

MLS STATISTICS for April 2015

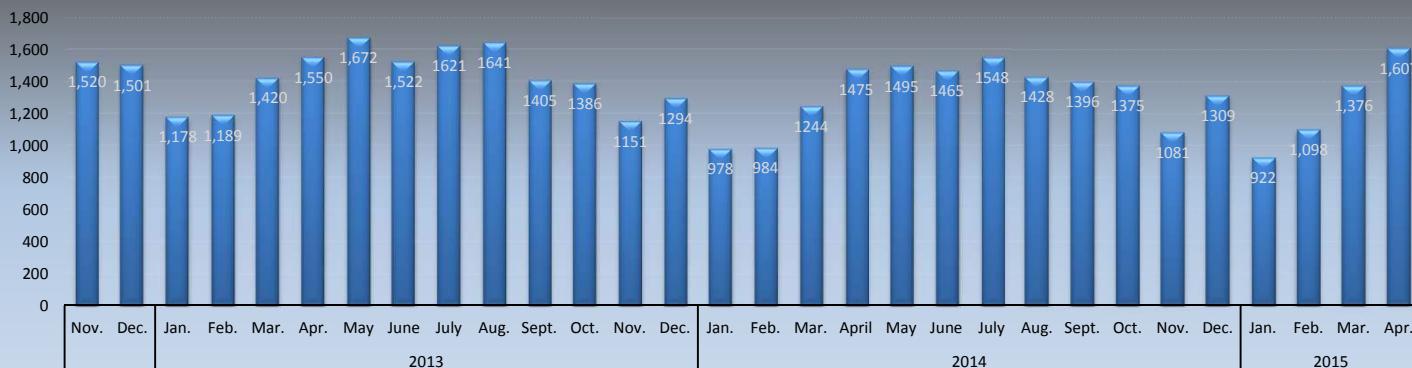
Data for Sacramento County and the City of West Sacramento



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	2,308		2,143	7.7%		2,216		4.2%
Active Listing Inventory †	2,546		2,385	6.8%		2,021		26.0%
Active Short Sale (included above)	101		101	0.0%		97		4.1%
Pending Short Lender Approval	307		322	-4.7%		479		-35.9%
Pending Sales This Month	1,428		1,470	-2.9%		1,173		21.7%
Number of REO Sales	104	6.5%	93	11.8%	6.8%	106	7.2%	-1.9%
Number of Short Sales	88	5.5%	78	12.8%	5.7%	134	9.1%	-34.3%
Equity Sales**	1,415	88.1%	1,205	17.4%	87.6%	1,235	83.7%	14.6%
Total Number of Closed Escrows	1,607	100%	1,376	16.8%	100%	1,475	100.0%	8.9%
Months Inventory	1.6 Months		1.7 Months	-5.9%		1.4 Months		14.3%
Dollar Value of Closed Escrows	\$497,998,249		\$423,344,802	17.6%		\$433,067,399		15.0%
Median	\$281,000		\$281,250	-0.1%		\$267,000		5.2%
Mean	\$309,893		\$307,663	0.7%		\$293,207		5.7%
Year-to-Date Statistics	1/01/15 to 4/30/15		1/01/15 to 4/30/15			1/1/2014		
	SAR monthly data, compiled		MetroList YTD data			4/30/2014		Change
Number of Closed Escrows	4,974		5,079			4,681		6.3%
Dollar Value of Closed Escrows	\$1,524,868,223		\$1,543,212,552			\$1,337,766,096		14.0%
Median	\$275,000		\$275,000			\$260,000		5.8%
Mean	\$303,842		\$303,842			\$285,190		6.5%

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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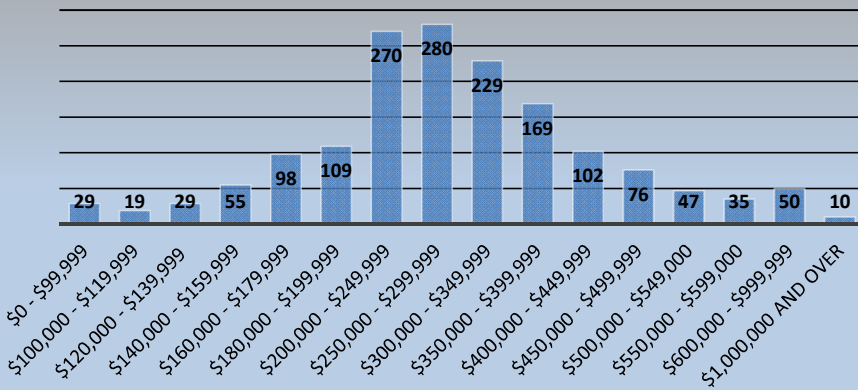
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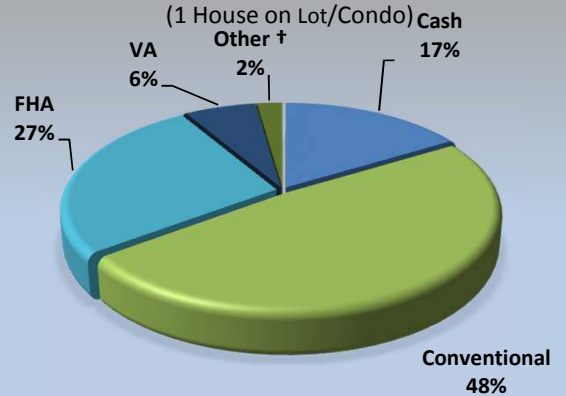
BREAKDOWN OF SALES BY PRICE

