

MLS STATISTICS for August 2013

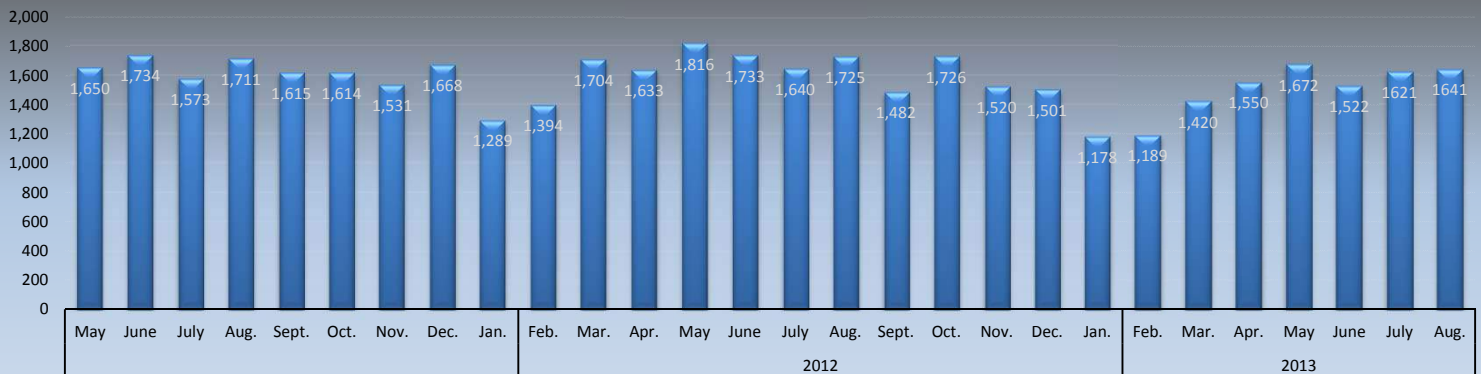
Data for Sacramento County and the City of West Sacramento



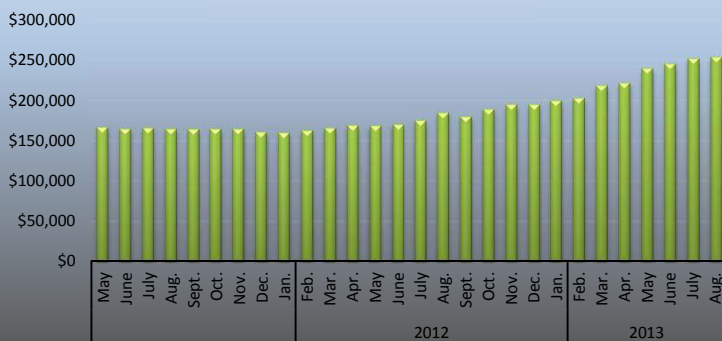
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	2,286		2,283	0.1%		2,405		-4.9%
Active Listing Inventory †	2,178		2,071	5.2%		1,484		46.8%
Active Short Sale (included above)	131		131	0.0%		232		
Pending Short Lender Approval	802		864	-7.2%		2,486		-67.7%
Pending Sales This Month	1,056		1,282	-17.6%		1,341		-21.3%
Number of REO Sales	75	4.6%	83	-9.6%	5.1%	287	16.6%	-73.9%
Number of Short Sales	237	14.4%	291	-18.6%	18.0%	602	34.9%	-60.6%
Conventional Sales	1,329	81.0%	1,247	6.6%	76.9%	836	48.5%	59.0%
Total Number of Closed Escrows	1,641	100.0%	1,621	1.2%	100.0%	1,725	100.0%	-4.9%
Months Inventory	1.3 Months		1.3 Months	0.0%		0.9 Months		44.4%
Dollar Value of Closed Escrows	\$462,813,217		\$455,253,737	1.7%		\$359,850,428		28.6%
Median	\$254,000		\$252,000	0.8%		\$184,825		37.4%
Mean	\$282,203		\$281,194	0.4%		\$208,730		35.2%
Year-to-Date Statistics	01/01/13 to 08/31/13		01/01/13 to 08/31/13			1/1/2012		Change
	SAR monthly data, compiled		MetroList YTD data			8/31/2012		
Number of Closed Escrows	11,793		12,184			12,934		-8.8%
Dollar Value of Closed Escrows	\$3,063,967,039		\$3,152,051,246			\$2,493,515,613		22.9%
Median	\$230,000		\$230,000			\$169,900		35.4%
Mean	\$258,704		\$258,704			\$192,788		34.2%

