

# MLS STATISTICS for December 2007

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

### SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	Last Month	Change	Last Year	Change
New Listings Published	2,154	2,545	-15.4%	N/A*	
Total Listing Inventory	8,965	9,967	-10.1%	N/A*	
Number of New Escrows	894	978	-8.6%	N/A*	
Number of Closed Escrows	805	814	-1.1%	967	-16.8%
Month's Inventory	11.1 Months	12.2 Months	-9.0%	N/A*	
Dollar Value of Closed Escrows	\$250,204,976	\$268,945,284	-7.0%	\$380,088,808	-34.2%
Median	\$280,000	\$299,450	-6.5%	\$355,000	-21.1%
Mean	\$310,814	\$330,400	-5.9%	\$393,060	-20.9%
Mode	\$250,000 - \$299,000	\$250,000 - \$299,000		\$300,000-\$349,999	

Year-to-Date Statistics	01/01/07 to 12/31/2007			01/01/06 to 12/31/2006	Change
Number of New Escrows	15,192			N/A*	
Number of Closed Escrows	10,620			13,970	-24.0%
Dollar Value of Closed Escrows	\$3,927,385,972			\$5,704,648,742	-31.2%
Median	\$335,000			\$369,000	-9.2%
Mean	\$369,810			\$408,350	-9.4%

### CONDOMINIUM / PUD RESALES

Monthly Statistics	Current Month	Last Month	Change	Last Year	Change
New Listings Published	169	200	-15.5%	N/A*	
Total Listing Inventory	738	839	-12.0%	N/A*	
Number of New Escrows	62	59	5.1%	N/A*	
Number of Closed Escrows	57	59	-3.4%	67	-15%
Dollar Value of Closed Escrows	\$11,381,269	\$14,486,034	-21.4%	\$17,432,310	-35%
Median	\$190,000	\$222,500	-14.6%	\$229,000	-17%
Mean	\$199,671	\$245,526	-18.7%	\$260,184	-23%
Mode	\$200,000 - \$249,999	\$250,000 - \$299,999		\$200,000 - \$249,999	

Year-to-Date Statistics	01/01/07 to 12/31/2007			01/01/06 to 12/31/2006	Change
Number of New Escrows	1,116			N/A*	
Number of Closed Escrows	888			858	3.5%
Dollar Value of Closed Escrows	\$210,792,068			\$268,252,176	-21.4%
Median	\$219,000			\$235,000	-6.8%
Mean	\$237,378			\$254,750	-6.8%

Median: The midpoint at which an equal number of homes sold above and below this value.

Mean: The arithmetic average of the total number of residential sales divided into total residential sales dollar volume.

Mode: The price range within which the most number of homes were sold.

\*To ensure the greatest possible accuracy, SAR, with the assistance of MetroList, has refined its search methods. Last year's reported listing inventory covered a date range rather than all homes on the market at a specific date.

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### 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*
UNDER \$140,000	47	5.8%	17	29.8%	1	4	3
\$140,000-\$159,999	31	3.9%	3	5.3%	1	0	1
\$160,000-\$179,999	39	4.8%	7	12.3%	1	1	1
\$180,000-\$199,999	46	5.7%	3	5.3%	2	1	1
\$200,000-\$249,999	138	17.1%	13	22.8%	8	1	4
\$250,000-\$299,999	143	17.8%	9	15.8%	3	3	2
\$300,000-\$349,999	126	15.7%	3	5.3%	2	0	2
\$350,000-\$399,999	101	12.5%	0	0.0%	2	2	1
\$400,000-\$449,999	44	5.5%	1	1.8%	1	0	0
\$450,000-\$499,999	24	3.0%	0	0.0%	1	0	0
\$500,000-\$549,000	21	2.6%	0	0.0%	0	0	0
\$550,000-\$599,000	13	1.6%	0	0.0%	1	0	0
\$600,000-\$649,999	7	0.9%	0	0.0%	0	0	1
\$650,000 - \$699,999	4	0.5%	0	0.0%	0	0	0
\$700,000-\$749,999	6	0.7%	0	0.0%	0	0	0
\$750,000 - \$799,999	2	0.2%	0	0.0%	0	0	0
\$800,000-\$849,999	2	0.2%	1	1.8%	0	0	0
\$850,000 - \$899,999	3	0.4%	0	0.0%	0	0	0
\$900,000-\$949,999	0	0.0%	0	0.0%	0	0	0
\$950,000-\$999,999	1	0.1%	0	0.0%	0	0	0
\$1,000,000 and over	7	0.9%	0	0.0%	0	0	0
<b>Total</b>	<b>805</b>	<b>100%</b>	<b>57</b>	<b>100%</b>	<b>23</b>	<b>12</b>	<b>16</b>

### Type of Financing

### LENGTH OF TIME ON MARKET

(SFR, condo, PUD only) Financing Method	# of Units	% of Total	(SFR, condo, PUD only) Days on Market (DOM)	# of Units	% of Total
Cash	63	7.3%	1-30	270	31.3%
Conventional	714	82.8%	31 - 60	197	22.9%
FHA	13	1.5%	61 - 90	142	16.5%
VA	2	0.2%	91 - 120	107	12.4%
Other †	70	8.1%	121 - 180	85	9.9%
	862	100.0%	181+	61	7.1%
				862	100.0%

† includes: 1031 exchange, interest buy down, Cal Vet, contract of sale.

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

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