

MLS STATISTICS for February 2016

Data for Sacramento County and the City of West Sacramento



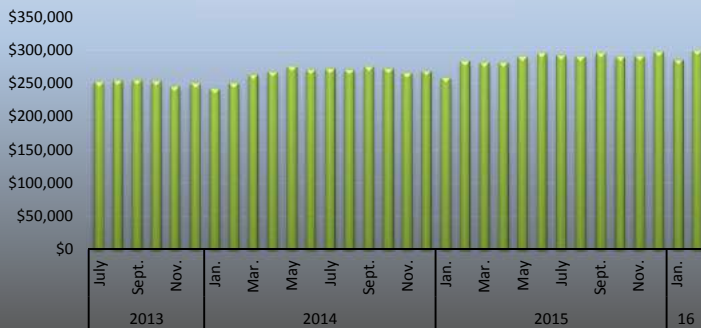
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,705		1,601	6.5%		1,689		0.9%
Active Listing Inventory †	1,755		1,810	-3.0%		2,293		-23.5%
Active Short Sale (included above)	61		67	-9.0%		121		-49.6%
Pending Short Lender Approval	199		69	188.4%		322		-38.2%
Pending Sales This Month	1,251		1,098	13.9%		1,247		0.3%
Number of REO Sales	57	5.3%	41	39.0%	4.3%	91	8.3%	-37.4%
Number of Short Sales	46	4.3%	46	0.0%	4.8%	71	6.5%	-35.2%
Equity Sales**	956	88.4%	860	11.2%	89.3%	936	85.2%	2.1%
Other (non-REO/-Short Sale/-Equity)	23	2.1%	16	43.8%	1.7%	N/A	N/A	N/A
Total Number of Closed Escrows	1,082	100%	963	12.4%	100%	1,098	100.0%	-1.5%
Months Inventory	1.6 Months		1.9 Months	-15.8%		2.1 Months		-23.8%
Dollar Value of Closed Escrows	\$350,534,627		\$297,011,525	18.0%		\$340,778,823		2.9%
Median	\$299,000		\$284,900	4.9%		\$283,050		5.6%
Mean	\$323,969		\$308,423	5.0%		\$310,363		4.4%
Year-to-Date Statistics	1/01/16 to 2/29/16		1/01/16 to 2/29/16			1/1/2015		Change
	SAR monthly data, compiled		MetroList YTD data			2/28/2015		
Number of Closed Escrows	2,045		2,063			2,025		1.0%
Dollar Value of Closed Escrows	\$647,546,152		\$652,425,952			\$603,525,172		7.3%
Median	\$284,900		\$291,000			\$269,900		5.6%
Mean	\$308,423.00		\$316,251.00			\$298,037		3.5%

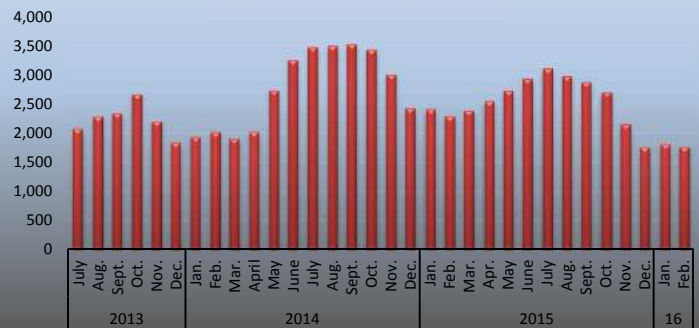
Sales Volume



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.

