

# MLS Statistics

## JULY 2011 - Placer County

### RESIDENTIAL ONLY (Single Family Homes)

#### Preliminary Report

	Current Month	Last Month	% Change	Last Year	% Change
New Listings Published	588	580	1.4%	740	-20.5%
Listing Inventory	2,089	2,126	-1.7%	2,574	-18.8%
Number of New Escrows	385	376	2.4%	287	34.1%
Number of Closed Escrows	446	469	-4.9%	399	11.8%
Median (1)	\$240,750	\$247,500	-2.7%	\$268,000	-10.2%
Mean (2)	\$319,347	\$316,686	0.8%	\$331,859	-3.8%
Mode (3)	\$200,000 to \$249,999	\$200,000 to \$249,999	NA	\$250,000 \$299,999	NA

### YEAR-TO-DATE STATISTICS

	01/01/11 to 07/31/11	01/01/11 to 06/30/11	01/01/10 to 07/31/10	% Change
New Listings Published	3,616	3,028	4,646	-22.2%
Number of New Escrows Opened	2,455	2,070	2,183	12.5%
Number of Closed Escrows	2,916	2,470	2,667	9.3%
Dollar Volume of Closed Escrows	\$901,187,812	\$758,759,230	\$884,286,582	1.9%
Median	\$240,750	\$247,500	\$268,000	-10.2%
Mean	\$319,347	\$316,686	\$331,859	-3.8%

### PRICE BRACKET OF SALES BASED ON FINAL SALES

Selling Price	Singlefamily Residential	Percent of Total	Condos	Resid. Income	Resid. Lots/Land
UNDER \$69,999	2	0.4%	11	0	2
\$70,000-\$79,999	0	0.0%	4	0	0
\$80,000-\$89,999	1	0.2%	1	0	0
\$90,000-\$99,999	2	0.4%	2	0	0
\$100,000-\$119,999	4	0.9%	6	0	0
\$120,000-\$139,999	11	2.5%	2	0	0
\$140,000-\$159,999	16	3.6%	2	0	1
\$160,000-\$179,999	32	7.2%	4	1	1
\$180,000-\$199,999	34	7.6%	1	0	0
\$200,000-\$249,999	100	22.4%	0	4	1
\$250,000-\$299,999	73	16.4%	0	0	1
\$300,000-\$349,999	54	12.1%	0	0	0
\$350,000-\$399,999	32	7.2%	0	0	0
\$400,000-\$449,999	24	5.4%	0	0	0
\$450,000-\$499,999	13	2.9%	0	0	0
\$500,000-\$749,999	32	7.2%	0	0	0
\$750,000-\$999,999	7	1.6%	0	0	0
OVER \$1,000,000	9	2.0%	0	0	0
<b>TOTAL</b>	<b>446</b>		<b>33</b>	<b>5</b>	<b>6</b>

#### Selling Prices of Classes Listed Above

\$89,999 or less	4.3%
\$90,000-\$139,999	5.5%
\$140,000-\$179,999	11.6%
\$180,000-\$299,999	43.7%
\$300,000-\$399,999	17.6%
\$400,000-\$749,999	14.1%
\$750,000 and over	3.3%



### TYPE OF FINANCING OF UNITS SOLD

Financing	# of Units
Cash	95
Conventional	212
FHA	95
VA	18
Other	26

### LENGTH OF TIME ON MARKET

Days on Market	# of units	% of total
1-30 Days	176	39.5%
31-60 Days	82	18.4%
61-90 Days	58	13.0%
91-120 Days	42	9.4%
121+Days	88	19.7%

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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.



# Home Sales Report JULY 2011

Number of New Listing:	588	Total Sales Reported Last Month:	469
Number of New Listings Last Month:	580	Sales Volume:	\$142,428,582
Total Sales Reported:	446	Average Sales Price:	\$319,347

*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	446	Condos	33	\$97,560	\$113,621	\$120,094
Pending Sales	385	Houses	446	\$319,347	\$316,686	\$331,859
Total Number of Listings	2,089	2 Bedrooms	61	\$277,707	\$273,771	\$255,270
Median Sales Price	\$240,750	3 Bedrooms	193	\$239,597	\$242,561	\$274,587
Average Sales Price	\$319,347	4+ Bedrooms	192	\$412,741	\$393,871	\$404,030

