

MLS Statistics

DECEMBER 2011 - Placer County

RESIDENTIAL ONLY (Single Family Homes)

Preliminary Report

	Current Month	Last Month	% Change	Last Year	% Change
New Listings Published	422	478	-11.7%	425	-0.7%
Listing Inventory	1,621	1,788	-9.3%	2,282	-29.0%
Number of New Escrows	275	318	-13.5%	195	41.0%
Number of Closed Escrows	414	393	5.3%	420	-1.4%
Median (1)	\$253,450	\$244,900	3.5%	\$245,000	3.4%
Mean (2)	\$300,240	\$287,220	4.5%	\$315,952	-5.0%
Mode (3)	\$200,000 to \$249,999	\$200,000 to \$249,999	NA	\$200,000 to \$249,999	NA

YEAR-TO-DATE STATISTICS

	01/01/11 to 12/31/11	01/01/11 to 11/30/11	01/01/10 to 12/31/10	% Change
New Listings Published	6,150	5,728	7,606	-19.1%
Number of New Escrows Opened	4,144	3,869	3,488	18.8%
Number of Closed Escrows	5,202	4,788	4,796	8.5%
Dollar Volume of Closed Escrows	\$1,579,846,920	\$1,455,547,629	\$1,572,278,958	0.5%
Median	\$260,000	\$260,000	\$260,000	0.0%
Mean	\$300,240	\$303,783	\$327,831	-8.4%

PRICE BRACKET OF SALES BASED ON FINAL SALES

Selling Price	Singlefamily Residential	Percent of Total	Condos	Resid. Income	Resid. Lots/Land
UNDER \$69,999	5	1.2%	9	0	8
\$70,000-\$79,999	0	0.0%	1	0	0
\$80,000-\$89,999	2	0.5%	4	0	1
\$90,000-\$99,999	3	0.7%	6	0	0
\$100,000-\$119,999	2	0.5%	5	0	1
\$120,000-\$139,999	20	4.8%	6	0	2
\$140,000-\$159,999	17	4.1%	2	0	2
\$160,000-\$179,999	36	8.7%	1	1	0
\$180,000-\$199,999	21	5.1%	1	0	0
\$200,000-\$249,999	94	22.7%	0	0	0
\$250,000-\$299,999	63	15.2%	1	0	1
\$300,000-\$349,999	49	11.8%	1	0	0
\$350,000-\$399,999	38	9.2%	0	0	0
\$400,000-\$449,999	14	3.4%	0	0	0
\$450,000-\$499,999	11	2.7%	0	0	0
\$500,000-\$749,999	25	6.0%	0	0	0
\$750,000-\$999,999	8	1.9%	0	0	0
OVER \$1,000,000	6	1.4%	0	0	0
TOTAL	414		37	1	15

Selling Prices of Classes Listed Above

\$89,999 or less	6.4%
\$90,000-\$139,999	9.6%
\$140,000-\$179,999	12.6%
\$180,000-\$299,999	38.8%
\$300,000-\$399,999	18.8%
\$400,000-\$749,999	10.7%
\$750,000 and over	3.0%



TYPE OF FINANCING OF UNITS SOLD

Financing	# of Units
Cash	96
Conventional	174
FHA	82
VA	36
Other	26

LENGTH OF TIME ON MARKET

Days on Market	# of units	% of total
1-30 Days	166	40.1%
31-60 Days	78	18.8%
61-90 Days	47	11.4%
91-120 Days	39	9.4%
121+Days	84	20.3%

This representation is based in whole or part on data supplied by MetroList. MetroList does not guarantee nor is it in any way responsible for its accuracy. Data maintained by MetroList may not reflect all real estate activity in the market. All information provided is deemed reliable but is not guaranteed and should be independently verified.

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.



