

MLS STATISTICS for July 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
Listings Published this Month ±	1,996		1,398	42.8%		2,132		-6.4%
Active Listing Inventory †	1,342		1,442	-6.9%		3,747		-64.2%
Active Short Sale (included above)	265		291			N/A		
Pending Short/Lender Approval	2,281		N/A			N/A		
Active Short Sale Contingent *	74		2,506	-97.0%		2,238		-96.7%
Number of New Escrows	1,489		1,576	-5.5%		1,488		0.1%
Number of REO Sales	356	21.7%	396	-10.1%	22.9%	591	37.4%	-39.8%
Number of Short Sales	521	31.8%	540	-3.5%	31.2%	358	22.7%	45.5%
Conventional Sales	763	46.5%	797	-4.3%	46.0%	630	39.9%	21.1%
Total Number of Closed Escrows	1,640	100.0%	1,733	-5.4%	100.0%	1,579	100.0%	3.9%
Months Inventory	0.8 Months		0.8 Months	0.0%		2.4 Months		-66.7%
Dollar Value of Closed Escrows	\$338,373,321		\$344,421,256	-1.8%		\$312,519,637		8.3%
Median	\$175,000		\$170,229	2.8%		\$166,000		5.4%
Mean	\$206,451		\$198,743	3.9%		\$198,425		4.0%

Year-to-Date Statistics	01/01/12 to 07/31/12 SAR monthly data, compiled	01/01/12 to 07/31/12 MetroList YTD data	1/1/2011 7/31/2011	Change
Number of Closed Escrows	11,209	11,620	10,677	5.0%
Dollar Value of Closed Escrows	\$2,133,665,185	\$2,241,312,821	\$2,036,187,505	4.8%
Median	\$168,000	\$168,000	\$167,000	0.6%
Mean	\$192,884	\$192,884	\$190,875	1.1%

CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total	Last Month	Change	% of Total	Last Year	Change
Listings Published this Month ±	152		127	19.7%		193	-21.2%
Active Listing Inventory †	109		122	-10.7%		367	-68.1%
Active Short Sale	23		34			N/A	
Pending Short/Lender Approval	195		N/A			N/A	
Active Short Sale Contingent *	8		225	-96.4%		194	-95.9%
Number of New Escrows	87		118	-26.3%		133	-34.6%
Number of REO Sales	45	30.2%	40	12.5%	27.8%	76	-40.8%
Number of Short Sales	52	34.9%	42	23.8%	29.2%	23	126.1%
Conventional Sales	52	34.9%	62	-16.1%	43.1%	31	67.7%
Total Closed Escrows	149	100.0%	144	3.5%	100.0%	130	14.6%
Dollar Value of Closed Escrows	\$16,312,096		\$15,962,495	2.2%		\$12,505,577	30.4%
Median	\$85,000		\$91,500	-7.1%		\$79,350	7.1%
Mean	\$109,477		\$110,851	-1.2%		\$96,197	13.8%

Year-to-Date Statistics	01/01/12 to 07/31/12 SAR monthly data, compiled	01/01/12 to 07/31/12 MetroList YTD Data	1/1/2011 7/31/2011	Change
Number of Closed Escrows	987	1,021	976	1.1%
Dollar Value of Closed Escrows	\$96,338,222	\$100,198,895	\$97,761,161	-1.5%
Median	\$78,000	\$78,000	\$80,000	-2.5%
Mean	\$98,138	\$98,138	\$100,221	-2.1%

± includes Active Short Sale Contingent listings

† 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

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit

www.sacrealtor.org/publicaffairs/statistics

Based on Multiple Listing Service data from MetroList. © 2012 SAR.
 Compiled monthly by Sacramento Association of REALTORS® www.sacrealtor.org (916) 437-1205

MLS STATISTICS for July 2012

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

Selling Price	Single-Fam Res.	% of Total	Condo/ PUD	% of Total	Res. Incme.	Res. Lots/Land	Other Res.*
\$29,999 and under	5	0.3%	3	2.0%	0	1	1
\$30,000 - \$39,999	9	0.5%	13	8.7%	0	1	0
\$40,000 - \$49,999	9	0.5%	16	10.7%	0	0	3
\$50,000 - \$59,999	15	0.9%	11	7.4%	0	0	5
\$60,000 - \$69,999	30	1.8%	11	7.4%	1	0	4
\$70,000 - \$79,999	38	2.3%	13	8.7%	0	0	4
\$80,000 - \$89,999	51	3.1%	13	8.7%	2	0	5
\$90,000 - \$99,999	58	3.5%	9	6.0%	2	0	3
\$100,000 - \$119,999	119	7.3%	21	14.1%	3	1	3
\$120,000 - \$139,999	168	10.2%	11	7.4%	5	1	5
\$140,000 - \$159,999	180	11.0%	4	2.7%	4	1	2
\$160,000 - \$179,999	161	9.8%	2	1.3%	3	0	0
\$180,000 - \$199,999	125	7.6%	4	2.7%	5	0	0
\$200,000 - \$249,999	264	16.1%	5	3.4%	10	1	4
\$250,000 - \$299,999	135	8.2%	6	4.0%	4	1	1
\$300,000 - \$349,999	115	7.0%	4	2.7%	0	0	2
\$350,000 - \$399,999	61	3.7%	1	0.7%	5	0	1
\$400,000 - \$449,999	34	2.1%	0	0.0%	2	0	1
\$450,000 - \$499,999	22	1.3%	1	0.7%	0	0	1
\$500,000 - \$549,000	10	0.6%	1	0.7%	1	0	0
\$550,000 - \$599,000	4	0.2%	0	0.0%	0	0	0
\$600,000 - \$999,999	24	1.5%	0	0.0%	3	0	1
\$1,000,000 and over	3	0.2%	0	0.0%	0	0	0
Total	1,640	100%	149	100%	50	7	46

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
Cash	557	31.1%	626	33.4%	0 - 30	996	55.7%	53.2%	47.2%
Conventional	607	33.9%	680	36.2%	31 - 60	244	13.6%	14.3%	16.8%
FHA	459	25.7%	414	22.1%	61 - 90	172	9.6%	9.5%	11.1%
VA	49	2.7%	56	3.0%	91 - 120	119	6.7%	7.0%	8.1%
Other †	117	6.5%	101	5.4%	121 - 180	128	7.2%	7.8%	8.6%
Total	1,789	100.0%	1,877	100.0%	181+	130	7.3%	8.2%	8.2%
Total					Total	1,789	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: 22
 Average DOM: 56
 Average DOM 1 - 180 Days: 39
 Average DOM 181+ Days: 270

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit [www.sacrealtor.org / public affairs / statistics](http://www.sacrealtor.org/publicaffairs/statistics)

Based on Multiple Listing Service data from MetroList. © 2012 SAR.

Compiled monthly by Sacramento Association of REALTORS® www.sacrealtor.org (916) 437-1205