1 House on Lot Total: 1,607

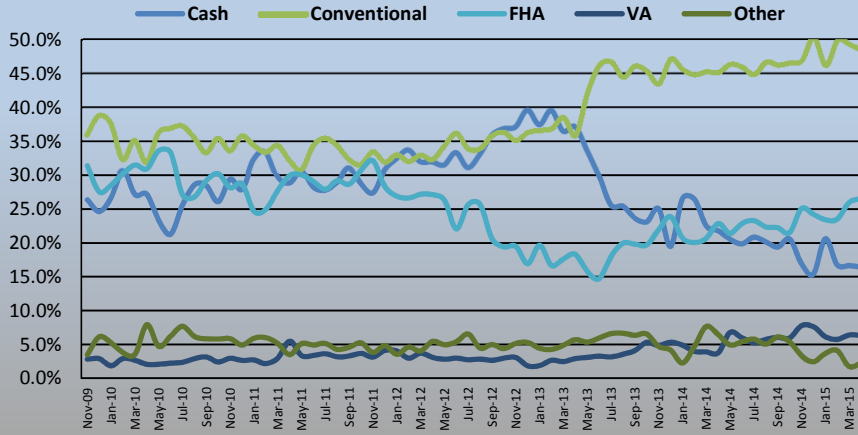


Type of Financing/Days on Market

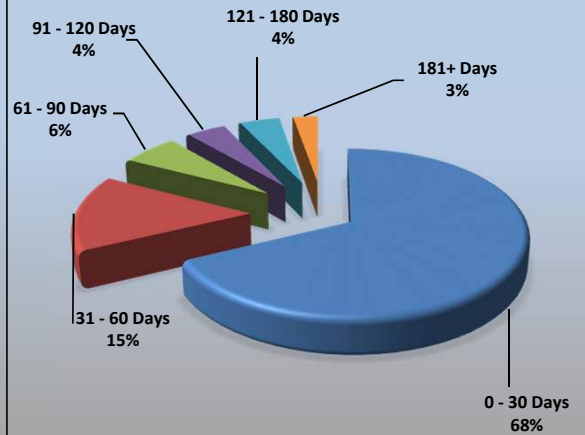
TYPE OF FINANCING



Types of Financing Historical (% of Sales)



DAYS ON MARKET (1 House on Lot/Condo)



Type of Financing (Single Family Home only) Financing Method	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
Cash	264	16.4%	227	16.5%	0 - 30	1,089	67.8%	59.9%	62.3%
Conventional	778	48.4%	671	48.8%	31 - 60	239	14.9%	16.4%	18.3%
FHA	427	26.6%	352	25.6%	61 - 90	98	6.1%	9.5%	9.3%
VA	102	6.3%	88	6.4%	91 - 120	68	4.2%	6.4%	4.9%
Other †	36	2.2%	38	2.8%	121 - 180	70	4.4%	5.2%	3.6%
Total	1,607	100.0%	1,376	100.0%	181+	43	2.7%	2.6%	1.6%
					Total	1,607	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: 13
Average DOM: 34
Average Price/Square Foot: \$183.0

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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	190		172	10.5%		162		17.3%
Active Listing Inventory †	245		255	-3.9%		209		17.2%
Active Short Sale (included above)	20		20	0.0%		23		-13.0%
Pending Short Lender Approval	34		36	-5.6%		42		-19.0%
Pending Sales This Month	111		108	2.8%		89		24.7%
Number of REO Sales	11	8.1%	13	-15.4%	8.5%	13	11.6%	-15.4%
Number of Short Sales	10	7.4%	5	100.0%	3.3%	16	14.3%	-37.5%
Equity Sales	115	84.6%	135	-14.8%	88.2%	83	74.1%	38.6%
Total Number of Closed Escrows	136	100%	153	-11.1%	100%	112	100.0%	21.4%
Months Inventory	1.8 Months		1.7 Months	5.9%		1.9 Months		-5.3%
Dollar Value of Closed Escrows	\$22,465,852		\$25,004,796	-10.2%		\$20,374,288		10.3%
Median	\$142,751		\$138,000	3.4%		\$158,750		-10.1%
Mean	\$165,190		\$163,430	1.1%		\$181,913		-9.2%
Year-to-Date Statistics	01/1/15 to 4/30/15		01/1/15 to 4/30/15			1/1/2014		Change
	SAR monthly data, compiled		MetroList YTD data			4/30/2014		
Number of Closed Escrows	455		464			409		11.2%
Dollar Value of Closed Escrows	\$73,614,452		\$74,319,452			\$50,361,839		46.2%
Median	\$138,000		\$138,000			\$138,000		0.0%
Mean	\$161,790		\$160,171			\$123,134		31.4%

