

# MLS STATISTICS for September 2013

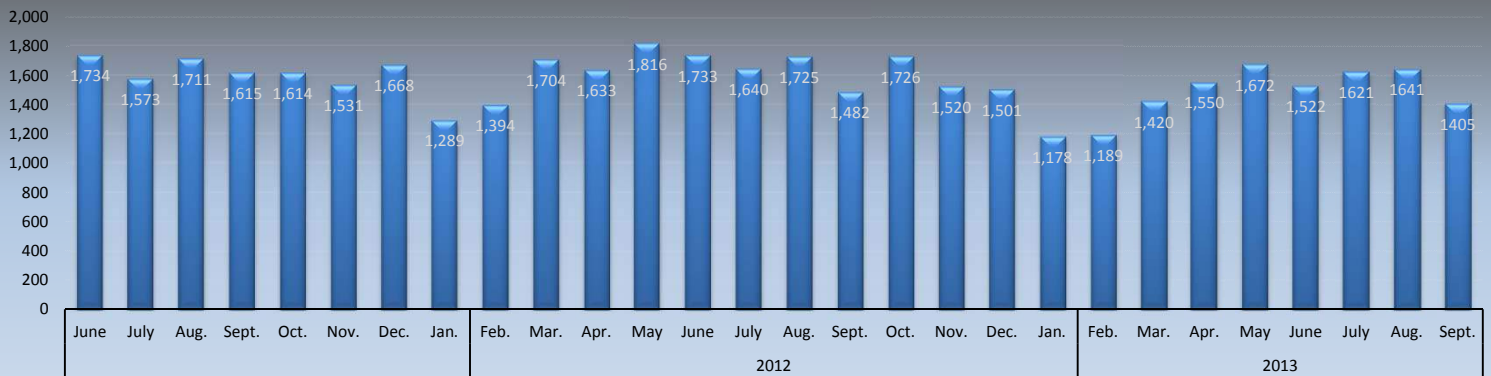
## Data for Sacramento County and the City of West Sacramento



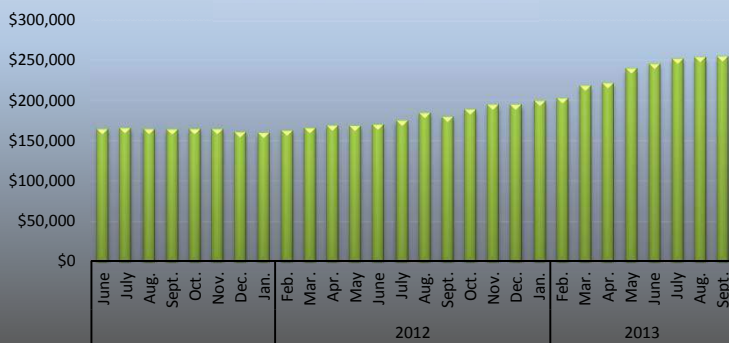
### SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,900		2,286	-16.9%		1,751		8.5%
Active Listing Inventory †	2,338		2,178	7.3%		1,319		77.3%
Active Short Sale (included above)	175		131	33.6%		153		
Pending Short Lender Approval	729		802	-9.1%		2,316		-68.5%
Pending Sales This Month	924		1,056	-12.5%		1,088		-15.1%
Number of REO Sales	55	3.9%	75	-26.7%	4.6%	229	15.5%	-76.0%
Number of Short Sales	170	12.1%	237	-28.3%	14.4%	516	34.8%	-67.1%
Conventional Sales	1,180	84.0%	1,329	-11.2%	81.0%	737	49.7%	60.1%
Total Number of Closed Escrows	1,405	100.0%	1,641	-14.4%	100.0%	1,482	100.0%	-5.2%
Months Inventory	1.7 Months		1.3 Months	30.8%		0.9 Months		88.9%
Dollar Value of Closed Escrows	\$394,550,457		\$462,813,217	-14.7%		\$311,305,286		26.7%
Median	\$255,000		\$254,000	0.4%		\$180,000		41.7%
Mean	\$281,019		\$282,203	-0.4%		\$210,341		33.6%
<b>Year-to-Date Statistics</b>	<b>01/01/13 to 09/30/13</b>		<b>01/01/13 to 09/30/13</b>			<b>1/1/2012</b>		<b>Change</b>
	SAR monthly data, compiled		MetroList YTD data			9/30/2012		
Number of Closed Escrows	13,198		13,633			14,416		-8.4%
Dollar Value of Closed Escrows	\$3,458,517,496		\$3,558,042,374			\$2,804,820,899		23.3%
Median	\$235,000		\$235,000			\$170,000		38.2%
Mean	\$260,987		\$260,987			\$196,459		32.8%

