

# MLS STATISTICS for September 2014

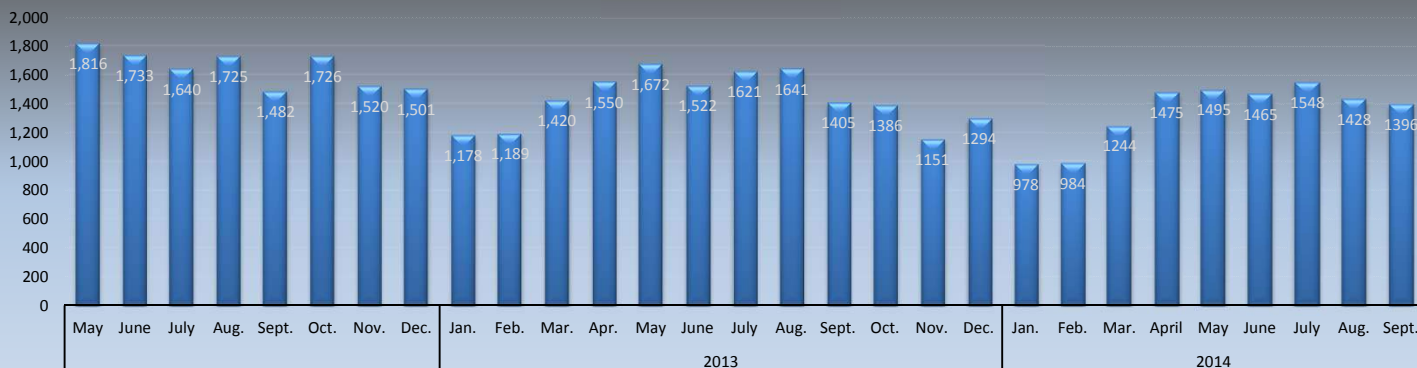
Data for Sacramento County and the City of West Sacramento



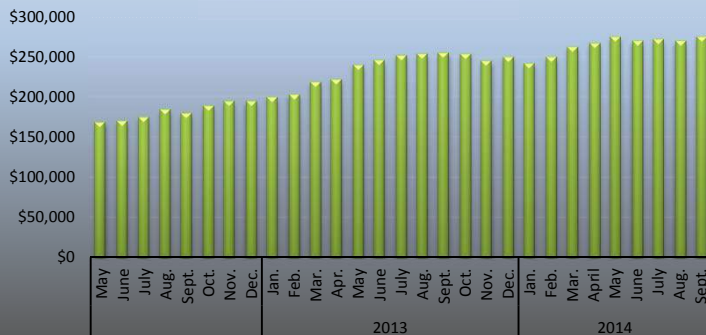
## SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,996		2,147	-7.0%		1,900		5.1%
Active Listing Inventory †	3,529		3,497	0.9%		2,338		50.9%
Active Short Sale (included above)	168		187	-10.2%		175		-4.0%
Pending Short Lender Approval	348		378	-7.9%		729		-52.3%
Pending Sales This Month	1,101		1,135	-3.0%		924		19.2%
Number of REO Sales	84	6.0%	76	10.5%	5.3%	55	3.9%	52.7%
Number of Short Sales	71	5.1%	91	-22.0%	6.4%	170	12.1%	-58.2%
Equity Sales**	1,241	88.9%	1,261	-1.6%	88.3%	1,180	84.0%	5.2%
Total Number of Closed Escrows	1,396	100%	1,428	-2.2%	100%	1,405	100.0%	-0.6%
Months Inventory	2.5 Months		2.4 Months	4.2%		1.7 Months		47.1%
Dollar Value of Closed Escrows	\$431,200,800		\$431,397,067	0.0%		\$394,550,457		9.3%
Median	\$275,000		\$270,000	1.9%		\$255,000		7.8%
Mean	\$307,781		\$301,465	2.1%		\$281,019		9.5%
<b>Year-to-Date Statistics</b>	<b>01/01/14 to 9/30/14</b>		<b>01/01/14 to 9/30/14</b>			<b>1/1/2013</b>		
	SAR monthly data, compiled		MetroList YTD data			9/30/2013		Change
Number of Closed Escrows	12,013		12,315			13,198		-9.0%
Dollar Value of Closed Escrows	\$3,548,005,402		\$3,624,731,273			\$3,458,517,496		2.6%
Median	\$265,000		\$267,000			\$235,000		12.8%
Mean	\$292,661		\$294,335			\$260,987		12.1%

