

MLS STATISTICS for July 2016

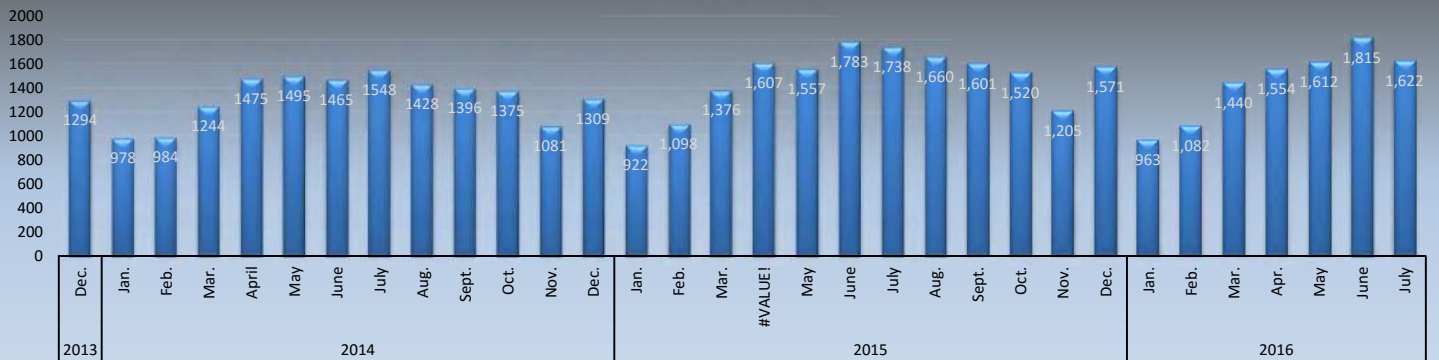
Data for Sacramento County and the City of West Sacramento



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	2,356		2,529	-6.8%		2,489		-5.3%
Active Listing Inventory †	2,801		2,577	8.7%		3,105		-9.8%
Active Short Sale (included above)	53		60	-11.7%		120		-55.8%
Pending Short Lender Approval	128		159	-19.5%		238		-46.2%
Pending Sales This Month	1,506		1,533	-1.8%		1,430		5.3%
Number of REO Sales	35	2.2%	45	-22.2%	2.5%	81	4.7%	-56.8%
Number of Short Sales	43	2.7%	46	-6.5%	2.5%	77	4.4%	-44.2%
Equity Sales**	1,513	93.3%	1,692	-10.6%	93.2%	1,580	90.9%	-4.2%
Other (non-REO/-Short Sale/-Equity)	31	1.9%	32	-3.1%	1.8%	N/A	N/A	N/A
Total Number of Closed Escrows	1,622	100%	1,815	-10.6%	100%	1,738	100.0%	-6.7%
Months Inventory	1.7 Months		1.4 Months	21.4%		1.8 Months		-5.6%
Dollar Value of Closed Escrows	\$571,627,117		\$648,222,184	-11.8%		\$557,499,452		2.5%
Median	\$322,000		\$329,000	-2.1%		\$292,000		10.3%
Mean	\$352,421		\$357,147	-1.3%		\$320,771		9.9%
Year-to-Date Statistics	1/01/16 to 7/31/16		1/01/16 to 7/31/16			1/1/2015		Change
	SAR monthly data, compiled		MetroList YTD data			7/31/2015		
Number of Closed Escrows	10,088		10,303			10,021		0.7%
Dollar Value of Closed Escrows	\$3,432,977,541		\$3,503,399,679			\$3,156,143,108		8.8%
Median	\$311,000		\$311,000			\$285,000		9.1%
Mean	\$340,037		\$340,037			\$314,952.91		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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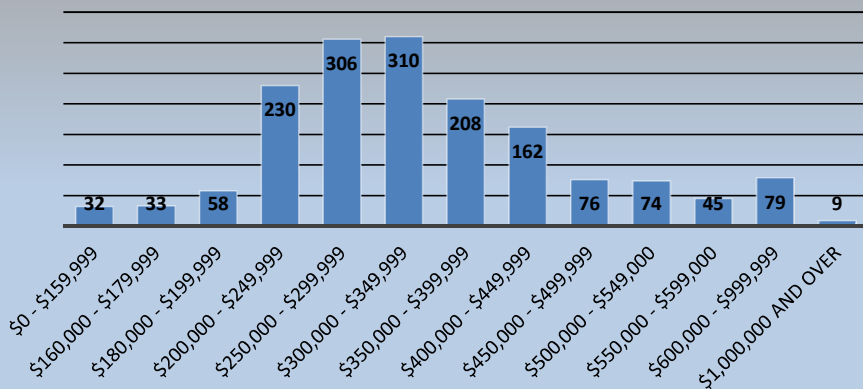
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BREAKDOWN OF SALES BY PRICE

