

MLS STATISTICS

June 2004 - 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	3,209	3,178	1.0	2,257	42.2
Listing Inventory	5,697	5,310	7.3	4,727	20.5
Number of New Escrows	2,045	2,173	-5.9	1,105	85.1
Number of Closed Escrows	2,325	1,975	17.7	1,526	52.4
Dollar Value of Closed Escrows	\$766,548,316	\$639,462,823	19.9	\$346,339,000	121.3
Median	\$310,000	\$298,944	3.7	\$204,975	51.2
Mean	\$336,205	\$324,271	3.7	\$226,959	48.1
Mode	\$200,000	\$250,000	N/A	\$200,000	N/A
	\$249,000	\$299,999		\$249,000	

YEAR-TO-DATE STATISTICS

	01/01/04 to 6/30/2004	01/01/04 to 5/31/2004	01/01/03 to 6/30/2003	% Change
Listing Inventory	25,692	22,483	14,583	76.2
Number of New Escrows	11,997	9,952	7,396	62.2
Number of Closed Escrows	10,690	8,365	8,620	24.0
Dollar Value of Closed Escrows	\$3,313,809,386	\$2,547,261,070	\$2,533,183,574	30.8
Median	\$284,000	\$229,000	\$231,000	22.9
Mean	\$308,650	\$277,608	\$251,881	22.5

PRICE BRACKET OF SALES BASED ON FINAL SALES

Selling Price	Single-family Residential	Percent of Total	Condos	Resid. Income	Lots/Land
UNDER \$29,999	0	0.0%	0	0	0
\$30,000-\$39,999	0	0.0%	1	1	0
\$40,000-\$49,999	0	0.0%	0	0	0
\$50,000-\$59,999	0	0.0%	0	0	0
\$60,000-\$69,999	0	0.0%	1	1	0
\$70,000-\$79,999	0	0.0%	1	1	0
\$80,000-\$89,999	1	0.0%	2	3	0
\$90,000-\$99,999	1	0.0%	0	1	15
\$100,000-\$119,999	1	0.0%	5	6	22
\$120,000-\$139,999	6	0.3%	17	23	0
\$140,000-\$159,999	16	0.7%	28	44	0
\$160,000-\$179,999	29	1.4%	16	45	0
\$180,000-\$199,999	37	1.7%	15	52	0
\$200,000-\$249,999	278	13.0%	34	312	0
\$250,000-\$299,999	535	25.0%	30	565	166
\$300,000-\$399,999	757	35.4%	18	775	184
\$400,000-\$499,999	277	13.0%	2	279	0
\$500,000 and over	200	9.4%	1	201	1
TOTAL.....	2,138		171	2309	388

Selling Price	Percent
\$49,999 or less.....	0.0%
\$50,000-\$79,999.....	0.0%
\$80,000-\$99,999.....	0.1%
\$100,000-\$159,999.....	1.1%
\$160,000-\$199,999.....	3.1%
\$200,000-\$399,999.....	73.4%
\$400,000 and over.....	22.3%

TYPE OF FINANCING

Financing	# of Units	% of Total
Cash	85	3.6%
Conventional	2114	88.6%
FHA	24	1.0%
VA	1	0.0%
Other	163	6.8%

LENGTH OF TIME ON MARKET

Days on the Market	# of Units	% of Total
1-30	1972	85.4%
31-60	240	10.4%
61-90	60	2.6%
91-120	20	0.9%
121+	17	0.7%
Average Market Time.....		17

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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.