

# MLS STATISTICS for March 2006

## 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	3,807	3,362	13.2%	3,081	23.6%
Listing Inventory	5,899	4,966	18.8%	5,160	14.3%
Number of New Escrows	1,153	1,093	5.5%	1,931	-40.3%
Number of Closed Escrows	1,388	912	52.2%	1,908	-27.3%
Dollar Value of Closed Escrows	\$569,517,951	\$374,917,065	51.9%	\$725,451,325	-21.5%
Median	\$374,500	\$373,000	0.4%	\$350,000	7.0%
Mean	\$410,316	\$411,093	-0.2%	\$380,814	7.7%
Mode	\$300,000-\$349,000	\$300,000-\$349,000		\$300,000 - \$349,999	

Year-to-Date Statistics	03/01/06 to 3/31/2006	02/01/06 to 2/28/2006		03/01/05 to 3/31/2005	% Change
Listing Inventory	16,039	10,140		12,820	25.1%
Number of New Escrows	3,180	2,027		4,892	-35.0%
Number of Closed Escrows	3,264	1,841		4,418	-26.1%
Dollar Value of Closed Escrows	\$1,335,230,416	\$752,007,465		\$1,685,372,082	-20.8%
Median	\$371,500	\$370,000		\$345,000	7.7%
Mean	\$409,078	\$408,478		\$371,635	10.1%

### CONDOMINIUM / PUD RESALES

Monthly Statistics	Current Month	Last Month	% Change	Last Year	% Change
New Listings Published	333	268	24.3	239	39%
Listing Inventory	492	407	20.9	442	11%
Number of New Escrows	96	74	29.7	151	-36%
Number of Closed Escrows	94	73	28.8	186	-49%
Dollar Value of Closed Escrows	\$23,808,830	\$18,969,440	20.3	\$44,457,449	-46%
Median	\$235,950	\$244,000	-3.3	\$225,000	5%
Mean	\$253,285	\$259,588	-2.4	\$236,381	7%
Mode	\$200,000 - \$249,999	\$200,000 - \$249,999		\$200,000 - \$249,999	

Year-to-Date Statistics	03/01/06 to 3/31/2006	02/01/06 to 2/28/2006		03/01/05 to 3/31/2005	% Change
Listing Inventory	940	607		798	NA
Number of New Escrows	648	552		289	124%
Number of Closed Escrows	251	157		329	-23.7
Dollar Value of Closed Escrows	\$60,125,670	\$35,625,840		\$105,576,429	-43.1
Median	\$241,000	\$244,158		\$220,000	9.5
Mean	\$256,947	\$258,158		\$232,547	10.5

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/	Percent of Total	Residential Income	Residential Lots/Land	Other Residential*
UNDER \$140,000	4	0.3%	2	2.1%	0	8	0
\$140,000-\$159,999	3	0.2%	6	6.4%	0	2	1
\$160,000-\$179,999	7	0.5%	9	9.6%	0	2	0
\$180,000-\$199,999	7	0.5%	9	9.6%	0	2	2
\$200,000-\$249,999	53	3.8%	30	31.9%	0	1	9
\$250,000-\$299,999	167	12.0%	23	24.5%	4	1	17
\$300,000-\$349,999	309	22.3%	5	5.3%	8	2	7
\$350,000-\$399,999	287	20.7%	2	2.1%	12	3	3
\$400,000-\$449,999	154	11.1%	4	4.3%	11	2	3
\$450,000-\$499,999	128	9.2%	2	2.1%	4	1	2
\$500,000-\$549,999	75	5.4%	2	2.1%	9	3	4
\$550,000 - \$599,999	68	4.9%	0	0.0%	5	0	0
\$600,000-\$649,999	38	2.7%	0	0.0%	3	0	0
\$650,000 - \$699,999	28	2.0%	0	0.0%	1	0	1
\$700,000-\$749,999	14	1.0%	0	0.0%	1	0	0
\$750,000 - \$799,999	15	1.1%	0	0.0%	1	0	0
\$800,000-\$849,999	6	0.4%	0	0.0%	1	0	0
\$850,000 - \$899,999	6	0.4%	0	0.0%	0	0	0
\$900,000-\$949,999	3	0.2%	0	0.0%	0	0	0
\$950,000-\$999,999	3	0.2%	0	0.0%	0	0	0
\$1,000,000 and over	13	0.9%	0	0.0%	1	2	1
<b>TOTAL</b>	<b>1,388</b>	<b>100%</b>	<b>94</b>	<b>100%</b>	<b>61</b>	<b>29</b>	<b>50</b>

### Mean

### LENGTH OF TIME ON MARKET

Financing Method	# of Units	% of Total	(SFR, condo, PUD only) Days on Market (DOM)	# of Units	% of Total
Cash	41	4.0%	1-30	375	38.1%
Conventional	897	88.3%	31 - 60	240	24.4%
FHA	5	0.5%	61 - 90	207	21.0%
VA	0	0.0%	91 - 120	100	10.2%
Other*	73	7.2%	121 - 180	54	5.5%
	1,016	100.0%	181+	9	0.9%
				985	100.0%

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

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