

MLS STATISTICS

May 2007 – Placer County

RESIDENTIAL ONLY (Single Family Homes)

Preliminary Report

| | Current Month | Last Month | % Change | Last Year | % Change |
|------------------------------------|---------------------------|---------------------------|----------|---------------------------|----------|
| New Listings Published..... | 878 | 972 | -9.7% | 1,145 | -23.3% |
| Listing Inventory..... | 2,720 | 2,507 | 8.5% | 2,747 | -1.0% |
| Number of New Escrows..... | 222 | 280 | -20.7% | 346 | -35.8% |
| Number of Closed Escrows..... | 380 | 291 | 30.6% | 341 | 11.4% |
| Dollar Volume of Closed Escrows... | \$196,777,790 | \$152,170,747 | 29.3% | \$188,768,665 | 4.2% |
| Median ¹ | \$410,000 | \$425,000 | -3.5% | \$484,500 | -15.4% |
| Mean ² | \$517,837 | \$522,924 | -1.0% | \$553,574 | -6.5% |
| Mode ³ | \$500,000 to \$749,999 | \$500,000 to \$749,999 | NA | \$500,000 to \$749,999 | NA |

YEAR-TO-DATE STATISTICS

| | 1/1/07 to 5/31/07 | 1/1/07 to 4/30/07 | 1/1/06 to 5/31/06 | % Change |
|------------------------------------|----------------------|----------------------|----------------------|----------|
| New Listings Published..... | 4,353 | 3,475 | 4,445 | -2.1% |
| Number of New Escrows Opened... | 1,261 | 1,039 | 1,330 | -5.2% |
| Number of Closed Escrows..... | 1,475 | 1,077 | 1,529 | -3.5% |
| Dollar Volume of Closed Escrows... | \$762,160,687 | \$565,382,897 | \$860,957,601 | -11.5% |
| Median..... | \$420,000 | \$420,000 | \$477,000 | -11.9% |
| Mean..... | \$525,169 | \$525,169 | \$555,725 | -5.5% |

PRICE BRACKET OF SALES BASED ON FINAL SALES

| Selling Price | Single-family Residential | Percent of Total | Condos | Resid. Income | Resid. Lots/Land |
|------------------------|------------------------------|---------------------|-----------|------------------|---------------------|
| UNDER \$69,999..... | 0 | 0.0% | 0 | 0 | 0 |
| \$70,000-\$79,999... | 0 | 0.0% | 0 | 0 | 0 |
| \$80,000-\$89,999... | 0 | 0.0% | 0 | 0 | 1 |
| \$90,000-\$99,999... | 0 | 0.0% | 0 | 0 | 0 |
| \$100,000-\$119,999... | 1 | 0.3% | 0 | 0 | 0 |
| \$120,000-\$139,999... | 0 | 0.0% | 0 | 0 | 0 |
| \$140,000-\$159,999... | 0 | 0.0% | 1 | 0 | 0 |
| \$160,000-\$179,999... | 1 | 0.3% | 6 | 0 | 3 |
| \$180,000-\$199,999... | 2 | 0.5% | 3 | 0 | 0 |
| \$200,000-\$249,999... | 2 | 0.5% | 5 | 0 | 2 |
| \$250,000-\$299,999... | 17 | 4.5% | 4 | 0 | 4 |
| \$300,000-\$349,999... | 61 | 16.1% | 1 | 0 | 1 |
| \$350,000-\$399,999... | 67 | 17.6% | 0 | 0 | 3 |
| \$400,000-\$449,999... | 48 | 12.6% | 0 | 1 | 1 |
| \$450,000-\$499,999... | 39 | 10.3% | 0 | 0 | 1 |
| \$500,000-\$749,999... | 93 | 24.5% | 0 | 2 | 5 |
| \$750,000-\$999,999... | 33 | 8.7% | 0 | 0 | 1 |
| OVER \$1,000,000..... | 16 | 4.2% | 0 | 0 | 0 |
| TOTAL..... | 380 | | 20 | 3 | 22 |

