

# MLS STATISTICS for July 2014

Data for Sacramento County and the City of West Sacramento



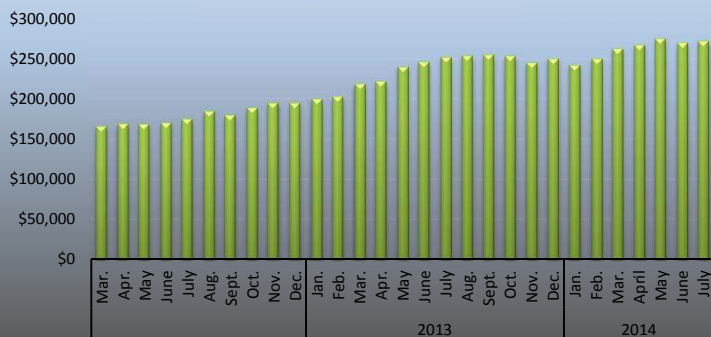
## SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	2,295		2,273	1.0%		2,283		0.5%
Active Listing Inventory †	3,479		3,258	6.8%		2,071		68.0%
Active Short Sale (included above)	155		149	4.0%		131		18.3%
Pending Short Lender Approval	409		431	-5.1%		864		-52.7%
Pending Sales This Month	1,293		1,290	0.2%		1,282		0.9%
Number of REO Sales	96	6.2%	90	6.7%	6.1%	83	5.1%	15.7%
Number of Short Sales	94	6.1%	105	-10.5%	7.2%	291	18.0%	-67.7%
Equity Sales**	1,358	87.7%	1,270	6.9%	86.7%	1,247	76.9%	8.9%
Total Number of Closed Escrows	1,548	100%	1,465	5.7%	100%	1,621	100.0%	-4.5%
Months Inventory	2.2 Months		2.2 Months	0.0%		1.3 Months		69.2%
Dollar Value of Closed Escrows	\$474,868,029		\$431,345,387	10.1%		\$416,184,185		14.1%
Median	\$272,000		\$270,000	0.7%		\$252,000		7.9%
Mean	\$306,366		\$294,032	4.2%		\$281,194		9.0%
<b>Year-to-Date Statistics</b>	<b>01/01/14 to 7/31/14</b>		<b>01/01/14 to 7/31/14</b>			<b>1/1/2013</b>		
	SAR monthly data, compiled		MetroList YTD data			7/31/2013		Change
Number of Closed Escrows	9,189		9,398			10,152		-9.5%
Dollar Value of Closed Escrows	\$2,685,407,535		\$2,738,844,704			\$2,601,153,822		3.2%
Median	\$265,000		\$265,000			\$225,000		17.8%
Mean	\$291,428		\$291,428			\$250,664		16.3%

### 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

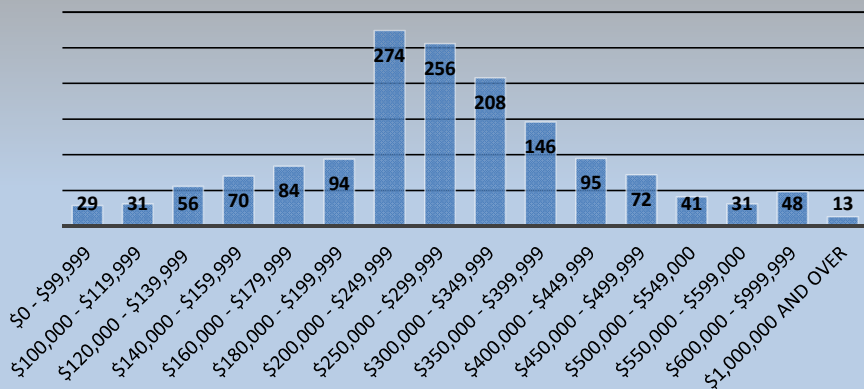
\*\* Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties. The name has been changed to avoid confusion with sales involving conventional financing for the new buyer

