

MLS STATISTICS for June 2016

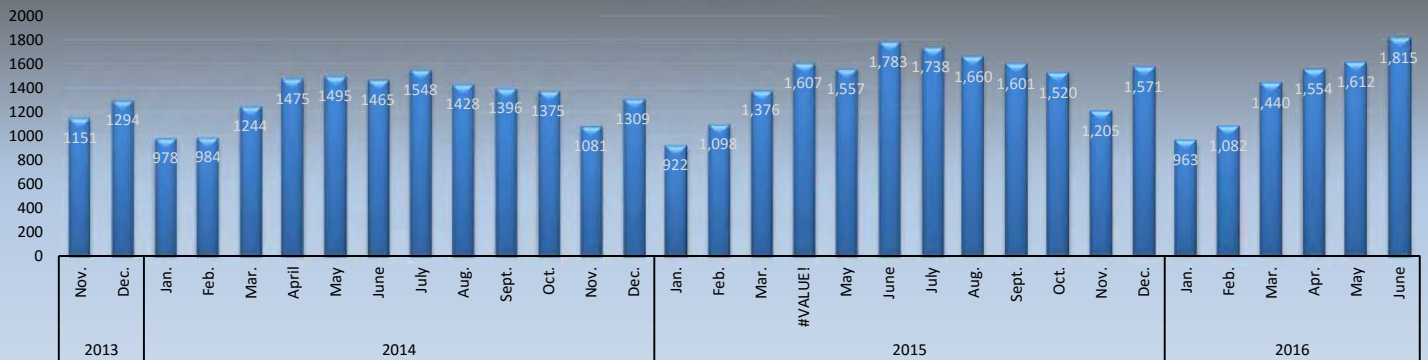
Data for Sacramento County and the City of West Sacramento



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	2,529		2,316	9.2%		2,319		9.1%
Active Listing Inventory †	2,577		2,247	14.7%		2,933		-12.1%
Active Short Sale (included above)	60		47	27.7%		105		-42.9%
Pending Short Lender Approval	159		175	-9.1%		273		-41.8%
Pending Sales This Month	1,533		1,615	-5.1%		1,444		6.2%
Number of REO Sales	45	2.5%	53	-15.1%	3.3%	86	4.8%	-47.7%
Number of Short Sales	46	2.5%	60	-23.3%	3.7%	104	5.8%	-55.8%
Equity Sales**	1,692	93.2%	1,474	14.8%	91.4%	1,593	89.3%	6.2%
Other (non-REO/-Short Sale/-Equity)	32	1.8%	25	28.0%	1.6%	N/A	N/A	N/A
Total Number of Closed Escrows	1,815	100%	1,612	12.6%	100%	1,783	100.0%	1.8%
Months Inventory	1.4 Months		1.4 Months	0.0%		1.6 Months		-12.5%
Dollar Value of Closed Escrows	\$648,222,184		\$557,519,024	16.3%		\$578,277,611		12.1%
Median	\$329,000		\$319,000	3.1%		\$295,000		11.5%
Mean	\$357,147		\$345,855	3.3%		\$324,328		10.1%
Year-to-Date Statistics	1/01/16 to 6/30/16		1/01/16 to 6/30/16			1/1/2015		Change
	SAR monthly data, compiled		MetroList YTD data			6/30/2015		
Number of Closed Escrows	8,466		8,640			8,283		2.2%
Dollar Value of Closed Escrows	\$2,861,350,424		\$2,918,222,563			\$2,598,643,656		10.1%
Median	\$310,000		\$310,000			\$275,000		12.7%
Mean	\$337,981		\$337,757			\$313,732.18		7.7%

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.

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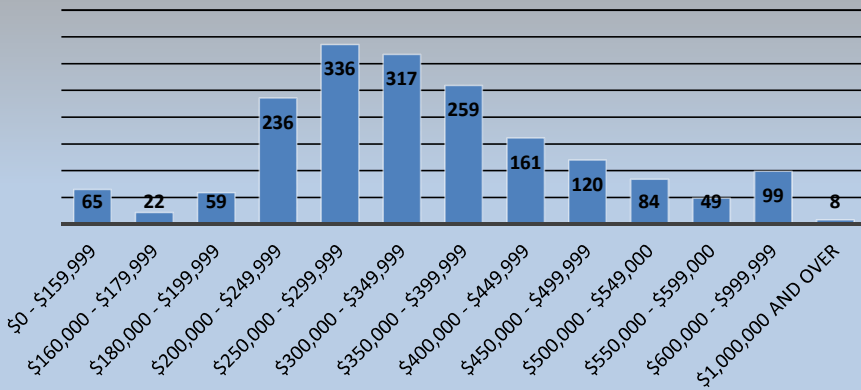
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BREAKDOWN OF SALES BY PRICE

