

# MLS STATISTICS for October 2013

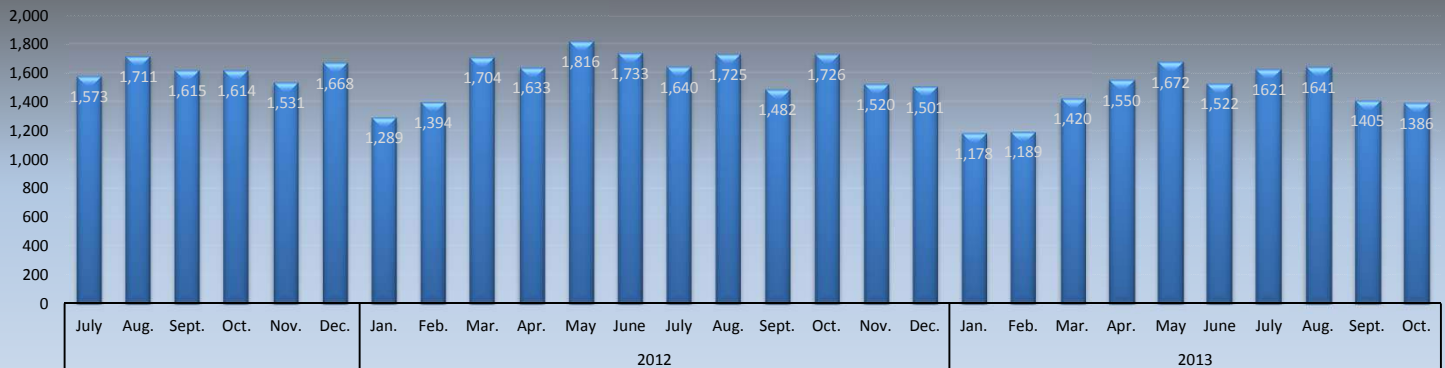
## Data for Sacramento County and the City of West Sacramento



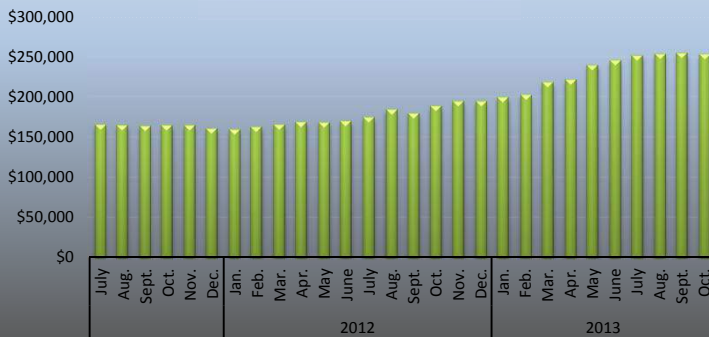
### SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,993		1,900	4.9%		1,786		11.6%
Active Listing Inventory †	2,659		2,338	13.7%		1,376		93.2%
Active Short Sale (included above)	202		175	15.4%		170		
Pending Short Lender Approval	707		729	-3.0%		2,232		-68.3%
Pending Sales This Month	1,079		924	16.8%		1,204		-10.4%
Number of REO Sales	74	5.3%	55	34.5%	3.9%	200	11.6%	-63.0%
Number of Short Sales	157	11.3%	170	-7.6%	12.1%	611	35.4%	-74.3%
Equity Sales**	1,155	83.3%	1,180	-2.1%	84.0%	915	53.0%	26.2%
Total Number of Closed Escrows	1,386	100.0%	1,405	-1.4%	100.0%	1,726	100.0%	-19.7%
Months Inventory	1.9 Months		1.7 Months	11.8%		0.8 Months		137.5%
Dollar Value of Closed Escrows	\$379,293,530		\$394,550,457	-3.9%		\$373,546,698		1.5%
Median	\$253,500		\$255,000	-0.6%		\$189,000		34.1%
Mean	\$273,463		\$281,019	-2.7%		\$217,052		26.0%
<b>Year-to-Date Statistics</b>	<b>01/01/13 to 10/31/13</b>		<b>01/01/13 to 10/31/13</b>			<b>1/1/2012</b>		<b>Change</b>
	SAR monthly data, compiled		MetroList YTD data			10/31/2012		
Number of Closed Escrows	14,584		15,054			16,142		-9.7%
Dollar Value of Closed Escrows	\$3,837,811,026		\$3,945,679,809			\$3,178,367,597		20.7%
Median	\$235,000		\$235,000			\$172,500		36.2%
Mean	\$260,987		\$262,102			\$198,573		31.4%

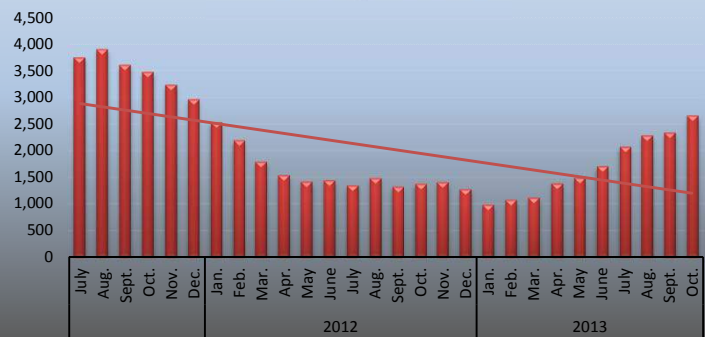
### Sales Volume



### 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

Based on Multiple Listing Service data from MetroList. © 2013 SAR.