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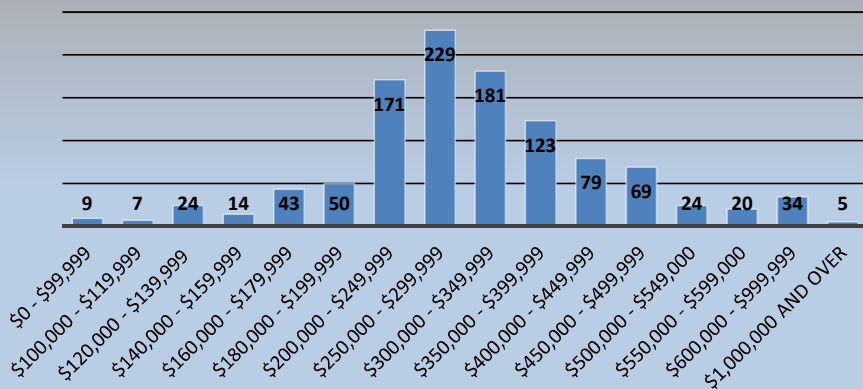
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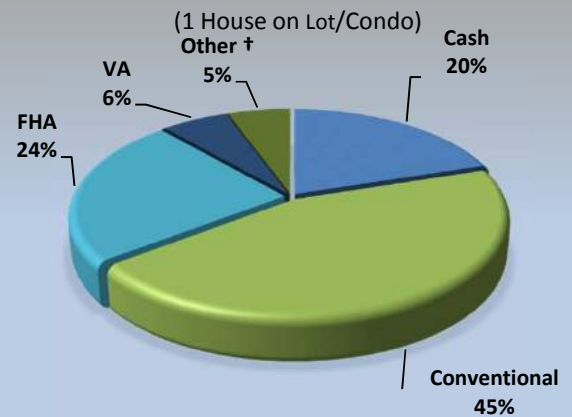
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

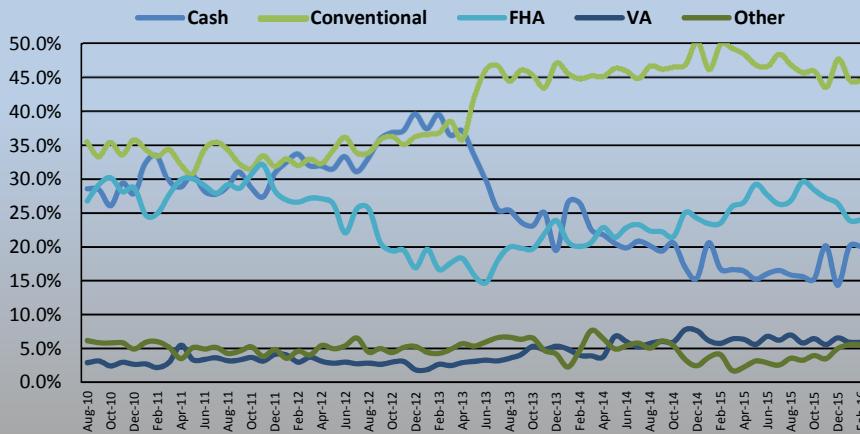
1 House on Lot Total: 1,082



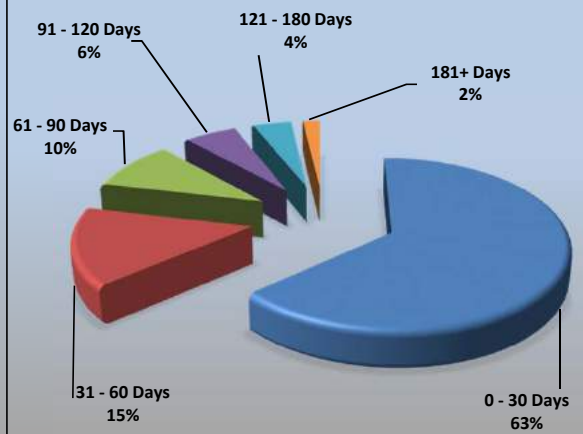
TYPE OF FINANCING



Types of Financing Historical (% of Sales)



DAYS ON MARKET



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	217	20.1%	177	18.4%	0 - 30	688	63.6%	62.1%	68.1%
Conventional	482	44.5%	438	45.5%	31 - 60	164	15.2%	18.8%	16.2%
FHA	259	23.9%	260	27.0%	61 - 90	104	9.6%	9.7%	7.3%
VA	64	5.9%	49	5.1%	91 - 120	61	5.6%	4.6%	3.9%
Other †	60	5.5%	39	4.0%	121 - 180	45	4.2%	3.3%	3.0%
Total	1,082	100.0%	963	100.0%	181+	20	1.8%	1.5%	1.5%
					Total	1,082	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.