Selling Price of Classes Listed Above

| | |
|--------------------------|-------|
| \$89,999 or less..... | 0.2% |
| \$90,000-\$139,999..... | 0.2% |
| \$140,000-\$179,999..... | 2.6% |
| \$180,000-\$299,999.. | 9.2% |
| \$300,000-\$399,999.. | 31.3% |
| \$400,000-\$749,999.. | 44.7% |
| \$750,000 and over.... | 11.8% |



TYPE OF FINANCING OF UNITS SOLD

| Financing | # of units |
|-------------------|------------|
| Cash..... | 32 |
| Conventional..... | 328 |
| FHA..... | 0 |
| VA..... | 1 |
| Other..... | 19 |

LENGTH OF TIME ON MARKET

| Days on Market | # of units | % of total |
|------------------|------------|------------|
| 1-30 Days..... | 142 | 37.37% |
| 31-60 Days..... | 93 | 24.47% |
| 61-90 Days..... | 63 | 16.58% |
| 91-120 Days..... | 29 | 7.63% |
| 121+ Days..... | 53 | 13.95% |

This representation is based in whole or in 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 : MAY 2007

| | | | |
|------------------------------------|-----|----------------------------------|---------------|
| Number of New Listings: | 878 | Total Sales Reported Last Month: | 291 |
| Number of New Listings Last Month: | 972 | Sales Volume: | \$196,777,790 |
| Total Sales Reported: | 380 | Average Sales Price: | \$517,837 |

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

ALL AREAS

| | | | | | | | | | |
|---------------------------|-----------|-------------|----------|-----------------|------------|------------|------------|-----------|------------|
| Total Sales: | 380 | Condos | #Sold 20 | Avg. Sale Price | \$ 214,560 | Last Month | \$ 248,579 | Last Year | \$ 291,962 |
| Pending Sales: | 222 | Houses: | 380 | | \$ 517,837 | | \$ 522,924 | | \$ 553,574 |
| Total Number of Listings: | 2,720 | 2 Bedrooms: | 65 | | \$ 407,398 | | \$ 390,214 | | \$ 391,369 |
| Median Sales Price: | \$410,000 | 3 Bedrooms: | 156 | | \$ 436,270 | | \$ 444,199 | | \$ 498,814 |
| Average Sales Price | \$517,837 | 4+ Bedrooms | 159 | | \$ 643,011 | | \$ 642,997 | | \$ 670,721 |

Breakdown By Areas

Area 12747,12661,12668,12678 Roseville

| | | | | |
|---------------------------|--------------|------------------------|-------------------|------------------|
| Total Sales: | 133 | Last Year | 102 | |
| Pending Sales: | 75 | | 112 | |
| Total Number of Listings: | 903 | | 890 | |
| Median Sales Price: | \$ 380,000 | | \$ 468,750 | |
| Average Sale Price: | \$ 447,403 | | \$ 501,551 | |
| | <u>#Sold</u> | <u>Avg. Sale Price</u> | <u>Last Month</u> | <u>Last Year</u> |
| Condos: | 13 | \$ 210,246 | \$ 227,417 | \$ 284,750 |
| Houses: | 133 | \$ 447,403 | \$ 457,309 | \$ 501,551 |
| 2 Bedrooms: | 19 | \$ 323,932 | \$ 329,167 | \$ 362,831 |
| 3 Bedrooms: | 62 | \$ 414,651 | \$ 385,939 | \$ 463,081 |
| 4+ Bedrooms: | 52 | \$ 531,569 | \$ 552,822 | \$ 617,676 |

