

# MLS Statistics

## JULY 2012 - Placer County

### RESIDENTIAL ONLY (Single Family Homes)

#### Preliminary Report

|                          | Current Month | Last Month | % Change | Last Year    | % Change |
|--------------------------|---------------|------------|----------|--------------|----------|
| New Listings Published   | 386           | 504        | -23.4%   | 588          | -34.4%   |
| Listing Inventory        | 851           | 1,435      | -40.7%   | 2,089        | -59.3%   |
| Number of New Escrows    | 341           | 367        | -7.1%    | 385          | -11.4%   |
| Number of Closed Escrows | 498           | 500        | -0.4%    | 446          | 11.7%    |
| Median (1)               | \$290,000     | \$280,000  | 3.6%     | \$240,750    | 20.5%    |
| Mean (2)                 | \$328,161     | \$328,510  | -0.1%    | \$319,347    | 2.8%     |
| Mode (3)                 | \$250,000     | 250,000    | NA       | \$200,000 to | NA       |
|                          | \$299,999     | \$299,999  |          | \$249,999    |          |

### YEAR-TO-DATE STATISTICS

|                                 | 01/01/12 to 07/31/12 | 01/01/12 to 06/30/12 | 01/01/11 to 07/31/11 | % Change |
|---------------------------------|----------------------|----------------------|----------------------|----------|
| New Listings Published          | 3,452                | 3,066                | 3,616                | -4.5%    |
| Number of New Escrows Opened    | 2,560                | 2,219                | 2,455                | 4.3%     |
| Number of Closed Escrows        | 3,211                | 2,713                | 2,916                | 10.1%    |
| Dollar Volume of Closed Escrows | \$989,468,253        | \$826,044,195        | \$901,187,812        | 9.8%     |
| Median                          | \$270,000            | \$267,250            | \$240,750            | 12.1%    |
| Mean                            | \$307,720            | \$304,274            | \$319,347            | -3.6%    |

### PRICE BRACKET OF SALES BASED ON FINAL SALES

| Selling Price       | Singlefamily Residential | Percent of Total | Condos    | Resid. Income | Resid. Lots/Land |
|---------------------|--------------------------|------------------|-----------|---------------|------------------|
| UNDER \$69,999      | 1                        | 0.2%             | 1         | Jan-00        | 0                |
| \$70,000-\$79,999   | 1                        | 0.2%             | 2         | 0             | 1                |
| \$80,000-\$89,999   | 1                        | 0.2%             | 0         | 0             | 0                |
| \$90,000-\$99,999   | 0                        | 0.0%             | 0         | 0             | 0                |
| \$100,000-\$119,999 | 9                        | 1.8%             | 4         | 0             | 0                |
| \$120,000-\$139,999 | 14                       | 2.8%             | 3         | 0             | 0                |
| \$140,000-\$159,999 | 11                       | 2.2%             | 2         | 0             | 0                |
| \$160,000-\$179,999 | 18                       | 3.6%             | 1         | 0             | 1                |
| \$180,000-\$199,999 | 24                       | 4.8%             | 1         | 0             | 3                |
| \$200,000-\$249,999 | 90                       | 18.1%            | 2         | 0             | 0                |
| \$250,000-\$299,999 | 96                       | 19.3%            | 0         | 1             | 1                |
| \$300,000-\$349,999 | 72                       | 14.5%            | 0         | 1             | 0                |
| \$350,000-\$399,999 | 44                       | 8.8%             | 0         | 0             | 0                |
| \$400,000-\$449,999 | 37                       | 7.4%             | 0         | 0             | 1                |
| \$450,000-\$499,999 | 23                       | 4.6%             | 0         | 0             | 0                |
| \$500,000-\$749,999 | 43                       | 8.6%             | 0         | 0             | 0                |
| \$750,000-\$999,999 | 11                       | 2.2%             | 0         | 0             | 0                |
| OVER \$1,000,000    | 3                        | 0.6%             | 0         | 0             | 0                |
| <b>TOTAL</b>        | <b>498</b>               |                  | <b>16</b> | <b>2</b>      | <b>7</b>         |

