

MLS STATISTICS for March 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 | 1,952 | | 1,619 | 20.6% | | 1,956 | | -0.2% |
| Active Listing Inventory † | 1,907 | | 2,013 | -5.3% | | 1,114 | | 71.2% |
| Active Short Sale (included above) | 119 | | 132 | -9.8% | | 71 | | 67.6% |
| Pending Short Lender Approval | 498 | | 562 | -11.4% | | 1,400 | | -64.4% |
| Pending Sales This Month | 1,175 | | 1,039 | 13.1% | | 1,265 | | -7.1% |
| Number of REO Sales | 97 | 7.8% | 65 | 49.2% | 6.6% | 146 | 10.3% | -33.6% |
| Number of Short Sales | 106 | 8.5% | 123 | -13.8% | 12.5% | 380 | 26.8% | -72.1% |
| Equity Sales** | 1,041 | 83.7% | 796 | 30.8% | 80.9% | 894 | 63.0% | 16.4% |
| Total Number of Closed Escrows | 1,244 | 100.0% | 984 | 26.4% | 100.0% | 1,420 | 100.0% | -12.4% |
| Months Inventory | 1.5 Months | | 2 Months | -25.0% | | 0.8 Months | | 87.5% |
| Dollar Value of Closed Escrows | \$359,926,693 | | \$280,414,465 | 28.4% | | \$353,810,038 | | 1.7% |
| Median | \$262,450 | | \$260,000 | 0.9% | | \$218,750 | | 20.0% |
| Mean | \$289,330 | | \$284,974 | 1.5% | | \$249,162 | | 16.1% |
| Year-to-Date Statistics | 01/01/14 to 3/31/14 | | 01/01/14 to 3/31/14 | | | 1/1/2013 | | |
| | SAR monthly data, compiled | | MetroList YTD data | | | 3/31/2013 | | Change |
| Number of Closed Escrows | 3,206 | | 3,252 | | | 3,787 | | -15.3% |
| Dollar Value of Closed Escrows | \$904,698,697 | | \$916,777,116 | | | \$897,214,830 | | 0.8% |
| Median | \$255,000 | | \$255,000 | | | \$208,500 | | 22.3% |
| Mean | \$281,912 | | \$281,912 | | | \$236,384 | | 19.3% |

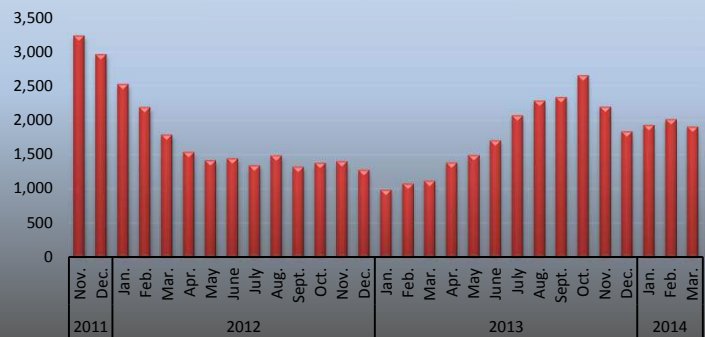
Sales Volume



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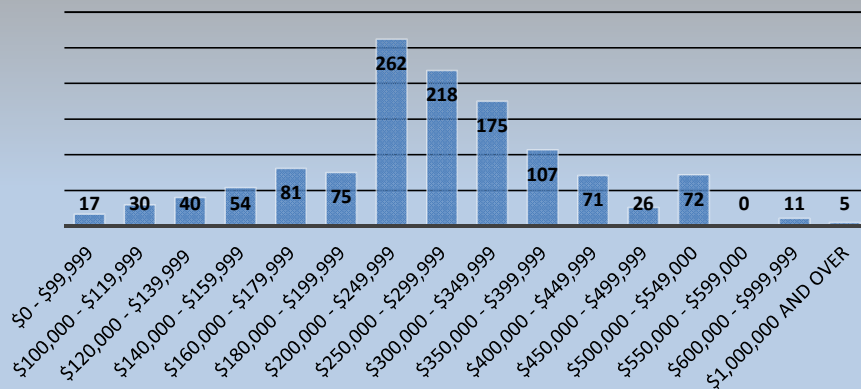
Compiled monthly by Tony Vicari, Communications Manager, Sacramento Association of REALTORS® | www.sacrealtor.org | 916.437.1205

