

**MLS STATISTICS for May 2010**  
**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 |
|--------------------------------|-----------------------|------------------|-----------------------|--------|------------------|-----------------------|------------------|--------|
| New Listings Published         | 2,336                 |                  | 2,417                 | -3.4%  |                  | 1,706                 |                  | 36.9%  |
| Active Listing Inventory †     | 4,189                 |                  | 3,679                 | 13.9%  |                  | 5,063                 |                  | 30.7%  |
| Active Short Sale Contingent * | 2,429                 |                  | 2,383                 | 1.9%   |                  | n/a                   |                  |        |
| Number of New Escrows          | 1,334                 |                  | 1,950                 | -31.6% |                  | 1,733                 |                  | -23.0% |
| Number of REO Sales            | 606                   | 35.2%            | 594                   | 2.0%   | 38.7%            | 1,050                 | 60.6%            | -42.3% |
| Number of Short Sales          | 407                   | 23.7%            | 362                   | 12.4%  | 23.6%            | 253                   | 14.6%            | 60.9%  |
| Conventional Sales             | 707                   | 41.1%            | 580                   | 21.9%  | 37.8%            | 430                   | 24.8%            | 64.4%  |
| Total Number of Closed Escrows | 1,720                 | 100.0%           | 1,536                 | 12.0%  | 100.0%           | 1,733                 | 100.0%           | -0.8%  |
| Months Inventory               | 2.4 Months            |                  | 2.4 Months            | 0.0%   |                  | 2.9 Months            |                  | -17.2% |
| Dollar Value of Closed Escrows | \$370,458,991         |                  | \$316,022,139         | 17.2%  |                  | \$348,018,497         |                  | 6.4%   |
| Median                         | \$190,000             |                  | \$185,000             | 2.7%   |                  | \$180,000             |                  | 5.6%   |
| Mean                           | \$215,383             |                  | \$205,744             | 4.7%   |                  | \$200,819             |                  | 7.3%   |
| Mode                           | \$200,000 - \$249,999 |                  | \$200,000 - \$249,999 |        |                  | \$200,000 - \$249,999 |                  |        |

| Year-to-Date Statistics        | 01/01/10 to 05/31/10       | 01/01/10 to 05/31/10 | 1/1/2009        | Change |
|--------------------------------|----------------------------|----------------------|-----------------|--------|
|                                | SAR monthly data, compiled | MetroList YTD data   | 5/31/2009       |        |
| Number of Closed Escrows       | 7,211                      | 7,453                | 8,279           | -12.9% |
| Dollar Value of Closed Escrows | \$1,502,372,783            | \$1,529,852,255      | \$1,591,382,115 | -5.6%  |
| Median                         | \$180,000                  | \$180,000            | \$167,000       | 7.8%   |
| Mean                           | \$208,345                  | \$205,267            | \$192,219       | 8.4%   |

**CONDOMINIUM RESALES**

| Monthly Statistics             | Current Month       | % of Total | Last Month          | Change | % of Total | Last Year             | Change |
|--------------------------------|---------------------|------------|---------------------|--------|------------|-----------------------|--------|
| New Listings Published         | 210                 |            | 229                 | -8.3%  |            | 174                   | 20.7%  |
| Active Listing Inventory †     | 495                 |            | 417                 | 8.8%   |            | 493                   | 41.0%  |
| Active Short Sale Contingent * | 200                 |            | 222                 |        |            | n/a                   |        |
| Number of New Escrows          | 113                 |            | 134                 | -15.7% |            | 115                   | -1.7%  |
| Number of REO Sales            | 52                  | 47.3%      | 53                  | -1.9%  | 42.7%      | 81                    | -35.8% |
| Number of Short Sales          | 34                  | 30.9%      | 32                  | 6.3%   | 25.8%      | n/a                   | n/a    |
| Conventional Sales             | 24                  | 21.8%      | 39                  | -38.5% | 31.5%      | n/a                   | n/a    |
| Total Closed Escrows           | 110                 | 100.0%     | 124                 | -11.3% | 100.0%     | 130                   | -15.4% |
| Dollar Value of Closed Escrows | \$13,636,615        |            | \$14,401,655        | -5.3%  |            | \$16,515,206          | -17.4% |
| Median                         | \$108,000           |            | \$87,000            | 24.1%  |            | \$104,450             | 3.4%   |
| Mean                           | \$126,265           |            | \$109,103           | 15.7%  |            | \$131,718             | -4.1%  |
| Mode                           | \$40,000 - \$49,999 |            | \$80,000 - \$89,999 |        |            | \$100,000 - \$119,999 |        |

| Year-to-Date Statistics        | 01/01/10 to 05/31/10       | 01/01/10 to 05/31/10 | 1/1/2009     | Change |
|--------------------------------|----------------------------|----------------------|--------------|--------|
|                                | SAR monthly data, compiled | MetroList YTD Data   | 5/31/2009    |        |
| Number of Closed Escrows       | 559                        | 576                  | 525          | 6.5%   |
| Dollar Value of Closed Escrows | \$59,299,797               | \$64,001,173         | \$60,510,090 | -2.0%  |
| Median                         | \$85,000                   | \$87,250             | \$95,000     | -10.5% |
| Mean                           | \$106,082                  | \$111,113            | \$115,257    | -8.0%  |

† includes: Active, Active Release Clause, Active Short Sale, Active Court Approval and Active Court Contingent listings

