

MLS STATISTICS for June 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 | 2,388 | | 2,151 | 11.0% | | 2,534 | | -5.8% |
| Active Listing Inventory † | 4,185 | | 4,111 | 1.8% | | 4,485 | | -6.7% |
| Active Short Sale Contingent * | 2,251 | | 2,101 | 7.1% | | 2,369 | | -5.0% |
| Number of New Escrows | 1,620 | | 1,481 | 9.4% | | 1,428 | | 13.4% |
| Number of REO Sales | 735 | 42.4% | 685 | 7.3% | 41.5% | 632 | 35.6% | 16.3% |
| Number of Short Sales | 396 | 22.8% | 386 | 2.6% | 23.4% | 470 | 26.4% | -15.7% |
| Conventional Sales | 603 | 34.8% | 579 | 4.1% | 35.1% | 675 | 38.0% | -10.7% |
| Total Number of Closed Escrows | 1,734 | 100.0% | 1,650 | 5.1% | 100.0% | 1,777 | 100.0% | -2.4% |
| Months Inventory | 2.4 Months | | 2.5 Months | -4.0% | | 2.5 Months | | -4.0% |
| Dollar Value of Closed Escrows | \$325,174,588 | | \$307,259,092 | 5.8% | | \$385,340,155 | | -15.6% |
| Median | \$164,900 | | \$167,000 | -1.3% | | \$194,000 | | -15.0% |
| Mean | \$187,529 | | \$186,218 | 0.7% | | \$216,849 | | -13.5% |
| Mode | \$200,000 - \$249,999 | | \$200,000 - \$249,999 | | | \$200,000 - \$249,999 | | |

| Year-to-Date Statistics | 01/01/11 to 06/30/11 SAR monthly data, compiled | 01/01/11 to 06/30/11 MetroList YTD data | 1/1/2010 6/30/2010 | Change |
|--------------------------------|--|--|-----------------------|--------|
| Number of Closed Escrows | 9,098 | 9,376 | 8,988 | 1.2% |
| Dollar Value of Closed Escrows | \$1,724,235,066 | \$1,777,872,451 | \$1,885,364,588 | -8.5% |
| Median | \$168,000 | \$167,000 | \$185,000 | -9.2% |
| Mean | \$190,026 | \$189,620 | \$209,765 | -9.4% |

CONDOMINIUM RESALES

| Monthly Statistics | Current Month | % of Total | Last Month | Change | % of Total | Last Year | Change |
|--------------------------------|---------------------|------------|-----------------------|--------|------------|-----------------------|--------|
| New Listings Published | 191 | | 194 | -1.5% | | 235 | -18.7% |
| Active Listing Inventory † | 414 | | 405 | 2.2% | | 479 | 23.4% |
| Active Short Sale Contingent * | 177 | | 190 | -6.8% | | 209 | n/a |
| Number of New Escrows | 131 | | 110 | 19.1% | | 126 | 4.0% |
| Number of REO Sales | 79 | 49.7% | 76 | 3.9% | 52.4% | 56 | 41.1% |
| Number of Short Sales | 24 | 15.1% | 30 | -20.0% | 20.7% | 47 | n/a |
| Conventional Sales | 56 | 35.2% | 39 | 43.6% | 26.9% | 51 | n/a |
| Total Closed Escrows | 159 | 100.0% | 145 | 9.7% | 100.0% | 154 | 3.2% |
| Dollar Value of Closed Escrows | \$17,418,860 | | \$14,128,588 | 23.3% | | \$18,741,842 | -7.1% |
| Median | \$85,000 | | \$78,000 | 9.0% | | \$105,500 | -19.4% |
| Mean | \$109,553 | | \$97,439 | 12.4% | | \$123,302 | -11.2% |
| Mode | \$60,000 - \$69,999 | | \$100,000 - \$119,999 | | | \$100,000 - \$119,999 | |

| Year-to-Date Statistics | 01/01/11 to 06/30/11 SAR monthly data, compiled | 01/01/11 to 06/30/11 MetroList YTD Data | 1/1/2010 6/30/2010 | Change |
|--------------------------------|--|--|-----------------------|--------|
| Number of Closed Escrows | 846 | 877 | 713 | 18.7% |
| Dollar Value of Closed Escrows | \$85,255,584 | \$87,630,000 | \$78,041,639 | 9.2% |
| Median | \$80,000 | \$80,000 | \$85,000 | -5.9% |
| Mean | \$99,920 | \$99,920 | \$109,455 | -8.7% |

