

## MLS STATISTICS

January 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	2,359	1,776	32.8	2,322	1.6
Listing Inventory	4,161	3,980	4.5	4696	-11.4
Number of New Escrows	1,535	1,122	36.8	941	63.1
Number of Closed Escrows	1,234	1,716	-28.1	1204	2.5
Dollar Value of Closed Escrows	\$362,340,520	\$491,821,860	-26.3	\$283,734,000	27.7
Median	\$254,900	\$260,000	-2.0	\$217,500	17.2
Mean	\$293,393	\$286,777	2.3	\$235,660	24.5
Mode	\$200,000	\$200,000	N/A	\$200,000	N/A

### YEAR-TO-DATE STATISTICS

	01/01/04 to 1/31/2004	01/01/03 to 12/31/2003	01/01/02 to 12/31/2002	% Change
Listing Inventory	4,161	44,937	26,478	69.7
Number of New Escrows	1,535	17,382	11,244	54.6
Number of Closed Escrows	1,234	19,092	18,805	1.5
Dollar Value of Closed Escrows	\$362,340,520	\$5,634,542,562	\$4,373,491,000	28.8
Median	\$254,900	\$242,000	\$201,000	20.4
Mean	\$293,393	\$263,825	\$222,536	18.6

### 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	4
\$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	1
\$60,000-\$69,999	0	0.0%	0	0	4
\$70,000-\$79,999	1	0.1%	1	0	2
\$80,000-\$89,999	0	0.0%	1	0	1
\$90,000-\$99,999	1	0.1%	3	0	0
\$100,000-\$119,999	3	0.3%	12	0	2
\$120,000-\$139,999	8	0.7%	12	0	3
\$140,000-\$159,999	23	2.0%	19	1	1
\$160,000-\$179,999	43	3.8%	16	0	5
\$180,000-\$199,999	71	6.3%	20	1	0
\$200,000-\$249,999	332	29.5%	15	7	2
\$250,000-\$299,999	291	25.9%	7	14	0
\$300,000-\$399,999	227	20.2%	3	21	2
\$400,000-\$499,999	75	6.7%	0	8	2
\$500,000 and over	49	4.4%	1	5	5
TOTAL.....	1,124		110	57	35

Selling Price	Percent
\$49,999 or less.....	0.0%
\$50,000-\$79,999.....	0.1%
\$80,000-\$99,999.....	0.1%
\$100,000-\$159,999.....	3.0%
\$160,000-\$199,999.....	10.1%
\$200,000-\$399,999.....	75.6%
\$400,000 and over.....	11.0%

### TYPE OF FINANCING

Financing	# of Units	% of Total
Cash	41	3.3%
Conventional	1053	85.3%
FHA	40	3.2%
VA	5	0.4%
Other	95	7.7%

### LENGTH OF TIME ON MARKET

Days on the Market	# of Units	% of Total
1-30	812	65.8%
31-60	236	19.1%
61-90	116	9.4%
91-120	41	3.3%
121+	29	2.4%
Average Market Time.....		33

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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.