

MLS STATISTICS for August 2014

Data for Sacramento County and the City of West Sacramento



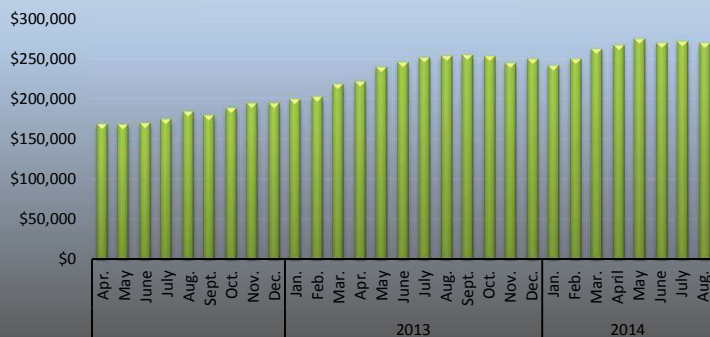
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	2,147		2,295	-6.4%		2,286		-6.1%
Active Listing Inventory †	3,497		3,479	0.5%		2,178		60.6%
Active Short Sale (included above)	187		155	20.6%		131		42.7%
Pending Short Lender Approval	378		409	-7.6%		802		-52.9%
Pending Sales This Month	1,135		1,293	-12.2%		1,056		7.5%
Number of REO Sales	76	5.3%	96	-20.8%	6.2%	75	4.6%	1.3%
Number of Short Sales	91	6.4%	94	-3.2%	6.1%	237	14.4%	-61.6%
Equity Sales**	1,261	88.3%	1,358	-7.1%	87.7%	1,329	81.0%	-5.1%
Total Number of Closed Escrows	1,428	100%	1,548	-7.8%	100%	1,641	100.0%	-13.0%
Months Inventory	2.4 Months		2.2 Months	9.1%		1.3 Months		84.6%
Dollar Value of Closed Escrows	\$431,397,067		\$474,868,029	-9.2%		\$462,813,217		-6.8%
Median	\$270,000		\$272,000	-0.7%		\$254,000		6.3%
Mean	\$301,465		\$306,366	-1.6%		\$282,203		6.8%
Year-to-Date Statistics	01/01/14 to 8/31/14		01/01/14 to 8/31/14			1/1/2013		
	SAR monthly data, compiled		MetroList YTD data			8/31/2013		Change
Number of Closed Escrows	10,617		10,875			11,793		-10.0%
Dollar Value of Closed Escrows	\$3,116,804,602		\$3,182,691,718			\$3,063,967,039		1.7%
Median	\$265,000		\$265,000			\$230,000		15.2%
Mean	\$292,661		\$292,661			\$258,704		13.1%

