

MLS STATISTICS

June 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 | 3258 | 2946 | 10.6 | 2,257 | 44.4 |
| Listing Inventory | 5532 | 5258 | 5.2 | 4,727 | 17.0 |
| Number of New Escrows | 2080 | 1870 | 11.2 | 1,105 | 88.2 |
| Number of Closed Escrows | 1658 | 1697 | -2.3 | 1,526 | 8.7 |
| Dollar Value of Closed Escrows | \$543,994,833 | \$648,508,519 | -16.1 | \$346,339,000 | 57.1 |
| Median | \$246,250 | \$238,000 | 3.5 | \$204,975 | 20.1 |
| Mean | \$328,103 | \$382,150 | -14.1 | \$226,959 | 44.6 |
| Mode | \$200,000 | \$200,000 | N/A | \$200,000 | N/A |

YEAR-TO-DATE STATISTICS

| | 01/01/03 to 6/30/2003 | 01/01/03 to 5/31/2003 | 01/01/02 to 12/31/2002 | % Change |
|--------------------------------|--------------------------|--------------------------|---------------------------|----------|
| Listings Published | 14583 | 11325 | 26,478 | -44.9 |
| Number of New Escrows Opened | 7396 | 5316 | 11,244 | -34.2 |
| Number of Closed Escrows | 8620 | 6962 | 18,805 | -54.2 |
| Dollar Value of Closed Escrows | \$2,533,183,574 | \$1,989,188,741 | \$4,373,491,000 | -42.1 |
| Median | 231,000 | 229,000 | \$201,000 | 14.9 |
| Mean | 251,881 | 277,608 | \$222,536 | 13.2 |

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 | 0 |
| \$40,000-\$49,999 | 0 | 0.0% | 0 | 0 | 1 |
| \$50,000-\$59,999 | 0 | 0.0% | 0 | 0 | 2 |
| \$60,000-\$69,999 | 0 | 0.0% | 0 | 0 | 1 |
| \$70,000-\$79,999 | 1 | 0.1% | 0 | 0 | 2 |
| \$80,000-\$89,999 | 1 | 0.1% | 2 | 0 | 1 |
| \$90,000-\$99,999 | 6 | 0.4% | 8 | 0 | 0 |
| \$100,000-\$119,999 | 6 | 0.4% | 17 | 0 | 1 |
| \$120,000-\$139,999 | 23 | 1.5% | 10 | 0 | 2 |
| \$140,000-\$159,999 | 50 | 3.3% | 25 | 2 | 4 |
| \$160,000-\$179,999 | 90 | 5.9% | 26 | 1 | 2 |
| \$180,000-\$199,999 | 144 | 9.4% | 6 | 1 | 5 |
| \$200,000-\$249,999 | 421 | 27.4% | 14 | 16 | 6 |
| \$250,000-\$299,999 | 354 | 23.0% | 5 | 9 | 2 |
| \$300,000-\$399,999 | 287 | 18.7% | 8 | 8 | 3 |
| \$400,000-\$499,999 | 84 | 5.5% | 0 | 5 | 0 |
| \$500,000 and over | 70 | 4.6% | 0 | 0 | 0 |
| TOTAL..... | 1,537 | | 121 | 42 | 33 |

| Selling Price | Percent |
|--------------------------|---------|
| \$49,999 or less..... | 0.0% |
| \$50,000-\$79,999..... | 0.1% |
| \$80,000-\$99,999..... | 0.5% |
| \$100,000-\$159,999..... | 5.1% |
| \$160,000-\$199,999..... | 15.2% |
| \$200,000-\$399,999..... | 69.1% |
| \$400,000 and over..... | 10.0% |

TYPE OF FINANCING

| Financing | # of Units | % of Total |
|--------------|---------------|---------------|
| Cash | 47 | 2.9% |
| Conventional | 1396 | 85.9% |
| FHA | 90 | 5.5% |
| VA | 11 | 0.7% |
| Other | 81 | 5.0% |

LENGTH OF TIME ON MARKET

| Days on the Market | # of Units | % of Total |
|--------------------------|---------------|---------------|
| 1-30 | 1098 | 66.2% |
| 31-60 | 332 | 20.0% |
| 61-90 | 130 | 7.8% |
| 91-120 | 47 | 2.8% |
| 121+ | 38 | 2.3% |
| Average Market Time..... | | 30 |

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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.