

MLS STATISTICS for October 2015

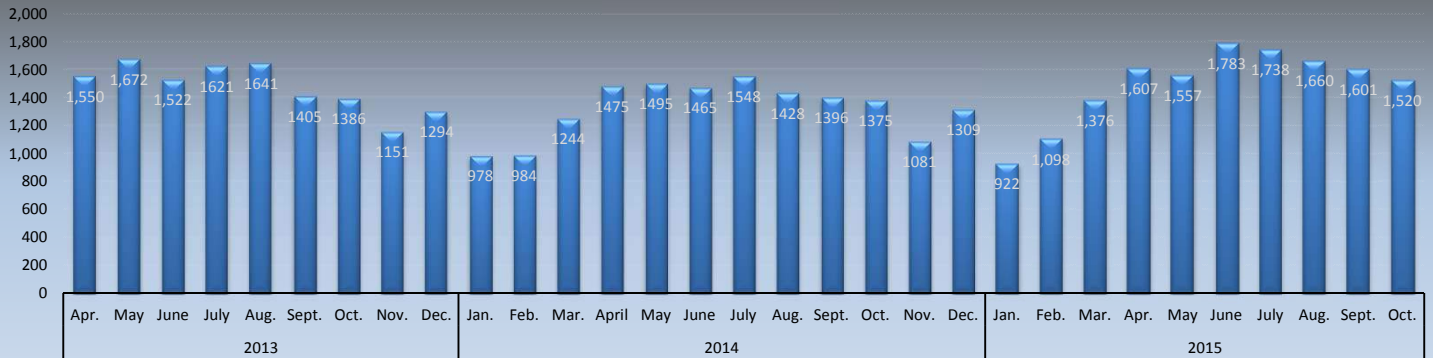
Data for Sacramento County and the City of West Sacramento



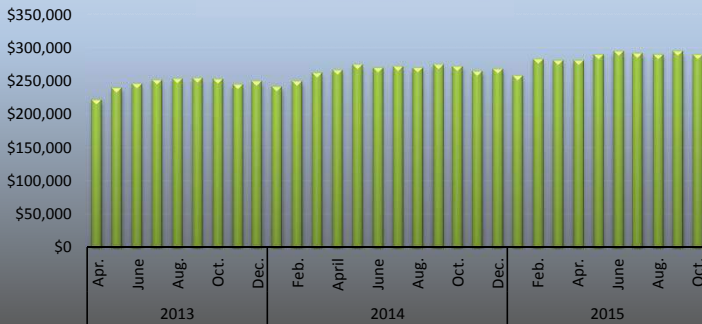
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,917		1,974	-2.9%		1,936		-1.0%
Active Listing Inventory †	2,697		2,876	-6.2%		3,434		-21.5%
Active Short Sale (included above)	89		95	-6.3%		177		-49.7%
Pending Short Lender Approval	229		243	-5.8%		333		-31.2%
Pending Sales This Month	1,240		1,375	-9.8%		1,124		10.3%
Number of REO Sales	50	3.3%	66	-24.2%	4.1%	84	6.1%	-40.5%
Number of Short Sales	57	3.8%	43	32.6%	2.7%	83	6.0%	-31.3%
Equity Sales**	1,388	91.3%	1,470	-5.6%	91.8%	1,208	87.9%	14.9%
Other (non-REO/-Short Sale/-Equity)	25	1.6%	22	13.6%	1.4%	N/A	N/A	N/A
Total Number of Closed Escrows	1,520	100%	1,601	-5.1%	100%	1,375	100.0%	10.5%
Months Inventory	1.8 Months		1.8 Months	0.0%		2.5 Months		-28.0%
Dollar Value of Closed Escrows	\$493,235,597		\$532,222,948	-7.3%		\$412,522,833		19.6%
Median	\$290,000		\$290,000	0.0%		\$272,000		6.6%
Mean	\$324,497		\$320,616	1.2%		\$298,281		8.8%
Year-to-Date Statistics	1/01/15 to 10/31/15		1/01/15 to 10/31/15			1/1/2014		
	SAR monthly data, compiled		MetroList YTD data			10/31/2014		Change
Number of Closed Escrows	14,802		15,208			13,388		10.6%
Dollar Value of Closed Escrows	\$4,686,161,326	16,322	\$4,781,802,349			\$3,960,528,235		18.3%
Median	\$285,000	#####	\$286,000			\$267,750		6.4%
Mean	\$316,589.74		\$314,427			\$294,751		7.4%

