

MLS STATISTICS for January 2016

Data for Sacramento County and the City of West Sacramento



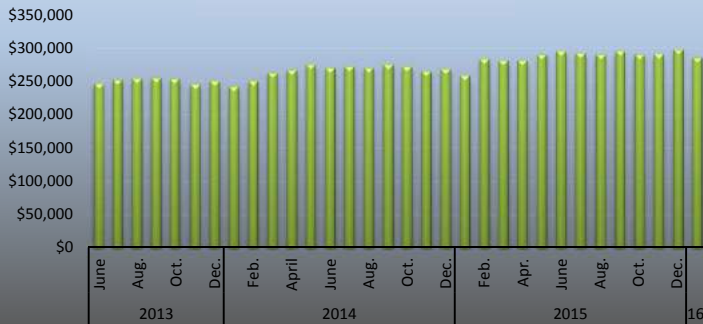
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,601		1,006	59.1%		1,720		-6.9%
Active Listing Inventory †	1,810		1,749	3.5%		2,412		-25.0%
Active Short Sale (included above)	67		60	11.7%		149		-55.0%
Pending Short Lender Approval	69		200	-65.5%		269		-74.3%
Pending Sales This Month	1,098		849	29.3%		895		22.7%
Number of REO Sales	41	4.3%	57	-28.1%	3.6%	85	9.2%	-51.8%
Number of Short Sales	46	4.8%	60	-23.3%	3.8%	69	7.4%	-33.3%
Equity Sales**	860	89.3%	1,428	-39.8%	90.9%	773	83.4%	11.3%
Other (non-REO/-Short Sale/-Equity)	16	1.7%	26	-38.5%	1.7%	N/A	N/A	N/A
Total Number of Closed Escrows	963	100%	1,571	-38.7%	100%	927	100.0%	3.9%
Months Inventory	1.9 Months		1.1 Months	72.7%		2.6 Months		-26.9%
Dollar Value of Closed Escrows	\$297,011,525		\$508,723,362	-41.6%		\$262,746,349		13.0%
Median	\$284,900		\$297,000	-4.1%		\$258,000		10.4%
Mean	\$308,423		\$323,821	-4.8%		\$283,437		8.8%
Year-to-Date Statistics	1/01/16 to 1/31/16		1/01/16 to 1/31/16			1/1/2015		Change
	SAR monthly data, compiled		MetroList YTD data			1/31/2015		
Number of Closed Escrows	963		963			927		3.9%
Dollar Value of Closed Escrows	\$297,011,525		\$297,011,525			\$262,746,349		13.0%
Median	\$284,900		\$284,900			\$258,000		10.4%
Mean	\$308,423.00		\$308,423.00			\$283,437		8.8%

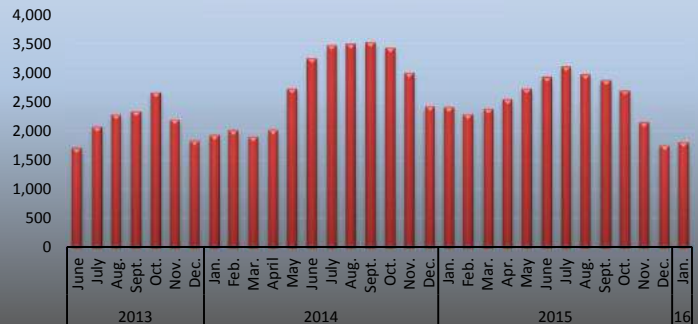
Sales Volume



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

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

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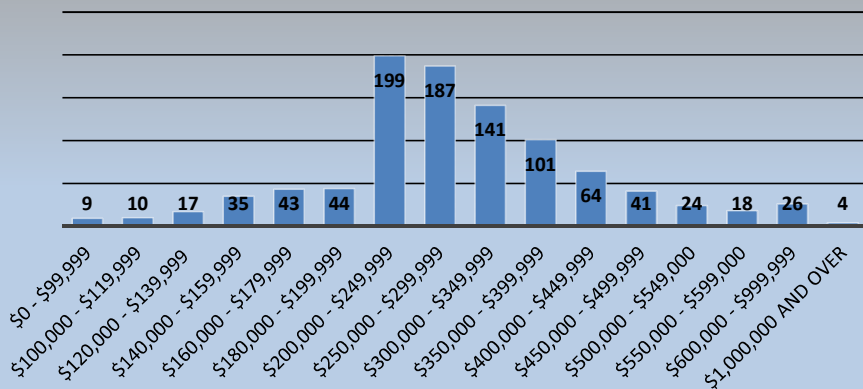
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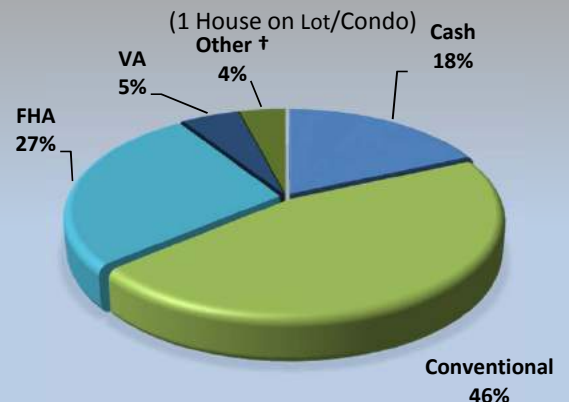
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

