

MLS STATISTICS for July 2015

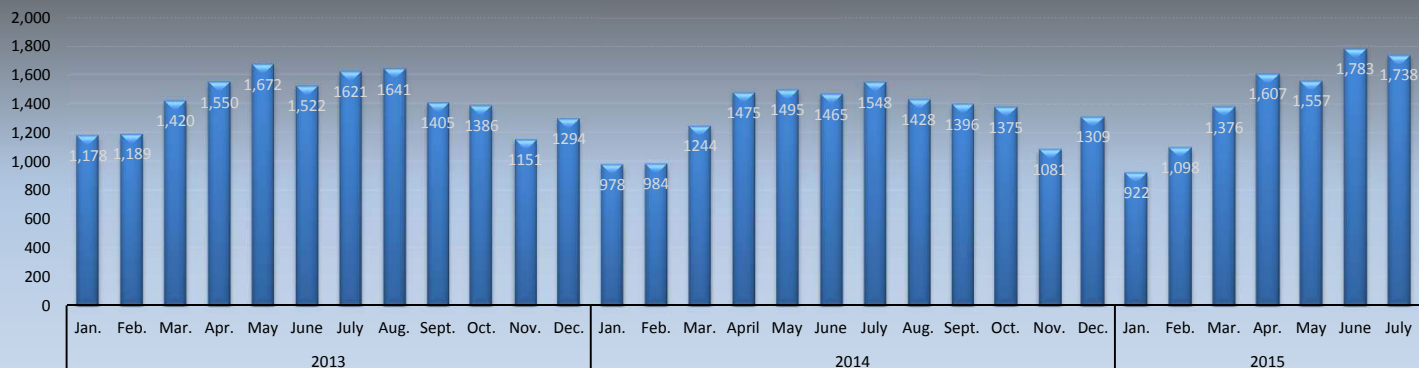
Data for Sacramento County and the City of West Sacramento



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	2,489		2,319	7.3%		2,295		8.5%
Active Listing Inventory †	3,105		2,933	5.9%		3,479		-10.8%
Active Short Sale (included above)	120		105	14.3%		155		-22.6%
Pending Short Lender Approval	238		273	-12.8%		409		-41.8%
Pending Sales This Month	1,430		1,444	-1.0%		1,293		10.6%
Number of REO Sales	81	4.7%	86	-5.8%	4.8%	96	6.2%	-15.6%
Number of Short Sales	77	4.4%	104	-26.0%	5.8%	94	6.1%	-18.1%
Equity Sales**	1,580	90.9%	1,593	-0.8%	89.3%	1,358	87.7%	16.3%
Total Number of Closed Escrows	1,738	100%	1,783	-2.5%	100%	1,548	100.0%	12.3%
Months Inventory	1.8 Months		1.6 Months	12.5%		2.2 Months		-18.2%
Dollar Value of Closed Escrows	\$557,499,452		\$578,277,611	-3.6%		\$474,868,029		17.4%
Median	\$292,000		\$295,000	-1.0%		\$272,000		7.4%
Mean	\$320,771		\$324,328	-1.1%		\$306,366		4.7%
Year-to-Date Statistics	1/01/15 to 7/31/15		1/01/15 to 7/31/15			1/1/2014		Change
	SAR monthly data, compiled		MetroList YTD data			7/31/2014		
Number of Closed Escrows	10,021		10,280			9,189		9.1%
Dollar Value of Closed Escrows	\$3,156,143,108		\$3,210,524,219			\$2,685,407,535		17.5%
Median	\$285,000		\$285,000			\$265,000		7.5%
Mean	\$314,952.91		\$312,308			\$291,428		8.1%

