

MLS STATISTICS for September 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 ±	1,751		2,009	-12.8%		2,103		-16.7%
Active Listing Inventory †	1,319		1,484	-11.1%		3,607		-63.4%
Active Short Sale (included above)	153		232			N/A		
Pending Short/Lender Approval	2,316		2,486			2,268		2.1%
Pending Sales This Month	1,088		1,341	-18.9%		1,599		-32.0%
Number of REO Sales	229	15.5%	287	-20.2%	16.6%	602	37.3%	-62.0%
Number of Short Sales	516	34.8%	602	-14.3%	34.9%	423	26.2%	22.0%
Conventional Sales	737	49.7%	836	-11.8%	48.5%	590	36.5%	24.9%
Total Number of Closed Escrows	1,482	100.0%	1,725	-14.1%	100.0%	1,615	100.0%	-8.2%
Months Inventory	0.9 Months		0.9 Months	0.0%		2.2 Months		-59.1%
Dollar Value of Closed Escrows	\$311,305,286		\$359,850,428	-13.5%		\$298,843,314		4.2%
Median	\$180,000		\$184,825	-2.6%		\$164,283		9.6%
Mean	\$210,341		\$208,730	0.8%		\$185,387		13.5%
Year-to-Date Statistics	01/01/12 to 09/30/12		01/01/12 to 09/30/12			1/1/2011		Change
	SAR monthly data, compiled		MetroList YTD data			9/30/2011		
Number of Closed Escrows	14,416		15,000			14,003		2.9%
Dollar Value of Closed Escrows	\$2,804,820,899		\$2,946,882,522			\$2,658,637,804		5.5%
Median	\$170,000		\$170,000			\$167,000		1.8%
Mean	\$196,459		\$196,459			\$189,862		3.5%

CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total	Last Month	Change	% of Total	Last Year	Change
Listings Published this Month ±	135		150	-10.0%		208	-35.1%
Active Listing Inventory †	108		115	-6.1%		362	-70.2%
Active Short Sale	15		22			N/A	
Pending Short/Lender Approval	218		224			211	3.3%
Pending Sales This Month	72		85	-15.3%		123	-41.5%
Number of REO Sales	16	15.4%	23	-30.4%	16.5%	66	-75.8%
Number of Short Sales	45	43.3%	57	-21.1%	41.0%	36	25.0%
Conventional Sales	43	41.3%	59	-27.1%	42.4%	44	-2.3%
Total Closed Escrows	104	100.0%	139	-25.2%	100.0%	146	-28.8%
Dollar Value of Closed Escrows	\$11,114,335		\$13,709,282	-18.9%		\$13,900,462	-20.0%
Median	\$91,625		\$77,000	19.0%		\$82,500	11.1%
Mean	\$106,869		\$99,343	7.6%		\$98,608	8.4%
Year-to-Date Statistics	01/01/12 to 09/30/12		01/01/12 to 09/30/12			1/1/2011	Change
	SAR monthly data, compiled		MetroList YTD Data			9/30/2011	
Number of Closed Escrows	1,230		1,270			1,275	-3.5%
Dollar Value of Closed Escrows	\$121,161,839		\$125,706,867			\$127,036,900	-4.6%
Median	\$78,000		\$78,000			\$80,000	-2.5%
Mean	\$98,982		\$98,982			\$99,637	-0.7%

± includes Active Short Sale Contingent listings

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

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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%	4	3.8%	0	1	0
\$30,000 - \$39,999	3	0.2%	7	6.7%	0	2	1
\$40,000 - \$49,999	13	0.9%	9	8.7%	0	1	2
\$50,000 - \$59,999	18	1.2%	5	4.8%	0	1	3
\$60,000 - \$69,999	30	2.0%	12	11.5%	0	0	2
\$70,000 - \$79,999	25	1.7%	7	6.7%	2	0	1
\$80,000 - \$89,999	33	2.2%	7	6.7%	0	0	1
\$90,000 - \$99,999	37	2.5%	7	6.7%	0	1	3
\$100,000 - \$119,999	115	7.8%	13	12.5%	2	2	2
\$120,000 - \$139,999	152	10.3%	16	15.4%	6	1	7
\$140,000 - \$159,999	154	10.4%	3	2.9%	6	2	1
\$160,000 - \$179,999	144	9.7%	3	2.9%	12	0	4
\$180,000 - \$199,999	101	6.8%	0	0.0%	4	0	1
\$200,000 - \$249,999	268	18.1%	4	3.8%	11	0	2
\$250,000 - \$299,999	132	8.9%	4	3.8%	4	0	2
\$300,000 - \$349,999	87	5.9%	2	1.9%	3	0	0
\$350,000 - \$399,999	59	4.0%	0	0.0%	2	0	0
\$400,000 - \$449,999	49	3.3%	0	0.0%	0	0	0
\$450,000 - \$499,999	21	1.4%	1	1.0%	0	0	0
\$500,000 - \$549,000	10	0.7%	0	0.0%	0	0	0
\$550,000 - \$599,000	6	0.4%	0	0.0%	0	0	1
\$600,000 - \$999,999	21	1.4%	0	0.0%	1	0	0
\$1,000,000 and over	2	0.1%	0	0.0%	0	0	0
Total	1,482	100%	104	100%	53	11	33

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	569	35.9%	616	33.1%	0 - 30	986	62.2%	57.8%	49.8%
Conventional	569	35.9%	633	34.0%	31 - 60	233	14.7%	13.7%	16.1%
FHA	327	20.6%	478	25.7%	61 - 90	116	7.3%	8.4%	10.4%
VA	42	2.6%	53	2.8%	91 - 120	78	4.9%	6.2%	7.5%
Other †	79	5.0%	83	4.5%	121 - 180	94	5.9%	7.0%	8.2%
Total	1,586	100.0%	1,863	100.0%	181+	77	4.9%	7.0%	8.0%
					Total	1,584	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:	17
Average DOM:	46
Average DOM 1 - 180 Days:	33
Average DOM 181+ Days:	290

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