

**MLS STATISTICS for December 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	1,708		1,886	-9.4%		2,065		-17.3%
Active Listing Inventory †	2,966		3,236	-8.3%		5,156		-42.5%
Active Short Sale Contingent *	2,122		2,196	-3.4%		1,669		27.1%
Number of New Escrows	1,253		1,428	-12.3%		1,154		8.6%
Number of REO Sales	561	33.6%	514	9.1%	33.6%	655	43.6%	-14.4%
Number of Short Sales	490	29.4%	453	8.2%	29.6%	340	22.6%	44.1%
Conventional Sales	617	37.0%	564	9.4%	36.8%	509	33.8%	21.2%
Total Number of Closed Escrows	1,668	100.0%	1,531	8.9%	100.0%	1,504	100.0%	10.9%
Months Inventory	1.8 Months		2.1 Months	-14.3%		3.4 Months		-47.1%
Dollar Value of Closed Escrows	\$311,634,024		\$283,794,546	9.8%		\$303,584,341		2.7%
Median	\$161,000		\$165,000	-2.4%		\$179,000		-10.1%
Mean	\$187,055		\$185,365	0.9%		\$201,851		-7.3%
Mode	\$200,000 - \$249,999		\$200,000 - \$249,999			\$200,000 - \$249,999		

Year-to-Date Statistics	01/01/11 to 12/31/11 SAR monthly data, compiled	01/01/11 to 12/31/11 MetroList YTD data	1/1/2010 12/31/2010	Change
Number of Closed Escrows	18,816	19,526	17,427	8.0%
Dollar Value of Closed Escrows	\$3,555,973,026	\$3,696,705,036	\$3,624,606,375	-1.9%
Median	\$165,000	\$165,000	\$183,385	-10.0%
Mean	\$188,987	\$189,322	\$207,988	-9.1%

**CONDOMINIUM RESALES**

Monthly Statistics	Current Month	% of Total	Last Month	Change	% of Total	Last Year	Change
New Listings Published	144		161	-10.6%		206	-30.1%
Active Listing Inventory †	269		296	-9.1%		548	-16.6%
Active Short Sale Contingent *	188		196	-4.1%		176	6.8%
Number of New Escrows	102		110	-7.3%		100	2.0%
Number of REO Sales	48	37.8%	44	9.1%	46.8%	69	-30.4%
Number of Short Sales	52	40.9%	31	67.7%	33.0%	29	79.3%
Conventional Sales	27	21.3%	19	42.1%	20.2%	28	-3.6%
Total Closed Escrows	127	100.0%	94	35.1%	100.0%	126	0.8%
Dollar Value of Closed Escrows	\$10,874,862		\$10,272,245	5.9%		\$13,133,913	-17.2%
Median	\$85,629		\$86,500	-1.0%		\$80,000	7.0%
Mean	\$72,000		\$109,279	-34.1%		\$104,237	-30.9%
Mode	\$70,000 - \$79,999		\$60,000 - \$69,999			\$120,000 - \$139,999	

Year-to-Date Statistics	01/01/11 to 12/31/11 SAR monthly data, compiled	01/01/11 to 12/31/11 MetroList YTD Data	1/1/2010 12/31/2010	Change
Number of Closed Escrows	1,620	1,690	1,445	12.1%
Dollar Value of Closed Escrows	\$158,813,386	\$165,267,800	\$144,647,902	9.8%
Median	\$79,000	\$79,000	\$87,500	-9.7%
Mean	\$98,033	\$97,792	\$100,102	-2.1%

† 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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# MLS STATISTICS for December 2011

Data for Sacramento County and the City of West Sacramento

## 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	1	0.1%	9	7.1%	0	4	0
\$30,000 - \$39,999	10	0.6%	7	5.5%	0	0	0
\$40,000 - \$49,999	19	1.1%	12	9.4%	0	1	3
\$50,000 - \$59,999	44	2.6%	13	10.2%	0	0	7
\$60,000 - \$69,999	45	2.7%	15	11.8%	0	1	3
\$70,000 - \$79,999	61	3.7%	<b>16</b>	<b>12.6%</b>	0	0	5
\$80,000 - \$89,999	70	4.2%	11	8.7%	2	2	2
\$90,000 - \$99,999	56	3.4%	6	4.7%	2	0	2
\$100,000 - \$119,999	130	7.8%	11	8.7%	5	0	3
\$120,000 - \$139,999	186	11.2%	9	7.1%	3	0	3
\$140,000 - \$159,999	189	11.3%	6	4.7%	6	0	2
\$160,000 - \$179,999	156	9.4%	7	5.5%	7	0	1
\$180,000 - \$199,999	110	6.6%	0	0.0%	6	1	4
\$200,000 - \$249,999	<b>241</b>	<b>14.4%</b>	3	2.4%	7	0	0
\$250,000 - \$299,999	138	8.3%	2	1.6%	5	0	1
\$300,000 - \$349,999	99	5.9%	0	0.0%	2	0	0
\$350,000 - \$399,999	45	2.7%	0	0.0%	1	1	0
\$400,000 - \$449,999	28	1.7%	0	0.0%	0	0	0
\$450,000 - \$499,999	11	0.7%	0	0.0%	1	0	0
\$500,000 - \$549,000	10	0.6%	0	0.0%	0	0	0
\$550,000 - \$599,000	5	0.3%	0	0.0%	0	0	0
\$600,000 - \$999,999	12	0.7%	0	0.0%	0	0	1
\$1,000,000 and over	2	0.1%	0	0.0%	0	0	0
<b>Total</b>	<b>1,668</b>	<b>100%</b>	<b>127</b>	<b>100%</b>	<b>47</b>	<b>10</b>	<b>37</b>

Type of Financing (SFR, condo, PUD 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	552	30.8%	445	27.4%	0 - 30	748	41.7%	43.0%	42.5%
Conventional	574	32.0%	545	33.5%	31 - 60	340	18.9%	18.6%	18.4%
FHA	508	28.3%	522	32.1%	61 - 90	207	11.5%	11.9%	12.6%
VA	74	4.1%	51	3.1%	91 - 120	172	9.6%	8.9%	8.9%
Other †	87	4.8%	62	3.8%	121 - 180	180	10.0%	9.2%	9.5%
<b>Total</b>	<b>1,795</b>	<b>100.0%</b>	<b>1,625</b>	<b>100.0%</b>	<b>181+</b>	<b>148</b>	<b>8.2%</b>	<b>8.4%</b>	<b>8.0%</b>
					<b>Total</b>	<b>1,795</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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

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

**Median DOM: 40**  
**Average DOM: 71**  
**Average DOM 1 - 180 Days: 50**  
**Average DOM 181+ Days: 287**

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