

# MLS STATISTICS for December 2014

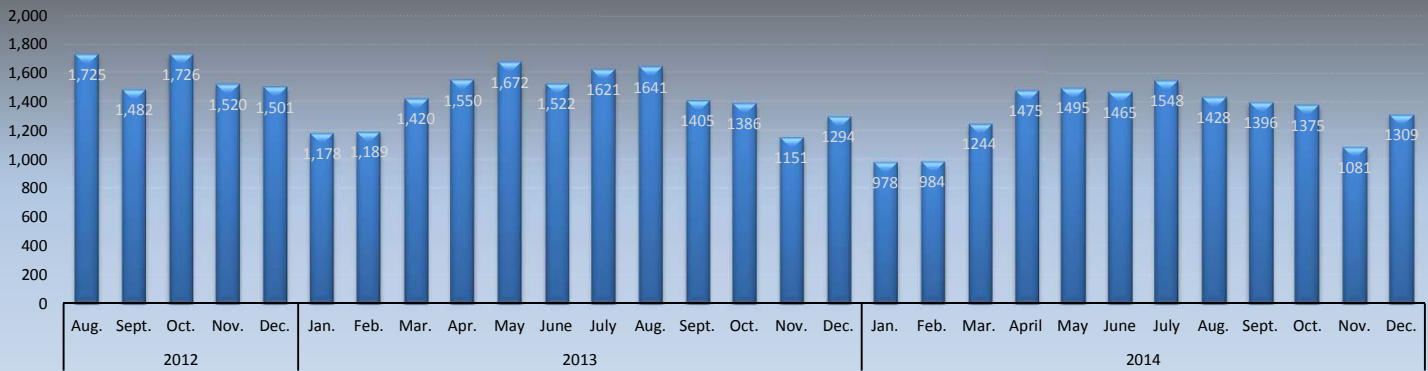
Data for Sacramento County and the City of West Sacramento



## 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	980		1,332	-26.4%		1,073		-8.7%
Active Listing Inventory †	2,427		3,002	-19.2%		1,836		32.2%
Active Short Sale (included above)	142		161	-11.8%		168		-15.5%
Pending Short Lender Approval	284		310	-8.4%		501		-43.3%
Pending Sales This Month	811		960	-15.5%		631		28.5%
Number of REO Sales	88	6.7%	57	54.4%	5.3%	92	7.1%	-4.3%
Number of Short Sales	80	6.1%	67	19.4%	6.2%	151	11.7%	-47.0%
Equity Sales**	1,145	87.2%	957	19.6%	88.5%	1,051	81.2%	8.9%
Total Number of Closed Escrows	1,313	100%	1,081	21.5%	100%	1,294	100.0%	1.5%
Months Inventory	1.8 Months		2.8 Months	-35.7%		1.4 Months		28.6%
Dollar Value of Closed Escrows	\$386,253,993		\$317,306,470	21.7%		\$364,445,968		6.0%
Median	\$268,000		\$265,000	1.1%		\$250,000		7.2%
Mean	\$294,177		\$289,778	1.5%		\$281,861		4.4%
Year-to-Date Statistics	01/01/14 to 12/31/14		01/01/14 to 12/31/14			1/1/2013		
	SAR monthly data, compiled		MetroList YTD data			12/31/2013		Change
Number of Closed Escrows	15,778		16,247			17,029		-7.3%
Dollar Value of Closed Escrows	\$4,664,088,698		\$4,780,703,102			\$4,524,801,189		3.1%
Median	\$267,263		\$267,263			\$238,000		12.3%
Mean	\$294,251		\$294,251			\$264,504		11.2%