## Breakdown By Areas

Area 12747, 12661, 12668, 12678 Roseville					Area 12650, 12663 Loomis, Penryn				
				Last Year					Last Year
Total Sales:	146			152	Total Sales:	14			17
Pending Sales	156			109	Pending Sales	11			11
Total Number of Listings	655			797	Total Number of Listings	103			128
Median Sales Price	\$225,000			\$250,000	Median Sales Price	\$368,750			\$360,000
Average Sales Price	\$286,764			\$300,172	Average Sales Price	\$522,979			\$486,176
	<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	15	\$95,299	\$108,772	\$124,741	Condos	0	\$0	\$0	\$0
Houses	146	\$286,764	\$274,990	\$300,172	Houses	14	\$522,979	\$443,957	\$486,176
2 Bedrooms	13	\$225,277	\$209,869	\$211,000	2 Bedrooms	3	\$250,000	\$75,000	\$145,000
3 Bedrooms	65	\$232,242	\$242,283	\$249,530	3 Bedrooms	6	\$274,867	\$227,900	\$314,214
4+ Bedrooms	68	\$350,636	\$329,418	\$352,974	4+ Bedrooms	5	\$984,500	\$681,857	\$657,833

Area 12746 Granite Bay					Area 12201-12208 Lincoln				
				Last Year					Last Year
Total Sales:	33			25	Total Sales:	102			80
Pending Sales	16			22	Pending Sales	84			67
Total Number of Listings	152			171	Total Number of Listings	411			583
Median Sales Price	\$460,000			\$475,000	Median Sales Price	\$235,000			\$265,950
Average Sales Price	\$667,815			\$579,776	Average Sales Price	\$295,968			\$295,133
