

# MLS STATISTICS for February 2015

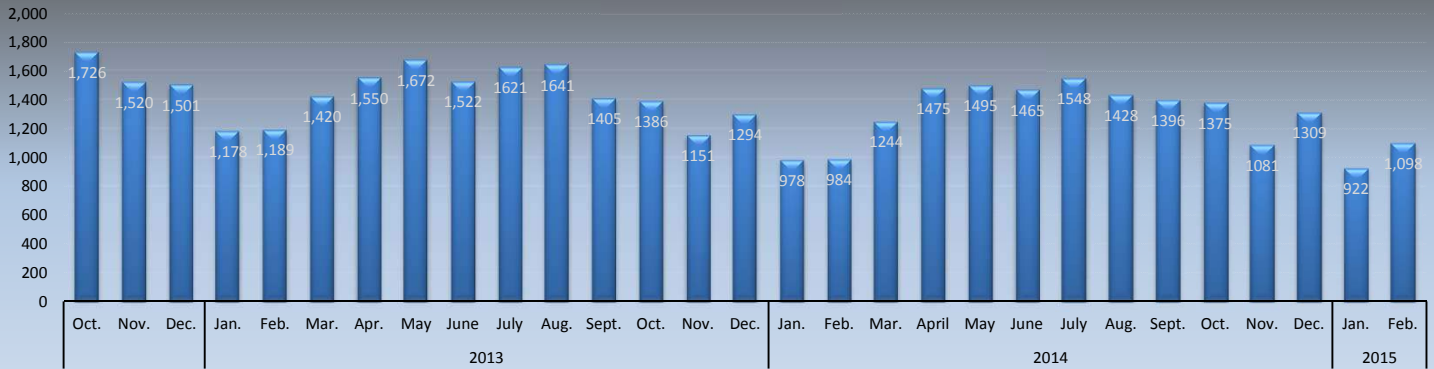
Data for Sacramento County and the City of West Sacramento



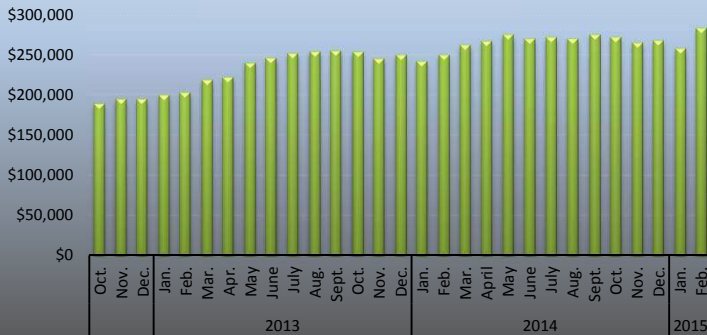
## SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,689		1,720	-1.8%		1,619		4.3%
Active Listing Inventory †	2,293		2,412	-4.9%		2,013		13.9%
Active Short Sale (included above)	121		149	-18.8%		132		-8.3%
Pending Short Lender Approval	322		269	19.7%		562		-42.7%
Pending Sales This Month	1,247		895	39.3%		1,039		20.0%
Number of REO Sales	91	8.3%	85	7.1%	9.2%	65	6.6%	40.0%
Number of Short Sales	71	6.5%	69	2.9%	7.4%	123	12.5%	-42.3%
Equity Sales**	936	85.2%	773	21.1%	83.4%	796	80.9%	17.6%
Total Number of Closed Escrows	1,098	100%	927	18.4%	100%	984	100.0%	11.6%
Months Inventory	2.1 Months		2.6 Months	-19.2%		2 Months		5.0%
Dollar Value of Closed Escrows	\$340,778,823		\$262,746,349	29.7%		\$280,414,465		21.5%
Median	\$283,050		\$258,000	9.7%		\$260,000		8.9%
Mean	\$310,363		\$283,437	9.5%		\$284,974		8.9%
Year-to-Date Statistics	1/01/15 to 2/28/15		1/01/15 to 2/28/15			1/1/2014		
	SAR monthly data, compiled		MetroList YTD data			2/28/2014		Change
Number of Closed Escrows	2,025		2,035			1,962		3.2%
Dollar Value of Closed Escrows	\$603,525,172		\$605,404,322			\$544,772,004		10.8%
Median	\$269,900		\$269,900			\$250,000		8.0%
Mean	\$298,037		\$297,496			\$277,662		7.3%