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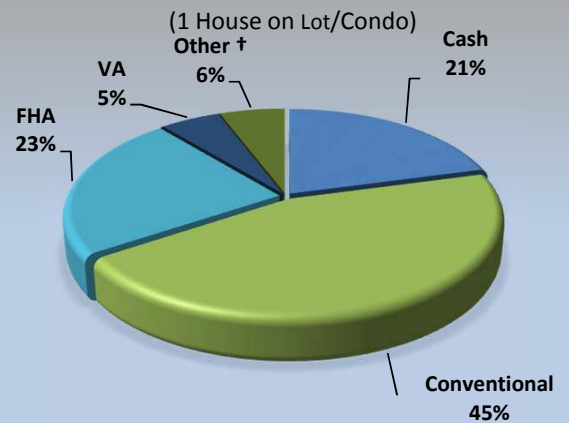
## BREAKDOWN OF SALES BY PRICE

### 1 House on Lot Total: 1,548



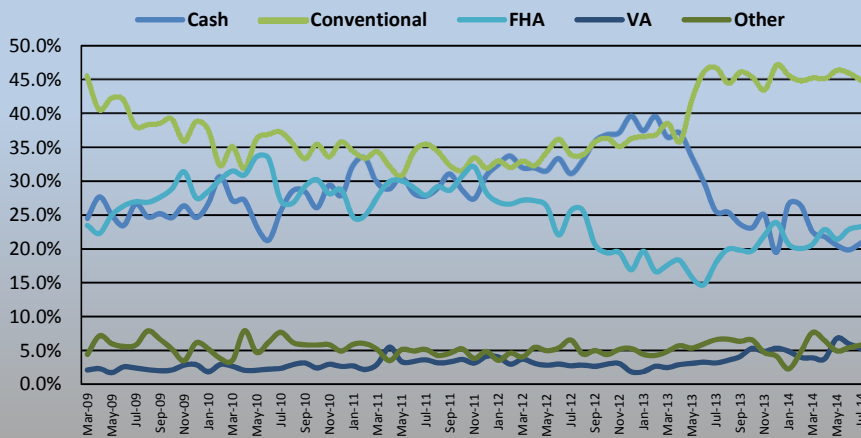
## Type of Financing/Days on Market

### TYPE OF FINANCING



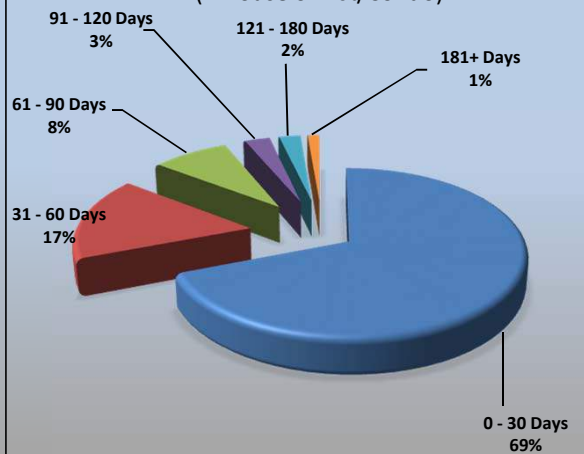
### Types of Financing Historical

(% of Sales)



### DAYS ON MARKET

(1 House on Lot/Condo)



Type of Financing (SFR, condo, PUD 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	353	20.9%	316	19.8%	0 - 30	1,169	69.0%	68.4%	67.7%
Conventional	759	44.8%	731	45.9%	31 - 60	277	16.4%	16.7%	17.2%
FHA	394	23.3%	364	22.9%	61 - 90	140	8.3%	7.7%	7.8%
VA	89	5.3%	95	6.0%	91 - 120	46	2.7%	3.3%	3.4%
Other †	98	5.8%	86	5.4%	121 - 180	39	2.3%	2.7%	2.8%
<b>Total</b>	<b>1,693</b>	<b>100.0%</b>	<b>1,592</b>	<b>100.0%</b>	<b>181+</b>	<b>22</b>	<b>1.3%</b>	<b>1.3%</b>	<b>1.1%</b>
					<b>Total</b>	<b>1,693</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: 15**  
**Average DOM: 30**  
**Average Price/Square Foot: \$173.0**