Area 12650,12663 Loomis, Penryn

| | | | | |
|---------------------------|--------------|------------------------|-------------------|------------------|
| Total Sales: | 22 | Last Year | 20 | |
| Pending Sales: | 7 | | 12 | |
| Total Number of Listings: | 102 | | 116 | |
| Median Sales Price: | \$ 500,250 | | \$ 810,000 | |
| Average Sales Price: | \$ 608,186 | | \$ 844,265 | |
| | <u>#Sold</u> | <u>Avg. Sale Price</u> | <u>Last Month</u> | <u>Last Year</u> |
| Condos: | 0 | \$.00 | \$.00 | \$349,900 |
| Houses: | 22 | \$608,186 | \$ 759,653 | \$ 844,265 |
| 2 Bedrooms | 0 | \$.00 | \$ 503,000 | \$630,000 |
| 3 Bedrooms | 10 | \$ 435,250 | \$ 553,333 | \$ 773,792 |
| 4+ Bedrooms | 12 | \$ 752,299 | \$ 1,098,250 | \$ 995,686 |

Area 12746 Granite Bay

| | | | | |
|---------------------------|--------------|------------------------|-------------------|------------------|
| Total Sales: | 24 | Last Year | 32 | |
| Pending Sales: | 10 | | 33 | |
| Total Number of Listings: | 138 | | 213 | |
| Median Sales Price: | \$ 869,500 | | \$750,000 | |
| Average Sales Price: | \$ 1,025,767 | | \$ 862,766 | |
| | <u>#Sold</u> | <u>Avg. Sale Price</u> | <u>Last Month</u> | <u>Last Year</u> |
| Condos: | 0 | \$.00 | \$.00 | \$.00 |
| Houses | 24 | \$1,025,767 | \$864,485 | \$862,766 |
| 2 Bedrooms | 0 | \$.00 | \$.00 | \$.00 |
| Bedrooms | 5 | \$ 702,840 | \$ 493,167 | \$ 652,667 |
| 4+ Bedrooms | 19 | \$ 1,110,747 | \$ 944,053 | \$ 911,250 |

Area 12201-12208 Lincoln

| | | | | |
|---------------------------|--------------|------------------------|-------------------|------------------|
| Total Sales: | 73 | Last Year | 68 | |
| Pending Sales: | 37 | | 79 | |
| Total Number of Listings: | 549 | | 559 | |
| Median Sales Price: | \$ 400,919 | | \$ 442,500 | |
| Average Sales Price: | \$ 468,887 | | \$ 487,490 | |
| | <u>#Sold</u> | <u>Avg. Sale Price</u> | <u>Last Month</u> | <u>Last Year</u> |
| Condos: | 0 | \$.00 | \$.00 | \$.00 |
| Houses: | 73 | \$ 468,887 | \$ 466,571 | \$ 487,490 |
| 2 Bedrooms | 33 | \$ 477,348 | \$ 400,095 | \$ 462,781 |
| 3 Bedrooms | 17 | \$ 379,322 | \$ 478,004 | \$ 430,840 |
| 4+ Bedrooms | 23 | \$ 522,948 | \$ 478,795 | \$ 558,098 |

Area 12301, 12306, 12307,12658, Auburn, Newcastle

| | | | | |
|---------------------------|--------------|------------------------|-------------------|------------------|
| Total Sales: | 42 | Last Year | 38 | |
| Pending Sales: | 26 | | 34 | |
| Total Number of Listings: | 259 | | 299 | |
| Median Sales Price: | \$ 417,000 | | \$ 474,500 | |
| Average Sales Price: | \$ 551,322 | | \$ 521,039 | |
| | <u>#Sold</u> | <u>Avg. Sale Price</u> | <u>Last Month</u> | <u>Last Year</u> |
| Condos: | 3 | \$ 206,333 | \$ 200,000 | \$232,167 |
| Houses: | 42 | \$ 551,322 | \$ 559,026 | \$ 474,167 |
| 2 Bedrooms | 6 | \$306,527 | \$294,500 | \$339,500 |
| 3 Bedrooms | 22 | \$ 472,017 | \$ 493,650 | \$ 494,800 |
| 4 Bedrooms | 14 | \$ 780,857 | \$ 716,533 | \$ 665,857 |