1 House on Lot

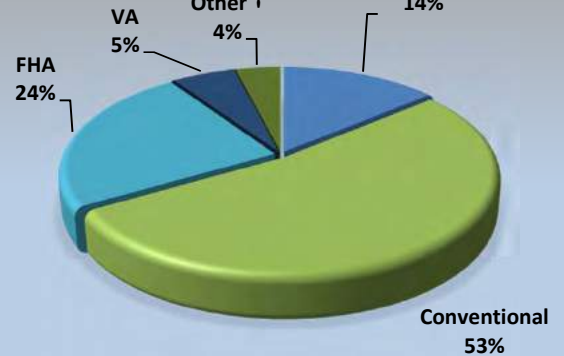
Total: 1,815



Type of Financing/Days on Market

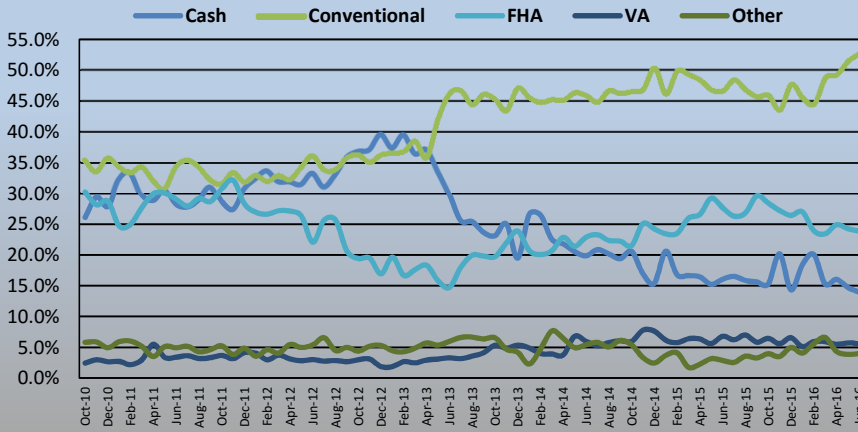
TYPE OF FINANCING

(1 House on Lot/Condo)



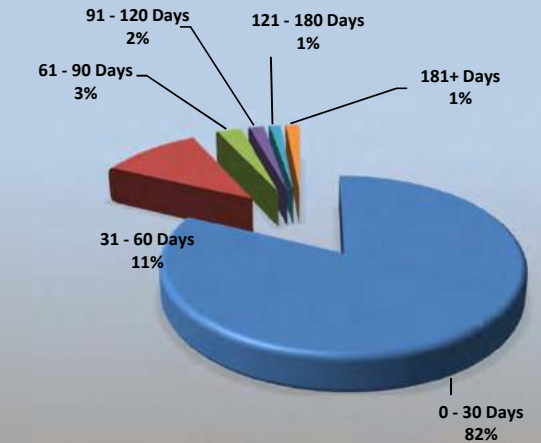
Types of Financing Historical

(% 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	253	13.9%	237	14.7%	0 - 30	1,490	82.1%	78.6%	71.4%
Conventional	956	52.7%	830	51.5%	31 - 60	198	10.9%	11.1%	15.3%
FHA	433	23.9%	391	24.3%	61 - 90	48	2.6%	4.4%	6.5%
VA	101	5.6%	92	5.7%	91 - 120	29	1.6%	2.4%	3.2%
Other †	72	4.0%	62	3.8%	121 - 180	22	1.2%	2.1%	2.4%
Total	1,815	100.0%	1,612	100.0%	181+	27	1.5%	1.4%	1.2%
					Total	1,814	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:	10	9
Average DOM:	22	22
Average Price/Square Foot:	\$208.8	\$205.5

