## MLS STATISTICS for August 2010 Data for Sacramento County and the City of West Sacramento

#### SINGLE FAMILY HOME RESALES

Active Listing Inventory † 5,045	Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Active Short Sale Contingent * 2,021 2,097 -3.6% nla Number of New Escrows 1,369 1,363 1.0% 1,563 -71.2% Number of REO Sales 541 36.2% 525 3.0% 38.5% 801 47.6% 23.5% Number of REO Sales 541 36.2% 525 3.0% 38.5% 801 47.6% 23.5% Number of REO Sales 541 36.2% 525 3.0% 38.5% 801 47.6% 23.5% Conventional Sales 557 37.2% 520 7.1% 38.2% 565 33.6% -1.4% Total Number of Closed Escrows 1.496 100.0% 1,363 9.8% 100.0% 1,863 100.0% -11.1% Months Inventory 3.4 Months 3.5 Months -2.9% 310.00% 1,863 100.0% -11.1% Months Inventory 3.4 Months 3.5 Months -2.9% 310.00% 1,863 100.0% -11.1% Median \$186,000 \$185,000 0.5% \$190,000 -2.1% Median \$208,712 \$214,915 2.2% \$200,000 - 224,999  **Year-to-Date Statistics 01/01/10 to 08/31/10 SAR monthly data, compiled MetroList YTD data 8/12/2009 Number of Closed Escrows 11,847 12,369 13,554 -12,6% Dollar Value of Closed Escrows \$2,498,685,993 \$2,27,784,507 \$2,666,395,031 -6.7%  **CONDOMINIUM RESALES***  Monthly Statistics Current Month 70tal 51150 \$115	New Listings Published	2,543		2,407	5.7%		1,705		49.1%
Number of New Escrows 1,369 1,363 -1.0% 1,653 -1.72% Number of REO Sales 541 36.2% 525 3.0% 38.5% 801 47.6% 32.5% Number of Short Sales 398 26.6% 318 25.2% 23.3% 317 18.8% 25.6% 25.6% 25.00 7.1% 38.2% 565 33.6% 1.4% 25.6% 25.00 7.1% 38.2% 565 33.6% 1.4% 25.6	Active Listing Inventory †	5,045		4,748	6.3%	6.3% 4,987			41.7%
Number of REO Sales 541 36.2% 525 3.0% 38.5% 801 47.6% -32.5% Number of Short Sales 398 26.66% 318 25.2% 23.3% 317 18.8% 25.6% 25.66% 318 25.2% 23.3% 317 18.8% 25.6% 25.66% 318 25.2% 23.3% 317 18.8% 25.6% 25.66% 318 25.2% 23.3% 317 18.8% 25.6% 25.66% 318 25.2% 23.3% 317 18.8% 25.6% 25.66% 318 25.2% 23.3% 317 18.8% 25.6% 25.66% 318.2% 565 318.6% 25.66% 318.2% 565 318.6% 25.66% 318.2% 565 316.6% 14.4% 25.2% 23.3% 310.0% 1.833 100.0% 1.11% 25.2% 25.	Active Short Sale Contingent	* 2,021		2,097	-3.6%		n/a		
Number of Short Sales 398 26.6% 318 25.2% 23.3% 317 18.8% 25.6% Conventional Sales 557 37.2% 520 7.1% 38.2% 565 33.6% -14.4% Total Number of Closed Escrows 1,496 10.0% 1,363 9.8% 100.0% 1,683 100.0% -11.1% Months Inventory 3.4 Months 100.0% 13.63 9.8% 100.0% 1,683 100.0% -11.1% Months Inventory 3.4 Months 100.0% 13.63 9.8% 100.0% 14.683 100.0% -11.1% Months Inventory 3.4 Months 13.3.5% 100.0% 14.8% 13.5% 100.0% 14.683 100.0% 14.1% Months Inventory 3.4 Months 13.3.5% 13.685,097 302 -10.1% Median \$186,000 \$185,000 0.5% \$190,000 -2.1% 10.1% Mode \$200,000 -\$249,999 \$200,000 -\$249,	Number of New Escrows	1,369		1,383	-1.0%		1,653		-17.2%
Conventional Sales	Number of REO Sales	541	36.2%	525	3.0%	38.5%	801	47.6%	-32.5%
Total Number of Closed Escrows	Number of Short Sales	398	26.6%	318	25.2%	23.3%	317	18.8%	25.6%
Months Inventory   3.4 Months   3.5 Months   -2.9%   3 Months   13.3%	Conventional Sales	557	37.2%	520	7.1%	38.2%	565	33.6%	-1.4%
Dollar Value of Closed Escrows   \$311,606,509   \$292,714,896   6.5%   \$346,597,302   -10.1%	Total Number of Closed Escr	ows 1,496	100.0%	1,363	9.8%	100.0%	1,683	100.0%	-11.1%
Median	Months Inventory	3.4 Months		3.5 Months	-2.9%		3 Months		13.3%
Mean   \$208,712   \$214,915   -2.9%   \$205,940   1.3%	Dollar Value of Closed Escro	ws \$311,606,509		\$292,714,896	6.5%		\$346,597,302		-10.1%
