

MLS STATISTICS for June 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	2,319		2,293	1.1%		2,273		2.0%
Active Listing Inventory †	2,933		2,732	7.4%		3,258		-10.0%
Active Short Sale (included above)	105		101	4.0%		149		-29.5%
Pending Short Lender Approval	273		285	-4.2%		431		-36.7%
Pending Sales This Month	1,444		1,403	2.9%		1,290		11.9%
Number of REO Sales	86	4.8%	83	3.6%	5.3%	90	6.1%	-4.4%
Number of Short Sales	104	5.8%	69	50.7%	4.4%	105	7.2%	-1.0%
Equity Sales**	1,593	89.3%	1,405	13.4%	90.2%	1,270	86.7%	25.4%
Total Number of Closed Escrows	1,783	100%	1,557	14.5%	100%	1,465	100.0%	21.7%
Months Inventory	1.6 Months		1.8 Months	-11.1%		2.2 Months		-27.3%
Dollar Value of Closed Escrows	\$578,277,611		\$495,497,822	16.7%		\$431,345,387		34.1%
Median	\$295,000		\$290,000	1.7%		\$270,000		9.3%
Mean	\$324,328		\$318,239	1.9%		\$294,032		10.3%
Year-to-Date Statistics	1/01/15 to 6/30/15		1/01/15 to 6/30/15			1/1/2014		Change
	SAR monthly data, compiled		MetroList YTD data			6/30/2014		
Number of Closed Escrows	8,283		8,488			7,641		8.4%
Dollar Value of Closed Escrows	\$2,598,643,656		\$2,636,334,444			\$2,210,539,506		17.6%
Median	\$275,000		\$282,500			\$265,000		3.8%
Mean	\$313,732.18		\$310,595			\$288,682		8.7%

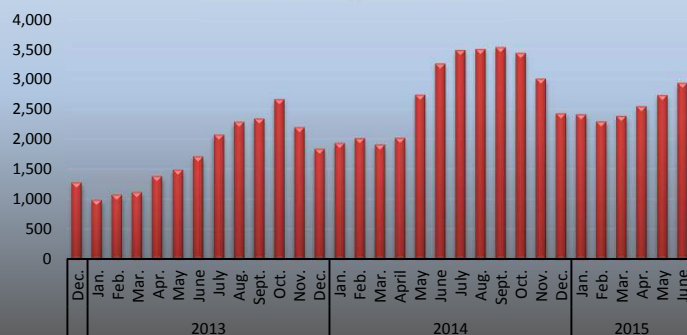
Sales Volume



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

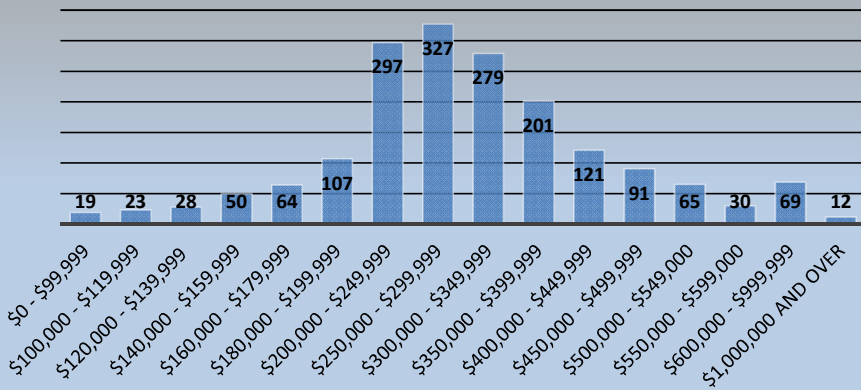
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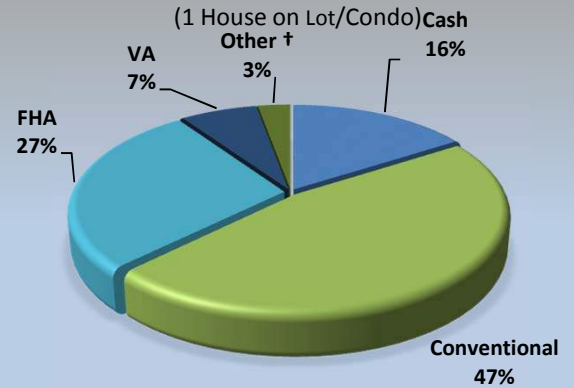
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