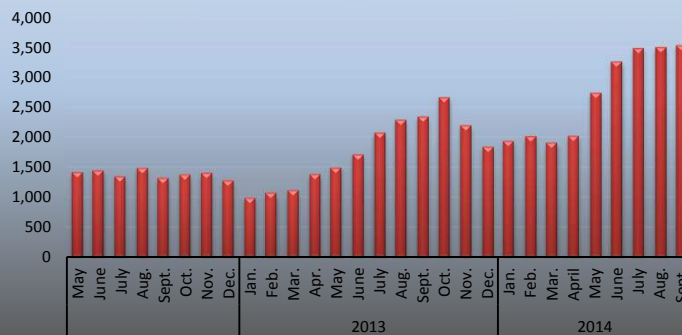
### Sales Volume



### 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

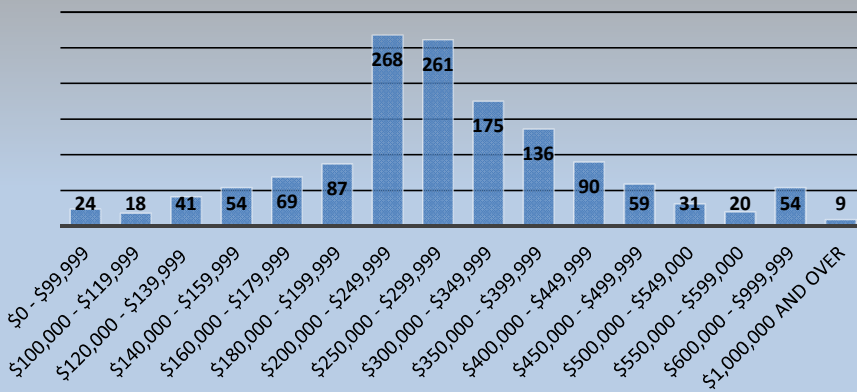
# MLS STATISTICS for September 2014

Data for Sacramento County and the City of West Sacramento

## BREAKDOWN OF SALES BY PRICE

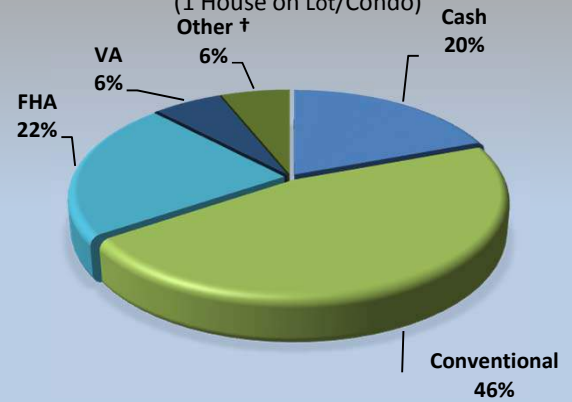
## Type of Financing/Days on Market

### 1 House on Lot Total: 1,396



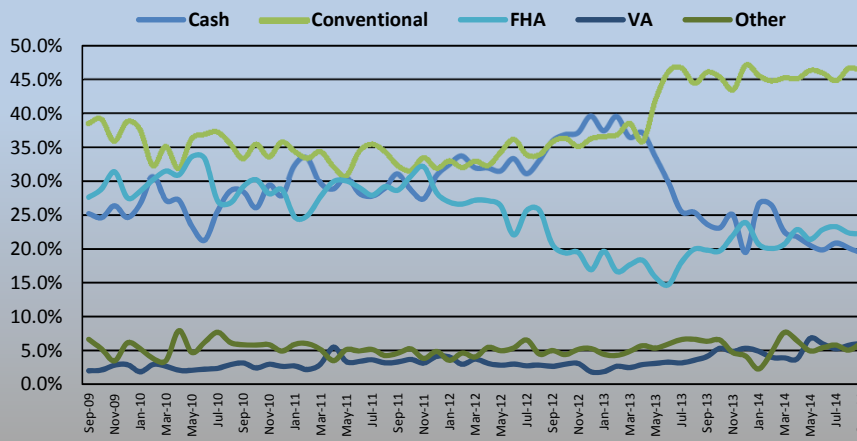
### TYPE OF FINANCING

(1 House on Lot/Condo)