Area 12302, 12303, 12305 MV, CV, Cx, Apt, Wei, BC, Nrdn

| | | | | |
|---------------------------|--------------|------------------------|-------------------|------------------|
| Total Sales: | 20 | Last Year | 16 | |
| Pending Sales: | 14 | | 11 | |
| Total Number of Listings: | 226 | | 174 | |
| Median Sales Price: | \$ 380,500 | | \$ 381,000 | |
| Average Sales Price: | \$ 528,350 | | \$ 435,744 | |
| | <u>#Sold</u> | <u>Avg. Sale Price</u> | <u>Last Month</u> | <u>Last Year</u> |
| Condos: | 0 | \$.00 | \$.00 | \$.00 |
| Houses: | 20 | \$ 528,350 | \$ 571,853 | \$ 435,744 |
| 2 Bedrooms | 3 | \$ 399,333 | \$ 282,250 | \$ 284,983 |
| 3 Bedrooms | 13 | \$ 541,615 | \$ 497,300 | \$568,500 |
| 4 Bedrooms | 4 | \$ 582,000 | \$ 763,250 | \$ 357,000 |

Area 12677, 12765 Rocklin

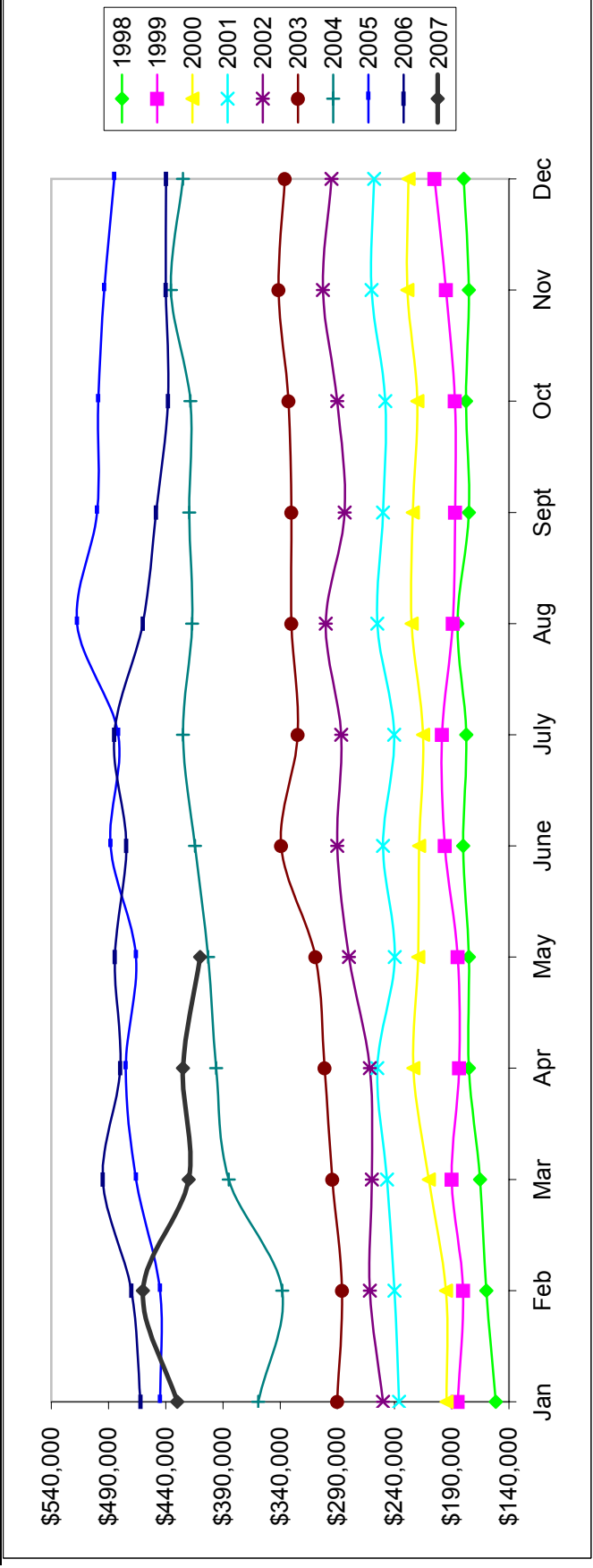
| | | | | |
|---------------------------|--------------|------------------------|-------------------|------------------|
| Total Sales: | 60 | Last Year | 62 | |
| Pending Sales: | 43 | | 56 | |
| Total Number of Listings: | 474 | | 451 | |
| Median Sales Price: | \$ 434,250 | | \$ 470,000 | |
| Average Sales Price: | \$ 483,765 | | \$ 537,224 | |
| | <u>#Sold</u> | <u>Avg. Sale Price</u> | <u>Last Month</u> | <u>Last Year</u> |
| Condos: | 3 | \$ 220,000 | \$325,000 | \$347,625 |
| Houses: | 60 | \$ 483,765 | \$ 488,333 | \$ 537,224 |
| 2 Bedrooms | 3 | \$ 404,333 | \$415,693 | \$ 378,250 |
| 3 Bedrooms | 22 | \$ 392,514 | \$ 402,092 | \$ 447,227 |
| 4+ Bedrooms | 35 | \$ 547,931 | \$ 565,163 | \$ 609,764 |