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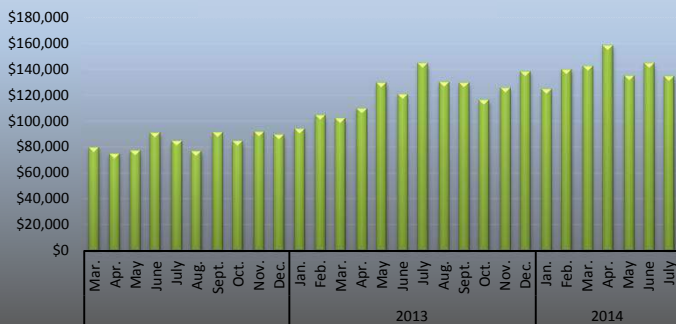
## CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	183		214	-14.5%		169		8.3%
Active Listing Inventory †	311		286	8.7%		158		96.8%
Active Short Sale (included above)	25		22	13.6%		11		127.3%
Pending Short Lender Approval	42		73	-42.5%		93		-54.8%
Pending Sales This Month	100		94	6.4%		89		12.4%
Number of REO Sales	11	7.7%	14	-21.4%	11.0%	5	4.1%	120.0%
Number of Short Sales	3	2.1%	7	-57.1%	5.5%	21	17.4%	-85.7%
Equity Sales	129	90.2%	106	21.7%	83.5%	95	78.5%	35.8%
Total Number of Closed Escrows	143	100%	127	12.6%	100%	121	100.0%	18.2%
Months Inventory	2.2 Months		2.3 Months	-4.3%		1.3 Months		69.2%
Dollar Value of Closed Escrows	\$23,499,914		\$21,732,902	8.1%		\$22,169,489		6.0%
Median	\$135,000		\$145,000	-6.9%		\$121,000		11.6%
Mean	\$164,335		\$171,125	-4.0%		\$141,207		16.4%
<b>Year-to-Date Statistics</b>	<b>01/01/14 to 07/31/14</b>		<b>01/01/14 to 07/31/14</b>			<b>1/1/2013</b>		<b>Change</b>
	SAR monthly data, compiled		MetroList YTD data			7/31/2014		
Number of Closed Escrows	805		821			914		-11.9%
Dollar Value of Closed Escrows	\$117,282,070		\$135,857,822			\$124,478,174		-5.8%
Median	\$137,000		\$137,000			\$115,000		19.1%
Mean	\$165,478		\$165,478			\$135,941		21.7%

