

MLS STATISTICS for March 2015

Data for Sacramento County and the City of West Sacramento



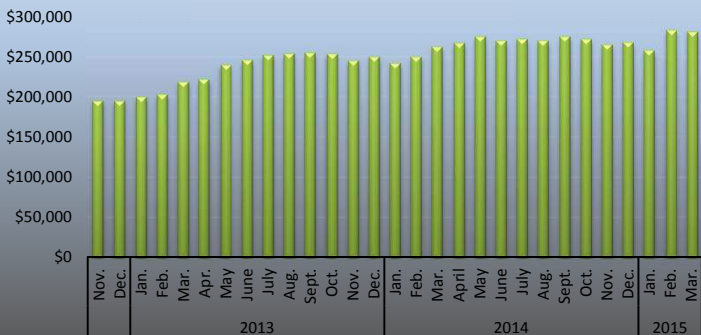
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	2,143		1,689	26.9%		1,952		9.8%
Active Listing Inventory †	2,385		2,293	4.0%		1,907		25.1%
Active Short Sale (included above)	101		121	-16.5%		119		-15.1%
Pending Short Lender Approval	322		322	0.0%		498		-35.3%
Pending Sales This Month	1,470		1,247	17.9%		1,175		25.1%
Number of REO Sales	93	6.8%	91	2.2%	8.3%	97	7.8%	-4.1%
Number of Short Sales	78	5.7%	71	9.9%	6.5%	106	8.5%	-26.4%
Equity Sales**	1,205	87.6%	936	28.7%	85.2%	1,041	83.7%	15.8%
Total Number of Closed Escrows	1,376	100%	1,098	25.3%	100%	1,244	100.0%	10.6%
Months Inventory	1.7 Months		2.1 Months	-19.0%		1.5 Months		13.3%
Dollar Value of Closed Escrows	\$423,344,802		\$340,778,823	24.2%		\$359,926,693		17.6%
Median	\$281,250		\$283,050	-0.6%		\$262,450		7.2%
Mean	\$307,663		\$310,363	-0.9%		\$289,330		6.3%
Year-to-Date Statistics	1/01/15 to 3/31/15		1/01/15 to 3/31/15			1/1/2014		
	SAR monthly data, compiled		MetroList YTD data			3/31/2014		Change
Number of Closed Escrows	3,387		3,438			3,206		5.6%
Dollar Value of Closed Escrows	\$1,026,869,974		\$1,035,962,003			\$904,698,697		13.5%
Median	\$273,000		\$273,000			\$255,000		7.1%
Mean	\$301,327		\$301,327			\$281,912		6.9%

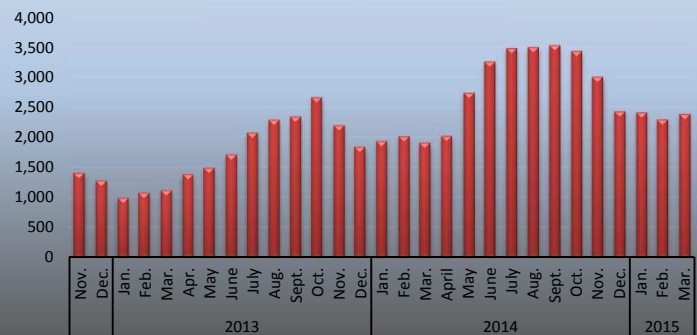
Sales Volume



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

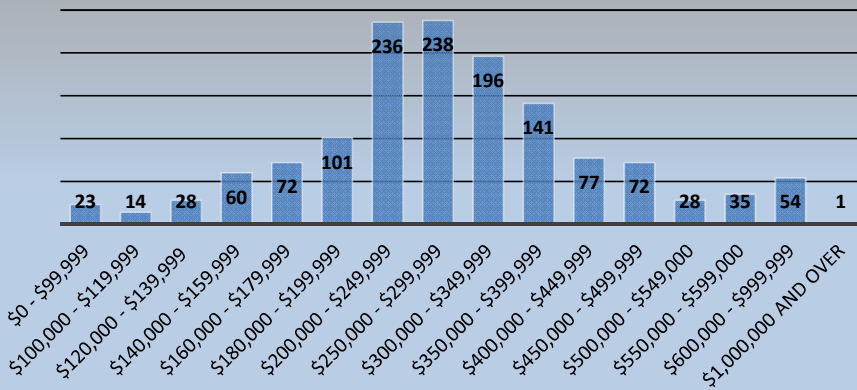
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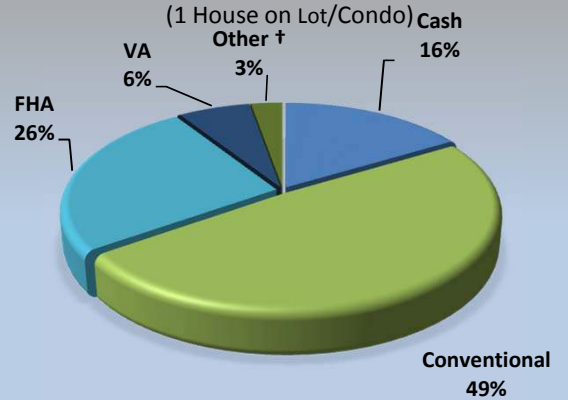
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