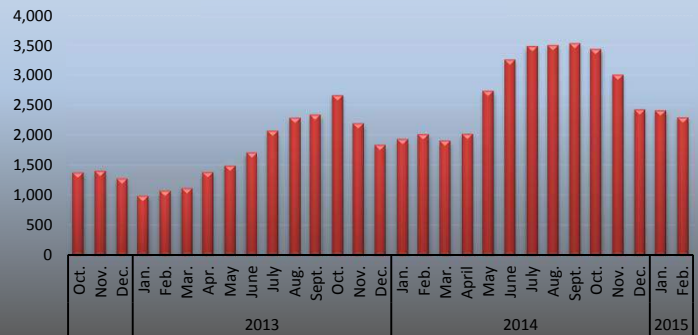
### Sales Volume



### 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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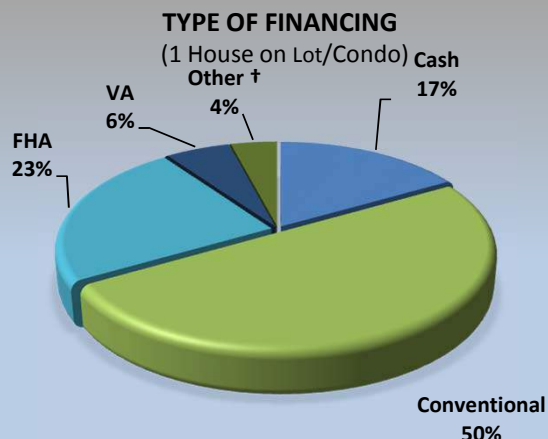
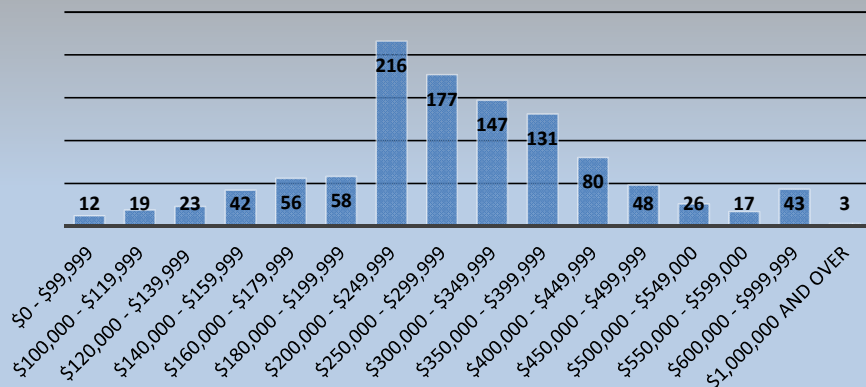
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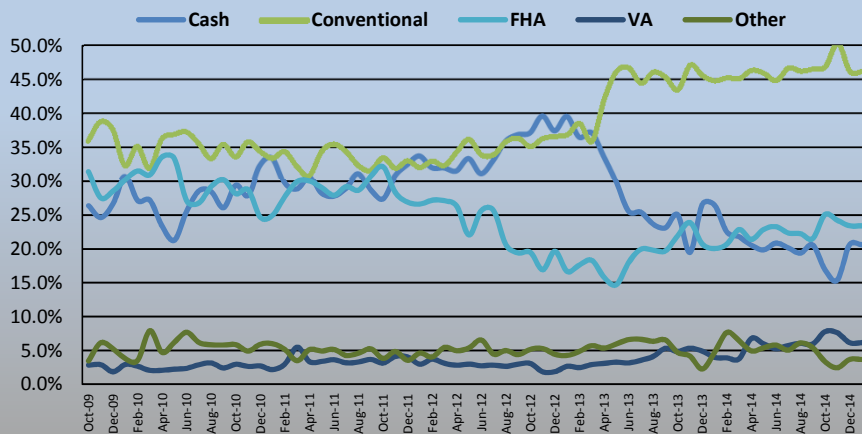
## BREAKDOWN OF SALES BY PRICE