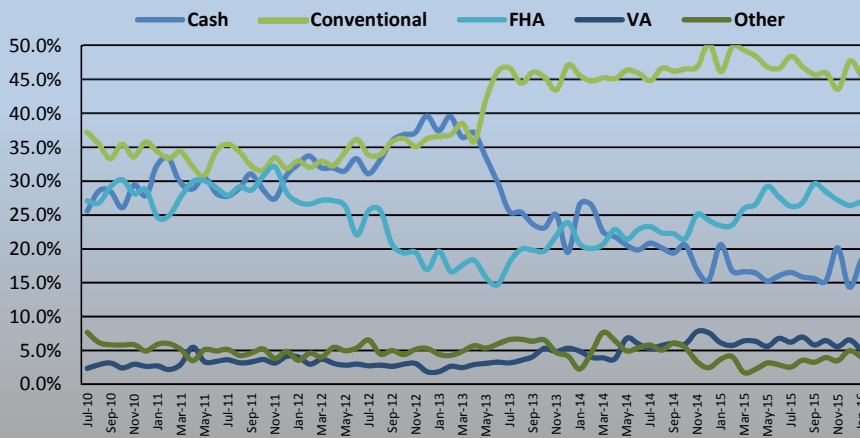
1 House on Lot Total: 963



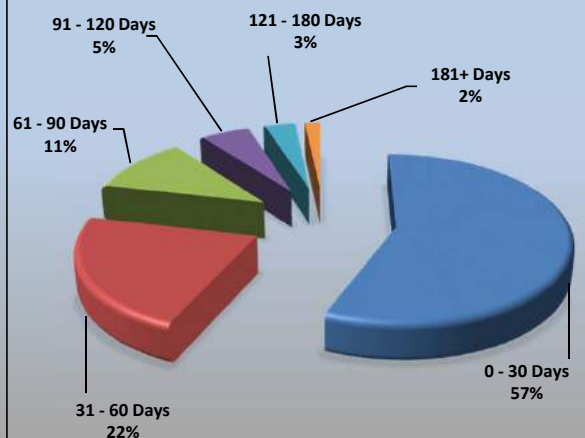
TYPE OF FINANCING (1 House on Lot/Condo)



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	177	18.4%	225	14.3%	0 - 30	544	56.5%	62.7%	67.5%
Conventional	438	45.5%	750	47.7%	31 - 60	213	22.1%	19.6%	16.4%
FHA	260	27.0%	415	26.4%	61 - 90	107	11.1%	9.5%	7.4%
VA	49	5.1%	103	6.6%	91 - 120	51	5.3%	4.2%	4.1%
Other †	39	4.0%	78	5.0%	121 - 180	32	3.3%	2.8%	3.1%
Total	963	100.0%	1,571	100.0%	181+	16	1.7%	1.2%	1.6%
					Total	963	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: 23
Average DOM: 39
Average Price/Square Foot: \$188.1

