### SINGLE FAMILY HOME RESALES

#### MONTHLY STATISTICS

<table>
<thead>
<tr>
<th></th>
<th>Current Month</th>
<th>% of Total Sales</th>
<th>Last Month</th>
<th>Change % of Total Sales</th>
<th>Last Year</th>
<th>% of Total Sales</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Listings Published</td>
<td>1,798</td>
<td></td>
<td>1,998</td>
<td>-10.0%</td>
<td>2,294</td>
<td></td>
<td>-21.6%</td>
</tr>
<tr>
<td>Active Listing Inventory †</td>
<td>2,194</td>
<td></td>
<td>2,531</td>
<td>-13.3%</td>
<td>4,802</td>
<td></td>
<td>-54.3%</td>
</tr>
<tr>
<td>Active Short Sale</td>
<td>702</td>
<td></td>
<td>935</td>
<td>N/A</td>
<td>1,365</td>
<td></td>
<td>16.1%</td>
</tr>
<tr>
<td>Active Short Sale Contingent *</td>
<td>2,447</td>
<td></td>
<td>2,177</td>
<td>12.4%</td>
<td>1,832</td>
<td></td>
<td>33.6%</td>
</tr>
<tr>
<td>Number of New Escrows</td>
<td>1,585</td>
<td></td>
<td>1,428</td>
<td>11.0%</td>
<td>1,365</td>
<td></td>
<td>16.1%</td>
</tr>
<tr>
<td>Number of REO Sales</td>
<td>471</td>
<td>33.8%</td>
<td>429</td>
<td>9.8%</td>
<td>590</td>
<td>49.1%</td>
<td>-20.2%</td>
</tr>
<tr>
<td>Number of Short Sales</td>
<td>445</td>
<td>31.9%</td>
<td>423</td>
<td>5.2%</td>
<td>265</td>
<td>22.1%</td>
<td>67.9%</td>
</tr>
<tr>
<td>Conventional Sales</td>
<td>478</td>
<td>34.3%</td>
<td>437</td>
<td>9.4%</td>
<td>346</td>
<td>28.8%</td>
<td>38.2%</td>
</tr>
<tr>
<td>Total Number of Closed Escrows</td>
<td>1,394</td>
<td>100.0%</td>
<td>1,289</td>
<td>8.1%</td>
<td>1,201</td>
<td>100.0%</td>
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#### MONTHS INVENTORY

<table>
<thead>
<tr>
<th></th>
<th>1.6 Months</th>
<th>2 Months</th>
<th>4 Months</th>
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<tbody>
<tr>
<td>New Listings Published</td>
<td>1,798</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Active Listing Inventory †</td>
<td>2,194</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Active Short Sale</td>
<td>702</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Active Short Sale Contingent *</td>
<td>2,447</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number of New Escrows</td>
<td>1,585</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number of REO Sales</td>
<td>471</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number of Short Sales</td>
<td>445</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Conventional Sales</td>
<td>478</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Number of Closed Escrows</td>
<td>1,394</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### DOLLAR VALUE OF CLOSED ESCRROWS

<table>
<thead>
<tr>
<th></th>
<th>$254,369,729</th>
<th>$216,61,589</th>
<th>$228,248,202</th>
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</thead>
<tbody>
<tr>
<td>Median</td>
<td>$163,000</td>
<td>$160,000</td>
<td>$169,000</td>
</tr>
<tr>
<td>Mean</td>
<td>$183,000</td>
<td>$179,861</td>
<td>$190,365</td>
</tr>
</tbody>
</table>

#### MODE

<table>
<thead>
<tr>
<th></th>
<th>$200,000 - $249,999</th>
<th>$200,000 - $249,999</th>
<th>$200,000 - $249,999</th>
</tr>
</thead>
</table>