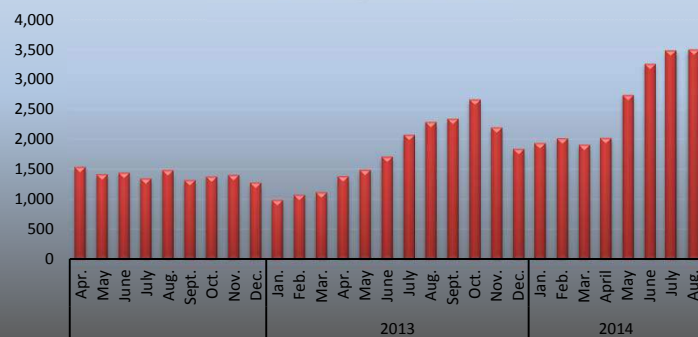
Sales Volume



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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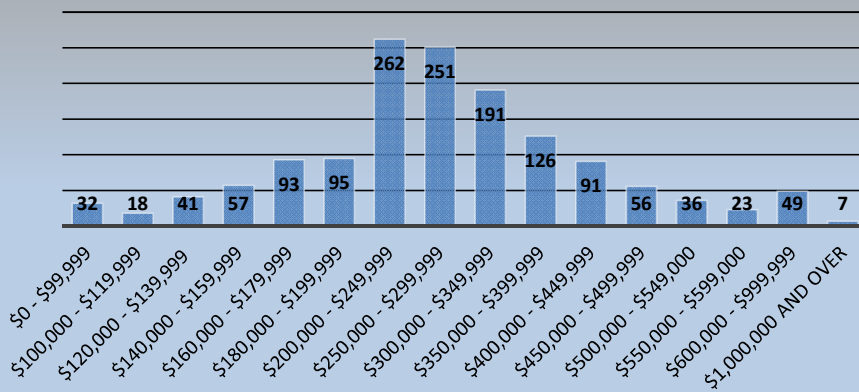
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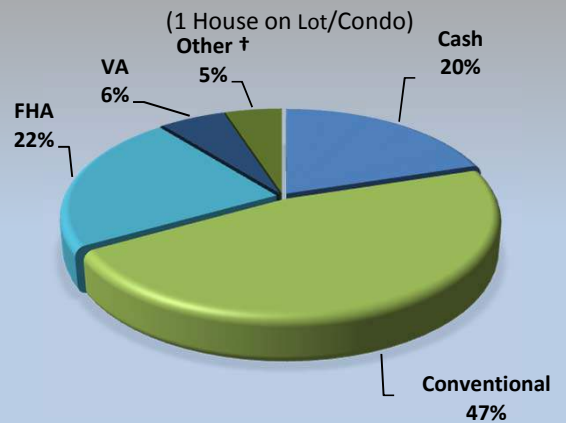
BREAKDOWN OF SALES BY PRICE

1 House on Lot Total: 1,428



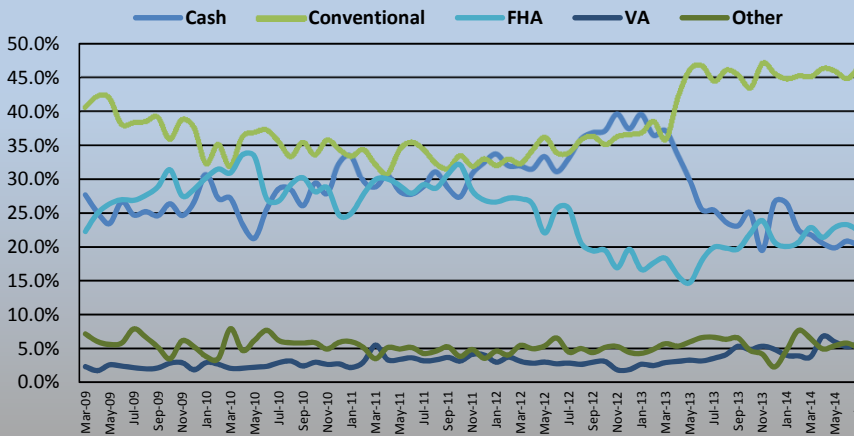
Type of Financing/Days on Market

TYPE OF FINANCING



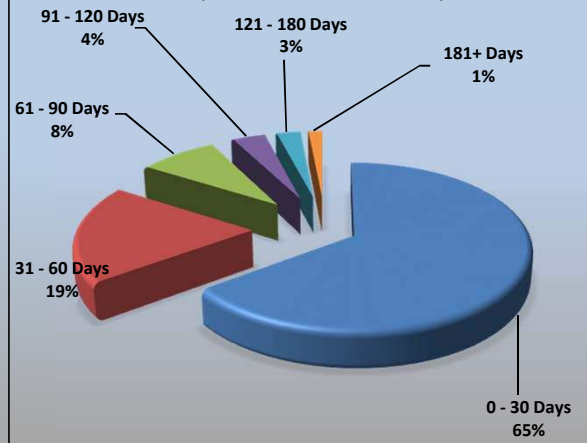
Types of Financing Historical

(% 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	312	20.2%	353	20.9%	0 - 30	1,003	64.8%	67.4%	66.4%
Conventional	723	46.7%	759	44.8%	31 - 60	297	19.2%	17.3%	17.8%
FHA	346	22.4%	394	23.3%	61 - 90	130	8.4%	8.2%	8.2%
VA	89	5.7%	89	5.3%	91 - 120	55	3.6%	3.3%	3.5%
Other †	78	5.0%	98	5.8%	121 - 180	40	2.6%	2.4%	2.9%
Total	1,548	100.0%	1,693	100.0%	181+	23	1.5%	1.3%	1.1%
					Total	1,548	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: 19
Average DOM: 33
Average Price/Square Foot: \$175.4