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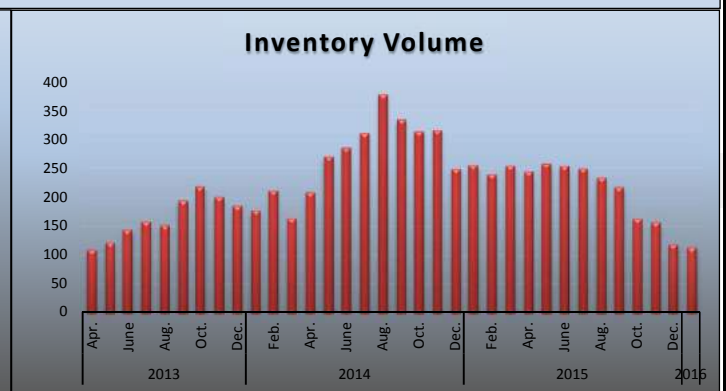
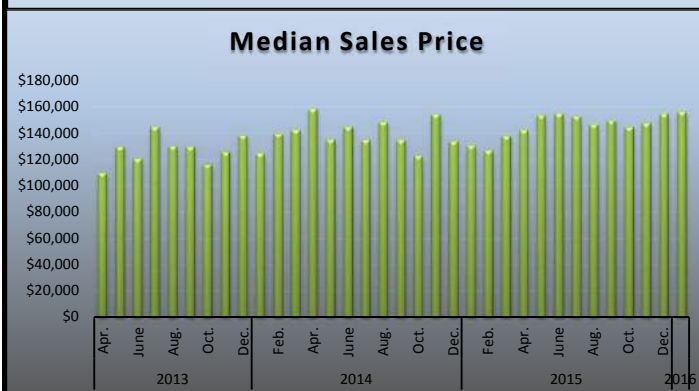
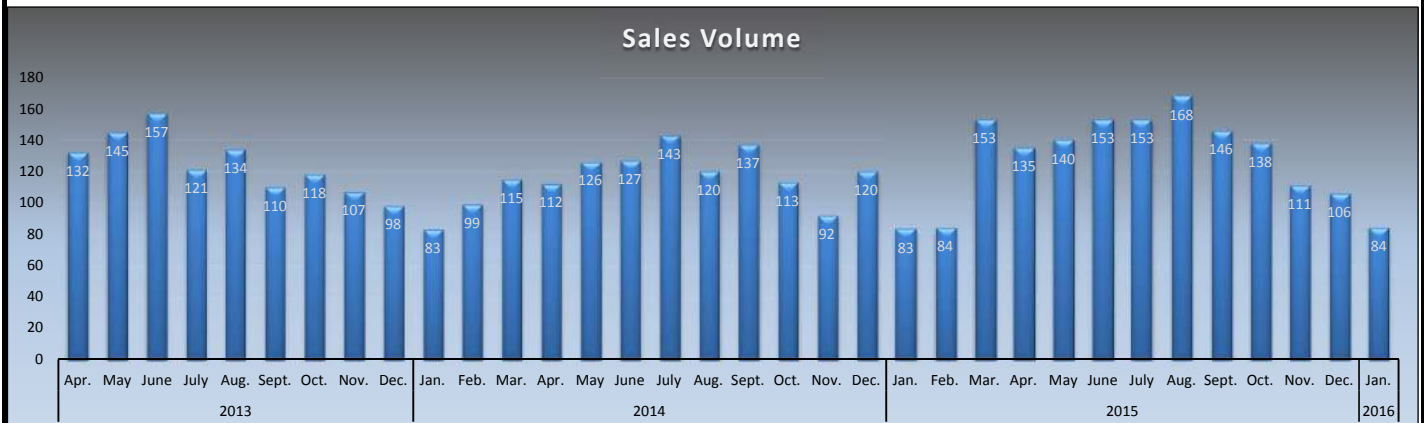
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MLS STATISTICS for January 2016
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CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	138		79	74.7%		175		-21.1%
Active Listing Inventory †	113		118	-4.2%		256		-55.9%
Active Short Sale (included above)	7		7	0.0%		19		-63.2%
Pending Short Lender Approval	7		24	-70.8%		29		-75.9%
Pending Sales This Month	94		73	28.8%		66		42.4%
Number of REO Sales	3	3.6%	8	-62.5%	7.4%	11	13.3%	-72.7%
Number of Short Sales	4	4.8%	7	-42.9%	6.5%	1	1.2%	300.0%
Equity Sales	77	91.7%	93	-17.2%	86.1%	71	85.5%	8.5%
Total Number of Closed Escrows	84	100%	108	-22.2%	100%	83	100.0%	1.2%
Months Inventory	1.3 Months		1.1 Months	18.2%		3.1 Months		-58.1%
Dollar Value of Closed Escrows	\$14,533,475		\$19,106,625	-23.9%		\$12,343,146		17.7%
Median	\$156,500		\$155,000	1.0%		\$131,000		19.5%
Mean	\$173,018		\$176,913	-2.2%		\$148,713		16.3%
Year-to-Date Statistics	01/1/16 to 1/31/16		01/1/16 to 1/31/16			1/1/2015		Change
	SAR monthly data, compiled		MetroList YTD data			1/31/2015		
Number of Closed Escrows	84		1,607			83		1.2%
Dollar Value of Closed Escrows	\$14,533,475		\$270,716,170			\$12,343,146		17.7%
Median	\$156,500		\$146,000			\$131,000		19.5%
Mean	\$173,018		\$168,461			\$148,713		16.3%



