

MLS STATISTICS for February 2012
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	1,798		1,998	-10.0%		2,294		-21.6%
Active Listing Inventory †	2,194		2,531	-13.3%		4,802		-54.3%
Active Short Sale (included above)	702		935			N/A		
Active Short Sale Contingent *	2,447		2,177	12.4%		1,832		33.6%
Number of New Escrows	1,585		1,428	11.0%		1,365		16.1%
Number of REO Sales	471	33.8%	429	9.8%	33.3%	590	49.1%	-20.2%
Number of Short Sales	445	31.9%	423	5.2%	32.8%	265	22.1%	67.9%
Conventional Sales	478	34.3%	437	9.4%	33.9%	346	28.8%	38.2%
Total Number of Closed Escrows	1,394	100.0%	1,289	8.1%	100.0%	1,201	100.0%	16.1%
Months Inventory	1.6 Months		2 Months	-20.0%		4 Months		-60.0%
Dollar Value of Closed Escrows	\$254,369,729		\$231,661,598	9.8%		\$228,248,202		11.4%
Median	\$163,000		\$160,000	1.9%		\$169,000		-3.6%
Mean	\$183,000		\$179,861	1.7%		\$190,365		-3.9%
Mode	\$200,000 - \$249,999		\$200,000 - \$249,999			\$200,000 - \$249,999		

Year-to-Date Statistics	01/01/12 to 02/29/12 SAR monthly data, compiled	01/01/12 to 02/29/12 MetroList YTD data	1/1/2011 2/28/2011	Change
Number of Closed Escrows	2,683	2,709	2,440	10.0%
Dollar Value of Closed Escrows	\$486,031,327	\$491,402,501	\$468,406,883	3.8%
Median	\$160,000	\$161,500	\$169,000	-5.3%
Mean	\$179,861	\$181,396	\$190,365	-5.5%

CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total	Last Month	Change	% of Total	Last Year	Change
New Listings Published	154		167	-7.8%		231	-33.3%
Active Listing Inventory †	218		241	-9.5%		491	-17.1%
Active Short Sale	82		77			N/A	
Active Short Sale Contingent *	189		191	-1.0%		175	8.0%
Number of New Escrows	136		103	32.0%		122	11.5%
Number of REO Sales	45	35.2%	58	-22.4%	46.8%	65	-30.8%
Number of Short Sales	40	31.3%	31	29.0%	25.0%	29	37.9%
Conventional Sales	43	33.6%	35	22.9%	28.2%	37	16.2%
Total Closed Escrows	128	100.0%	124	3.2%	100.0%	131	-2.3%
Dollar Value of Closed Escrows	\$11,169,687		\$11,362,163	-1.7%		\$13,231,703	-15.6%
Median	\$69,250		\$76,000	-8.9%		\$79,000	-12.3%
Mean	\$87,263		\$92,375	-5.5%		\$101,005	-13.6%
Mode	\$60,000 - \$69,999		\$30,000 - \$39,999			\$60,000 - \$69,999	

Year-to-Date Statistics	01/01/12 to 02/29/12 SAR monthly data, compiled	01/01/12 to 02/29/12 MetroList YTD Data	1/1/2011 2/28/2011	Change
Number of Closed Escrows	252	252	242	4.1%
Dollar Value of Closed Escrows	\$22,531,850	\$22,730,850	\$23,942,423	-5.9%
Median	\$69,800	\$69,800	\$78,944	-11.6%
Mean	\$90,202	\$90,202	\$98,879	-8.8%

† 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	2	0.1%	6	4.7%	0	3	1
\$30,000 - \$39,999	19	1.4%	18	14.1%	0	0	1
\$40,000 - \$49,999	22	1.6%	14	10.9%	0	3	1
\$50,000 - \$59,999	26	1.9%	14	10.9%	0	2	2
\$60,000 - \$69,999	49	3.5%	14	10.9%	1	3	2
\$70,000 - \$79,999	56	4.0%	6	4.7%	1	0	5
\$80,000 - \$89,999	49	3.5%	8	6.3%	1	0	2
\$90,000 - \$99,999	49	3.5%	11	8.6%	1	0	4
\$100,000 - \$119,999	117	8.4%	13	10.2%	6	0	1
\$120,000 - \$139,999	139	10.0%	7	5.5%	6	2	4
\$140,000 - \$159,999	140	10.0%	2	1.6%	7	0	1
\$160,000 - \$179,999	151	10.8%	4	3.1%	1	0	1
\$180,000 - \$199,999	99	7.1%	3	2.3%	4	0	1
\$200,000 - \$249,999	198	14.2%	5	3.9%	6	2	5
\$250,000 - \$299,999	132	9.5%	2	1.6%	0	0	1
\$300,000 - \$349,999	63	4.5%	0	0.0%	0	0	0
\$350,000 - \$399,999	32	2.3%	1	0.8%	0	0	0
\$400,000 - \$449,999	17	1.2%	0	0.0%	0	0	2
\$450,000 - \$499,999	8	0.6%	0	0.0%	0	0	0
\$500,000 - \$549,000	3	0.2%	0	0.0%	0	0	1
\$550,000 - \$599,000	9	0.6%	0	0.0%	1	0	0
\$600,000 - \$999,999	12	0.9%	0	0.0%	1	0	1
\$1,000,000 and over	2	0.1%	0	0.0%	2	0	1
Total	1,394	100%	128	100%	38	15	37

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	512	33.7%	458	32.4%	0 - 30	640	42.2%	42.2%	43.3%
Conventional	487	32.1%	467	33.1%	31 - 60	264	17.4%	18.7%	18.3%
FHA	404	26.6%	380	26.9%	61 - 90	211	13.9%	12.4%	12.5%
VA	45	3.0%	57	4.0%	91 - 120	145	9.6%	9.1%	8.7%
Other †	70	4.6%	50	3.5%	121 - 180	124	8.2%	9.2%	9.2%
Total	1,518	100.0%	1,412	100.0%	181+	134	8.8%	8.4%	8.0%
					Total	1,518	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:	44
Average DOM:	69
Average DOM 1 - 180 Days:	50
Average DOM 181+ Days:	271

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