MLS STATISTICS

January 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	2,322	1,369	69.6	1,731	34.1
Listing Inventory	4696	3,883	20.9	4,009	-3.1
Number of New Escrows	941	516	82.4	601	-14.1
Number of Closed Escrows	1204	1,643	-26.7	1,150	42.9
Dollar Value of Closed Escrows	$283,734,000	$394,595,000	-28.1	$253,257,000	55.8
Median	$217,500	$219,950	-1.1	$178,925	22.9
Mean	$235,660	$240,168	-1.9	$196,018	22.5
Mode	$200,000	$200,000	N/A	$200,000	N/A

YEAR-TO-DATE STATISTICS

	01/01/03 to 01/31/2003	01/01/02 to 12/31/2002	1/1/01 to 12/31/2001	% Change
Listings Published	2322	26,478	21,947	20.6
Number of New Escrows Opened	941	11,244	7,966	41.1
Number of Closed Escrows	1204	18,805	18,373	2.4
Dollar Value of Closed Escrows	$283,734,000	$4,373,491,000	$2,968,978,000	47.3
Median	$217,500	$201,000	$141,000	42.6
Mean	$235,660	$222,536	$161,595	37.7

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	1
$30,000-$39,999	0	0.0%	0	0	5
$40,000-$49,999	0	0.0%	0	0	1
$50,000-$59,999	1	0.1%	1	0	3
$60,000-$69,999	1	0.1%	1	0	0
$70,000-$79,999	3	0.2%	2	0	0
$80,000-$89,999	7	0.6%	3	0	1
$90,000-$99,999	16	1.3%	7	0	0
$100,000-$119,999	30	2.5%	15	0	0
$120,000-$139,999	53	4.4%	16	0	1
$140,000-$159,999	96	8.0%	19	3	3
$160,000-$179,999	124	10.3%	13	3	2
$180,000-$199,999	127	10.5%	4	5	1
$200,000-$249,999	358	29.7%	4	15	2
$250,000-$299,999	187	15.5%	1	17	0
$300,000-$399,999	140	11.6%	5	9	4
$400,000-$499,999	35	2.9%	0	2	1
$500,000 and over	26	2.2%	1	3	1
TOTAL……	1,204		92	57	26

Selling Price	Percent
$49,999 or less……	0.0%
$50,000-$79,999……	0.4%
$80,000-$99,999……	1.9%
$100,000-$159,999……	14.9%
$160,000-$199,999……	20.8%
$200,000-$399,999……	56.9%
$400,000 and over……	5.1%

TYPE OF FINANCING

Financing	*# of Units*	*% of Total*
Cash	27	2.4%
Conventional	861	77.4%
FHA	101	9.1%
VA	17	1.5%
Other	106	9.5%

LENGTH OF TIME ON MARKET

Days on the Market	*# of Units*	*%of Total*
1-30	590	45.5%
31-60	274	21.1%
61-90	142	11.0%
91-120	58	4.5%
121+	48	3.7%
Average Market Time……		40

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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.