	Current	Last Month
Median DOM:	15	23
Average DOM:	36	39
Average Price/Square Foot:	\$190.8	\$188.1

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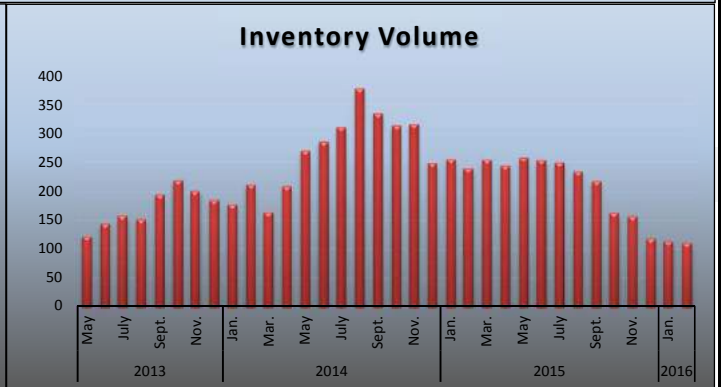
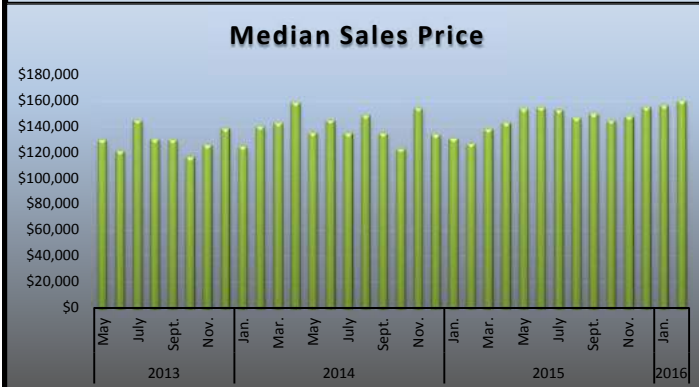
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MLS STATISTICS for February 2016
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CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	154		138	11.6%		168		-8.3%
Active Listing Inventory †	111		113	-1.8%		240		-53.8%
Active Short Sale (included above)	5		7	-28.6%		11		-54.5%
Pending Short Lender Approval	16		7	128.6%		40		-60.0%
Pending Sales This Month	99		94	5.3%		128		-22.7%
Number of REO Sales	5	4.1%	3	66.7%	3.6%	11	13.1%	-54.5%
Number of Short Sales	8	6.6%	4	100.0%	4.8%	3	3.6%	166.7%
Equity Sales	108	89.3%	77	40.3%	91.7%	70	83.3%	54.3%
Total Number of Closed Escrows	121	100%	84	44.0%	100%	84	100.0%	44.0%
Months Inventory	0.9 Months		1.3 Months	-30.8%		2.9 Months		-69.0%
Dollar Value of Closed Escrows	\$22,570,680		\$14,533,475	55.3%		\$13,800,658		63.5%
Median	\$160,000		\$156,500	2.2%		\$127,000		26.0%
Mean	\$186,535		\$173,018	7.8%		\$158,628		17.6%
Year-to-Date Statistics	01/1/16 to 2/29/16		01/1/16 to 2/29/16			1/1/2015		Change
	SAR monthly data, compiled		MetroList YTD data			2/28/2015		
Number of Closed Escrows	205		208			167		22.8%
Dollar Value of Closed Escrows	\$37,104,155		\$38,184,155			\$26,143,804		41.9%
Median	\$157,500		\$157,500			\$129,000		22.1%
Mean	\$183,578		\$183,578			\$156,550		17.3%



