

MLS STATISTICS for January 2014

Data for Sacramento County and the City of West Sacramento



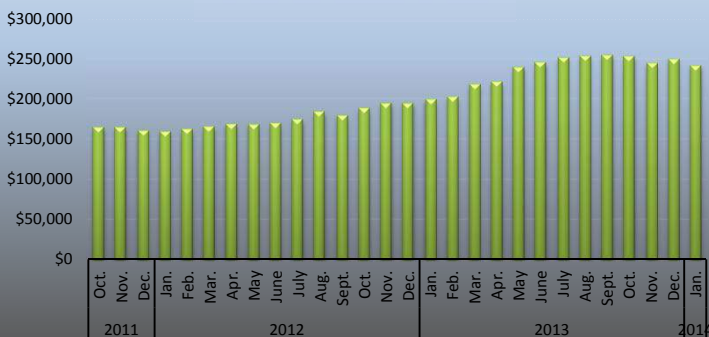
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,802		1,073	67.9%		1,660		8.6%
Active Listing Inventory †	1,932		1,836	5.2%		984		96.3%
Active Short Sale (included above)	142		168	-15.5%		85		
Pending Short Lender Approval	534		501	6.6%		1,546		-65.5%
Pending Sales This Month	802		631	27.1%		1,060		-24.3%
Number of REO Sales	79	8.1%	92	-14.1%	7.1%	162	13.8%	-51.2%
Number of Short Sales	112	11.5%	151	-25.8%	11.7%	352	29.9%	-68.2%
Equity Sales**	787	80.5%	1,051	-25.1%	81.2%	664	56.4%	18.5%
Total Number of Closed Escrows	978	100.0%	1,294	-24.4%	100.0%	1,178	100.0%	-17.0%
Months Inventory	2 Months		1.4 Months	42.9%		0.8 Months		150.0%
Dollar Value of Closed Escrows	\$264,357,539		\$364,445,968	-27.5%		\$266,960,062		-1.0%
Median	\$242,000		\$250,000	-3.2%		\$200,000		21.0%
Mean	\$270,581		\$281,861	-4.0%		\$226,624		19.4%
Year-to-Date Statistics	01/01/14 to 1/31/14		01/01/14 to 1/31/14			1/1/2013		Change
	SAR monthly data, compiled		MetroList YTD data			1/31/2013		
Number of Closed Escrows	978		978			1,178		-17.0%
Dollar Value of Closed Escrows	\$264,357,539		\$264,357,539			\$266,960,062		-1.0%
Median	\$242,000		\$242,000			\$200,000		21.0%
Mean	\$270,581		\$270,581			\$226,624		19.4%

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

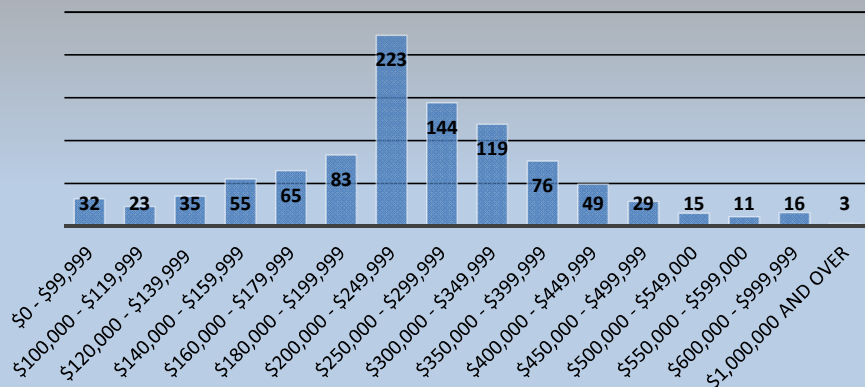
** Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties. The name has been changed to avoid confusion with sales involving conventional financing for the new buyer

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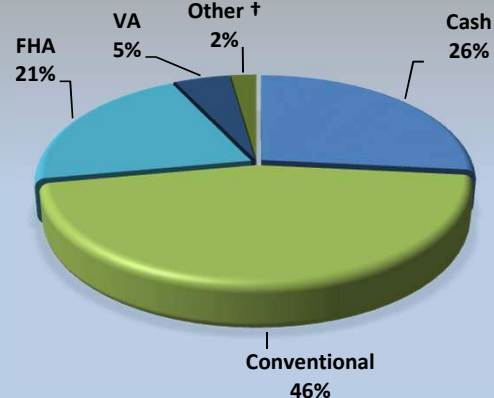
BREAKDOWN OF SALES BY PRICE

