MLS STATISTICS for March 2006

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`	3,807	3,362	13.2%	3,081	23.6%
Listing Inventory	5,899	4,966	18.8%	5,160	14.3%
Number of New Escrows	1,153	1,093	5.5%	1,931	-40.3%
Number of Closed Escrows	1,388	912	52.2%	1,908	-27.3%
Dollar Value of Closed Escrows	$569,517,951	$374,917,065	51.9%	$725,451,325	-21.5%
Median	$374,500	$373,000	0.4%	$350,000	7.0%
Mean	$410,316	$411,093	-0.2%	$380,814	7.7%
Mode	$300,000-$349,000	$300,000-$349,000		$300,000 - $349,999	

Year-to-Date Statistics	03/01/06 to 3/31/2006	02/01/06 to 2/28/2006	03/01/05 to 3/31/2005	% Change
Listing Inventory	16,039	10,140	12,820	25.1%
Number of New Escrows	3,180	2,027	4,892	-35.0%
Number of Closed Escrows	3,264	1,841	4,418	-26.1%
Dollar Value of Closed Escrows	$1,335,230,416	$752,007,465	$1,685,372,082	-20.8%
Median	$371,500	$370,000	$345,000	7.7%
Mean	$409,078	$408,478	$371,635	10.1%

CONDOMINUM / PUD RESALES

Monthly Statistics	Current Month	Last Month	% Change	Last Year	% Change
New Listings Published	333	268	24.3	239	39%
Listing Inventory	492	407	20.9	442	11%
Number of New Escrows	96	74	29.7	151	-36%
Number of Closed Escrows	94	73	28.8	186	-49%
Dollar Value of Closed Escrows	$23,808,830	$18,969,440	20.3	$44,457,449	-46%
Median	$235,950	$244,000	-3.3	$225,000	5%
Mean	$253,285	$259,588	-2.4	$236,381	7%
Mode	$200,000 - $249,999	$200,000 - $249,999		$200,000 - $249,999	

Year-to-Date Statistics	03/01/06 to 3/31/2006	02/01/06 to 2/28/2006	03/01/05 to 3/31/2005	% Change
Listing Inventory	940	607	798	NA
Number of New Escrows	648	552	289	124%
Number of Closed Escrows	251	157	329	-23.7
Dollar Value of Closed Escrows	$60,125,670	$35,625,840	$105,576,429	-43.1
Median	$241,000	$244,158	$220,000	9.5
Mean	$256,947	$258,158	$232,547	10.5

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.

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SALE PRICE BRACKET BASED ON FINAL SALES

Selling Price	Single-Family Residential	% of Total	Condo/	Percent of Total	Residential Income	Residential Lots/Land	Other Residential*
UNDER $140,000	4	0.3%	2	2.1%	0	8	0
$140,000-$159,999	3	0.2%	6	6.4%	0	2	1
$160,000-$179,999	7	0.5%	9	9.6%	0	2	0
$180,000-$199,999	7	0.5%	9	9.6%	0	2	2
$200,000-$249,999	53	3.8%	30	31.9%	0	1	9
$250,000-$299,999	167	12.0%	23	24.5%	4	1	17
$300,000-$349,999	309	22.3%	5	5.3%	8	2	7
$350,000-$399,999	287	20.7%	2	2.1%	12	3	3
$400,000-$449,999	154	11.1%	4	4.3%	11	2	3
$450,000-$499,999	128	9.2%	2	2.1%	4	1	2
$500,000-$549,999	75	5.4%	2	2.1%	9	3	4
$550,000 - $599,999	68	4.9%	0	0.0%	5	0	0
$600,000-$649,999	38	2.7%	0	0.0%	3	0	0
$650,000 - $699,999	28	2.0%	0	0.0%	1	0	1
$700,000-$749,999	14	1.0%	0	0.0%	1	0	0
$750,000 - $799,999	15	1.1%	0	0.0%	1	0	0
$800,000-$849,999	6	0.4%	0	0.0%	1	0	0
$850,000 - $899,999	6	0.4%	0	0.0%	0	0	0
$900,000-$949,999	3	0.2%	0	0.0%	0	0	0
$950,000-$999,999	3	0.2%	0	0.0%	0	0	0
$1,000,000 and over	13	0.9%	0	0.0%	1	2	1
TOTAL	1,388	100%	94	100%	61	29	50

Mean

Financing Method	# of Units	% of Total
Cash	41	4.0%
Conventional	897	88.3%
FHA	5	0.5%
VA	0	0.0%
Other*	73	7.2%
	1,016	100.0%

LENGTH OF TIME ON MARKET

(SFR, condo, PUD only) Days on Market (DOM)	# of Units	% of Total
1-30	375	38.1%
31 - 60	240	24.4%
61 - 90	207	21.0%
91 - 120	100	10.2%
121 - 180	54	5.5%
181+	9	0.9%
	985	100.0%

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

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