† 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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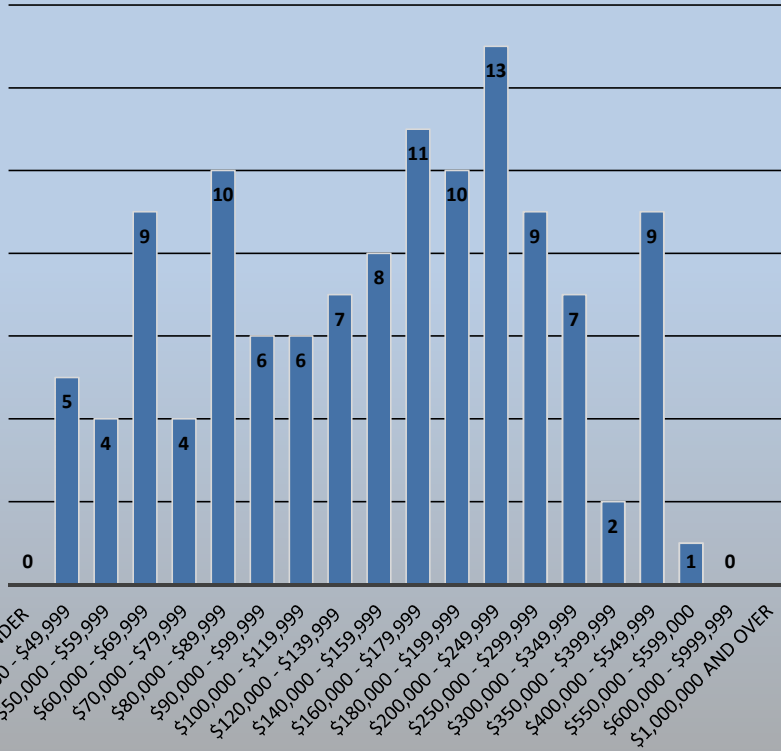
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BREAKDOWN OF SALES BY PRICE

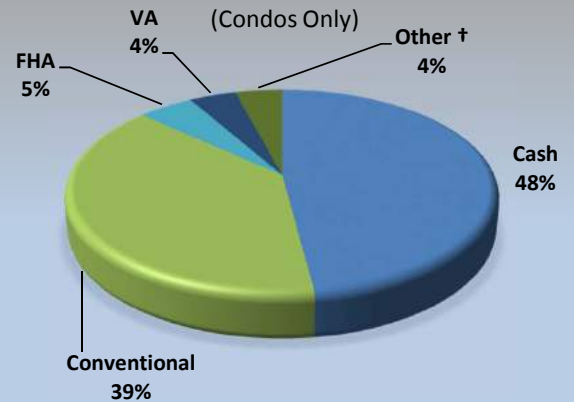
Type of Financing/Days on Market

Condos

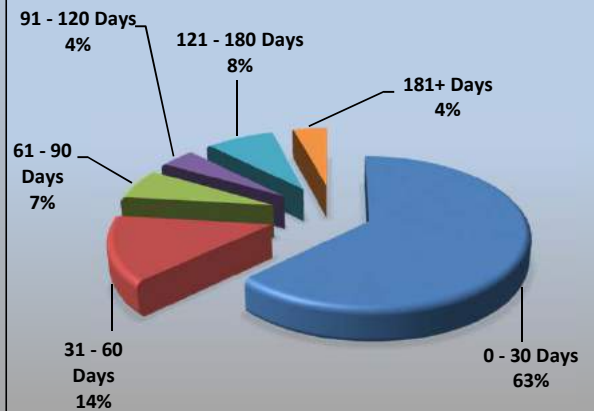
Total: 121



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	58	47.9%	30	35.7%	0 - 30	76	62.8%	68.2%	65.6%
Conventional	47	38.8%	40	47.6%	31 - 60	17	14.0%	12.7%	17.0%
FHA	6	5.0%	10	11.9%	61 - 90	8	6.6%	8.3%	7.9%
VA	5	4.1%	1	1.2%	91 - 120	5	4.1%	4.0%	4.1%
Other †	5	4.1%	3	3.6%	121 - 180	10	8.3%	4.5%	3.2%
Total	121	100.0%	84	100.0%	181+	5	4.1%	2.4%	2.1%
					Total	121	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:

Current Last Month

46

31

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