

MLS STATISTICS for March 2016

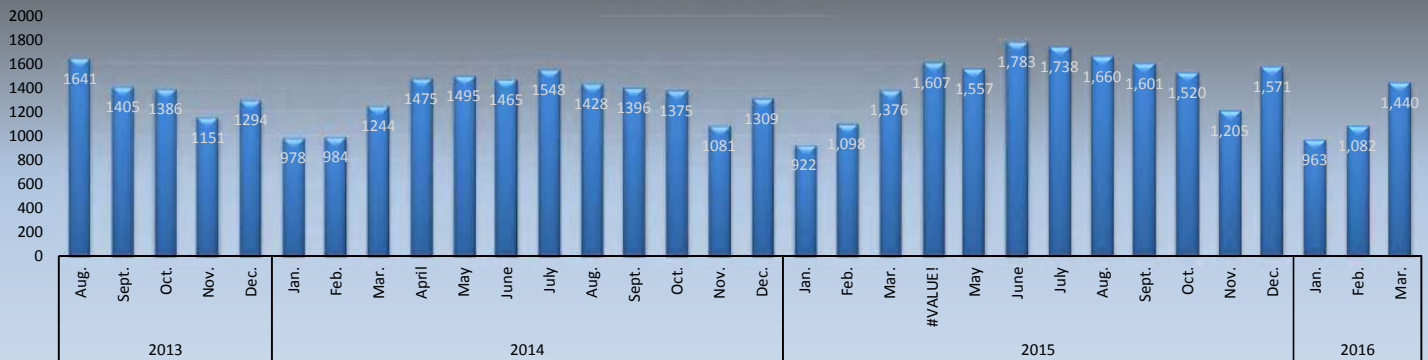
Data for Sacramento County and the City of West Sacramento



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	2,082		1,705	22.1%		2,143		-2.8%
Active Listing Inventory †	1,973		1,755	12.4%		2,385		-17.3%
Active Short Sale (included above)	46		61	-24.6%		101		-54.5%
Pending Short Lender Approval	123		199	-38.2%		322		-61.8%
Pending Sales This Month	1,444		1,251	15.4%		1,470		-1.8%
Number of REO Sales	84	5.8%	57	47.4%	5.3%	93	6.8%	-9.7%
Number of Short Sales	62	4.3%	46	34.8%	4.3%	78	5.7%	-20.5%
Equity Sales**	1,277	88.7%	956	33.6%	88.4%	1,205	87.6%	6.0%
Other (non-REO/-Short Sale/-Equity)	17	1.2%	23	-26.1%	2.1%	N/A	N/A	N/A
Total Number of Closed Escrows	1,440	100%	1,082	33.1%	100%	1,376	100.0%	4.7%
Months Inventory	1.4 Months		1.6 Months	-12.5%		1.7 Months		-17.6%
Dollar Value of Closed Escrows	\$475,388,039		\$350,534,627	35.6%		\$423,344,802		12.3%
Median	\$307,000		\$299,000	2.7%		\$281,250		9.2%
Mean	\$330,131		\$323,969	1.9%		\$307,663		7.3%
Year-to-Date Statistics	1/01/16 to 3/31/16		1/01/16 to 3/31/16			1/1/2015		Change
	SAR monthly data, compiled		MetroList YTD data			3/31/2015		
Number of Closed Escrows	3,485		3,539			3,387		2.9%
Dollar Value of Closed Escrows	\$1,122,934,191		\$1,139,416,080			\$1,026,869,974		9.4%
Median	\$284,900		\$298,000			\$273,000		4.4%
Mean	\$321,960.00		\$321,960.00			\$301,327		6.8%

