

**MLS STATISTICS for January 2013**  
**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	1,660		1,126	47.4%		1,998		-16.9%
Active Listing Inventory †	984		1,273	-22.7%		2,531		-61.1%
Active Short Sale (included above)	85		139	-38.8%		935		
Pending Short Lender Approval	1,546		1,629	-5.1%		2,177		-29.0%
Pending Sales This Month	1,060		769	37.8%		1,428		-25.8%
Number of REO Sales	162	13.8%	162	0.0%	10.8%	429	33.3%	-62.2%
Number of Short Sales	352	29.9%	608	-42.1%	40.5%	423	32.8%	-16.8%
Conventional Sales	664	56.4%	731	-9.2%	48.7%	437	33.9%	51.9%
Total Number of Closed Escrows	1,178	100.0%	1,501	-21.5%	100.0%	1,289	100.0%	-8.6%
Months Inventory	0.8 Months		0.8 Months	0.0%		2 Months		-60.0%
Dollar Value of Closed Escrows	\$266,960,062		\$338,174,394	-21.1%		\$231,661,598		15.2%
Median	\$200,000		\$195,000	2.6%		\$160,000		25.0%
Mean	\$226,621		\$225,450	0.5%		\$179,861		26.0%
<b>Year-to-Date Statistics</b>	<b>01/01/13 to 01/31/13</b>		<b>01/01/13 to 01/31/13</b>			<b>1/1/2012</b>		<b>Change</b>
	SAR monthly data, compiled		MetroList YTD data			1/31/2012		
Number of Closed Escrows	1,178		1,178			1,289		-8.6%
Dollar Value of Closed Escrows	\$266,960,062		\$266,960,062			\$231,661,598		15.2%
Median	\$200,000		\$200,000			\$160,000		25.0%
Mean	\$226,621		\$226,621			\$179,861		26.0%

**CONDOMINIUM RESALES**

Monthly Statistics	Current Month	% of Total	Last Month	Change	% of Total	Last Year	Change
Listings Published this Month	157		119	31.9%		167	-6.0%
Active Listing Inventory †	104		132	-21.2%		241	-56.8%
Active Short Sale (included above)	10		18	-44.4%		77	
Pending Short Lender Approval	163		181	-9.9%		191	-14.7%
Pending Sales This Month	93		67	38.8%		103	-9.7%
Number of REO Sales	21	19.1%	25	-16.0%	19.8%	58	-63.8%
Number of Short Sales	38	34.5%	43	-11.6%	34.1%	31	22.6%
Conventional Sales	51	46.4%	58	-12.1%	46.0%	35	45.7%
Total Closed Escrows	110	100.0%	126	-12.7%	100.0%	124	-11.3%
Dollar Value of Closed Escrows	\$12,716,518		\$13,690,165	-7.1%		\$11,362,163	11.9%
Median	\$94,250		\$90,000	4.7%		\$76,000	24.0%
Mean	\$115,605		\$109,521	5.6%		\$92,375	25.1%
<b>Year-to-Date Statistics</b>	<b>01/01/13 to 01/31/13</b>		<b>01/01/13 to 01/31/13</b>			<b>1/1/2012</b>	<b>Change</b>
	SAR monthly data, compiled		MetroList YTD data			1/31/2012	
Number of Closed Escrows	110		110			124	-11.3%
Dollar Value of Closed Escrows	\$12,716,518		\$12,716,518			\$11,362,163	11.9%
Median	\$94,250		\$94,250			\$76,000	24.0%
Mean	\$115,605		\$115,605			\$92,375	25.1%

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

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# MLS STATISTICS for January 2013

Data for Sacramento County and the City of West Sacramento

## BREAKDOWN OF SALES BY PRICE

Selling Price	Single-Fam Res.	% of Total	Condo/ PUD	% of Total	Res. Incme.	Res. Lots/Land	Other Res.*
\$29,999 and under	0	0.0%	1	0.9%	0	1	0
\$30,000 - \$39,999	2	0.2%	2	1.8%	0	1	0
\$40,000 - \$49,999	6	0.5%	5	4.5%	0	0	0
\$50,000 - \$59,999	9	0.8%	7	6.4%	0	1	0
\$60,000 - \$69,999	11	0.9%	11	10.0%	0	0	1
\$70,000 - \$79,999	20	1.7%	17	15.5%	1	1	4
\$80,000 - \$89,999	22	1.9%	8	7.3%	0	1	3
\$90,000 - \$99,999	24	2.0%	9	8.2%	0	0	0
\$100,000 - \$119,999	53	4.5%	10	9.1%	4	2	2
\$120,000 - \$139,999	114	9.7%	10	9.1%	4	0	2
\$140,000 - \$159,999	110	9.3%	5	4.5%	4	0	2
\$160,000 - \$179,999	117	9.9%	8	7.3%	7	0	2
\$180,000 - \$199,999	91	7.7%	5	4.5%	2	0	2
\$200,000 - \$249,999	200	17.0%	7	6.4%	10	1	2
\$250,000 - \$299,999	159	13.5%	3	2.7%	10	0	0
\$300,000 - \$349,999	99	8.4%	1	0.9%	1	0	2
\$350,000 - \$399,999	54	4.6%	0	0.0%	1	0	0
\$400,000 - \$449,999	24	2.0%	1	0.9%	2	0	0
\$450,000 - \$499,999	25	2.1%	0	0.0%	0	0	0
\$500,000 - \$549,000	12	1.0%	0	0.0%	0	0	0
\$550,000 - \$599,000	9	0.8%	0	0.0%	0	0	1
\$600,000 - \$999,999	16	1.4%	0	0.0%	0	0	1
\$1,000,000 and over	1	0.1%	0	0.0%	0	0	0
<b>Total</b>	<b>1,178</b>	<b>100%</b>	<b>110</b>	<b>100%</b>	<b>46</b>	<b>8</b>	<b>24</b>

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
Cash	482	37.4%	644	39.6%	0 - 30	933	72.4%	69.8%	58.3%
Conventional	472	36.6%	591	36.3%	31 - 60	171	13.3%	13.5%	14.4%
FHA	253	19.6%	275	16.9%	61 - 90	68	5.3%	6.4%	8.6%
VA	24	1.9%	30	1.8%	91 - 120	49	3.8%	4.0%	6.1%
Other †	57	4.4%	86	5.3%	121 - 180	42	3.3%	3.2%	6.3%
<b>Total</b>	<b>1,288</b>	<b>100.0%</b>	<b>1,626</b>	<b>100.0%</b>	<b>181+</b>	<b>25</b>	<b>1.9%</b>	<b>3.2%</b>	<b>6.3%</b>
					<b>Total</b>	<b>1,288</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: 12**  
**Average DOM: 30**  
**Average DOM 1 - 180 Days: 25**  
**Average DOM 181+ Days: 275**

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