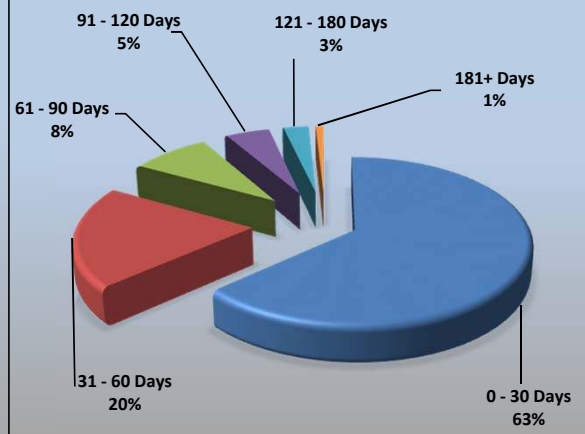
### Types of Financing Historical

(% 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	298	19.4%	312	20.2%	0 - 30	974	63.3%	66.4%	65.4%
Conventional	711	46.2%	723	46.7%	31 - 60	305	19.8%	18.4%	18.1%
FHA	342	22.2%	346	22.4%	61 - 90	131	8.5%	8.1%	8.5%
VA	93	6.0%	89	5.7%	91 - 120	73	4.7%	3.4%	3.8%
Other †	94	6.1%	78	5.0%	121 - 180	42	2.7%	2.4%	3.0%
<b>Total</b>	<b>1,538</b>	<b>100.0%</b>	<b>1,548</b>	<b>100.0%</b>	<b>181+</b>	<b>13</b>	<b>0.8%</b>	<b>1.2%</b>	<b>1.2%</b>
					<b>Total</b>	<b>1,538</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: 20**  
**Average DOM: 33**  
**Average Price/Square Foot: \$177.8**

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



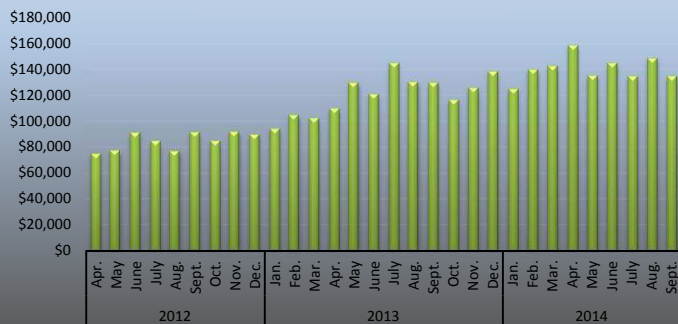
**CONDOMINIUM REALES**

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	173		187	-7.5%		186		-7.0%
Active Listing Inventory †	331		378	-12.4%		195		69.7%
Active Short Sale (included above)	21		21	0.0%		26		-19.2%
Pending Short Lender Approval	40		36	11.1%		63		-36.5%
Pending Sales This Month	78		87	-10.3%		86		-9.3%
Number of REO Sales	15	10.9%	7	114.3%	5.8%	4	3.6%	275.0%
Number of Short Sales	11	8.0%	8	37.5%	6.7%	14	12.7%	-21.4%
Equity Sales	111	81.0%	105	5.7%	87.5%	92	83.6%	20.7%
Total Number of Closed Escrows	137	100%	120	14.2%	100%	110	100.0%	24.5%
Months Inventory	2.4 Months		3.2 Months	-25.0%		1.8 Months		33.3%
Dollar Value of Closed Escrows	\$21,720,933		\$19,253,699	12.8%		\$16,232,730		33.8%
Median	\$135,000		\$148,750	-9.2%		\$130,000		3.8%
Mean	\$158,547		\$160,447	-1.2%		\$148,924		6.5%
<b>Year-to-Date Statistics</b>	<b>01/01/14 to 09/30/14</b>		<b>01/01/14 to 09/30/14</b>			<b>1/1/2013</b>		<b>Change</b>
	SAR monthly data, compiled		MetroList YTD data			9/30/2013		
Number of Closed Escrows	1,062		1,082			1,158		-8.3%
Dollar Value of Closed Escrows	\$158,256,702		\$177,761,954			\$161,402,045		-1.9%
Median	\$137,000		\$137,000			\$119,000		15.1%
Mean	\$165,478		\$164,290			\$136,688		21.1%

