

MLS STATISTICS for August 2012
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 ± | 2,009 | | 1,996 | 0.7% | | 2,405 | | -16.5% |
| Active Listing Inventory † | 1,484 | | 1,342 | 10.6% | | 3,907 | | -62.0% |
| Active Short Sale (included above) | 232 | | 265 | | | N/A | | |
| Pending Short/Lender Approval | 2,486 | | 2,281 | | | 2,298 | | 8.2% |
| Pending Sales This Month | 1,341 | | 1,489 | -9.9% | | 1,716 | | -21.9% |
| Number of REO Sales | 287 | 16.6% | 356 | -19.4% | 21.7% | 642 | 37.5% | -55.3% |
| Number of Short Sales | 602 | 34.9% | 521 | 15.5% | 31.8% | 411 | 24.0% | 46.5% |
| Conventional Sales | 836 | 48.5% | 763 | 9.6% | 46.5% | 658 | 38.5% | 27.1% |
| Total Number of Closed Escrows | 1,725 | 100.0% | 1,640 | 5.2% | 100.0% | 1,711 | 100.0% | 0.8% |
| Months Inventory | 0.9 Months | | 0.8 Months | 12.5% | | 2.3 Months | | -60.9% |
| Dollar Value of Closed Escrows | \$359,850,428 | | \$338,373,321 | 6.3% | | \$323,606,985 | | 11.2% |
| Median | \$184,825 | | \$175,000 | 5.6% | | \$165,000 | | 12.0% |
| Mean | \$208,730 | | \$206,451 | 1.1% | | \$189,576 | | 10.1% |
| Year-to-Date Statistics | 01/01/12 to 08/31/12 | | 01/01/12 to 08/31/12 | | | 1/1/2011 | | Change |
| | SAR monthly data, compiled | | MetroList YTD data | | | 8/31/2011 | | |
| Number of Closed Escrows | 12,934 | | 13,413 | | | 12,388 | | 4.4% |
| Dollar Value of Closed Escrows | \$2,493,515,613 | | \$2,613,486,006 | | | \$2,359,794,490 | | 5.7% |
| Median | \$169,900 | | \$169,900 | | | \$167,000 | | 1.7% |
| Mean | \$192,788 | | \$196,153 | | | \$190,874 | | 1.0% |

CONDOMINIUM RESALES

| Monthly Statistics | Current Month | % of Total | Last Month | Change | % of Total | Last Year | Change |
|---------------------------------|-----------------------------|------------|-----------------------------|--------|------------|-----------------|---------------|
| Listings Published this Month ± | 150 | | 152 | -1.3% | | 208 | -27.9% |
| Active Listing Inventory † | 115 | | 109 | 5.5% | | 362 | -68.2% |
| Active Short Sale | 22 | | 23 | | | N/A | |
| Pending Short/Lender Approval | 224 | | 195 | | | 211 | 6.2% |
| Number of New Escrows | 85 | | 87 | -2.3% | | 122 | -30.3% |
| Number of REO Sales | 23 | 16.5% | 45 | -48.9% | 30.2% | 73 | -68.5% |
| Number of Short Sales | 57 | 41.0% | 52 | 9.6% | 34.9% | 29 | 96.6% |
| Conventional Sales | 59 | 42.4% | 52 | 13.5% | 34.9% | 51 | 15.7% |
| Total Closed Escrows | 139 | 100.0% | 149 | -6.7% | 100.0% | 153 | -9.2% |
| Dollar Value of Closed Escrows | \$13,709,282 | | \$16,312,096 | -16.0% | | \$15,375,277 | -10.8% |
| Median | \$77,000 | | \$85,000 | -9.4% | | \$77,000 | 0.0% |
| Mean | \$99,343 | | \$109,477 | -9.3% | | \$100,492 | -1.1% |
| Year-to-Date Statistics | 01/01/12 to 08/31/12 | | 01/01/12 to 08/31/12 | | | 1/1/2011 | Change |
| | SAR monthly data, compiled | | MetroList YTD Data | | | 8/31/2011 | |
| Number of Closed Escrows | 1,126 | | 1,161 | | | 1,129 | -0.3% |
| Dollar Value of Closed Escrows | \$110,047,504 | | \$114,147,632 | | | \$113,136,438 | -2.7% |
| Median | \$79,000 | | \$79,000 | | | \$79,275 | -0.3% |
| Mean | \$97,733 | | \$99,907 | | | \$100,084 | -2.3% |