Home Sales Report DECEMBER 2011

Number of New Listing:	422	Total Sales Reported Last Month:	393
Number of New Listings Last Month:	478	Sales Volume:	\$124,299,291
Total Sales Reported:	414	Average Sales Price:	\$300,240

These figures are based on MetroList Multiple Listing Service Data. Compiled monthly by PCAR, (916) 624-8271

ALL AREAS		# Sold	Avg. Sale Price	Last Month	Last Year	
Total Sales	414	Condos	37	\$110,066	\$106,807	\$125,813
Pending Sales	275	Houses	414	\$300,240	\$287,220	\$315,952
Total Number of Listings	1,621	2 Bedrooms	68	\$224,788	\$203,541	\$254,025
Median Sales Price	\$253,450	3 Bedrooms	174	\$247,991	\$242,464	\$246,525
Average Sales Price	\$300,240	4+ Bedrooms	172	\$382,926	\$353,393	\$393,461

Breakdown By Areas

Area 12747, 12661, 12668, 12678 Roseville					Area 12650, 12663 Loomis, Penryn				
				Last Year					Last Year
Total Sales:	147			140	Total Sales:	11			14
Pending Sales	100			59	Pending Sales	10			8
Total Number of Listings	540			740	Total Number of Listings	65			76
Median Sales Price	\$241,000			\$225,000	Median Sales Price	\$370,000			\$297,425
Average Sales Price	\$258,553			\$289,772	Average Sales Price	\$457,518			\$369,057
	<u>#Sold</u>	<u>Avg. Sales Price</u>	<u>Last Month</u>			<u>#Sold</u>	<u>Avg. Sales Price</u>	<u>Last Month</u>	<u>Last Year</u>
Condos	14	\$110,754	\$114,250	\$130,885	Condos	0	\$0	\$0	\$0
Houses	149	\$258,553	\$277,057	\$289,772	Houses	11	\$457,518	\$379,729	\$369,057
2 Bedrooms	15	\$217,746	\$169,353	\$200,000	2 Bedrooms	1	\$300,000	\$236,000	\$167,500
3 Bedrooms	62	\$228,982	\$244,934	\$234,182	3 Bedrooms	3	\$265,667	\$320,792	\$344,915
4+ Bedrooms	72	\$316,088	\$327,156	\$373,080	4+ Bedrooms	7	\$562,243	\$540,000	\$443,889

Area 12746 Granite Bay					Area 12201-12208 Lincoln				
				Last Year					Last Year
Total Sales:	30			23	Total Sales:	98			100
Pending Sales	8			8	Pending Sales	59			48
Total Number of Listings	111			131	Total Number of Listings	310			549
Median Sales Price	\$495,000			\$560,000	Median Sales Price	\$231,500			\$240,000
Average Sales Price	\$590,872			\$678,609	Average Sales Price	\$274,674			\$278,668
	<u>#Sold</u>	<u>Avg. Sales Price</u>	<u>Last Month</u>	<u>Last Year</u>		<u>#Sold</u>	<u>Avg. Sales Price</u>	<u>Last Month</u>	<u>Last Year</u>
Condos	0	\$0	\$0	\$0	Condos	6	\$128,500	\$123,500	\$131,500
Houses	30	\$590,872	\$595,941	\$678,609	Houses	98	\$274,674	\$246,584	\$278,668
2 Bedrooms	0	\$0	\$0	\$0	2 Bedrooms	20	\$307,553	\$274,679	\$355,132
3 Bedrooms	9	\$462,611	\$319,171	\$172,000	3 Bedrooms	36	\$207,975	\$203,987	\$212,874
4+ Bedrooms	21	\$645,840	\$725,100	\$726,857	4+ Bedrooms	42	\$316,188	\$287,485	\$297,145