\*Active Short Sale Contingent listings have been displayed independently to more accurately show the original Total Listing Inventory figure

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# MLS STATISTICS for May 2010

## Data for Sacramento County and the City of West Sacramento

### SALE PRICE BRACKET BASED ON FINAL SALES

| Selling Price         | Single-Family Residential | % of Total  | Condo/PUD  | % of Total  | Residential Income | Residential Lots/Land | Other Residential* |
|-----------------------|---------------------------|-------------|------------|-------------|--------------------|-----------------------|--------------------|
| \$29,999 and under    | 0                         | 0.0%        | 1          | 0.9%        | 0                  | 2                     | 0                  |
| \$30,000 - \$39,999   | 4                         | 0.2%        | 4          | 3.6%        | 0                  | 1                     | 0                  |
| \$40,000 - \$49,999   | 15                        | 0.9%        | 14         | 12.7%       | 0                  | 0                     | 1                  |
| \$50,000 - \$59,999   | 17                        | 1.0%        | 11         | 10.0%       | 0                  | 0                     | 2                  |
| \$60,000 - \$69,999   | 21                        | 1.2%        | 3          | 2.7%        | 2                  | 1                     | 5                  |
| \$70,000 - \$79,999   | 42                        | 2.4%        | 5          | 4.5%        | 0                  | 1                     | 4                  |
| \$80,000 - \$89,999   | 42                        | 2.4%        | 8          | 7.3%        | 2                  | 0                     | 2                  |
| \$90,000 - \$99,999   | 35                        | 2.0%        | 7          | 6.4%        | 5                  | 1                     | 3                  |
| \$100,000 - \$119,999 | 109                       | 6.3%        | 9          | 8.2%        | 3                  | 0                     | 9                  |
| \$120,000 - \$139,999 | 157                       | 9.1%        | 13         | 11.8%       | 7                  | 1                     | 6                  |
| \$140,000 - \$159,999 | 155                       | 9.0%        | 13         | 11.8%       | 9                  | 0                     | 3                  |
| \$160,000 - \$179,999 | 178                       | 10.3%       | 6          | 5.5%        | 9                  | 0                     | 3                  |
| \$180,000 - \$199,999 | 148                       | 8.6%        | 1          | 0.9%        | 8                  | 1                     | 2                  |
| \$200,000 - \$249,999 | 309                       | 18.0%       | 7          | 6.4%        | 8                  | 0                     | 5                  |
| \$250,000 - \$299,999 | 188                       | 10.9%       | 2          | 1.8%        | 6                  | 0                     | 0                  |
| \$300,000 - \$349,999 | 113                       | 6.6%        | 2          | 1.8%        | 2                  | 0                     | 1                  |
| \$350,000 - \$399,999 | 71                        | 4.1%        | 2          | 1.8%        | 1                  | 0                     | 0                  |
| \$400,000 - \$449,999 | 36                        | 2.1%        | 0          | 0.0%        | 0                  | 0                     | 0                  |
| \$450,000 - \$499,999 | 18                        | 1.0%        | 0          | 0.0%        | 1                  | 0                     | 0                  |
| \$500,000 - \$549,000 | 16                        | 0.9%        | 0          | 0.0%        | 0                  | 0                     | 0                  |
| \$550,000 - \$599,000 | 14                        | 0.8%        | 0          | 0.0%        | 0                  | 0                     | 0                  |
| \$600,000 - \$999,999 | 29                        | 1.7%        | 2          | 1.8%        | 2                  | 0                     | 0                  |
| \$1,000,000 and over  | 3                         | 0.2%        | 0          | 0.0%        | 0                  | 0                     | 0                  |
| <b>Total</b>          | <b>1,720</b>              | <b>100%</b> | <b>110</b> | <b>100%</b> | <b>65</b>          | <b>8</b>              | <b>46</b>          |

| Type of Financing<br>Financing Method | Current Month |               | Previous Month |               | LENGTH OF TIME ON MARKET                       |              |               |
|---------------------------------------|---------------|---------------|----------------|---------------|--|--------------|---------------|
|                                       | # of Units    | % of Total    | # of Units     | % of Total    | (SFR, condo, PUD only)<br>Days on Market (DOM) | # of Units   | % of Total    |
| Cash                                  | 427           | 23.3%         | 463            | 27.2%         | 0 - 30   | 977          | 53.4%         |
| Conventional                          | 664           | 36.3%         | 544            | 31.9%         | 31 - 60  | 333          | 18.2%         |
| FHA                                   | 615           | 33.6%         | 527            | 30.9%         | 61 - 90  | 154          | 8.4%          |
| VA                                    | 38            | 2.1%          | 35             | 2.1%          | 91 - 120                                       | 113          | 6.2%          |
| Other †                               | 86            | 4.7%          | 135            | 7.9%          | 121 - 180                                      | 119          | 6.5%          |
| <b>Total</b>                          | <b>1,830</b>  | <b>100.0%</b> | <b>1,704</b>   | <b>100.0%</b> | <b>181+</b>                                    | <b>134</b>   | <b>7.3%</b>   |
|                                       |               |               |                |               | <b>Total</b>                                   | <b>1,830</b> | <b>100.0%</b> |

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

† includes: cal vet, contract of sale, creative, farm home loan, owner financing.

**Median DOM:** 26  
**Average DOM:** 54.6  
**Average DOM 1 - 180 Days:** 39.6  
**Average DOM 181+ Days:** 252.5

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