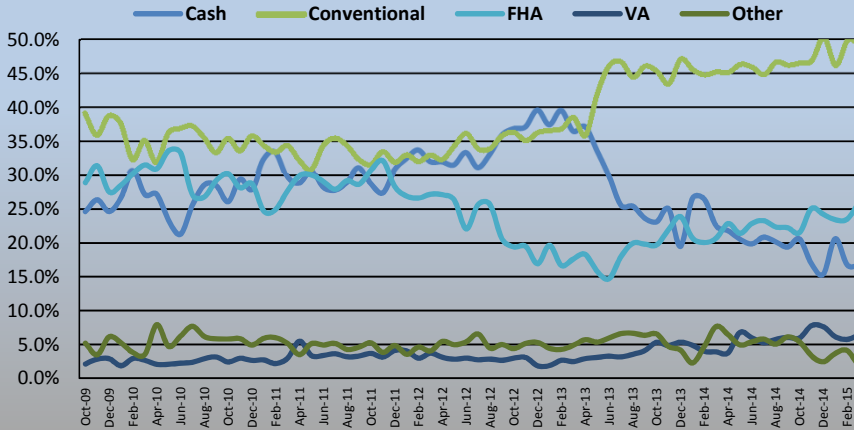
1 House on Lot Total: 1,376



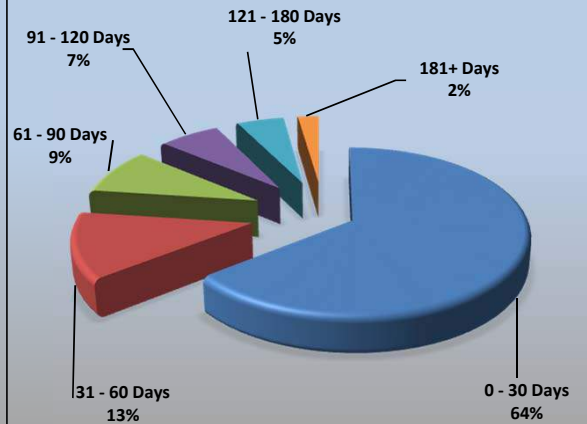
TYPE OF FINANCING (1 House on Lot/Condo)



Types of Financing Historical (% of Sales)



DAYS ON MARKET (1 House on Lot/Condo)



Type of Financing (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	227	16.5%	184	16.8%	0 - 30	885	64.3%	55.6%	62.4%
Conventional	671	48.8%	548	49.9%	31 - 60	176	12.8%	18.4%	18.4%
FHA	352	25.6%	258	23.5%	61 - 90	124	9.0%	11.4%	9.3%
VA	88	6.4%	63	5.7%	91 - 120	90	6.5%	7.1%	4.8%
Other †	38	2.8%	45	4.1%	121 - 180	70	5.1%	5.3%	3.6%
Total	1,376	100.0%	1,098	100.0%	181+	31	2.3%	2.2%	1.5%
					Total	1,376	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: 17
Average DOM: 38
Average Price/Square Foot: \$179.5