Area 12304 Foresthill

| | | | | |
|---------------------------|--------------|------------------------|-------------------|------------------|
| Total Sales: | 6 | Last Year | 5 | |
| Pending Sales: | 4 | | 4 | |
| Total Number of Listings: | 62 | | 59 | |
| Median Sales Price: | \$ 385,000 | | \$ 410,000 | |
| Average Sales Price: | \$ 382,917 | | \$ 408,600 | |
| | <u>#Sold</u> | <u>Avg. Sale Price</u> | <u>Last Month</u> | <u>Last Year</u> |
| Condos: | 0 | \$.00 | \$.00 | \$.00 |
| Houses: | 6 | \$ 382,917 | \$363,667 | \$ 408,600 |
| 2 Bedrooms | 1 | \$ 323,500 | \$370,000 | \$410,000 |
| 3 Bedrooms | 5 | \$ 394,800 | \$ 360,500 | \$ 408,250 |
| 4 Bedrooms | 0 | \$.00 | \$.00 | \$.00 |

Placer County Association of REALTORS® (PCAR) Median Price for Single-Family Detached Homes (1998-2007) (Placer County Resale Homes)

| | Jan | Feb | Mar | Apr | May | June | July | Aug | Sept | Oct | Nov | Dec |
|------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 1998 | \$151,500 | \$159,850 | \$165,250 | \$175,000 | \$175,000 | \$180,000 | \$177,250 | \$185,000 | \$175,000 | \$177,500 | \$175,000 | \$179,500 |
| 1999 | \$184,900 | \$180,000 | \$190,000 | \$183,500 | \$184,900 | \$195,950 | \$198,500 | \$189,000 | \$187,000 | \$187,250 | \$195,000 | \$204,950 |
| 2000 | \$194,500 | \$195,000 | \$210,000 | \$223,500 | \$219,250 | \$218,500 | \$215,000 | \$225,000 | \$224,000 | \$220,000 | \$228,750 | \$227,750 |
| 2001 | \$236,000 | \$240,000 | \$246,500 | \$255,000 | \$239,900 | \$250,000 | \$240,250 | \$255,000 | \$250,000 | \$248,000 | \$260,000 | \$257,750 |
| 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 | | | | | | | |