#### YEAR-TO-DATE STATISTICS

<table>
<thead>
<tr>
<th></th>
<th>01/01/12 to 02/29/12</th>
<th>01/01/12 to 02/29/12</th>
<th>1/1/2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Closed Escrows</td>
<td>2,683</td>
<td>2,709</td>
<td>2,440</td>
</tr>
<tr>
<td>Dollar Value of Closed EScr</td>
<td>$486,031,327</td>
<td>$491,402,501</td>
<td>$468,406,883</td>
</tr>
<tr>
<td>Median</td>
<td>$160,000</td>
<td>$161,500</td>
<td>$169,000</td>
</tr>
<tr>
<td>Mean</td>
<td>$179,861</td>
<td>$161,500</td>
<td>$190,365</td>
</tr>
</tbody>
</table>

#### CONDOMINIUM RESALES

#### MONTHLY STATISTICS

<table>
<thead>
<tr>
<th></th>
<th>Current Month</th>
<th>% of Total Sales</th>
<th>Last Month</th>
<th>Change % of Total Sales</th>
<th>Last Year</th>
<th>% of Total Sales</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Listings Published</td>
<td>154</td>
<td></td>
<td>167</td>
<td>-7.8%</td>
<td>231</td>
<td></td>
<td>-33.3%</td>
</tr>
<tr>
<td>Active Listing Inventory †</td>
<td>218</td>
<td></td>
<td>241</td>
<td>-9.5%</td>
<td>491</td>
<td></td>
<td>-17.1%</td>
</tr>
<tr>
<td>Active Short Sale</td>
<td>82</td>
<td></td>
<td>77</td>
<td>N/A</td>
<td>122</td>
<td></td>
<td>11.5%</td>
</tr>
<tr>
<td>Active Short Sale Contingent *</td>
<td>189</td>
<td></td>
<td>191</td>
<td>-1.0%</td>
<td>175</td>
<td></td>
<td>8.0%</td>
</tr>
<tr>
<td>Number of New Escrows</td>
<td>136</td>
<td></td>
<td>103</td>
<td>32.0%</td>
<td>122</td>
<td></td>
<td>11.5%</td>
</tr>
<tr>
<td>Number of REO Sales</td>
<td>45</td>
<td>35.2%</td>
<td>58</td>
<td>-22.4%</td>
<td>65</td>
<td>46.8%</td>
<td>-30.8%</td>
</tr>
<tr>
<td>Number of Short Sales</td>
<td>40</td>
<td>31.3%</td>
<td>31</td>
<td>29.0%</td>
<td>29</td>
<td>25.0%</td>
<td>37.9%</td>
</tr>
<tr>
<td>Conventional Sales</td>
<td>43</td>
<td>33.6%</td>
<td>35</td>
<td>22.9%</td>
<td>37</td>
<td>28.2%</td>
<td>16.2%</td>
</tr>
<tr>
<td>Total Closed Escrows</td>
<td>128</td>
<td>100.0%</td>
<td>124</td>
<td>3.2%</td>
<td>131</td>
<td>100.0%</td>
<td>-2.3%</td>
</tr>
<tr>
<td>Dollar Value of Closed EScr</td>
<td>$11,169,687</td>
<td></td>
<td>$11,362,163</td>
<td>-1.7%</td>
<td>$13,231,703</td>
<td></td>
<td>-15.6%</td>
</tr>
<tr>
<td>Median</td>
<td>$69,250</td>
<td></td>
<td>$76,000</td>
<td>-8.9%</td>
<td>$79,000</td>
<td></td>
<td>-12.3%</td>
</tr>
<tr>
<td>Mean</td>
<td>$87,263</td>
<td></td>
<td>$92,375</td>
<td>-5.5%</td>
<td>$101,005</td>
<td></td>
<td>-13.6%</td>
</tr>
</tbody>
</table>

#### MODE

<table>
<thead>
<tr>
<th></th>
<th>$60,000 - $69,999</th>
<th>$30,000 - $39,999</th>
<th>$60,000 - $69,999</th>
</tr>
</thead>
</table>