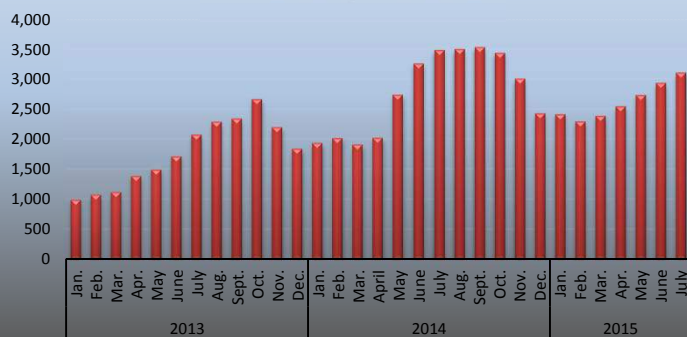
Sales Volume



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

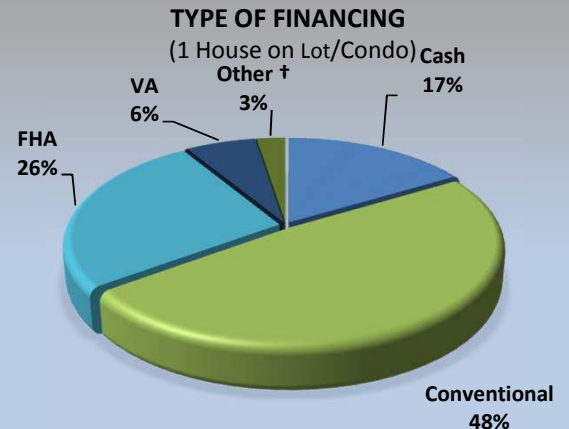
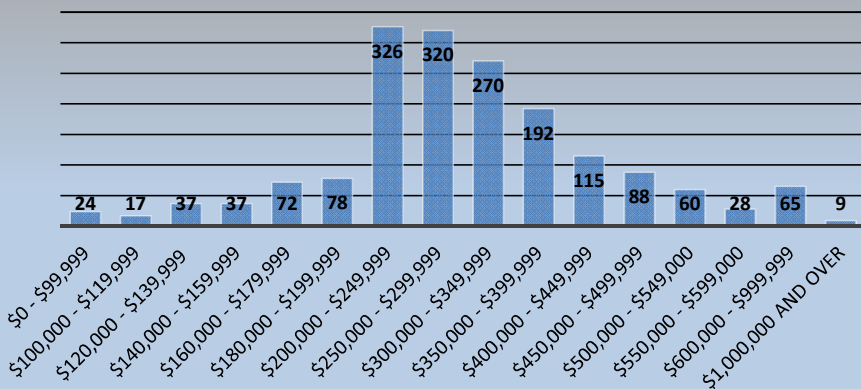
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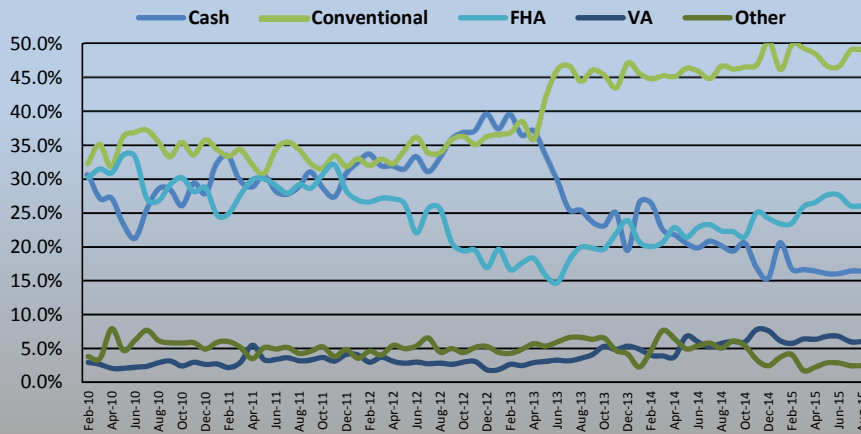
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

