

MLS STATISTICS for March 2011
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
New Listings Published	2,446		2,294	6.6%		2,362		3.6%
Active Listing Inventory †	4,422		4,802	-7.9%		3,665		20.7%
Active Short Sale Contingent *	1,935		1,832	5.6%		2,355		-17.8%
Number of New Escrows	1,576		1,365	15.5%		1,830		-13.9%
Number of REO Sales	842	48.1%	590	42.7%	49.1%	649	39.6%	29.7%
Number of Short Sales	388	22.2%	265	46.4%	22.1%	405	24.7%	-4.2%
Conventional Sales	520	29.7%	346	50.3%	28.8%	586	35.7%	-11.3%
Total Number of Closed Escrows	1,750	100.0%	1,201	45.7%	100.0%	1,640	100.0%	6.7%
Months Inventory	2.5 Months		4 Months	-37.5%		2.2 Months		13.6%
Dollar Value of Closed Escrows	\$333,380,406		\$228,248,202	46.1%		\$336,002,192		-0.8%
Median	\$166,000		\$169,000	-1.8%		\$182,000		-8.8%
Mean	\$190,830		\$190,365	0.2%		\$204,879		-6.9%
Mode	\$200,000 - \$249,999		\$200,000 - \$249,999			\$200,000 - \$249,999		

Year-to-Date Statistics	01/01/10 to 03/31/11	01/01/10 to 03/31/11	1/1/2010	Change
	SAR monthly data, compiled	MetroList YTD data	3/31/2010	
Number of Closed Escrows	4,190	4,285	3,955	5.9%
Dollar Value of Closed Escrows	\$801,787,289	\$819,663,866	\$795,911,600	0.7%
Median	\$168,000	\$168,000	\$177,000	-5.1%
Mean	\$191,287	\$191,287	\$201,242	-4.9%

CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total	Last Month	Change	% of Total	Last Year	Change
New Listings Published	211		231	-8.7%		238	-11.3%
Active Listing Inventory †	446		491	-9.2%		392	54.8%
Active Short Sale Contingent *	161		175	-8.0%		249	n/a
Number of New Escrows	121		122	-0.8%		125	-3.2%
Number of REO Sales	85	51.8%	65	30.8%	49.6%	70	21.4%
Number of Short Sales	39	23.8%	29	34.5%	22.1%	25	n/a
Conventional Sales	40	24.4%	37	8.1%	28.2%	37	n/a
Total Closed Escrows	164	100.0%	131	25.2%	100.0%	132	24.2%
Dollar Value of Closed Escrows	\$16,671,953		\$13,231,703	26.0%		\$14,401,655	15.8%
Median	\$80,000		\$79,000	1.3%		\$87,000	-8.0%
Mean	\$101,658		\$101,005	0.6%		\$109,103	-6.8%
Mode	\$60,000 - \$69,999		\$60,000 - \$69,999			\$80,000 - \$89,999	

Year-to-Date Statistics	01/01/10 to 03/31/11	01/01/10 to 03/31/11	1/1/2010	Change
	SAR monthly data, compiled	MetroList YTD Data	3/31/2010	
Number of Closed Escrows	406	414	325	24.9%
Dollar Value of Closed Escrows	\$40,614,376	\$41,179,726	\$32,520,592	24.9%
Median	\$79,000	\$79,000	\$87,000	-9.2%
Mean	\$99,468	\$99,468	\$100,063	-0.6%

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

*Active Short Sale Contingent listings have been displayed independently to more accurately show the original Total Listing Inventory figure

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SALE PRICE BRACKET BASED ON FINAL SALES

Selling Price	Single-Fam Res.	% of Total	Condo/PUD	% of Total	Res. Incme.	Res. Lots/Land	Other Res.*
\$29,999 and under	1	0.1%	1	0.6%	0	1	0
\$30,000 - \$39,999	10	0.6%	20	12.2%	2	3	0
\$40,000 - \$49,999	25	1.4%	16	9.8%	0	0	0
\$50,000 - \$59,999	41	2.3%	10	6.1%	2	0	3
\$60,000 - \$69,999	46	2.6%	21	12.8%	1	0	6
\$70,000 - \$79,999	61	3.5%	12	7.3%	0	0	7
\$80,000 - \$89,999	63	3.6%	17	10.4%	2	0	2
\$90,000 - \$99,999	65	3.7%	12	7.3%	2	1	4
\$100,000 - \$119,999	152	8.7%	14	8.5%	5	1	2
\$120,000 - \$139,999	168	9.6%	10	6.1%	6	2	4
\$140,000 - \$159,999	171	9.8%	3	1.8%	4	0	4
\$160,000 - \$179,999	171	9.8%	8	4.9%	14	0	3
\$180,000 - \$199,999	121	6.9%	3	1.8%	4	0	2
\$200,000 - \$249,999	288	16.5%	8	4.9%	5	1	6
\$250,000 - \$299,999	142	8.1%	3	1.8%	4	0	1
\$300,000 - \$349,999	92	5.3%	3	1.8%	2	0	1
\$350,000 - \$399,999	44	2.5%	1	0.6%	2	0	0
\$400,000 - \$449,999	38	2.2%	1	0.6%	0	0	0
\$450,000 - \$499,999	11	0.6%	1	0.6%	0	0	0
\$500,000 - \$549,000	9	0.5%	0	0.0%	0	0	0
\$550,000 - \$599,000	8	0.5%	0	0.0%	0	0	0
\$600,000 - \$999,999	15	0.9%	0	0.0%	0	0	0
\$1,000,000 and over	5	0.3%	0	0.0%	0	0	0
Total	1,747	100%	164	100%	55	9	45

Type of Financing	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
(SFR, condo, PUD only) Financing Method									
Cash	568	29.7%	446	33.4%	0 - 30	737	38.6%	37.6%	44.3%
Conventional	658	34.4%	446	33.4%	31 - 60	343	17.9%	19.0%	18.8%
FHA	530	27.7%	333	25.0%	61 - 90	257	13.4%	14.2%	12.2%
VA	57	3.0%	29	2.2%	91 - 120	183	9.6%	10.0%	8.4%
Other †	98	5.1%	80	6.0%	121 - 180	224	11.7%	10.7%	8.8%
Total	1,911	100.0%	1,334	100.0%	181+	167	8.7%	8.5%	7.5%
					Total	1,911	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: 49
Average DOM: 74
Average DOM 1 - 180 Days: 55
Average DOM 181+ Days: 276

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