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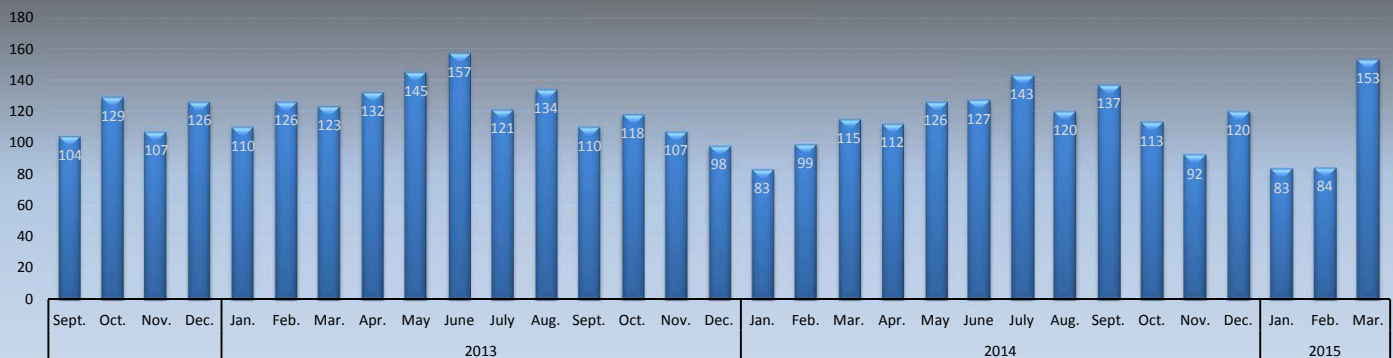
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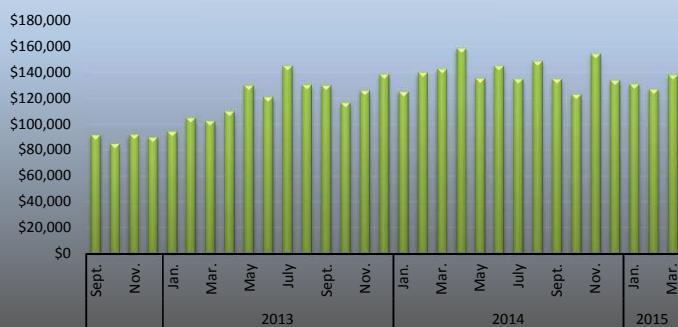
CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	172		168	2.4%		164		4.9%
Active Listing Inventory †	255		240	6.3%		222		14.9%
Active Short Sale (included above)	20		11	81.8%		23		-13.0%
Pending Short Lender Approval	36		40	-10.0%		50		-28.0%
Pending Sales This Month	108		128	-15.6%		80		35.0%
Number of REO Sales	13	8.5%	11	18.2%	13.1%	11	9.6%	18.2%
Number of Short Sales	5	3.3%	3	66.7%	3.6%	6	5.2%	-16.7%
Equity Sales	135	88.2%	70	92.9%	83.3%	98	85.2%	37.8%
Total Number of Closed Escrows	153	100%	84	82.1%	100%	115	100.0%	33.0%
Months Inventory	1.7 Months		2.9 Months	-41.4%		1.9 Months		-10.5%
Dollar Value of Closed Escrows	\$25,004,796		\$13,800,658	81.2%		\$16,420,952		52.3%
Median	\$138,000		\$127,000	8.7%		\$127,000		8.7%
Mean	\$163,430		\$158,628	3.0%		\$142,791		14.5%
Year-to-Date Statistics	01/1/15 to 3/31/15		01/1/15 to 3/31/15			1/1/2014		Change
	SAR monthly data, compiled		MetroList YTD data			3/31/2014		
Number of Closed Escrows	320		327			297		7.7%
Dollar Value of Closed Escrows	\$51,148,600		\$51,603,600			\$49,576,320		3.2%
Median	\$135,000		\$135,000			\$142,000		-4.9%
Mean	\$157,809		\$157,809			\$166,923		-5.5%