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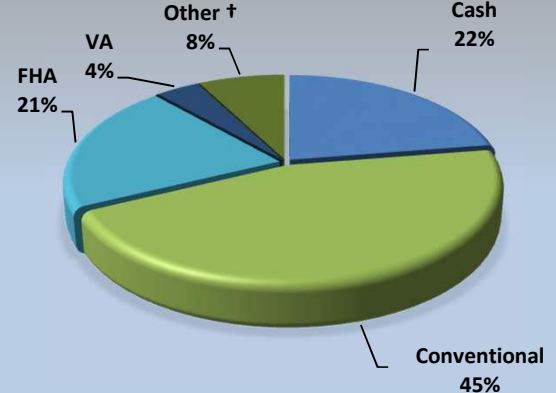
BREAKDOWN OF SALES BY PRICE

1 House on Lot Total: 1,244

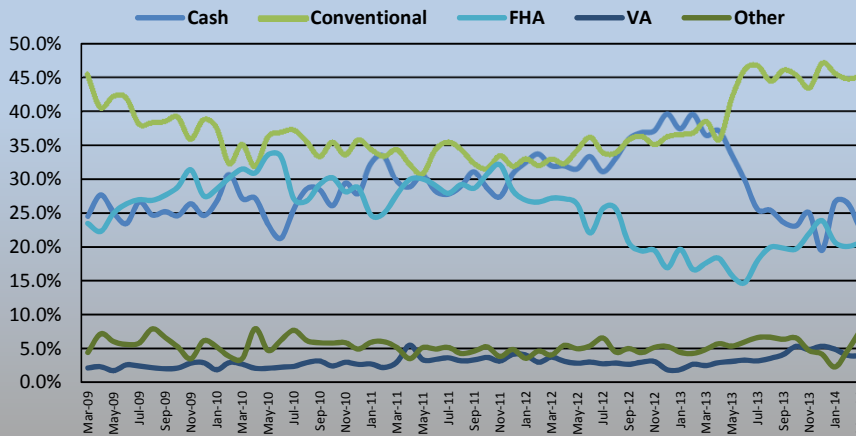


Type of Financing/Days on Market

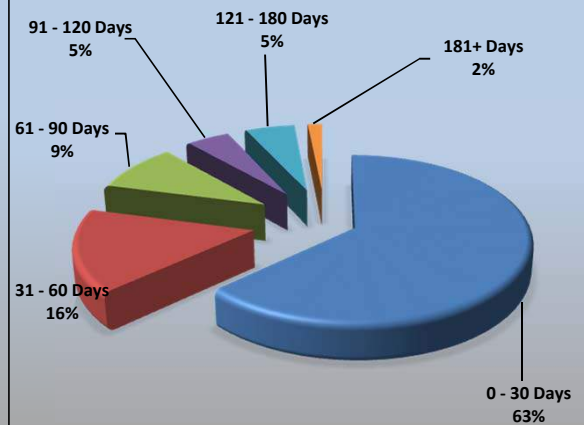
TYPE OF FINANCING (1 House on Lot/Condo)