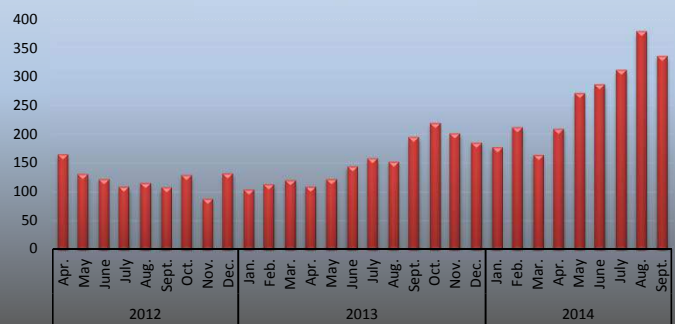
**Sales Volume**



**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

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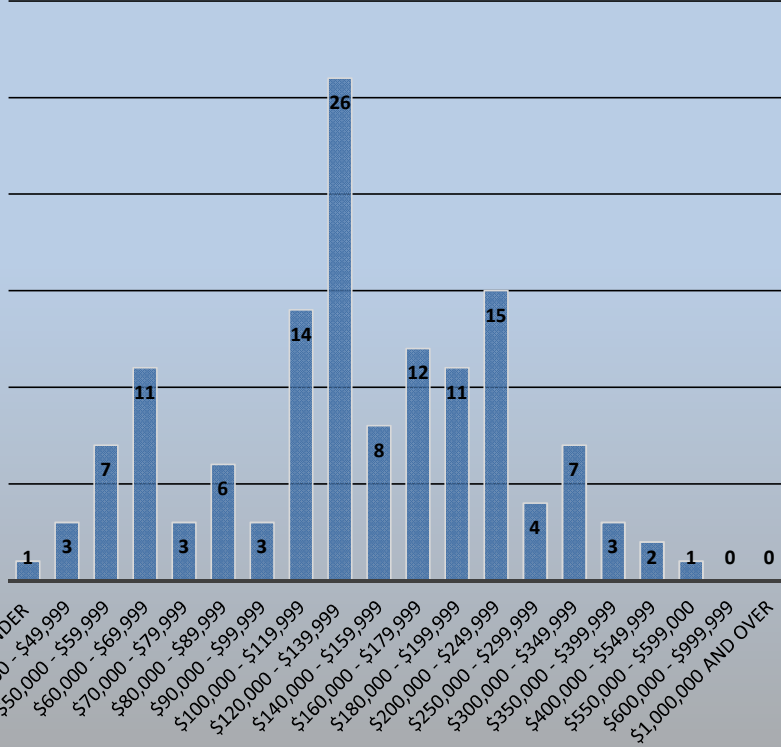
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## BREAKDOWN OF SALES BY PRICE

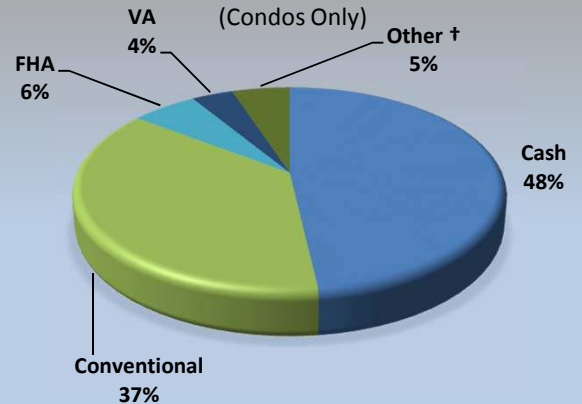
## Type of Financing/Days on Market

### Condos

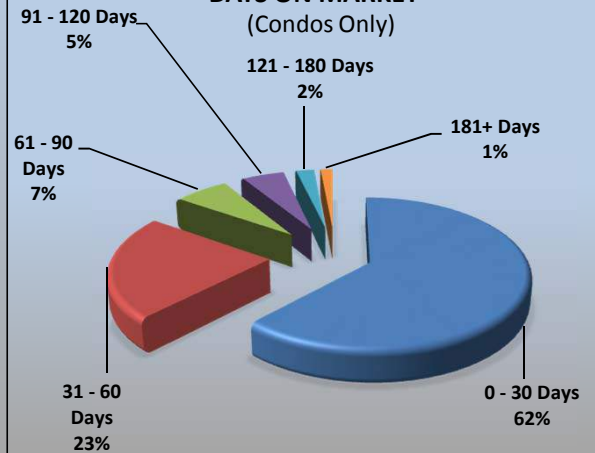
Total: 137



### 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	66	48.2%	57	47.5%	0 - 30	85	62.0%	61.0%	61.6%
Conventional	51	37.2%	35	29.2%	31 - 60	31	22.6%	18.4%	18.8%
FHA	8	5.8%	16	13.3%	61 - 90	9	6.6%	10.1%	9.8%
VA	5	3.6%	2	1.7%	91 - 120	7	5.1%	5.3%	4.5%
Other †	7	5.1%	10	8.3%	121 - 180	3	2.2%	2.7%	2.9%
<b>Total</b>	<b>137</b>	<b>100.0%</b>	<b>120</b>	<b>100.0%</b>	<b>181+</b>	<b>2</b>	<b>1.5%</b>	<b>2.5%</b>	<b>2.4%</b>
					<b>Total</b>	<b>137</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:**

**38**

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