#### Selling Prices of Classes Listed Above

|                     |       |
|---------------------|-------|
| \$89,999 or less    | 1.3%  |
| \$90,000-\$139,999  | 5.7%  |
| \$140,000-\$179,999 | 6.3%  |
| \$180,000-\$299,999 | 41.7% |
| \$300,000-\$399,999 | 22.4% |
| \$400,000-\$749,999 | 19.9% |
| \$750,000 and over  | 2.7%  |



### TYPE OF FINANCING OF UNITS SOLD

| Financing    | # of Units |
|--------------|------------|
| Cash         | 111        |
| Conventional | 264        |
| FHA          | 95         |
| VA           | 19         |
| Other        | 9          |

### LENGTH OF TIME ON MARKET

| Days on Market | # of units | % of total |
|----------------|------------|------------|
| 1-30 Days      | 276        | 53.4%      |
| 31-60 Days     | 71         | 13.7%      |
| 61-90 Days     | 52         | 10.1%      |
| 91-120 Days    | 37         | 7.2%       |
| 121+Days       | 81         | 15.7%      |

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 JULY 2012

|                                    |     |                                  |               |
|------------------------------------|-----|----------------------------------|---------------|
| Number of New Listing:             | 386 | Total Sales Reported Last Month: | 500           |
| Number of New Listings Last Month: | 504 | Sales Volume:                    | \$163,424,058 |
| Total Sales Reported:              | 498 | Average Sales Price:             | \$328,161     |

*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              | 498       | Condos      | 16              | \$131,133  | \$118,672 | \$97,560  |
| Pending Sales            | 341       | Houses      | 498             | \$328,161  | \$328,510 | \$319,347 |
| Total Number of Listings | 851       | 2 Bedrooms  | 62              | \$256,108  | \$267,766 | \$277,707 |
| Median Sales Price       | \$290,000 | 3 Bedrooms  | 213             | \$272,809  | \$267,954 | \$239,597 |
| Average Sales Price      | \$328,161 | 4+ Bedrooms | 223             | \$401,063  | \$403,179 | \$412,741 |

## Breakdown By Areas

| Area 12747, 12661, 12668, 12678 Roseville |              |                         |                   | Area 12650, 12663 Loomis, Penryn |              |                         |                   |
|---|--------------|-------------------------|-------------------|----------------------------------|--------------|-------------------------|-------------------|
|   |              |                         | Last Year         |                                  |              |                         | Last Year         |
| Total Sales:                              | 204          |                         | 146               | Total Sales:                     | 21           |                         | 14                |
| Pending Sales                             | 124          |                         | 156               | Pending Sales                    | 15           |                         | 11                |
| Total Number of Listings                  | 210          |                         | 655               | Total Number of Listings         | 51           |                         | 103               |
| Median Sales Price                        | \$291,000    |                         | \$225,000         | Median Sales Price               | \$390,000    |                         | \$368,750         |
| Average Sales Price                       | \$307,534    |                         | \$286,764         | Average Sales Price              | \$468,452    |                         | \$522,979         |
|   | <u>#Sold</u> | <u>Avg. Sales Price</u> | <u>Last Month</u> |                                  | <u>#Sold</u> | <u>Avg. Sales Price</u> | <u>Last Month</u> |
| Condos                                    | 4            | \$140,875               | \$114,221         | \$95,299                         | 0            | \$0                     | \$0               |
| Houses                                    | 204          | \$307,534               | \$296,293         | \$286,764                        | 21           | \$468,452               | \$468,452         |
| 2 Bedrooms                                | 17           | \$223,812               | \$216,250         | \$225,277                        | 1            | \$301,000               | \$301,000         |
| 3 Bedrooms                                | 89           | \$262,953               | \$242,033         | \$232,242                        | 9            | \$261,889               | \$261,889         |
| 4+ Bedrooms                               | 98           | \$362,545               | \$357,628         | \$350,636                        | 11           | \$652,682               | \$652,682         |

