

# MLS STATISTICS for July 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	4,211	4,076	3.3%	3,531	19.3%
Listing Inventory	6,510	6,503	0.1%	5,935	9.7%
Number of New Escrows	1,834	1,919	-4.4%	2,101	-12.7%
Number of Closed Escrows	1,971	2,147	-8.2%	2,208	-10.7%
Dollar Value of Closed Escrows	\$819,542,737	\$883,281,599	-7.2%	\$746,314,211	9.8%
Median	\$389,000	\$380,000	2.4%	\$314,950	23.5%
Mean	\$415,800	\$412,556	0.8%	\$338,005	23.0%
Mode	\$350,000-\$399,999	\$350,000-\$399,999		\$250,000-\$299,000	

Year-to-Date Statistics	01/01/05 to 7/31/2005	01/01/05 to 6/30/2005		01/01/04 to 7/31/2004	% Change
Listing Inventory	36,852	30,342		29,223	26.1%
Number of New Escrows	12,507	10,673		14,098	-11.3%
Number of Closed Escrows	13,003	10,889		12,898	0.8%
Dollar Value of Closed Escrows	\$5,126,439,426	\$4,246,953,861		\$4,060,123,597	26.3%
Median	\$365,000	\$362,000		\$290,000	25.9%
Mean	\$394,251	\$390,022		\$314,294	25.4%

### CONDOMINIUM / PUD RESALES

Monthly Statistics	Current Month	Last Month	% Change	Last Year	% Change
New Listings Published	356	310	14.8	NA	NA
Listing Inventory	509	504	1.0	NA	NA
Number of New Escrows	161	144	11.8	NA	NA
Number of Closed Escrows	134	175	-23.4	163	-17.8
Dollar Value of Closed Escrows	\$36,586,300	\$43,763,770	-19.6	\$35,698,375	2.5
Median	\$244,750	\$240,000	2.0	\$205,000	19.4
Mean	\$273,032	\$250,079	9.2	\$219,008	24.7
Mode	\$200,000 - \$249,999	\$200,000 - \$249,999		\$200,000-\$249,999	

Year-to-Date Statistics	01/01/05 to 7/31/2005	01/01/05 to 6/30/2005		01/01/04 to 7/31/2004	% Change
Listing Inventory	1,988	1,632		NA	NA
Number of New Escrows	897	736		NA	NA
Number of Closed Escrows	1,062	928		1,163	-8.7
Dollar Value of Closed Escrows	\$269,767,583	\$229,785,263		\$197,924,239	36.3
Median	\$229,975	\$227,000		\$186,000	23.6
Mean	\$246,588	\$243,159		\$200,879	22.8

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/	Percent of Total	Residential Income	Residential Lots/Land	Other Residential*
UNDER \$140,000	0	0.0%	3	2.2%	0	3	0
\$140,000-\$159,999	1	0.1%	3	2.2%	0	3	0
\$160,000-\$179,999	3	0.2%	7	5.2%	0	2	0
\$180,000-\$199,999	9	0.5%	16	11.9%	0	1	1
\$200,000-\$249,999	52	2.6%	43	32.1%	0	7	12
\$250,000-\$299,999	218	11.1%	20	14.9%	2	3	23
\$300,000-\$349,999	377	19.1%	13	9.7%	7	2	17
\$350,000-\$399,999	423	21.5%	14	10.4%	15	4	6
\$400,000-\$449,999	324	16.4%	8	6.0%	18	3	0
\$450,000-\$499,999	188	9.5%	3	2.2%	15	3	3
\$500,000-\$549,999	144	7.3%	3	2.2%	6	2	5
\$550,000 - \$599,999	78	4.0%	1	0.7%	10	2	2
\$600,000-\$649,999	39	2.0%	0	0.0%	6	0	1
\$650,000 - \$699,999	39	2.0%	0	0.0%	1	1	0
\$700,000-\$749,999	25	1.3%	0	0.0%	1	0	0
\$750,000 - \$799,999	16	0.8%	0	0.0%	2	0	0
\$800,000-\$849,999	9	0.5%	0	0.0%	0	1	0
\$850,000 - \$899,999	6	0.3%	0	0.0%	0	0	1
\$900,000-\$949,999	3	0.2%	0	0.0%	1	0	0
\$950,000-\$999,999	1	0.1%	0	0.0%	0	0	0
\$1,000,000 and over	16	0.8%	0	0.0%	1	1	0
<b>TOTAL</b>	<b>1,971</b>	<b>100%</b>	<b>134</b>	<b>100%</b>	<b>85</b>	<b>38</b>	<b>71</b>

### TYPE OF FINANCING

### LENGTH OF TIME ON MARKET

Financing Method	# of Units	% of Total	(SFR, condo, PUD only)		# of Units	% of Total
			Days on Market (DOM)			
Cash	61	2.8%	1-30		1,536	73.0%
Conventional	1,994	92.7%	31 - 60		422	20.0%
FHA	3	0.1%	61 - 90		104	4.9%
VA	1	0.0%	91 - 120		25	1.2%
Other*	91	4.2%	121 - 180		14	0.7%
		100.0%	181+		4	0.2%
					2,105	100.0%

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

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