Year-to-Date Statistics	Median	\$186,000		\$185,000	0.5%		\$190,000		-2.1%
Year-to-Date Statistics         01/01/10 to 08/31/10 SAR monthly data, compiled SAR monthly data, compiled MetroList YTD data         01/01/10 to 08/31/10 B/31/2009         11/12/2009 Change           Number of Closed Escrows         \$1,847         12,369         13,554         -12.6%           Dollar Value of Closed Escrows         \$2,489,685,993         \$2,577,964,507         \$2,668,395,031         -6.7%           Median         \$185,000         \$1873,000         6.9%           Mean         \$210,153         \$208,421         \$196,871         6.7%           CONDOMINIUM RESALES           Monthly Statistics         Current Month Total         % of Last Year Total         Change Total           New Listings Published         244         252         -3.2%         160         52.5%           Active Listing Inventory †         520         498         1.9%         504         47.4%           Active Short Sale Contingent *         223         231         n/a         n/a         n/a           Number of New Escrows         105         103         1.9%         504         47.4%           Number of Short Sales         71         55.5%         70         1.4%         57.4%         53         34.0%           Number of Short	Mean	\$208,712		\$214,915	-2.9%		\$205,940		1.3%
Number of Closed Escrows   11,847   12,369   13,554   -12.6%	Mode	\$200,000 - \$249,999		\$200,000 - \$249,999		,	\$200,000 - \$249,999		
Number of Closed Escrows   11,847   12,369   13,554   -12.6%									
Number of Closed Escrows         11,847         12,369         13,554         -12.6%           Dollar Value of Closed Escrows         \$2,489,685,993         \$2,577,964,507         \$2,668,395,031         -6.7%           Median         \$185,000         \$185,000         \$173,000         6.9%           Mean         \$210,153         \$208,421         \$196,871         6.7%           CONDOMINIUM RESALES           Monthly Statistics         Current Month Total         Last Month Total         Change Total         Last Year Total         Change Total           New Listings Published         244         252         -3.2%         160         52.5%           Active Listing Inventory ↑         520         498         1.9%         504         47.4%           Active Short Sale Contingent *         223         231         n/a         n/a           Number of New Escrows         105         103         1.9%         122         -13.9%           Number of REO Sales         71         55.5%         70         1.4%         57.4%         53         34.0%           Number of Short Sales         30         23.4%         23         30.4%         18.9%         19         n/a           Total Closed Escrows <td>Year-to-Date Statistics</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	Year-to-Date Statistics								
Dollar Value of Closed Escrows   \$2,489,685,993   \$2,577,964,507   \$2,668,395,031   -6.7%	N 1 (0) 15								