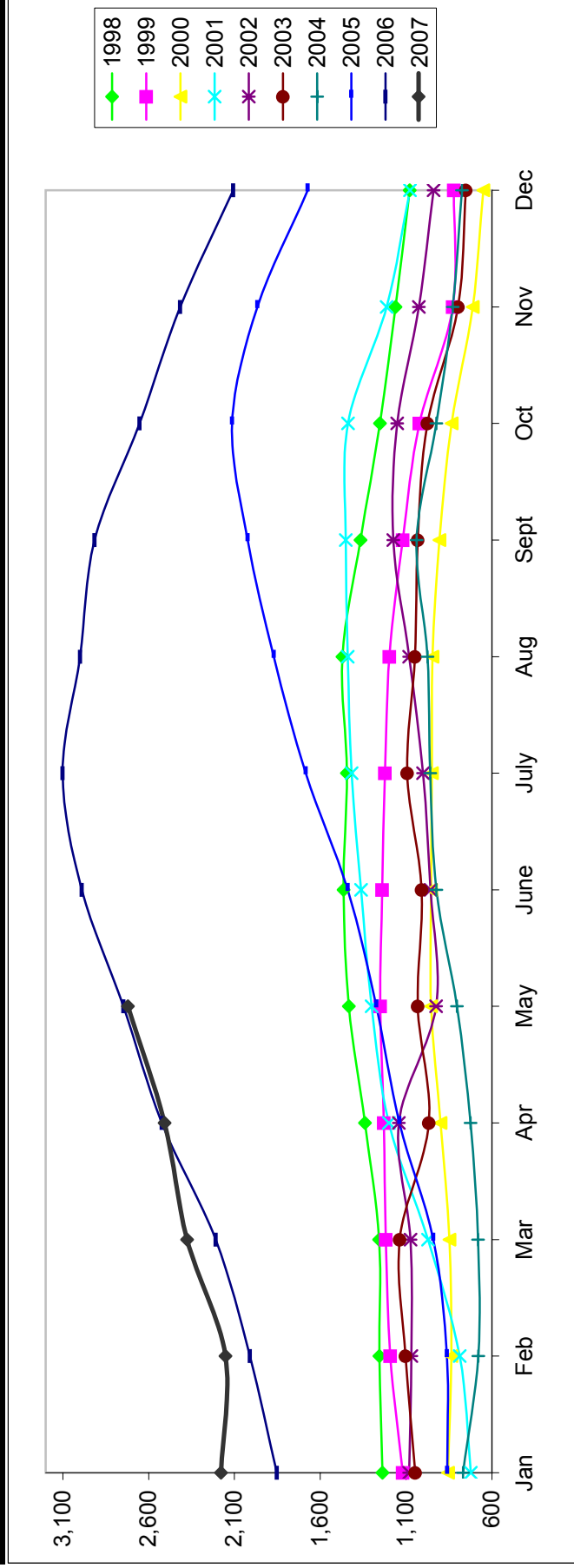


Based on MetroList™ Multiple Listing Service Data. Compiled monthly by PCAR, (916) 624-8271.

Placer County Association of REALTORS® (PCAR) Total Listing Inventory by Month (1998-2007)

(Placer County Resale Homes)

| | Jan | Feb | Mar | Apr | May | June | July | Aug | Sept | Oct | Nov | Dec |
|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 1998 | 1,238 | 1,255 | 1,257 | 1,340 | 1,433 | 1,464 | 1,445 | 1,471 | 1,366 | 1,252 | 1,162 | 1,080 |
| 1999 | 1,120 | 1,192 | 1,218 | 1,229 | 1,251 | 1,239 | 1,223 | 1,197 | 1,119 | 1,022 | 829 | 821 |
| 2000 | 855 | 836 | 847 | 900 | 954 | 954 | 950 | 946 | 906 | 834 | 712 | 650 |
| 2001 | 723 | 787 | 972 | 1,200 | 1,301 | 1,362 | 1,417 | 1,440 | 1,452 | 1,438 | 1,213 | 1,077 |
| 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 | | | | | | | |