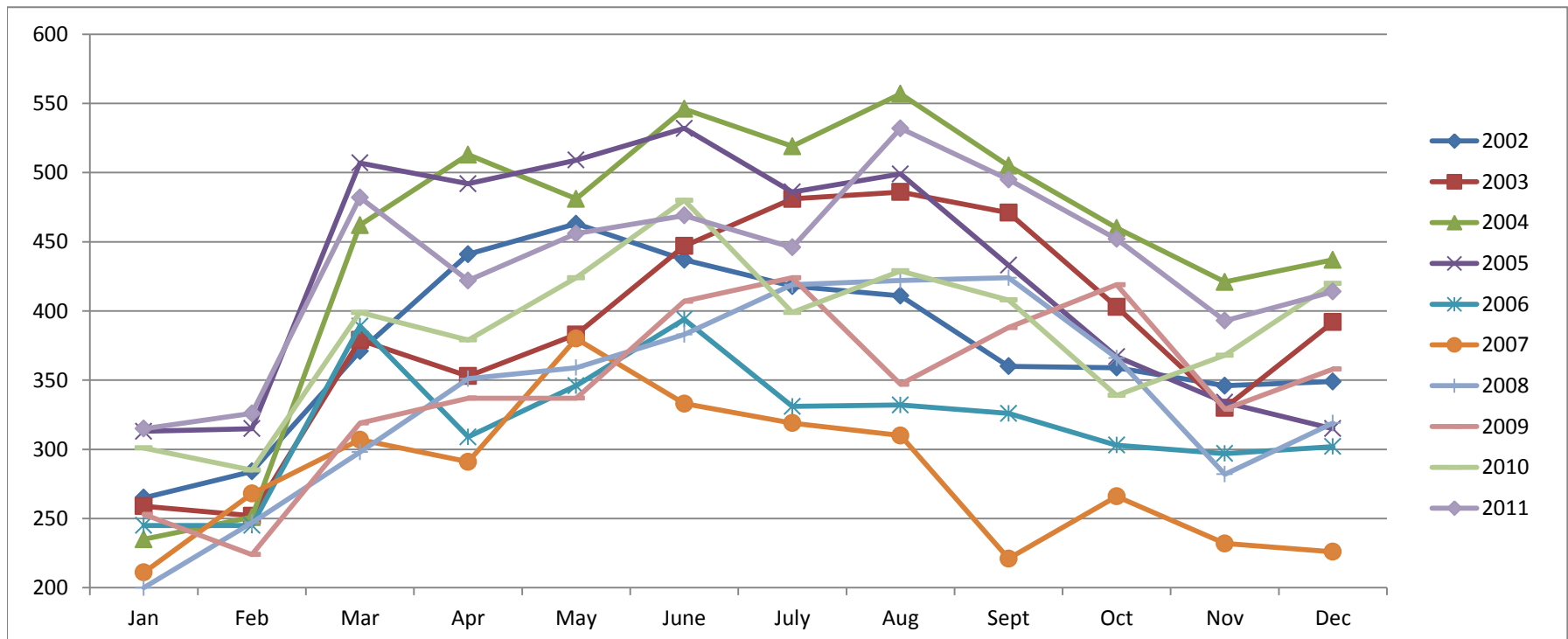
Area 12301, 12306, 12307, 12658, Auburn, Newcastle					Area 12302, 12303, 12305 MV, GV, CX, AG, Wei, BC				
				Last Year					Last Year
Total Sales:	34			43	Total Sales:	26			25
Pending Sales	13			24	Pending Sales	10			12
Total Number of Listings	182			231	Total Number of Listings	129			135
Median Sales Price	\$295,000			\$249,000	Median Sales Price	\$227,000			\$245,000
Average Sales Price	\$330,382			\$305,079	Average Sales Price	\$271,247			\$312,074
	<u>#Sold</u>	<u>Avg. Sales Price</u>	<u>Last Month</u>	<u>Last Year</u>		<u>#Sold</u>	<u>Avg. Sales Price</u>	<u>Last Month</u>	<u>Last Year</u>
Condos	7	\$99,271	\$67,567	\$90,100	Condos	1	\$84,500	\$0	\$0
Houses	34	\$330,382	\$389,798	\$305,079	Houses	26	\$271,247	\$249,112	\$312,074
2 Bedrooms	6	\$144,833	\$149,220	\$197,187	2 Bedrooms	9	\$138,356	\$169,967	\$174,207
3 Bedrooms	17	\$315,339	\$305,904	\$296,955	3 Bedrooms	14	\$247,829	\$251,667	\$310,309
4+ Bedrooms	11	\$454,840	\$512,030	\$385,223	4+ Bedrooms	3	\$779,208	\$352,500	\$452,714