Median         \$185,000         \$185,000         \$173,000         6.9%           Mean         \$210,153         \$208,421         \$196,871         6.7%           CONDOMINIUM RESALES           Monthly Statistics         Current Month Total         Last Month Total         Change % of Total         Last Year Total         Change Total           New Listings Published         244         252         -3.2%         160         52.5%           Active Listing Inventory †         520         498         1.9%         504         47.4%           Active Short Sale Contingent *         223         231         n/a         n/a         n/a           Number of New Escrows         105         103         1.9%         122         -13.9%           Number of REO Sales         71         55.5%         70         1.4%         57.4%         53         34.0%           Number of Short Sales         30         23.4%         23         30.4%         18.9%         19         n/a           Conventional Sales         27         21.1%         29         -6.9%         23.8%         46         n/a           Total Closed Escrows         \$13,303,616         \$13,935,15		·		· · · · · · · · · · · · · · · · · · ·					
Section   Sect									
Monthly Statistics   Current Month   % of Total   Last Month   Change   % of Total   Change   Cha									
New Listings Published   244   252   -3.2%   160   52.5%     Active Listing Inventory †   520   498   1.9%   504   47.4%     Active Short Sale Contingent *   223   231   n/a   n/a     Number of New Escrows   105   103   1.9%   122   -13.9%     Number of REO Sales   71   55.5%   70   1.4%   57.4%   53   34.0%     Number of Short Sales   30   23.4%   23   30.4%   18.9%   19   n/a     Conventional Sales   27   21.1%   29   -6.9%   23.8%   46   n/a     Total Closed Escrows   128   100.0%   122   4.9%   100.0%   118   8.5%     Dollar Value of Closed Escrows   \$13,303,616   \$13,935,157   -4.5%   \$13,804,994   -3.6%     Median   \$87,700   \$87,250   0.5%   \$93,300   -6.0%     Mean   \$103,935   \$114,223   -9.0%   \$116,991   -11.2%     Mode   \$100,000 - \$119,999   \$100,000 - \$119,999   \$100,000 - \$119,999     Year-to-Date Statistics   01/01/10 to 08/31/10   01/01/10 to 08/31/10   MetroList YTD Data   8/31/2009   Change				¥200,421			ψ100,011		0.170
Active Listing Inventory † 520 498 1.9% 504 47.4% Active Short Sale Contingent * 223 231 n/a n/a Number of New Escrows 105 103 1.9% 122 -13.9% Number of REO Sales 71 55.5% 70 1.4% 57.4% 53 34.0% Number of Short Sales 30 23.4% 23 30.4% 18.9% 19 n/a Conventional Sales 27 21.1% 29 -6.9% 23.8% 46 n/a Total Closed Escrows 128 100.0% 122 4.9% 100.0% 118 8.5% Dollar Value of Closed Escrows \$13,303,616 \$13,935,157 -4.5% \$13,804,994 -3.6% Median \$87,700 \$87,250 0.5% \$93,300 -6.0% Mean \$103,935 \$114,223 -9.0% \$116,991 -11.2% Mode \$100,000 - \$119,999 \$100,000 - \$119,999 \$100,000 - \$119,999	Monthly Statistics	Current Month		Last Month	Change		Last Year		Change
Active Short Sale Contingent * 223 231	New Listings Published	244		252	-3.2%		160		52.5%
Number of New Escrows         105         103         1.9%         122         -13.9%           Number of REO Sales         71         55.5%         70         1.4%         57.4%         53         34.0%           Number of Short Sales         30         23.4%         23         30.4%         18.9%         19         n/a           Conventional Sales         27         21.1%         29         -6.9%         23.8%         46         n/a           Total Closed Escrows         128         100.0%         122         4.9%         100.0%         118         8.5%           Dollar Value of Closed Escrows         \$13,303,616         \$13,935,157         -4.5%         \$13,804,994         -3.6%           Median         \$87,700         \$87,250         0.5%         \$93,300         -6.0%           Mean         \$103,935         \$114,223         -9.0%         \$116,991         -11.2%           Mode         \$100,000 - \$119,999         \$100,000 - \$119,999         \$100,000 - \$119,999         \$100,000 - \$119,999           Year-to-Date Statistics         01/01/10 to 08/31/10         01/01/10 to 08/31/10         01/01/10 to 08/31/10         1/1/2009         Change	Active Listing Inventory †	520		498	1.9%		504		47.4%