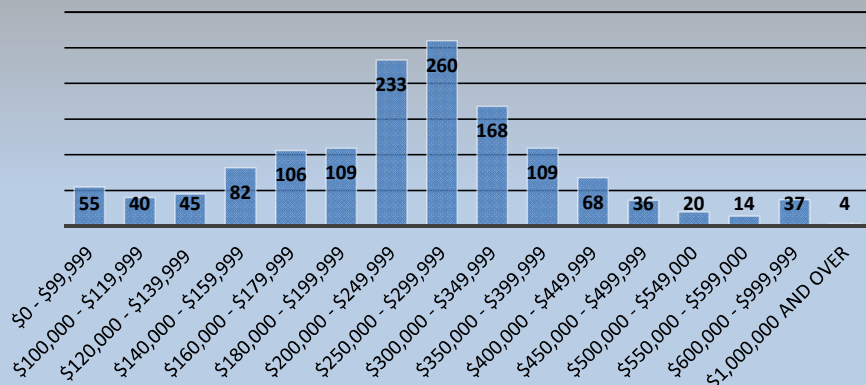
Compiled monthly by Tony Vicari, Community Relations Manager, Sacramento Association of REALTORS® | www.sacrealtor.org | 916.437.1205

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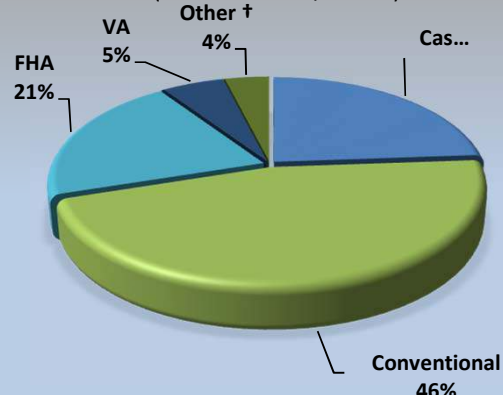
### BREAKDOWN OF SALES BY PRICE

#### 1 House on Lot Total: 1,386

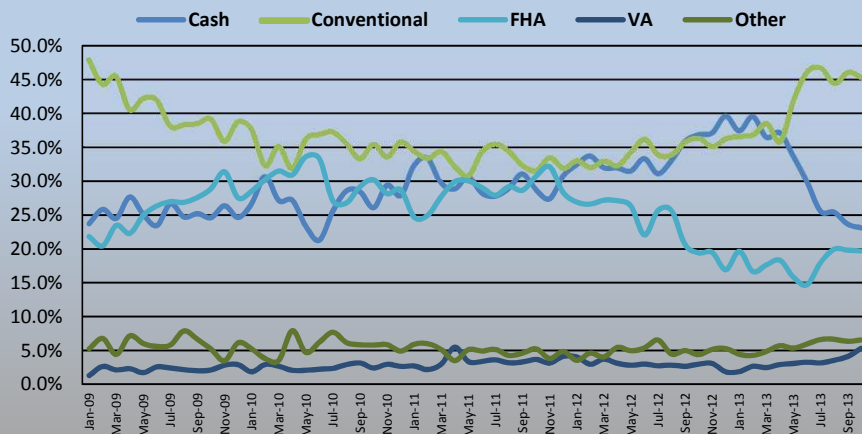


### Type of Financing/Days on Market

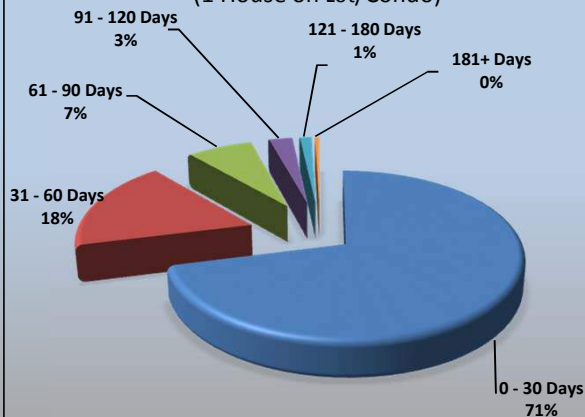
#### TYPE OF FINANCING (1 House on Lot/Condo)



#### 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	359	23.9%	358	23.6%	0 - 30	1,068	71.0%	76.5%	76.5%
Conventional	694	46.1%	698	46.1%	31 - 60	266	17.7%	14.3%	12.6%
FHA	309	20.5%	300	19.8%	61 - 90	106	7.0%	5.1%	5.0%
VA	83	5.5%	62	4.1%	91 - 120	38	2.5%	2.0%	2.5%
Other †	59	3.9%	96	6.3%	121 - 180	19	1.3%	1.4%	2.0%
<b>Total</b>	<b>1,504</b>	<b>100.0%</b>	<b>1,514</b>	<b>100.0%</b>	<b>181+</b>	<b>7</b>	<b>0.5%</b>	<b>0.7%</b>	<b>1.5%</b>
					<b>Total</b>	<b>1,504</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: 16  
 Average DOM: 27  
 Average DOM 1 - 180 Days: 26  
 Average DOM 181+ Days: 352

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