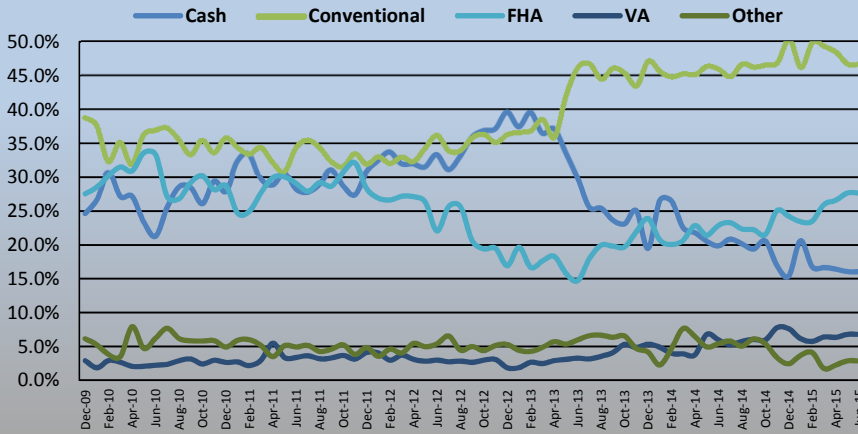
1 House on Lot Total: 1,783



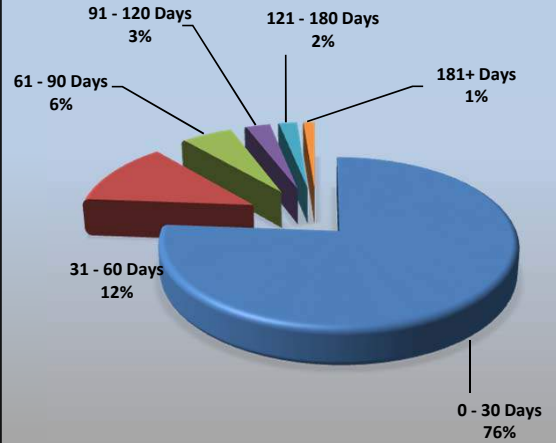
TYPE OF FINANCING



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	% of Total				
					(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	286	16.0%	237	15.2%	0 - 30	1,359	76.2%	69.4%	63.2%
Conventional	832	46.7%	729	46.8%	31 - 60	222	12.5%	13.7%	17.6%
FHA	493	27.7%	455	29.2%	61 - 90	98	5.5%	6.6%	8.8%
VA	121	6.8%	87	5.6%	91 - 120	47	2.6%	4.3%	4.9%
Other †	51	2.9%	49	3.1%	121 - 180	35	2.0%	3.8%	3.7%
Total	1,783	100.0%	1,557	100.0%	181+	22	1.2%	2.2%	1.7%
					Total	1,783	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: 12
Average DOM: 26
Average Price/Square Foot: \$188.4

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MLS STATISTICS for June 2015

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	198		181	9.4%		214		-7.5%
Active Listing Inventory †	254		259	-1.9%		286		-11.2%
Active Short Sale (included above)	20		20	0.0%		22		-9.1%
Pending Short Lender Approval	28		31	-9.7%		73		-61.6%
Pending Sales This Month	122		106	15.1%		94		29.8%
Number of REO Sales	3	2.0%	9	-66.7%	6.4%	14	11.0%	-78.6%
Number of Short Sales	8	5.2%	10	-20.0%	7.1%	7	5.5%	14.3%
Equity Sales	142	92.8%	121	17.4%	86.4%	106	83.5%	34.0%
Total Number of Closed Escrows	153	100%	140	9.3%	100%	127	100.0%	20.5%
Months Inventory	1.7 Months		1.9 Months	-10.5%		2.3 Months		-26.1%
Dollar Value of Closed Escrows	\$27,105,009		\$24,933,316	8.7%		\$21,732,902		24.7%
Median	\$155,000		\$154,000	0.6%		\$145,000		6.9%
Mean	\$177,157		\$178,095	-0.5%		\$171,125		3.5%
Year-to-Date Statistics	01/1/15 to 6/30/15		01/1/15 to 6/30/15			1/1/2014		Change
	SAR monthly data, compiled		MetroList YTD data			6/30/2014		
Number of Closed Escrows	595		605			535		11.2%
Dollar Value of Closed Escrows	\$98,547,768		\$99,462,768			\$72,049,254		36.8%
Median	\$140,000		\$140,000			\$135,250		3.5%
Mean	\$165,627		\$164,401			\$164,016		1.0%

