

MLS STATISTICS for June 2014

Data for Sacramento County and the City of West Sacramento



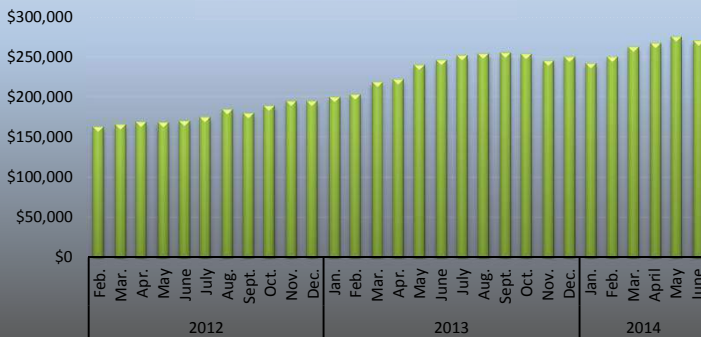
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	2,273		2,265	0.4%		2,066		10.0%
Active Listing Inventory †	3,258		2,734	19.2%		1,706		91.0%
Active Short Sale (included above)	149		126	18.3%		91		63.7%
Pending Short Lender Approval	431		462	-6.7%		1,010		-57.3%
Pending Sales This Month	1,290		1,161	11.1%		1,239		4.1%
Number of REO Sales	90	6.1%	115	-21.7%	7.7%	113	7.4%	-20.4%
Number of Short Sales	105	7.2%	105	0.0%	7.0%	290	19.1%	-63.8%
Equity Sales**	1,270	86.7%	1,275	-0.4%	85.3%	1,119	73.5%	13.5%
Total Number of Closed Escrows	1,465	100%	1,495	-2.0%	100%	1,522	100.0%	-3.7%
Months Inventory	2.2 Months		1.8 Months	22.2%		1.1 Months		100.0%
Dollar Value of Closed Escrows	\$431,345,387		\$441,428,023	-2.3%		\$416,184,185		3.6%
Median	\$270,000		\$275,000	-1.8%		\$245,908		9.8%
Mean	\$294,032		\$295,270	-0.4%		\$273,446		7.5%
Year-to-Date Statistics	01/01/14 to 6/30/14		01/01/14 to 6/30/14			1/1/2013		
	SAR monthly data, compiled		MetroList YTD data			6/30/2013		Change
Number of Closed Escrows	7,641		7,799			8,531		-10.4%
Dollar Value of Closed Escrows	\$2,210,539,506		\$2,251,434,279			\$2,145,900,085		3.0%
Median	\$265,000		\$265,000			\$225,000		17.8%
Mean	\$288,682		\$288,682			\$250,664		15.2%

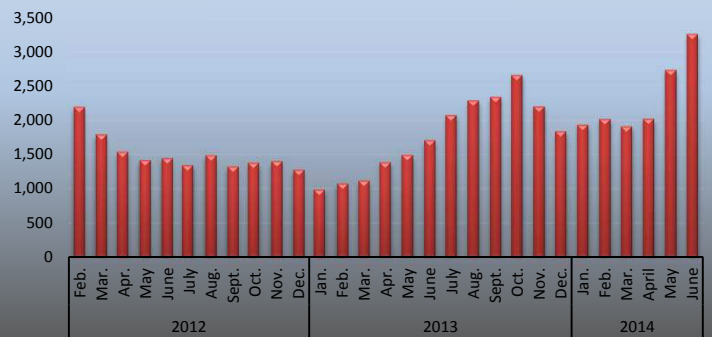
Sales Volume



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

Based on Multiple Listing Service data from MetroList. © 2013 SAR.

