

MLS STATISTICS for April 2016

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	2,353		2,082	13.0%		2,308		1.9%
Active Listing Inventory †	2,102		1,973	6.5%		2,546		-17.4%
Active Short Sale (included above)	35		46	-23.9%		101		-65.3%
Pending Short Lender Approval	134		123	8.9%		307		-56.4%
Pending Sales This Month	1,539		1,444	6.6%		1,428		7.8%
Number of REO Sales	52	3.3%	84	-38.1%	5.8%	104	6.5%	-50.0%
Number of Short Sales	50	3.2%	62	-19.4%	4.3%	88	5.5%	-43.2%
Equity Sales**	1,414	91.0%	1,277	10.7%	88.7%	1,415	88.1%	-0.1%
Other (non-REO/-Short Sale/-Equity)	38	2.4%	17	123.5%	1.2%	N/A	N/A	N/A
Total Number of Closed Escrows	1,554	100%	1,440	7.9%	100%	1,607	100.0%	-3.3%
Months Inventory	1.4 Months		1.4 Months	0.0%		1.6 Months		-12.5%
Dollar Value of Closed Escrows	\$532,675,025		\$475,388,039	12.1%		\$497,998,249		7.0%
Median	\$310,000		\$307,000	1.0%		\$281,000		10.3%
Mean	\$342,777		\$330,131	3.8%		\$309,893		10.6%
Year-to-Date Statistics	1/01/16 to 4/30/16		1/01/16 to 4/30/16			1/1/2015		Change
	SAR monthly data, compiled		MetroList YTD data			4/30/2016		
Number of Closed Escrows	5,039		5,132			4,974		1.3%
Dollar Value of Closed Escrows	\$1,655,609,216		\$1,684,283,982			\$1,524,868,223		8.6%
Median	\$300,000		\$300,000			\$275,000		9.1%
Mean	\$328,193.00		\$328,193.00			\$303,842		8.0%

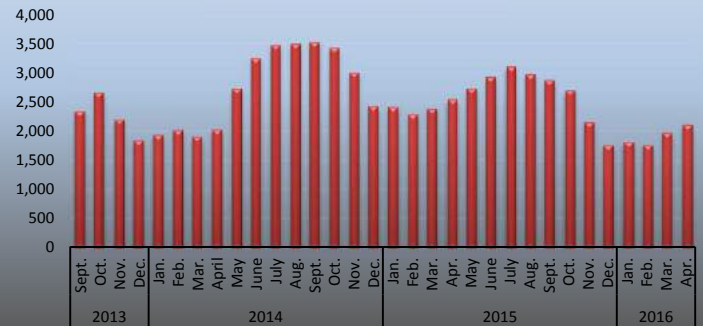
Sales Volume



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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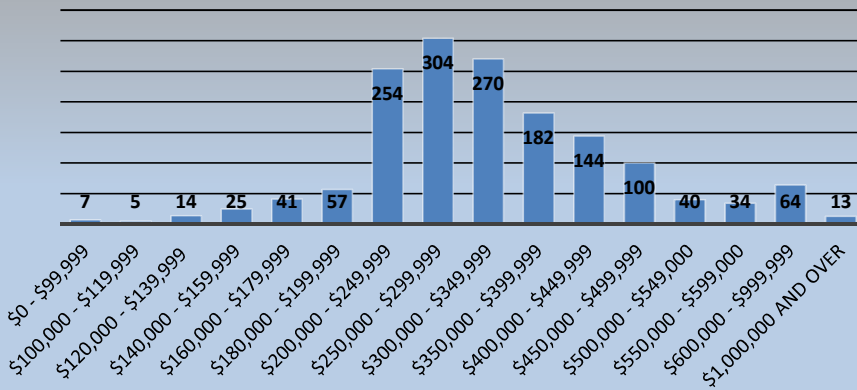
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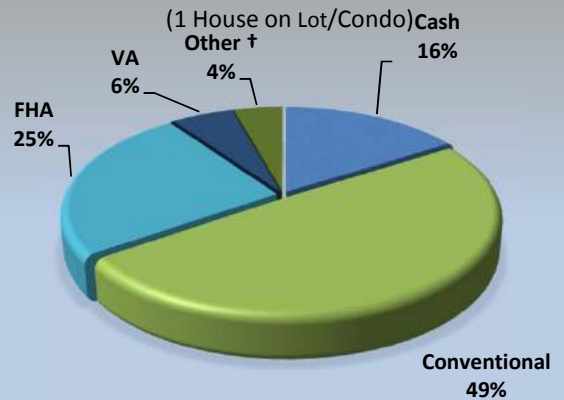
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

