

# MLS Statistics

March 2011 - Placer County

## RESIDENTIAL ONLY (Single Family Homes)

Preliminary Report

	Current Month	Last Month	% Change	Last Year	% Change
New Listings Published	630	537	17.3%	695	-9.4%
Listing Inventory	2,185	2,227	-1.9%	2,355	-7.2%
Number of New Escrows	357	296	20.6%	341	4.7%
Number of Closed Escrows	482	326	47.9%	399	20.8%
Median (1)	\$231,250	\$245,000	-5.6%	\$270,000	-14.4%
Mean (2)	\$301,998	\$308,594	-2.1%	\$327,831	-7.9%
Mode (3)	\$200,000 to \$249,999	\$200,000 to \$249,999	NA	\$250,000 to \$299,999	NA

## YEAR-TO-DATE STATISTICS

	01/01/11 to 03/31/11	01/01/11 to 02/28/11	01/01/10 to 03/31/10	% Change
New Listings Published	1,813	1,183	1,845	-1.7%
Number of New Escrows Opened	965	608	906	6.5%
Number of Closed Escrows	1,123	641	985	14.0%
Dollar Volume of Closed Escrows	\$341,724,292	\$196,161,461	\$324,045,757	5.5%
Median	\$231,250	\$245,000	\$270,000	-14.4%
Mean	\$301,998	\$308,594	\$327,831	-7.9%

## PRICE BRACKET OF SALES BASED ON FINAL SALES

Selling Price	Singlefamily Residential	Percent of Total	Condos	Resid. Income	Resid. Lots/Land
UNDER \$69,999	4	0.8%	10	0	2
\$70,000-\$79,999	2	0.4%	1	0	1
\$80,000-\$89,999	2	0.4%	5	0	2
\$90,000-\$99,999	3	0.6%	0	0	0
\$100,000-\$119,999	9	1.9%	9	1	1
\$120,000-\$139,999	11	2.3%	4	0	3
\$140,000-\$159,999	29	6.0%	4	0	0
\$160,000-\$179,999	33	6.8%	4	0	0
\$180,000-\$199,999	32	6.6%	1	1	1
\$200,000-\$249,999	110	22.8%	1	4	2
\$250,000-\$299,999	80	16.6%	0	1	2
\$300,000-\$349,999	57	11.8%	0	0	0
\$350,000-\$399,999	31	6.4%	0	0	0
\$400,000-\$449,999	24	5.0%	0	0	0
\$450,000-\$499,999	14	2.9%	0	0	0
\$500,000-\$749,999	24	5.0%	0	0	0
\$750,000-\$999,999	8	1.7%	0	0	0
OVER \$1,000,000	9	1.9%	0	0	0
<b>TOTAL</b>	<b>482</b>		<b>39</b>	<b>7</b>	<b>14</b>

### Selling Prices of Classes Listed Above

\$89,999 or less	5.4%
\$90,000-\$139,999	7.6%
\$140,000-\$179,999	12.9%
\$180,000-\$299,999	43.4%
\$300,000-\$399,999	16.2%
\$400,000-\$749,999	11.4%
\$750,000 and over	3.1%



## TYPE OF FINANCING OF UNITS SOLD

Financing	# of Units
Cash	118
Conventional	211
FHA	106
VA	27
Other	20

## LENGTH OF TIME ON MARKET

Days on Market	# of units	% of total
1-30 Days	170	35.3%
31-60 Days	83	17.2%
61-90 Days	67	13.9%
91-120 Days	41	8.5%
121+Days	121	25.1%

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 March 2011

Number of New Listing:	630	Total Sales Reported Last Month:	326
Number of New Listings Last Month:	537	Sales Volume:	\$145,562,831
Total Sales Reported:	482	Average Sales Price:	\$301,998

*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	482	Condos	39	\$107,761	\$121,075	\$132,169
Pending Sales	357	Houses	482	\$301,998	\$308,594	\$327,831
Total Number of Listings	2,185	2 Bedrooms	75	\$218,324	\$230,497	\$272,463
Median Sales Price	\$231,250	3 Bedrooms	219	\$251,905	\$229,465	\$275,435
Average Sales Price	\$301,998	4+ Bedrooms	188	\$393,731	\$385,554	\$396,592