Compiled monthly by Tony Vicari, Communications Manager, Sacramento Association of REALTORS® | www.sacrealtor.org | 916.437.1205

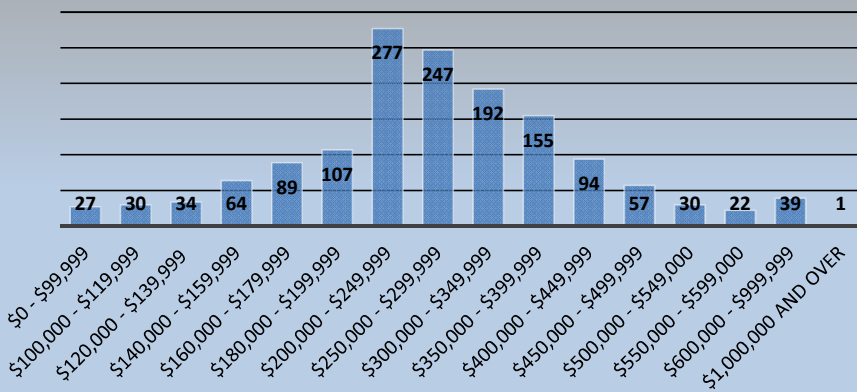
MLS STATISTICS for June 2014

Data for Sacramento County and the City of West Sacramento

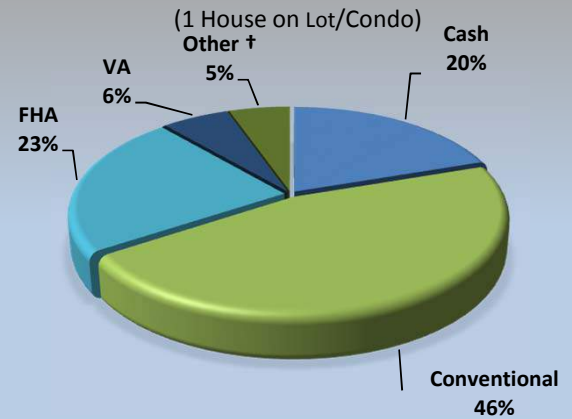
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

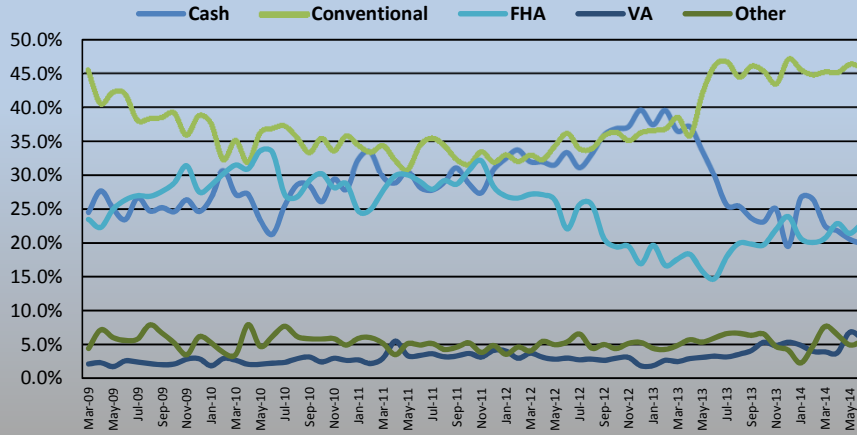
1 House on Lot Total: 1,465



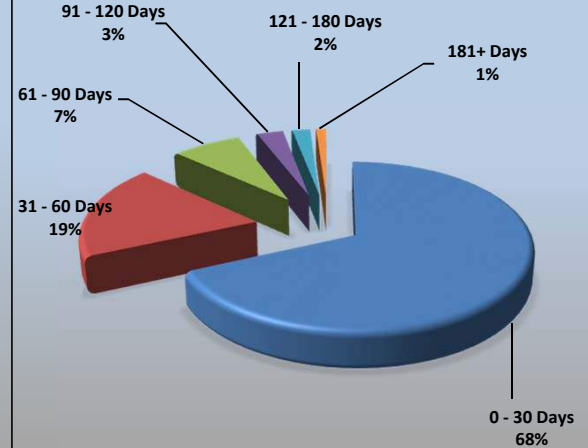
TYPE OF FINANCING



Types of Financing Historical (% of Sales)



DAYS ON MARKET



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	316	19.8%	333	20.5%	0 - 30	1,086	68.2%	67.0%	68.9%
Conventional	731	45.9%	752	46.4%	31 - 60	295	18.5%	16.6%	16.7%
FHA	364	22.9%	347	21.4%	61 - 90	118	7.4%	7.9%	7.4%
VA	95	6.0%	110	6.8%	91 - 120	45	2.8%	3.8%	3.3%
Other †	86	5.4%	80	4.9%	121 - 180	31	1.9%	3.4%	2.7%
Total	1,592	100.0%	1,622	100.0%	181+	17	1.1%	1.3%	1.0%
					Total	1,592	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: 15
Average DOM: 29
Average Price/Square Foot: \$174.0

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit www.sacrealtor.org/publicaffairs/statistics.

