

MLS STATISTICS for August 2011
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 |
|--------------------------------|-----------------------|------------------|-----------------------|--------|------------------|-----------------------|------------------|--------|
| New Listings Published | 2,405 | | 2,132 | 12.8% | | 2,543 | | -5.4% |
| Active Listing Inventory † | 3,907 | | 3,747 | 4.3% | | 5,045 | | -22.6% |
| Active Short Sale Contingent * | 2,298 | | 2,238 | 2.7% | | 2,021 | | 13.7% |
| Number of New Escrows | 1,716 | | 1,488 | 15.3% | | 1,369 | | 25.3% |
| Number of REO Sales | 642 | 37.5% | 591 | 8.6% | 37.4% | 541 | 36.2% | 18.7% |
| Number of Short Sales | 411 | 24.0% | 358 | 14.8% | 22.7% | 398 | 26.6% | 3.3% |
| Conventional Sales | 658 | 38.5% | 630 | 4.4% | 39.9% | 557 | 37.2% | 18.1% |
| Total Number of Closed Escrows | 1,711 | 100.0% | 1,579 | 8.4% | 100.0% | 1,496 | 100.0% | 14.4% |
| Months Inventory | 2.3 Months | | 2.4 Months | -4.2% | | 3.4 Months | | -32.4% |
| Dollar Value of Closed Escrows | \$323,606,985 | | \$312,519,637 | 3.5% | | \$311,606,509 | | 3.9% |
| Median | \$165,000 | | \$166,000 | -0.6% | | \$186,000 | | -11.3% |
| Mean | \$189,576 | | \$198,425 | -4.5% | | \$208,712 | | -9.2% |
| Mode | \$200,000 - \$249,999 | | \$200,000 - \$249,999 | | | \$200,000 - \$249,999 | | |

| Year-to-Date Statistics | 01/01/11 to 08/31/11 | 01/01/11 to 08/31/11 | 1/1/2010 | Change |
|--------------------------------|----------------------------|----------------------|-----------------|--------|
| | SAR monthly data, compiled | MetroList YTD data | 8/31/2010 | |
| Number of Closed Escrows | 12,388 | 12,815 | 11,847 | 4.6% |
| Dollar Value of Closed Escrows | \$2,359,794,490 | \$2,443,522,803 | \$2,489,685,993 | -5.2% |
| Median | \$167,000 | \$167,000 | \$185,000 | -9.7% |
| Mean | \$190,874 | \$190,677 | \$210,153 | -9.2% |

CONDOMINIUM RESALES

| Monthly Statistics | Current Month | % of Total | Last Month | Change | % of Total | Last Year | Change |
|--------------------------------|-----------------------|------------|---------------------|--------|------------|-----------------------|--------|
| New Listings Published | 208 | | 193 | 7.8% | | 244 | -14.8% |
| Active Listing Inventory † | 362 | | 367 | -1.4% | | 520 | 10.2% |
| Active Short Sale Contingent * | 211 | | 194 | 8.8% | | 223 | -5.4% |
| Number of New Escrows | 122 | | 133 | -8.3% | | 105 | 16.2% |
| Number of REO Sales | 73 | 47.7% | 76 | -3.9% | 58.5% | 71 | 2.8% |
| Number of Short Sales | 29 | 19.0% | 23 | 26.1% | 17.7% | 30 | -3.3% |
| Conventional Sales | 51 | 33.3% | 31 | 64.5% | 23.8% | 27 | 88.9% |
| Total Closed Escrows | 153 | 100.0% | 130 | 17.7% | 100.0% | 128 | 19.5% |
| Dollar Value of Closed Escrows | \$15,375,277 | | \$12,505,577 | 22.9% | | \$13,303,616 | 15.6% |
| Median | \$77,000 | | \$79,350 | -3.0% | | \$87,700 | -12.2% |
| Mean | \$100,492 | | \$96,197 | 4.5% | | \$103,935 | -3.3% |
| Mode | \$100,000 - \$119,999 | | \$40,000 - \$59,999 | | | \$100,000 - \$119,999 | |

| Year-to-Date Statistics | 01/01/11 to 08/31/11 | 01/01/11 to 08/31/11 | 1/1/2010 | Change |
|--------------------------------|----------------------------|----------------------|--------------|--------|
| | SAR monthly data, compiled | MetroList YTD Data | 8/31/2010 | |
| Number of Closed Escrows | 1,129 | 1,175 | 963 | 17.2% |
| Dollar Value of Closed Escrows | \$113,136,438 | \$117,598,553 | \$95,621,236 | 18.3% |
| Median | \$79,275 | \$79,275 | \$85,000 | -6.7% |
| Mean | \$100,084 | \$100,084 | \$99,295 | 0.8% |