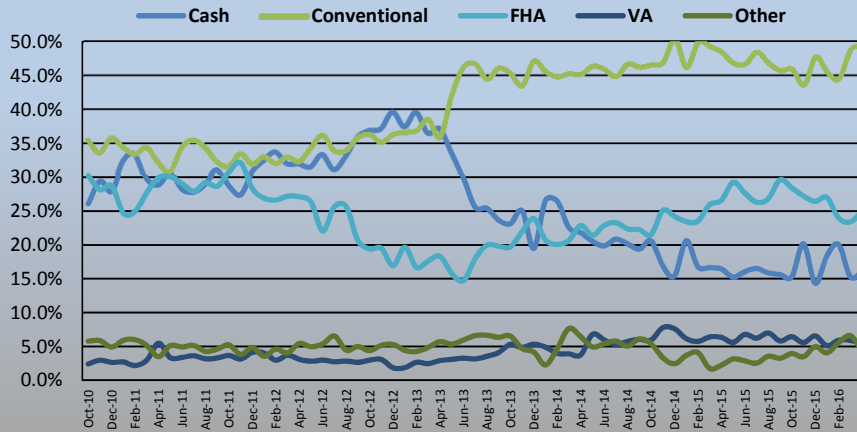
1 House on Lot Total: 1,554



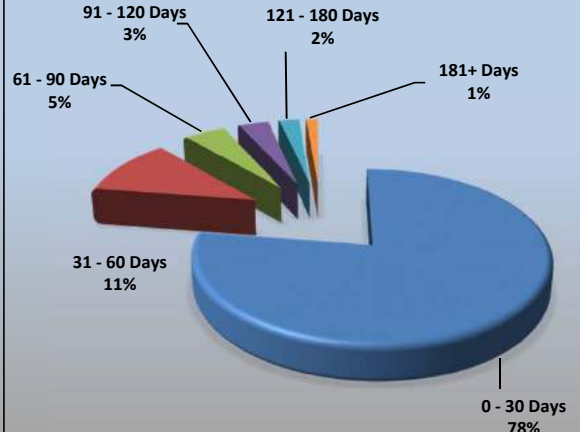
TYPE OF FINANCING



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	(SFR & Condo) Days on Market	# of Units	% of Total		
							Current Month	Last 4 Months	Last 12 Months
Cash	249	16.0%	220	15.3%	0 - 30	1,203	77.4%	64.0%	68.5%
Conventional	766	49.3%	703	48.8%	31 - 60	175	11.3%	15.5%	16.2%
FHA	387	24.9%	337	23.4%	61 - 90	71	4.6%	8.8%	7.2%
VA	85	5.5%	85	5.9%	91 - 120	51	3.3%	4.4%	3.5%
Other †	67	4.3%	95	6.6%	121 - 180	34	2.2%	4.7%	3.0%
Total	1,554	100.0%	1,440	100.0%	181+	20	1.3%	2.5%	1.5%
					Total	1,554	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.