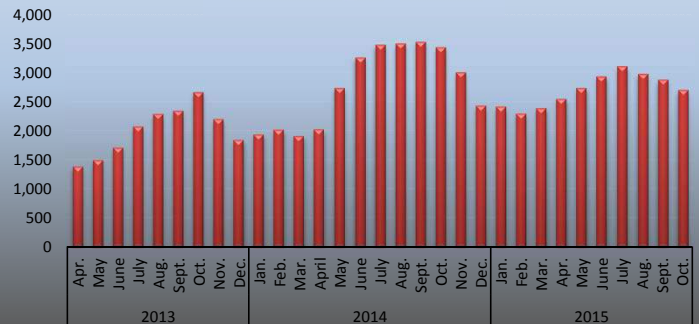
Sales Volume



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

** Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties.

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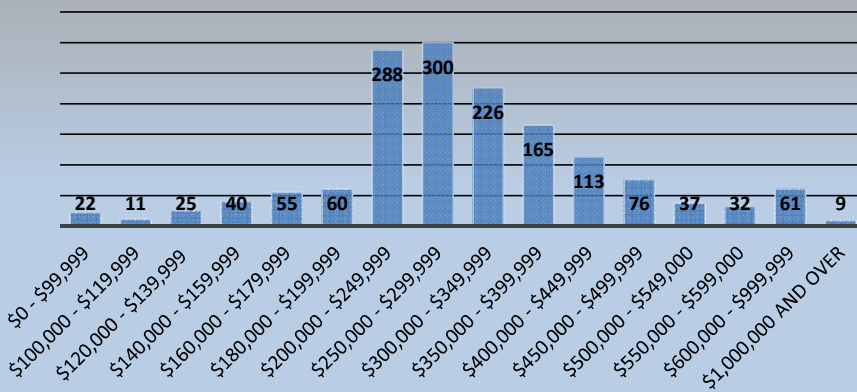
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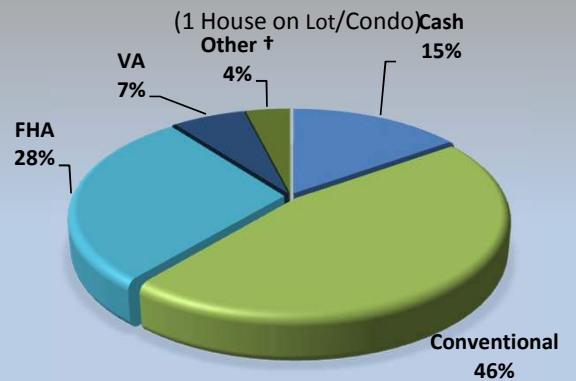
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