## Type of Financing/Days on Market

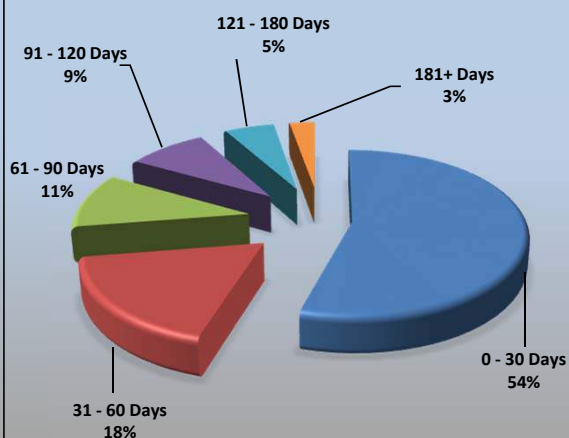
### 1 House on Lot Total: 1,098



### Types of Financing Historical (% of Sales)



### DAYS ON MARKET (1 House on Lot/Condo)



Type of Financing (Single Family Home only) Financing Method	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	% of Total				
					(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	184	16.8%	191	20.6%	0 - 30	599	54.6%	52.8%	62.8%
Conventional	548	49.9%	428	46.2%	31 - 60	197	17.9%	22.0%	18.7%
FHA	258	23.5%	217	23.4%	61 - 90	118	10.7%	12.1%	9.3%
VA	63	5.7%	57	6.1%	91 - 120	95	8.7%	6.4%	4.4%
Other †	45	4.1%	34	3.7%	121 - 180	59	5.4%	4.9%	3.4%
<b>Total</b>	<b>1,098</b>	<b>100.0%</b>	<b>927</b>	<b>100.0%</b>	<b>181+</b>	<b>30</b>	<b>2.7%</b>	<b>1.7%</b>	<b>1.3%</b>
					<b>Total</b>	<b>1,098</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: 25**  
**Average DOM: 44**  
**Average Price/Square Foot: \$168.0**

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**MLS STATISTICS for February 2015**  
Data for Sacramento County and the City of West Sacramento



**CONDOMINIUM REALES**

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	168		175	-4.0%		164		2.4%
Active Listing Inventory †	240		256	-6.3%		222		8.1%
Active Short Sale (included above)	11		19	-42.1%		23		-52.2%
Pending Short Lender Approval	40		29	37.9%		50		-20.0%
Pending Sales This Month	128		66	93.9%		80		60.0%
Number of REO Sales	11	13.1%	11	0.0%	13.3%	11	9.6%	0.0%
Number of Short Sales	3	3.6%	1	200.0%	1.2%	6	5.2%	-50.0%
Equity Sales	70	83.3%	71	-1.4%	85.5%	98	85.2%	-28.6%
Total Number of Closed Escrows	84	100%	83	1.2%	100%	115	100.0%	-27.0%
Months Inventory	2.9 Months		3.1 Months	-6.5%		1.9 Months		52.6%
Dollar Value of Closed Escrows	\$13,800,658		\$12,343,146	11.8%		\$16,420,952		-16.0%
Median	\$127,000		\$131,000	-3.1%		\$127,000		0.0%
Mean	\$158,628		\$148,713	6.7%		\$142,791		11.1%
<b>Year-to-Date Statistics</b>	<b>01/1/15 to 2/28/15</b>		<b>01/1/15 to 2/28/15</b>			<b>1/1/2014</b>		<b>Change</b>
	SAR monthly data, compiled		MetroList YTD data			2/28/2014		
Number of Closed Escrows	167		171			182		-8.2%
Dollar Value of Closed Escrows	\$26,143,804		\$26,203,804			\$29,987,551		-12.8%
Median	\$129,000		\$129,000			\$138,000		-6.5%
Mean	\$156,550		\$153,239			\$164,767		-5.0%

