

MLS STATISTICS for May 2014

Data for Sacramento County and the City of West Sacramento



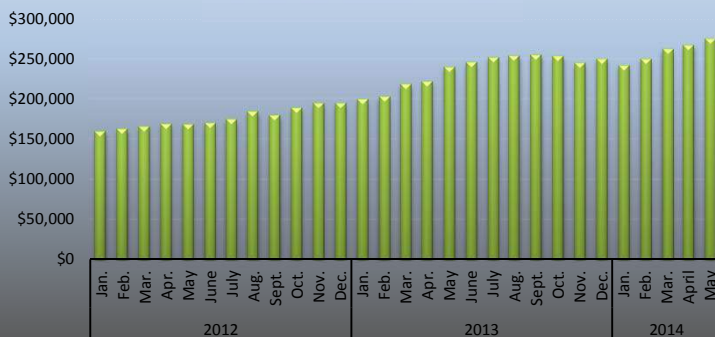
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	2,265		2,216	2.2%		2,049		10.5%
Active Listing Inventory †	2,734		2,021	35.3%		1,488		83.7%
Active Short Sale (included above)	126		97	29.9%		66		90.9%
Pending Short Lender Approval	462		479	-3.5%		1,180		-60.8%
Pending Sales This Month	1,161		1,173	-1.0%		1,391		-16.5%
Number of REO Sales	115	7.7%	106	8.5%	7.2%	115	6.9%	0.0%
Number of Short Sales	105	7.0%	134	-21.6%	9.1%	371	22.2%	-71.7%
Equity Sales**	1,275	85.3%	1,235	3.2%	83.7%	1,186	70.9%	7.5%
Total Number of Closed Escrows	1,495	100%	1,475	1.4%	100%	1,672	100.0%	-10.6%
Months Inventory	1.8 Months		1.4 Months	28.6%		0.9 Months		100.0%
Dollar Value of Closed Escrows	\$441,428,023		\$433,067,399	1.9%		\$448,734,255		-1.6%
Median	\$275,000		\$267,000	3.0%		\$240,000		14.6%
Mean	\$295,270		\$293,207	0.7%		\$268,382		10.0%
Year-to-Date Statistics	01/01/14 to 5/31/14		01/01/14 to 5/31/14			1/1/2013		
	SAR monthly data, compiled		MetroList YTD data			5/31/2014		Change
Number of Closed Escrows	6,176		6,293			7,009		-11.9%
Dollar Value of Closed Escrows	\$1,779,194,119		\$1,808,572,880			\$1,729,715,900		2.9%
Median	\$262,500		\$262,500			\$220,000		19.3%
Mean	\$287,394		\$287,394			\$245,859		16.9%

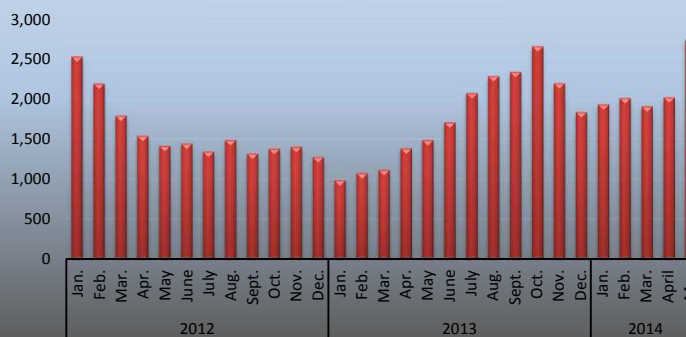
Sales Volume



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

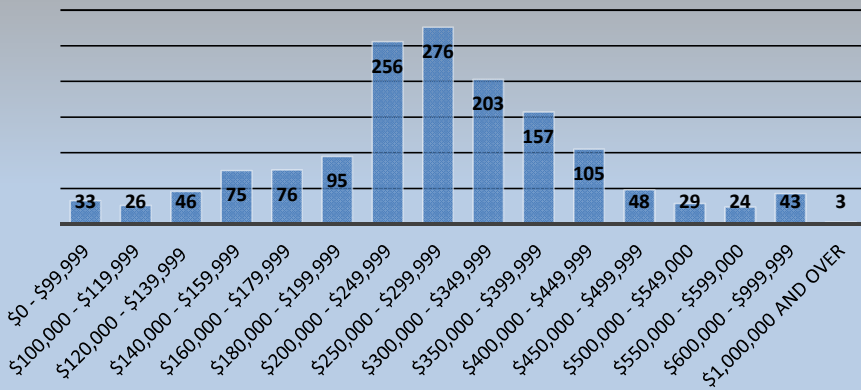
** Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties. The name has been changed to avoid confusion with sales involving conventional financing for the new buyer

