

## MLS STATISTICS

September 2003 - 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	2,945	3,034	-2.9	2,634	11.8
Listing Inventory	5,379	5,558	-3.2	5,454	-1.4
Number of New Escrows	1,729	1,862	-7.1	1,049	64.8
Number of Closed Escrows	1,768	1,890	-6.5	1,479	19.5
Dollar Value of Closed Escrows	\$481,292,044	\$630,974,045	-23.7	\$354,816,000	35.6
Median	\$249,900	\$249,500	0.2	\$218,000	14.6
Mean	\$272,224	\$333,849	-18.5	\$239,903	13.5
Mode	\$200,000	\$200,000	N/A	\$200,000	N/A

### YEAR-TO-DATE STATISTICS

	01/01/03 to 9/30/2003	01/01/03 to 8/31/2003	01/01/02 to 9/30/2002	% Change
Listing Inventory	31,135	25,756	20,602	25.0
Number of New Escrows	12,988	11,259	8,970	25.5
Number of Closed Escrows	14,054	12,286	14,142	-13.1
Dollar Value of Closed Escrows	\$4,241,410,792	\$3,760,118,748	\$3,142,886,000	19.6
Median	\$237,500	\$235,000	\$196,500	19.6
Mean	\$259,904	\$256,519	\$218,104	17.6

### PRICE BRACKET OF SALES BASED ON FINAL SALES

Selling Price	Single-family		Condos	Resid. Income	Lots/Land
	Residential	Percent of Total			
UNDER \$29,999	1	0.1%	0	0	0
\$30,000-\$39,999	2	0.1%	0	1	1
\$40,000-\$49,999	0	0.0%	0	0	0
\$50,000-\$59,999	0	0.0%	2	0	0
\$60,000-\$69,999	0	0.0%	0	0	1
\$70,000-\$79,999	1	0.1%	0	0	1
\$80,000-\$89,999	2	0.1%	0	0	1
\$90,000-\$99,999	2	0.1%	2	0	2
\$100,000-\$119,999	10	0.6%	10	0	2
\$120,000-\$139,999	17	1.0%	23	1	2
\$140,000-\$159,999	28	1.7%	13	0	8
\$160,000-\$179,999	75	4.6%	28	2	6
\$180,000-\$199,999	116	7.1%	22	1	3
\$200,000-\$249,999	512	31.4%	20	4	4
\$250,000-\$299,999	391	23.9%	4	27	0
\$300,000-\$399,999	317	19.4%	6	24	3
\$400,000-\$499,999	92	5.6%	0	12	1
\$500,000 and over	67	4.1%	1	11	4
TOTAL.....	1,633		131	83	39

Selling Price	Percent
\$49,999 or less.....	0.2%
\$50,000-\$79,999.....	0.1%
\$80,000-\$99,999.....	0.2%
\$100,000-\$159,999.....	3.4%
\$160,000-\$199,999.....	11.7%
\$200,000-\$399,999.....	74.7%
\$400,000 and over.....	9.7%

### TYPE OF FINANCING

Financing	# of Units	% of Total
Cash	62	3.6%
Conventional	1490	86.8%
FHA	79	4.6%
VA	3	0.2%
Other	82	4.8%

### LENGTH OF TIME ON MARKET

Days on the Market	# of Units	% of Total
1-30	1269	71.9%
31-60	290	16.4%
61-90	127	7.2%
91-120	49	2.8%
121+	21	1.2%
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.