| Area 12746 Granite Bay   |              |                         |                   | Area 12201-12208 Lincoln |              |                         |                   |           |
|--------------------------|--------------|-------------------------|-------------------|--------------------------|--------------|-------------------------|-------------------|-----------|
|                          |              |                         | Last Year         |                          |              |                         | Last Year         |           |
| Total Sales:             | 34           |                         | 33                | Total Sales:             | 88           |                         | 102               |           |
| Pending Sales            | 23           |                         | 16                | Pending Sales            | 70           |                         | 84                |           |
| Total Number of Listings | 96           |                         | 152               | Total Number of Listings | 108          |                         | 411               |           |
| Median Sales Price       | \$507,450    |                         | \$460,000         | Median Sales Price       | \$265,000    |                         | \$235,000         |           |
| Average Sales Price      | \$598,912    |                         | \$667,815         | Average Sales Price      | \$299,315    |                         | \$295,968         |           |
|                          | <u>#Sold</u> | <u>Avg. Sales Price</u> | <u>Last Month</u> |                          | <u>#Sold</u> | <u>Avg. Sales Price</u> | <u>Last Month</u> |           |
| Condos                   | 0            | \$0                     | \$0               | \$0                      | 2            | \$125,229               | \$139,667         |           |
| Houses                   | 34           | \$598,912               | \$650,124         | \$667,815                | 88           | \$299,315               | \$296,807         |           |
| 2 Bedrooms               | 0            | \$0                     | \$170,000         | 2 Bedrooms               | 26           | \$326,400               | \$362,150         |           |
| 3 Bedrooms               | 6            | \$399,833               | \$352,776         | \$312,250                | 3 Bedrooms   | 28                      | \$282,165         | \$237,412 |
| 4+ Bedrooms              | 28           | \$641,571               | \$758,250         | \$807,079                | 4+ Bedrooms  | 34                      | \$292,726         | \$311,493 |