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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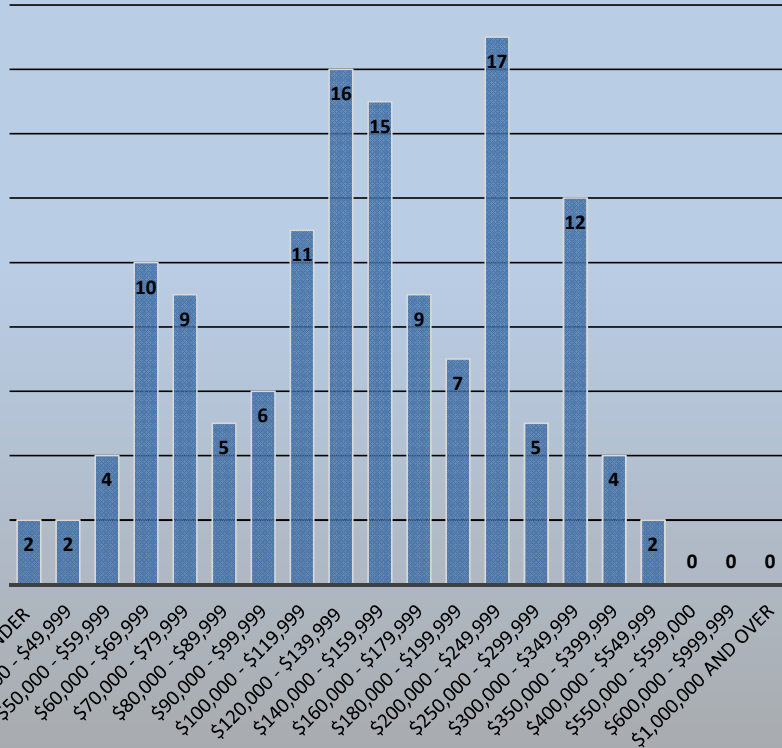
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BREAKDOWN OF SALES BY PRICE

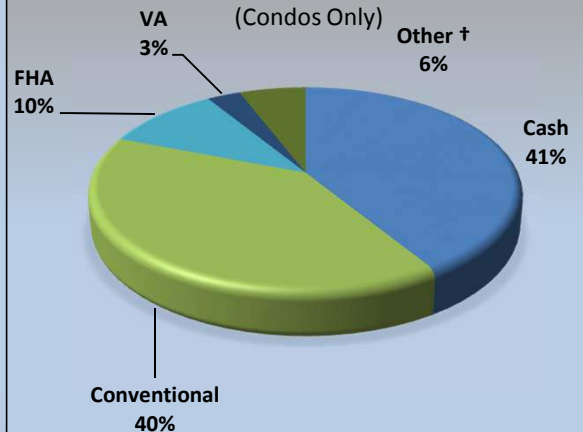
Type of Financing/Days on Market

Condos

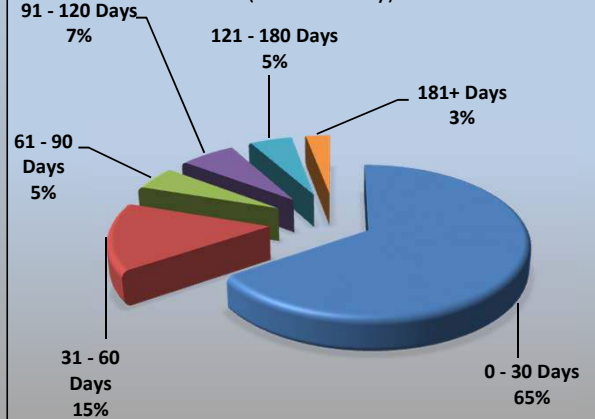
Total: 136



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	56	41.2%	68	44.4%	0 - 30	89	65.4%	54.9%	57.9%
Conventional	54	39.7%	64	41.8%	31 - 60	20	14.7%	19.6%	20.2%
FHA	14	10.3%	14	9.2%	61 - 90	7	5.1%	11.2%	10.5%
VA	4	2.9%	4	2.6%	91 - 120	9	6.6%	5.5%	5.2%
Other †	8	5.9%	3	2.0%	121 - 180	7	5.1%	6.6%	4.0%
Total	136	100.0%	153	100.0%	181+	4	2.9%	2.2%	2.2%
					Total	136	100.0%	100.0%	100.0%

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

† includes: cal vet, contract of sale, creative, farm home loan, owner financir

Average DOM:

41

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