Based on Multiple Listing Service data from MetroList. © 2013 SAR.

Compiled monthly by Tony Vicari, Communications Manager, Sacramento Association of REALTORS® | www.sacrealtor.org | 916.437.1205

MLS STATISTICS for June 2014

Data for Sacramento County and the City of West Sacramento



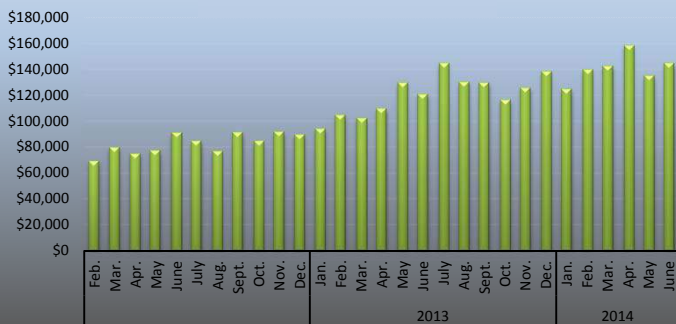
CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	214		208	2.9%		158		35.4%
Active Listing Inventory †	286		271	5.5%		144		98.6%
Active Short Sale (included above)	22		22	0.0%		12		83.3%
Pending Short Lender Approval	73		47	55.3%		108		-32.4%
Pending Sales This Month	94		94	0.0%		87		8.0%
Number of REO Sales	14	11.0%	20	-30.0%	15.9%	10	6.4%	40.0%
Number of Short Sales	7	5.5%	8	-12.5%	6.3%	40	25.5%	-82.5%
Equity Sales	106	83.5%	98	8.2%	77.8%	107	68.2%	-0.9%
Total Number of Closed Escrows	127	100%	126	0.8%	100%	157	100.0%	-19.1%
Months Inventory	2.3 Months		2.2 Months	4.5%		0.9 Months		155.6%
Dollar Value of Closed Escrows	\$21,732,902		\$21,687,415	0.2%		\$22,169,489		-2.0%
Median	\$145,000		\$135,300	7.2%		\$121,000		19.8%
Mean	\$171,125		\$172,122	-0.6%		\$141,207		21.2%
Year-to-Date Statistics	01/01/14 to 06/30/14		01/01/14 to 06/30/14			1/1/2013		Change
	SAR monthly data, compiled		MetroList YTD data			6/30/2013		
Number of Closed Escrows	662		675			818		-19.1%
Dollar Value of Closed Escrows	\$93,782,156		\$111,885,908			\$107,010,522		-12.4%
Median	\$137,000		\$137,000			\$110,000		24.5%
Mean	\$165,757		\$165,757			\$130,820		26.7%

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

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit www.sacrealtor.org/publicaffairs/statistics

Based on Multiple Listing Service data from MetroList. © 2014 SAR.

Compiled monthly by Tony Vicari, Communications Manager, Sacramento Association of REALTORS® | www.sacrealtor.org | 916.437.1205

