

MLS STATISTICS for April 2014

Data for Sacramento County and the City of West Sacramento



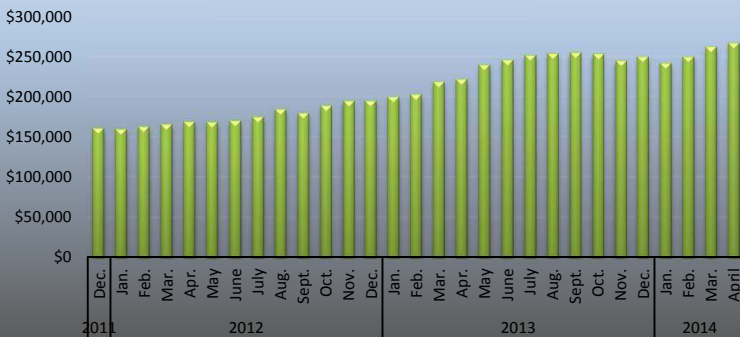
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	2,216		1,952	13.5%		2,099		5.6%
Active Listing Inventory †	2,021		1,907	6.0%		1,381		46.3%
Active Short Sale (included above)	97		119	-18.5%		65		49.2%
Pending Short Lender Approval	479		498	-3.8%		1,305		-63.3%
Pending Sales This Month	1,173		1,175	-0.2%		1,344		-12.7%
Number of REO Sales	106	7.2%	97	9.3%	7.8%	133	8.6%	-20.3%
Number of Short Sales	134	9.1%	106	26.4%	8.5%	361	23.3%	-62.9%
Equity Sales**	1,235	83.7%	1,041	18.6%	83.7%	1,056	68.1%	17.0%
Total Number of Closed Escrows	1,475	100%	1,244	18.6%	100%	1,550	100.0%	-4.8%
Months Inventory	1.4 Months		1.5 Months	-6.7%		0.9 Months		55.6%
Dollar Value of Closed Escrows	\$433,067,399		\$359,926,693	20.3%		\$384,238,732		12.7%
Median	\$267,000		\$262,450	1.7%		\$222,000		20.3%
Mean	\$293,207		\$289,330	1.3%		\$247,736		18.4%
Year-to-Date Statistics	01/01/14 to 4/30/14		01/01/14 to 4/30/14			1/1/2013		
	SAR monthly data, compiled		MetroList YTD data			4/30/2013		Change
Number of Closed Escrows	4,681		4,763			5,337		-12.3%
Dollar Value of Closed Escrows	\$1,337,766,096		\$1,358,360,878			\$1,281,453,562		4.4%
Median	\$260,000		\$260,000			\$211,000		23.2%
Mean	\$285,190		\$285,190			\$239,239		19.2%

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

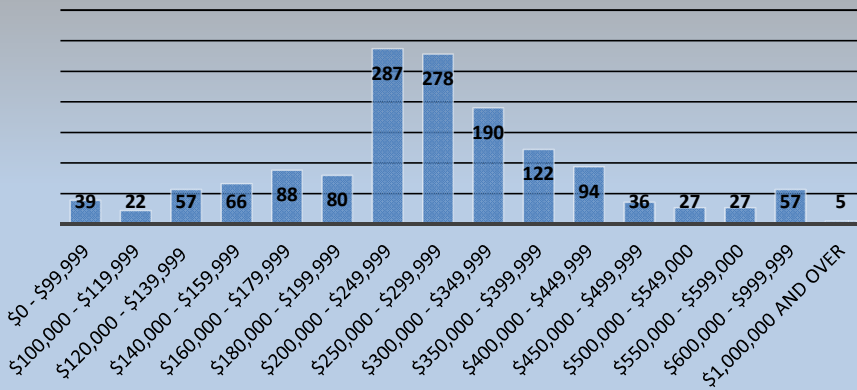
** Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties. The name has been changed to avoid confusion with sales involving conventional financing for the new buyer