± includes Active Short Sale Contingent listings

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

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BREAKDOWN OF SALES BY PRICE

| Selling Price | Single-Fam Res. | % of Total | Condo/ PUD | % of Total | Res. Incme. | Res. Lots/Land | Other Res.* |
|-----------------------|--------------------|---------------|---------------|---------------|----------------|-------------------|----------------|
| \$29,999 and under | 5 | 0.3% | 5 | 3.6% | 0 | 2 | 0 |
| \$30,000 - \$39,999 | 6 | 0.3% | 6 | 4.3% | 0 | 3 | 1 |
| \$40,000 - \$49,999 | 13 | 0.8% | 11 | 8.0% | 0 | 1 | 2 |
| \$50,000 - \$59,999 | 21 | 1.2% | 26 | 18.8% | 0 | 1 | 1 |
| \$60,000 - \$69,999 | 21 | 1.2% | 13 | 9.4% | 2 | 1 | 4 |
| \$70,000 - \$79,999 | 26 | 1.5% | 14 | 10.1% | 1 | 4 | 3 |
| \$80,000 - \$89,999 | 52 | 3.0% | 11 | 8.0% | 1 | 1 | 1 |
| \$90,000 - \$99,999 | 55 | 3.2% | 4 | 2.9% | 1 | 0 | 3 |
| \$100,000 - \$119,999 | 135 | 7.8% | 12 | 8.7% | 3 | 0 | 6 |
| \$120,000 - \$139,999 | 170 | 9.9% | 12 | 8.7% | 8 | 1 | 4 |
| \$140,000 - \$159,999 | 144 | 8.3% | 5 | 3.6% | 6 | 1 | 5 |
| \$160,000 - \$179,999 | 177 | 10.3% | 4 | 2.9% | 4 | 0 | 1 |
| \$180,000 - \$199,999 | 156 | 9.0% | 4 | 2.9% | 10 | 1 | 1 |
| \$200,000 - \$249,999 | 283 | 16.4% | 4 | 2.9% | 10 | 1 | 3 |
| \$250,000 - \$299,999 | 175 | 10.1% | 4 | 2.9% | 3 | 0 | 0 |
| \$300,000 - \$349,999 | 104 | 6.0% | 1 | 0.7% | 4 | 0 | 1 |
| \$350,000 - \$399,999 | 78 | 4.5% | 1 | 0.7% | 0 | 1 | 1 |
| \$400,000 - \$449,999 | 35 | 2.0% | 0 | 0.0% | 2 | 0 | 0 |
| \$450,000 - \$499,999 | 22 | 1.3% | 1 | 0.7% | 0 | 0 | 2 |
| \$500,000 - \$549,000 | 18 | 1.0% | 0 | 0.0% | 0 | 0 | 1 |
| \$550,000 - \$599,000 | 11 | 0.6% | 0 | 0.0% | 0 | 0 | 1 |
| \$600,000 - \$999,999 | 16 | 0.9% | 0 | 0.0% | 3 | 0 | 1 |
| \$1,000,000 and over | 2 | 0.1% | 0 | 0.0% | 1 | 0 | 0 |
| Total | 1,725 | 100% | 138 | 100% | 59 | 18 | 42 |

| Type of Financing | 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 |
| (SFR, condo, PUD only) Financing Method | | | | | | | | | |
| Cash | 616 | 33.1% | 557 | 31.1% | 0 - 30 | 1,104 | 59.3% | 55.4% | 48.5% |
| Conventional | 633 | 34.0% | 607 | 33.9% | 31 - 60 | 244 | 13.1% | 13.8% | 16.4% |
| FHA | 478 | 25.7% | 459 | 25.7% | 61 - 90 | 143 | 7.7% | 9.0% | 10.7% |
| VA | 53 | 2.8% | 49 | 2.7% | 91 - 120 | 110 | 5.9% | 6.7% | 7.9% |
| Other † | 83 | 4.5% | 117 | 6.5% | 121 - 180 | 133 | 7.1% | 7.4% | 8.4% |
| Total | 1,863 | 100.0% | 1,789 | 100.0% | 181+ | 129 | 6.9% | 7.7% | 8.2% |
| | | | | | Total | 1,863 | 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: 18
 Average DOM: 53
 Average DOM 1 - 180 Days: 36
 Average DOM 181+ Days: 267

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