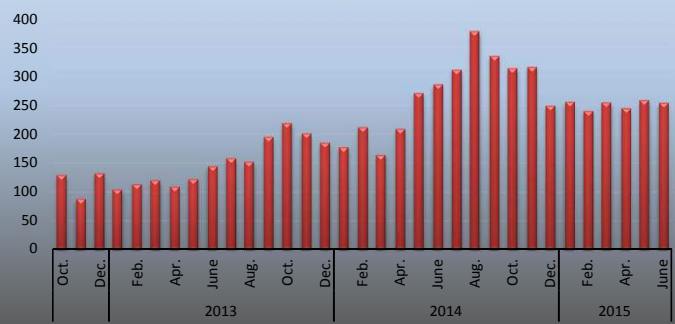
Sales Volume



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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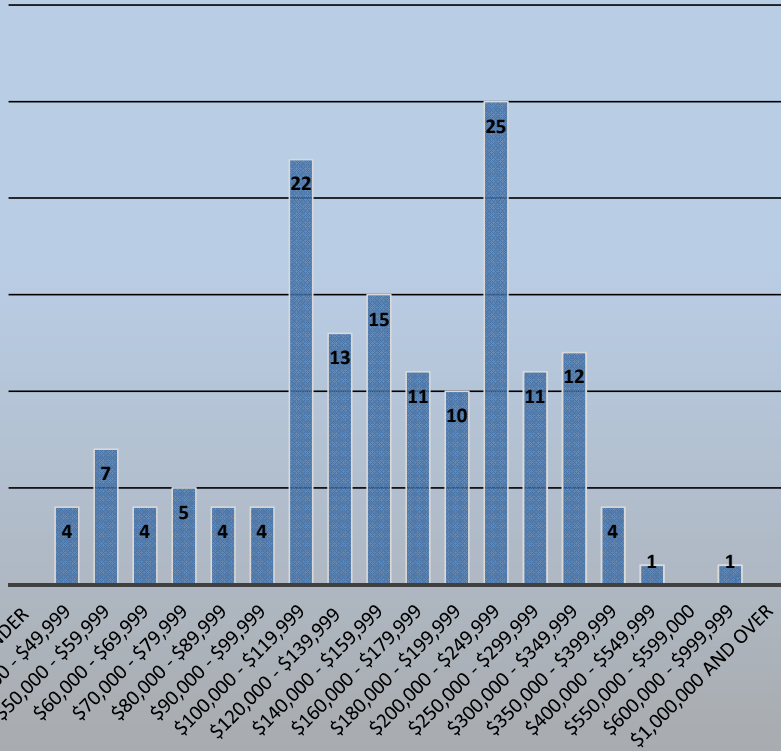
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BREAKDOWN OF SALES BY PRICE

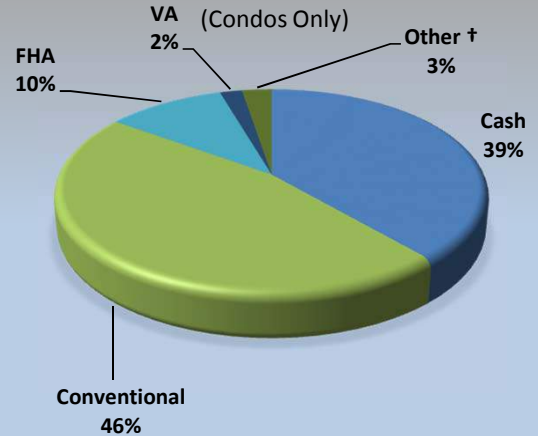
Type of Financing/Days on Market

Condos

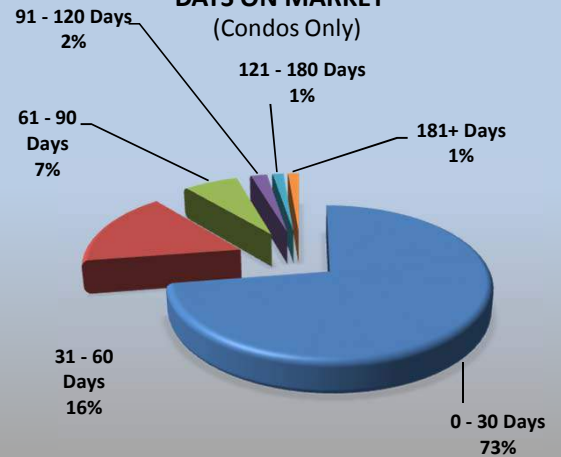
Total: 153



TYPE OF FINANCING



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	59	38.6%	58	41.4%	0 - 30	111	72.5%	63.7%	59.5%
Conventional	71	46.4%	57	40.7%	31 - 60	25	16.3%	18.2%	20.8%
FHA	16	10.5%	17	12.1%	61 - 90	10	6.5%	7.2%	9.0%
VA	3	2.0%	5	3.6%	91 - 120	3	2.0%	4.8%	5.0%
Other †	4	2.6%	3	2.1%	121 - 180	2	1.3%	3.3%	3.7%
Total	153	100.0%	140	100.0%	181+	2	1.3%	2.7%	2.1%
					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: 27

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