

**MLS STATISTICS for November 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	1,455		1,786	-18.5%		1,886		-22.9%
Active Listing Inventory †	1,401		1,376	1.8%		3,236		-56.7%
Active Short Sale (included above)	161		170			N/A		
Pending Short Lender Approval	1,940		2,232			2,196		-11.7%
Pending Sales This Month	1,006		1,204	-16.4%		1,428		-29.6%
Number of REO Sales	176	11.6%	200	-12.0%	11.6%	514	33.6%	-65.8%
Number of Short Sales	543	35.7%	611	-11.1%	35.4%	453	29.6%	19.9%
Conventional Sales	801	52.7%	915	-12.5%	53.0%	564	36.8%	42.0%
Total Number of Closed Escrows	1,520	100.0%	1,726	-11.9%	100.0%	1,531	100.0%	-0.7%
Months Inventory	0.9 Months		0.8 Months	12.5%		2.1 Months		-57.1%
Dollar Value of Closed Escrows	\$329,212,331		\$373,546,698	-11.9%		\$283,794,546		16.0%
Median	\$195,000		\$189,000	3.2%		\$165,000		18.2%
Mean	\$216,587		\$217,052	-0.2%		\$185,365		16.8%
<b>Year-to-Date Statistics</b>	<b>01/01/12 to 11/30/12</b>		<b>01/01/12 to 11/30/12</b>			<b>1/1/2011</b>		<b>Change</b>
	SAR monthly data, compiled		MetroList YTD data			11/30/2011		
Number of Closed Escrows	17,662		18,407			17,148		3.0%
Dollar Value of Closed Escrows	\$3,507,579,928		\$3,682,588,797			\$3,244,339,002		8.1%
Median	\$175,000		\$175,000			\$165,690		5.6%
Mean	\$200,065		\$200,065			\$190,026		5.3%

**CONDOMINIUM RESALES**

Monthly Statistics	Current Month	% of Total	Last Month	Change	% of Total	Last Year	Change
Listings Published this Month	113		169	-33.1%		161	-29.8%
Active Listing Inventory †	88		129	-31.8%		296	-70.3%
Active Short Sale (included above)	11		21			N/A	
Pending Short Lender Approval	212		237			196	8.2%
Pending Sales This Month	72		74	-2.7%		110	-34.5%
Number of REO Sales	11	10.3%	22	-50.0%	17.1%	44	-75.0%
Number of Short Sales	45	42.1%	51	-11.8%	39.5%	31	45.2%
Conventional Sales	51	47.7%	56	-8.9%	43.4%	19	168.4%
Total Closed Escrows	107	100.0%	129	-17.1%	100.0%	94	13.8%
Dollar Value of Closed Escrows	\$12,107,590		\$13,330,257	-9.2%		\$10,272,245	17.9%
Median	\$92,000		\$85,000	8.2%		\$86,500	6.4%
Mean	\$113,155		\$103,335	9.5%		\$109,279	3.5%
<b>Year-to-Date Statistics</b>	<b>01/01/12 to 11/30/12</b>		<b>01/01/12 to 10/31/12</b>			<b>1/1/2011</b>	<b>Change</b>
	SAR monthly data, compiled		MetroList YTD Data			11/30/2011	
Number of Closed Escrows	1,466		1,517			1,493	-1.8%
Dollar Value of Closed Escrows	\$146,599,686		\$152,186,764			\$147,938,524	-0.9%
Median	\$80,000		\$80,000			\$79,700	0.4%
Mean	\$100,321		\$100,321			\$98,821	1.5%

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

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Data for Sacramento County and the City of West Sacramento

## 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	2	0.1%	3	2.8%	0	0	0
\$30,000 - \$39,999	4	0.3%	10	9.3%	0	2	1
\$40,000 - \$49,999	13	0.9%	9	8.4%	0	3	2
\$50,000 - \$59,999	13	0.9%	6	5.6%	0	3	0
\$60,000 - \$69,999	22	1.4%	5	4.7%	0	0	1
\$70,000 - \$79,999	32	2.1%	7	6.5%	0	1	8
\$80,000 - \$89,999	29	1.9%	10	9.3%	1	2	6
\$90,000 - \$99,999	39	2.6%	6	5.6%	0	0	3
\$100,000 - \$119,999	79	5.2%	13	12.1%	2	2	5
\$120,000 - \$139,999	140	9.2%	12	11.2%	6	3	3
\$140,000 - \$159,999	145	9.5%	10	9.3%	3	0	3
\$160,000 - \$179,999	134	8.8%	4	3.7%	4	1	0
\$180,000 - \$199,999	151	9.9%	1	0.9%	6	1	0
\$200,000 - \$249,999	268	17.6%	5	4.7%	7	0	5
\$250,000 - \$299,999	170	11.2%	1	0.9%	5	0	0
\$300,000 - \$349,999	108	7.1%	3	2.8%	0	1	0
\$350,000 - \$399,999	71	4.7%	0	0.0%	2	0	0
\$400,000 - \$449,999	34	2.2%	0	0.0%	1	0	0
\$450,000 - \$499,999	30	2.0%	0	0.0%	1	0	0
\$500,000 - \$549,000	15	1.0%	2	1.9%	4	0	0
\$550,000 - \$599,000	5	0.3%	0	0.0%	0	0	0
\$600,000 - \$999,999	16	1.1%	0	0.0%	1	0	0
\$1,000,000 and over	0	0.0%	0	0.0%	0	0	1
<b>Total</b>	<b>1,520</b>	<b>100%</b>	<b>107</b>	<b>100%</b>	<b>43</b>	<b>19</b>	<b>38</b>

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	604	37.1%	682	36.9%	0 - 30	1123	69.0%	64.4%	54.0%
Conventional	572	35.2%	673	36.4%	31 - 60	227	14.0%	13.8%	15.3%
FHA	317	19.5%	359	19.4%	61 - 90	96	5.9%	7.1%	9.4%
VA	50	3.1%	55	3.0%	91 - 120	69	4.2%	4.8%	6.9%
Other †	84	5.2%	81	4.4%	121 - 180	57	3.5%	4.9%	7.3%
<b>Total</b>	<b>1,627</b>	<b>100.0%</b>	<b>1,850</b>	<b>100.0%</b>	<b>181+</b>	<b>55</b>	<b>3.4%</b>	<b>4.8%</b>	<b>7.1%</b>
					<b>Total</b>	<b>1,627</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

\* half-plex, 2-on-1, mobile home

† includes: cal vet, contract of sale, creative, farm home loan, owner financing.

**Median DOM: 13**  
**Average DOM: 35**  
**Average DOM 1 - 180 Days: 27**  
**Average DOM 181+ Days: 287**

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