## Breakdown By Areas

Area 12747, 12661, 12668, 12678 Roseville					Area 12650, 12663 Loomis, Penryn				
				Last Year					Last Year
Total Sales:	160			129	Total Sales:	18			12
Pending Sales	127			127	Pending Sales	9			11
Total Number of Listings	694			777	Total Number of Listings	97			89
Median Sales Price	\$225,000			\$259,900	Median Sales Price	\$347,000			\$355,000
Average Sales Price	\$270,034			\$292,652	Average Sales Price	\$451,928			\$468,483
	<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	17	\$112,657	\$120,584	\$132,810	Condos	0	\$0	\$0	\$169,950
Houses	160	\$270,034	\$291,565	\$292,652	Houses	18	\$451,928	\$441,179	\$468,483
2 Bedrooms	19	\$178,464	\$181,275	\$231,781	2 Bedrooms	2	\$244,000	\$121,000	\$490,000
3 Bedrooms	83	\$245,785	\$231,240	\$273,207	3 Bedrooms	11	\$333,519	\$241,500	\$346,750
4+ Bedrooms	58	\$334,732	\$372,569	\$345,086	4+ Bedrooms	5	\$795,600	\$578,889	\$610,260

Area 12746 Granite Bay					Area 12201-12208 Lincoln				
				Last Year					Last Year
Total Sales:	23			24	Total Sales:	117			96
Pending Sales	17			15	Pending Sales	71			84
Total Number of Listings	139			176	Total Number of Listings	506			530
Median Sales Price	\$679,000			\$486,000	Median Sales Price	\$224,900			\$261,000
Average Sales Price	\$802,129			\$569,163	Average Sales Price	\$264,290			\$299,724
	<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	\$120,891	\$124,267	\$147,333
Houses	23	\$802,129	\$660,318	\$484,913	Houses	117	\$264,290	\$263,909	\$299,724
2 Bedrooms	1	\$261,000	\$310,000	\$387,500	2 Bedrooms	26	\$297,350	\$282,746	\$340,776
3 Bedrooms	4	\$628,750	\$389,500	\$389,600	3 Bedrooms	40	\$211,639	\$215,754	\$243,427
4+ Bedrooms	18	\$870,720	\$729,333	\$559,511	4+ Bedrooms	51	\$288,730	\$297,649	\$321,605