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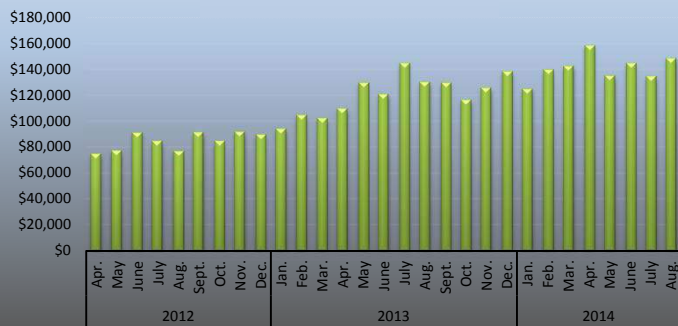
CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	187		183	2.2%		167		12.0%
Active Listing Inventory †	378		311	21.5%		152		148.7%
Active Short Sale (included above)	21		25	-16.0%		14		50.0%
Pending Short Lender Approval	36		42	-14.3%		78		-53.8%
Pending Sales This Month	87		100	-13.0%		79		10.1%
Number of REO Sales	7	5.8%	11	-36.4%	7.7%	10	7.5%	-30.0%
Number of Short Sales	8	6.7%	3	166.7%	2.1%	22	16.4%	-63.6%
Equity Sales	105	87.5%	129	-18.6%	90.2%	102	76.1%	2.9%
Total Number of Closed Escrows	120	100%	143	-16.1%	100%	134	100.0%	-10.4%
Months Inventory	3.2 Months		2.2 Months	45.5%		1.1 Months		190.9%
Dollar Value of Closed Escrows	\$19,253,699		\$23,499,914	-18.1%		\$19,276,144		-0.1%
Median	\$148,750		\$135,000	10.2%		\$130,500		14.0%
Mean	\$160,447		\$164,335	-2.4%		\$143,852		11.5%
Year-to-Date Statistics	01/01/14 to 08/31/14		01/01/14 to 08/31/14			1/1/2013		Change
	SAR monthly data, compiled		MetroList YTD data			8/31/2013		
Number of Closed Escrows	925		944			1,048		-11.7%
Dollar Value of Closed Escrows	\$136,535,769		\$155,924,021			\$145,169,315		-5.9%
Median	\$137,000		\$137,750			\$119,000		15.1%
Mean	\$165,478		\$165,174			\$136,688		21.1%

