

MLS STATISTICS for March 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	1,773		1,798	-1.4%		2,446		-27.5%
Active Listing Inventory †	1,791		2,194	-18.4%		4,422		-59.5%
Active Short Sale (included above)	481		702			N/A		
Active Short Sale Contingent *	2,579		2,447	5.4%		1,935		33.3%
Number of New Escrows	1,862		1,585	17.5%		1,576		18.1%
Number of REO Sales	508	29.8%	471	7.9%	33.8%	842	48.1%	-39.7%
Number of Short Sales	495	29.0%	445	11.2%	31.9%	388	22.2%	27.6%
Conventional Sales	701	41.1%	478	46.7%	34.3%	520	29.7%	34.8%
Total Number of Closed Escrows	1,704	100.0%	1,394	22.2%	100.0%	1,750	100.0%	-2.6%
Months Inventory	1.1 Months		1.6 Months	-31.3%		2.5 Months		-56.0%
Dollar Value of Closed Escrows	\$319,961,365		\$254,369,729	25.8%		\$333,380,406		-4.0%
Median	\$165,900		\$163,000	1.8%		\$166,000		-0.1%
Mean	\$188,102		\$183,000	2.8%		\$190,830		-1.4%

Year-to-Date Statistics	01/01/12 to 03/31/12 SAR monthly data, compiled	01/01/12 to 03/31/12 MetroList YTD data	1/1/2011 3/31/2011	Change
Number of Closed Escrows	4,387	4,473	4,190	4.7%
Dollar Value of Closed Escrows	\$805,992,692	\$823,099,095	\$801,787,289	0.5%
Median	\$160,000	\$164,632	\$168,000	-4.8%
Mean	\$179,861	\$184,015	\$191,287	-6.0%

CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total	Last Month	Change	% of Total	Last Year	Change
New Listings Published	173		154	12.3%		211	-18.0%
Active Listing Inventory †	202		218	-7.3%		446	-8.7%
Active Short Sale	63		82			N/A	
Active Short Sale Contingent *	205		189	8.5%		161	27.3%
Number of New Escrows	133		136	-2.2%		121	9.9%
Number of REO Sales	62	40.3%	45	37.8%	35.2%	85	-27.1%
Number of Short Sales	43	27.9%	40	7.5%	31.3%	39	10.3%
Conventional Sales	49	31.8%	43	14.0%	33.6%	40	22.5%
Total Closed Escrows	154	100.0%	128	20.3%	100.0%	164	-6.1%
Dollar Value of Closed Escrows	\$12,771,487		\$11,362,163	12.4%		\$16,671,953	-23.4%
Median	\$80,000		\$69,250	15.5%		\$80,000	0.0%
Mean	\$104,468		\$87,263	19.7%		\$101,658	2.8%

Year-to-Date Statistics	01/01/12 to 03/31/12 SAR monthly data, compiled	01/01/12 to 03/31/12 MetroList YTD Data	1/1/2011 3/31/2011	Change
Number of Closed Escrows	252	410	406	-37.9%
Dollar Value of Closed Escrows	\$35,303,337	\$36,272,964	\$40,614,376	-13.1%
Median	\$69,800	\$70,000	\$79,000	-11.6%
Mean	\$90,202	\$88,471	\$99,468	-9.3%

† 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

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BREAKDOWN OF SALES BY PRICE

Selling Price	Single-Fam Res.	% of Total	Condo/ PUD	% of Total	Res. Incm.	Res. Lots/Land	Other Res.*
\$29,999 and under	2	0.1%	6	3.9%	0	1	0
\$30,000 - \$39,999	14	0.8%	20	13.0%	1	1	0
\$40,000 - \$49,999	20	1.2%	12	7.8%	1	1	5
\$50,000 - \$59,999	30	1.8%	21	13.6%	1	0	4
\$60,000 - \$69,999	54	3.2%	15	9.7%	2	0	5
\$70,000 - \$79,999	45	2.6%	15	9.7%	3	1	7
\$80,000 - \$89,999	54	3.2%	15	9.7%	3	0	3
\$90,000 - \$99,999	66	3.9%	12	7.8%	2	0	0
\$100,000 - \$119,999	146	8.6%	14	9.1%	3	0	5
\$120,000 - \$139,999	173	10.2%	7	4.5%	3	1	10
\$140,000 - \$159,999	185	10.9%	7	4.5%	7	1	2
\$160,000 - \$179,999	148	8.7%	2	1.3%	10	0	1
\$180,000 - \$199,999	137	8.0%	2	1.3%	6	0	1
\$200,000 - \$249,999	291	17.1%	2	1.3%	10	0	1
\$250,000 - \$299,999	141	8.3%	2	1.3%	9	0	2
\$300,000 - \$349,999	89	5.2%	2	1.3%	2	0	0
\$350,000 - \$399,999	40	2.3%		0.0%	0	0	2
\$400,000 - \$449,999	28	1.6%	0	0.0%	0	0	0
\$450,000 - \$499,999	12	0.7%	0	0.0%	0	0	0
\$500,000 - \$549,000	18	1.1%	0	0.0%	0	0	0
\$550,000 - \$599,000	3	0.2%	0	0.0%	0	0	0
\$600,000 - \$999,999	7	0.4%	0	0.0%	1	0	0
\$1,000,000 and over	1	0.1%	0	0.0%	1	0	0
Total	1,704	100%	154	100%	65	6	48

Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
					% of Total				
	Financing Method	# of Units	% of Total	# of Units	% of Total	(SFR & Condo)	# of Units	Current Month	Last 4 Months
Days on Market									
Cash	595	32.0%	512	33.7%	0 - 30	894	48.2%	43.9%	44.2%
Conventional	614	33.0%	487	32.1%	31 - 60	304	16.4%	18.1%	18.2%
FHA	505	27.2%	404	26.6%	61 - 90	190	10.2%	11.8%	12.2%
VA	69	3.7%	45	3.0%	91 - 120	145	7.8%	8.8%	8.6%
Other †	75	4.0%	70	4.6%	121 - 180	167	9.0%	9.1%	8.9%
Total	1,858	100.0%	1,518	100.0%	181+	154	8.3%	8.3%	7.9%
					Total	1,854	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:	46
Average DOM:	64
Average DOM 1 - 180 Days:	64
Average DOM 181+ Days:	264

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