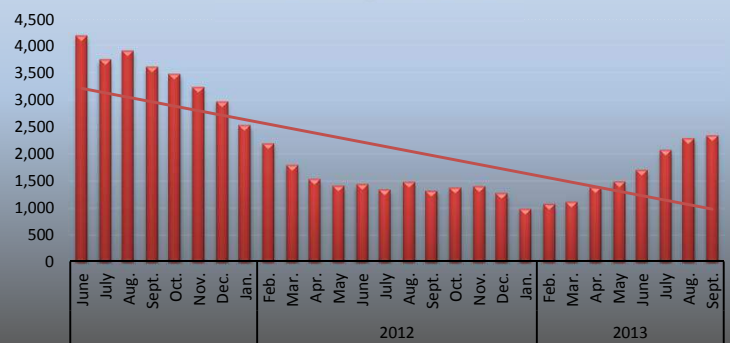
### Sales Volume



### Median Sales Price



### Inventory Volume



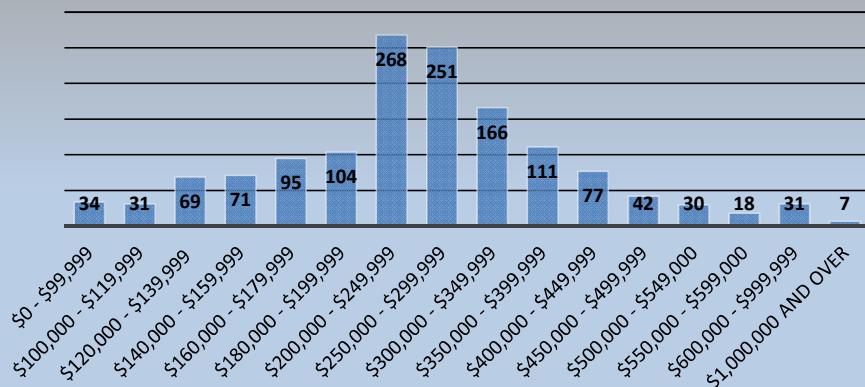
† includes: Active, Active Release Clause, Active Short Sale, Active Short Sale Contingent, Active Court Approval and Active Court Contingent listings

# MLS STATISTICS for September 2013

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

### BREAKDOWN OF SALES BY PRICE

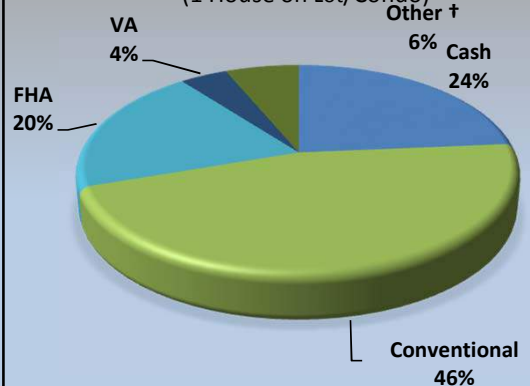
#### 1 House on Lot Total: 1,405



### Type of Financing/Days on Market

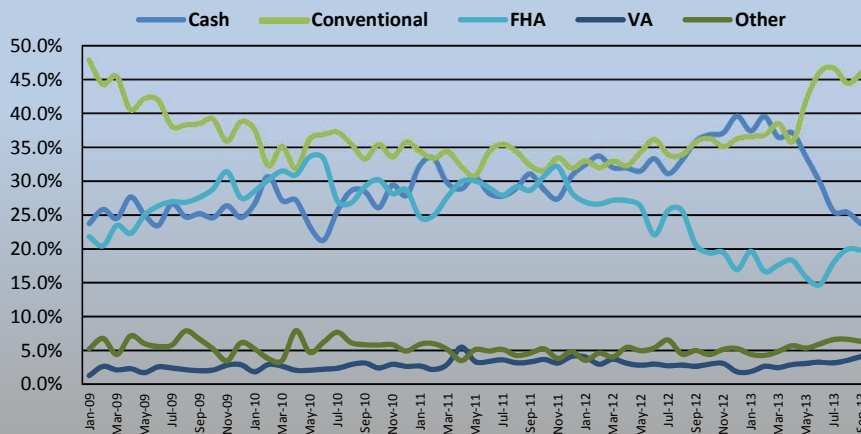
#### TYPE OF FINANCING

(1 House on Lot/Condo)



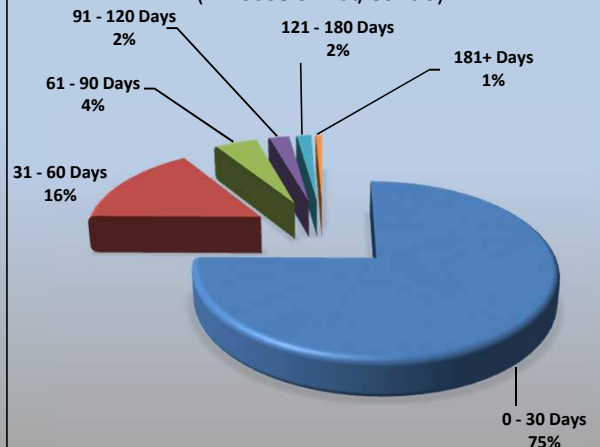
#### Types of Financing Historical

(% 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	358	23.6%	451	25.4%	0 - 30	1,138	75.2%	79.0%	76.0%
Conventional	698	46.1%	789	44.5%	31 - 60	240	15.9%	12.6%	12.3%
FHA	300	19.8%	354	19.9%	61 - 90	69	4.6%	4.4%	5.1%
VA	62	4.1%	63	3.5%	91 - 120	33	2.2%	1.8%	2.6%
Other †	96	6.3%	118	6.6%	121 - 180	24	1.6%	1.4%	2.2%
<b>Total</b>	<b>1,514</b>	<b>100.0%</b>	<b>1,775</b>	<b>100.0%</b>	<b>181+</b>	<b>10</b>	<b>0.7%</b>	<b>0.8%</b>	<b>1.8%</b>
					<b>Total</b>	<b>1,514</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: 13  
 Average DOM: 24  
 Average DOM 1 - 180 Days: 23  
 Average DOM 181+ Days: 244

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