1 House on Lot Total: 978

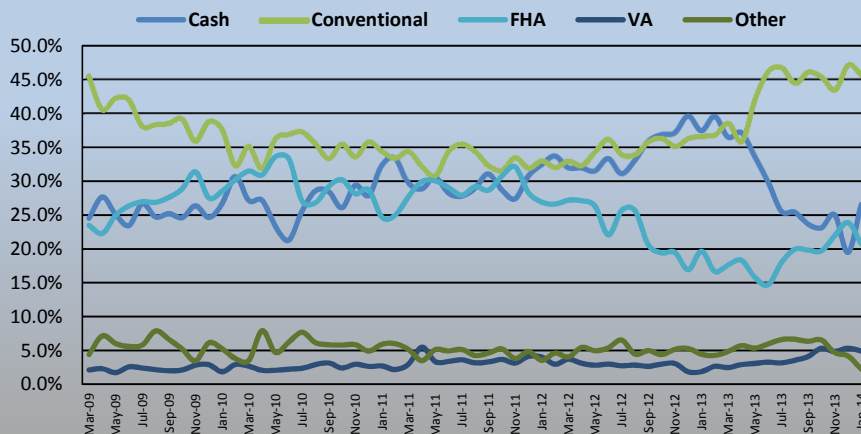


Type of Financing/Days on Market

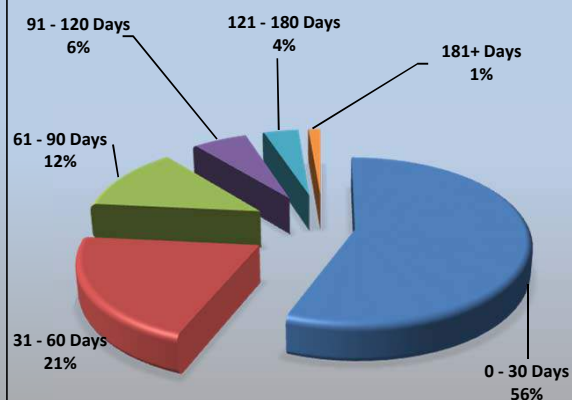
TYPE OF FINANCING (1 House on Lot/Condo)



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	282	26.6%	252	19.5%	0 - 30	594	55.9%	64.4%	74.9%
Conventional	484	45.6%	610	47.1%	31 - 60	219	20.6%	19.8%	14.0%
FHA	220	20.7%	309	23.9%	61 - 90	133	12.5%	8.9%	5.7%
VA	52	4.9%	69	5.3%	91 - 120	62	5.8%	3.5%	2.4%
Other †	24	2.3%	54	4.2%	121 - 180	40	3.8%	2.6%	2.0%
Total	1,062	100.0%	1,294	100.0%	181+	14	1.3%	0.8%	1.0%
					Total	1,062	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: 25
 Average DOM: 39
 Average Price/Square Foot: \$157.7