Area 12677, 12765 Rocklin					Area 12304 Foresthill				
				Last Year					Last Year
Total Sales:	62			65	Total Sales:	12			9
Pending Sales	47			30	Pending Sales	7			4
Total Number of Listings	210			360	Total Number of Listings	59			46
Median Sales Price	\$262,450			\$265,000	Median Sales Price	\$224,750			\$237,500
Average Sales Price	\$284,831			\$305,825	Average Sales Price	\$213,783			\$229,581
	<u>#Sold</u>	<u>Avg. Sales Price</u>	<u>Last Month</u>	<u>Last Year</u>		<u>#Sold</u>	<u>Avg. Sales Price</u>	<u>Last Month</u>	<u>Last Year</u>
Condos	9	\$107,944	\$120,333	\$137,975	Condos	0	\$0	\$0	\$0
Houses	62	\$284,831	\$285,710	\$305,825	Houses	12	\$213,783	\$184,127	\$229,581
2 Bedrooms	6	\$223,983	\$268,500	\$178,438	2 Bedrooms	2	\$87,750	\$101,667	\$0
3 Bedrooms	21	\$250,848	\$225,562	\$247,242	3 Bedrooms	7	\$213,714	\$166,580	\$233,538
4+ Bedrooms	35	\$315,652	\$330,106	\$349,320	4+ Bedrooms	3	\$297,967	\$295,833	\$221,667

Placer County Association of REALTORS® (PCAR) Monthly Closed Escrows (2002-2011)

(Placer County Resale Homes)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
2002	265	284	371	441	463	437	418	411	360	359	346	349
2003	259	252	379	353	383	447	481	486	471	403	330	392
2004	235	251	462	513	481	546	519	557	505	460	421	437
2005	313	315	507	492	509	532	486	499	433	367	334	315
2006	245	245	389	309	346	394	331	332	326	303	297	302
2007	211	268	307	291	380	333	319	310	221	266	232	226
2008	200	247	298	351	359	383	419	422	424	366	282	319
2009	253	224	319	337	337	407	424	347	388	419	329	358
2010	301	285	399	379	424	480	399	429	408	339	368	420
2011	315	326	482	422	456	469	446	532	495	452	393	414

