

MLS STATISTICS

December 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	1,776	2,364	-24.9	1,369	29.7
Listing Inventory	3,980	4,318	-7.8	3,883	2.5
Number of New Escrows	1,122	1,543	-27.3	516	117.4
Number of Closed Escrows	1,716	1,447	18.6	1,643	4.4
Dollar Value of Closed Escrows	\$491,821,860	\$396,748,331	24.0	\$394,595,000	24.6
Median	\$260,000	\$255,000	2.0	\$219,950	18.2
Mean	\$286,777	\$274,187	4.6	\$240,168	19.4
Mode	\$200,000	\$200,000	N/A	\$200,000	N/A

YEAR-TO-DATE STATISTICS

	01/01/03 to 12/31/2003	01/01/03 to 11/30/2003	01/01/02 to 12/31/2002	% Change
Listing Inventory	44,937	40,957	26,478	54.7
Number of New Escrows	17,382	16,260	11,244	44.6
Number of Closed Escrows	19,092	17,376	18,805	-7.6
Dollar Value of Closed Escrows	\$5,634,542,562	\$5,142,720,702	\$4,373,491,000	17.6
Median	\$242,000	\$240,000	\$201,000	19.4
Mean	\$263,825	\$261,844	\$222,536	17.7

PRICE BRACKET OF SALES BASED ON FINAL SALES

Selling Price	Single-family		Condos	Resid. Income	Lots/Land
	Residential	Percent of Total			
UNDER \$29,999	0	0.0%	0	0	1
\$30,000-\$39,999	0	0.0%	0	0	1
\$40,000-\$49,999	0	0.0%	0	0	0
\$50,000-\$59,999	0	0.0%	0	0	3
\$60,000-\$69,999	1	0.1%	1	0	1
\$70,000-\$79,999	1	0.1%	1	0	1
\$80,000-\$89,999	2	0.1%	1	0	0
\$90,000-\$99,999	2	0.1%	1	0	0
\$100,000-\$119,999	3	0.2%	4	0	1
\$120,000-\$139,999	7	0.4%	10	0	2
\$140,000-\$159,999	24	1.5%	23	2	1
\$160,000-\$179,999	67	4.2%	27	2	2
\$180,000-\$199,999	106	6.6%	12	0	6
\$200,000-\$249,999	429	26.7%	15	6	3
\$250,000-\$299,999	428	26.6%	5	27	4
\$300,000-\$399,999	346	21.5%	7	30	3
\$400,000-\$499,999	107	6.7%	0	12	0
\$500,000 and over	85	5.3%	1	7	5
TOTAL.....	1,608		108	86	34

Selling Price	Percent
\$49,999 or less.....	0.0%
\$50,000-\$79,999.....	0.1%
\$80,000-\$99,999.....	0.2%
\$100,000-\$159,999.....	2.1%
\$160,000-\$199,999.....	10.8%
\$200,000-\$399,999.....	74.8%
\$400,000 and over.....	11.9%

TYPE OF FINANCING

Financing	# of Units	% of Total
Cash	56	3.3%
Conventional	1472	87.3%
FHA	53	3.1%
VA	8	0.5%
Other	97	5.8%

LENGTH OF TIME ON MARKET

Days on the Market	# of Units	% of Total
1-30	1119	65.2%
31-60	345	20.1%
61-90	149	8.7%
91-120	64	3.7%
121+	26	1.5%
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.