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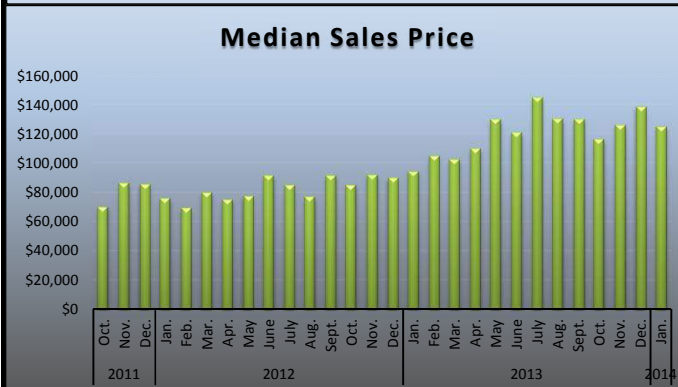
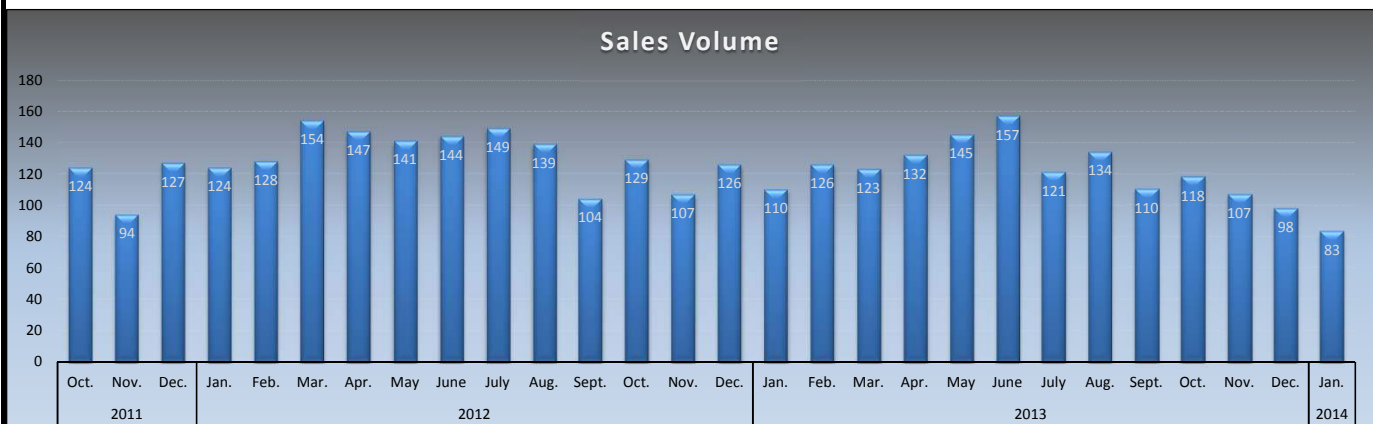
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CONDO RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	159		90	76.7%		157		1.3%
Active Listing Inventory †	177		185	-4.3%		104		70.2%
Active Short Sale (included above)	19		18	5.6%		10		
Pending Short Lender Approval	61		69	-11.6%		163		-62.6%
Pending Sales This Month	70		49	42.9%		93		-24.7%
Number of REO Sales	10	12.0%	10	0.0%	10.2%	21	19.1%	-52.4%
Number of Short Sales	13	15.7%	16	-18.8%	16.3%	38	34.5%	-65.8%
Equity Sales	60	72.3%	72	-16.7%	73.5%	51	46.4%	17.6%
Total Number of Closed Escrows	83	100.0%	98	-15.3%	100.0%	110	100.0%	-24.5%
Months Inventory	2.1 Months		1.9 Months	10.5%		0.9 Months		133.3%
Dollar Value of Closed Escrows	\$12,106,540		\$14,650,456	-17.4%		\$12,716,518		-4.8%
Median	\$125,000		\$138,500	-9.7%		\$94,250		32.6%
Mean	\$145,862		\$149,494	-2.4%		\$115,605		26.2%

Year-to-Date Statistics	01/01/14 to 01/31/14	01/01/14 to 01/31/14	1/1/2013	12/31/2013	Change
	SAR monthly data, compiled	MetroList YTD data			
Number of Closed Escrows	83	83	110		-24.5%
Dollar Value of Closed Escrows	\$12,106,540	\$12,106,540	\$12,716,518		-4.8%
Median	\$125,000	\$125,000	\$94,250		32.6%
Mean	\$145,862	\$145,862	\$115,605		26.2%