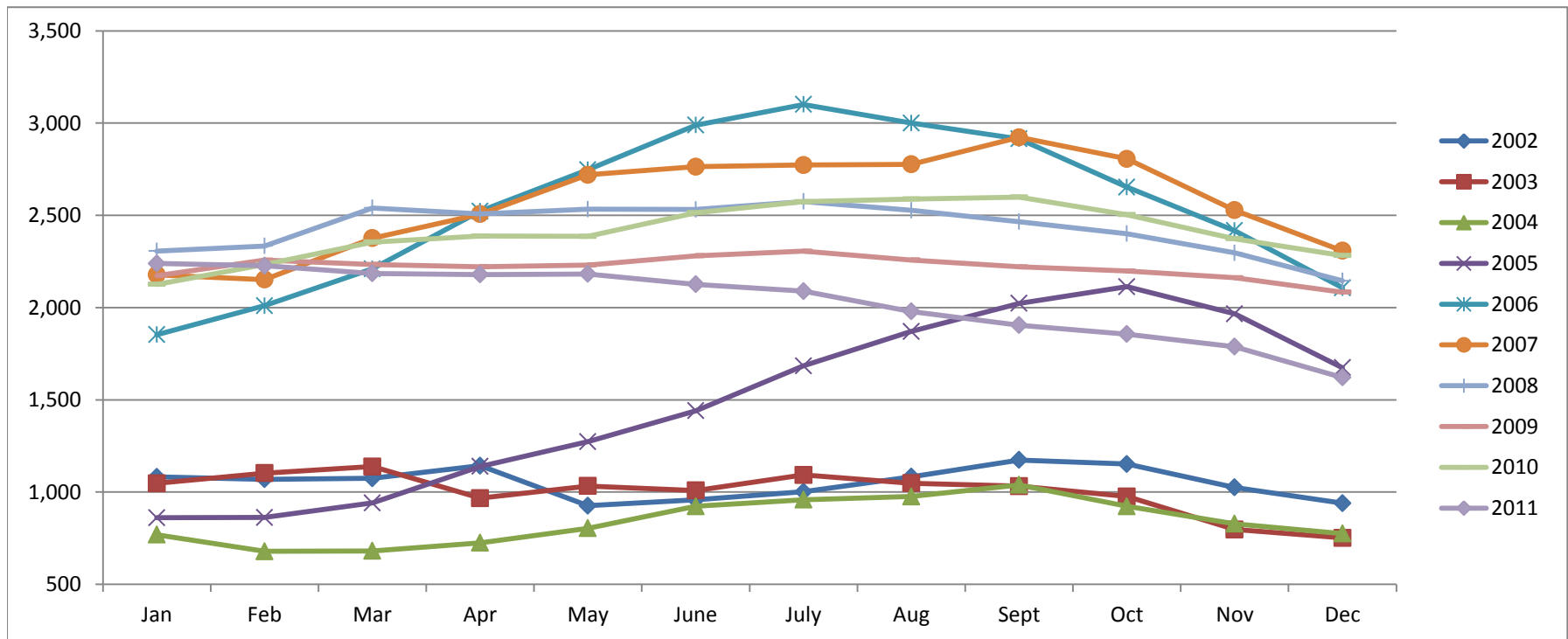


Based on MetroList™ Multiple Listing Service Data. Compiled monthly by PCAR, (916) 624-8271.

Placer County Association of REALTORS® (PCAR) Total Listing Inventory by Month (2002-2011)

(Placer County Resale Homes)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
2002	1,082	1,069	1,075	1,143	926	958	1,002	1,083	1,174	1,152	1,025	940
2003	1,047	1,103	1,138	967	1,033	1,009	1,093	1,048	1,032	976	797	752
2004	769	679	681	725	804	923	959	976	1,039	923	828	775
2005	861	862	941	1,139	1,273	1,441	1,684	1,871	2,023	2,113	1,966	1,674
2006	1,853	2,010	2,210	2,523	2,747	2,989	3,101	3,000	2,915	2,653	2,417	2,107
2007	2,178	2,152	2,376	2,507	2,720	2,764	2,773	2,777	2,923	2,806	2,528	2,308
2008	2,307	2,334	2,540	2,508	2,533	2,532	2,575	2,527	2,466	2,401	2,297	2,145
2009	2,173	2,257	2,234	2,222	2,231	2,281	2,306	2,258	2,221	2,198	2,162	2,084
2010	2,126	2,233	2,355	2,388	2,386	2,514	2,574	2,589	2,599	2,504	2,373	2,282
2011	2,239	2,227	2,185	2,179	2,182	2,126	2,089	1,979	1,905	1,856	1,788	1,621