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 | 306 | 22.5% | 293 | 26.5% | 0 - 30 | 857 | 63.1% | 59.8% | 72.9% |
| Conventional | 615 | 45.3% | 496 | 44.8% | 31 - 60 | 218 | 16.0% | 18.9% | 14.8% |
| FHA | 281 | 20.7% | 222 | 20.1% | 61 - 90 | 128 | 9.4% | 10.6% | 6.3% |
| VA | 53 | 3.9% | 44 | 4.0% | 91 - 120 | 63 | 4.6% | 4.9% | 2.8% |
| Other † | 104 | 7.7% | 52 | 4.7% | 121 - 180 | 72 | 5.3% | 4.4% | 2.3% |
| Total | 1,359 | 100.0% | 1,107 | 100.0% | 181+ | 21 | 1.5% | 1.4% | 1.0% |
| | | | | | Total | 1,359 | 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: 19
Average DOM: 38
Average Price/Square Foot: \$170.0

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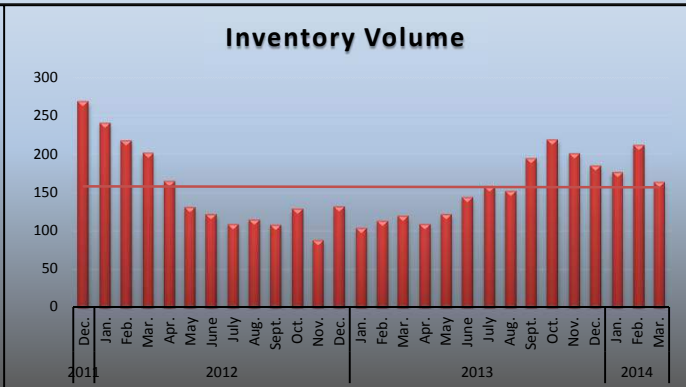
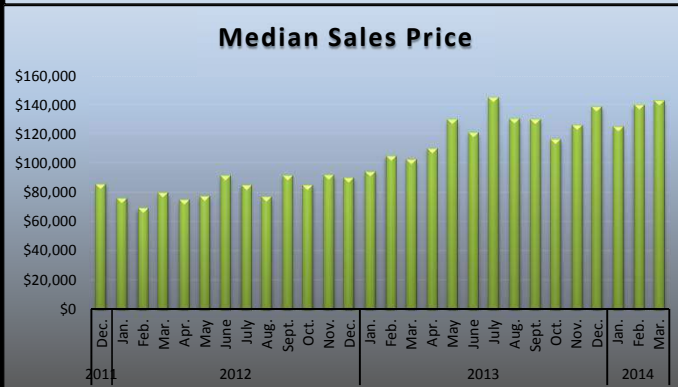
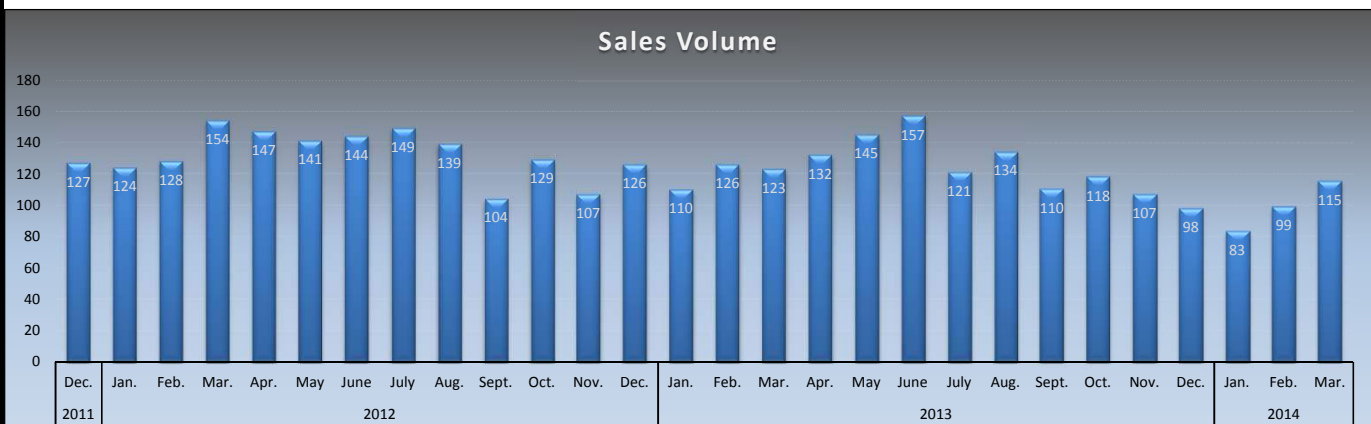
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CONDO RESALES

