

MLS STATISTICS for March 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	3,081	2,493	23.6	2,931	5.1
Listing Inventory	5,160	3,939	31.0	5,297	-2.6
Number of New Escrows	1,931	1,596	21.0	2,177	-11.3
Number of Closed Escrows	1,908	1,254	52.2	1,884	1.3
Dollar Value of Closed Escrows	\$725,451,325	\$471,473,723	53.9	\$569,977,756	27.3
Median	\$350,000	\$350,000	0.0	\$276,500	26.6
Mean	\$380,814	\$369,602	3.0	\$302,055	26.1
Mode	\$300,000 - \$349,999	\$300,000 - \$349,999		\$250,000-\$299,999	

Year-to-Date Statistics	01/01/05 to 3/31/2005	01/01/05 to 2/28/2005	01/01/04 to 3/31/2004	% Change
Listing Inventory	12,820	7,660	13,668	-6.2
Number of New Escrows	4,892	2,961	5,549	-11.8
Number of Closed Escrows	4,418	2,510	4,343	1.7
Dollar Value of Closed Escrows	\$1,685,372,082	\$942,679,032	\$1,286,082,849	31.0
Median	\$345,000	\$341,750	\$267,000	29.2
Mean	\$371,635	\$365,206	\$290,709	27.8

CONDOMINIUM / PUD RESALES

Monthly Statistics	Current Month	Last Month	% Change	Last Year	% Change
New Listings Published	239	219	9.1	NA	NA
Listing Inventory	442	377	17.2	NA	NA
Number of New Escrows	151	138	9.4	NA	NA
Number of Closed Escrows	186	143	30.1	166	12.0
Dollar Value of Closed Escrows	\$44,457,449	\$33,835,581	23.9	\$30,377,662	46.3
Median	\$225,000	\$216,300	4.0	\$171,250	31.4
Mean	\$236,381	\$233,382	1.3	\$182,998	29.2
Mode	\$200,000 - \$249,999	\$200,000 - \$249,999		\$160,000-\$179,999	

Year-to-Date Statistics	01/01/05 to 3/31/2005	01/01/05 to 2/28/2005	01/01/04 to 3/31/2004	% Change
Listing Inventory	798	356	NA	NA
Number of New Escrows	289	138	NA	NA
Number of Closed Escrows	329	143	440	-25.2
Dollar Value of Closed Escrows	\$105,576,429	\$60,425,680	\$81,839,171	29.0
Median	\$220,000	\$215,950	\$175,000	25.7
Mean	\$232,547	\$230,265	\$185,998	25.0

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/PUD	Percent of Total	Residential Income	Residential Lots/Land	Other Residential*
UNDER \$140,000	1	0.1%	8	4.3%	0	8	0
\$140,000-\$159,999	2	0.1%	15	8.1%	0	2	0
\$160,000-\$179,999	17	0.9%	31	16.7%	0	3	1
\$180,000-\$199,999	19	1.0%	19	10.2%	0	1	0
\$200,000-\$249,999	108	5.7%	50	26.9%	0	3	33
\$250,000-\$299,999	327	17.2%	29	15.6%	3	6	20
\$300,000-\$349,999	474	24.9%	17	9.1%	14	4	9
\$350,000-\$399,999	360	18.9%	8	4.3%	26	5	8
\$400,000-\$449,999	221	11.6%	4	2.2%	22	1	2
\$450,000-\$499,999	133	7.0%	3	1.6%	14	1	1
\$500,000-\$549,999	75	3.9%	1	0.5%	5	3	3
\$550,000 - \$599,999	55	2.9%	1	0.5%	13		1
\$600,000-\$649,999	24	1.3%	0	0.0%	2		1
\$650,000 - \$699,999	31	1.6%	0	0.0%	1		1
\$700,000-\$749,999	18	0.9%	0	0.0%	1		
\$750,000 - \$799,999	12	0.6%	0	0.0%	4		
\$800,000-\$849,999	5	0.3%	0	0.0%			
\$850,000 - \$899,999	7	0.4%	0	0.0%			
\$900,000-\$949,999	3	0.2%		0.0%			
\$950,000-\$999,999	3	0.2%		0.0%			
\$1,000,000 and over	10	0.5%		0.0%			
TOTAL	1,905	100%	186	100%	105	37	80

TYPE OF FINANCING

Financing Method	# of Units	% of Total
Cash	65	3.1%
Conventional	1,935	91.0%
FHA	11	0.5%
VA	1	0.0%
Other*	114	5.4%
		100.0%

LENGTH OF TIME ON MARKET

(SFR, condo, PUD only) Days on Market (DOM)	# of Units	% of Total
1-30	1,393	73.0%
31 - 60	279	14.6%
61 - 90	138	7.2%
91 - 120	57	3.0%
121 - 180	34	1.8%
181+	6	0.3%
	1,907	100.0%

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

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