

MLS STATISTICS for September 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	2,103		2,405	-12.6%		2,261		-7.0%
Active Listing Inventory †	3,607		3,907	-7.7%		5,139		-29.8%
Active Short Sale Contingent *	2,268		2,298	-1.3%		1,736		30.6%
Number of New Escrows	1,599		1,716	-6.8%		1,235		29.5%
Number of REO Sales	602	37.3%	642	-6.2%	37.5%	547	38.2%	10.1%
Number of Short Sales	423	26.2%	411	2.9%	24.0%	362	25.3%	16.9%
Conventional Sales	590	36.5%	658	-10.3%	38.5%	524	36.6%	12.6%
Total Number of Closed Escrows	1,615	100.0%	1,711	-5.6%	100.0%	1,433	100.0%	12.7%
Months Inventory	2.2 Months		2.3 Months	-4.3%		3.6 Months		-38.9%
Dollar Value of Closed Escrows	\$298,843,314		\$323,606,985	-7.7%		\$288,261,466		3.7%
Median	\$164,283		\$165,000	-0.4%		\$180,000		-8.7%
Mean	\$185,387		\$189,576	-2.2%		\$201,441		-8.0%
Mode	\$200,000 - \$249,999		\$200,000 - \$249,999			\$200,000 - \$249,999		

Year-to-Date Statistics	01/01/11 to 09/30/11 SAR monthly data, compiled	01/01/11 to 09/30/11 MetroList YTD data	1/1/2010 9/30/2010	Change
Number of Closed Escrows	14,003	14,511	13,280	5.4%
Dollar Value of Closed Escrows	\$2,658,637,804	\$2,760,828,431	\$2,777,947,439	-4.3%
Median	\$167,000	\$166,000	\$185,000	-9.7%
Mean	\$189,862	\$190,258	\$209,183	-9.2%

CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total	Last Month	Change	% of Total	Last Year	Change
New Listings Published	177		208	-14.9%		219	-19.2%
Active Listing Inventory †	323		362	-10.8%		529	0.9%
Active Short Sale Contingent *	211		211	0.0%		182	15.9%
Number of New Escrows	123		122	0.8%		98	25.5%
Number of REO Sales	66	45.2%	73	-9.6%	47.7%	64	3.1%
Number of Short Sales	36	24.7%	29	24.1%	19.0%	28	28.6%
Conventional Sales	44	30.1%	51	-13.7%	33.3%	36	22.2%
Total Closed Escrows	146	100.0%	153	-4.6%	100.0%	128	14.1%
Dollar Value of Closed Escrows	\$13,900,462		\$15,375,277	-9.6%		\$13,448,653	3.4%
Median	\$82,500		\$77,000	7.1%		\$79,950	3.2%
Mean	\$98,608		\$100,492	-1.9%		\$105,068	-6.1%
Mode	\$100,000 - \$119,999		\$100,000 - \$119,999			\$100,000 - \$119,999	

Year-to-Date Statistics	01/01/11 to 09/30/11 SAR monthly data, compiled	01/01/11 to 09/30/11 MetroList YTD Data	1/1/2010 9/30/2010	Change
Number of Closed Escrows	1,275	1,328	1,091	16.9%
Dollar Value of Closed Escrows	\$127,036,900	\$132,048,964	\$109,069,889	16.5%
Median	\$80,000	\$80,000	\$85,000	-5.9%
Mean	\$99,637	\$99,434	\$99,972	-0.3%

† 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. Incm.	Res. Lots/Land	Other Res.*
\$29,999 and under	6	0.4%	5	3.4%	0	3	0
\$30,000 - \$39,999	17	1.1%	13	8.8%	0	0	0
\$40,000 - \$49,999	24	1.5%	15	10.2%	0	0	1
\$50,000 - \$59,999	27	1.7%	11	7.5%	0	0	6
\$60,000 - \$69,999	54	3.3%	14	9.5%	2	0	3
\$70,000 - \$79,999	56	3.5%	12	8.2%	3	1	3
\$80,000 - \$89,999	48	3.0%	10	6.8%	1	1	3
\$90,000 - \$99,999	57	3.5%	10	6.8%	2	1	2
\$100,000 - \$119,999	148	9.2%	24	16.3%	6	0	4
\$120,000 - \$139,999	171	10.6%	15	10.2%	10	0	4
\$140,000 - \$159,999	170	10.5%	1	0.7%	6	0	3
\$160,000 - \$179,999	142	8.8%	3	2.0%	7	0	1
\$180,000 - \$199,999	139	8.6%	3	2.0%	3	0	1
\$200,000 - \$249,999	219	13.6%	6	4.1%	7	1	2
\$250,000 - \$299,999	148	9.2%	2	1.4%	5	0	2
\$300,000 - \$349,999	65	4.0%	3	2.0%	0	0	0
\$350,000 - \$399,999	59	3.7%	0	0.0%	1	0	0
\$400,000 - \$449,999	25	1.5%	0	0.0%	0	0	1
\$450,000 - \$499,999	18	1.1%	0	0.0%	1	1	0
\$500,000 - \$549,000	5	0.3%	0	0.0%	0	0	0
\$550,000 - \$599,000	5	0.3%	0	0.0%	1	0	0
\$600,000 - \$999,999	12	0.7%	0	0.0%	1	0	2
\$1,000,000 and over	0	0.0%	0	0.0%	1	0	0
Total	1,615	100%	147	100%	57	8	38

Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
					% of Total				
	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
(SFR, condo, PUD only) Financing Method									
Cash	548	31.1%	539	29.0%	0 - 30	794	45.1%	45.5%	42.1%
Conventional	570	32.3%	640	34.4%	31 - 60	316	17.9%	17.9%	18.6%
FHA	505	28.7%	543	29.2%	61 - 90	194	11.0%	11.9%	13.1%
VA	58	3.3%	59	3.2%	91 - 120	160	9.1%	8.8%	9.1%
Other †	81	4.6%	79	4.2%	121 - 180	158	9.0%	8.6%	9.6%
Total	1,762	100.0%	1,860	100.0%	181+	140	7.9%	7.2%	7.6%
					Total	1,762	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:	37
Average DOM:	67
Average DOM 1 - 180 Days:	48
Average DOM 181+ Days:	282

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