	<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	8	\$122,750	\$143,700	\$138,500
Houses	33	\$667,815	\$649,198	\$579,776	Houses	102	\$295,968	\$284,446	\$295,133
2 Bedrooms	1	\$170,000	\$219,000	\$0	2 Bedrooms	29	\$356,462	\$350,773	\$330,913
3 Bedrooms	8	\$312,250	\$395,083	\$392,870	3 Bedrooms	38	\$228,814	\$208,088	\$261,515
4+ Bedrooms	24	\$807,079	\$724,387	\$726,631	4+ Bedrooms	35	\$318,754	\$301,015	\$299,216

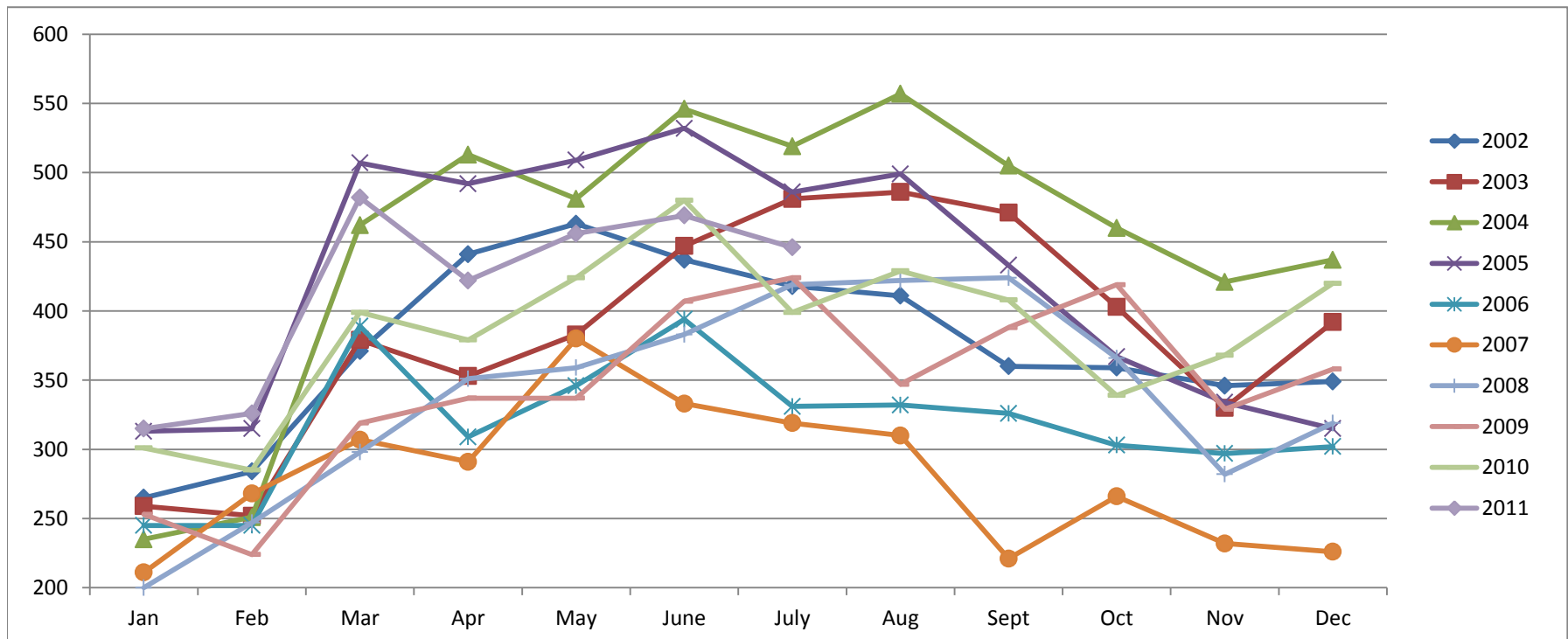
Area 12301, 12306, 12307, 12658, Auburn, Newcastle					Area 12302, 12303, 12305 MV, GV, CX, AG, Wei, BC				
				Last Year					Last Year
Total Sales:	39			30	Total Sales:	17			17
Pending Sales	31			20	Pending Sales	12			7
Total Number of Listings	228			261	Total Number of Listings	176			174
Median Sales Price	\$235,000			\$304,000	Median Sales Price	\$180,000			\$279,900
Average Sales Price	\$280,116			\$348,238	Average Sales Price	\$212,288			\$312,785
	<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	5	\$45,800	\$97,564	\$59,303	Condos	0	\$0	\$84,000	\$0
Houses	39	\$280,116	\$301,355	\$348,238	Houses	17	\$212,288	\$289,331	\$312,785
2 Bedrooms	2	\$152,350	\$235,000	\$178,375	2 Bedrooms	6	\$147,650	\$119,175	\$131,250
3 Bedrooms	23	\$257,348	\$252,359	\$317,883	3 Bedrooms	10	\$220,800	\$255,462	\$294,045
4+ Bedrooms	14	\$335,772	\$458,452	\$501,469	4+ Bedrooms	1	\$515,000	\$515,667	\$617,300

