

# MLS STATISTICS for September 2005

## 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	4,334	4,687	-7.5%	3,734	16.1%
Listing Inventory	6,650	7,135	-6.8%	6,101	9.0%
Number of New Escrows	1,340	1,670	-19.8%	2,076	-35.5%
Number of Closed Escrows	1,786	2,052	-13.0%	2,054	-13.0%
Dollar Value of Closed Escrows	\$750,522,998	\$872,593,451	-14.0%	\$707,904,777	6.0%
Median	\$385,000	\$392,750	-2.0%	\$323,000	19.2%
Mean	\$420,226	\$425,655	-1.3%	\$344,815	21.9%
Mode	\$350,000-\$399,999	\$300,000-\$349,999		\$300,000-\$349,999	

Year-to-Date Statistics	01/01/05 to 9/30/2005	01/01/05 to 8/31/2005		01/01/04 to 9/30/2004	% Change
Listing Inventory	50,637	43,987		36,579	38.4%
Number of New Escrows	15,517	14,177		18,356	-15.5%
Number of Closed Escrows	17,082	15,160		17,169	-0.5%
Dollar Value of Closed Escrows	\$6,849,665,601	\$6,041,295,396		\$5,515,560,190	24.2%
Median	\$370,000	\$370,000		\$296,000	25.0%
Mean	\$400,987	\$398,502		\$320,256	25.2%

### CONDOMINIUM / PUD RESALES

Monthly Statistics	Current Month	Last Month	% Change	Last Year	% Change
New Listings Published	301	357	-15.7	NA	NA
Listing Inventory	474	555	-14.6	NA	NA
Number of New Escrows	83	127	-34.6	NA	NA
Number of Closed Escrows	127	168	-24.4	197	-35.5
Dollar Value of Closed Escrows	\$33,478,550	\$43,358,010	-29.5	\$43,060,095	-22.3
Median	\$247,000	\$235,750	4.8	\$215,000	14.9
Mean	\$263,611	\$258,083	2.1	\$221,959	18.8
Mode	\$200,000 - \$249,999	\$200,000 - \$249,999		\$200,000-\$249,999	

Year-to-Date Statistics	01/01/05 to 9/30/2005	01/01/05 to 8/31/2005		01/01/04 to 9/30/2004	% Change
Listing Inventory	2,646	2,345		NA	NA
Number of New Escrows	1,107	1,024		NA	NA
Number of Closed Escrows	1,357	1,230		1,554	-12.7
Dollar Value of Closed Escrows	\$351,515,293	\$316,190,043		\$318,364,795	10.4
Median	\$231,000	\$230,000		\$190,000	21.6
Mean	\$249,656	\$248,382		\$204,868	21.9

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	1	0.1%	3	2.4%	0	10	0
\$140,000-\$159,999	0	0.0%	8	6.3%	0	2	0
\$160,000-\$179,999	3	0.2%	8	6.3%	0	0	0
\$180,000-\$199,999	9	0.5%	15	11.8%	0	0	1
\$200,000-\$249,999	56	3.2%	31	24.4%	0	2	15
\$250,000-\$299,999	180	10.1%	27	21.3%	4	1	18
\$300,000-\$349,999	351	19.8%	15	11.8%	4	0	16
\$350,000-\$399,999	412	23.2%	10	7.9%	17	4	8
\$400,000-\$449,999	234	13.2%	3	2.4%	11	1	1
\$450,000-\$499,999	177	10.0%	4	3.1%	13	3	1
\$500,000-\$549,999	123	6.9%	1	0.8%	6	1	1
\$550,000 - \$599,999	57	3.2%	2	1.6%	13	0	3
\$600,000-\$649,999	51	2.9%	0	0.0%	2	1	1
\$650,000 - \$699,999	37	2.1%	0	0.0%	1	1	0
\$700,000-\$749,999	21	1.2%	0	0.0%	2	0	0
\$750,000 - \$799,999	23	1.3%	0	0.0%	0	0	0
\$800,000-\$849,999	13	0.7%	0	0.0%	0	0	0
\$850,000 - \$899,999	5	0.3%	0	0.0%	2	0	0
\$900,000-\$949,999	4	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	17	1.0%	0	0.0%	0	1	0
<b>TOTAL</b>	<b>1,777</b>	<b>100%</b>	<b>127</b>	<b>100%</b>	<b>75</b>	<b>27</b>	<b>65</b>

### TYPE OF FINANCING

### LENGTH OF TIME ON MARKET

Financing Method	# of Units	% of Total	(SFR, condo, PUD only)		
			Days on Market (DOM)	# of Units	% of Total
Cash	58	3.0%	1-30	1,174	61.5%
Conventional	1,802	92.6%	31 - 60	504	26.4%
FHA	3	0.2%	61 - 90	172	9.0%
VA	0	0.0%	91 - 120	43	2.3%
Other*	82	4.2%	121 - 180	14	0.7%
		100.0%	181+	2	0.1%
				1,909	100.0%

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

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