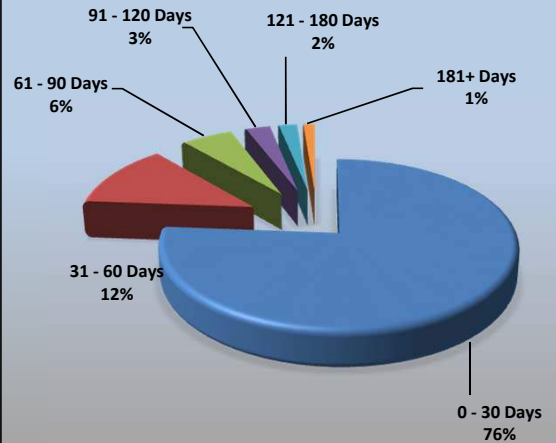
1 House on Lot Total: 1,738



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	287	16.5%	286	16.0%	0 - 30	1,310	75.4%	72.0%	63.8%
Conventional	842	48.4%	832	46.7%	31 - 60	260	15.0%	14.2%	17.5%
FHA	457	26.3%	493	27.7%	61 - 90	78	4.5%	5.5%	8.4%
VA	108	6.2%	121	6.8%	91 - 120	42	2.4%	3.4%	4.9%
Other †	44	2.5%	51	2.9%	121 - 180	32	1.8%	3.1%	3.7%
Total	1,738	100.0%	1,783	100.0%	181+	16	0.9%	1.8%	1.7%
					Total	1,738	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: 13
Average DOM: 25
Average Price/Square Foot: \$186.7

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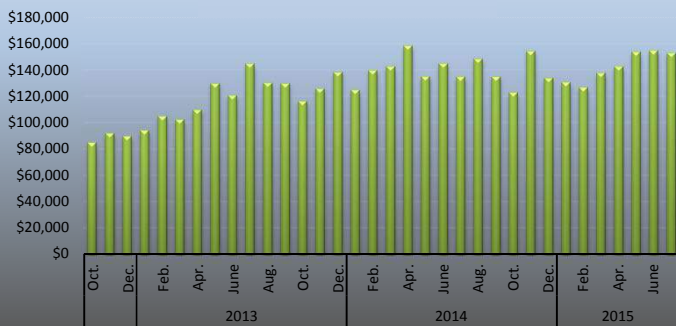
CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	183		198	-7.6%		183		0.0%
Active Listing Inventory †	250		254	-1.6%		311		-19.6%
Active Short Sale (included above)	16		20	-20.0%		25		-36.0%
Pending Short Lender Approval	28		28	0.0%		42		-33.3%
Pending Sales This Month	120		122	-1.6%		100		20.0%
Number of REO Sales	6	3.9%	3	100.0%	2.0%	11	7.7%	-45.5%
Number of Short Sales	11	7.2%	8	37.5%	5.2%	3	2.1%	266.7%
Equity Sales	136	88.9%	142	-4.2%	92.8%	129	90.2%	5.4%
Total Number of Closed Escrows	153	100%	153	0.0%	100%	143	100.0%	7.0%
Months Inventory	1.6 Months		1.7 Months	-5.9%		2.2 Months		-27.3%
Dollar Value of Closed Escrows	\$26,722,170		\$27,105,009	-1.4%		\$23,499,914		13.7%
Median	\$153,000		\$155,000	-1.3%		\$135,000		13.3%
Mean	\$174,655		\$177,157	-1.4%		\$164,335		6.3%
Year-to-Date Statistics	01/1/15 to 7/31/15		01/1/15 to 7/31/15			1/1/2014		Change
	SAR monthly data, compiled		MetroList YTD data			7/31/2014		
Number of Closed Escrows	888		918			805		10.3%
Dollar Value of Closed Escrows	\$152,374,940		\$154,278,397			\$117,282,070		29.9%
Median	\$140,000		\$146,000			\$137,000		2.2%
Mean	\$171,593		\$168,059			\$165,478		3.7%