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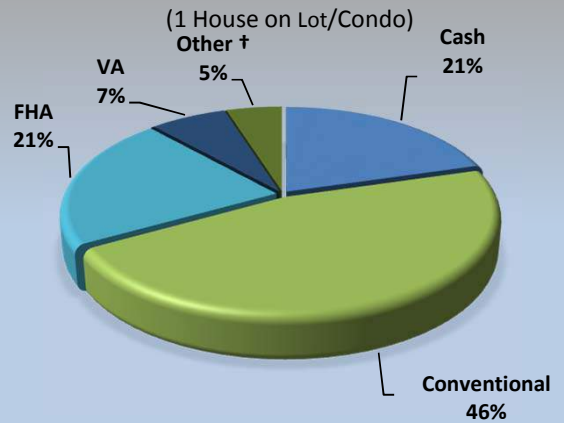
BREAKDOWN OF SALES BY PRICE

1 House on Lot Total: 1,495

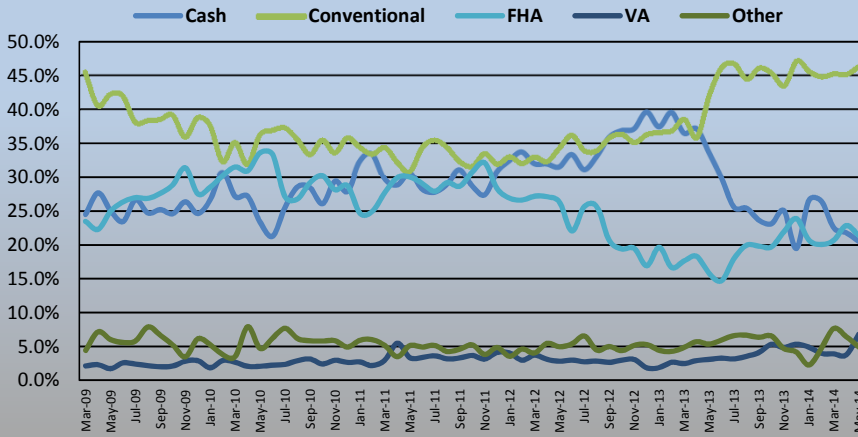


Type of Financing/Days on Market

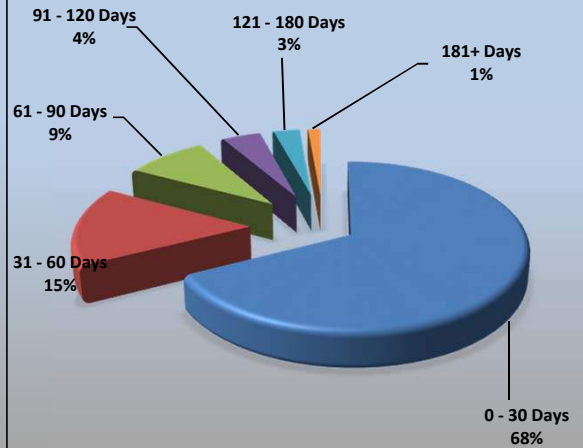
TYPE OF FINANCING



Types of Financing Historical (% of Sales)



