

# MLS STATISTICS for February 2008

## 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	2,948	3,138	-6.1%	N/A*	
Total Listing Inventory	8,731	8,963	-2.6%	N/A*	
Number of New Escrows	1,589	1,290	23.2%	N/A*	
Number of Closed Escrows	870	739	17.7%	751	15.8%
Month's Inventory	10 Months	12.1 Months	-17.4%	N/A*	
Dollar Value of Closed Escrows	\$242,600,557	\$204,306,864	18.7%	\$320,949,129	-24.4%
Median	\$255,900	\$255,000	0.4%	\$367,500	-30.4%
Mean	\$279,816	\$276,464	1.2%	\$412,531	-32.2%
Mode	\$200,000 - \$249,000	\$250,000 - \$299,000		\$300,000-\$349,999	

Year-to-Date Statistics	01/01/08 to 2/29/2008	01/01/07 to 2/28/2007	Change
Number of New Escrows	2,798	1,773	57.8%
Number of Closed Escrows	1,609	1,551	3.7%
Dollar Value of Closed Escrows	\$437,474,709	\$618,702,944	-29.3%
Median	\$256,000	\$362,000	-29.3%
Mean	\$278,515	\$398,906	-30.2%

### CONDOMINIUM / PUD RESALES

Monthly Statistics	Current Month	Last Month	Change	Last Year	Change
New Listings Published	209	232	-9.9%	N/A*	
Total Listing Inventory	688	729	-5.6%	N/A*	
Number of New Escrows	124	99	25.3%	N/A*	
Number of Closed Escrows	60	36	66.7%	77	-22%
Dollar Value of Closed Escrows	\$13,466,326	\$5,248,807	156.6%	\$18,756,737	-28%
Median	\$171,000	\$143,000	19.6%	\$219,950	-22%
Mean	\$224,439	\$145,800	53.9%	\$243,594	-8%
Mode	\$180,000 - \$199,999	\$140,000 - \$179,999		\$200,000 - \$249,999	

Year-to-Date Statistics	01/01/08 to 2/29/2008	01/01/07 to 2/28/2007	Change
Number of New Escrows	223	165	35%
Number of Closed Escrows	96	129	-25.6%
Dollar Value of Closed Escrows	\$21,324,123	\$31,911,319	-33.2%
Median	\$162,950	\$219,900	-25.9%
Mean	\$205,040	\$243,598	-15.8%

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.

\*To ensure the greatest possible accuracy, SAR, with the assistance of MetroList, has refined its search methods. Last year's reported listing inventory covered a date range rather than all homes on the market at a specific date.

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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	117	13.4%	22	36.7%	2	1	11
\$140,000-\$159,999	38	4.4%	3	5.0%	6	0	2
\$160,000-\$179,999	51	5.9%	6	10.0%	1	0	0
\$180,000-\$199,999	52	6.0%	9	15.0%	1	1	2
\$200,000-\$249,999	154	17.7%	3	5.0%	7	1	2
\$250,000-\$299,999	144	16.6%	6	10.0%	5	1	4
\$300,000-\$349,999	117	13.4%	0	0.0%	2	1	4
\$350,000-\$399,999	80	9.2%	2	3.3%	2	0	0
\$400,000-\$449,999	37	4.3%	2	3.3%	1	0	2
\$450,000-\$499,999	29	3.3%	1	1.7%	1	0	0
\$500,000-\$549,000	14	1.6%	1	1.7%	0	0	0
\$550,000-\$599,000	12	1.4%	1	1.7%	2	0	0
\$600,000-\$649,999	8	0.9%	1	1.7%	0	0	0
\$650,000 - \$699,999	2	0.2%	3	5.0%	0	0	0
\$700,000-\$749,999	1	0.1%	0	0.0%	0	0	0
\$750,000 - \$799,999	2	0.2%	0	0.0%	0	0	0
\$800,000-\$849,999	3	0.3%	0	0.0%	0	0	0
\$850,000 - \$899,999	1	0.1%	0	0.0%	0	0	0
\$900,000-\$949,999	3	0.3%	0	0.0%	0	0	0
\$950,000-\$999,999	2	0.2%	0	0.0%	0	0	0
\$1,000,000 and over	3	0.3%	0	0.0%	1	0	1
<b>Total</b>	<b>870</b>	<b>100%</b>	<b>60</b>	<b>100%</b>	<b>31</b>	<b>5</b>	<b>28</b>

### Type of Financing

### LENGTH OF TIME ON MARKET

(SFR, condo, PUD only) Financing Method	# of Units	% of Total	(SFR, condo, PUD only) Days on Market (DOM)	# of Units	% of Total
Cash	110	11.8%	1-30	363	39.0%
Conventional	703	75.6%	31 - 60	180	19.4%
FHA	40	4.3%	61 - 90	113	12.2%
VA	4	0.4%	91 - 120	95	10.2%
Other †	73	7.8%	121 - 180	109	11.7%
	930	100.0%	181+	70	7.5%
				930	100.0%

† includes: contract of sale, creative, Nehemiah, Owner Financing.

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

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