

MLS STATISTICS for January 2015

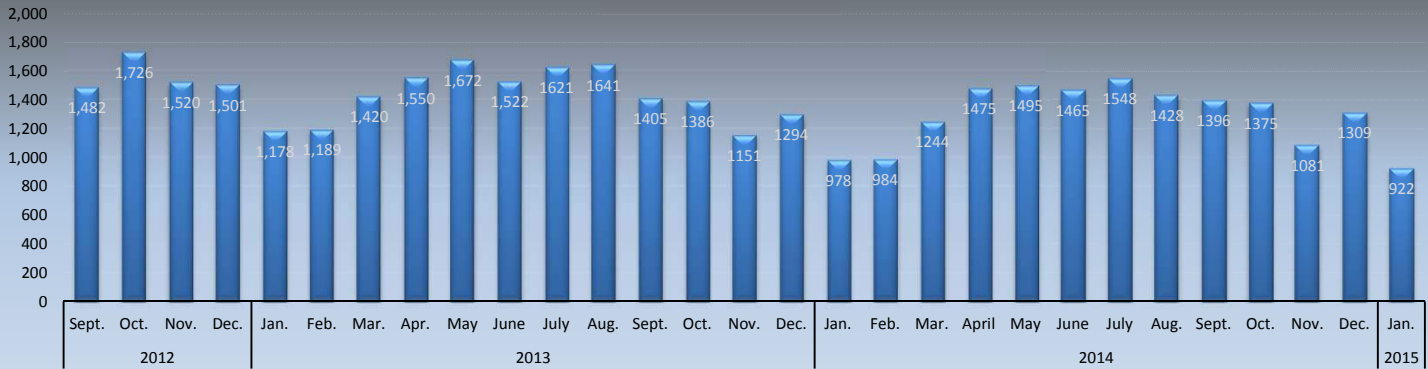
Data for Sacramento County and the City of West Sacramento



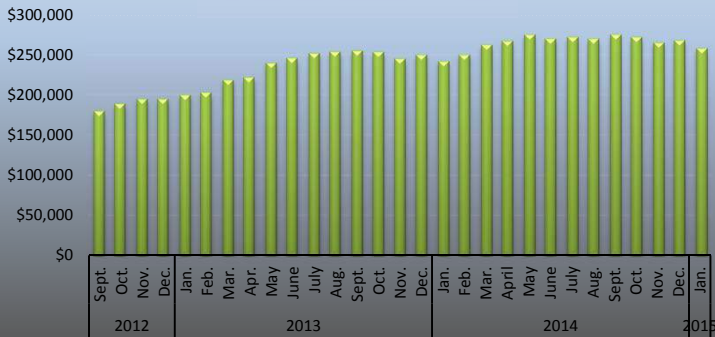
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,720		980	75.5%		1,802		-4.6%
Active Listing Inventory †	2,412		2,427	-0.6%		1,932		24.8%
Active Short Sale (included above)	149		142	4.9%		142		4.9%
Pending Short Lender Approval	269		284	-5.3%		534		-49.6%
Pending Sales This Month	895		811	10.4%		802		11.6%
Number of REO Sales	85	9.2%	88	-3.4%	6.7%	79	8.1%	7.6%
Number of Short Sales	69	7.4%	80	-13.8%	6.1%	112	11.5%	-38.4%
Equity Sales**	773	83.4%	1,145	-32.5%	87.2%	787	80.5%	-1.8%
Total Number of Closed Escrows	927	100%	1,313	-29.4%	100%	978	100.0%	-5.2%
Months Inventory	2.6 Months		1.8 Months	44.4%		2 Months		30.0%
Dollar Value of Closed Escrows	\$262,746,349		\$386,253,993	-32.0%		\$264,357,539		-0.6%
Median	\$258,000		\$268,000	-3.7%		\$242,000		6.6%
Mean	\$283,437		\$294,177	-3.7%		\$270,581		4.8%
Year-to-Date Statistics	1/01/15 to 1/31/15		1/01/15 to 1/31/15			1/1/2014		
	SAR monthly data, compiled		MetroList YTD data			1/31/2014		Change
Number of Closed Escrows	927		927			978		-5.2%
Dollar Value of Closed Escrows	\$262,746,349		\$262,746,349			\$264,357,539		-0.6%
Median	\$258,000		\$258,000			\$242,000		6.6%
Mean	\$283,437		\$283,437			\$270,581		4.8%