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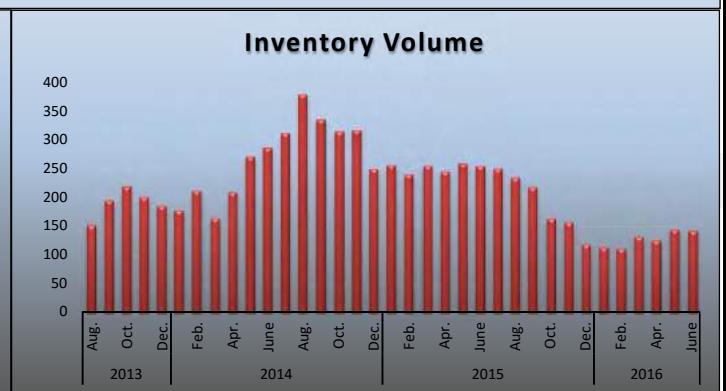
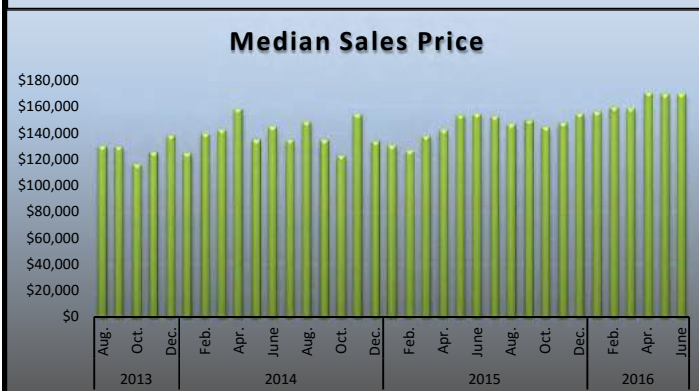
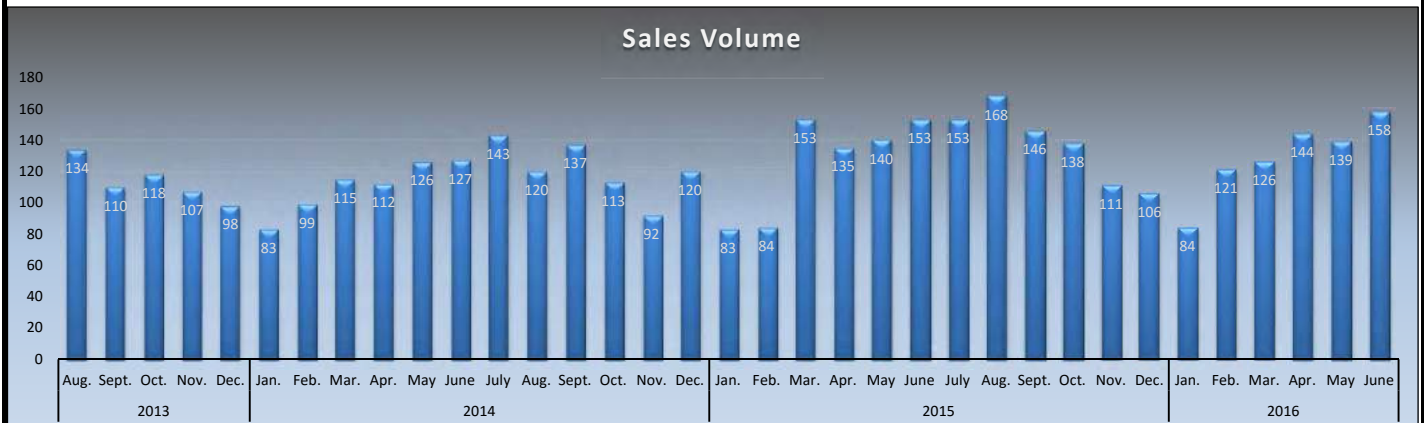
MLS STATISTICS for June 2016

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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	164		184	-10.9%		198		-17.2%
Active Listing Inventory †	142		144	-1.4%		254		-44.1%
Active Short Sale (included above)	5		5	0.0%		20		-75.0%
Pending Short Lender Approval	7		13	-46.2%		28		-75.0%
Pending Sales This Month	112		128	-12.5%		122		-8.2%
Number of REO Sales	6	3.8%	3	100.0%	2.2%	3	2.0%	100.0%
Number of Short Sales	9	5.7%	1	800.0%	0.7%	8	5.2%	12.5%
Equity Sales	143	90.5%	135	5.9%	97.1%	142	92.8%	0.7%
Total Number of Closed Escrows	158	100%	139	13.7%	100%	153	100.0%	3.3%
Months Inventory	0.9 Months		1 Months	-10.0%		1.7 Months		-47.1%
Dollar Value of Closed Escrows	\$28,767,400		\$29,258,215	-1.7%		\$27,105,009		6.1%
Median	\$170,250		\$170,000	0.1%		\$155,000		9.8%
Mean	\$182,072		\$204,603	-11.0%		\$177,157		2.8%
Year-to-Date Statistics	01/1/16 to 6/30/16		01/1/16 to 6/30/16			1/1/2015		Change
	SAR monthly data, compiled		MetroList YTD data			6/30/2015		
Number of Closed Escrows	772		790			595		29.7%
Dollar Value of Closed Escrows	\$145,767,498		\$148,010,498			\$98,547,768		47.9%
Median	\$157,500		\$165,500			\$140,000		12.5%
Mean	\$188,818		\$187,355			\$165,627		14.0%