Area 12677, 12765 Rocklin					Area 12304 Foresthill				
				Last Year					Last Year
Total Sales:	90			71	Total Sales:	6			7
Pending Sales	60			41	Pending Sales	4			4
Total Number of Listings	285			401	Total Number of Listings	66			43
Median Sales Price	\$249,000			\$268,000	Median Sales Price	\$265,000			\$210,000
Average Sales Price	\$279,739			\$319,665	Average Sales Price	\$252,958			\$279,286
	<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	5	\$115,800	\$127,216	\$135,264	Condos	0	\$0	\$0	\$0
Houses	90	\$279,739	\$301,916	\$319,665	Houses	4	\$252,958	\$209,444	\$279,286
2 Bedrooms	7	\$231,714	\$258,700	\$260,000	2 Bedrooms	0	\$156,500	\$0	\$172,000
3 Bedrooms	40	\$230,808	\$241,953	\$252,932	3 Bedrooms	2	\$315,000	\$161,889	\$245,667
4+ Bedrooms	43	\$333,074	\$336,827	\$374,240	4+ Bedrooms	2	\$208,125	\$257,000	\$437,000

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

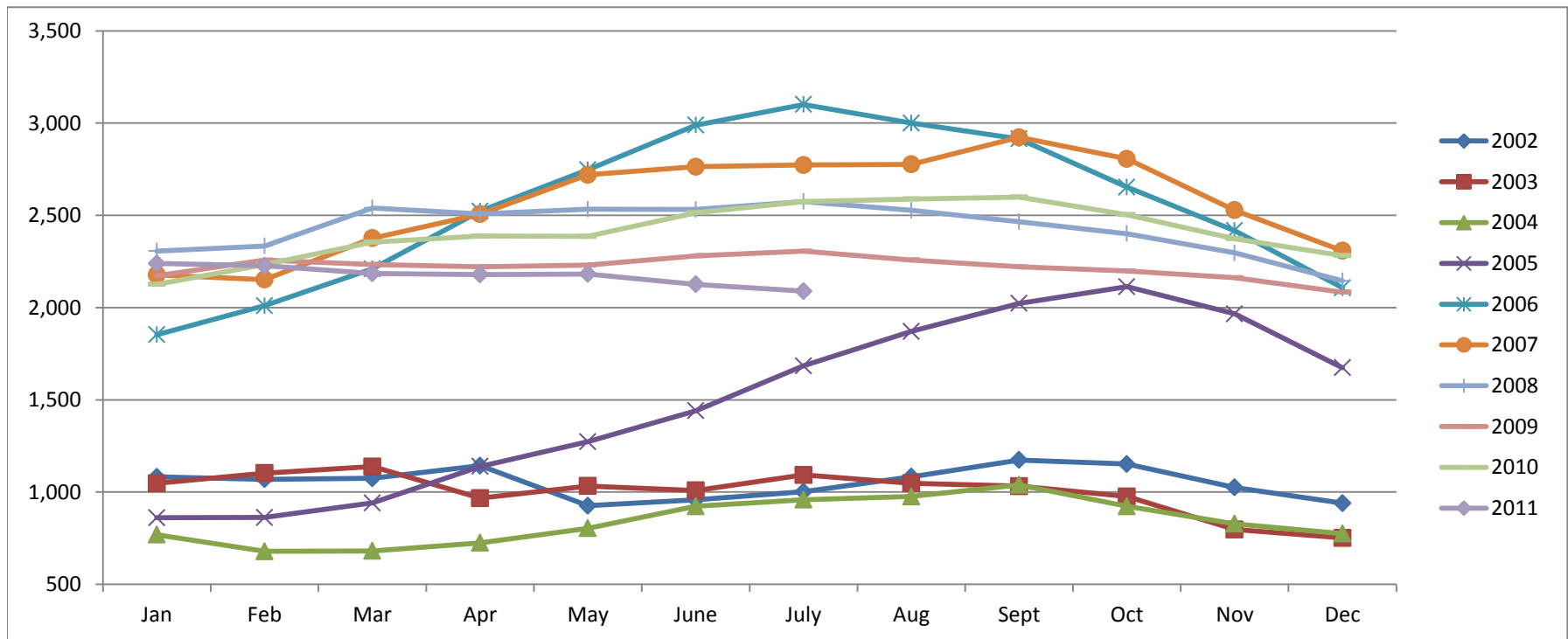


Based on MetroList™ Multiple Listing Service Data. Compiled monthly by PCAR, (916) 624-8271.