† 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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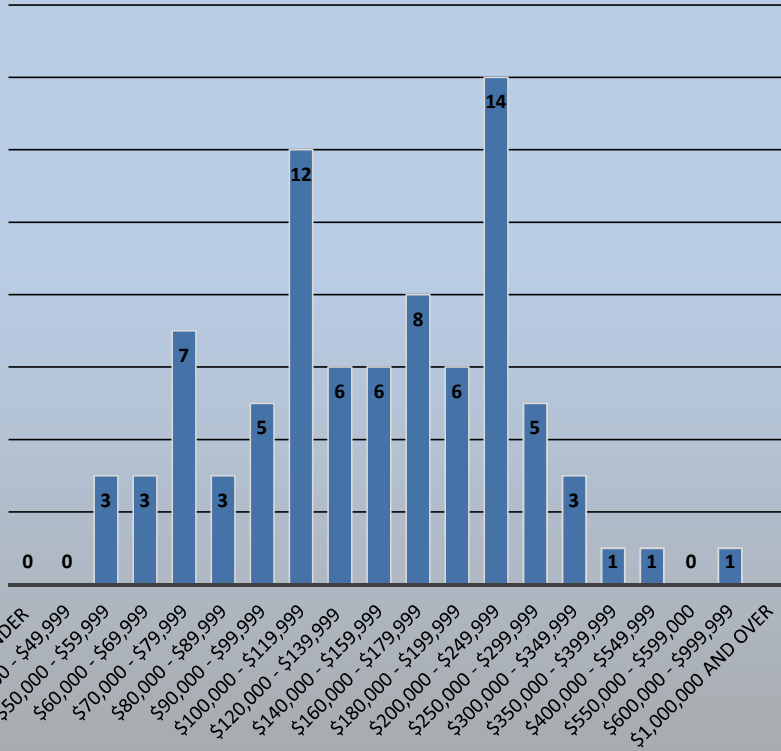
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BREAKDOWN OF SALES BY PRICE

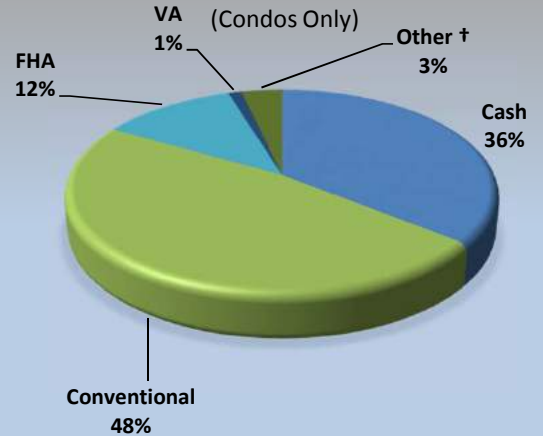
Type of Financing/Days on Market

Condos

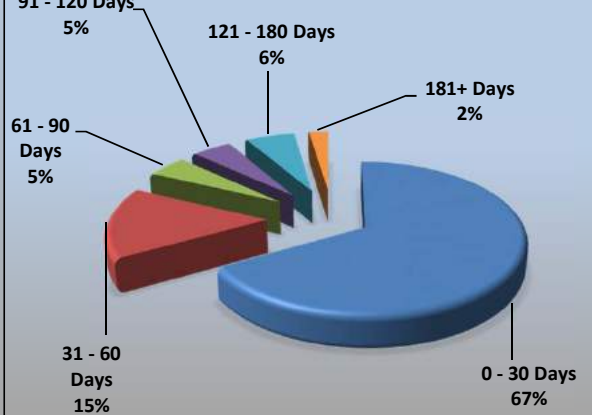
Total: 84



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	30	35.7%	47	43.5%	0 - 30	56	66.7%	70.7%	64.6%
Conventional	40	47.6%	43	39.8%	31 - 60	13	15.5%	10.9%	17.7%
FHA	10	11.9%	12	11.1%	61 - 90	4	4.8%	9.1%	8.5%
VA	1	1.2%	1	0.9%	91 - 120	4	4.8%	3.6%	4.1%
Other †	3	3.6%	5	4.6%	121 - 180	5	6.0%	3.6%	3.2%
Total	84	100.0%	108	100.0%	181+	2	2.4%	2.0%	1.9%
					Total	84	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:

31

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