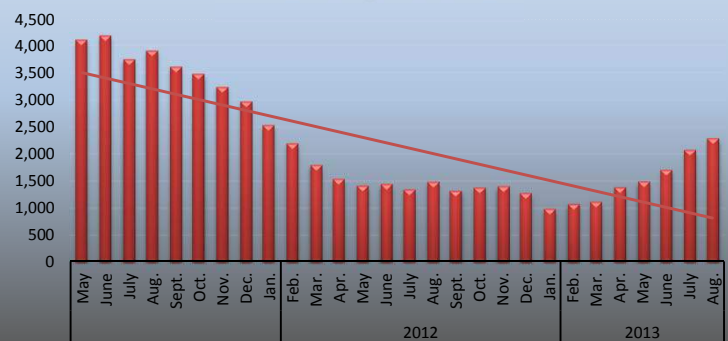
Sales Volume



Median Sales Price



Inventory Volume



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

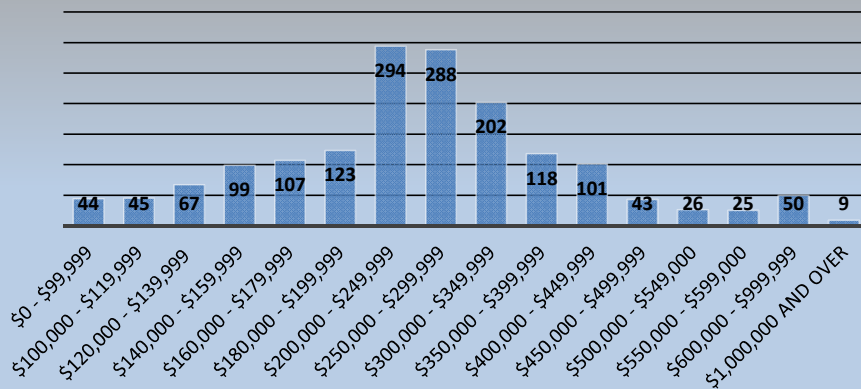
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BREAKDOWN OF SALES BY PRICE

1 House on Lot

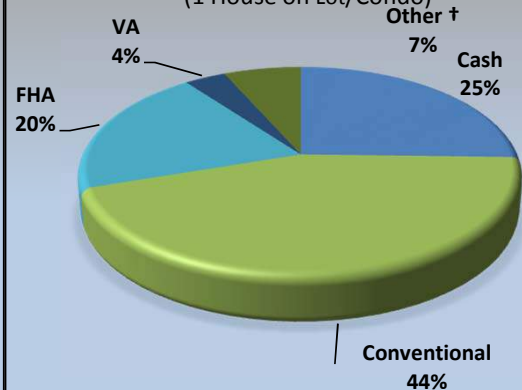
Total: 1,641



Type of Financing/Days on Market

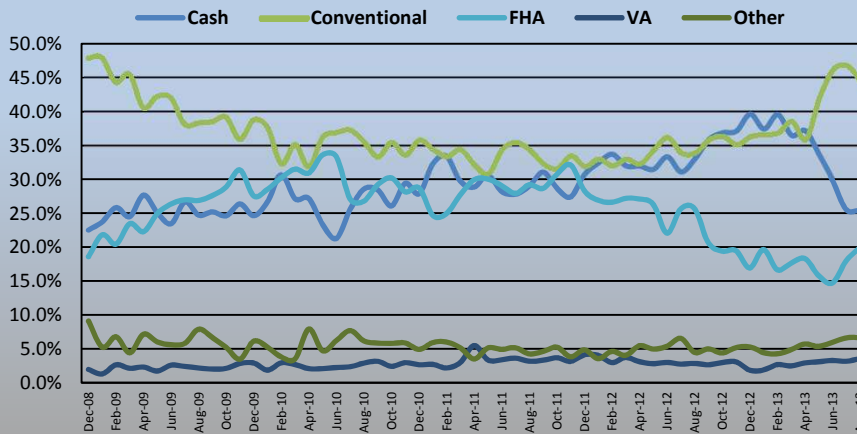
TYPE OF FINANCING

(1 House on Lot/Condo)



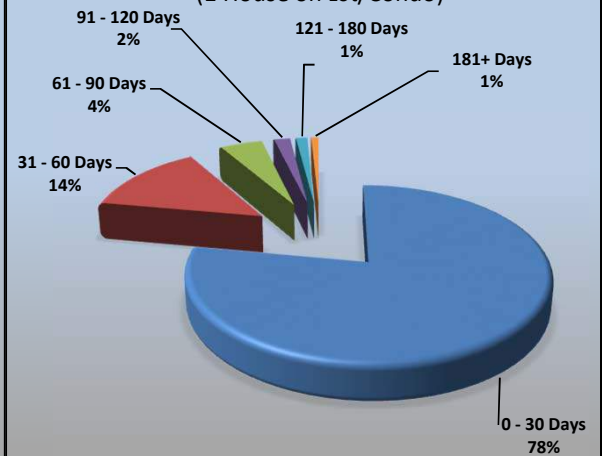
Types of Financing Historical

(% of Sales)



DAYS ON MARKET

(1 House on Lot/Condo)



Type of Financing (SFR, condo, PUD only) Financing Method	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	% of Total		
							Current Month	Last 4 Months	Last 12 Months
Cash	451	25.4%	445	25.5%	0 - 30	1,382	77.9%	80.9%	74.9%
Conventional	789	44.5%	814	46.7%	31 - 60	244	13.7%	11.2%	12.3%
FHA	354	19.9%	313	18.0%	61 - 90	82	4.6%	4.1%	5.3%
VA	63	3.5%	55	3.2%	91 - 120	31	1.7%	1.7%	2.8%
Other †	118	6.6%	115	6.6%	121 - 180	22	1.2%	1.3%	2.6%
Total	1,775	100.0%	1,742	100.0%	181+	14	0.8%	0.9%	2.1%
					Total	1,775	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: 12
 Average DOM: 23
 Average DOM 1 - 180 Days: 21
 Average DOM 181+ Days: 311

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