DAYS ON MARKET



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	333	20.5%	348	21.9%	0 - 30	1,094	67.4%	65.0%	70.2%
Conventional	752	46.4%	721	45.4%	31 - 60	250	15.4%	16.3%	15.9%
FHA	347	21.4%	365	23.0%	61 - 90	142	8.8%	8.7%	7.1%
VA	110	6.8%	60	3.8%	91 - 120	68	4.2%	4.3%	3.1%
Other †	80	4.9%	93	5.9%	121 - 180	46	2.8%	4.1%	2.6%
Total	1,622	100.0%	1,587	100.0%	181+	22	1.4%	1.5%	1.0%
					Total	1,622	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: 14
Average DOM: 31
Average Price/Square Foot: \$169.2

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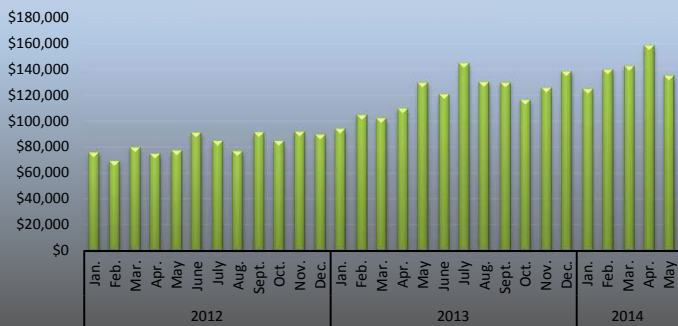
CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	208		162	28.4%		175		18.9%
Active Listing Inventory †	271		209	29.7%		122		122.1%
Active Short Sale (included above)	22		23	-4.3%		7		214.3%
Pending Short Lender Approval	47		42	11.9%		129		-63.6%
Pending Sales This Month	94		89	5.6%		108		-13.0%
Number of REO Sales	20	15.9%	13	53.8%	11.6%	21	14.5%	-4.8%
Number of Short Sales	8	6.3%	16	-50.0%	14.3%	37	25.5%	-78.4%
Equity Sales	98	77.8%	83	18.1%	74.1%	87	60.0%	12.6%
Total Number of Closed Escrows	126	100%	112	12.5%	100%	145	100.0%	-13.1%
Months Inventory	2.2 Months		1.9 Months	15.8%		0.8 Months		175.0%
Dollar Value of Closed Escrows	\$21,687,415		\$20,374,288	6.4%		\$21,251,687		2.1%
Median	\$135,300		\$158,750	-14.8%		\$130,000		4.1%
Mean	\$172,122		\$181,913	-5.4%		\$147,581		16.6%
Year-to-Date Statistics	01/01/14 to 05/31/14		01/01/14 to 05/31/14			1/1/2013		Change
	SAR monthly data, compiled		MetroList YTD data			5/31/2013		
Number of Closed Escrows	535		546			636		-15.9%
Dollar Value of Closed Escrows	\$72,049,254		\$89,552,506			\$81,617,544		-11.7%
Median	\$135,250		\$135,250			\$99,000		36.6%
Mean	\$164,016		\$164,016			\$128,329		27.8%

