

**MLS STATISTICS for January 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
New Listings Published	1,998		1,708	17.0%		2,455		-18.6%
Active Listing Inventory †	2,531		2,966	-14.7%		5,004		-49.4%
Active Short Sale (included above)	935		N/A			N/A		
Active Short Sale Contingent *	2,177		2,122	2.6%		1,635		33.1%
Number of New Escrows	1,428		1,253	14.0%		1,333		7.1%
Number of REO Sales	429	33.3%	561	-23.5%	33.6%	579	46.7%	-25.9%
Number of Short Sales	423	32.8%	490	-13.7%	29.4%	320	25.8%	32.2%
Conventional Sales	437	33.9%	617	-29.2%	37.0%	340	27.4%	28.5%
Total Number of Closed Escrows	1,289	100.0%	1,668	-22.7%	100.0%	1,239	100.0%	4.0%
Months Inventory	2 Months		1.8 Months	11.1%		4 Months		-50.0%
Dollar Value of Closed Escrows	\$231,661,598		\$311,634,024	-25.7%		\$240,158,681		-3.5%
Median	\$160,000		\$161,000	-0.6%		\$170,000		-5.9%
Mean	\$179,861		\$187,055	-3.8%		\$193,989		-7.3%
Mode	\$200,000 - \$249,999		\$200,000 - \$249,999			\$200,000 - \$249,999		

Year-to-Date Statistics	01/01/12 to 01/31/12 SAR monthly data, compiled	01/01/12 to 01/31/12 MetroList YTD data	1/1/2011 12/31/2011	Change
Number of Closed Escrows	1,289	1,289	1,239	4.0%
Dollar Value of Closed Escrows	\$231,661,598	\$311,634,024	\$240,158,681	-3.5%
Median	\$160,000	\$160,000	\$170,000	-5.9%
Mean	\$179,861	\$179,861	\$193,989	-7.3%

**CONDOMINIUM RESALES**

Monthly Statistics	Current Month	% of Total	Last Month	Change	% of Total	Last Year	Change
New Listings Published	167		144	16.0%		217	-23.0%
Active Listing Inventory †	241		269	-10.4%		500	-13.6%
Active Short Sale	77		N/A			N/A	
Active Short Sale Contingent *	191		188	1.6%		165	15.8%
Number of New Escrows	103		102	1.0%		123	-16.3%
Number of REO Sales	58	46.8%	48	20.8%	37.8%	63	-7.9%
Number of Short Sales	31	25.0%	52	-40.4%	40.9%	25	24.0%
Conventional Sales	35	28.2%	27	29.6%	21.3%	23	52.2%
Total Closed Escrows	124	100.0%	127	-2.4%	100.0%	111	11.7%
Dollar Value of Closed Escrows	\$11,362,163		\$10,874,862	4.5%		\$10,710,720	6.1%
Median	\$76,000		\$85,629	-11.2%		\$80,000	-5.0%
Mean	\$92,375		\$72,000	28.3%		\$96,493	-4.3%
Mode	\$60,000 - \$69,999		\$70,000 - \$79,999			\$120,000 - \$139,999	

Year-to-Date Statistics	01/01/12 to 01/31/12 SAR monthly data, compiled	01/01/12 to 01/31/12 MetroList YTD Data	1/1/2011 12/31/2011	Change
Number of Closed Escrows	124	124	111	11.7%
Dollar Value of Closed Escrows	\$11,362,163	\$11,362,163	\$10,710,720	6.1%
Median	\$76,000	\$76,000	\$80,000	-5.0%
Mean	\$92,375	\$92,375	\$96,493	-4.3%

† 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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[www.sacrealtor.org/publicaffairs/statistics](http://www.sacrealtor.org/publicaffairs/statistics)

# MLS STATISTICS for January 2012

Data for Sacramento County and the City of West Sacramento

## 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%	2	1.6%	0	5	0
\$30,000 - \$39,999	10	0.8%	17	13.8%	0	3	0
\$40,000 - \$49,999	20	1.6%	9	7.3%	1	0	3
\$50,000 - \$59,999	30	2.3%	13	10.6%	1	1	3
\$60,000 - \$69,999	42	3.3%	19	15.4%	3	0	4
\$70,000 - \$79,999	44	3.4%	<b>4</b>	<b>3.3%</b>	2	0	2
\$80,000 - \$89,999	50	3.9%	12	9.8%	1	0	3
\$90,000 - \$99,999	42	3.3%	9	7.3%	2	0	4
\$100,000 - \$119,999	117	9.1%	14	11.4%	2	0	6
\$120,000 - \$139,999	138	10.7%	8	6.5%	6	0	4
\$140,000 - \$159,999	132	10.2%	1	0.8%	5	0	1
\$160,000 - \$179,999	131	10.2%	5	4.1%	6	0	2
\$180,000 - \$199,999	102	7.9%	1	0.8%	8	0	0
\$200,000 - \$249,999	<b>184</b>	<b>14.3%</b>	3	2.4%	2	0	2
\$250,000 - \$299,999	106	8.2%	3	2.4%	6	0	0
\$300,000 - \$349,999	62	4.8%	2	1.6%	2	0	0
\$350,000 - \$399,999	39	3.0%	1	0.8%	0	0	0
\$400,000 - \$449,999	11	0.9%	0	0.0%	0	0	0
\$450,000 - \$499,999	8	0.6%	0	0.0%	0	0	1
\$500,000 - \$549,000	7	0.5%	0	0.0%	0	0	0
\$550,000 - \$599,000	3	0.2%	0	0.0%	0	0	0
\$600,000 - \$999,999	5	0.4%	0	0.0%	1	0	0
\$1,000,000 and over	2	0.2%	0	0.0%	0	0	0
Total	1,289	100%	123	100%	48	9	35

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	458	32.4%	552	30.8%	0 - 30	607	43.0%	42.5%	43.0%
Conventional	467	33.1%	574	32.0%	31 - 60	283	20.0%	19.1%	18.3%
FHA	380	26.9%	508	28.3%	61 - 90	168	11.9%	12.2%	12.5%
VA	57	4.0%	74	4.1%	91 - 120	117	8.3%	8.7%	8.8%
Other †	50	3.5%	87	4.8%	121 - 180	127	9.0%	9.2%	9.4%
Total	1,412	100.0%	1,795	100.0%	181+	110	7.8%	8.4%	8.0%
					Total	1,412	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.

<b>Median DOM:</b>	<b>40</b>
<b>Average DOM:</b>	<b>67</b>
<b>Average DOM 1 - 180 Days:</b>	<b>49</b>
<b>Average DOM 181+ Days:</b>	<b>282</b>

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