#### YEAR-TO-DATE STATISTICS

<table>
<thead>
<tr>
<th></th>
<th>01/01/12 to 02/29/12</th>
<th>01/01/12 to 02/29/12</th>
<th>1/1/2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Closed Escrows</td>
<td>252</td>
<td>252</td>
<td>242</td>
</tr>
<tr>
<td>Dollar Value of Closed EScr</td>
<td>$22,531,850</td>
<td>$22,730,850</td>
<td>$23,424,243</td>
</tr>
<tr>
<td>Median</td>
<td>$69,800</td>
<td>$69,800</td>
<td>$78,944</td>
</tr>
<tr>
<td>Mean</td>
<td>$90,202</td>
<td>$90,202</td>
<td>$98,879</td>
</tr>
</tbody>
</table>

† 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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Compiled monthly by Sacramento Association of REALTORS® www.sacrealtor.org (916) 437-1205
### SALE PRICE BRACKET BASED ON FINAL SALES

<table>
<thead>
<tr>
<th>Selling Price</th>
<th>Single-Fam Res.</th>
<th>% of Total</th>
<th>Condo/ PUD</th>
<th>% of Total</th>
<th>Res. Incme.</th>
<th>Res. Lots/Land</th>
<th>Other Res.*</th>
</tr>
</thead>
<tbody>
<tr>
<td>$29,999 and under</td>
<td>2</td>
<td>0.1%</td>
<td>6</td>
<td>4.7%</td>
<td>0</td>
<td>3</td>
<td>1</td>
</tr>
<tr>
<td>$30,000 - $39,999</td>
<td>19</td>
<td>1.4%</td>
<td>18</td>
<td>14.1%</td>
<td>0</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>$40,000 - $49,999</td>
<td>22</td>
<td>1.6%</td>
<td>14</td>
<td>10.9%</td>
<td>0</td>
<td>3</td>
<td>1</td>
</tr>
<tr>
<td>$50,000 - $59,999</td>
<td>26</td>
<td>1.9%</td>
<td>14</td>
<td>10.9%</td>
<td>0</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>$60,000 - $69,999</td>
<td>49</td>
<td>3.5%</td>
<td>14</td>
<td>10.9%</td>
<td>1</td>
<td>3</td>
<td>2</td>
</tr>
<tr>
<td>$70,000 - $79,999</td>
<td>56</td>
<td>4.0%</td>
<td>6</td>
<td>4.7%</td>
<td>1</td>
<td>0</td>
<td>5</td>
</tr>
<tr>
<td>$80,000 - $89,999</td>
<td>49</td>
<td>3.5%</td>
<td>8</td>
<td>6.3%</td>
<td>1</td>
<td>0</td>
<td>2</td>
</tr>
<tr>
<td>$90,000 - $99,999</td>
<td>49</td>
<td>3.5%</td>
<td>11</td>
<td>8.6%</td>
<td>1</td>
<td>0</td>
<td>4</td>
</tr>
<tr>
<td>$100,000 - $119,999</td>
<td>117</td>
<td>8.4%</td>
<td>13</td>
<td>10.2%</td>
<td>6</td>
<td>0</td>
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<tr>
<td>$120,000 - $139,999</td>
<td>139</td>
<td>10.0%</td>
<td>7</td>
<td>5.5%</td>
<td>6</td>
<td>2</td>
<td>4</td>
</tr>
<tr>
<td>$140,000 - $159,999</td>
<td>140</td>
<td>10.0%</td>
<td>2</td>
<td>1.6%</td>
<td>7</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>$160,000 - $179,999</td>
<td>151</td>
<td>10.8%</td>
<td>4</td>
<td>3.1%</td>
<td>1</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>$180,000 - $199,999</td>
<td>99</td>
<td>7.1%</td>
<td>3</td>
<td>2.3%</td>
<td>4</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>$200,000 - $249,999</td>
<td>198</td>
<td>14.2%</td>
<td>5</td>
<td>3.9%</td>
<td>6</td>
<td>2</td>
<td>5</td>
</tr>
<tr>
<td>$250,000 - $299,999</td>
<td>132</td>
<td>9.5%</td>
<td>2</td>
<td>1.6%</td>
<td>0</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>$300,000 - $349,999</td>
<td>63</td>
<td>4.5%</td>
<td>0</td>
<td>0.0%</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>$350,000 - $399,999</td>
<td>32</td>
<td>2.3%</td>
<td>1</td>
<td>0.8%</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>$400,000 - $449,999</td>
<td>17</td>
<td>1.2%</td>
<td>0</td>
<td>0.0%</td>
<td>0</td>
<td>0</td>
<td>2</td>
</tr>
<tr>
<td>$450,000 - $499,999</td>
<td>8</td>
<td>0.6%</td>
<td>0</td>
<td>0.0%</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>$500,000 - $549,000</td>
<td>3</td>
<td>0.2%</td>
<td>0</td>
<td>0.0%</td>
<td>0</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>$550,000 - $599,000</td>
<td>9</td>
<td>0.6%</td>
<td>0</td>
<td>0.0%</td>
<td>1</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>$600,000 - $999,999</td>
<td>12</td>
<td>0.9%</td>
<td>0</td>
<td>0.0%</td>
<td>1</td>
<td>0</td>
<td>1</td>
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<tr>
<td>$1,000,000 and over</td>
<td>2</td>
<td>0.1%</td>
<td>0</td>
<td>0.0%</td>
<td>2</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>1,394</td>
<td>100%</td>
<td>128</td>
<td>100%</td>
<td>38</td>
<td>15</td>
<td>37</td>
</tr>
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</table>

