

MLS STATISTICS

September 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	3,734	3,622	3.1	2,945	26.8
Listing Inventory	6,101	6,075	0.4	5,379	13.4
Number of New Escrows	2,076	2,182	-4.9	1,729	20.1
Number of Closed Escrows	2,054	2,217	-7.4	1,768	16.2
Dollar Value of Closed Escrows	\$707,904,777	\$747,531,816	-5.3	\$481,292,044	47.1
Median	\$323,000	\$314,290	2.8	\$249,900	29.3
Mean	\$344,815	\$336,423	2.5	\$272,224	26.7
Mode	\$300,000	\$250,000	N/A	\$200,000	N/A
	\$349,000	\$299,000		\$249,000	

YEAR-TO-DATE STATISTICS

	01/01/04 to 9/30/2004	01/01/04 to 8/31/2004	01/01/03 to 9/30/2003	% Change
Listing Inventory	36,579	32,845	31,135	17.5
Number of New Escrows	18,356	16,280	12,988	41.3
Number of Closed Escrows	17,169	15,115	14,054	22.2
Dollar Value of Closed Escrows	\$5,515,560,190	\$4,807,655,413	\$4,241,410,792	30.0
Median	\$296,000	\$293,300	\$237,500	24.6
Mean	\$320,256	\$317,149	\$259,904	23.2

PRICE BRACKET OF SALES BASED ON FINAL SALES

Selling Price	Single-family Residential	Percent of Total	Condos	Resid. Income	Lots/Land
\$19,000 or UNDER	0	0.0%	0	0	3
\$20,000-\$29,000	0	0.0%	0	0	1
\$30,000-\$39,999	0	0.0%	0	0	4
\$40,000-\$49,999	0	0.0%	0	0	7
\$50,000-\$59,999	0	0.0%	0	0	12
\$60,000-\$69,999	0	0.0%	2	2	10
\$70,000-\$79,999	0	0.0%	1	1	12
\$80,000-\$89,999	0	0.0%	0	0	9
\$90,000-\$99,999	1	0.1%	0	1	13
\$100,000-\$119,999	3	0.2%	5	8	9
\$120,000-\$139,999	3	0.2%	11	14	18
\$140,000-\$159,999	9	0.5%	25	34	13
\$160,000-\$179,999	18	1.0%	10	28	28
\$180,000-\$199,999	27	1.4%	15	42	29
\$200,000-\$249,999	152	8.1%	52	204	38
\$250,000-\$299,999	445	23.7%	28	473	34
\$300,000-\$349,000	457	24.3%	13	470	21
\$350,000-\$399,999	292	15.5%	6	298	23
\$400,000-\$449,000	200	10.6%	2	202	9
\$450,000-\$499,1000	106	5.6%	1	107	18
\$500,000-\$749,000	134	7.1%	2	136	26
\$750,000-\$999,999	22	1.2%	0	22	21
\$1,000,000 and over	9	0.5%	0	9	52
TOTAL	1,878		173	2,051	410

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.....	0.8%
\$160,000-\$199,999.....	2.4%
\$200,000-\$299,999.....	31.8%
\$300,000-\$399,999.....	39.9%
\$400,000 and over.....	25.1%

TYPE OF FINANCING

	# of	% of
<i>Financing</i>	<i>Units</i>	<i>Total</i>
Cash	78	3.7%
Conventional	1,883	89.1%
FHA	10	0.5%
VA	2	0.1%
Other	140	6.6%

LENGTH OF TIME ON MARKET

Days on the Market	# of Units	%of Total
1-30	1,515	73.9%
31-60	398	19.4%
61-90	96	4.7%
91-120	30	1.5%
121+	12	0.6%

Average Market Time..... 23

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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.