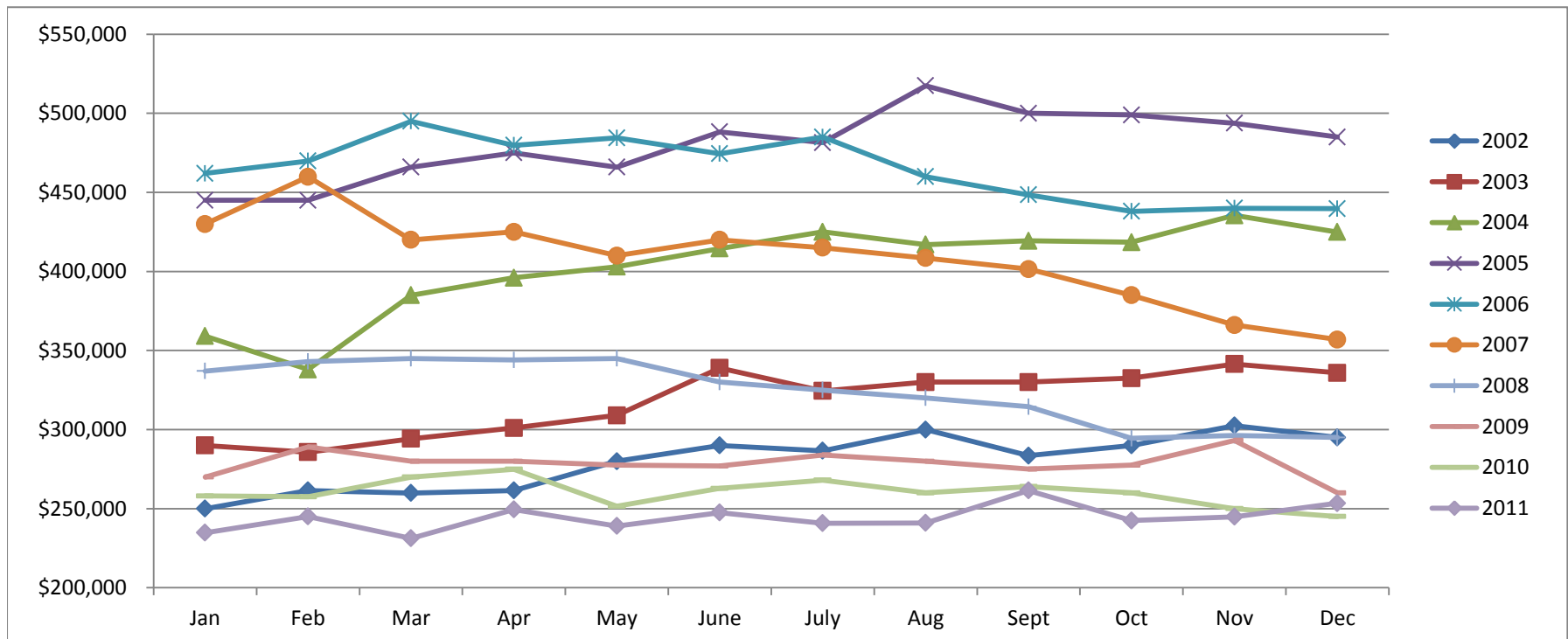


Based on MetroList™ Multiple Listing Service Data. Compiled monthly by PCAR, (916) 624-8271.

Placer County Association of REALTORS® (PCAR) Median Price for Single-Family Detached Homes (2002-2011)

(Placer County Resale Homes)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
2002	\$250,000	\$261,500	\$259,900	\$261,500	\$279,950	\$290,000	\$286,600	\$300,000	\$283,500	\$290,000	\$302,500	\$295,000
2003	\$290,000	\$285,750	\$294,250	\$301,000	\$309,000	\$339,000	\$324,500	\$330,000	\$330,000	\$332,500	\$341,410	\$335,900
2004	\$359,100	\$338,000	\$385,000	\$396,000	\$403,000	\$414,500	\$425,000	\$417,000	\$419,350	\$418,500	\$435,500	\$424,975
2005	\$445,000	\$445,000	\$466,000	\$475,000	\$466,000	\$488,250	\$481,500	\$517,500	\$500,000	\$499,000	\$493,750	\$485,000
2006	\$462,000	\$469,900	\$495,000	\$479,800	\$484,500	\$474,500	\$485,000	\$460,000	\$448,500	\$438,000	\$439,974	\$439,700
2007	\$430,000	\$459,900	\$419,950	\$425,000	\$410,000	\$420,000	\$415,000	\$408,500	\$401,500	\$385,000	\$366,087	\$356,928
2008	\$337,000	\$343,000	\$345,000	\$344,000	\$345,000	\$330,000	\$325,000	\$320,000	\$314,450	\$294,450	\$296,217	\$295,000
2009	\$270,000	\$289,000	\$280,000	\$280,000	\$277,500	\$277,000	\$283,950	\$280,000	\$275,000	\$277,500	\$293,116	\$260,000
2010	\$258,000	\$257,500	\$270,000	\$274,950	\$251,500	\$262,803	\$268,000	\$260,000	\$264,000	\$260,000	\$250,000	\$245,000
2011	\$234,750	\$245,000	\$231,250	\$249,450	\$239,000	\$247,500	\$240,750	\$241,000	\$261,500	\$242,500	\$244,900	\$253,450

