

MLS STATISTICS for November 2006

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	2,700	3,092	-12.7%	3,149	-14.3%
Listing Inventory	4,663	5,194	-10.2%	5,244	-11.1%
Number of New Escrows	805	848	-5.1%	995	-19.1%
Number of Closed Escrows	968	1,075	-10.0%	1,283	-24.6%
Dollar Value of Closed Escrows	\$382,854,880	\$431,176,741	-11.2%	\$529,951,496	-27.8%
Median	\$357,000	\$360,000	-0.8%	\$379,000	-5.8%
Mean	\$395,920	\$400,722	-1.2%	\$413,701	-4.3%
Mode	\$300,000-\$349,999	\$300,000-\$349,999		\$300,000-\$349,000	

Year-to-Date Statistics	01/01/06 to 11/30/2006	01/01/06 to 10/31/2006		01/01/05 to 11/30/2005	Change
Listing Inventory	52,640	47,977		62,206	-15.4%
Number of New Escrows	8,519	7,714		17,863	-52.3%
Number of Closed Escrows	12,955	11,954		20,138	-35.7%
Dollar Value of Closed Escrows	\$5,306,764,087	\$4,910,639,959		\$8,112,416,968	-34.6%
Median	\$370,000	\$370,000		\$372,000	-0.5%
Mean	\$409,631	\$410,795		\$402,841	1.7%

CONDOMINIUM / PUD RESALES

Monthly Statistics	Current Month	Last Month	Change	Last Year	Change
New Listings Published	218	313	-30.4%	264	-17%
Listing Inventory	379	490	-22.7%	449	-16%
Number of New Escrows	54	68	-20.6%	77	-30%
Number of Closed Escrows	65	73	-11.0%	108	-40%
Dollar Value of Closed Escrows	\$16,440,980	\$18,404,593	-10.7%	\$28,168,810	-42%
Median	\$250,000	\$227,600	9.8%	\$253,500	-1%
Mean	\$252,938	\$252,118	0.3%	\$260,804	-3%
Mode	\$250,000 - \$299,999	\$200,000 - \$249,999		\$250,000 - \$299,999	

Year-to-Date Statistics	01/01/06 to 11/30/2006	01/01/06 to 10/31/2006		01/01/05 to 11/30/2005	Change
Listing Inventory	3,048	2,669		3,252	-6.3%
Number of New Escrows	705	651		1,297	-46%
Number of Closed Escrows	856	791		1,561	-45.2%
Dollar Value of Closed Escrows	\$245,960,721	\$228,725,841		\$408,457,004	-39.8%
Median	\$235,000	\$235,000		\$235,000	0.0%
Mean	\$254,354	\$254,706		\$250,895	1.4%

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/	Change of Total	Residential Income	Residential Lots/Land	Other Residential
UNDER \$140,000	0	0.0%	7	10.8%	0	6	0
\$140,000-\$159,999	2	0.2%	4	6.2%	0	3	0
\$160,000-\$179,999	5	0.5%	1	1.5%	0	0	1
\$180,000-\$199,999	6	0.6%	5	7.7%	0	0	1
\$200,000-\$249,999	49	5.1%	15	23.1%	1	0	9
\$250,000-\$299,999	162	16.8%	18	27.7%	3	1	9
\$300,000-\$349,999	232	24.0%	10	15.4%	3	1	5
\$350,000-\$399,999	168	17.4%	2	3.1%	12	1	2
\$400,000-\$449,999	114	11.8%	0	0.0%	7	0	0
\$450,000-\$499,999	75	7.8%	0	0.0%	1	0	0
\$500,000-\$549,999	41	4.2%	2	3.1%	2	0	1
\$550,000 - \$599,999	39	4.0%	0	0.0%	2	1	0
\$600,000-\$649,999	21	2.2%	0	0.0%	1	0	1
\$650,000 - \$699,999	13	1.3%	1	1.5%	0	0	1
\$700,000-\$749,999	10	1.0%	0	0.0%	0	0	1
\$750,000 - \$799,999	8	0.8%	0	0.0%	1	0	0
\$800,000-\$849,999	7	0.7%	0	0.0%	0	0	0
\$850,000 - \$899,999	1	0.1%	0	0.0%	0	0	0
\$900,000-\$949,999	1	0.1%	0	0.0%	0	0	0
\$950,000-\$999,999	0	0.0%	0	0.0%	1	0	0
\$1,000,000 and over	13	1.3%	0	0.0%	0	0	0
TOTAL	967	100%	65	100%	34	13	31

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	40	3.8%	1-30	398	38.5%
Conventional	935	89.0%	31 - 60	231	22.4%
FHA	2	0.2%	61 - 90	195	18.9%
VA	5	0.5%	91 - 120	109	10.6%
Other*	68	6.5%	121 - 180	70	6.8%
	1,050	100.0%	181+	30	2.9%
				1,033	100.0%

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