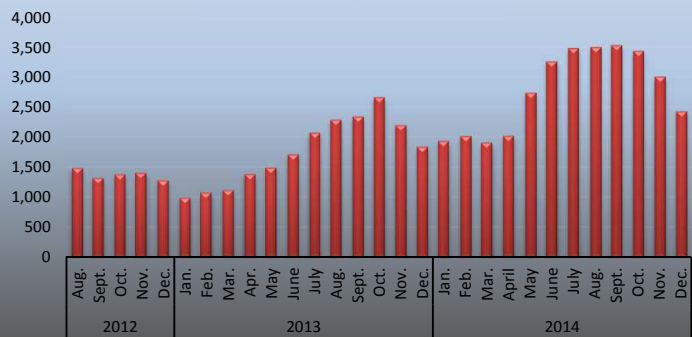
### Sales Volume



### Median Sales Price



### Inventory Volume



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

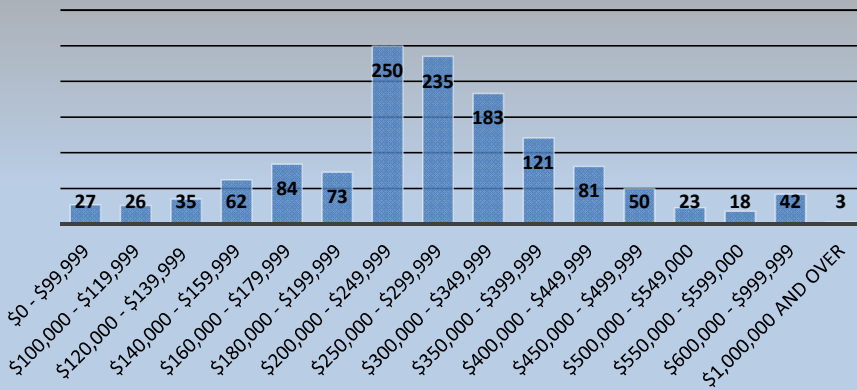
\*\* Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties. The name has been changed to avoid confusion with sales involving conventional financing for the new buyer

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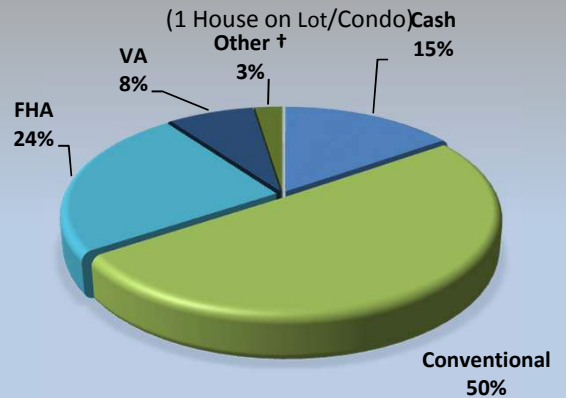
## BREAKDOWN OF SALES BY PRICE