MLS STATISTICS for June 2014

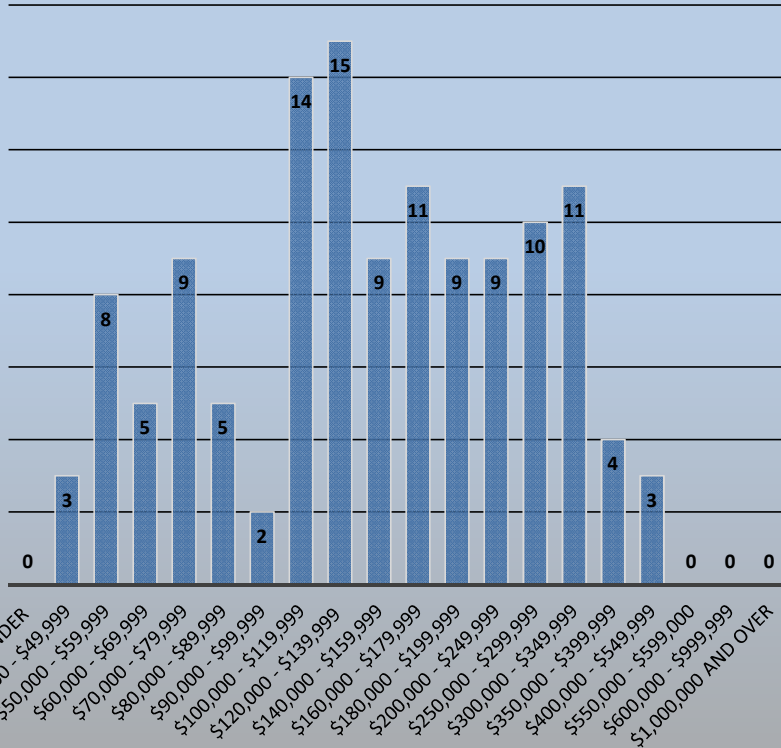
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

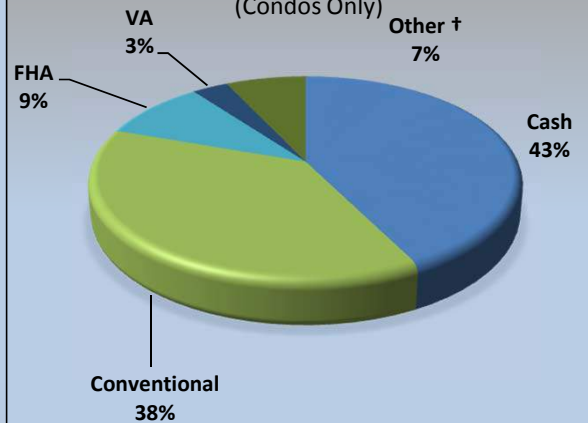
Type of Financing/Days on Market

Condos

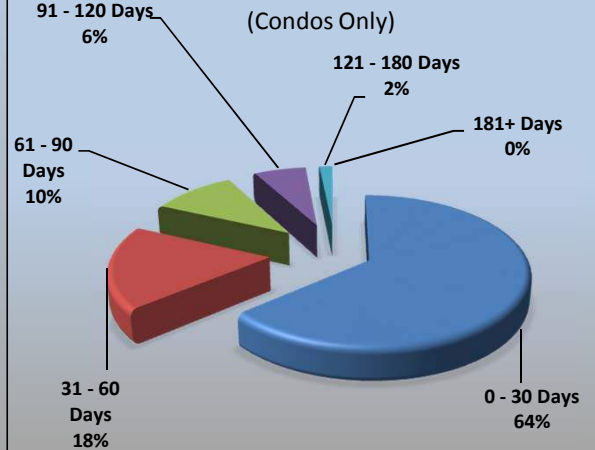
Total: 127



TYPE OF FINANCING (Condos Only)



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	54	42.5%	62	49.2%	0 - 30	81	63.8%	60.6%	73.7%
Conventional	48	37.8%	44	34.9%	31 - 60	23	18.1%	16.6%	14.0%
FHA	12	9.4%	6	4.8%	61 - 90	13	10.2%	12.3%	6.4%
VA	4	3.1%	3	2.4%	91 - 120	8	6.3%	4.3%	2.4%
Other †	9	7.1%	11	8.7%	121 - 180	2	1.6%	3.4%	2.2%
Total	127	100.0%	126	100.0%	181+	0	0.0%	2.8%	1.4%
					Total	127	100.0%	100.0%	100.0%

* half-plex, 2-on-1, mobile home

† includes: cal vet, contract of sale, creative, farm home loan, owner financir

Average DOM:

30

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical

information, visit

www.sacrealtor.org/publicaffairs/statistics

Based on Multiple Listing Service data from MetroList. © 2014 SAR.

Compiled monthly by Tony Vicari, Communications Manager, Sacramento Association of REALTORS® | www.sacrealtor.org | 916.437.1205