### TYPE OF FINANCING

<table>
<thead>
<tr>
<th>Financing Method</th>
<th>Current Month</th>
<th>Previous Month</th>
<th>% of Total</th>
<th>(SFR &amp; Condo) Days on Market</th>
<th>% of Total</th>
<th>Current Month</th>
<th>Last 4 Months</th>
<th>Last 12 Months</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>512</td>
<td>33.7%</td>
<td>458</td>
<td>32.4%</td>
<td>0 - 30</td>
<td>640</td>
<td>42.2%</td>
<td>42.2%</td>
</tr>
<tr>
<td>Conventional</td>
<td>487</td>
<td>32.1%</td>
<td>467</td>
<td>33.1%</td>
<td>31 - 60</td>
<td>264</td>
<td>17.4%</td>
<td>18.7%</td>
</tr>
<tr>
<td>FHA</td>
<td>404</td>
<td>26.6%</td>
<td>380</td>
<td>26.9%</td>
<td>61 - 90</td>
<td>211</td>
<td>13.9%</td>
<td>12.4%</td>
</tr>
<tr>
<td>VA</td>
<td>45</td>
<td>3.0%</td>
<td>57</td>
<td>4.0%</td>
<td>91 - 120</td>
<td>145</td>
<td>9.6%</td>
<td>9.1%</td>
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<tr>
<td>Other †</td>
<td>70</td>
<td>4.6%</td>
<td>50</td>
<td>3.5%</td>
<td>121 - 180</td>
<td>124</td>
<td>8.2%</td>
<td>9.2%</td>
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<tr>
<td><strong>Total</strong></td>
<td>1,518</td>
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<td>1,412</td>
<td>100.0%</td>
<td>181+</td>
<td>134</td>
<td>8.8%</td>
<td>8.4%</td>
</tr>
</tbody>
</table>

* half-plex, 2-on-1, mobile home
† includes: cal vet, contract of sale, creative, farm home loan, owner financing.

**Median DOM:** 44
**Average DOM:** 69
**Average DOM 1 - 180 Days:** 50
**Average DOM 181+ Days:** 271

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