

MLS STATISTICS

October 2003 - 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 | 2,889 | 2,945 | -1.9 | 2,635 | 9.6 |
| Listing Inventory | 5,504 | 5,379 | 2.3 | 5,841 | -5.8 |
| Number of New Escrows | 1,729 | 1,729 | 0.0 | 1,074 | 61.0 |
| Number of Closed Escrows | 1,875 | 1,768 | 6.1 | 1,618 | 15.9 |
| Dollar Value of Closed Escrows | \$504,561,579 | \$481,292,044 | 4.8 | \$378,015,000 | 33.5 |
| Median | \$250,000 | \$249,900 | 0.0 | \$215,000 | 16.3 |
| Mean | \$269,100 | \$272,224 | -1.1 | \$233,631 | 15.2 |
| Mode | \$200,000 | \$200,000 | N/A | \$200,000 | N/A |

YEAR-TO-DATE STATISTICS

| | 01/01/03 to 10/31/2003 | 01/01/03 to 9/30/2003 | 01/01/02 to 10/31/2002 | % Change |
|--------------------------------|---------------------------|--------------------------|---------------------------|----------|
| Listing Inventory | 36,639 | 31,135 | 23,237 | 34.0 |
| Number of New Escrows | 14,717 | 12,988 | 10,044 | 29.3 |
| Number of Closed Escrows | 15,929 | 14,054 | 15,760 | -10.8 |
| Dollar Value of Closed Escrows | \$4,745,972,371 | \$4,241,410,792 | \$3,557,886,000 | 19.2 |
| Median | \$239,500 | \$237,500 | \$198,200 | 19.8 |
| Mean | \$260,817 | \$259,904 | \$219,352 | 18.5 |

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 | 0 | 2 |
| \$30,000-\$39,999 | 0 | 0.0% | 0 | 0 | 0 |
| \$40,000-\$49,999 | 0 | 0.0% | 0 | 0 | 3 |
| \$50,000-\$59,999 | 0 | 0.0% | 2 | 0 | 0 |
| \$60,000-\$69,999 | 0 | 0.0% | 0 | 0 | 1 |
| \$70,000-\$79,999 | 1 | 0.1% | 1 | 0 | 1 |
| \$80,000-\$89,999 | 1 | 0.1% | 0 | 0 | 1 |
| \$90,000-\$99,999 | 2 | 0.1% | 1 | 0 | 3 |
| \$100,000-\$119,999 | 10 | 0.6% | 10 | 0 | 1 |
| \$120,000-\$139,999 | 20 | 1.2% | 20 | 0 | 3 |
| \$140,000-\$159,999 | 35 | 2.0% | 25 | 0 | 2 |
| \$160,000-\$179,999 | 104 | 6.1% | 25 | 1 | 6 |
| \$180,000-\$199,999 | 141 | 8.2% | 26 | 1 | 4 |
| \$200,000-\$249,999 | 471 | 27.4% | 16 | 15 | 3 |
| \$250,000-\$299,999 | 457 | 26.6% | 15 | 16 | 6 |
| \$300,000-\$399,999 | 327 | 19.1% | 11 | 34 | 3 |
| \$400,000-\$499,999 | 75 | 4.4% | 2 | 11 | 1 |
| \$500,000 and over | 72 | 4.2% | 1 | 4 | 3 |
| TOTAL..... | 1,716 | | 155 | 82 | 43 |

| Selling Price | Percent |
|--------------------------|---------|
| \$49,999 or less..... | 0.0% |
| \$50,000-\$79,999..... | 0.1% |
| \$80,000-\$99,999..... | 0.2% |
| \$100,000-\$159,999..... | 3.8% |
| \$160,000-\$199,999..... | 14.3% |
| \$200,000-\$399,999..... | 73.1% |
| \$400,000 and over..... | 8.6% |

TYPE OF FINANCING

| Financing | # of Units | % of Total |
|--------------|---------------|---------------|
| Cash | 51 | 2.8% |
| Conventional | 1575 | 86.4% |
| FHA | 73 | 4.0% |
| VA | 10 | 0.5% |
| Other | 113 | 6.2% |

LENGTH OF TIME ON MARKET

| Days on the Market | # of Units | % of Total |
|--------------------------|---------------|---------------|
| 1-30 | 1278 | 68.3% |
| 31-60 | 358 | 19.1% |
| 61-90 | 141 | 7.5% |
| 91-120 | 53 | 2.8% |
| 121+ | 31 | 1.7% |
| Average Market Time..... | | 28 |

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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.