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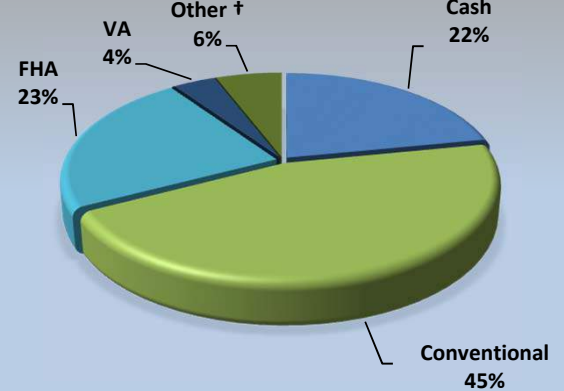
BREAKDOWN OF SALES BY PRICE

1 House on Lot Total: 1,475

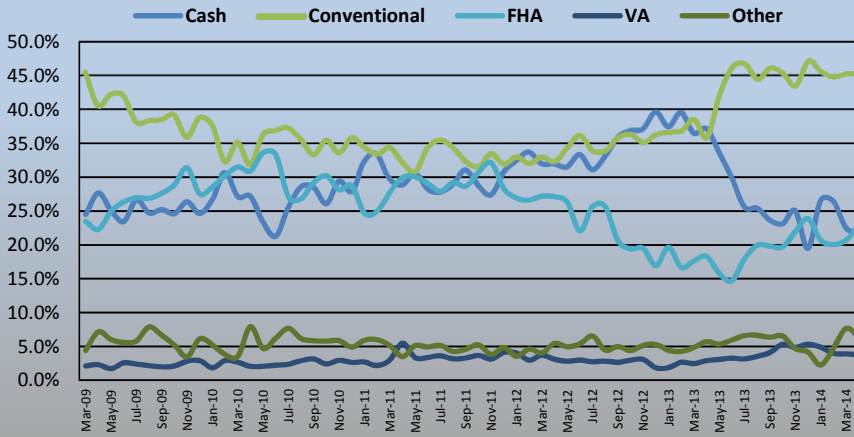


Type of Financing/Days on Market

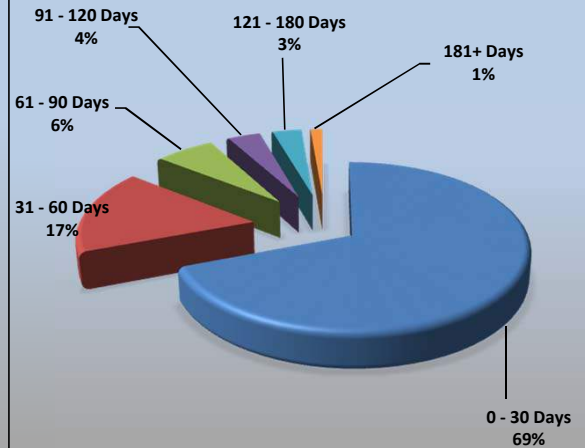
TYPE OF FINANCING (1 House on Lot/Condo)



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	348	21.9%	306	22.5%	0 - 30	1,097	69.1%	62.5%	71.8%
Conventional	721	45.4%	615	45.3%	31 - 60	262	16.5%	17.5%	15.3%
FHA	365	23.0%	281	20.7%	61 - 90	101	6.4%	9.4%	6.5%
VA	60	3.8%	53	3.9%	91 - 120	56	3.5%	4.7%	2.9%
Other †	93	5.9%	104	7.7%	121 - 180	50	3.2%	4.4%	2.4%
Total	1,587	100.0%	1,359	100.0%	181+	21	1.3%	1.5%	1.0%
					Total	1,587	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: 15
Average DOM: 32
Average Price/Square Foot: \$169.2