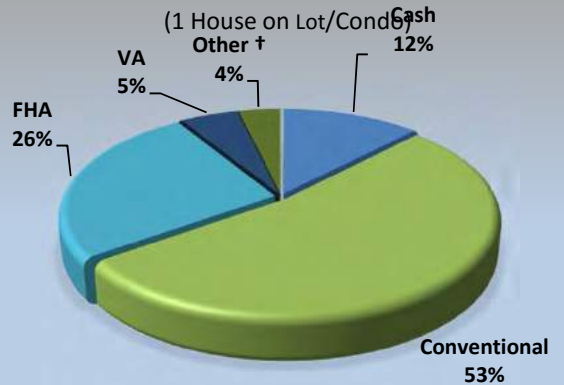
1 House on Lot

Total: 1,622



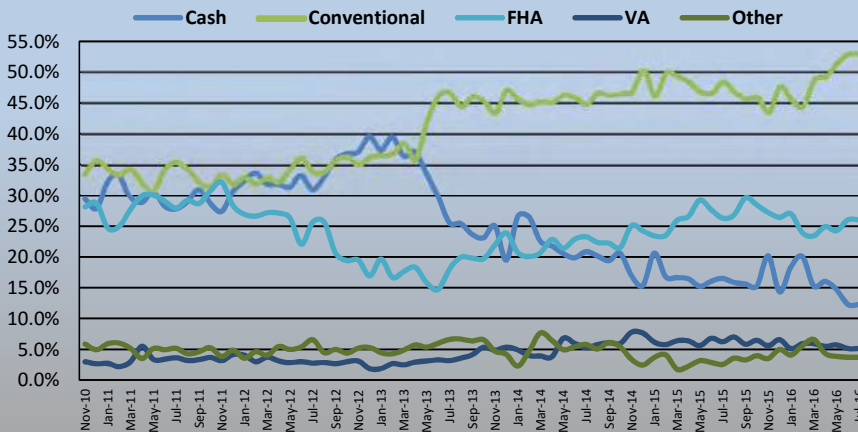
Type of Financing/Days on Market

TYPE OF FINANCING



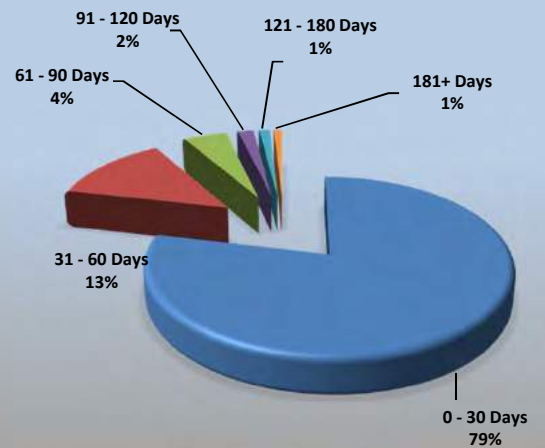
Types of Financing Historical

(% 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	(SFR & Condo) Days on Market	# of Units	% of Total		
							Current Month	Last 4 Months	Last 12 Months
Cash	199	12.3%	253	13.9%	0 - 30	1,276	78.7%	79.9%	71.7%
Conventional	858	52.9%	956	52.7%	31 - 60	211	13.0%	11.4%	15.1%
FHA	422	26.0%	433	23.9%	61 - 90	75	4.6%	3.8%	6.5%
VA	83	5.1%	101	5.6%	91 - 120	27	1.7%	2.0%	3.1%
Other †	60	3.7%	72	4.0%	121 - 180	19	1.2%	1.6%	2.3%
Total	1,622	100.0%	1,815	100.0%	181+	14	0.9%	1.2%	1.2%
					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.