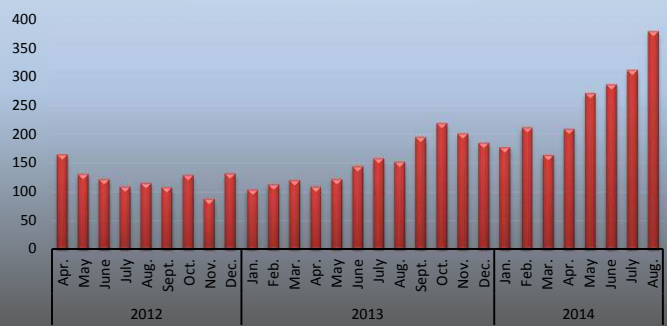
Sales Volume



Median Sales Price



Inventory Volume



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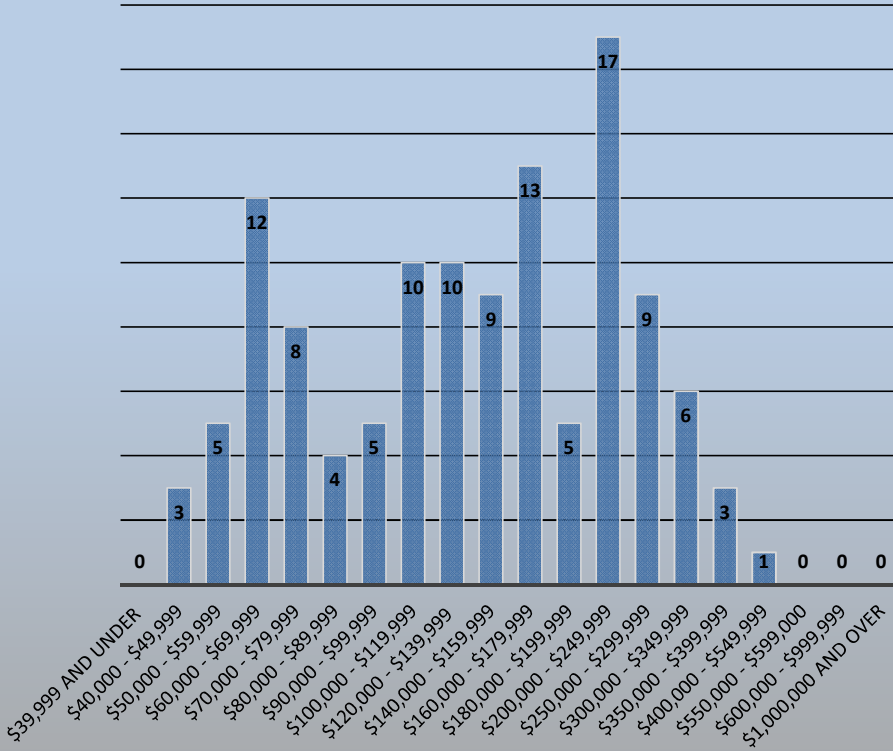
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BREAKDOWN OF SALES BY PRICE

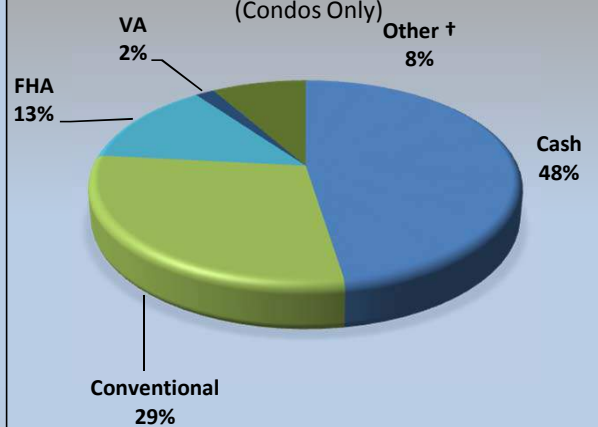
Type of Financing/Days on Market

Condos

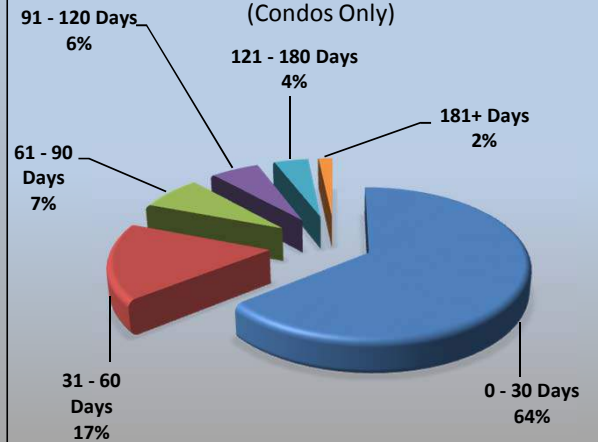
Total: 120



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	57	47.5%	72	50.3%	0 - 30	77	64.2%	59.8%	62.6%
Conventional	35	29.2%	47	32.9%	31 - 60	20	16.7%	17.1%	18.5%
FHA	16	13.3%	9	6.3%	61 - 90	9	7.5%	12.2%	9.5%
VA	2	1.7%	4	2.8%	91 - 120	7	5.8%	5.0%	4.2%
Other †	10	8.3%	11	7.7%	121 - 180	5	4.2%	2.9%	3.0%
Total	120	100.0%	143	100.0%	181+	2	1.7%	2.9%	2.3%
					Total	120	100.0%	100.0%	100.0%

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Average DOM:

34

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