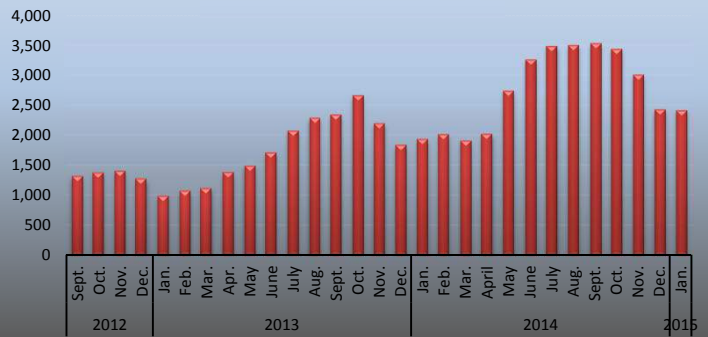
Sales Volume



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

** 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

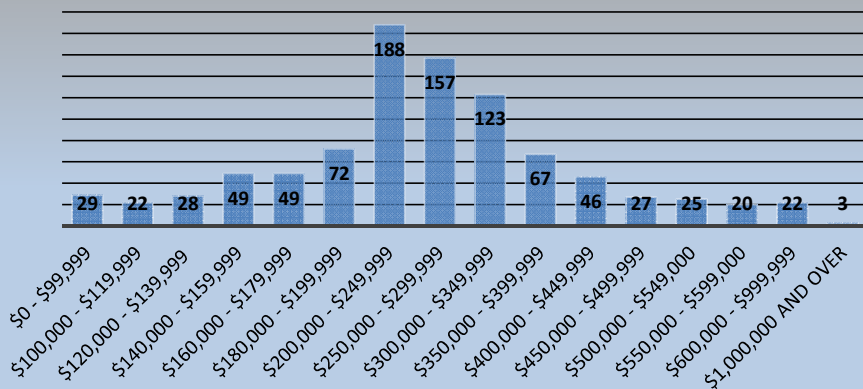
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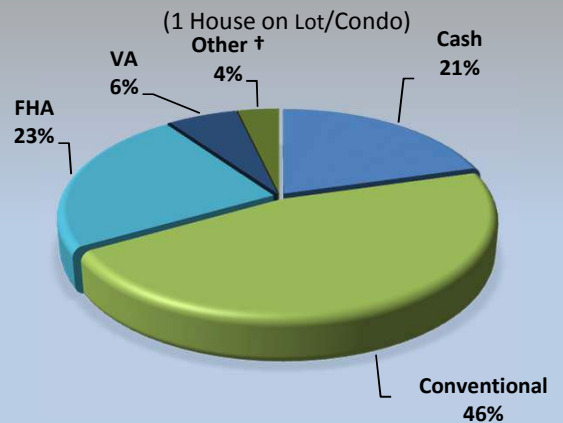
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

