

MLS STATISTICS for January 2005

Data for Sacramento County and the City of West Sacramento

SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	Last Month	% Change	Last Year	% Change
New Listings Published	2,264	1,609	40.7	2,359	-4.0
Listing Inventory	3,721	4,000	-7.0	4,161	-10.6
Number of New Escrows	1,365	990	37.9	1,535	-11.1
Number of Closed Escrows	1,256	2,046	-38.6	1,234	1.8
Dollar Value of Closed Escrows	\$453,851,895	\$728,015,892	-37.7	\$362,340,520	25.3
Median	\$335,500	\$330,000	1.7	\$254,900	31.6
Mean	\$361,347	\$355,824	1.6	\$293,393	23.2
Mode	\$300,000 - \$349,999	\$300,000 - \$349,999		\$250,000 - \$299,999	

Year-to-Date Statistics	01/01/05 to 1/31/2005	01/01/04 to 1/31/2004	% Change
Listing Inventory	3721	4,161	-10.6
Number of New Escrows	1365	1,535	-11.1
Number of Closed Escrows	1,256	1,234	1.8
Dollar Value of Closed Escrows	\$453,851,895	\$362,340,520	25.3
Median	\$335,500	\$254,900	31.6
Mean	\$361,347	\$293,393	23.2

CONDOMINIUM / PUD RESALES

Monthly Statistics	Current Month	Last Month	% Change	Last Year	% Change
New Listings Published	232	NA	NA	NA	NA
Listing Inventory	356	NA	NA	NA	NA
Number of New Escrows	144	NA	NA	NA	NA
Number of Closed Escrows	107	166	-35.5	119	-10.1
Dollar Value of Closed Escrows	\$24,589,649	\$38,863,950	-36.7	\$21,305,337	15.4
Median	\$220,000	\$219,000	0.5	\$166,750	31.9
Mean	\$229,810	\$234,120	-1.8	\$179,036	28.4
Mode	\$200,000 - \$249,999	\$200,000 - \$249,999		\$160,000 - \$179,999	

Year-to-Date Statistics	01/01/05 to 1/31/2005	01/01/04 to 1/31/2004	% Change
Listing Inventory	356	NA	NA
Number of New Escrows	144	NA	NA
Number of Closed Escrows	107	119	-10.1
Dollar Value of Closed Escrows	\$24,589,649	\$21,305,337	15.4
Median	\$220,000	\$166,750	31.9
Mean	\$229,810	\$179,036	28.4

Median: The midpoint at which an equal number of homes sold above and below this value.

Mean: The arithmetic average of the total number of residential sales divided into total residential sales dollar volume.

Mode: The price range within which the most number of homes were sold.

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SALE PRICE BRACKET BASED ON FINAL SALES

Selling Price	Single-Family Residential	% of Total	Condo/PUD	% of Total	Residential Income	Residential Lots/Land	Other Residential*
UNDER \$140,000	3	0.2%	3	2.8%	0	11	1
\$140,000-\$159,999	8	0.6%	13	12.1%	0	3	1
\$160,000-\$179,999	4	0.3%	11	10.3%	0	1	1
\$180,000-\$199,999	14	1.1%	12	11.2%	0	0	4
\$200,000-\$249,999	90	7.2%	37	34.6%	3	2	18
\$250,000-\$299,999	259	20.6%	18	16.8%	3	3	15
\$300,000-\$349,999	317	25.3%	7	6.5%	10	3	10
\$350,000-\$399,999	218	17.4%	4	3.7%	27	2	4
\$400,000-\$449,999	134	10.7%	1	0.9%	15	0	1
\$450,000-\$499,999	88	7.0%	0	0.0%	14	0	3
\$500,000-\$549,999	45	3.6%	1	0.9%	6	1	0
\$550,000 - \$599,999	24	1.9%		0.0%	3	2	0
\$600,000-\$649,999	11	0.9%		0.0%	0	0	0
\$650,000 - \$699,999	16	1.3%		0.0%	2	0	1
\$700,000-\$749,999	9	0.7%		0.0%	0	0	1
\$750,000 - \$799,999	5	0.4%		0.0%	1	1	
\$800,000-\$849,999	2	0.2%		0.0%	0		
\$850,000 - \$899,999	4	0.3%		0.0%	0		
\$900,000-\$949,999	1	0.1%		0.0%	0		
\$950,000-\$999,999	1	0.1%		0.0%	2		
\$1,000,000 and over	2	0.2%		0.0%	2		
TOTAL	1,255	100%	107	100%	88	29	60

TYPE OF FINANCING

Financing Method	# of Units	% of Total
Cash	47	3.4%
Conventional	1,247	89.3%
FHA	3	0.2%
VA	2	0.1%
Other	97	6.9%
		100.0%

LENGTH OF TIME ON MARKET

(SFR, condo, PUD only) Days on Market (DOM)	# of Units	% of Total
1-30	816	60.2%
31 - 60	321	23.7%
61 - 90	144	10.6%
91 - 120	56	4.1%
121 - 180	18	1.3%
	1,355	100.0%

Average Market Time (days): 32

*half-plex, 2-on-1, mobile home

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