

MLS STATISTICS for June 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 ± | 1,398 | | 1,458 | -4.1% | | 2,388 | | -41.5% |
| Active Listing Inventory † | 1,442 | | 1,413 | 2.1% | | 4,185 | | -65.5% |
| Active Short Sale (included above) | 291 | | 325 | | | N/A | | |
| Active Short Sale Contingent * | 2,506 | | 2,561 | -2.1% | | 2,251 | | 11.3% |
| Number of New Escrows | 1,576 | | 1,706 | -7.6% | | 1,620 | | -2.7% |
| Number of REO Sales | 396 | 22.9% | 504 | -21.4% | 27.8% | 735 | 42.4% | -46.1% |
| Number of Short Sales | 540 | 31.2% | 546 | -1.1% | 30.1% | 396 | 22.8% | 36.4% |
| Conventional Sales | 797 | 46.0% | 766 | 4.0% | 42.2% | 603 | 34.8% | 32.2% |
| Total Number of Closed Escrows | 1,733 | 100.0% | 1,816 | -4.6% | 100.0% | 1,734 | 100.0% | -0.1% |
| Months Inventory | 0.8 Months | | 0.8 Months | 0.0% | | 2.4 | | -66.7% |
| Dollar Value of Closed Escrows | \$344,421,256 | | \$353,461,901 | -2.6% | | \$325,174,588 | | 5.9% |
| Median | \$170,229 | | \$168,750 | 0.9% | | \$164,900 | | 3.2% |
| Mean | \$198,743 | | \$194,638 | 2.1% | | \$187,529 | | 6.0% |

| Year-to-Date Statistics | 01/01/12 to 06/30/12 SAR monthly data, compiled | 01/01/12 to 06/30/12 MetroList YTD data | 1/1/2011 6/30/2011 | Change |
|--------------------------------|--|--|-----------------------|--------|
| Number of Closed Escrows | 9,569 | 9,879 | 9,098 | 5.2% |
| Dollar Value of Closed Escrows | \$1,795,291,864 | \$1,883,930,142 | \$1,724,235,066 | 4.1% |
| Median | \$166,000 | \$166,000 | \$168,000 | -1.2% |
| Mean | \$190,700 | \$190,700 | \$190,026 | 0.4% |

CONDOMINIUM RESALES

| Monthly Statistics | Current Month | % of Total | Last Month | Change | % of Total | Last Year | Change |
|---------------------------------|---------------|------------|--------------|--------|------------|--------------|--------|
| Listings Published this Month ± | 127 | | 127 | 0.0% | | 191 | -33.5% |
| Active Listing Inventory † | 122 | | 131 | -6.9% | | 414 | -16.2% |
| Active Short Sale | 34 | | 32 | | | N/A | |
| Active Short Sale Contingent * | 225 | | 230 | -2.2% | | 177 | 27.1% |
| Number of New Escrows | 118 | | 144 | -18.1% | | 131 | -9.9% |
| Number of REO Sales | 40 | 27.8% | 46 | -13.0% | 32.6% | 79 | -49.4% |
| Number of Short Sales | 42 | 29.2% | 44 | -4.5% | 31.2% | 24 | 75.0% |
| Conventional Sales | 62 | 43.1% | 51 | 21.6% | 36.2% | 56 | 10.7% |
| Total Closed Escrows | 144 | 100.0% | 141 | 2.1% | 100.0% | 159 | -9.4% |
| Dollar Value of Closed Escrows | \$15,962,495 | | \$13,650,002 | 16.9% | | \$17,418,860 | -8.4% |
| Median | \$91,500 | | \$77,425 | 18.2% | | \$85,000 | 7.6% |
| Mean | \$110,851 | | \$97,500 | 13.7% | | \$109,553 | 1.2% |

| Year-to-Date Statistics | 01/01/12 to 06/30/12 SAR monthly data, compiled | 01/01/12 to 06/30/12 MetroList YTD Data | 1/1/2011 6/30/2011 | Change |
|--------------------------------|--|--|-----------------------|--------|
| Number of Closed Escrows | 838 | 861 | 846 | -0.9% |
| Dollar Value of Closed Escrows | \$80,026,126 | \$82,335,206 | \$85,255,584 | -6.1% |
| Median | \$75,000 | \$75,000 | \$80,000 | -6.3% |
| Mean | \$95,627 | \$95,627 | \$99,920 | -4.3% |