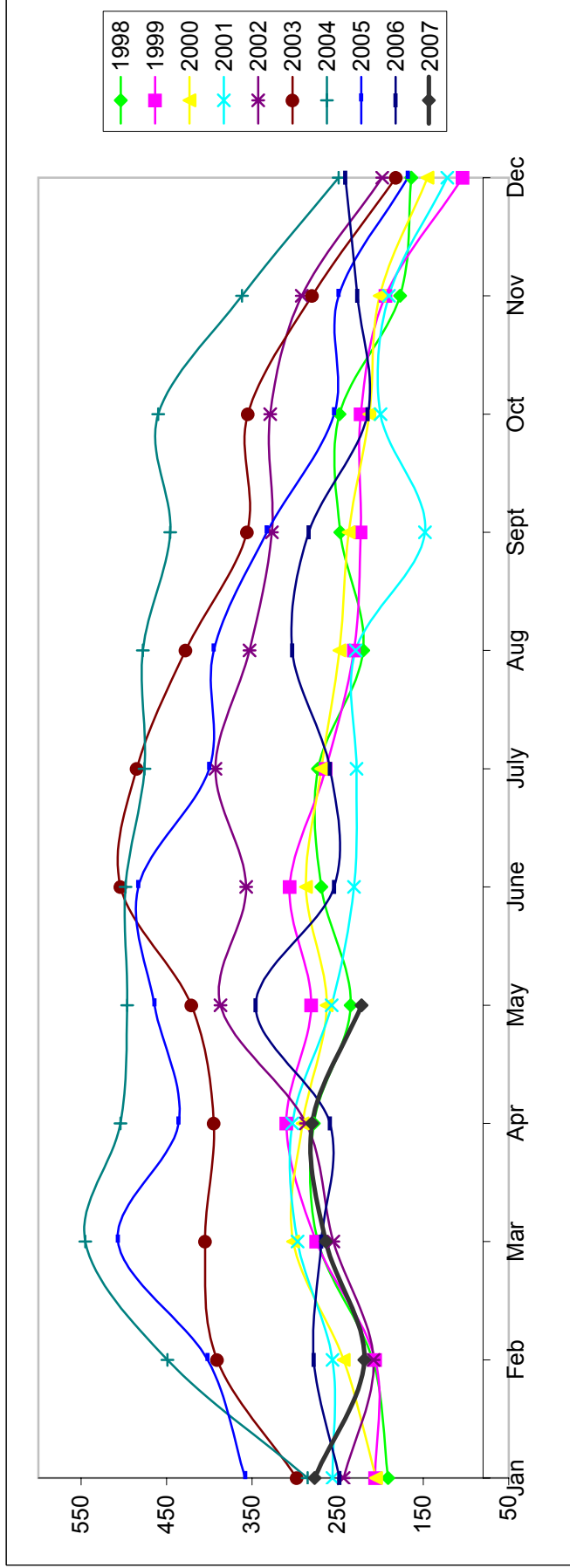


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Placer County Association of REALTORS® (PCAR) Monthly New Sales Opened (1998-2007)

(Placer County Resale Homes)