# 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					

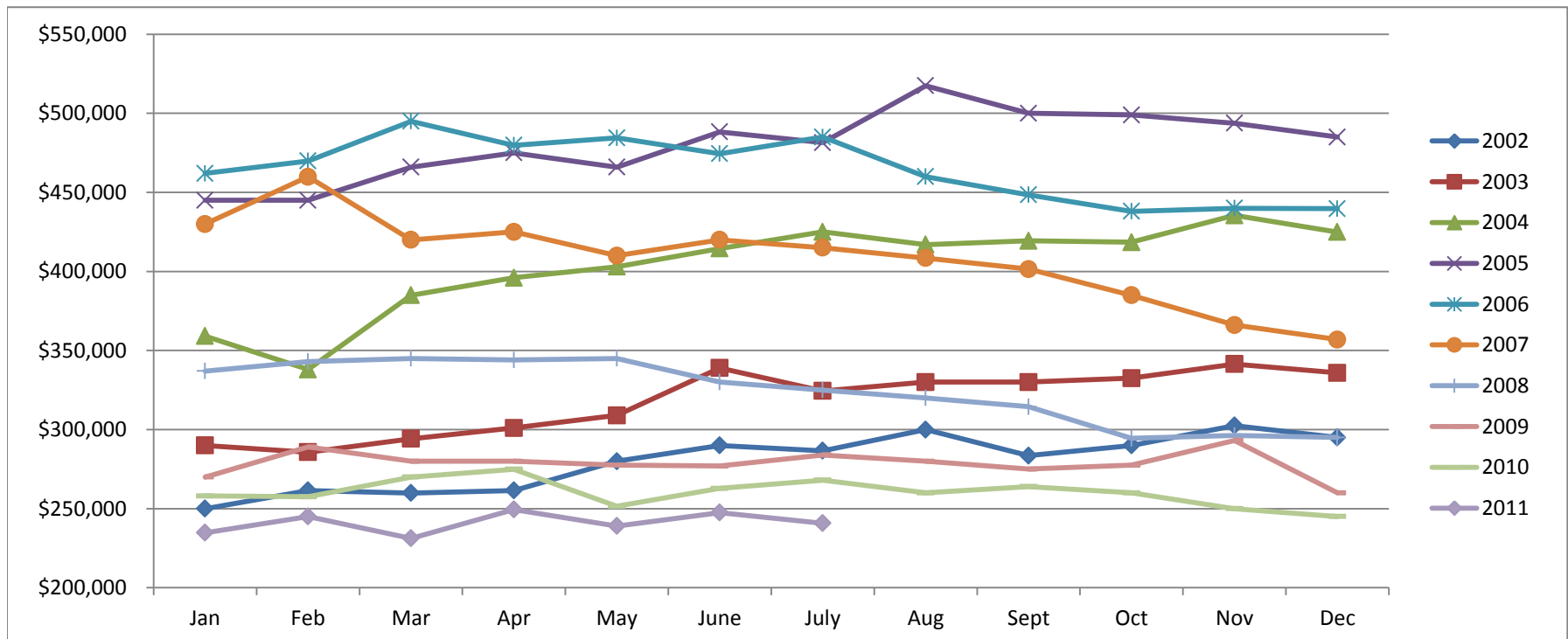


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# Placer County Association of REALTORS® (PCAR) Median Price for Single-Family Detached Homes (2002-2011)

(Placer County Resale Homes)

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

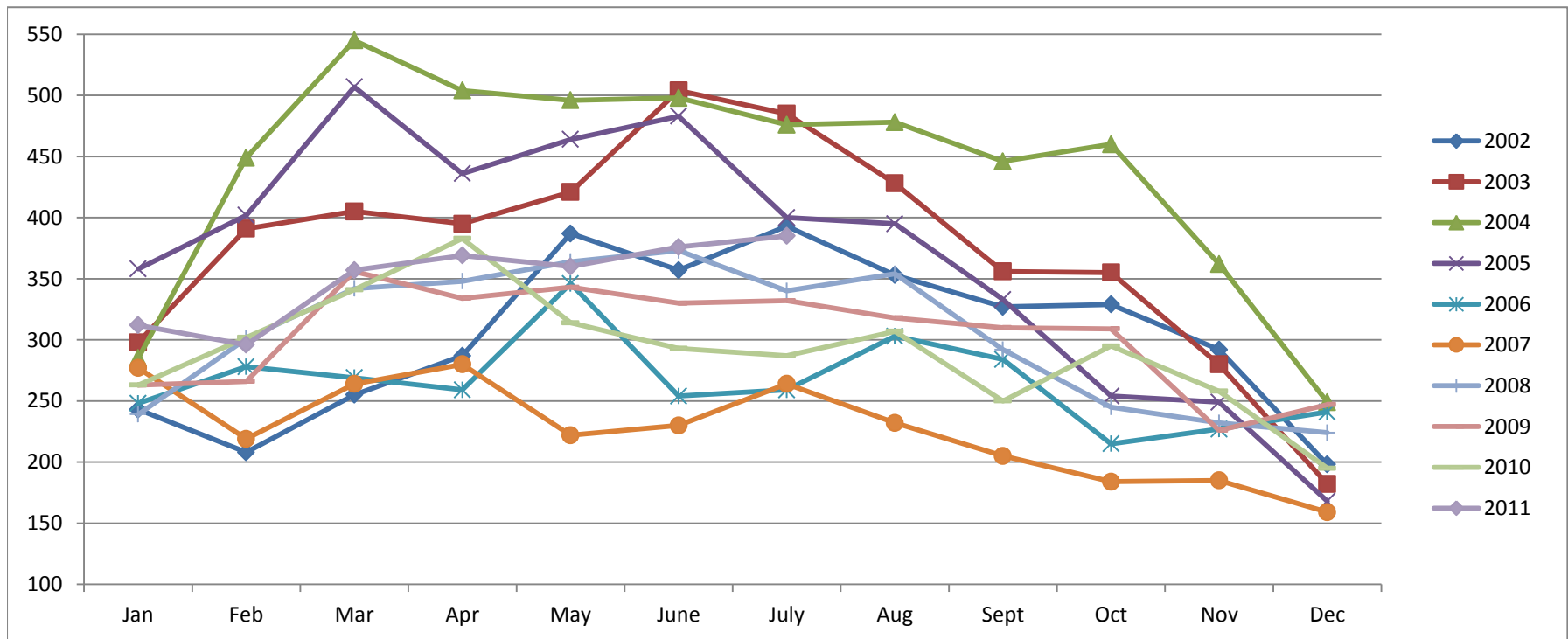


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# Placer County Association of REALTORS® (PCAR) Monthly New Sales Opened (2002-2011)

(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					



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