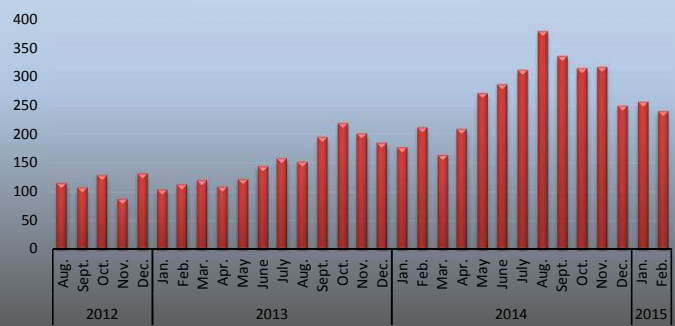
**Sales Volume**



**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

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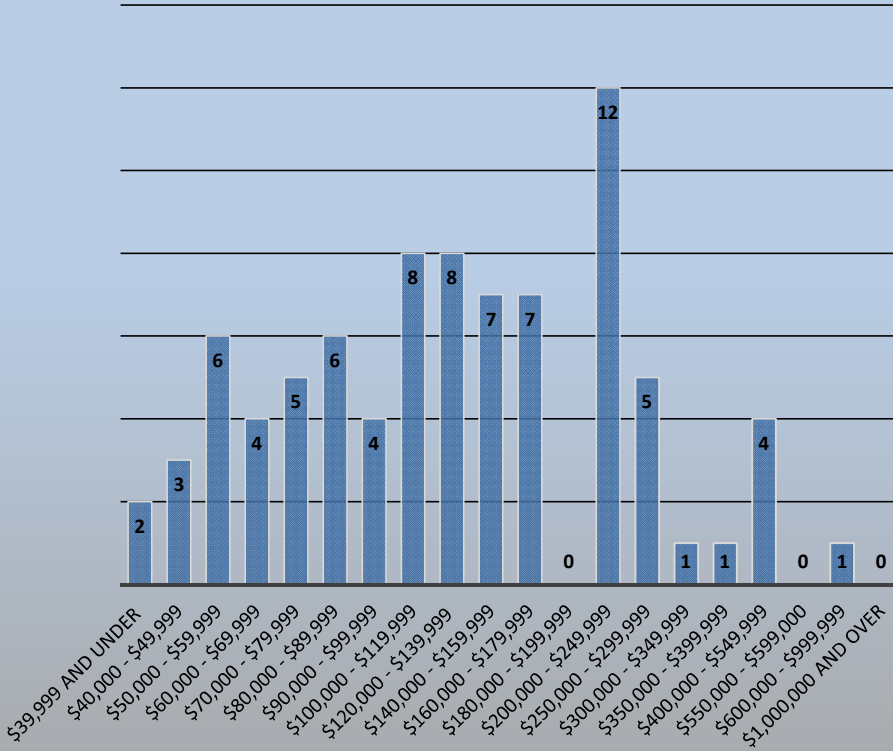
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## BREAKDOWN OF SALES BY PRICE

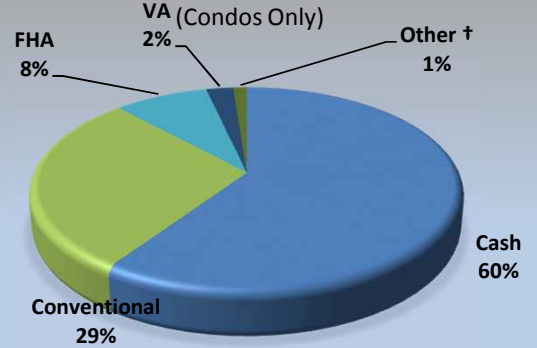
## Type of Financing/Days on Market

### Condos

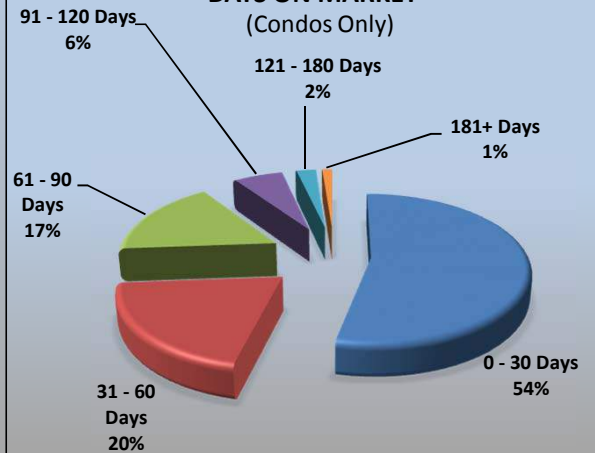
Total: 84



### TYPE OF FINANCING



### 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	50	59.5%	38	45.8%	0 - 30	45	53.6%	48.9%	58.0%
Conventional	24	28.6%	37	44.6%	31 - 60	17	20.2%	26.2%	20.4%
FHA	7	8.3%	4	4.8%	61 - 90	14	16.7%	13.0%	10.8%
VA	2	2.4%	3	3.6%	91 - 120	5	6.0%	4.5%	4.9%
Other †	1	1.2%	1	1.2%	121 - 180	2	2.4%	6.1%	3.8%
<b>Total</b>	<b>84</b>	<b>100.0%</b>	<b>83</b>	<b>100.0%</b>	<b>181+</b>	<b>1</b>	<b>1.2%</b>	<b>1.3%</b>	<b>2.1%</b>
					<b>Total</b>	<b>84</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 financir

**Average DOM:**

**38**

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