MLS STATISTICS

October 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	2,889	2,945	-1.9	2,635	9.6
Listing Inventory	5,504	5,379	2.3	5,841	-5.8
Number of New Escrows	1,729	1,729	0.0	1,074	61.0
Number of Closed Escrows	1,875	1,768	6.1	1,618	15.9
Dollar Value of Closed Escrows	$504,561,579	$481,292,044	4.8	$378,015,000	33.5
Median	$250,000	$249,900	0.0	$215,000	16.3
Mean	$269,100	$272,224	-1.1	$233,631	15.2
Mode	$200,000	$200,000	N/A	$200,000	N/A

YEAR-TO-DATE STATISTICS

	01/01/03 to 10/31/2003	01/01/03 to 9/30/2003	01/01/02 to 10/31/2002	% Change
Listing Inventory	36,639	31,135	23,237	34.0
Number of New Escrows	14,717	12,988	10,044	29.3
Number of Closed Escrows	15,929	14,054	15,760	-10.8
Dollar Value of Closed Escrows	$4,745,972,371	$4,241,410,792	$3,557,886,000	19.2
Median	$239,500	$237,500	$198,200	19.8
Mean	$260,817	$259,904	$219,352	18.5

PRICE BRACKET OF SALES BASED ON FINAL SALES

Selling Price	Single-family Residential	Percent of Total	Condos	Resid. Income	Lots/Land
UNDER $29,999	0	0.0%	0	0	2
$30,000-$39,999	0	0.0%	0	0	0
$40,000-$49,999	0	0.0%	0	0	3
$50,000-$59,999	0	0.0%	2	0	0
$60,000-$69,999	0	0.0%	0	0	1
$70,000-$79,999	1	0.1%	1	0	1
$80,000-$89,999	1	0.1%	0	0	1
$90,000-$99,999	2	0.1%	1	0	3
$100,000-$119,999	10	0.6%	10	0	1
$120,000-$139,999	20	1.2%	20	0	3
$140,000-$159,999	35	2.0%	25	0	2
$160,000-$179,999	104	6.1%	25	1	6
$180,000-$199,999	141	8.2%	26	1	4
$200,000-$249,999	471	27.4%	16	15	3
$250,000-$299,999	457	26.6%	15	16	6
$300,000-$399,999	327	19.1%	11	34	3
$400,000-$499,999	75	4.4%	2	11	1
$500,000 and over	72	4.2%	1	4	3
TOTAL.....	1,716		155	82	43

Selling Price	Percent
$49,999 or less.....	0.0%
$50,000-$79,999.....	0.1%
$80,000-$99,999.....	0.2%
$100,000-$159,999.....	3.8%
$160,000-$199,999.....	14.3%
$200,000-$399,999.....	73.1%
$400,000 and over.....	8.6%

TYPE OF FINANCING

Financing	*# of Units*	*% of Total*
Cash	51	2.8%
Conventional	1575	86.4%
FHA	73	4.0%
VA	10	0.5%
Other	113	6.2%

LENGTH OF TIME ON MARKET

Days on the Market	*# of Units*	*%of Total*
1-30	1278	68.3%
31-60	358	19.1%
61-90	141	7.5%
91-120	53	2.8%
121+	31	1.7%
Average Market Time.....		28

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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.