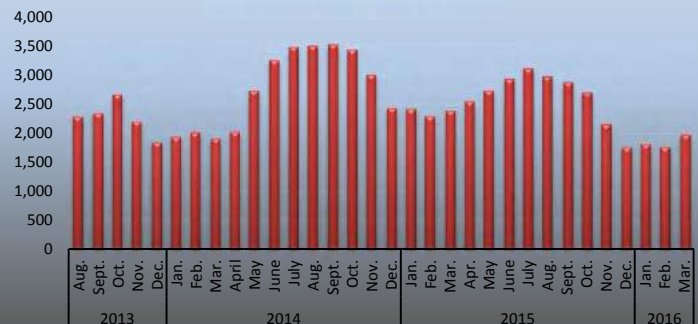
Sales Volume



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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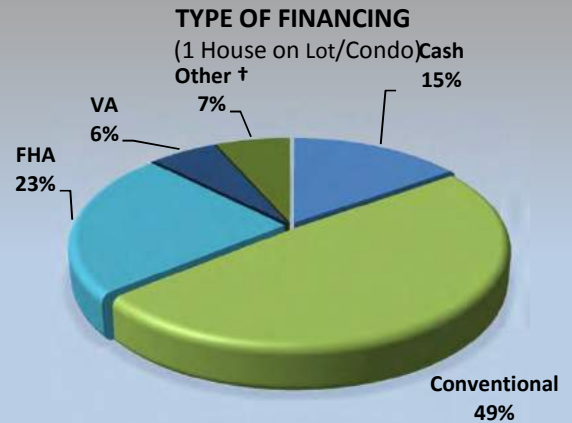
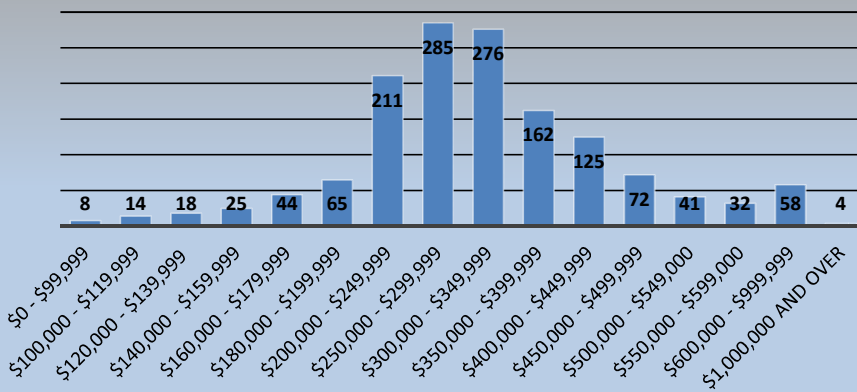
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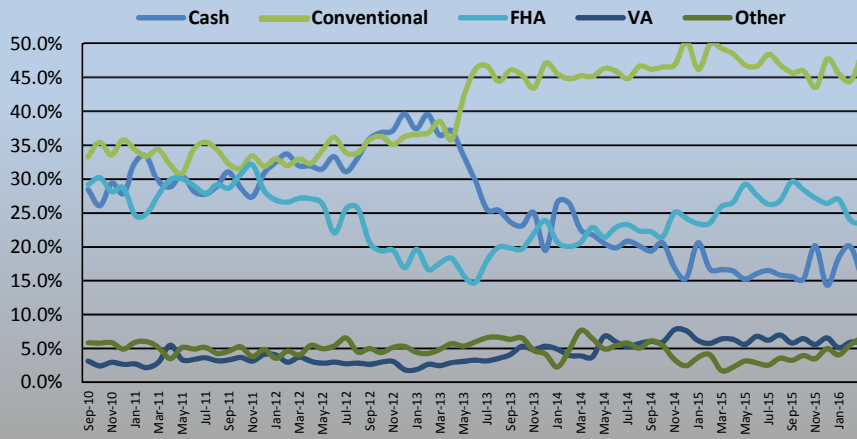
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