Number of REO Sales         71         55.5%         70         1.4%         57.4%         53         34.0%           Number of Short Sales         30         23.4%         23         30.4%         18.9%         19         n/a           Conventional Sales         27         21.1%         29         -6.9%         23.8%         46         n/a           Total Closed Escrows         128         100.0%         122         4.9%         100.0%         118         8.5%           Dollar Value of Closed Escrows         \$13,303,616         \$13,935,157         -4.5%         \$13,804,994         -3.6%           Median         \$87,700         \$87,250         0.5%         \$93,300         -6.0%           Mean         \$103,935         \$114,223         -9.0%         \$116,991         -11.2%           Mode         \$100,000 - \$119,999         \$100,000 - \$119,999         \$100,000 - \$119,999         \$100,000 - \$119,999         \$100,000 - \$119,999         Change           Year-to-Date Statistics         01/01/10 to 08/31/10         01/01/10 to 08/31/10         01/01/10 to 08/31/10         8/31/2009         Change	Active Short Sale Contingent	* 223		231			n/a		n/a
Number of Short Sales         30         23.4%         23         30.4%         18.9%         19         n/a           Conventional Sales         27         21.1%         29         -6.9%         23.8%         46         n/a           Total Closed Escrows         128         100.0%         122         4.9%         100.0%         118         8.5%           Dollar Value of Closed Escrows         \$13,303,616         \$13,935,157         -4.5%         \$13,804,994         -3.6%           Median         \$87,700         \$87,250         0.5%         \$93,300         -6.0%           Mean         \$103,935         \$114,223         -9.0%         \$116,991         -11.2%           Mode         \$100,000 - \$119,999         \$100,000 - \$119,999         \$100,000 - \$119,999         \$100,000 - \$119,999           Year-to-Date Statistics         01/01/10 to 08/31/10         01/01/10 to 08/31/10         01/01/10 to 08/31/10         1/1/2009           SAR monthly data, compiled         MetroList YTD Data         8/31/2009         Change	Number of New Escrows	105		103	1.9%		122		-13.9%
Conventional Sales         27         21.1%         29         -6.9%         23.8%         46         n/a           Total Closed Escrows         128         100.0%         122         4.9%         100.0%         118         8.5%           Dollar Value of Closed Escrows         \$13,303,616         \$13,935,157         -4.5%         \$13,804,994         -3.6%           Median         \$87,700         \$87,250         0.5%         \$93,300         -6.0%           Mean         \$103,935         \$114,223         -9.0%         \$116,991         -11.2%           Mode         \$100,000 - \$119,999         \$100,000 - \$119,999         \$100,000 - \$119,999         \$100,000 - \$119,999           Year-to-Date Statistics         01/01/10 to 08/31/10         01/01/10 to 08/31/10         01/01/10 to 08/31/10         1/1/2009           SAR monthly data, compiled         MetroList YTD Data         8/31/2009         Change	Number of REO Sales	71	55.5%	70	1.4%	57.4%	.4% 53		34.0%