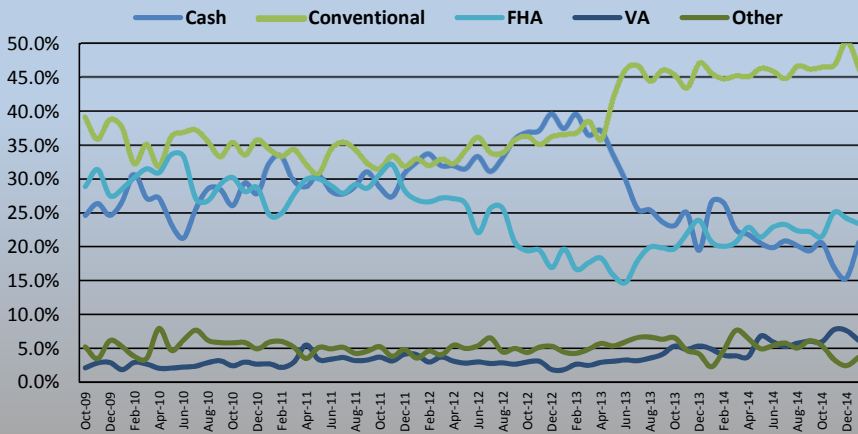
1 House on Lot Total: 927



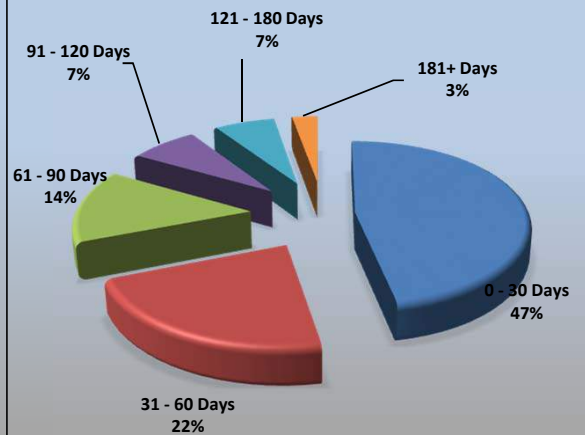
TYPE OF FINANCING



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	191	20.6%	202	15.4%	0 - 30	474	46.9%	54.6%	62.5%
Conventional	428	46.2%	661	50.3%	31 - 60	223	22.1%	21.8%	18.7%
FHA	217	23.4%	318	24.2%	61 - 90	145	14.4%	11.8%	9.4%
VA	57	6.1%	100	7.6%	91 - 120	74	7.3%	6.0%	4.5%
Other †	34	3.7%	32	2.4%	121 - 180	66	6.5%	4.4%	3.5%
Total	927	100.0%	1,313	100.0%	181+	28	2.8%	1.5%	1.4%
					Total	1,010	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: 34
Average DOM: 41
Average Price/Square Foot: \$168.0

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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	175		91	92.3%		159		10.1%
Active Listing Inventory †	256		249	2.8%		177		44.6%
Active Short Sale (included above)	19		20	-5.0%		19		0.0%
Pending Short Lender Approval	29		29	0.0%		61		-52.5%
Pending Sales This Month	66		69	-4.3%		70		-5.7%
Number of REO Sales	11	13.3%	14	-21.4%	11.7%	10	12.0%	10.0%
Number of Short Sales	1	1.2%	9	-88.9%	7.5%	13	15.7%	-92.3%
Equity Sales	71	85.5%	97	-26.8%	80.8%	60	72.3%	18.3%
Total Number of Closed Escrows	83	100%	120	-30.8%	100%	83	100.0%	0.0%
Months Inventory	3.1 Months		2.1 Months	47.6%		2.1 Months		47.6%
Dollar Value of Closed Escrows	\$12,343,146		\$18,781,508	-34.3%		\$12,106,540		2.0%
Median	\$131,000		\$134,000	-2.2%		\$125,000		4.8%
Mean	\$148,713		\$156,513	-5.0%		\$145,862		2.0%
Year-to-Date Statistics	01/1/15 to 1/31/15		01/1/15 to 1/31/15			1/1/2014		Change
	SAR monthly data, compiled		MetroList YTD data			1/31/2014		
Number of Closed Escrows	83		83			83		0.0%
Dollar Value of Closed Escrows	\$12,343,146		\$12,343,146			\$12,106,540		2.0%
Median	\$131,000		\$131,000			\$125,000		4.8%
Mean	\$148,713		\$148,713			\$145,862		2.0%

