

MLS STATISTICS for March 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	1,956		1,628	20.1%		1,773		10.3%
Active Listing Inventory †	1,114		1,072	3.9%		1,791		-37.8%
Active Short Sale (included above)	71		83	-14.5%		481		
Pending Short Lender Approval	1,400		1,502	-6.8%		2,579		-45.7%
Pending Sales This Month	1,265		1,081	17.0%		1,862		-32.1%
Number of REO Sales	146	10.3%	158	-7.6%	13.3%	508	29.8%	-71.3%
Number of Short Sales	380	26.8%	355	7.0%	29.9%	495	29.0%	-23.2%
Conventional Sales	894	63.0%	676	32.2%	56.9%	701	41.1%	27.5%
Total Number of Closed Escrows	1,420	100.0%	1,189	19.4%	100.0%	1,704	100.0%	-16.7%
Months Inventory	0.8 Months		0.9 Months	-11.1%		1.1 Months		-27.3%
Dollar Value of Closed Escrows	\$353,810,038		\$276,444,730	28.0%		\$319,961,365		10.6%
Median	\$218,750		\$203,000	7.8%		\$165,900		31.9%
Mean	\$249,162		\$233,090	6.9%		\$188,102		32.5%
Year-to-Date Statistics	01/01/13 to 03/31/13		01/01/13 to 03/31/13			1/1/2012		Change
	SAR monthly data, compiled		MetroList YTD data			3/31/2012		
Number of Closed Escrows	3,787		3,880			4,387		-13.7%
Dollar Value of Closed Escrows	\$897,214,830		\$917,169,587			\$805,992,692		11.3%
Median	\$208,500		\$208,500			\$160,000		30.3%
Mean	\$236,384		\$236,384			\$179,861		31.4%

CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total	Last Month	Change	% of Total	Last Year	Change
Listings Published this Month	145		138	5.1%		173	-16.2%
Active Listing Inventory †	113		120	-5.8%		202	-44.1%
Active Short Sale (included above)	11		17	-35.3%		63	
Pending Short Lender Approval	149		148	0.7%		205	-27.3%
Pending Sales This Month	88		90	-2.2%		133	-33.8%
Number of REO Sales	16	13.0%	20	-20.0%	15.9%	62	-74.2%
Number of Short Sales	37	30.1%	43	-14.0%	34.1%	43	-14.0%
Conventional Sales	70	56.9%	63	11.1%	50.0%	49	42.9%
Total Closed Escrows	123	100.0%	126	-2.4%	100.0%	154	-20.1%
Dollar Value of Closed Escrows	\$15,831,339		\$14,902,941	6.2%		\$12,771,487	24.0%
Median	\$105,000		\$102,500	2.4%		\$80,000	31.3%
Mean	\$128,710		\$118,277	8.8%		\$104,468	23.2%
Year-to-Date Statistics	01/01/13 to 03/31/13		01/01/13 to 03/31/13			1/1/2012	Change
	SAR monthly data, compiled		MetroList YTD data			3/31/2012	
Number of Closed Escrows	359		369			252	42.5%
Dollar Value of Closed Escrows	\$43,450,798		\$44,680,437			\$35,303,337	23.1%
Median	\$99,000		\$100,050			\$69,800	41.8%
Mean	\$117,418		\$120,098			\$90,202	30.2%

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

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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	0.8%	0	1	0
\$30,000 - \$39,999	2	0.1%	4	3.3%	0	0	0
\$40,000 - \$49,999	5	0.4%	10	8.1%	0	0	0
\$50,000 - \$59,999	9	0.6%	10	8.1%	0	1	1
\$60,000 - \$69,999	14	1.0%	9	7.3%	0	2	0
\$70,000 - \$79,999	19	1.3%	7	5.7%	1	3	1
\$80,000 - \$89,999	16	1.1%	5	4.1%	1	1	3
\$90,000 - \$99,999	26	1.8%	7	5.7%	1	2	1
\$100,000 - \$119,999	76	5.4%	14	11.4%	1	2	8
\$120,000 - \$139,999	106	7.5%	11	8.9%	2	0	3
\$140,000 - \$159,999	112	7.9%	15	12.2%	4	3	1
\$160,000 - \$179,999	119	8.4%	5	4.1%	8	2	4
\$180,000 - \$199,999	100	7.0%	6	4.9%	2	1	1
\$200,000 - \$249,999	251	17.7%	4	3.3%	7	2	3
\$250,000 - \$299,999	190	13.4%	8	6.5%	7	1	2
\$300,000 - \$349,999	119	8.4%	2	1.6%	9	0	0
\$350,000 - \$399,999	78	5.5%	3	2.4%	3	1	0
\$400,000 - \$449,999	60	4.2%	2	1.6%	0	0	0
\$450,000 - \$499,999	51	3.6%	0	0.0%	1	0	0
\$500,000 - \$549,000	21	1.5%	0	0.0%	0	0	0
\$550,000 - \$599,000	17	1.2%	0	0.0%	0	0	0
\$600,000 - \$999,999	24	1.7%	0	0.0%	1	0	1
\$1,000,000 and over	5	0.4%	0	0.0%	1	0	0
Total	1,420	100%	123	100%	49	22	29

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	563	36.5%	520	39.5%	0 - 30	1,198	77.6%	73.5%	62.9%
Conventional	595	38.6%	485	36.9%	31 - 60	161	10.4%	12.4%	13.6%
FHA	272	17.6%	219	16.7%	61 - 90	77	5.0%	5.9%	7.6%
VA	38	2.5%	35	2.7%	91 - 120	37	2.4%	3.0%	5.1%
Other †	75	4.9%	56	4.3%	121 - 180	39	2.5%	2.8%	5.4%
Total	1,543	100.0%	1,315	100.0%	181+	31	2.0%	2.3%	5.3%
					Total	1,543	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: 10
Average DOM: 27
Average DOM 1 - 180 Days: 21
Average DOM 181+ Days: 277

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