

MLS STATISTICS for December 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	1,126		1,455	-22.6%		1,708		-34.1%
Active Listing Inventory †	1,273		1,401	-9.1%		2,966		-57.1%
Active Short Sale (included above)	139		161			N/A		
Pending Short Lender Approval	1,629		1,940			2,122		-23.2%
Pending Sales This Month	769		1,006	-23.6%		1,253		-38.6%
Number of REO Sales	162	10.8%	176	-8.0%	11.6%	561	33.6%	-71.1%
Number of Short Sales	608	40.5%	543	12.0%	35.7%	490	29.4%	24.1%
Conventional Sales	731	48.7%	801	-8.7%	52.7%	617	37.0%	18.5%
Total Number of Closed Escrows	1,501	100.0%	1,520	-1.3%	100.0%	1,668	100.0%	-10.0%
Months Inventory	0.8 Months		0.9 Months	-11.1%		1.8 Months		-55.6%
Dollar Value of Closed Escrows	\$338,174,394		\$329,212,331	2.7%		\$311,634,024		8.5%
Median	\$195,000		\$195,000	0.0%		\$161,000		21.1%
Mean	\$225,450		\$216,587	4.1%		\$187,055		20.5%
Year-to-Date Statistics	01/01/12 to 12/31/12		01/01/12 to 12/31/12			1/1/2011		Change
	SAR monthly data, compiled		MetroList YTD data			12/31/2011		
Number of Closed Escrows	19,163		19,977			18,816		1.8%
Dollar Value of Closed Escrows	\$3,845,754,322		\$4,033,629,071			\$3,555,973,026		8.1%
Median	\$175,000		\$175,000			\$165,000		6.1%
Mean	\$201,914		\$201,914			\$188,987		6.8%

CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total	Last Month	Change	% of Total	Last Year	Change
Listings Published this Month	119		113	5.3%		144	-17.4%
Active Listing Inventory †	132		88	50.0%		269	-50.9%
Active Short Sale (included above)	18		11			N/A	
Pending Short Lender Approval	181		212			188	-3.7%
Pending Sales This Month	67		72	-6.9%		102	-34.3%
Number of REO Sales	25	19.8%	11	127.3%	10.3%	48	-47.9%
Number of Short Sales	43	34.1%	45	-4.4%	42.1%	52	-17.3%
Conventional Sales	58	46.0%	51	13.7%	47.7%	27	114.8%
Total Closed Escrows	126	100.0%	107	17.8%	100.0%	127	-0.8%
Dollar Value of Closed Escrows	\$13,690,165		\$12,107,590	13.1%		\$10,874,862	25.9%
Median	\$90,000		\$92,000	-2.2%		\$85,629	5.1%
Mean	\$109,521		\$113,155	-3.2%		\$72,000	52.1%
Year-to-Date Statistics	01/01/12 to 12/31/12		01/01/12 to 12/31/12			1/1/2011	Change
	SAR monthly data, compiled		MetroList YTD Data			12/31/2011	
Number of Closed Escrows	1,592		1,643			1,620	-1.7%
Dollar Value of Closed Escrows	\$160,289,851		\$166,091,929			\$158,813,386	0.9%
Median	\$80,000		\$80,000			\$79,000	1.3%
Mean	\$101,091		\$101,091			\$98,033	3.1%

† includes: Active, Active Release Clause, Active Short Sale, Active Short Sale Contingent, 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	0	0.0%	1	0.8%	0	2	0
\$30,000 - \$39,999	3	0.2%	13	10.4%	0	1	0
\$40,000 - \$49,999	5	0.3%	13	10.4%	0	2	1
\$50,000 - \$59,999	10	0.7%	7	5.6%	0	2	2
\$60,000 - \$69,999	14	0.9%	7	5.6%	1	1	1
\$70,000 - \$79,999	25	1.7%	11	8.8%	0	1	4
\$80,000 - \$89,999	42	2.8%	10	8.0%	1	1	2
\$90,000 - \$99,999	33	2.2%	9	7.2%	1	1	0
\$100,000 - \$119,999	104	6.9%	12	9.6%	2	2	2
\$120,000 - \$139,999	115	7.7%	14	11.2%	4	3	7
\$140,000 - \$159,999	142	9.5%	7	5.6%	8	3	3
\$160,000 - \$179,999	158	10.5%	5	4.0%	3	0	4
\$180,000 - \$199,999	121	8.1%	3	2.4%	7	0	2
\$200,000 - \$249,999	238	15.9%	7	5.6%	12	0	6
\$250,000 - \$299,999	194	12.9%	2	1.6%	7	1	2
\$300,000 - \$349,999	107	7.1%	2	1.6%	3	1	3
\$350,000 - \$399,999	69	4.6%	1	0.8%	1	0	0
\$400,000 - \$449,999	38	2.5%	0	0.0%	3	0	0
\$450,000 - \$499,999	23	1.5%	0	0.0%	0	0	0
\$500,000 - \$549,000	22	1.5%	1	0.8%	0	0	1
\$550,000 - \$599,000	13	0.9%	0	0.0%	0	0	0
\$600,000 - \$999,999	22	1.5%	0	0.0%	1	0	0
\$1,000,000 and over	3	0.2%	0	0.0%	1	0	0
Total	1,501	100%	125	100%	55	21	40

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	644	39.6%	604	37.1%	0 - 30	1,155	71.0%	67.5%	56.4%
Conventional	591	36.3%	572	35.2%	31 - 60	211	13.0%	13.8%	14.8%
FHA	275	16.9%	317	19.5%	61 - 90	104	6.4%	6.8%	9.0%
VA	30	1.8%	50	3.1%	91 - 120	57	3.5%	4.2%	6.4%
Other †	86	5.3%	84	5.2%	121 - 180	47	2.9%	3.8%	6.7%
Total	1,626	100.0%	1,627	100.0%	181+	52	3.2%	3.8%	6.7%
					Total	1,626	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: 13
Average DOM: 33
Average DOM 1 - 180 Days: 26
Average DOM 181+ Days: 289

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