Total Closed Escrows         128         100.0%         122         4.9%         100.0%         118         8.5%           Dollar Value of Closed Escrows         \$13,303,616         \$13,935,157         -4.5%         \$13,804,994         -3.6%           Median         \$87,700         \$87,250         0.5%         \$93,300         -6.0%           Mean         \$103,935         \$114,223         -9.0%         \$116,991         -11.2%           Mode         \$100,000 - \$119,999         \$100,000 - \$119,999         \$100,000 - \$119,999         \$100,000 - \$119,999           Year-to-Date Statistics         01/01/10 to 08/31/10         01/01/10 to 08/31/10         01/01/10 to 08/31/10         1/1/2009           SAR monthly data, compiled         MetroList YTD Data         8/31/2009         Change	Number of Short Sales	30	23.4%	23	30.4%	18.9%	18.9% 19		n/a
Dollar Value of Closed Escrows         \$13,303,616         \$13,935,157         -4.5%         \$13,804,994         -3.6%           Median         \$87,700         \$87,250         0.5%         \$93,300         -6.0%           Mean         \$103,935         \$114,223         -9.0%         \$116,991         -11.2%           Mode         \$100,000 - \$119,999         \$100,000 - \$119,999         \$100,000 - \$119,999           Year-to-Date Statistics         01/01/10 to 08/31/10         01/01/10 to 08/31/10         1/1/2009           SAR monthly data, compiled         MetroList YTD Data         8/31/2009         Change	Conventional Sales	27	21.1%	29	-6.9%	23.8% 46			n/a
Median         \$87,700         \$87,250         0.5%         \$93,300         -6.0%           Mean         \$103,935         \$114,223         -9.0%         \$116,991         -11.2%           Mode         \$100,000 - \$119,999         \$100,000 - \$119,999         \$100,000 - \$119,999         1/1/2009           Year-to-Date Statistics         01/01/10 to 08/31/10         01/01/10 to 08/31/10         1/1/2009           SAR monthly data, compiled         MetroList YTD Data         8/31/2009         Change	Total Closed Escrows	128	100.0%	122	4.9%	100.0%	118		8.5%
Mean         \$103,935         \$114,223         -9.0%         \$116,991         -11.2%           Mode         \$100,000 - \$119,999         \$100,000 - \$119,999         \$100,000 - \$119,999           Year-to-Date Statistics         01/01/10 to 08/31/10         01/01/10 to 08/31/10         1/1/2009           SAR monthly data, compiled         MetroList YTD Data         8/31/2009         Change	Dollar Value of Closed Escro	ws \$13,303,616		\$13,935,157	-4.5%		\$13,804,994		-3.6%
Mode         \$100,000 - \$119,999         \$100,000 - \$119,999         \$100,000 - \$119,999           Year-to-Date Statistics         01/01/10 to 08/31/10         01/01/10 to 08/31/10         1/1/2009           SAR monthly data, compiled         MetroList YTD Data         8/31/2009         Change	Median	\$87,700		\$87,250	0.5%		\$93,300		-6.0%
Year-to-Date Statistics 01/01/10 to 08/31/10 01/01/10 to 08/31/10 1/1/2009 SAR monthly data, compiled MetroList YTD Data 8/31/2009 Change	Mean	\$103,935		\$114,223	-9.0%		\$116,991		-11.2%
SAR monthly data, compiled MetroList YTD Data 8/31/2009 Change	Mode	\$100,000 - \$119,999	\$100,000 - \$119,999 \$100,000 - \$119,999						
· · · · · · · · · · · · · · · · · · ·	Year-to-Date Statistics								Change
	Number of Closed Escrows	•					876		_