	Current	Last Month
Median DOM:	11	10
Average DOM:	23	22
Average Price/Square Foot:	\$208.3	\$208.8

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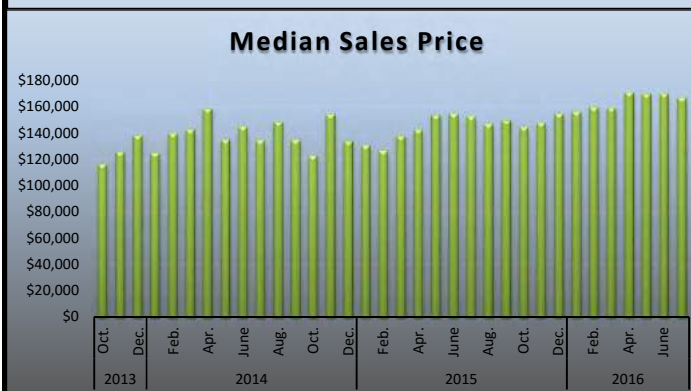
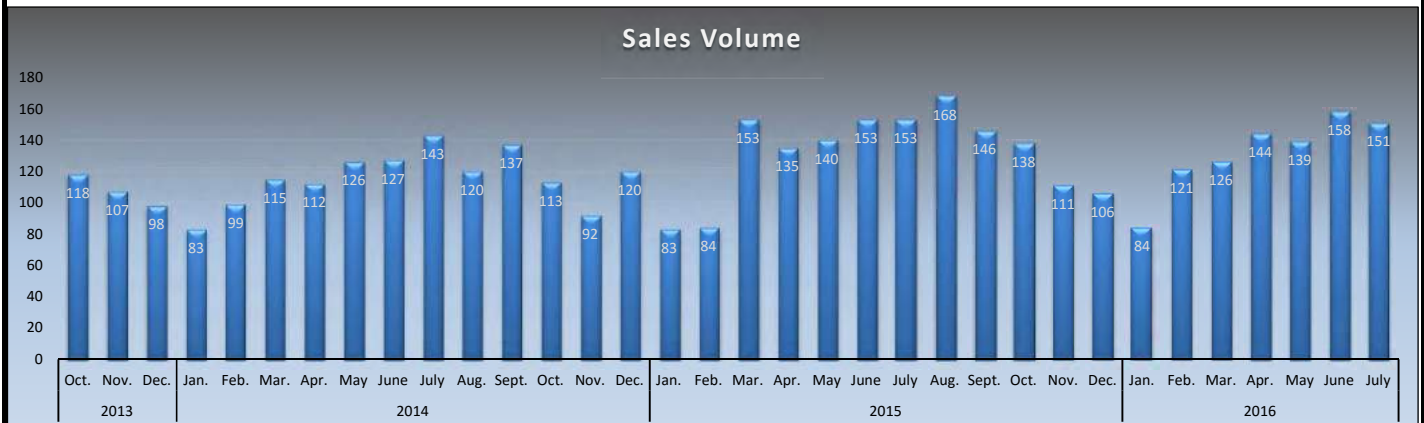
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CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	209		164	27.4%		183		14.2%
Active Listing Inventory †	164		142	15.5%		250		-34.4%
Active Short Sale (included above)	6		5	20.0%		16		-62.5%
Pending Short Lender Approval	10		7	42.9%		28		-64.3%
Pending Sales This Month	128		112	14.3%		120		6.7%
Number of REO Sales	2	1.3%	6	-66.7%	3.8%	6	3.9%	-66.7%
Number of Short Sales	3	2.0%	9	-66.7%	5.7%	11	7.2%	-72.7%
Equity Sales	146	96.7%	143	2.1%	90.5%	136	88.9%	7.4%
Total Number of Closed Escrows	151	100%	158	-4.4%	100%	153	100.0%	-1.3%
Months Inventory	1.1 Months		0.9 Months	22.2%		1.6 Months		-31.3%
Dollar Value of Closed Escrows	\$27,643,631		\$28,767,400	-3.9%		\$26,722,170		3.4%
Median	\$167,000		\$170,250	-1.9%		\$153,000		9.2%
Mean	\$183,070		\$182,072	0.5%		\$174,655		4.8%
Year-to-Date Statistics	01/1/16 to 7/31/16		01/1/16 to 7/31/16			1/1/2015		Change
	SAR monthly data, compiled		MetroList YTD data			7/31/2015		
Number of Closed Escrows	923		945			888		3.9%
Dollar Value of Closed Escrows	\$173,411,129		\$176,481,129			\$152,374,940		13.8%
Median	\$157,500		\$167,000			\$140,000		12.5%
Mean	\$187,878		\$186,753			\$171,593		9.5%