### 1 House on Lot Total: 1,313

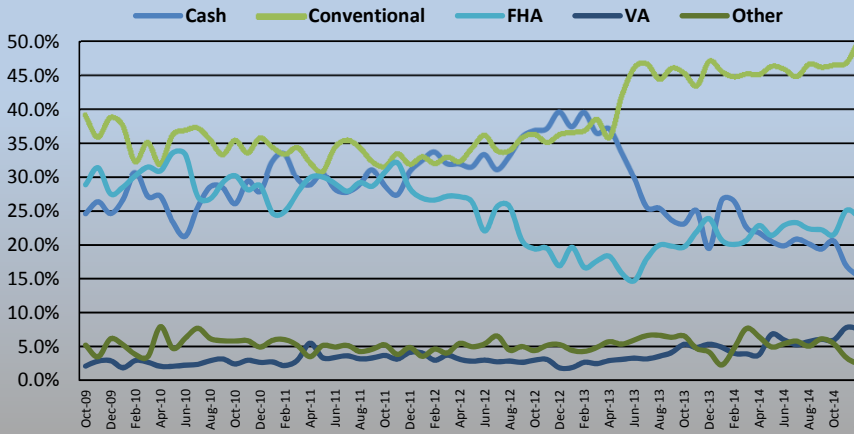


## Type of Financing/Days on Market

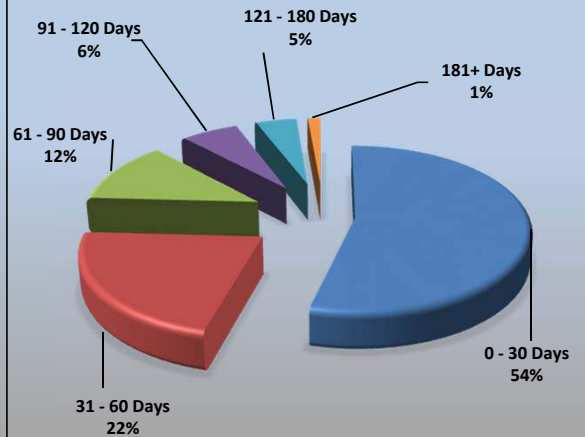
### TYPE OF FINANCING



### Types of Financing Historical (% of Sales)



### DAYS ON MARKET (1 House on Lot/Condo)



Type of Financing (Single Family Home only) Financing Method	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	% of Total		
							Current Month	Last 4 Months	Last 12 Months
Cash	202	15.4%	183	16.9%	0 - 30	709	54.0%	58.5%	63.1%
Conventional	661	50.3%	507	46.9%	31 - 60	287	21.9%	21.2%	18.6%
FHA	318	24.2%	271	25.1%	61 - 90	160	12.2%	10.4%	9.3%
VA	100	7.6%	84	7.8%	91 - 120	81	6.2%	5.4%	4.4%
Other †	32	2.4%	36	3.3%	121 - 180	58	4.4%	3.5%	3.4%
<b>Total</b>	<b>1,313</b>	<b>100.0%</b>	<b>1,081</b>	<b>100.0%</b>	<b>181+</b>	<b>18</b>	<b>1.4%</b>	<b>1.1%</b>	<b>1.3%</b>
					<b>Total</b>	<b>1,313</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: 26**  
**Average DOM: 41**  
**Average Price/Square Foot: \$171.7**

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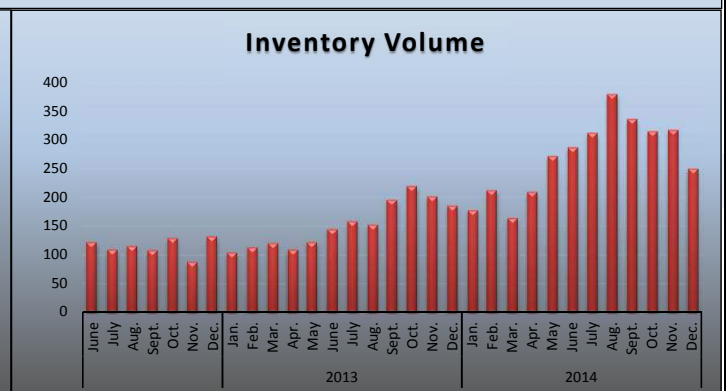
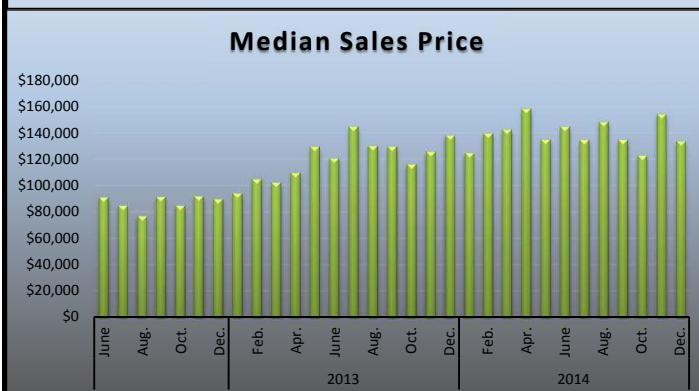
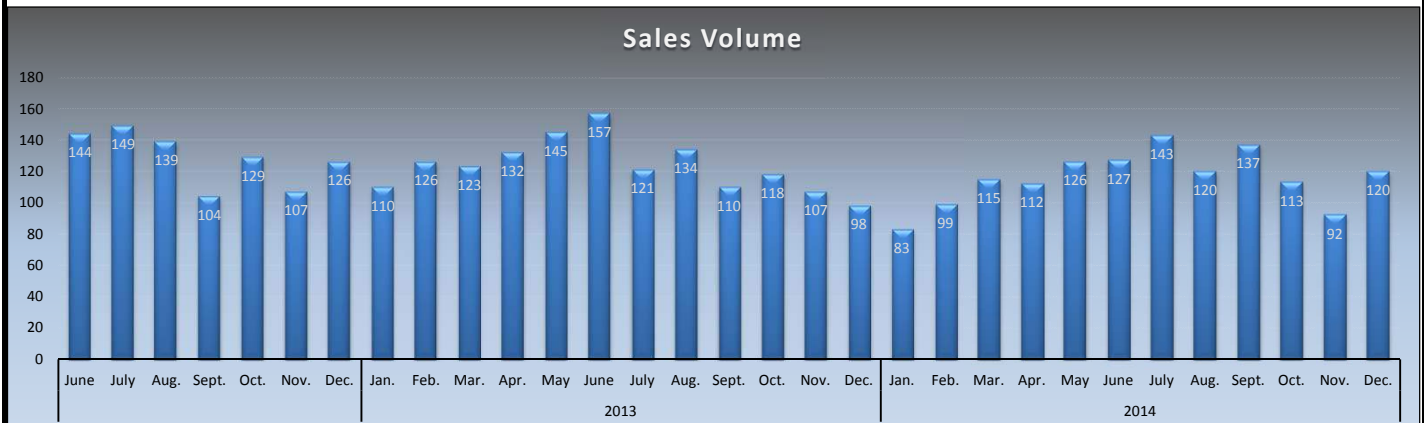
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**MLS STATISTICS for December 2014**  
Data for Sacramento County and the City of West Sacramento