**Dollar Value of Closed Escrows** 

Median

Mean

\$95,621,236

\$85,000

\$99,295

\$112,392,195

\$90,000

\$112,392

\$104,199,610

\$99,000

\$118,949

-8.2%

-14.1%

-16.5%

<sup>†</sup> includes: Active, Active Release Clause, Active Short Sale, Active Court Approval and Active Court Contingent listings

<sup>\*</sup>Active Short Sale Contingent listings have been displayed independently to more accurately show the original Total Listing Inventory figure

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# MLS STATISTICS for August 2010

### Data for Sacramento County and the City of West Sacramento

### SALE PRICE BRACKET BASED ON FINAL SALES

	Single-Fam	%	Condo/	%	Res.	Res.	Other
Selling Price	Res.	of Total	PUD	of Total	Incme.	Lots/Land	Res.*
\$29,999 and under	2	0.1%	4	3.1%	0	2	0
\$30,000 - \$39,999	4	0.3%	16	12.5%	0	0	1
\$40,000 - \$49,999	12	0.8%	10	7.8%	0	1	1
\$50,000 - \$59,999	17	1.1%	9	7.0%	1	0	3
\$60,000 - \$69,999	29	1.9%	6	4.7%	2	2	8
\$70,000 - \$79,999	36	2.4%	10	7.8%	2	1	9
\$80,000 - \$89,999	46	3.1%	11	8.6%	2	0	1
\$90,000 - \$99,999	54	3.6%	9	7.0%	1	0	2
\$100,000 - \$119,999	105	7.0%	13	10.2%	7	1	11
\$120,000 - \$139,999	128	8.6%	9	7.0%	5	0	4
\$140,000 - \$159,999	136	9.1%	7	5.5%	4	1	5
\$160,000 - \$179,999	139	9.3%	9	7.0%	10	1	5
\$180,000 - \$199,999	117	7.8%	3	2.3%	9	0	3
\$200,000 - \$249,999	277	18.5%	8	6.3%	8	0	0
\$250,000 - \$299,999	150	10.0%	1	0.8%	8	1	4
\$300,000 - \$349,999	94	6.3%	1	0.8%	0	0	1
\$350,000 - \$399,999	59	3.9%	1	0.8%	2	0	1
\$400,000 - \$449,999	29	1.9%	1	0.8%	0	0	1
\$450,000 - \$499,999	23	1.5%	0	0.0%	1	0	0
\$500,000 - \$549,000	11	0.7%	0	0.0%	1	0	0
\$550,000 - \$599,000	7	0.5%	0	0.0%	0	0	0
\$600,000 - \$999,999	20	1.3%	0	0.0%	0	0	2
\$1,000,000 and over	1	0.1%	0	0.0%	1	0	0
Total	1,496	100%	128	100%	64	10	62

Type of Financing	Current Month   Previous Month			LENGTH OF TIME ON MARKET										
									% of Total					
(SFR, condo, PUD only)	# of	% of	# of	% of	(SFR & Condo)		# of		Current		Last 4		Last 12	
Financing Method	Units	Total	Units	Total	Days on Market		Units		Month		Months		Months	
Cash	464	28.6%	380	25.6%	0 - 30		729		44.9%		50.2%		55.5%	
Conventional	578	35.6%	554	37.3%	31 - 60		327		20.1%		18.2%		16.0%	
FHA	435	26.8%	402	27.1%	61 - 90		173		10.7%		10.4%		9.1%	
VA	47	2.9%	35	2.4%	91 - 120		135		8.3%		7.1%		5.9%	
Other †	100	6.2%	114	7.7%	121 - 180		144		8.9%		7.1%		6.8%	
Total	1,624	100.0%	1,485	100.0%	181+		116		7.1%		7.0%		6.8%	
					Total		1,624		100.0%		100.0%		100.0%	

<sup>\*</sup> half-plex, 2-on-1, mobile home

† includes: cal vet, contract of sale, creative, farm home loan, owner financing.

 Median DOM:
 35

 Average DOM:
 65

 Average DOM 1 - 180 Days:
 47.6

 Average DOM 181+ Days:
 276.5

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit <a href="https://www.sacrealtor.org/"><u>www.sacrealtor.org/</u></a>
<a href="https://www.sacrealtor.org/">public affairs / statistics</a>

Based on Multiple Listing Service data from MetroList.  $\hbox{@\,$2010}$  SAR.

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