

MLS STATISTICS for May 2011
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 | 2,151 | | 2,531 | -15.0% | | 2,336 | | -7.9% |
| Active Listing Inventory † | 4,111 | | 4,484 | -8.3% | | 4,189 | | -1.9% |
| Active Short Sale Contingent * | 2,101 | | 2,086 | 0.7% | | 2,429 | | -13.5% |
| Number of New Escrows | 1,481 | | 1,581 | -6.3% | | 1,334 | | 11.0% |
| Number of REO Sales | 685 | 41.5% | 672 | 1.9% | 44.1% | 606 | 35.2% | 13.0% |
| Number of Short Sales | 386 | 23.4% | 344 | 12.2% | 22.6% | 407 | 23.7% | -5.2% |
| Conventional Sales | 579 | 35.1% | 508 | 14.0% | 33.3% | 707 | 41.1% | -18.1% |
| Total Number of Closed Escrows | 1,650 | 100.0% | 1,524 | 8.3% | 100.0% | 1,720 | 100.0% | -4.1% |
| Months Inventory | 2.5 Months | | 2.9 Months | -13.8% | | 2.4 Months | | 4.2% |
| Dollar Value of Closed Escrows | \$307,259,092 | | \$290,014,097 | 5.9% | | \$370,458,991 | | -17.1% |
| Median | \$167,000 | | \$169,000 | -1.2% | | \$190,000 | | -12.1% |
| Mean | \$186,218 | | \$190,548 | -2.3% | | \$215,383 | | -13.5% |
| Mode | \$200,000 - \$249,999 | | \$200,000 - \$249,999 | | | \$200,000 - \$249,999 | | |

| Year-to-Date Statistics | 01/01/11 to 05/30/11 SAR monthly data, compiled | 01/01/11 to 05/30/11 MetroList YTD data | 1/1/2010 5/30/2010 | Change |
|--------------------------------|--|--|-----------------------|--------|
| Number of Closed Escrows | 7,364 | 7,595 | 7,211 | 2.1% |
| Dollar Value of Closed Escrows | \$1,399,060,478 | \$1,443,249,967 | \$1,502,372,783 | -6.9% |
| Median | \$168,000 | \$168,000 | \$180,000 | -6.7% |
| Mean | \$190,026 | \$190,026 | \$208,345 | -8.8% |

CONDOMINIUM RESALES

| Monthly Statistics | Current Month | % of Total | Last Month | Change | % of Total | Last Year | Change |
|--------------------------------|-----------------------|------------|---------------------|--------|------------|---------------------|--------|
| New Listings Published | 194 | | 224 | -13.4% | | 210 | -7.6% |
| Active Listing Inventory † | 405 | | 456 | -11.2% | | 495 | 20.2% |
| Active Short Sale Contingent * | 190 | | 163 | 16.6% | | 200 | n/a |
| Number of New Escrows | 110 | | 133 | -17.3% | | 113 | -2.7% |
| Number of REO Sales | 76 | 52.4% | 68 | 11.8% | 50.0% | 52 | 46.2% |
| Number of Short Sales | 30 | 20.7% | 25 | 20.0% | 18.4% | 34 | n/a |
| Conventional Sales | 39 | 26.9% | 43 | -9.3% | 31.6% | 24 | n/a |
| Total Closed Escrows | 145 | 100.0% | 136 | 6.6% | 100.0% | 110 | 31.8% |
| Dollar Value of Closed Escrows | \$14,128,588 | | \$13,093,760 | 7.9% | | \$13,636,615 | 3.6% |
| Median | \$78,000 | | \$78,000 | 0.0% | | \$108,000 | -27.8% |
| Mean | \$97,439 | | \$96,991 | 0.5% | | \$126,265 | -22.8% |
| Mode | \$100,000 - \$119,999 | | \$60,000 - \$69,999 | | | \$40,000 - \$49,999 | |

| Year-to-Date Statistics | 01/01/11 to 05/30/11 SAR monthly data, compiled | 01/01/11 to 05/30/11 MetroList YTD Data | 1/1/2010 5/30/2010 | Change |
|--------------------------------|--|--|-----------------------|--------|
| Number of Closed Escrows | 687 | 713 | 559 | 22.9% |
| Dollar Value of Closed Escrows | \$67,836,724 | \$69,807,140 | \$59,299,797 | 14.4% |
| Median | \$78,900 | \$78,900 | \$85,000 | -7.2% |
| Mean | \$97,906 | \$97,906 | \$106,082 | -7.7% |