**CONDOMINIUM RESALES**

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	91		132	-31.1%		90		1.1%
Active Listing Inventory †	249		316	-21.2%		185		34.6%
Active Short Sale (included above)	20		19	5.3%		18		11.1%
Pending Short Lender Approval	29		33	-12.1%		69		-58.0%
Pending Sales This Month	69		59	16.9%		49		40.8%
Number of REO Sales	14	11.7%	6	133.3%	6.5%	10	10.2%	40.0%
Number of Short Sales	9	7.5%	4	125.0%	4.3%	16	16.3%	-43.8%
Equity Sales	97	80.8%	82	18.3%	89.1%	72	73.5%	34.7%
Total Number of Closed Escrows	120	100%	92	30.4%	100%	98	100.0%	22.4%
Months Inventory	2.1 Months		3.4 Months	-38.2%		1.9 Months		10.5%
Dollar Value of Closed Escrows	\$18,781,508		\$17,333,111	8.4%		\$14,650,456		28.2%
Median	\$134,000		\$154,500	-13.3%		\$138,500		-3.2%
Mean	\$156,513		\$188,403	-16.9%		\$149,494		4.7%
<b>Year-to-Date Statistics</b>	<b>01/01/14 to 11/30/14</b>		<b>01/01/14 to 11/30/14</b>			<b>1/1/2013</b>		
	SAR monthly data, compiled		MetroList YTD data			11/30/2013		Change
Number of Closed Escrows	1,267		1,294			1,481		-14.4%
Dollar Value of Closed Escrows	\$192,290,632		\$212,883,584			\$207,825,487		-7.5%
Median	\$135,250		\$138,000			\$120,000		12.7%
Mean	\$162,708		\$164,516			\$138,040		17.9%