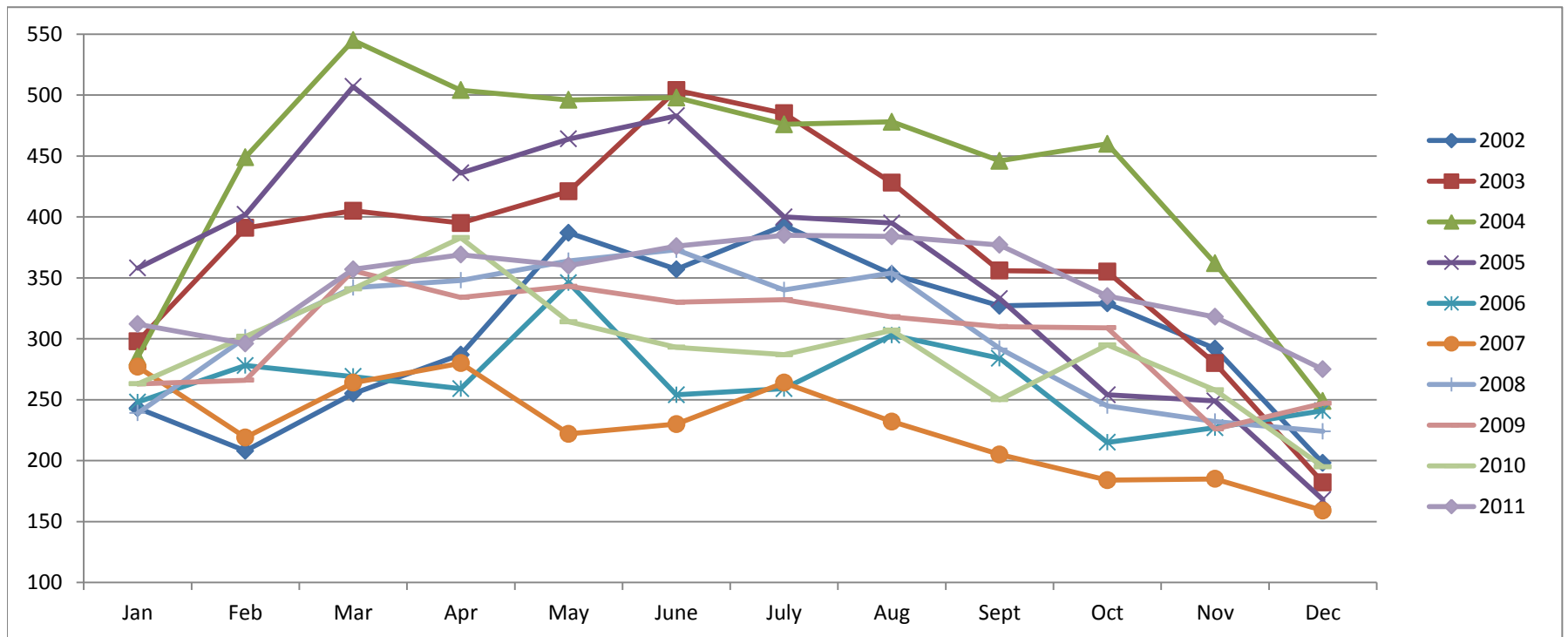


Based on MetroList™ Multiple Listing Service Data. Compiled monthly by PCAR, (916) 624-8271.

Placer County Association of REALTORS® (PCAR) Monthly New Sales Opened (2002-2011)

(Placer County Resale Homes)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
2002	243	208	255	287	387	357	393	353	327	329	292	198
2003	298	391	405	395	421	504	485	428	356	355	280	182
2004	285	449	545	504	496	498	476	478	446	460	362	249
2005	358	402	507	436	464	483	400	395	333	254	249	168
2006	248	278	269	259	346	254	259	303	284	215	227	241
2007	277	219	264	280	222	230	264	232	205	184	185	159
2008	239	301	342	348	364	373	340	354	292	245	232	224
2009	263	266	356	334	343	330	332	318	310	309	226	247
2010	263	302	341	383	314	293	287	307	250	295	258	195
2011	312	296	357	369	360	376	385	384	377	335	318	275



Based on MetroList™ Multiple Listing Service Data. Compiled monthly by PCAR, (916) 624-8271.