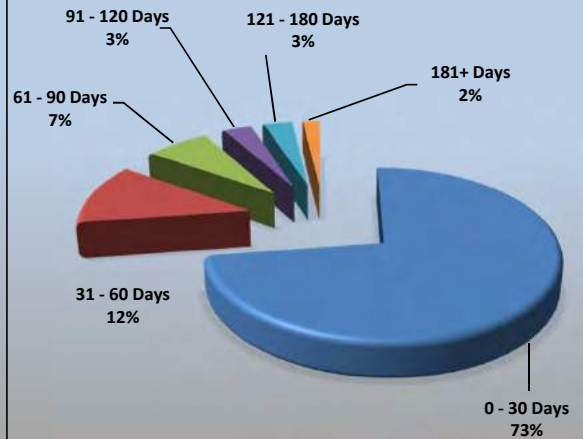
1 House on Lot Total: 1,440



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	220	15.3%	217	20.1%	0 - 30	1,046	72.6%	64.1%	68.8%
Conventional	703	48.8%	482	44.5%	31 - 60	175	12.2%	17.4%	16.2%
FHA	337	23.4%	259	23.9%	61 - 90	101	7.0%	8.9%	7.1%
VA	85	5.9%	64	5.9%	91 - 120	45	3.1%	4.5%	3.6%
Other †	95	6.6%	60	5.5%	121 - 180	46	3.2%	3.6%	2.9%
Total	1,440	100.0%	1,082	100.0%	181+	27	1.9%	1.6%	1.5%
					Total	1,440	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:	12	15
Average DOM:	30	36
Average Price/Square Foot:	\$196.2	\$190.8

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MLS STATISTICS for March 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	164		154	6.5%		172		-4.7%
Active Listing Inventory †	132		111	18.9%		255		-48.2%
Active Short Sale (included above)	6		5	20.0%		20		-70.0%
Pending Short Lender Approval	13		16	-18.8%		36		-63.9%
Pending Sales This Month	123		99	24.2%		108		13.9%
Number of REO Sales	2	1.6%	5	-60.0%	4.1%	13	8.5%	-84.6%
Number of Short Sales	8	6.3%	8	0.0%	6.6%	5	3.3%	60.0%
Equity Sales	116	92.1%	108	7.4%	89.3%	135	88.2%	-14.1%
Total Number of Closed Escrows	126	100%	121	4.1%	100%	153	100.0%	-17.6%
Months Inventory	1 Months		0.9 Months	11.1%		1.7 Months		-41.2%
Dollar Value of Closed Escrows	\$23,225,087		\$22,570,680	2.9%		\$25,004,796		-7.1%
Median	\$159,500		\$160,000	-0.3%		\$138,000		15.6%
Mean	\$184,326		\$186,535	-1.2%		\$163,430		12.8%
Year-to-Date Statistics	01/1/16 to 3/31/16		01/1/16 to 3/31/16			1/1/2015		Change
	SAR monthly data, compiled		MetroList YTD data			3/31/2015		
Number of Closed Escrows	331		338			320		3.4%
Dollar Value of Closed Escrows	\$60,329,242		\$61,484,242			\$51,148,600		17.9%
Median	\$157,500		\$158,000			\$135,000		16.7%
Mean	\$183,578		\$181,906			\$157,809		16.3%

