

MLS STATISTICS

March 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	2,931	2,544	15.2	1902	54.1
Listing Inventory	5,297	4,210	25.8	2529	109.5
Number of New Escrows	2,177	1,837	18.5	839	159.5
Number of Closed Escrows	1,884	1,225	53.8	1413	33.3
Dollar Value of Closed Escrows	\$569,977,756	\$353,764,573	61.1	\$390,628,408	45.9
Median	\$276,500	\$268,000	3.2	\$229,000	20.7
Mean	\$302,055	\$287,848	4.9	\$276,453	9.3
Mode	\$250,000	\$250,000	N/A	\$200,000	N/A

YEAR-TO-DATE STATISTICS

	01/01/04 to 3/31/2004	01/01/04 to 2/29/2004	01/01/03 to 3/31/2003	% Change
Listing Inventory	13,668	8,371	6363	114.8
Number of New Escrows	5,549	3,372	2583	114.8
Number of Closed Escrows	4,343	2,459	3736	16.2
Dollar Value of Closed Escrows	\$1,286,082,849	\$716,105,093	\$949,371,408	35.5
Median	\$267,000	\$261,000	\$275,000	-2.9
Mean	\$290,709	\$290,298	\$304,701	-4.6

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	0
\$30,000-\$39,999	0	0.0%	0	0	0
\$40,000-\$49,999	0	0.0%	1	0	0
\$50,000-\$59,999	0	0.0%	2	0	2
\$60,000-\$69,999	0	0.0%	0	0	3
\$70,000-\$79,999	0	0.0%	0	0	2
\$80,000-\$89,999	1	0.1%	3	0	2
\$90,000-\$99,999	4	0.2%	2	0	5
\$100,000-\$119,999	11	0.6%	11	0	2
\$120,000-\$139,999	10	0.6%	24	0	3
\$140,000-\$159,999	20	1.2%	19	1	2
\$160,000-\$179,999	35	2.0%	27	2	2
\$180,000-\$199,999	74	4.3%	18	3	3
\$200,000-\$249,999	363	20.9%	21	4	6
\$250,000-\$299,999	472	27.2%	9	19	3
\$300,000-\$399,999	476	27.4%	9	27	3
\$400,000-\$499,999	147	8.5%	0	20	2
\$500,000 and over	125	7.2%	0	10	7
TOTAL.....	1,738		146	86	47

Selling Price	Percent
\$49,999 or less.....	0.0%
\$50,000-\$79,999.....	0.0%
\$80,000-\$99,999.....	0.3%
\$100,000-\$159,999.....	2.4%
\$160,000-\$199,999.....	6.3%
\$200,000-\$399,999.....	75.4%
\$400,000 and over.....	15.7%

TYPE OF FINANCING

Financing	# of Units	% of Total
Cash	72	3.8%
Conventional	1681	89.2%
FHA	35	1.9%
VA	7	0.4%
Other	89	4.7%

LENGTH OF TIME ON MARKET

Days on the Market	# of Units	% of Total
1-30	1389	73.7%
31-60	245	13.0%
61-90	132	7.0%
91-120	57	3.0%
121+	61	3.2%
Average Market Time.....		26

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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.