\$128,511,715

† includes: Active, Active Release Clause, Active Short Sale, Active Court Approval and Active Court Contingent listings

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

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SALE PRICE BRACKET BASED ON FINAL SALES

| Selling Price | Single-Fam Res. | % of Total | Condo/PUD | % of Total | Res. Incme. | Res. Lots/Land | Other Res.* |
|-----------------------|-----------------|-------------|------------|-------------|-------------|----------------|-------------|
| \$29,999 and under | 5 | 0.3% | 2 | 1.3% | 0 | 3 | 0 |
| \$30,000 - \$39,999 | 11 | 0.6% | 16 | 10.5% | 0 | 1 | 1 |
| \$40,000 - \$49,999 | 36 | 2.1% | 19 | 12.4% | 0 | 0 | 4 |
| \$50,000 - \$59,999 | 33 | 1.9% | 19 | 12.4% | 1 | 1 | 2 |
| \$60,000 - \$69,999 | 66 | 3.9% | 15 | 9.8% | 2 | 2 | 12 |
| \$70,000 - \$79,999 | 57 | 3.3% | 8 | 5.2% | 2 | 2 | 4 |
| \$80,000 - \$89,999 | 53 | 3.1% | 7 | 4.6% | 3 | 1 | 6 |
| \$90,000 - \$99,999 | 64 | 3.7% | 14 | 9.2% | 1 | 1 | 1 |
| \$100,000 - \$119,999 | 149 | 8.7% | 15 | 9.8% | 6 | 2 | 6 |
| \$120,000 - \$139,999 | 158 | 9.2% | 11 | 7.2% | 7 | 0 | 3 |
| \$140,000 - \$159,999 | 162 | 9.5% | 5 | 3.3% | 4 | 1 | 7 |
| \$160,000 - \$179,999 | 170 | 9.9% | 3 | 2.0% | 6 | 0 | 2 |
| \$180,000 - \$199,999 | 122 | 7.1% | 6 | 3.9% | 6 | 0 | 0 |
| \$200,000 - \$249,999 | 249 | 14.6% | 8 | 5.2% | 7 | 1 | 1 |
| \$250,000 - \$299,999 | 154 | 9.0% | 1 | 0.7% | 2 | 0 | 2 |
| \$300,000 - \$349,999 | 95 | 5.6% | 1 | 0.7% | 2 | 0 | 0 |
| \$350,000 - \$399,999 | 44 | 2.6% | 0 | 0.0% | 1 | 0 | 1 |
| \$400,000 - \$449,999 | 25 | 1.5% | 2 | 1.3% | 0 | 0 | 0 |
| \$450,000 - \$499,999 | 20 | 1.2% | 0 | 0.0% | 0 | 0 | 0 |
| \$500,000 - \$549,000 | 13 | 0.8% | 0 | 0.0% | 0 | 0 | 0 |
| \$550,000 - \$599,000 | 9 | 0.5% | 0 | 0.0% | 0 | 0 | 0 |
| \$600,000 - \$999,999 | 12 | 0.7% | 1 | 0.7% | 2 | 1 | 0 |
| \$1,000,000 and over | 4 | 0.2% | 0 | 0.0% | 0 | 0 | 0 |
| Total | 1,711 | 100% | 153 | 100% | 52 | 16 | 52 |

| Type of Financing | 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 |
| (SFR, condo, PUD only) Financing Method | | | | | | | | | |
| Cash | 539 | 29.0% | 475 | 27.8% | 0 - 30 | 846 | 45.5% | 45.3% | 41.8% |
| Conventional | 640 | 34.4% | 607 | 35.5% | 31 - 60 | 330 | 17.7% | 18.0% | 18.8% |
| FHA | 543 | 29.2% | 477 | 27.9% | 61 - 90 | 223 | 12.0% | 12.6% | 13.3% |
| VA | 59 | 3.2% | 62 | 3.6% | 91 - 120 | 166 | 8.9% | 8.4% | 9.1% |
| Other † | 79 | 4.2% | 88 | 5.1% | 121 - 180 | 167 | 9.0% | 8.4% | 9.6% |
| Total | 1,860 | 100.0% | 1,709 | 100.0% | 181+ | 128 | 6.9% | 7.3% | 7.5% |
| | | | | | Total | 1,860 | 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: 37
Average DOM: 64
Average DOM 1 - 180 Days: 48
Average DOM 181+ Days: 267

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