1 House on Lot Total: 1,520

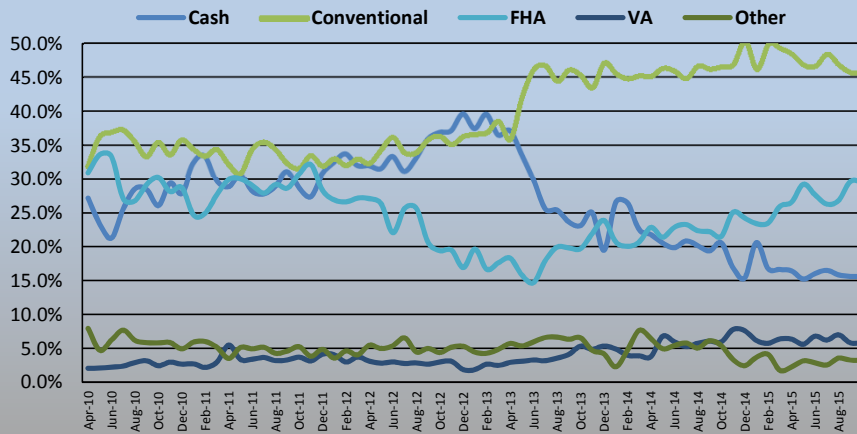


TYPE OF FINANCING



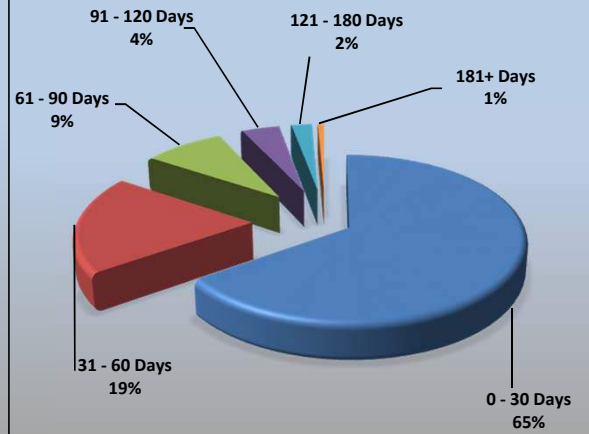
Types of Financing Historical

(% 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	232	15.3%	250	15.6%	0 - 30	990	65.1%	71.3%	65.9%
Conventional	698	45.9%	732	45.7%	31 - 60	292	19.2%	16.8%	16.8%
FHA	432	28.4%	474	29.6%	61 - 90	132	8.7%	6.2%	7.8%
VA	98	6.4%	93	5.8%	91 - 120	62	4.1%	3.0%	4.5%
Other †	60	3.9%	52	3.2%	121 - 180	34	2.2%	2.0%	3.5%
Total	1,520	100.0%	1,601	100.0%	181+	10	0.7%	0.8%	1.6%
					Total	1,520	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: 18
Average DOM: 31
Average Price/Square Foot: \$188.5

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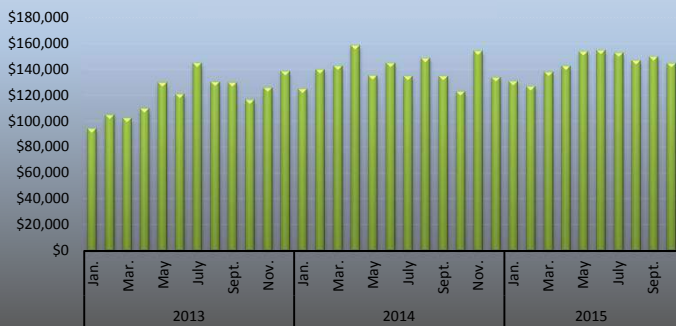
CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	134		150	-10.7%		172		-22.1%
Active Listing Inventory †	163		218	-25.2%		314		-48.1%
Active Short Sale (included above)	12		14	-14.3%		23		-47.8%
Pending Short Lender Approval	22		21	4.8%		35		-37.1%
Pending Sales This Month	93		109	-14.7%		10		830.0%
Number of REO Sales	8	5.9%	5	60.0%	3.4%	9	8.0%	-11.1%
Number of Short Sales	9	6.6%	7	28.6%	4.8%	8	7.1%	12.5%
Equity Sales	119	87.5%	134	-11.2%	91.8%	96	85.0%	24.0%
Total Number of Closed Escrows	136	100%	146	-6.8%	100%	113	100.0%	20.4%
Months Inventory	1.2 Months		1.5 Months	-20.0%		2.8 Months		-57.1%
Dollar Value of Closed Escrows	\$22,204,348		\$24,716,727	-10.2%		\$16,700,819		33.0%
Median	\$144,775		\$150,000	-3.5%		\$123,000		17.7%
Mean	\$160,901		\$169,293	-5.0%		\$147,795		8.9%
Year-to-Date Statistics	01/1/15 to 10/31/15		01/1/15 to 10/31/15			1/1/2014		Change
	SAR monthly data, compiled		MetroList YTD data			10/31/2014		
Number of Closed Escrows	1,337		1,381			1,175		13.8%
Dollar Value of Closed Escrows	\$227,317,296		\$230,943,053			\$174,957,521		29.9%
Median	\$146,000		\$146,000			\$135,250		7.9%
Mean	\$170,020		\$167,229			\$162,708		4.5%