† 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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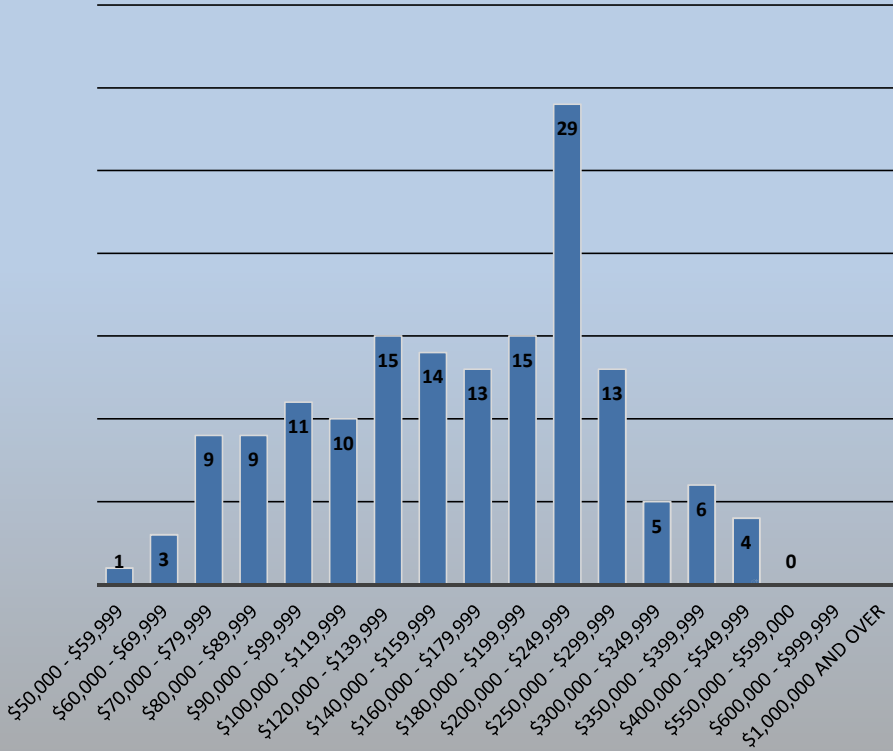
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BREAKDOWN OF SALES BY PRICE

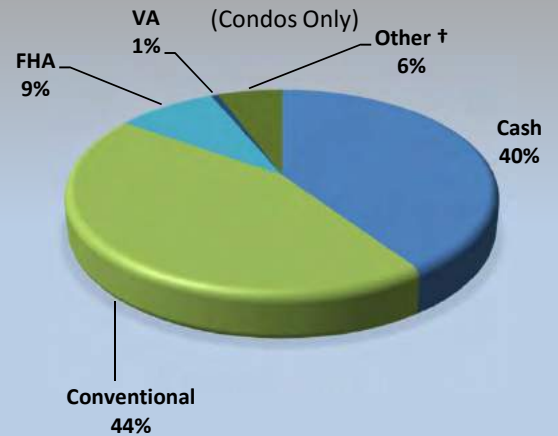
Type of Financing/Days on Market

Condos

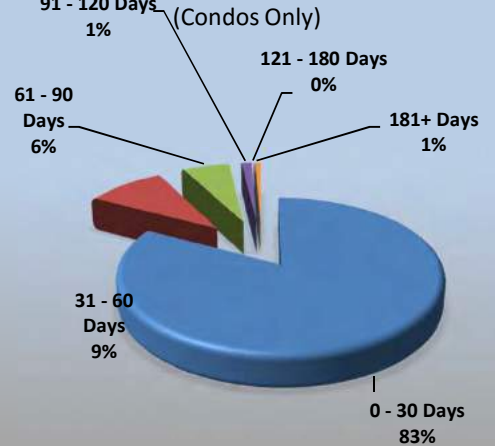
Total: 158



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	64	40.5%	55	39.6%	0 - 30	131	82.9%	82.9%	72.4%
Conventional	70	44.3%	67	48.2%	31 - 60	15	9.5%	8.6%	13.6%
FHA	14	8.9%	11	7.9%	61 - 90	9	5.7%	3.4%	6.6%
VA	1	0.6%	6	4.3%	91 - 120	2	1.3%	1.8%	3.0%
Other †	9	5.7%	0	0.0%	121 - 180	0	0.0%	2.3%	2.9%
Total	158	100.0%	139	100.0%	181+	1	0.6%	1.1%	1.5%
					Total	158	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

Current Last Month

Average DOM: 18 20

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