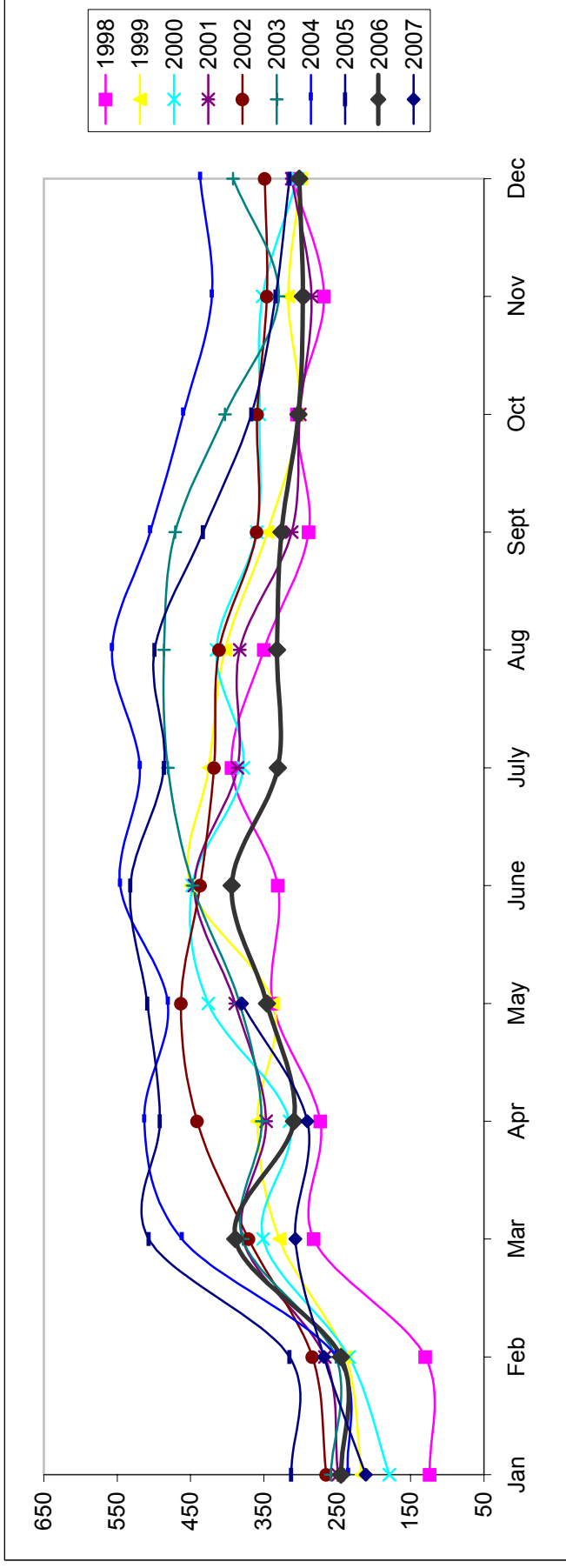
| Year | Jan | Feb | Mar | Apr | May | June | July | Aug | Sept | Oct | Nov | Dec |
|------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| 1998 | 191 | 209 | 273 | 278 | 235 | 269 | 273 | 220 | 247 | 248 | 177 | 164 |
| 1999 | 206 | 206 | 275 | 310 | 281 | 306 | 264 | 231 | 223 | 223 | 194 | 104 |
| 2000 | 205 | 243 | 302 | 291 | 263 | 287 | 269 | 248 | 237 | 213 | 201 | 145 |
| 2001 | 256 | 256 | 297 | 303 | 257 | 231 | 228 | 229 | 148 | 200 | 190 | 122 |
| 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 | | | | | | | |



Placer County Association of REALTORS® (PCAR) Monthly Closed Escrows (1998-2007)

(Placer County Resale Homes)

| | Jan | Feb | Mar | Apr | May | June | July | Aug | Sept | Oct | Nov | Dec |
|------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| 1998 | 124 | 130 | 282 | 273 | 338 | 331 | 394 | 350 | 289 | 305 | 268 | 310 |
| 1999 | 217 | 239 | 329 | 359 | 337 | 450 | 425 | 403 | 345 | 302 | 317 | 299 |
| 2000 | 179 | 234 | 351 | 315 | 426 | 448 | 378 | 415 | 360 | 356 | 352 | 304 |
| 2001 | 249 | 267 | 379 | 347 | 389 | 445 | 386 | 383 | 312 | 301 | 285 | 312 |
| 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 | | | | | | | |



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