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

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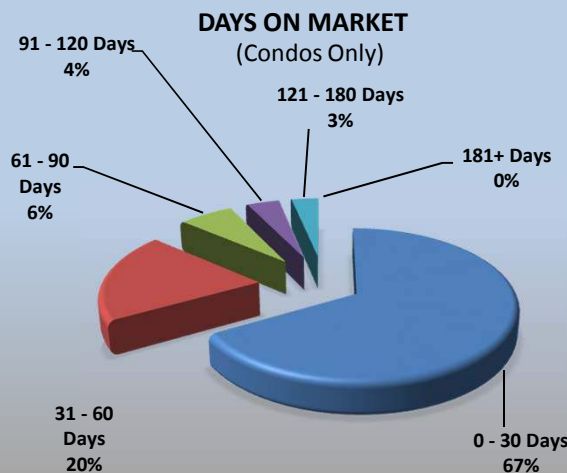
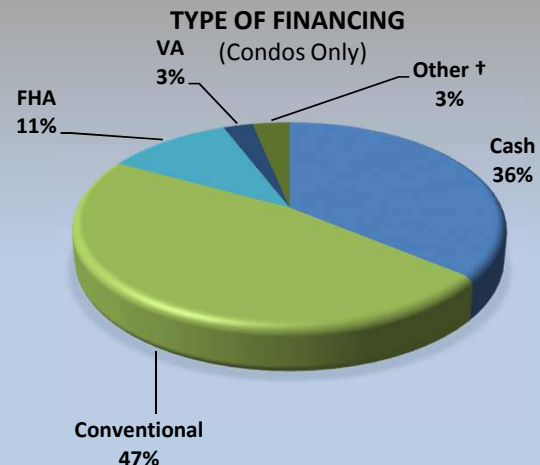
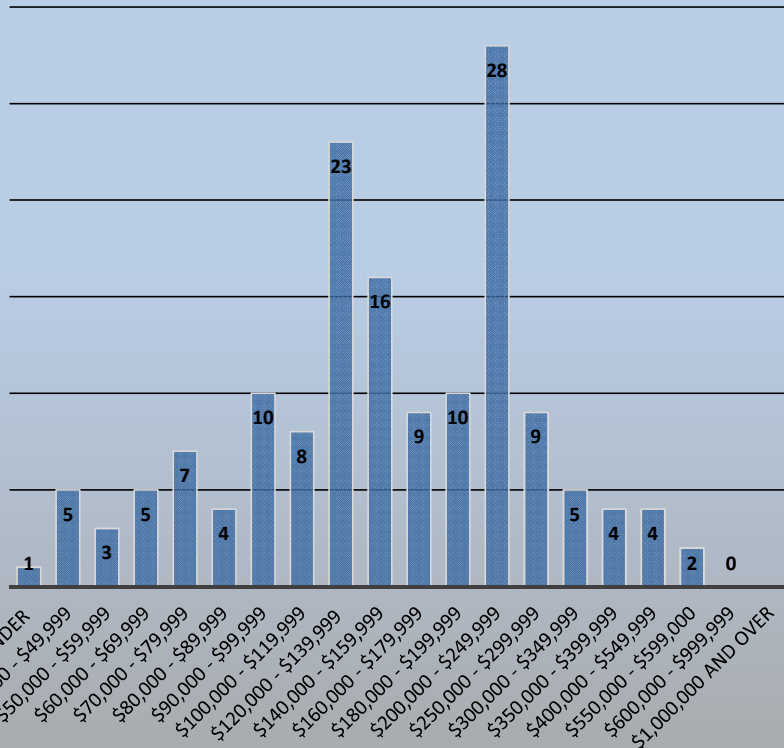
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 153



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	55	35.9%	59	38.6%	0 - 30	102	66.7%	65.6%	60.1%
Conventional	72	47.1%	71	46.4%	31 - 60	30	19.6%	19.1%	21.0%
FHA	17	11.1%	16	10.5%	61 - 90	10	6.5%	6.2%	8.5%
VA	4	2.6%	3	2.0%	91 - 120	6	3.9%	4.1%	4.8%
Other †	5	3.3%	4	2.6%	121 - 180	5	3.3%	2.9%	3.8%
Total	153	100.0%	153	100.0%	181+	0	0.0%	2.1%	1.8%
					Total	153	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

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