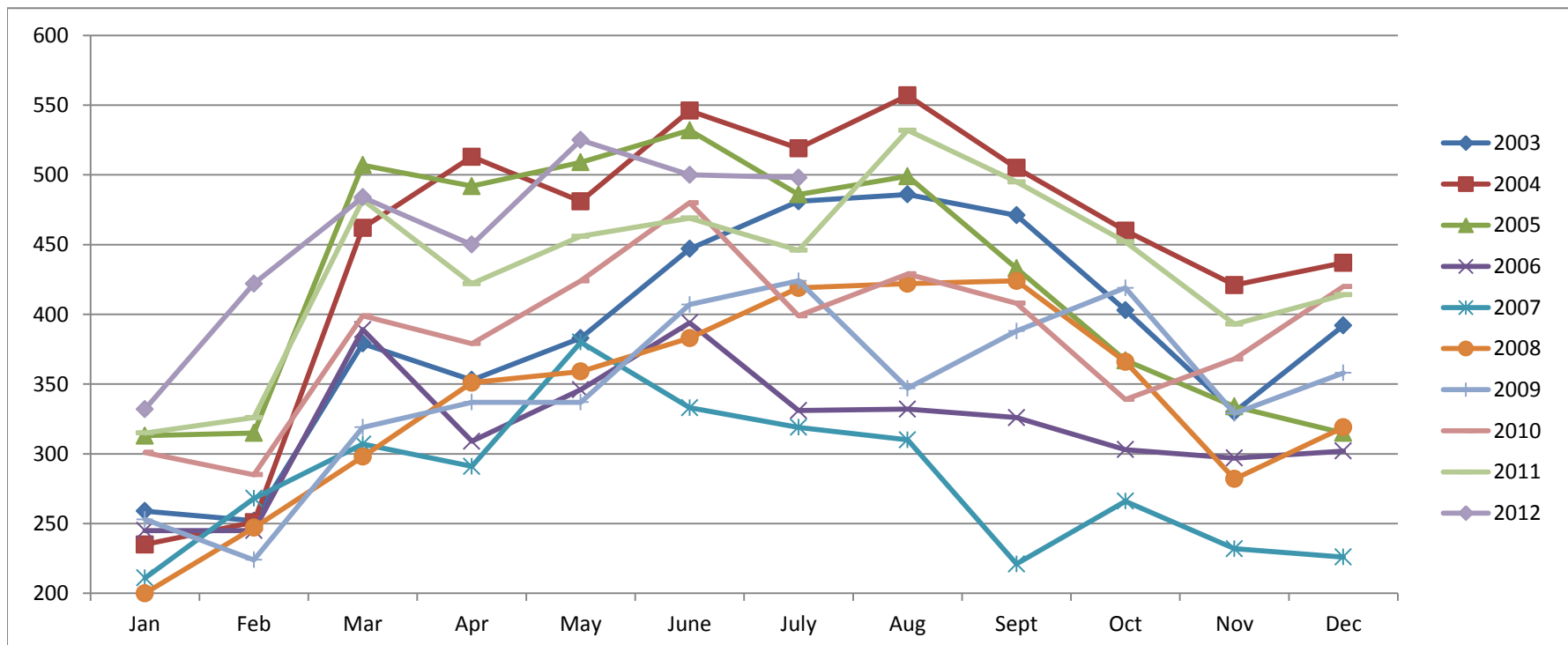
| Area 12301, 12306, 12307, 12658, Auburn, Newcastle |              |                         |                   | Area 12302, 12303, 12305 MV,GV,CX,AG,Wei,BC |              |                         |                   |           |
|--|--------------|-------------------------|-------------------|---|--------------|-------------------------|-------------------|-----------|
|  |              |                         | Last Year         |   |              |                         | Last Year         |           |
| Total Sales:                                       | 43           |                         | 39                | Total Sales:                                | 26           |                         | 17                |           |
| Pending Sales                                      | 24           |                         | 31                | Pending Sales                               | 18           |                         | 12                |           |
| Total Number of Listings                           | 132          |                         | 228               | Total Number of Listings                    | 119          |                         | 176               |           |
| Median Sales Price                                 | \$255,000    |                         | \$235,000         | Median Sales Price                          | \$217,000    |                         | \$180,000         |           |
| Average Sales Price                                | \$288,863    |                         | \$280,116         | Average Sales Price                         | \$233,841    |                         | \$212,288         |           |
|  | <u>#Sold</u> | <u>Avg. Sales Price</u> | <u>Last Month</u> |   | <u>#Sold</u> | <u>Avg. Sales Price</u> | <u>Last Month</u> |           |
| Condos   | 2            | \$80,500                | \$76,333          | \$45,800                                    | 0            | \$0                     | \$0               |           |
| Houses   | 43           | \$288,863               | \$289,496         | \$280,116                                   | 26           | \$233,841               | \$292,063         |           |
| 2 Bedrooms   | 6            | \$131,833               | \$136,258         | \$152,350                                   | 6            | \$150,753               | \$122,333         |           |
| 3 Bedrooms   | 29           | \$300,680               | \$294,272         | \$257,348                                   | 18           | \$246,964               | \$258,750         |           |
| 4+ Bedrooms  | 8            | \$363,800               | \$339,967         | \$335,772                                   | 4+ Bedrooms  | 2                       | \$365,000         | \$431,429 |

| Area 12677, 12765 Rocklin |              |                         |                   | Area 12304 Foresthill    |              |                         |                   |           |
|---------------------------|--------------|-------------------------|-------------------|--------------------------|--------------|-------------------------|-------------------|-----------|
|                           |              |                         | Last Year         |                          |              |                         | Last Year         |           |
| Total Sales:              | 69           |                         | 90                | Total Sales:             | 13           |                         | 6                 |           |
| Pending Sales             | 57           |                         | 60                | Pending Sales            | 9            |                         | 4                 |           |
| Total Number of Listings  | 93           |                         | 285               | Total Number of Listings | 41           |                         | 66                |           |
| Median Sales Price        | \$305,000    |                         | \$249,000         | Median Sales Price       | \$220,000    |                         | \$265,000         |           |
| Average Sales Price       | \$329,025    |                         | \$279,739         | Average Sales Price      | \$226,392    |                         | \$252,958         |           |
|                           | <u>#Sold</u> | <u>Avg. Sales Price</u> | <u>Last Month</u> |                          | <u>#Sold</u> | <u>Avg. Sales Price</u> | <u>Last Month</u> |           |
| Condos                    | 8            | \$140,396               | \$124,375         | \$115,800                | 0            | \$0                     | \$0               |           |
| Houses                    | 69           | \$329,025               | \$347,557         | \$279,739                | 13           | \$226,392               | \$203,415         |           |
| 2 Bedrooms                | 4            | \$299,000               | \$284,050         | \$231,714                | 2            | \$197,500               | \$125,950         |           |
| 3 Bedrooms                | 24           | \$275,861               | \$276,983         | \$230,808                | 10           | \$226,310               | \$181,071         |           |
| 4+ Bedrooms               | 41           | \$363,075               | \$396,957         | \$333,074                | 4+ Bedrooms  | 1                       | \$285,000         | \$292,200 |