† 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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SALE PRICE BRACKET BASED ON FINAL SALES

| Selling Price | Single-Fam Res. | % of Total | Condo/ PUD | % of Total | Res. Incm. | Res. Lots/Land | Other Res.* |
|-----------------------|--------------------|---------------|---------------|---------------|---------------|-------------------|----------------|
| \$29,999 and under | 2 | 0.1% | 6 | 4.1% | 0 | 3 | 0 |
| \$30,000 - \$39,999 | 9 | 0.5% | 19 | 13.1% | 0 | 1 | 0 |
| \$40,000 - \$49,999 | 24 | 1.5% | 12 | 8.3% | 0 | 0 | 2 |
| \$50,000 - \$59,999 | 37 | 2.2% | 14 | 9.7% | 0 | 0 | 2 |
| \$60,000 - \$69,999 | 52 | 3.2% | 10 | 6.9% | 6 | 0 | 4 |
| \$70,000 - \$79,999 | 44 | 2.7% | 14 | 9.7% | 1 | 0 | 4 |
| \$80,000 - \$89,999 | 51 | 3.1% | 9 | 6.2% | 0 | 0 | 5 |
| \$90,000 - \$99,999 | 75 | 4.5% | 9 | 6.2% | 1 | 0 | 3 |
| \$100,000 - \$119,999 | 142 | 8.6% | 15 | 10.3% | 6 | 1 | 3 |
| \$120,000 - \$139,999 | 158 | 9.6% | 12 | 8.3% | 6 | 0 | 2 |
| \$140,000 - \$159,999 | 158 | 9.6% | 3 | 2.1% | 3 | 0 | 4 |
| \$160,000 - \$179,999 | 178 | 10.8% | 8 | 5.5% | 10 | 0 | 2 |
| \$180,000 - \$199,999 | 132 | 8.0% | 4 | 2.8% | 1 | 2 | 1 |
| \$200,000 - \$249,999 | 261 | 15.8% | 5 | 3.4% | 9 | 2 | 3 |
| \$250,000 - \$299,999 | 144 | 8.7% | 3 | 2.1% | 4 | 0 | 0 |
| \$300,000 - \$349,999 | 72 | 4.4% | 0 | 0.0% | 1 | 0 | 0 |
| \$350,000 - \$399,999 | 49 | 3.0% | 0 | 0.0% | 1 | 0 | 0 |
| \$400,000 - \$449,999 | 25 | 1.5% | 0 | 0.0% | 1 | 0 | 0 |
| \$450,000 - \$499,999 | 17 | 1.0% | 0 | 0.0% | 1 | 0 | 0 |
| \$500,000 - \$549,000 | 5 | 0.3% | 2 | 1.4% | 0 | 0 | 0 |
| \$550,000 - \$599,000 | 2 | 0.1% | 0 | 0.0% | 0 | 0 | 0 |
| \$600,000 - \$999,999 | 11 | 0.7% | 0 | 0.0% | 0 | 0 | 1 |
| \$1,000,000 and over | 2 | 0.1% | 0 | 0.0% | 0 | 0 | 0 |
| Total | 1,650 | 100% | 145 | 100% | 51 | 9 | 36 |

| Type of Financing | Current Month | | Previous Month | | LENGTH OF TIME ON MARKET | | | | |
|--|---------------|---------------|----------------|---------------|---------------------------------|---------------|------------------|------------------|-------------------|
| | | | | | % of Total | | | | |
| | # of Units | % of Total | # of Units | % of Total | (SFR & Condo) Days on Market | # of Units | Current Month | Last 4 Months | Last 12 Months |
| (SFR, condo, PUD only) Financing Method | | | | | | | | | |
| Cash | 550 | 30.6% | 479 | 28.9% | 0 - 30 | 790 | 44.0% | 40.7% | 42.6% |
| Conventional | 554 | 30.9% | 535 | 32.2% | 31 - 60 | 331 | 18.4% | 18.0% | 18.9% |
| FHA | 539 | 30.0% | 497 | 29.9% | 61 - 90 | 249 | 13.9% | 13.4% | 13.0% |
| VA | 60 | 3.3% | 91 | 5.5% | 91 - 120 | 135 | 7.5% | 8.9% | 8.7% |
| Other † | 92 | 5.1% | 58 | 3.5% | 121 - 180 | 145 | 8.1% | 10.3% | 9.3% |
| Total | 1,795 | 100.0% | 1,660 | 100.0% | 181+ | 145 | 8.1% | 8.6% | 7.5% |
| | | | | | Total | 1,795 | 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: | 39 |
| Average DOM: | 66 |
| Average DOM 1 - 180 Days: | 48 |
| Average DOM 181+ Days: | 265 |

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