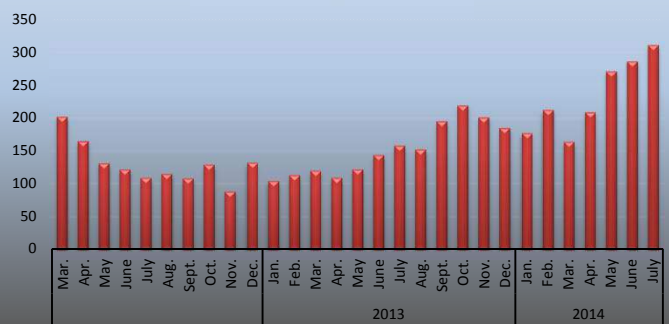
### Sales Volume



### Median Sales Price



### Inventory Volume



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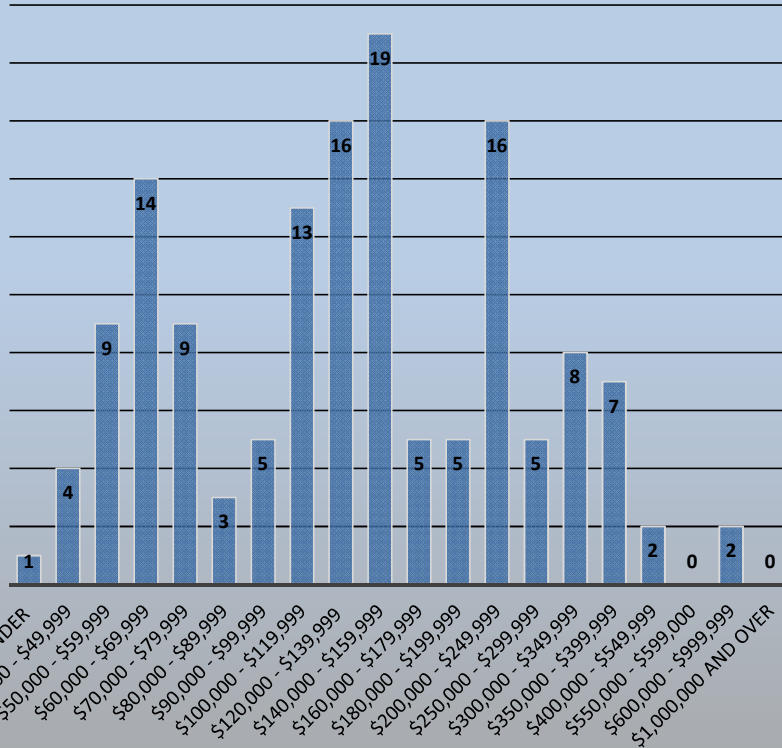
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## BREAKDOWN OF SALES BY PRICE

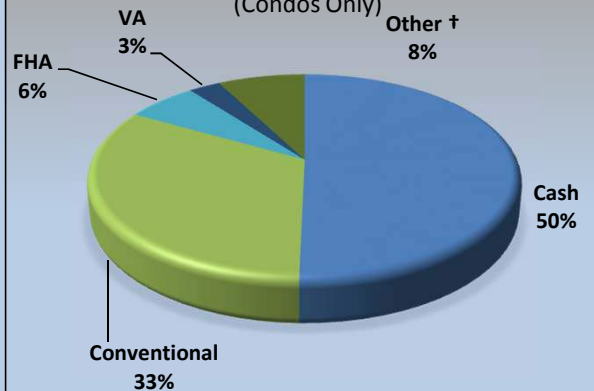
## Type of Financing/Days on Market

### Condos

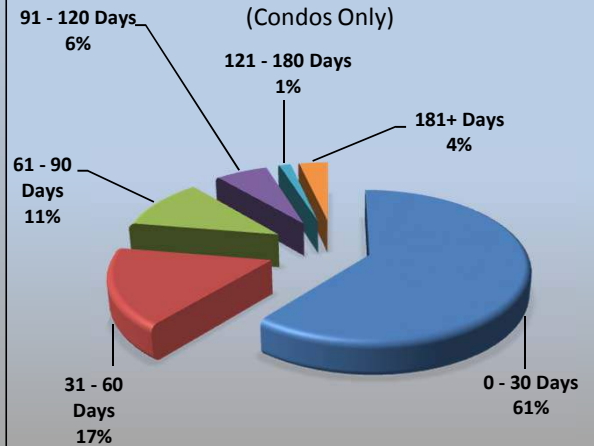
Total: 143



### TYPE OF FINANCING (Condos Only)



### DAYS ON MARKET (Condos Only)



Type of Financing (Condo 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	72	50.3%	54	42.5%	0 - 30	87	60.8%	60.8%	63.7%
Conventional	47	32.9%	48	37.8%	31 - 60	24	16.8%	16.3%	18.1%
FHA	9	6.3%	12	9.4%	61 - 90	16	11.2%	12.8%	9.2%
VA	4	2.8%	4	3.1%	91 - 120	9	6.3%	4.7%	3.8%
Other †	11	7.7%	9	7.1%	121 - 180	2	1.4%	2.8%	2.8%
<b>Total</b>	<b>143</b>	<b>100.0%</b>	<b>127</b>	<b>100.0%</b>	<b>181+</b>	<b>5</b>	<b>3.5%</b>	<b>2.6%</b>	<b>2.4%</b>
					<b>Total</b>	<b>143</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:**

**40**

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