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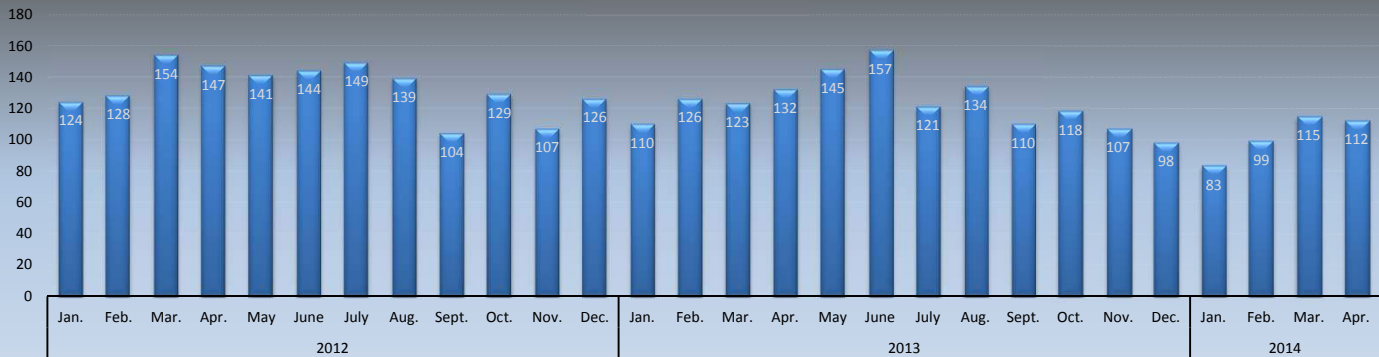
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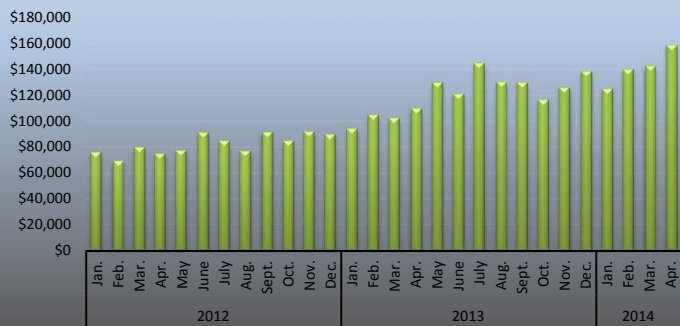
CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	162		164	-1.2%		187		-13.4%
Active Listing Inventory †	209		222	-5.9%		109		91.7%
Active Short Sale (included above)	23		23	0.0%		9		155.6%
Pending Short Lender Approval	42		50	-16.0%		147		-71.4%
Pending Sales This Month	89		80	11.3%		114		-21.9%
Number of REO Sales	13	11.6%	11	18.2%	9.6%	15	11.4%	-13.3%
Number of Short Sales	16	14.3%	6	166.7%	5.2%	28	21.2%	-42.9%
Equity Sales	83	74.1%	98	-15.3%	85.2%	89	67.4%	-6.7%
Total Number of Closed Escrows	112	100%	115	-2.6%	100%	132	100.0%	-15.2%
Months Inventory	1.9 Months		1.9 Months	0.0%		0.8 Months		137.5%
Dollar Value of Closed Escrows	\$20,374,288		\$16,420,952	24.1%		\$16,915,059		20.5%
Median	\$158,750		\$127,000	25.0%		\$110,000		44.3%
Mean	\$181,913		\$142,791	27.4%		\$128,144		42.0%
Year-to-Date Statistics	01/01/14 to 04/30/14		01/01/14 to 04/30/14			1/1/2013		Change
	SAR monthly data, compiled		MetroList YTD data			4/30/2013		
Number of Closed Escrows	409		416			491		-16.7%
Dollar Value of Closed Escrows	\$50,361,839		\$67,439,291			\$60,365,857		-16.6%
Median	\$138,000		\$136,250			\$99,000		39.4%
Mean	\$123,134		\$162,114			\$122,945		0.2%

