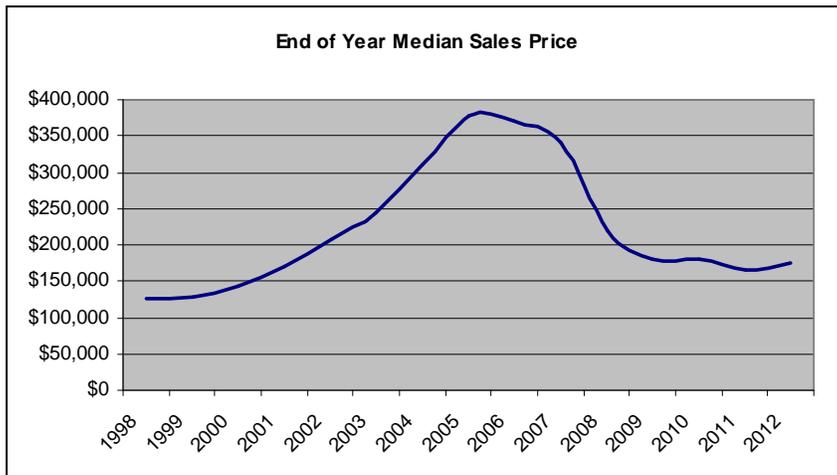


FOR IMMEDIATE RELEASE: January 11, 2012

(RESIDENTIAL RESALE STATISTICS December 2012)

Year end sales volume, total dollar value, median sales price higher than 2011

2012 closed showing a 1.8% increase in sales volume year to year, with 19,163 sales compared to 2011's 18,816 sales. The volume is 9.9% higher than the 17,427 total sales of 2010. In addition to sales volume, the year end also has seen an increase in total dollar value of closed escrows. Currently, the \$3,845,754,322 escrow value stands 8.1% higher than the \$3,555,973,026 value of 2011. This number is 6.1% higher than the \$3,624,606,375 total dollar volume of 2010. The year end median sales price of \$175,000 is 6.1% higher than the 2011 median sales price of \$165,000. The December median sales price is \$195,000, unchanged from the previous month. Compared to December 2011, this number is up 21.1%. The year end median sales price for the last 15 years is depicted in the graph below.



The breakdown of sales for this month was 162 REOs (10.8%), 608 short sales (40.5%) and 731 conventional sales (48.7%) for a total of 1,501 sales. This number is down 1.3% from the previous month (1,520 sales) and down 10% from last year (1,668 sales). The \$200,000 - \$249,999 price range accounts for 15.9% (238) of the 1,501 total sales this month. Homes under \$100,000 totaled 132 (8.7%) units. Closed escrows from conventional financing (591 units or 36.3% of all sales) increased 3.1%, cash buyers increased 6.7% (644 units/39.6%) and FHA financing decreased 13.3% (275/16.9%) sales. These numbers include the 125 condo sales

this month. The average amount of days spent on the market (from list date to opening escrow) decreased from 35 to 33 days; the median DOM remained at 13.

Zip Code of the Month

SAR will be highlighting area zip codes that have shown notable trends

Of the North Sacramento/Natomas zip codes, one has experienced notably more activity. The **95835 zip code** continues to produce more closed escrows and a higher median sales price than the other four zips (95833, 95834, 95836, 95838) in the area. December recorded 66 closed escrows in the 95835 zip code with 8 REOs (12.1%), 36 short sales (54.5%) and 22 conventional sales (33.3%). The median sales price this month was \$241,050, 23.6% higher than market median price of \$195,000. The average price per square foot is \$118, the median DOM is 10 and the average DOM is 26. The average lot size in this zip code is .131 acre. The chart to the right compares these zip codes.

Zip	Median Sales Price		Closed Escrows	
	This Month	Last Month	This Month	Last Month
95833	\$158,500	\$160,000	36	43
95834	\$192,500	\$196,750	32	24
95835	\$241,050	\$222,950	66	56
95838	\$112,000	\$85,000	27	45

Condominium Resale Market

Sacramento condominium sales increased for December to 125 units. This figure is up 17.8% from the 107 units sold in November and down .8% from the 127 units sold in December 2011. REO property sales accounted for 19.8% (25) of all units sold, while short sales (34.1% or 43) and conventional sales (46% or 58) accounted for the remainder. The percentage of REO condo sales increased 92.2%, short sales decreased 19% and conventional sales decreased 3.5%. The condominium median sales price decreased 2.2% month-to-month, from \$92,000 to \$90,000. This current price is 5.1% higher than the December 2011 (\$85,629) median sales price. Breaking down the Listing Inventory, there are 132 Active Condo Listings (includes 18 Active Short Sales) and 181 Pending Short Sale/Lender Approval. The Total Value of Closed Escrows was \$13,690,165; this is up 13.1% from the November Total Value of \$12,107,590.