	Current	Last Month
Median DOM:	10	12
Average DOM:	25	30
Average Price/Square Foot:	\$202.4	\$196.2

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MLS STATISTICS for April 2016

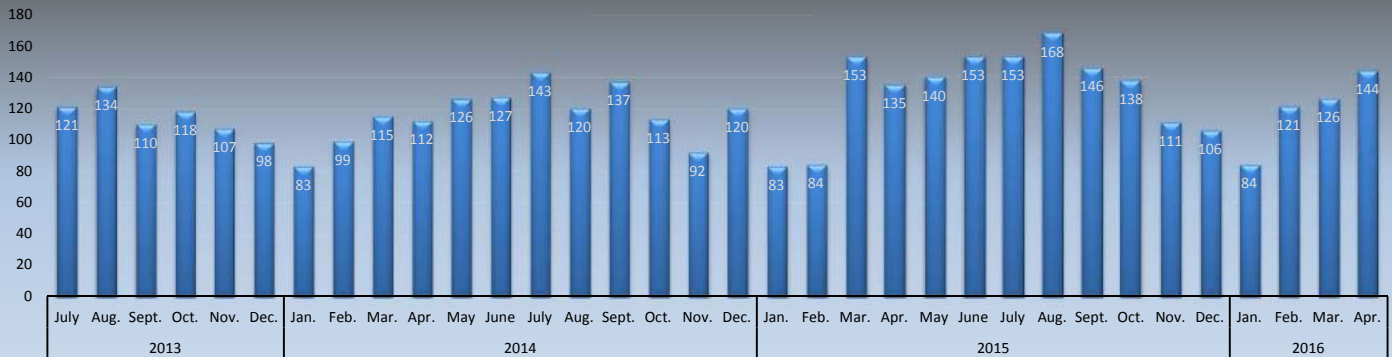
Data for Sacramento County and the City of West Sacramento



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	193		164	17.7%		190		1.6%
Active Listing Inventory †	126		132	-4.5%		245		-48.6%
Active Short Sale (included above)	4		6	-33.3%		20		-80.0%
Pending Short Lender Approval	14		13	7.7%		34		-58.8%
Pending Sales This Month	180		123	46.3%		111		62.2%
Number of REO Sales	5	3.5%	2	150.0%	1.6%	11	8.1%	-54.5%
Number of Short Sales	3	2.1%	8	-62.5%	6.3%	10	7.4%	-70.0%
Equity Sales	136	94.4%	116	17.2%	92.1%	115	84.6%	18.3%
Total Number of Closed Escrows	144	100%	126	14.3%	100%	136	100.0%	5.9%
Months Inventory	0.9 Months		1 Months	-10.0%		1.8 Months		-50.0%
Dollar Value of Closed Escrows	\$27,412,641		\$23,225,087	18.0%		\$22,465,852		22.0%
Median	\$170,875		\$159,500	7.1%		\$142,751		19.7%
Mean	\$190,366		\$184,326	3.3%		\$165,190		15.2%
Year-to-Date Statistics	01/1/16 to 4/30/16		01/1/16 to 4/30/16			1/1/2015		Change
	SAR monthly data, compiled		MetroList YTD data			4/30/2015		
Number of Closed Escrows	475		483			455		4.4%
Dollar Value of Closed Escrows	\$87,741,883		\$89,086,883			\$73,614,452		19.2%
Median	\$157,500		\$160,000			\$138,000		14.1%
Mean	\$183,578		\$184,445			\$161,790		13.5%