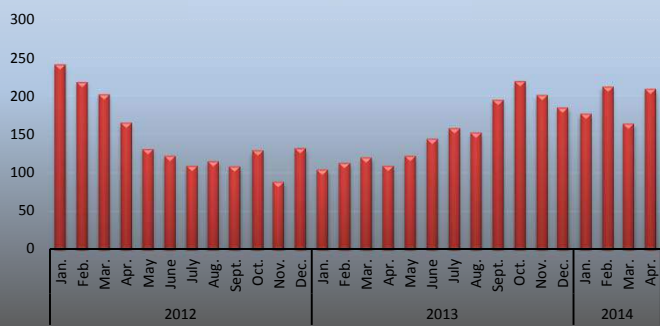
Sales Volume



Median Sales Price



Inventory Volume



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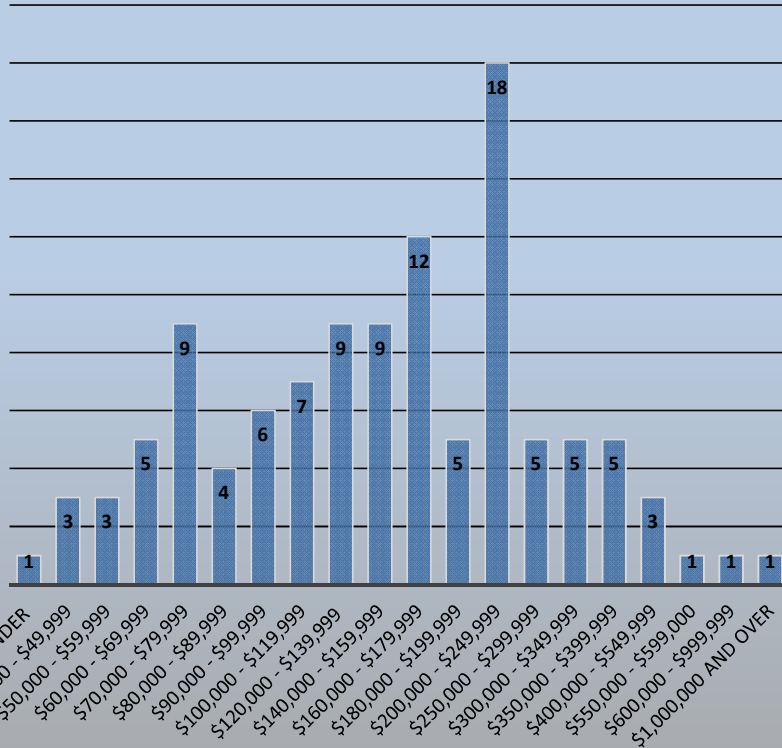
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BREAKDOWN OF SALES BY PRICE

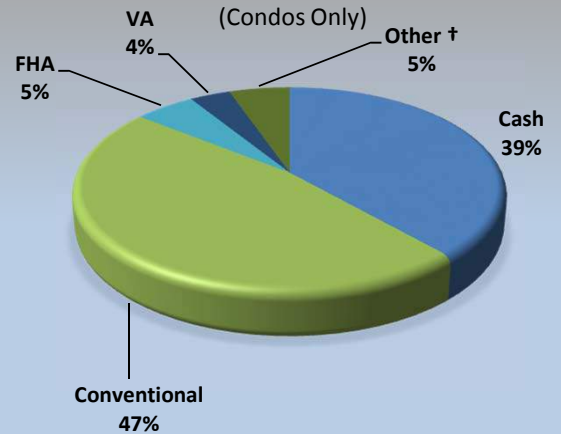
Type of Financing/Days on Market

Condos

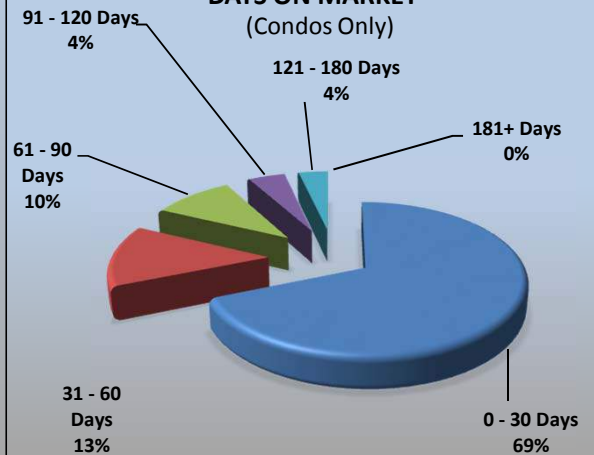
Total: 112



TYPE OF FINANCING (Condos Only)



DAYS ON MARKET (Condos Only)



Type of Financing	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		
(Condo Only) Financing Method							Current Month	Last 4 Months	Last 12 Months
Cash	43	38.4%	57	49.6%	0 - 30	77	68.8%	61.2%	79.4%
Conventional	53	47.3%	37	32.2%	31 - 60	15	13.4%	16.5%	11.6%
FHA	6	5.4%	10	8.7%	61 - 90	11	9.8%	10.2%	4.4%
VA	4	3.6%	2	1.7%	91 - 120	5	4.5%	4.8%	1.9%
Other †	6	5.4%	9	7.8%	121 - 180	4	3.6%	4.1%	1.5%
Total	112	100.0%	115	100.0%	181+	0	0.0%	3.3%	1.1%
					Total	112	100.0%	100.0%	100.0%

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Average DOM:

30

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