# Placer County Association of REALTORS® (PCAR) Monthly Closed Escrows (2003-2012)

(Placer County Resale Homes)

|      | Jan | Feb | Mar | Apr | May | June | July | Aug | Sept | Oct | Nov | Dec |
|------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| 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 |
| 2012 | 332 | 422 | 484 | 450 | 525 | 500  | 498  |     |      |     |     |     |

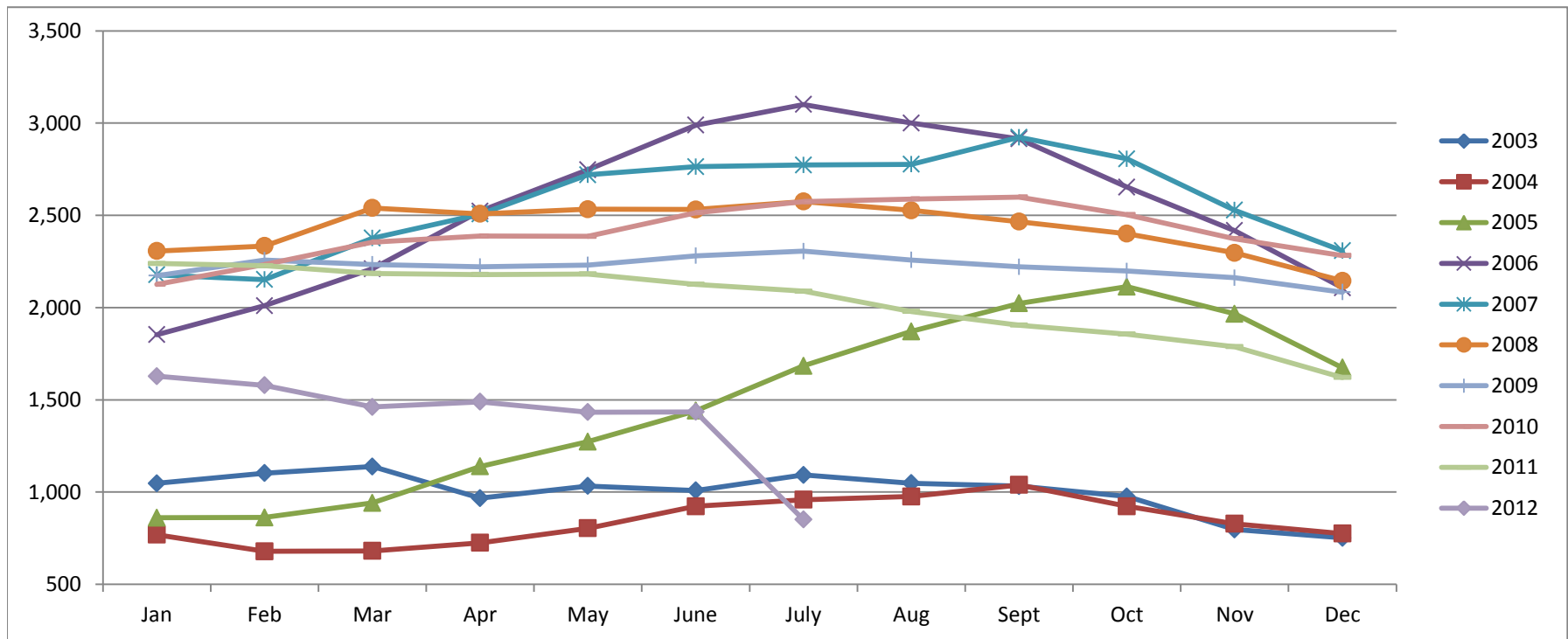


Based on MetroList™ Multiple Listing Service Data. Compiled monthly by PCAR, (916) 624-8271.