† 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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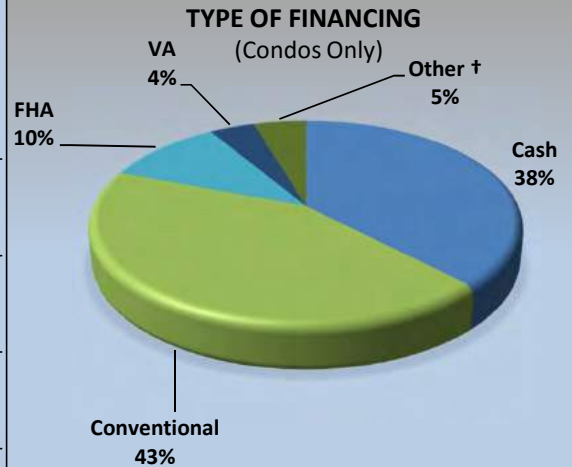
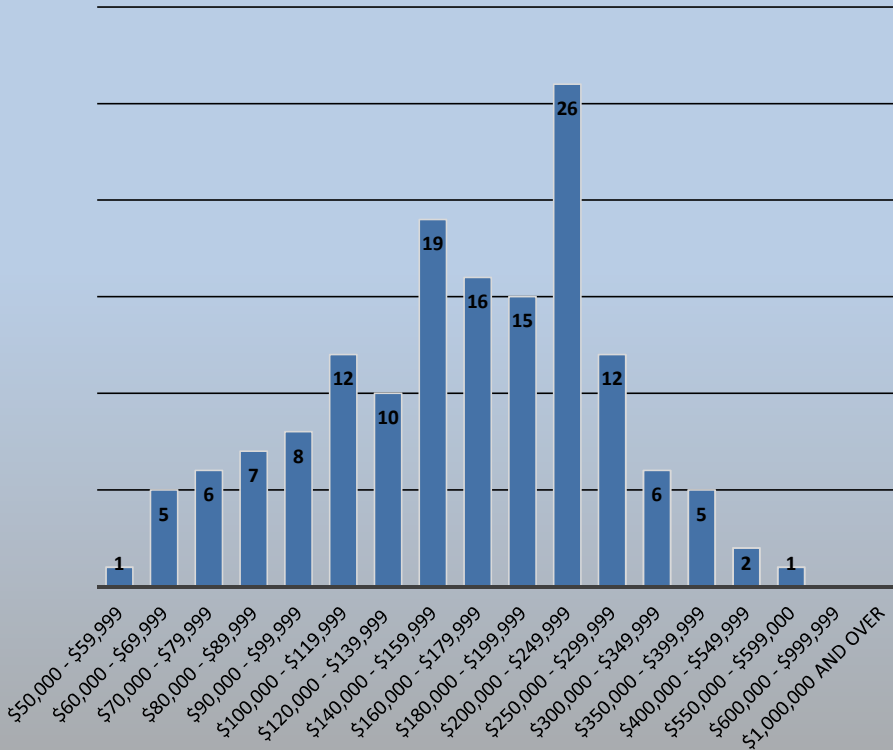
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 151



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	57	37.7%	64	40.5%	0 - 30	122	80.8%	82.4%	73.8%
Conventional	65	43.0%	70	44.3%	31 - 60	23	15.2%	11.0%	13.2%
FHA	16	10.6%	14	8.9%	61 - 90	2	1.3%	2.9%	6.1%
VA	6	4.0%	1	0.6%	91 - 120	0	0.0%	1.0%	2.6%
Other †	7	4.6%	9	5.7%	121 - 180	3	2.0%	1.9%	2.8%
Total	151	100.0%	158	100.0%	181+	1	0.7%	0.8%	1.6%
					Total	151	100.0%	100.0%	100.0%

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

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Average DOM:

Current Last Month

21 18

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