† 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 | 4 | 0.2% | 7 | 4.4% | 0 | 2 | 0 |
| \$30,000 - \$39,999 | 11 | 0.6% | 16 | 10.1% | 1 | 0 | 0 |
| \$40,000 - \$49,999 | 31 | 1.8% | 14 | 8.8% | 2 | 0 | 0 |
| \$50,000 - \$59,999 | 34 | 2.0% | 7 | 4.4% | 1 | 2 | 6 |
| \$60,000 - \$69,999 | 45 | 2.6% | 18 | 11.3% | 0 | 1 | 4 |
| \$70,000 - \$79,999 | 51 | 2.9% | 9 | 5.7% | 1 | 2 | 3 |
| \$80,000 - \$89,999 | 52 | 3.0% | 10 | 6.3% | 0 | 0 | 2 |
| \$90,000 - \$99,999 | 63 | 3.6% | 14 | 8.8% | 2 | 0 | 1 |
| \$100,000 - \$119,999 | 145 | 8.4% | 15 | 9.4% | 3 | 2 | 3 |
| \$120,000 - \$139,999 | 194 | 11.2% | 17 | 10.7% | 7 | 0 | 3 |
| \$140,000 - \$159,999 | 186 | 10.7% | 6 | 3.8% | 7 | 0 | 4 |
| \$160,000 - \$179,999 | 178 | 10.3% | 4 | 2.5% | 4 | 0 | 6 |
| \$180,000 - \$199,999 | 134 | 7.7% | 7 | 4.4% | 4 | 0 | 0 |
| \$200,000 - \$249,999 | 259 | 14.9% | 5 | 3.1% | 8 | 0 | 2 |
| \$250,000 - \$299,999 | 145 | 8.4% | 3 | 1.9% | 1 | 0 | 0 |
| \$300,000 - \$349,999 | 62 | 3.6% | 2 | 1.3% | 2 | 1 | 0 |
| \$350,000 - \$399,999 | 54 | 3.1% | 2 | 1.3% | 0 | 1 | 1 |
| \$400,000 - \$449,999 | 25 | 1.4% | 0 | 0.0% | 3 | 0 | 1 |
| \$450,000 - \$499,999 | 19 | 1.1% | 0 | 0.0% | 1 | 0 | 1 |
| \$500,000 - \$549,000 | 11 | 0.6% | 3 | 1.9% | 0 | 0 | 0 |
| \$550,000 - \$599,000 | 12 | 0.7% | 0 | 0.0% | 0 | 0 | 0 |
| \$600,000 - \$999,999 | 18 | 1.0% | 0 | 0.0% | 0 | 0 | 1 |
| \$1,000,000 and over | 1 | 0.1% | 0 | 0.0% | 0 | 0 | 0 |
| Total | 1,734 | 100% | 159 | 100% | 47 | 11 | 38 |

| 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 | 534 | 28.2% | 550 | 30.6% | 0 - 30 | 892 | 47.1% | 43.2% | 42.1% |
| Conventional | 652 | 34.4% | 554 | 30.9% | 31 - 60 | 344 | 18.2% | 18.1% | 19.1% |
| FHA | 550 | 29.1% | 539 | 30.0% | 61 - 90 | 202 | 10.7% | 12.6% | 13.0% |
| VA | 64 | 3.4% | 60 | 3.3% | 91 - 120 | 165 | 8.7% | 8.5% | 8.9% |
| Other † | 93 | 4.9% | 92 | 5.1% | 121 - 180 | 167 | 8.8% | 9.8% | 9.5% |
| Total | 1,893 | 100.0% | 1,795 | 100.0% | 181+ | 123 | 6.5% | 7.8% | 7.4% |
| | | | | | Total | 1,893 | 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: 34
 Average DOM: 60
 Average DOM 1 - 180 Days: 47
 Average DOM 181+ Days: 255

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