| Monthly Statistics | Current Month | % of Total Sales | Last Month | Change | % of Total Sales | Last Year | % of Total Sales | Change |
|------------------------------------|-----------------------------------|------------------|-----------------------------|--------|------------------|------------------|------------------|---------------|
| Listings Published this Month | 164 | | 155 | 5.8% | | 145 | | 13.1% |
| Active Listing Inventory † | 222 | | 212 | 4.7% | | 113 | | 96.5% |
| Active Short Sale (included above) | 23 | | 24 | -4.2% | | 11 | | 109.1% |
| Pending Short Lender Approval | 50 | | 54 | -7.4% | | 149 | | -66.4% |
| Pending Sales This Month | 80 | | 85 | -5.9% | | 88 | | -9.1% |
| Number of REO Sales | 11 | 9.6% | 11 | 0.0% | 11.1% | 16 | 13.0% | -31.3% |
| Number of Short Sales | 6 | 5.2% | 11 | -45.5% | 11.1% | 37 | 30.1% | -83.8% |
| Equity Sales | 98 | 85.2% | 77 | 27.3% | 77.8% | 70 | 56.9% | 40.0% |
| Total Number of Closed Escrows | 115 | 100.0% | 99 | 16.2% | 100.0% | 123 | 100.0% | -6.5% |
| Months Inventory | 1.9 Months | | 2.1 Months | -9.5% | | 0.9 Months | | 111.1% |
| Dollar Value of Closed Escrows | \$16,420,952 | | \$17,881,011 | -8.2% | | \$15,831,339 | | 3.7% |
| Median | \$127,000 | | \$140,000 | -9.3% | | \$105,000 | | 21.0% |
| Mean | \$142,791 | | \$180,616 | -20.9% | | \$128,710 | | 10.9% |
| Year-to-Date Statistics | 01/01/14 to 03/31/14 | | 01/01/14 to 03/31/14 | | | 1/1/2013 | | Change |
| | SAR monthly data, compiled | | MetroList YTD data | | | 3/31/2013 | | |
| Number of Closed Escrows | 182 | | 182 | | | 359 | | -49.3% |
| Dollar Value of Closed Escrows | \$29,987,551 | | \$29,987,551 | | | \$43,450,798 | | -31.0% |
| Median | \$138,000 | | \$138,000 | | | \$99,000 | | 39.4% |
| Mean | \$164,767 | | \$164,767 | | | \$117,418 | | 40.3% |



† 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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MLS STATISTICS for March 2014

