

MLS STATISTICS

November 2003 - 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	2,364	2,889	-18.2	1,872	26.3
Listing Inventory	4,318	5,504	-21.5	5,327	-18.9
Number of New Escrows	1,543	1,729	-10.8	684	125.6
Number of Closed Escrows	1,447	1,875	-22.8	1,402	3.2
Dollar Value of Closed Escrows	\$396,748,331	\$504,561,579	-21.4	\$334,605,000	18.6
Median	\$255,000	\$250,000	2.0	\$219,000	16.4
Mean	\$274,187	\$269,100	1.9	\$238,662	14.9
Mode	\$200,000	\$200,000	N/A	\$200,000	N/A

YEAR-TO-DATE STATISTICS

	01/01/03 to 11/30/2003	01/01/03 to 10/31/2003	01/01/02 to 10/31/2002	% Change
Listing Inventory	40,957	36,639	25,109	45.9
Number of New Escrows	16,260	14,717	10,728	37.2
Number of Closed Escrows	17,376	15,929	17,162	-7.2
Dollar Value of Closed Escrows	\$5,142,720,702	\$4,745,972,371	\$3,933,659,000	20.7
Median	\$240,000	\$239,500	\$199,950	19.8
Mean	\$261,844	\$260,817	\$220,707	18.2

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	2
\$40,000-\$49,999	0	0.0%	0	0	0
\$50,000-\$59,999	0	0.0%	0	0	4
\$60,000-\$69,999	0	0.0%	0	0	2
\$70,000-\$79,999	0	0.0%	1	0	2
\$80,000-\$89,999	0	0.0%	1	0	0
\$90,000-\$99,999	1	0.1%	1	0	0
\$100,000-\$119,999	8	0.6%	5	0	1
\$120,000-\$139,999	14	1.0%	20	1	2
\$140,000-\$159,999	27	2.0%	13	1	2
\$160,000-\$179,999	65	4.9%	14	0	0
\$180,000-\$199,999	81	6.0%	16	2	1
\$200,000-\$249,999	395	29.5%	19	2	6
\$250,000-\$299,999	347	25.9%	8	19	2
\$300,000-\$399,999	283	21.1%	6	24	5
\$400,000-\$499,999	73	5.5%	0	13	0
\$500,000 and over	45	3.4%	1	6	5
TOTAL.....	1,339		105	68	34

Selling Price	Percent
\$49,999 or less.....	0.0%
\$50,000-\$79,999.....	0.0%
\$80,000-\$99,999.....	0.1%
\$100,000-\$159,999.....	3.7%
\$160,000-\$199,999.....	10.9%
\$200,000-\$399,999.....	76.5%
\$400,000 and over.....	8.8%

TYPE OF FINANCING

Financing	# of Units	% of Total
Cash	53	3.7%
Conventional	1230	86.7%
FHA	46	3.2%
VA	8	0.6%
Other	81	5.7%

LENGTH OF TIME ON MARKET

Days on the Market	# of Units	% of Total
1-30	970	67.2%
31-60	287	19.9%
61-90	121	8.4%
91-120	35	2.4%
121+	31	2.1%
Average Market Time.....		30

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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.