± 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

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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 | 6 | 0.3% | 3 | 2.1% | 0 | 13 | 0 |
| \$30,000 - \$39,999 | 7 | 0.4% | 11 | 7.6% | 0 | 2 | 0 |
| \$40,000 - \$49,999 | 16 | 0.9% | 11 | 7.6% | 0 | 1 | 1 |
| \$50,000 - \$59,999 | 27 | 1.6% | 18 | 12.5% | 1 | 0 | 4 |
| \$60,000 - \$69,999 | 47 | 2.7% | 15 | 10.4% | 2 | 0 | 1 |
| \$70,000 - \$79,999 | 59 | 3.4% | 4 | 2.8% | 1 | 1 | 4 |
| \$80,000 - \$89,999 | 52 | 3.0% | 8 | 5.6% | 4 | 1 | 4 |
| \$90,000 - \$99,999 | 65 | 3.8% | 9 | 6.3% | 2 | 0 | 2 |
| \$100,000 - \$119,999 | 153 | 8.8% | 16 | 11.1% | 1 | 4 | 1 |
| \$120,000 - \$139,999 | 179 | 10.3% | 16 | 11.1% | 7 | 2 | 7 |
| \$140,000 - \$159,999 | 149 | 8.6% | 8 | 5.6% | 5 | 1 | 3 |
| \$160,000 - \$179,999 | 161 | 9.3% | 1 | 0.7% | 3 | 0 | 3 |
| \$180,000 - \$199,999 | 113 | 6.5% | 4 | 2.8% | 4 | 0 | 2 |
| \$200,000 - \$249,999 | 270 | 15.6% | 12 | 8.3% | 7 | 0 | 3 |
| \$250,000 - \$299,999 | 171 | 9.9% | 4 | 2.8% | 3 | 0 | 0 |
| \$300,000 - \$349,999 | 91 | 5.3% | 2 | 1.4% | 3 | 0 | 1 |
| \$350,000 - \$399,999 | 66 | 3.8% | 1 | 0.7% | | 0 | 0 |
| \$400,000 - \$449,999 | 34 | 2.0% | 0 | 0.0% | 1 | 0 | 1 |
| \$450,000 - \$499,999 | 19 | 1.1% | 1 | 0.7% | 0 | 0 | 0 |
| \$500,000 - \$549,000 | 17 | 1.0% | 0 | 0.0% | 0 | 0 | 1 |
| \$550,000 - \$599,000 | 12 | 0.7% | 0 | 0.0% | 0 | 0 | 0 |
| \$600,000 - \$999,999 | 18 | 1.0% | 0 | 0.0% | 1 | 0 | 1 |
| \$1,000,000 and over | 1 | 0.1% | 0 | 0.0% | 1 | 0 | 0 |
| Total | 1,733 | 100% | 144 | 100% | 46 | 25 | 39 |

| 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 | 626 | 33.4% | 617 | 31.5% | 0 - 30 | 1,026 | 54.7% | 51.4% | 46.3% |
| Conventional | 680 | 36.2% | 673 | 34.4% | 31 - 60 | 250 | 13.3% | 14.9% | 17.2% |
| FHA | 414 | 22.1% | 515 | 26.3% | 61 - 90 | 163 | 8.7% | 9.7% | 11.4% |
| VA | 56 | 3.0% | 55 | 2.8% | 91 - 120 | 134 | 7.1% | 7.3% | 8.3% |
| Other † | 101 | 5.4% | 97 | 5.0% | 121 - 180 | 145 | 7.7% | 8.2% | 8.6% |
| Total | 1,877 | 100.0% | 1,957 | 100.0% | 181+ | 159 | 8.5% | 8.5% | 8.2% |
| | | | | | Total | 1,877 | 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: 23
Average DOM: 61
Average DOM 1 - 180 Days: 41
Average DOM 181+ Days: 282

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