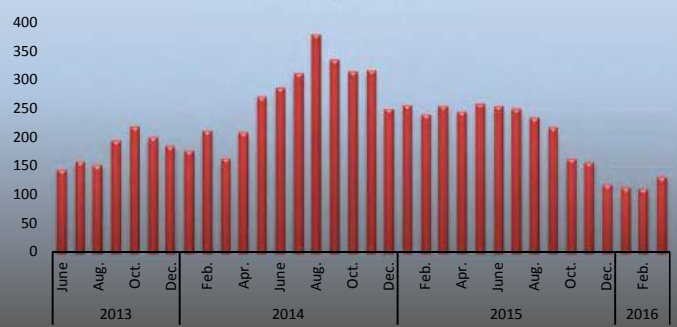
Sales Volume



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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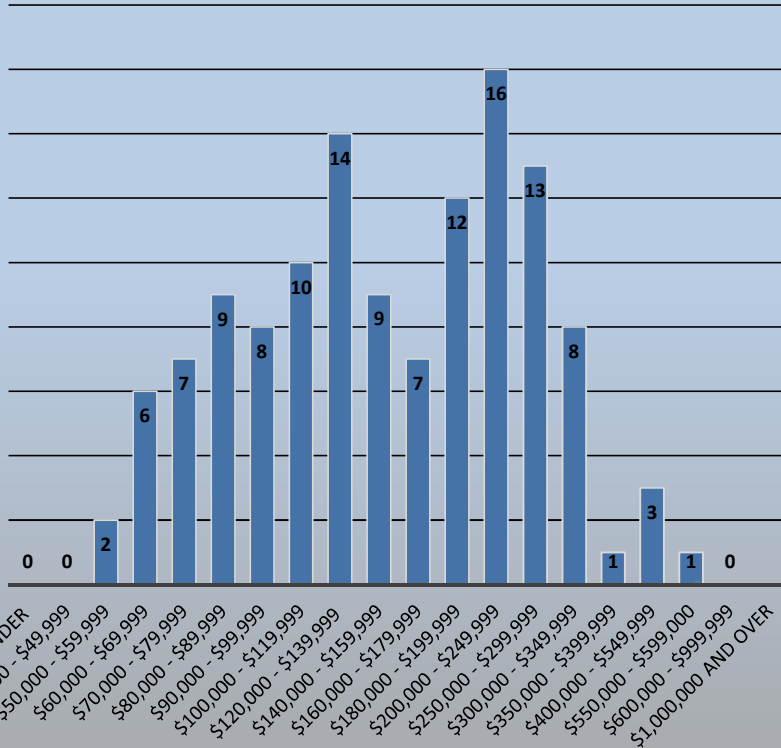
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BREAKDOWN OF SALES BY PRICE

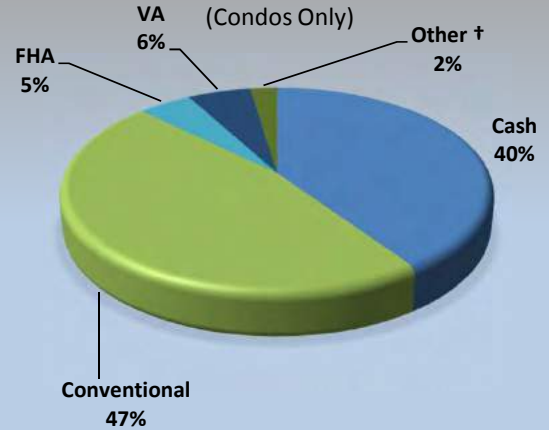
Type of Financing/Days on Market

Condos

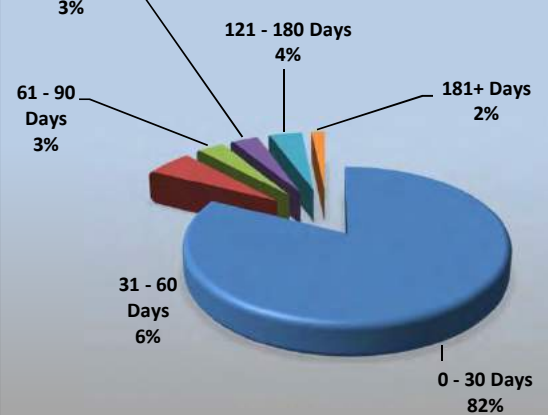
Total: 126



TYPE OF FINANCING



DAYS ON MARKET



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	40.5%	58	47.9%	0 - 30	104	82.5%	71.1%	67.6%
Conventional	59	46.8%	47	38.8%	31 - 60	7	5.6%	11.4%	16.2%
FHA	6	4.8%	6	5.0%	61 - 90	4	3.2%	6.4%	7.3%
VA	7	5.6%	5	4.1%	91 - 120	4	3.2%	3.6%	3.8%
Other †	3	2.4%	5	4.1%	121 - 180	5	4.0%	5.0%	3.2%
Total	126	100.0%	121	100.0%	181+	2	1.6%	2.5%	2.0%
					Total	126	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:

Current	24	Last Month	46
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