

MLS STATISTICS

December 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	1,609	2,835	-43.2	1,776	-9.4
Listing Inventory	4,000	4,829	-17.2	3,980	0.5
Number of New Escrows	990	1,759	-43.7	1,122	-11.8
Number of Closed Escrows	2,046	1,717	19.2	1,716	19.2
Dollar Value of Closed Escrows	\$728,015,892	\$607,569,137	19.8	\$491,821,860	48.0
Median	\$330,000	\$330,000	0.0	260000	26.9
Mean	\$355,824	\$355,720	0.0	\$286,777	24.1
Mode	\$300,000	\$300,000	N/A	\$200,000	N/A
	\$349,000	\$349,000		\$249,999	

YEAR-TO-DATE STATISTICS

	01/01/04 to 12/31/2004	01/01/04 to 11/30/2004	01/01/03 to 12/31/2003	% Change
Listing Inventory	44,562	42,953	44,937	-0.8
Number of New Escrows	23,130	22,140	17,382	33.1
Number of Closed Escrows	22,816	20,770	19,092	19.5
Dollar Value of Closed Escrows	\$7,506,870,935	\$6,778,855,043	\$5,634,542,562	33.2
Median	\$305,000	\$300,000	\$242,000	26.0
Mean	\$327,931	\$327,384	\$263,825	24.3

PRICE BRACKET OF SALES BASED ON FINAL SALES

Selling Price	Single-family Residential	Percent of Total	Condos	Resid. Income	Lots/Land
\$19,999 or UNDER	1	0.1%	0	0	0
\$20,000-\$29,999	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	2
\$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	1
\$80,000-\$89,999	0	0.0%	1	1	0
\$90,000-\$99,999	0	0.0%	0	0	1
\$100,000-\$119,999	0	0.0%	0	0	3
\$120,000-\$139,999	3	0.2%	5	8	2
\$140,000-\$159,999	11	0.6%	15	26	3
\$160,000-\$179,999	15	0.8%	22	37	3
\$180,000-\$199,999	20	1.1%	14	34	0
\$200,000-\$249,999	144	7.6%	47	191	7
\$250,000-\$299,999	391	20.8%	23	414	7
\$300,000-\$349,999	449	23.8%	18	467	3
\$350,000-\$399,999	298	15.8%	3	301	1
\$400,000-\$449,999	217	11.5%	4	221	3
\$450,000-\$499,999	131	7.0%	0	131	2
\$500,000-\$749,999	174	9.2%	1	175	4
\$750,000-\$999,999	22	1.2%	0	22	0
\$1,000,000 and over	7	0.4%	0	7	0
TOTAL.....	1,883		153	2,035	42

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.....	0.7%
\$160,000-\$199,999.....	1.9%
\$200,000-\$299,999.....	28.4%
\$300,000-\$399,999.....	39.7%
\$400,000 and over.....	29.3%

TYPE OF FINANCING

	# of Units	% of Total
Cash	78	4.0%
Conventional	1,840	93.3%
FHA	12	0.6%
VA	2	0.1%
Other	41	2.1%

LENGTH OF TIME ON MARKET

Days on the Market	# of Units	% of Total
1-30	1,316	64.6%
31-60	467	22.9%
61-90	178	8.7%
91-120	55	2.7%
121+	17	0.8%

Average Market Time..... 29

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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.