

## MLS STATISTICS

November 2002 - Sacramento County and the City of West Sacramento

<b>RESIDENTIAL ONLY (Single Family Homes)</b>					
<b>Preliminary Report</b>					
	<b>Current Month</b>	<b>Last Month</b>	<b>% Change</b>	<b>Last Year</b>	<b>% Change</b>
New Listings Published	1,872	2,635	-29.0	1,670	12.1
Listing Inventory	5,327	5,841	-8.8	4,880	9.2
Number of New Escrows	684	1,074	-36.3	419	63.2
Number of Closed Escrows	1,402	1,618	-13.3	1,087	29.0
Dollar Value of Closed Escrows	\$334,605,000	\$378,015,000	-11.5	\$229,262,000	45.9
Median	\$219,000	\$215,000	1.9	\$175,000	25.1
Mean	\$238,662	\$233,631	2.2	\$192,819	23.8
Mode	\$200,000	\$200,000	N/A	\$160,000	N/A
	\$249,000	\$249,000		\$179,000	

<b>YEAR-TO-DATE STATISTICS</b>				
	<b>01/01/02 to 11/30/02</b>	<b>01/01/02 to 10/31/02</b>	<b>1/1/01 to 11/30/01</b>	<b>% Change</b>
Listings Published	25,109	23,237	25,217	-0.4
Number of New Escrows Opened	10,728	10,044	8,048	33.3
Number of Closed Escrows	17,162	15,760	14,928	15.0
Dollar Value of Closed Escrows	\$3,933,659,000	\$3,557,886,000	\$3,078,349,000	27.8
Median	\$199,950	\$198,200	\$168,000	19.0
Mean	\$220,707	\$219,352	\$186,500	18.3

<b>PRICE BRACKET OF SALES BASED ON FINAL SALES</b>					
<b>Selling Price</b>	<b>Single-family Residential</b>	<b>Percent of Total</b>	<b>Condos</b>	<b>Resid. Income</b>	<b>Lots/Land</b>
UNDER \$29,999	0	0.0%	0	0	1
\$30,000-\$39,999	1	0.1%	0	0	1
\$40,000-\$49,999	1	0.1%	1	0	0
\$50,000-\$59,999	2	0.1%	1	0	3
\$60,000-\$69,999	2	0.1%	1	0	0
\$70,000-\$79,999	8	0.6%	4	0	3
\$80,000-\$89,999	8	0.6%	5	0	1
\$90,000-\$99,999	10	0.7%	7	1	0
\$100,000-\$119,999	44	3.1%	18	0	1
\$120,000-\$139,999	72	5.1%	23	1	2
\$140,000-\$159,999	89	6.3%	15	3	1
\$160,000-\$179,999	135	9.6%	8	3	2
\$180,000-\$199,999	162	11.6%	6	2	1
\$200,000-\$249,999	418	29.8%	4	18	1
\$250,000-\$299,999	207	14.8%	8	8	0
\$300,000-\$399,999	149	10.6%	5	14	1
\$400,000-\$499,999	60	4.3%	1	3	1
\$500,000 and over	34	2.4%	1	1	3
<b>TOTAL.....</b>	<b>1,402</b>		<b>108</b>	<b>54</b>	<b>22</b>
<b>Selling Price</b>	<b>Percent</b>				
\$49,999 or less.....	0.1%				
\$50,000-\$79,999.....	0.9%				
\$80,000-\$99,999.....	1.3%				
\$100,000-\$159,999.....	14.6%				
\$160,000-\$199,999.....	21.2%				
\$200,000-\$399,999.....	55.2%				
\$400,000 and over.....	6.7%				

<b>TYPE OF FINANCING</b>		
<b>Financing</b>	<b># of Units</b>	<b>% of Total</b>
Cash	65	4.6%
Conventional	1082	77.2%
FHA	136	9.7%
VA	15	1.1%
Other	104	7.4%

<b>LENGTH OF TIME ON MARKET</b>		
<b>Days on the Market</b>	<b># of Units</b>	<b>% of Total</b>
1-30	882	58.4%
31-60	337	22.3%
61-90	102	6.8%
91-120	40	2.6%
121+	41	2.7%
Average Market Time.....		31

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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.