

## MLS STATISTICS

October 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	3,539	3,734	-5.2	2,889	22.5
Listing Inventory	5,725	6,101	-6.2	5,504	4.0
Number of New Escrows	2,025	2,076	-2.5	1,729	17.1
Number of Closed Escrows	1,884	2,054	-8.3	1,875	0.5
Dollar Value of Closed Escrows	\$655,725,716	\$707,904,777	-7.4	\$504,561,579	30.0
Median	\$325,000	\$323,000	0.6	\$250,000	30.0
Mean	\$348,483	\$344,815	1.1	\$269,100	29.5
Mode	\$300,000	\$300,000	N/A	\$200,000	N/A
	\$349,000	\$349,000		\$249,000	

### YEAR-TO-DATE STATISTICS

	01/01/04 to 10/31/2004	01/01/04 to 9/30/2004	01/01/03 to 10/30/2003	% Change
Listing Inventory	40,118	36,579	36,639	9.5
Number of New Escrows	20,381	18,356	14,717	38.5
Number of Closed Escrows	19,053	17,169	15,929	19.6
Dollar Value of Closed Escrows	\$6,171,285,906	\$5,515,560,190	\$4,745,972,371	30.0
Median	\$296,000	\$296,000	\$239,500	23.6
Mean	\$320,256	\$320,256	\$260,817	22.8

### PRICE BRACKET OF SALES BASED ON FINAL SALES

Selling Price	Single-family Residential	Percent of Total	Condos	Resid. Income	Lots/Land
\$19,000 or UNDER	1	0.1%	0	1	0
\$20,000-\$29,000	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	1
\$50,000-\$59,999	0	0.0%	0	0	0
\$60,000-\$69,999	0	0.0%	0	0	0
\$70,000-\$79,999	0	0.0%	0	0	0
\$80,000-\$89,999	0	0.0%	1	1	0
\$90,000-\$99,999	0	0.0%	0	0	0
\$100,000-\$119,999	2	0.1%	1	3	2
\$120,000-\$139,999	2	0.1%	8	10	2
\$140,000-\$159,999	11	0.6%	22	33	2
\$160,000-\$179,999	15	0.9%	20	35	0
\$180,000-\$199,999	25	1.4%	16	41	4
\$200,000-\$249,999	174	10.0%	38	212	3
\$250,000-\$299,999	375	21.5%	13	388	0
\$300,000-\$349,000	382	21.9%	11	393	4
\$350,000-\$399,999	289	16.6%	6	295	1
\$400,000-\$449,000	184	10.6%	2	186	2
\$450,000-\$499,1000	100	5.7%	0	100	0
\$500,000-\$749,000	153	8.8%	0	153	2
\$750,000-\$999,999	22	1.3%	0	22	1
\$1,000,000 and over	7	0.4%	0	7	1
<b>TOTAL</b> .....	<b>1,742</b>		<b>138</b>	<b>1,880</b>	<b>25</b>

Selling Price	Percent
\$49,999 or less.....	0.1%
\$50,000-\$79,999.....	0.0%
\$80,000-\$99,999.....	0.0%
\$100,000-\$159,999.....	0.9%
\$160,000-\$199,999.....	2.3%
\$200,000-\$299,999.....	31.5%
\$300,000-\$399,999.....	38.5%
\$400,000 and over.....	26.8%

### TYPE OF FINANCING

	# of	% of
<i>Financing</i>	<i>Units</i>	<i>Total</i>
Cash	100	5.0%
Conventional	1,846	92.9%
FHA	9	0.5%
VA	1	0.1%
Other	32	1.6%

### LENGTH OF TIME ON MARKET

Days on the Market	# of Units	%of Total
1-30	1,333	70.9%
31-60	393	20.9%
61-90	98	5.2%
91-120	43	2.3%
121+	13	0.7%
Average Market Time.....		25

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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.