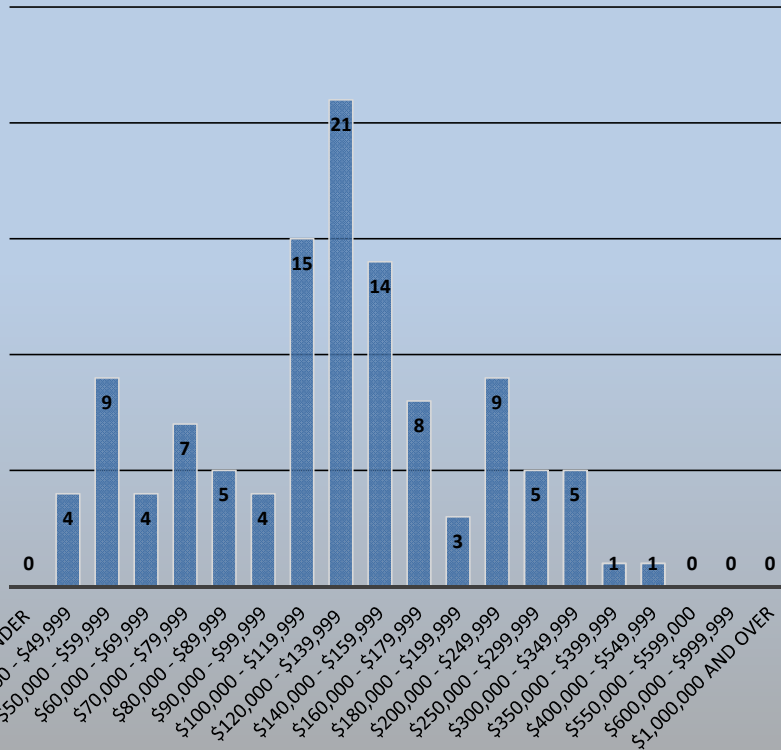
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

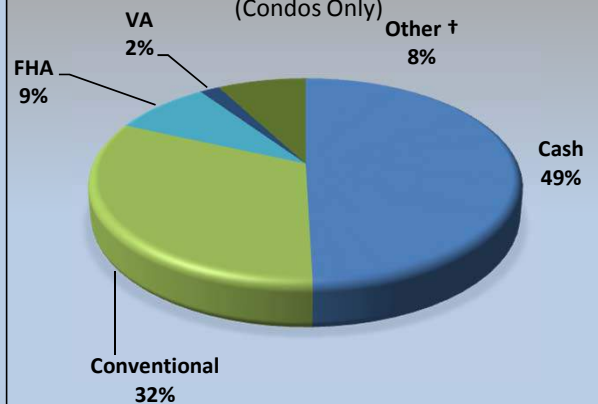
Type of Financing/Days on Market

Condos

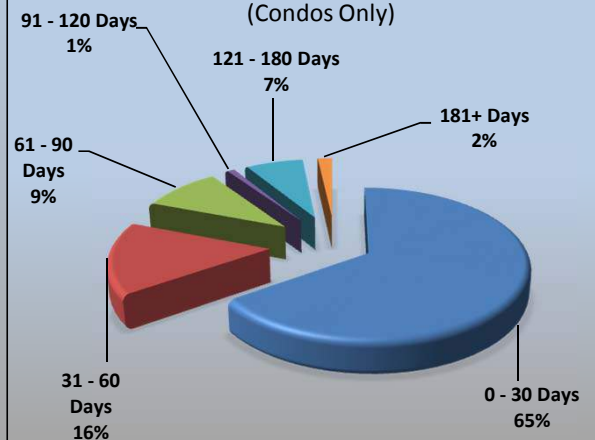
Total: 115



TYPE OF FINANCING (Condos Only)



DAYS ON MARKET (Condos Only)



| 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 | | |
| (Condo Only) Financing Method | | | | | | | Current Month | Last 4 Months | Last 12 Months |
| Cash | 57 | 49.6% | 54 | 54.5% | 0 - 30 | 75 | 65.2% | 56.5% | 79.9% |
| Conventional | 37 | 32.2% | 32 | 32.3% | 31 - 60 | 18 | 15.7% | 21.1% | 11.4% |
| FHA | 10 | 8.7% | 6 | 6.1% | 61 - 90 | 11 | 9.6% | 10.8% | 4.1% |
| VA | 2 | 1.7% | 2 | 2.0% | 91 - 120 | 1 | 0.9% | 4.7% | 1.9% |
| Other † | 9 | 7.8% | 5 | 5.1% | 121 - 180 | 8 | 7.0% | 3.4% | 1.6% |
| Total | 115 | 100.0% | 99 | 100.0% | 181+ | 2 | 1.7% | 3.4% | 1.1% |
| | | | | | Total | 115 | 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: 34

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