

MLS STATISTICS for November 2013

Data for Sacramento County and the City of West Sacramento



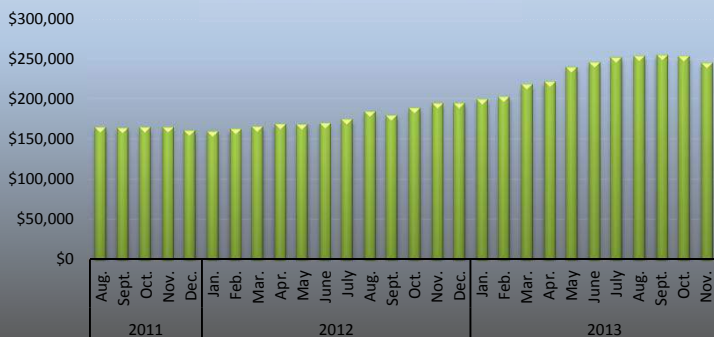
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,417		1,993	-28.9%		1,455		-2.6%
Active Listing Inventory †	2,197		2,659	-17.4%		1,401		56.8%
Active Short Sale (included above)	198		202	-2.0%		161		
Pending Short Lender Approval	580		707	-18.0%		1,940		-70.1%
Pending Sales This Month	908		1,079	-15.8%		1,006		-9.7%
Number of REO Sales	51	4.4%	74	-31.1%	5.3%	176	11.6%	-71.0%
Number of Short Sales	127	11.0%	157	-19.1%	11.3%	543	35.7%	-76.6%
Equity Sales**	973	84.5%	1,155	-15.8%	83.3%	801	52.7%	21.5%
Total Number of Closed Escrows	1,151	100.0%	1,386	-17.0%	100.0%	1,520	100.0%	-24.3%
Months Inventory	1.9 Months		1.9 Months	0.0%		0.9 Months		111.1%
Dollar Value of Closed Escrows	\$322,544,195		\$379,293,530	-15.0%		\$329,212,331		-2.0%
Median	\$245,000		\$253,500	-3.4%		\$195,000		25.6%
Mean	\$280,230		\$273,463	2.5%		\$216,587		29.4%
Year-to-Date Statistics	01/01/13 to 11/30/13		01/01/13 to 11/30/13			1/1/2012		
	SAR monthly data, compiled		MetroList YTD data			11/30/2013		Change
Number of Closed Escrows	15,735		16,263			17,662		-10.9%
Dollar Value of Closed Escrows	\$4,160,355,221		\$4,281,012,604			\$3,507,579,928		18.6%
Median	\$236,000		\$236,000			\$175,000		34.9%
Mean	\$263,236		\$263,236			\$200,065		31.6%

Sales Volume



Median Sales Price



Inventory Volume



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

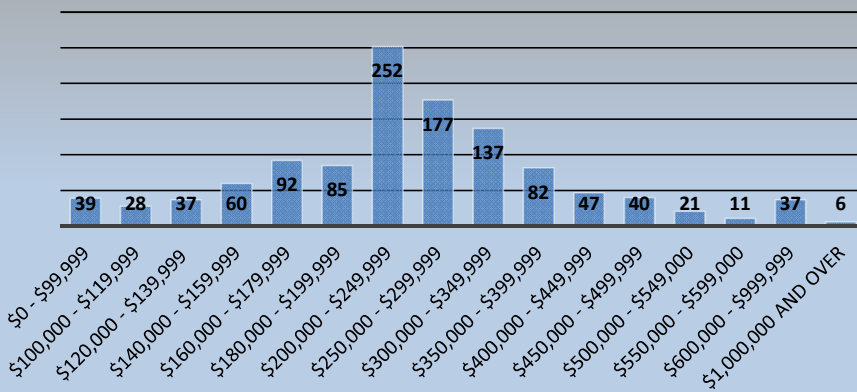
** Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties. The name has been changed to avoid confusion with sales involving conventional financing for the new buyer

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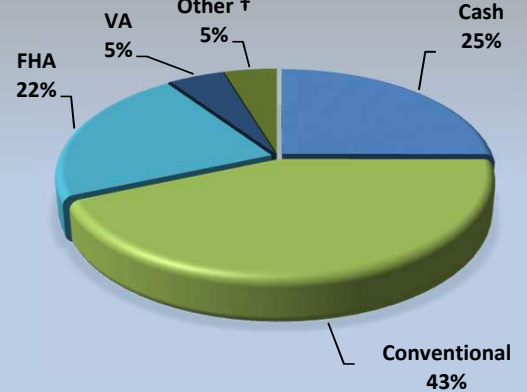
BREAKDOWN OF SALES BY PRICE

1 House on Lot Total: 1,151

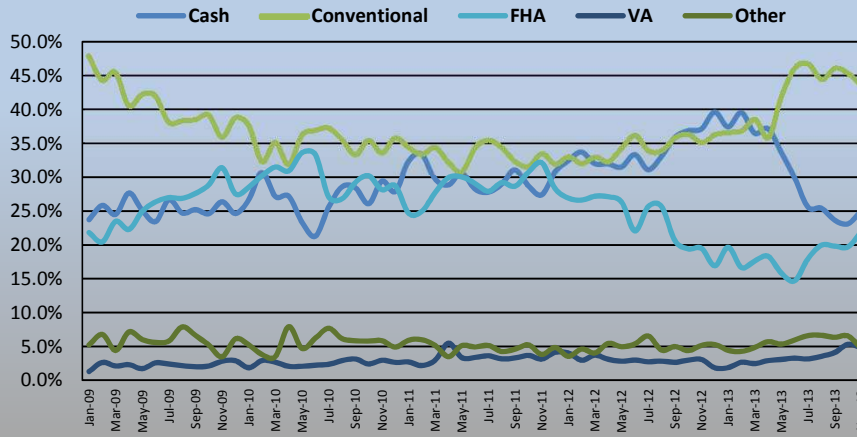


Type of Financing/Days on Market

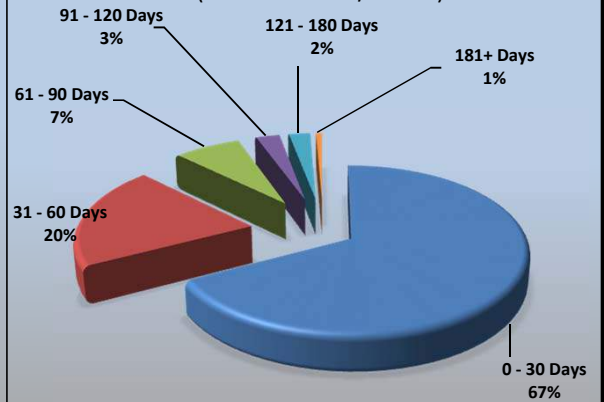
TYPE OF FINANCING (1 House on Lot/Condo)



Types of Financing Historical (% of Sales)



DAYS ON MARKET (1 House on Lot/Condo)



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	315	25.0%	359	23.9%	0 - 30	845	67.2%	73.4%	76.5%
Conventional	547	43.5%	694	46.1%	31 - 60	254	20.2%	16.5%	13.0%
FHA	276	21.9%	309	20.5%	61 - 90	90	7.2%	5.7%	5.0%
VA	61	4.8%	83	5.5%	91 - 120	32	2.5%	2.2%	2.3%
Other †	59	4.7%	59	3.9%	121 - 180	29	2.3%	1.5%	1.9%
Total	1,258	100.0%	1,504	100.0%	181+	8	0.6%	0.6%	1.3%
					Total	1,258	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: 17
 Average DOM: 29
 Average Price/Square Foot: \$163.9

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