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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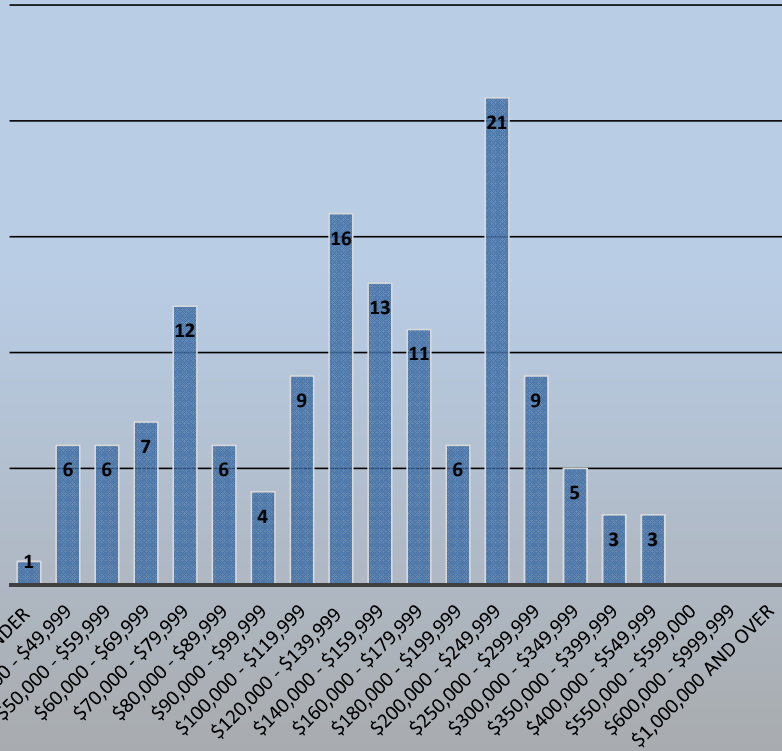
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BREAKDOWN OF SALES BY PRICE

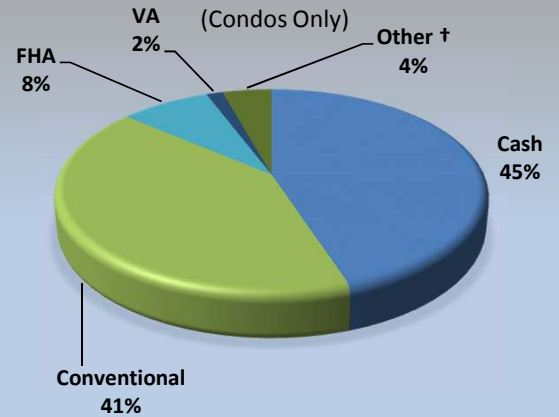
Type of Financing/Days on Market

Condos

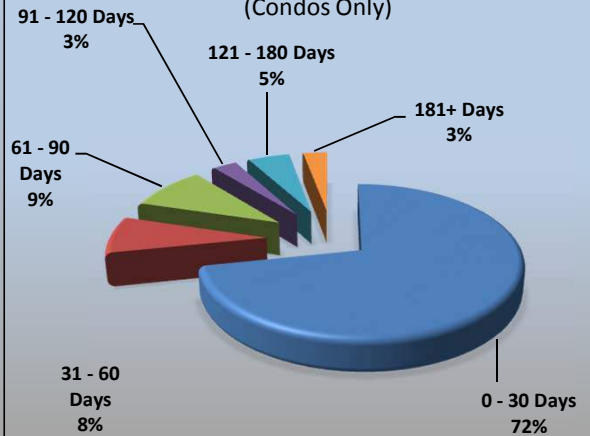
Total: 138



TYPE OF FINANCING



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	44.9%	80	47.6%	0 - 30	99	71.7%	65.6%	60.9%
Conventional	57	41.3%	69	41.1%	31 - 60	11	8.0%	18.8%	20.4%
FHA	11	8.0%	11	6.5%	61 - 90	13	9.4%	8.4%	9.1%
VA	2	1.4%	3	1.8%	91 - 120	4	2.9%	3.5%	4.2%
Other †	6	4.3%	5	3.0%	121 - 180	7	5.1%	2.3%	3.6%
Total	138	100.0%	168	100.0%	181+	4	2.9%	1.3%	1.9%
					Total	138	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:

35

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