

MLS STATISTICS

February 2004 - Sacramento County and the City of West Sacramento

RESIDENTIAL ONLY (Single Family Homes)

Preliminary Report

	Current Month	Last Month	% Change	Last Year	% Change
New Listings Published	2,544	2,359	7.8	2139	18.9
Listing Inventory	4,210	4,161	1.2	5210	-19.2
Number of New Escrows	1,837	1,535	19.7	803	128.8
Number of Closed Escrows	1,225	1,234	-0.7	1100	11.4
Dollar Value of Closed Escrows	\$353,764,573	\$362,340,520	-2.4	\$263,671,000	34.2
Median	\$268,000	\$254,900	5.1	\$223,750	19.8
Mean	\$287,848	\$293,393	-1.9	\$239,701	20.1
Mode	\$250,000	\$200,000	N/A	\$200,000	N/A

YEAR-TO-DATE STATISTICS

	01/01/04 to 2/29/2004	01/01/04 to 1/31/2004	01/01/03 to 2/28/2003	% Change
Listing Inventory	8,371	4,161	4461	87.6
Number of New Escrows	3,372	1,535	1744	93.3
Number of Closed Escrows	2,459	1,234	2355	4.4
Dollar Value of Closed Escrows	\$716,105,093	\$362,340,520	\$558,743,000	28.2
Median	\$261,000	\$254,900	\$220,000	18.6
Mean	\$290,298	\$293,393	\$237,258	22.4

PRICE BRACKET OF SALES BASED ON FINAL SALES

Selling Price	Single-family		Condos	Resid. Income	Lots/Land
	Residential	Percent of Total			
UNDER \$29,999	0	0.0%	0	0	0
\$30,000-\$39,999	0	0.0%	0	0	0
\$40,000-\$49,999	0	0.0%	0	0	0
\$50,000-\$59,999	0	0.0%	0	0	0
\$60,000-\$69,999	2	0.2%	0	0	0
\$70,000-\$79,999	0	0.0%	0	0	0
\$80,000-\$89,999	1	0.1%	1	0	0
\$90,000-\$99,999	0	0.0%	1	0	0
\$100,000-\$119,999	5	0.4%	7	1	1
\$120,000-\$139,999	6	0.5%	15	0	0
\$140,000-\$159,999	21	1.9%	16	0	1
\$160,000-\$179,999	28	2.5%	15	1	1
\$180,000-\$199,999	55	4.9%	10	1	2
\$200,000-\$249,999	252	22.5%	16	7	1
\$250,000-\$299,999	341	30.4%	11	13	0
\$300,000-\$399,999	284	25.3%	10	18	3
\$400,000-\$499,999	77	6.9%	1	4	2
\$500,000 and over	50	4.5%	0	5	3
TOTAL.....	1,122		103	50	14

Selling Price	Percent
\$49,999 or less.....	0.0%
\$50,000-\$79,999.....	0.2%
\$80,000-\$99,999.....	0.1%
\$100,000-\$159,999.....	2.9%
\$160,000-\$199,999.....	7.4%
\$200,000-\$399,999.....	78.2%
\$400,000 and over.....	11.3%

TYPE OF FINANCING

Financing	# of Units	% of Total
Cash	2	0.2%
Conventional	1055	86.1%
FHA	25	2.0%
VA	1	0.1%
Other	142	11.6%

LENGTH OF TIME ON MARKET

Days on the Market	# of Units	% of Total
1-30	820	66.9%
31-60	211	17.2%
61-90	110	9.0%
91-120	48	3.9%
121+	36	2.9%
Average Market Time.....		31

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- 1 Median: The midpoint at which an equal number of homes sold above and below this value.
 2 Mean: The arithmetic average of the total number of residential sales divided into total residential sales dollar volume.
 3 Mode: The price range within which the most number of homes were sold.