8%		356	87.1%
Active Short Sale Contingent *	175		165	6.1%		238	n/a
Number of New Escrows	122		123	-0.8%		81	50.6%
Number of REO Sales	65	49.6%	63	3.2%	56.8%	59	10.2%
Number of Short Sales	29	22.1%	25	16.0%	22.5%	15	n/a
Conventional Sales	37	28.2%	23	60.9%	20.7%	34	n/a
Total Closed Escrows	131	100.0%	111	18.0%	100.0%	108	21.3%
Dollar Value of Closed Escrows	\$13,231,703		\$10,710,720	23.5%		\$11,529,927	14.8%
Median	\$79,000		\$80,000	-1.3%		\$94,500	-16.4%
Mean	\$101,005		\$96,493	4.7%		\$106,759	-5.4%
Mode	\$60,000 - \$69,999		\$120,000 - \$139,999			\$80,000 - \$89,999	

Year-to-Date Statistics	01/01/10 to 02/28/11 SAR monthly data, compiled	01/01/10 to 02/28/11 MetroList YTD Data	1/1/2010 2/28/2010	Change
Number of Closed Escrows	242	246	193	25.4%
Dollar Value of Closed Escrows	\$23,942,423	24,324,123	\$20,990,665	14.1%
Median	\$78,944	78,944	\$85,000	-7.1%
Mean	\$98,879	98,879	\$108,760	-9.1%

† 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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SALE PRICE BRACKET BASED ON FINAL SALES

Selling Price	Single-Fam Res.	% of Total	Condo/ PUD	% of Total	Res. Incme.	Res. Lots/Land	Other Res.*
\$29,999 and under	4	0.3%	4	3.0%	0	3	0
\$30,000 - \$39,999	7	0.6%	13	9.8%	0	0	0
\$40,000 - \$49,999	18	1.5%	15	11.3%	3	0	0
\$50,000 - \$59,999	31	2.6%	6	4.5%	2	0	0
\$60,000 - \$69,999	44	3.7%	19	14.3%	2	0	1
\$70,000 - \$79,999	41	3.4%	11	8.3%	3	2	1
\$80,000 - \$89,999	41	3.4%	10	7.5%	6	0	1
\$90,000 - \$99,999	38	3.2%	7	5.3%	3	0	0
\$100,000 - \$119,999	79	6.6%	17	12.8%	3	0	4
\$120,000 - \$139,999	111	9.2%	8	6.0%	2	0	8
\$140,000 - \$159,999	126	10.5%	4	3.0%	1	1	10
\$160,000 - \$179,999	125	10.4%	7	5.3%	4	0	8
\$180,000 - \$199,999	86	7.2%	2	1.5%	4	0	5
\$200,000 - \$249,999	182	15.2%	3	2.3%	0	2	4
\$250,000 - \$299,999	118	9.8%	3	2.3%	2	1	3
\$300,000 - \$349,999	64	5.3%	1	0.8%	2	0	0
\$350,000 - \$399,999	34	2.8%	1	0.8%	0	0	0
\$400,000 - \$449,999	18	1.5%	0	0.0%	0	0	0
\$450,000 - \$499,999	11	0.9%	1	0.8%	1	0	0
\$500,000 - \$549,000	5	0.4%	1	0.8%	0	0	0
\$550,000 - \$599,000	8	0.7%	0	0.0%	0	0	0
\$600,000 - \$999,999	8	0.7%	0	0.0%	0	0	2
\$1,000,000 and over	2	0.2%	0	0.0%	0	0	0
Total	1,201	100%	133	100%	38	9	47

Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
					% of Total				
	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
(SFR, condo, PUD only) Financing Method									
Cash	446	33.4%	422	31.3%	0 - 30	488	36.6%	37.8%	45.9%
Conventional	446	33.4%	472	35.0%	31 - 60	235	17.6%	19.5%	18.6%
FHA	333	25.0%	338	25.0%	61 - 90	190	14.2%	14.7%	11.9%
VA	29	2.2%	37	2.7%	91 - 120	150	11.2%	10.1%	8.0%
Other †	80	6.0%	81	6.0%	121 - 180	141	10.6%	9.9%	8.4%
Total	1,334	100.0%	1,350	100.0%	181+	130	9.7%	8.0%	7.3%
					Total	1,334	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:	52
Average DOM:	76
Average DOM 1 - 180 Days:	56
Average DOM 181+ Days:	251

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