

MLS STATISTICS for February 2013
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	1,628		1,660	-1.9%		1,798		-9.5%
Active Listing Inventory †	1,072		984	8.9%		2,194		-51.1%
Active Short Sale (included above)	83		85	-2.4%		702		
Pending Short Lender Approval	1,502		1,546	-2.8%		2,447		-38.6%
Pending Sales This Month	1,081		1,060	2.0%		1,585		-31.8%
Number of REO Sales	158	13.3%	162	-2.5%	13.8%	471	33.8%	-66.5%
Number of Short Sales	355	29.9%	352	0.9%	29.9%	445	31.9%	-20.2%
Conventional Sales	676	56.9%	664	1.8%	56.4%	478	34.3%	41.4%
Total Number of Closed Escrows	1,189	100.0%	1,178	0.9%	100.0%	1,394	100.0%	-14.7%
Months Inventory	0.9 Months		0.8 Months	12.5%		1.6 Months		-43.8%
Dollar Value of Closed Escrows	\$276,444,730		\$266,960,062	3.6%		\$254,369,729		8.7%
Median	\$203,000		\$200,000	1.5%		\$163,000		24.5%
Mean	\$233,090		\$226,621	2.9%		\$183,000		27.4%
Year-to-Date Statistics	01/01/13 to 02/28/13		01/01/13 to 02/28/13			1/1/2012		Change
	SAR monthly data, compiled		MetroList YTD data			2/28/2012		
Number of Closed Escrows	2,367		2,412			2,683		-11.8%
Dollar Value of Closed Escrows	\$543,404,792		\$553,060,472			\$486,031,327		11.8%
Median	\$200,000		\$200,000			\$160,000		25.0%
Mean	\$229,295		\$229,295			\$179,861		27.5%

CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total	Last Month	Change	% of Total	Last Year	Change
Listings Published this Month	138		157	-12.1%		154	-10.4%
Active Listing Inventory †	120		104	15.4%		218	-45.0%
Active Short Sale (included above)	17		10	70.0%		82	
Pending Short Lender Approval	148		163	-9.2%		189	-21.7%
Pending Sales This Month	90		93	-3.2%		136	-33.8%
Number of REO Sales	20	15.9%	21	-4.8%	19.1%	45	-55.6%
Number of Short Sales	43	34.1%	38	13.2%	34.5%	40	7.5%
Conventional Sales	63	50.0%	51	23.5%	46.4%	43	46.5%
Total Closed Escrows	126	100.0%	110	14.5%	100.0%	128	-1.6%
Dollar Value of Closed Escrows	\$14,902,941		\$12,716,518	17.2%		\$11,169,687	33.4%
Median	\$102,500		\$94,250	8.8%		\$69,250	48.0%
Mean	\$118,277		\$115,605	2.3%		\$87,263	35.5%
Year-to-Date Statistics	01/01/13 to 02/28/13		01/01/13 to 02/28/13			1/1/2012	Change
	SAR monthly data, compiled		MetroList YTD data			2/28/2012	
Number of Closed Escrows	236		239			252	-6.3%
Dollar Value of Closed Escrows	\$27,619,459		\$28,062,959			\$22,531,850	22.6%
Median	\$99,000		\$99,000			\$69,800	41.8%
Mean	\$117,418		\$117,418			\$90,202	30.2%

† includes: Active, Active Release Clause, Active Short Sale, Active Short Sale Contingent, 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	1	0.1%	1	0.8%	0	0	0
\$30,000 - \$39,999	4	0.3%	5	4.0%	0	2	0
\$40,000 - \$49,999	4	0.3%	11	8.7%	0	0	0
\$50,000 - \$59,999	5	0.4%	6	4.8%	0	1	1
\$60,000 - \$69,999	22	1.9%	13	10.3%	1	0	1
\$70,000 - \$79,999	22	1.9%	4	3.2%	1	1	2
\$80,000 - \$89,999	29	2.4%	9	7.1%	0	0	4
\$90,000 - \$99,999	23	1.9%	12	9.5%	1	0	2
\$100,000 - \$119,999	55	4.6%	12	9.5%	4	1	3
\$120,000 - \$139,999	94	7.9%	12	9.5%	1	2	4
\$140,000 - \$159,999	109	9.2%	13	10.3%	3	0	2
\$160,000 - \$179,999	104	8.7%	11	8.7%	2	2	3
\$180,000 - \$199,999	106	8.9%	2	1.6%	5	1	3
\$200,000 - \$249,999	199	16.7%	8	6.3%	6	2	2
\$250,000 - \$299,999	167	14.0%	5	4.0%	1	2	2
\$300,000 - \$349,999	88	7.4%	1	0.8%	3	0	0
\$350,000 - \$399,999	64	5.4%	0	0.0%	0	0	0
\$400,000 - \$449,999	29	2.4%	1	0.8%	0	0	0
\$450,000 - \$499,999	20	1.7%	0	0.0%	2	0	1
\$500,000 - \$549,000	18	1.5%	0	0.0%	0	0	0
\$550,000 - \$599,000	6	0.5%	0	0.0%	0	0	0
\$600,000 - \$999,999	16	1.3%	0	0.0%	1	0	1
\$1,000,000 and over	4	0.3%	0	0.0%	1	0	0
Total	1,189	100%	126	100%	32	14	31

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	520	39.5%	482	37.4%	0 - 30	960	73.0%	71.2%	60.5%
Conventional	485	36.9%	472	36.6%	31 - 60	174	13.2%	13.4%	14.1%
FHA	219	16.7%	253	19.6%	61 - 90	91	6.9%	6.1%	8.1%
VA	35	2.7%	24	1.9%	91 - 120	32	2.4%	3.5%	5.6%
Other †	56	4.3%	57	4.4%	121 - 180	36	2.7%	3.1%	5.9%
Total	1,315	100.0%	1,288	100.0%	181+	22	1.7%	2.6%	5.9%
					Total	1,315	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: 12
Average DOM: 28
Average DOM 1 - 180 Days: 25
Average DOM 181+ Days: 280

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