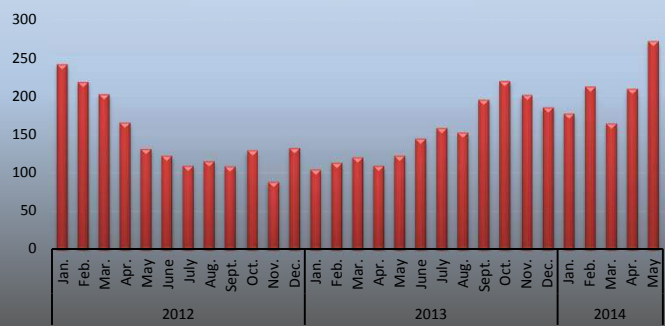
Sales Volume



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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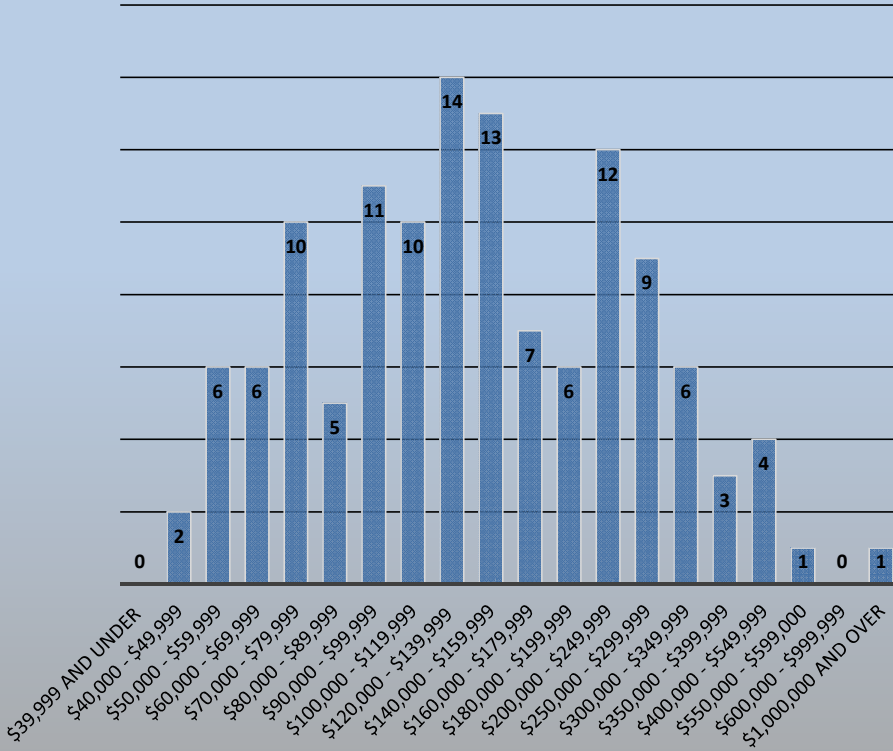
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BREAKDOWN OF SALES BY PRICE

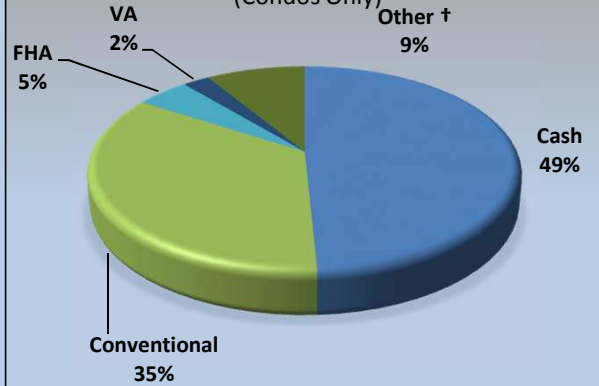
Type of Financing/Days on Market

Condos

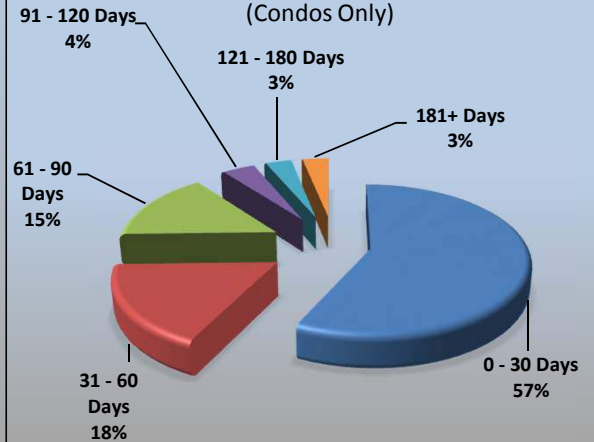
Total: 126



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	62	49.2%	43	38.4%	0 - 30	72	57.1%	61.3%	77.4%
Conventional	44	34.9%	53	47.3%	31 - 60	22	17.5%	16.7%	12.5%
FHA	6	4.8%	6	5.4%	61 - 90	19	15.1%	10.5%	5.2%
VA	3	2.4%	4	3.6%	91 - 120	5	4.0%	4.6%	2.1%
Other †	11	8.7%	6	5.4%	121 - 180	4	3.2%	3.7%	1.8%
Total	126	100.0%	112	100.0%	181+	4	3.2%	3.2%	1.1%
					Total	126	100.0%	100.0%	100.0%

* half-plex, 2-on-1, mobile home

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Average DOM:

39

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