

MLS STATISTICS

February 2002 - 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 | 1,676 | 1,731 | -3.2 | 1,872 | -10.5 |
| Listing Inventory | 2,186 | 4,009 | -45.5 | 4,050 | -46.0 |
| Number of New Escrows | 728 | 601 | 21.1 | 833 | -12.6 |
| Number of Closed Escrows | 1,155 | 1,150 | 0.4 | 958 | 20.6 |
| Dollar Value of Closed Escrows | \$236,051,000 | \$225,421,000 | 4.7 | \$171,607,000 | 37.6 |
| Median | \$180,000 | \$178,925 | 0.6 | \$159,250 | 13.0 |
| Mean | \$204,373 | \$196,018 | 4.3 | \$179,130 | 14.1 |
| Mode | \$200,000 | \$200,000 | 0.0 | \$120,000- | NA |
| | \$249,000 | \$249,000 | 0 | \$139,999 | |

YEAR-TO-DATE STATISTICS

| | 01/01/02 to 2/28/02 | 01/01/02 to 1/31/02 | 1/1/01 to 2/28/01 | % Change |
|--------------------------------|------------------------|------------------------|----------------------|----------|
| Listings Published | 3,407 | 1,731 | 3,608 | -5.6 |
| Number of New Escrows Opened | 1,329 | 601 | 1,640 | -19.0 |
| Number of Closed Escrows | 2,350 | 1,150 | 1,961 | 19.8 |
| Dollar Value of Closed Escrows | \$461,472,000 | \$225,421,000 | \$346,276,000 | 33.3 |
| Median | \$179,000 | \$178,925 | \$155,000 | 15.5 |
| Mean | \$200,455 | \$196,018 | \$172,362 | 16.3 |

PRICE BRACKET OF SALES BASED ON FINAL SALES

| Selling Price | Single-family | | Condos | Resid. Income | Lots/Land |
|---------------------|---------------|---------------------|-----------|------------------|-----------|
| | Residential | Percent of Total | | | |
| UNDER \$29,999 | 0 | 0.0% | 0 | 1 | 4 |
| \$30,000-\$39,999 | 0 | 0.0% | 0 | 0 | 1 |
| \$40,000-\$49,999 | 5 | 0.4% | 1 | 0 | 1 |
| \$50,000-\$59,999 | 7 | 0.6% | 2 | 0 | 0 |
| \$60,000-\$69,999 | 13 | 1.1% | 10 | 0 | 0 |
| \$70,000-\$79,999 | 13 | 1.1% | 7 | 0 | 2 |
| \$80,000-\$89,999 | 15 | 1.3% | 8 | 7 | 2 |
| \$90,000-\$99,999 | 23 | 2.0% | 5 | 2 | 2 |
| \$100,000-\$119,999 | 64 | 5.5% | 13 | 2 | 2 |
| \$120,000-\$139,999 | 117 | 10.1% | 11 | 5 | 2 |
| \$140,000-\$159,999 | 141 | 12.2% | 2 | 7 | 0 |
| \$160,000-\$179,999 | 178 | 15.4% | 6 | 10 | 4 |
| \$180,000-\$199,999 | 155 | 13.4% | 2 | 11 | 1 |
| \$200,000-\$249,999 | 187 | 16.2% | 5 | 8 | 1 |
| \$250,000-\$299,999 | 106 | 9.2% | 4 | 5 | 1 |
| \$300,000-\$399,999 | 78 | 6.8% | 3 | 7 | 1 |
| \$400,000-\$499,999 | 32 | 2.8% | 1 | 3 | 0 |
| \$500,000 and over | 21 | 1.8% | 1 | 4 | 3 |
| TOTAL..... | 1,155 | | 81 | 72 | 27 |

| Selling Price | Percent |
|--------------------------|---------|
| \$49,999 or less..... | 0.4% |
| \$50,000-\$79,999..... | 2.9% |
| \$80,000-\$99,999..... | 3.3% |
| \$100,000-\$159,999..... | 27.9% |
| \$160,000-\$199,999..... | 28.8% |
| \$200,000-\$399,999..... | 32.1% |
| \$400,000 and over..... | 4.6% |

TYPE OF FINANCING

| Financing | # of Units | % of Total |
|--------------|---------------|---------------|
| Cash | 44 | 3.8% |
| Conventional | 783 | 67.8% |
| FHA | 198 | 17.1% |
| VA | 15 | 1.3% |
| Other | 115 | 10.0% |

LENGTH OF TIME ON MARKET

| Days on the Market | # of Units | % of Total |
|--------------------------|---------------|---------------|
| 1-30 | 552 | 44.7% |
| 31-60 | 229 | 18.5% |
| 61-90 | 169 | 13.7% |
| 91-120 | 105 | 8.5% |
| 121+ | 100 | 8.1% |
| Average Market Time..... | | 49 |

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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.