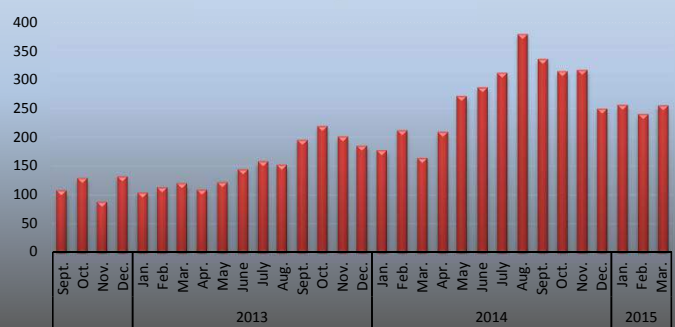
Sales Volume



Median Sales Price



Inventory Volume



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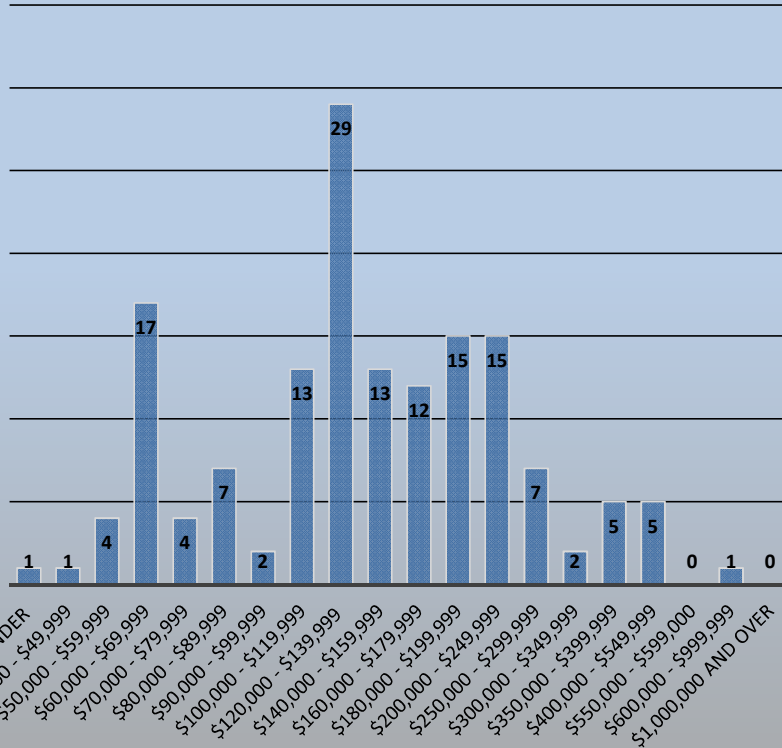
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BREAKDOWN OF SALES BY PRICE

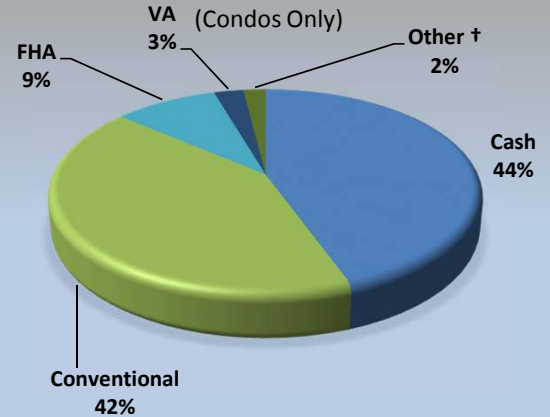
Type of Financing/Days on Market

Condos

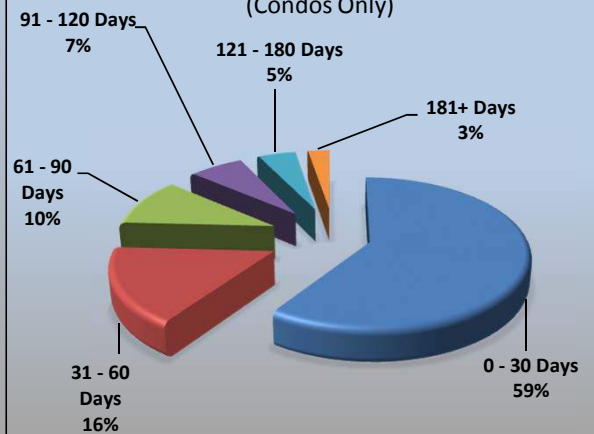
Total: 153



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	68	44.4%	50	59.5%	0 - 30	91	59.5%	50.6%	58.1%
Conventional	64	41.8%	24	28.6%	31 - 60	25	16.3%	22.3%	20.2%
FHA	14	9.2%	7	8.3%	61 - 90	16	10.5%	13.9%	11.0%
VA	4	2.6%	2	2.4%	91 - 120	10	6.5%	4.8%	5.0%
Other †	3	2.0%	1	1.2%	121 - 180	7	4.6%	6.4%	3.8%
Total	153	100.0%	84	100.0%	181+	4	2.6%	2.1%	2.0%
					Total	153	100.0%	100.0%	100.0%

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

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Average DOM:

40

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