# Placer County Association of REALTORS® (PCAR) Total Listing Inventory by Month (2003-2012)

(Placer County Resale Homes)

|      | Jan   | Feb   | Mar   | Apr   | May   | June  | July  | Aug   | Sept  | Oct   | Nov   | Dec   |
|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 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 |
| 2012 | 1,628 | 1,579 | 1,461 | 1,489 | 1,433 | 1,435 | 851   |       |       |       |       |       |

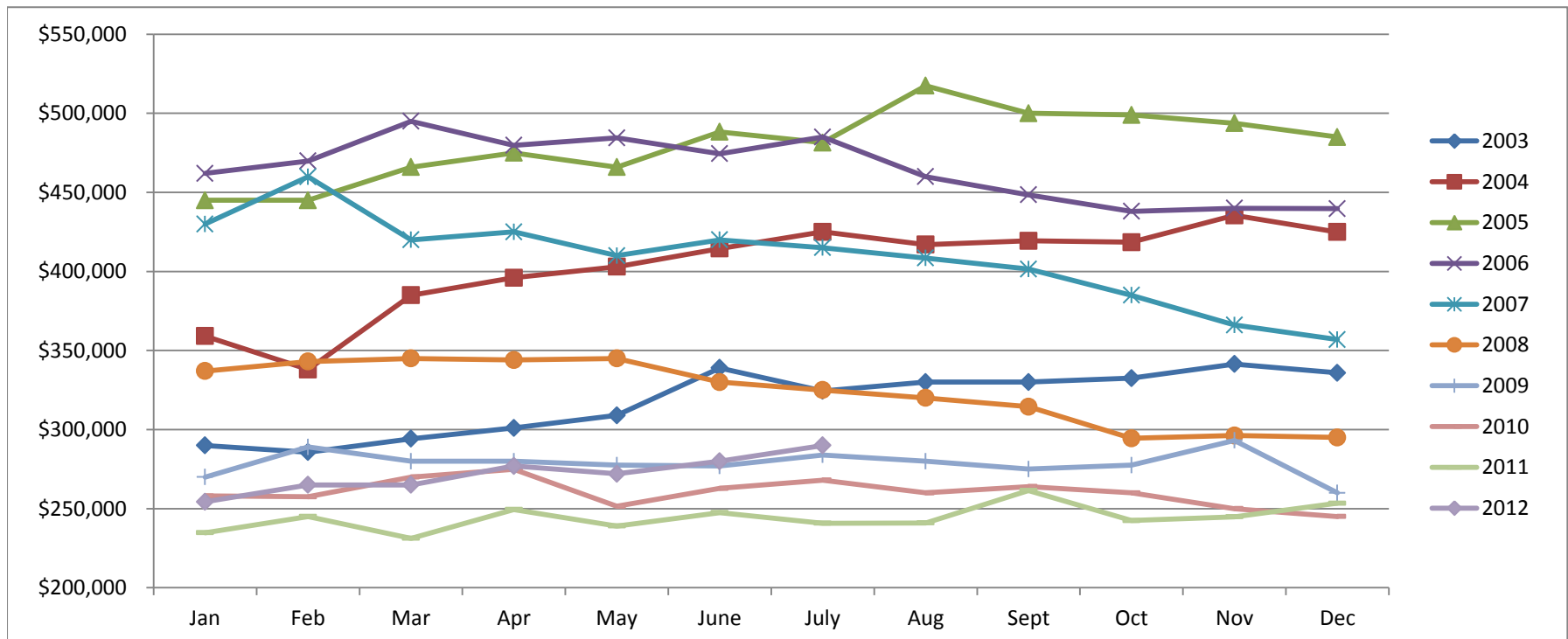


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# Placer County Association of REALTORS® (PCAR) Median Price for Single-Family Detached Homes (2003-2012)