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

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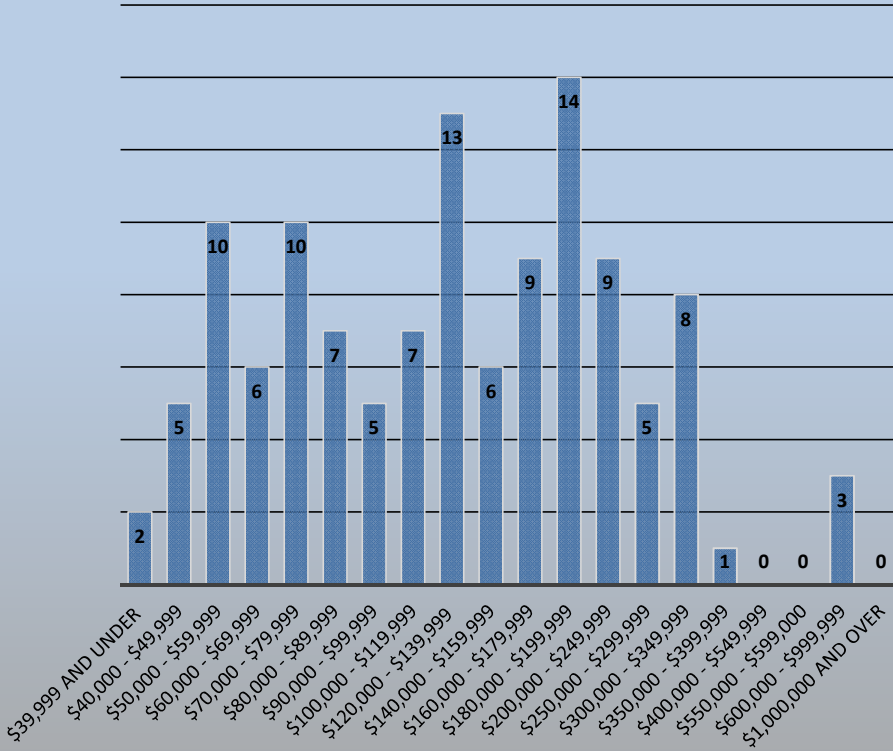
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## BREAKDOWN OF SALES BY PRICE

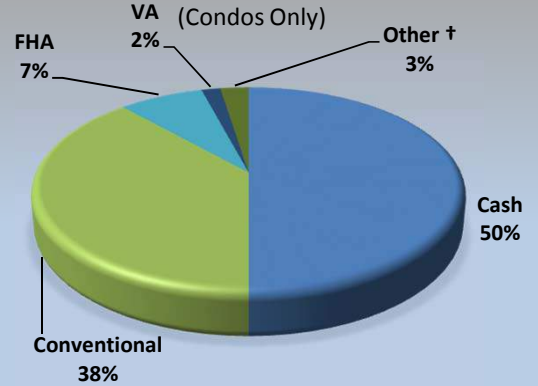
## Type of Financing/Days on Market

### Condos

Total: 120

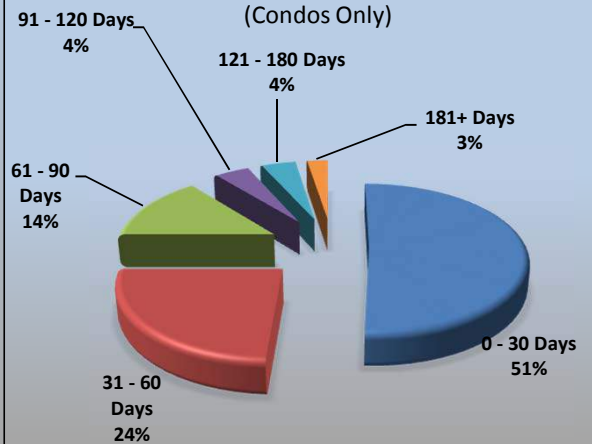


### TYPE OF FINANCING



### DAYS ON MARKET

(Condos Only)



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	% of Total		
(Condo Only) Financing Method							Current Month	Last 4 Months	Last 12 Months
Cash	60	50.0%	35	38.0%	0 - 30	61	50.8%	58.6%	59.8%
Conventional	46	38.3%	46	50.0%	31 - 60	29	24.2%	24.1%	19.4%
FHA	9	7.5%	3	3.3%	61 - 90	17	14.2%	8.0%	10.2%
VA	2	1.7%	2	2.2%	91 - 120	5	4.2%	5.1%	5.0%
Other †	3	2.5%	6	6.5%	121 - 180	5	4.2%	2.7%	3.2%
<b>Total</b>	<b>120</b>	<b>100.0%</b>	<b>92</b>	<b>100.0%</b>	<b>181+</b>	<b>3</b>	<b>2.5%</b>	<b>1.4%</b>	<b>2.5%</b>
					<b>Total</b>	<b>120</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 financir

**Average DOM:**

**42**

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