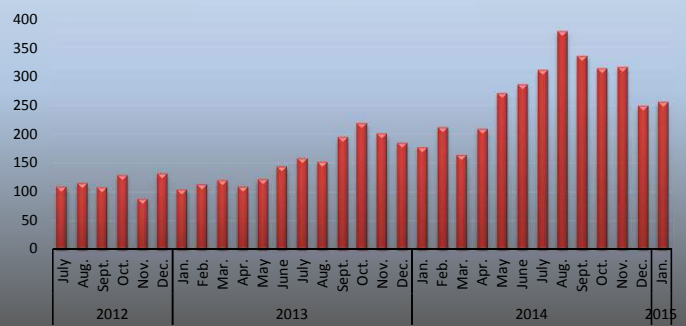
Sales Volume



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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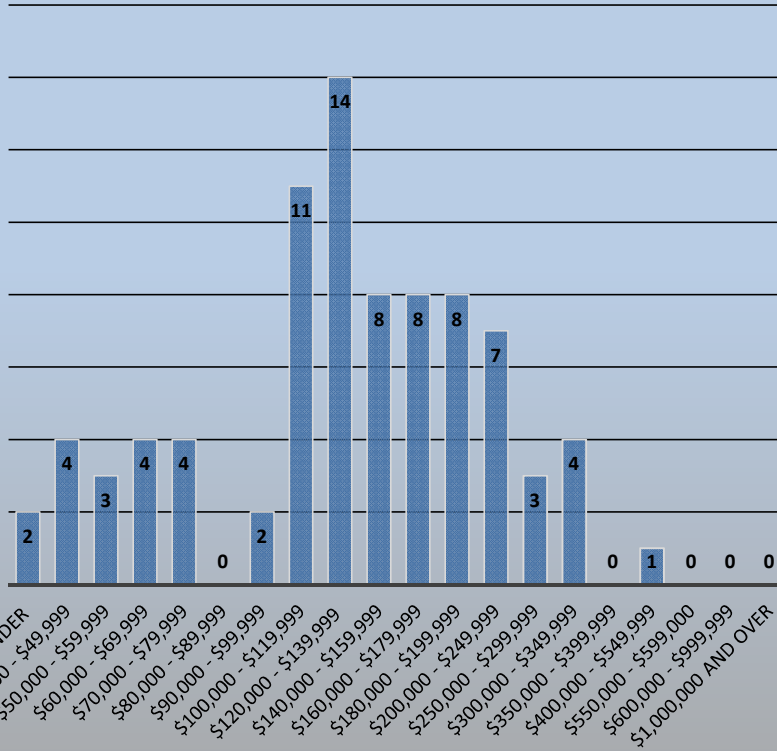
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BREAKDOWN OF SALES BY PRICE

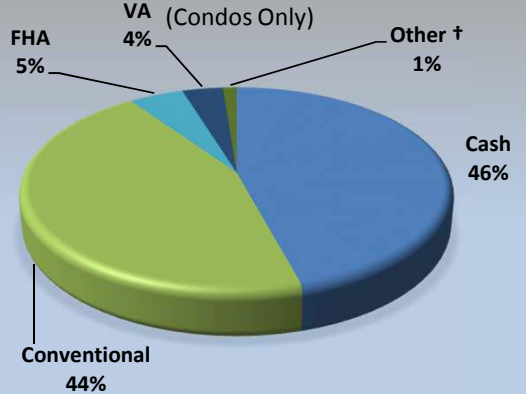
Type of Financing/Days on Market

Condos

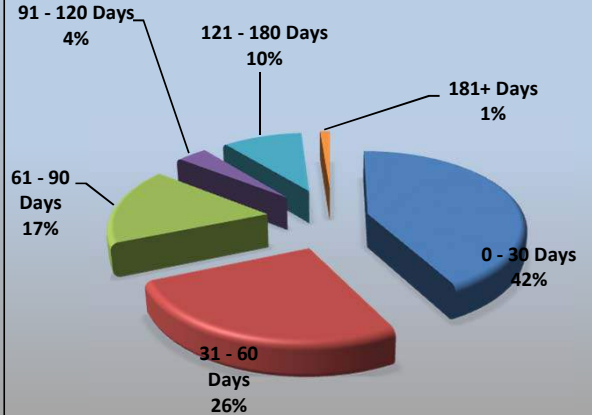
Total: 83



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	38	45.8%	60	50.0%	0 - 30	35	42.2%	54.4%	59.1%
Conventional	37	44.6%	46	38.3%	31 - 60	22	26.5%	25.0%	19.9%
FHA	4	4.8%	9	7.5%	61 - 90	14	16.9%	10.2%	10.3%
VA	3	3.6%	2	1.7%	91 - 120	3	3.6%	4.9%	4.9%
Other †	1	1.2%	3	2.5%	121 - 180	8	9.6%	4.2%	3.4%
Total	83	100.0%	120	100.0%	181+	1	1.2%	1.4%	2.4%
					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 financir

Average DOM:

48

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