(Placer County Resale Homes)

|             | Jan       | Feb       | Mar       | Apr       | May       | June      | July      | Aug       | Sept      | Oct       | Nov       | Dec       |
|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| <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 | \$241,000 | \$261,500 | \$242,500 | \$244,900 | \$253,450 |
| <b>2012</b> | \$254,325 | \$265,000 | \$265,000 | \$277,000 | \$272,000 | \$280,000 | \$290,000 |           |           |           |           |           |

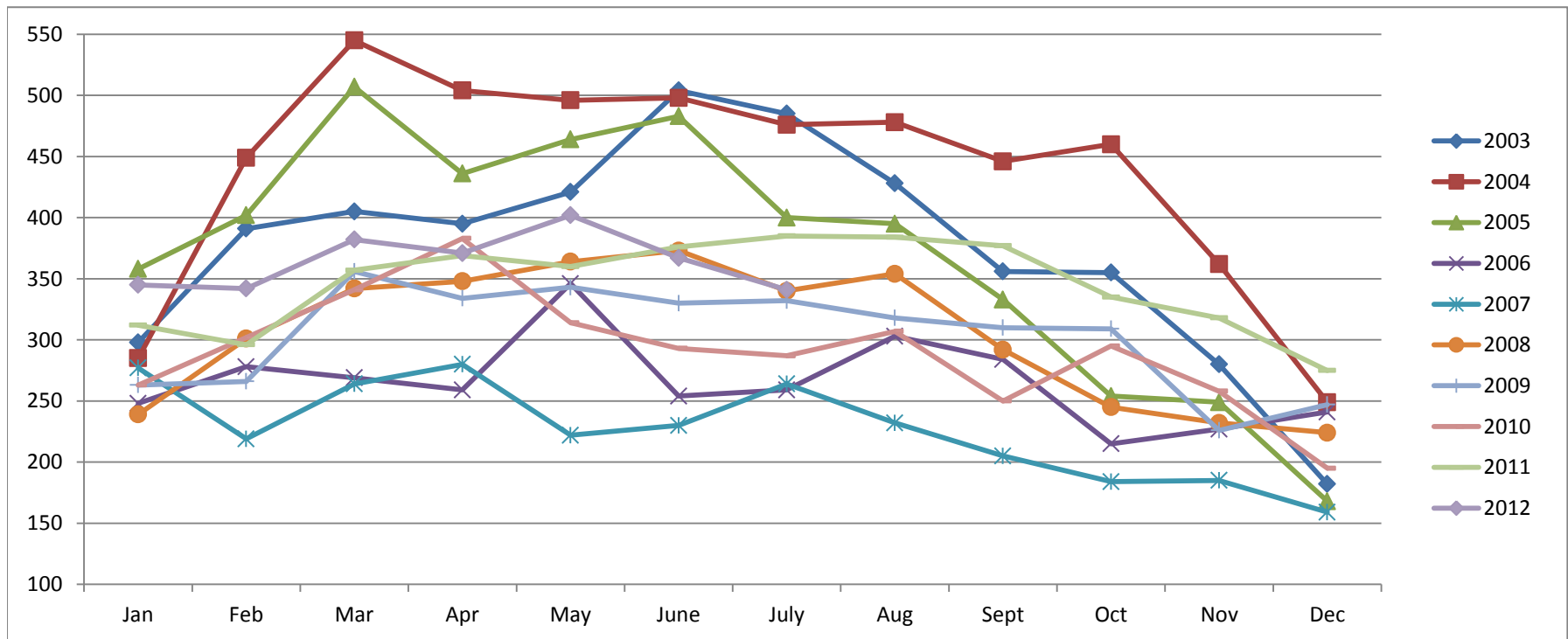


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# Placer County Association of REALTORS® (PCAR) Monthly New Sales Opened (2003-2012)

(Placer County Resale Homes)

|      | Jan | Feb | Mar | Apr | May | June | July | Aug | Sept | Oct | Nov | Dec |
|------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| 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 |
| 2012 | 345 | 342 | 382 | 371 | 402 | 367  | 341  |     |      |     |     |     |



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