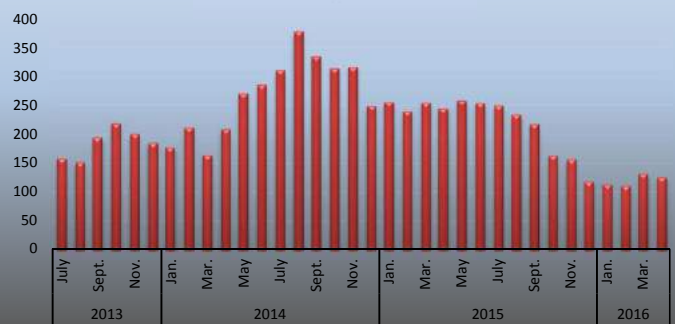
Sales Volume



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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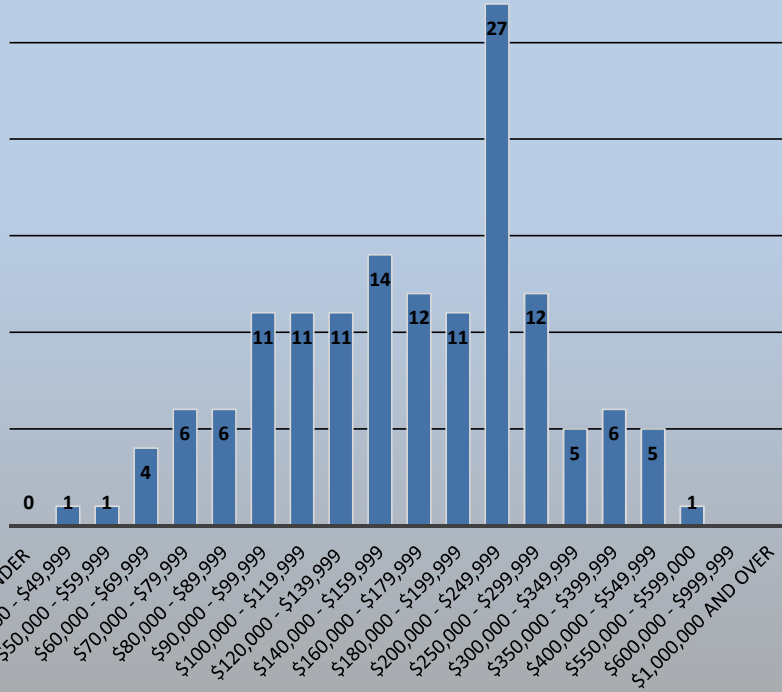
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BREAKDOWN OF SALES BY PRICE

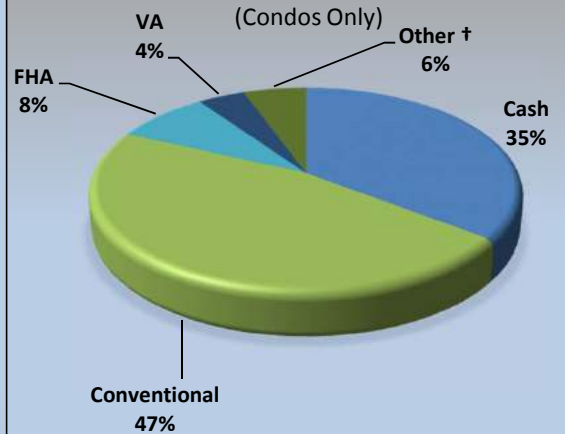
Type of Financing/Days on Market

Condos

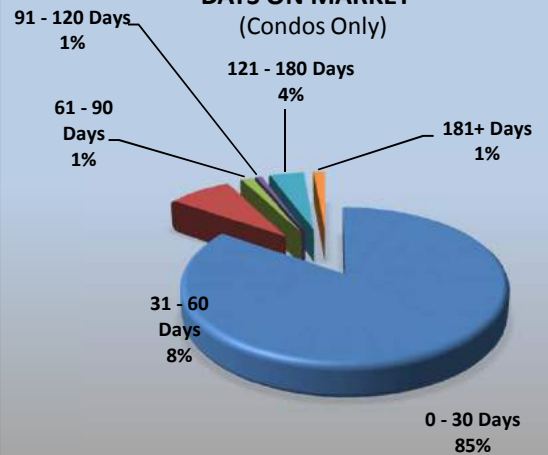
Total: 144



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	51	35.4%	51	40.5%	0 - 30	122	84.7%	75.4%	69.3%
Conventional	67	46.5%	59	46.8%	31 - 60	11	7.6%	10.1%	15.5%
FHA	12	8.3%	6	4.8%	61 - 90	2	1.4%	3.8%	7.0%
VA	6	4.2%	7	5.6%	91 - 120	1	0.7%	2.9%	3.3%
Other †	8	5.6%	3	2.4%	121 - 180	6	4.2%	5.5%	3.1%
Total	144	100.0%	126	100.0%	181+	2	1.4%	2.3%	1.9%
					Total	144	100.0%	100.0%	100.0%

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Average DOM:

Current	21	Last Month	24
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