† 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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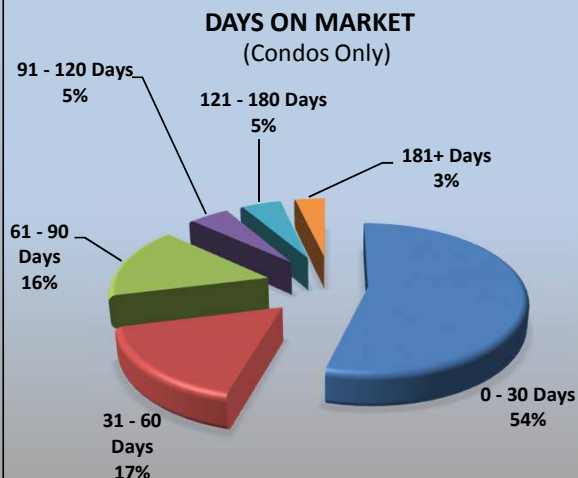
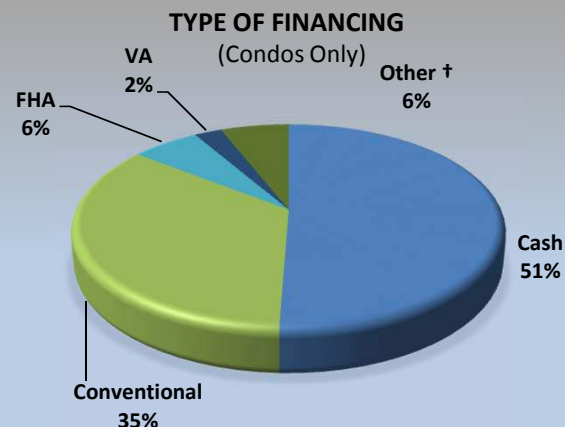
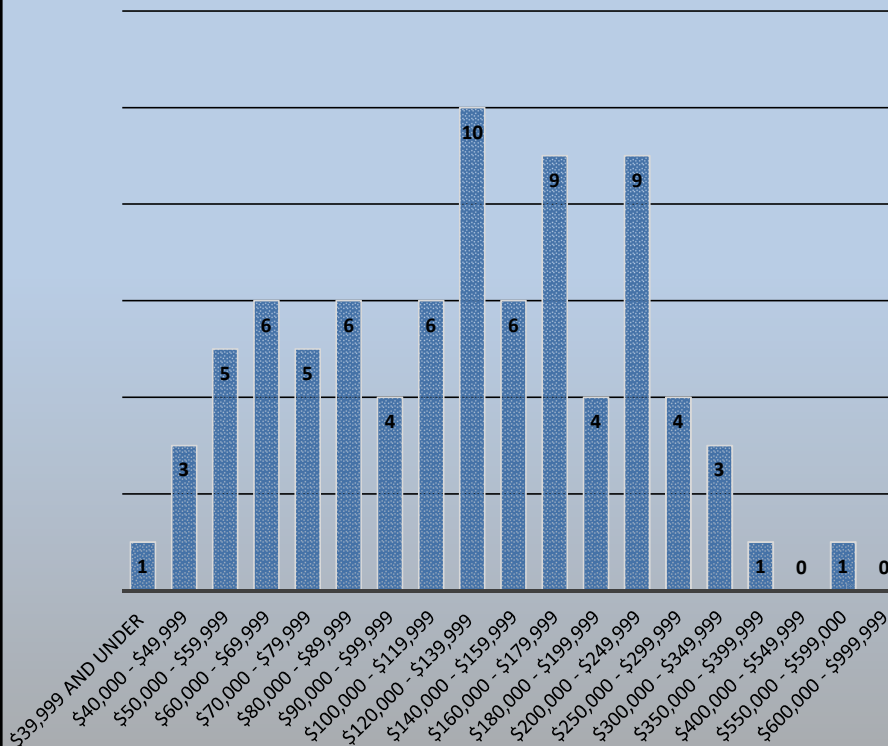
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 83



Type of Financing	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		
Financing Method							Current Month	Last 4 Months	Last 12 Months
Cash	42	50.6%	46	46.9%	0 - 30	45	54.2%	62.6%	79.0%
Conventional	29	34.9%	41	41.8%	31 - 60	14	16.9%	21.4%	11.4%
FHA	5	6.0%	4	4.1%	61 - 90	13	15.7%	8.6%	4.5%
VA	2	2.4%	1	1.0%	91 - 120	4	4.8%	3.4%	2.0%
Other †	5	6.0%	6	6.1%	121 - 180	4	4.8%	2.5%	1.9%
Total	83	100.0%	98	100.0%	181+	3	3.6%	1.5%	1.2%
					Total	83	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.

Average DOM: 47

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