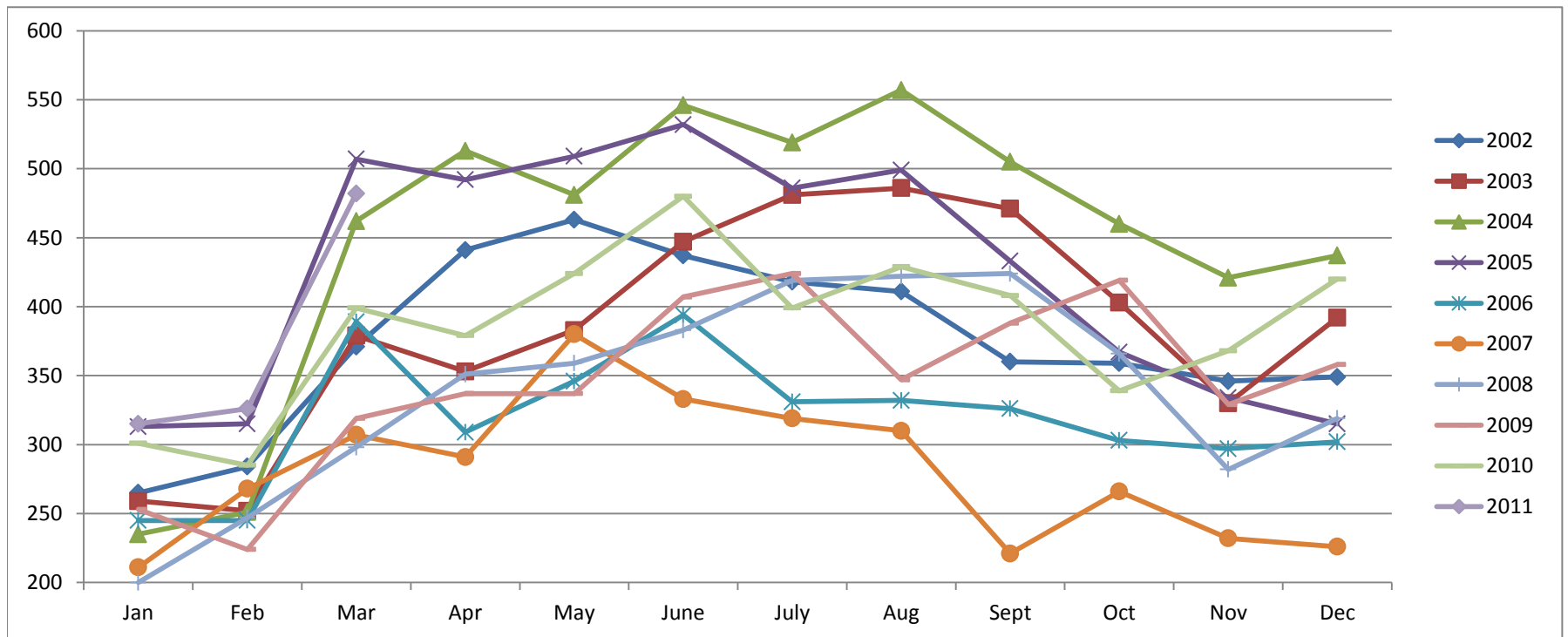
Area 12301, 12306, 12307, 12658, Auburn, Newcastle					Area 12302, 12303, 12305 MV, GV, CX, AG, Wei, BC				
				Last Year					Last Year
Total Sales:	40			45	Total Sales:	26			23
Pending Sales	27			23	Pending Sales	26			14
Total Number of Listings	229			247	Total Number of Listings	136			143
Median Sales Price	\$206,175			\$285,000	Median Sales Price	\$208,500			\$225,000
Average Sales Price	\$279,746			\$380,092	Average Sales Price	\$314,046			\$277,561
	<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	6	\$58,067	\$88,408	\$73,418	Condos	1	\$99,000	\$0	\$0
Houses	40	\$279,746	\$328,665	\$380,092	Houses	26	\$314,046	\$264,600	\$277,561
2 Bedrooms	5	\$118,500	\$268,625	\$212,600	2 Bedrooms	9	\$131,444	\$89,667	\$225,000
3 Bedrooms	23	\$241,239	\$255,664	\$325,955	3 Bedrooms	13	\$378,246	\$216,382	\$242,827
4+ Bedrooms	12	\$420,737	\$423,500	\$468,952	4+ Bedrooms	4	\$516,250	\$381,844	\$359,500

Area 12677, 12765 Rocklin					Area 12304 Foresthill				
				Last Year					Last Year
Total Sales:	89			68	Total Sales:	7			6
Pending Sales	56			52	Pending Sales	6			5
Total Number of Listings	327			340	Total Number of Listings	51			45
Median Sales Price	\$239,096			\$265,000	Median Sales Price	\$195,000			\$122,000
Average Sales Price	\$264,910			\$320,825	Average Sales Price	\$172,286			\$122,167
	<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	\$124,713	\$133,109	\$177,180	Condos	0	\$0	\$0	\$0
Houses	89	\$264,910	\$315,301	\$320,825	Houses	7	\$172,286	\$237,368	\$122,167
2 Bedrooms	9	\$214,711	\$297,225	\$213,750	2 Bedrooms	3	\$131,500	\$180,000	\$109,667
3 Bedrooms	40	\$211,068	\$233,802	\$256,165	3 Bedrooms	1	\$195,500	\$250,000	\$134,667
4+ Bedrooms	40	\$330,046	\$355,842	\$371,081	4+ Bedrooms	1	\$225,000	\$288,420	\$0

# 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									

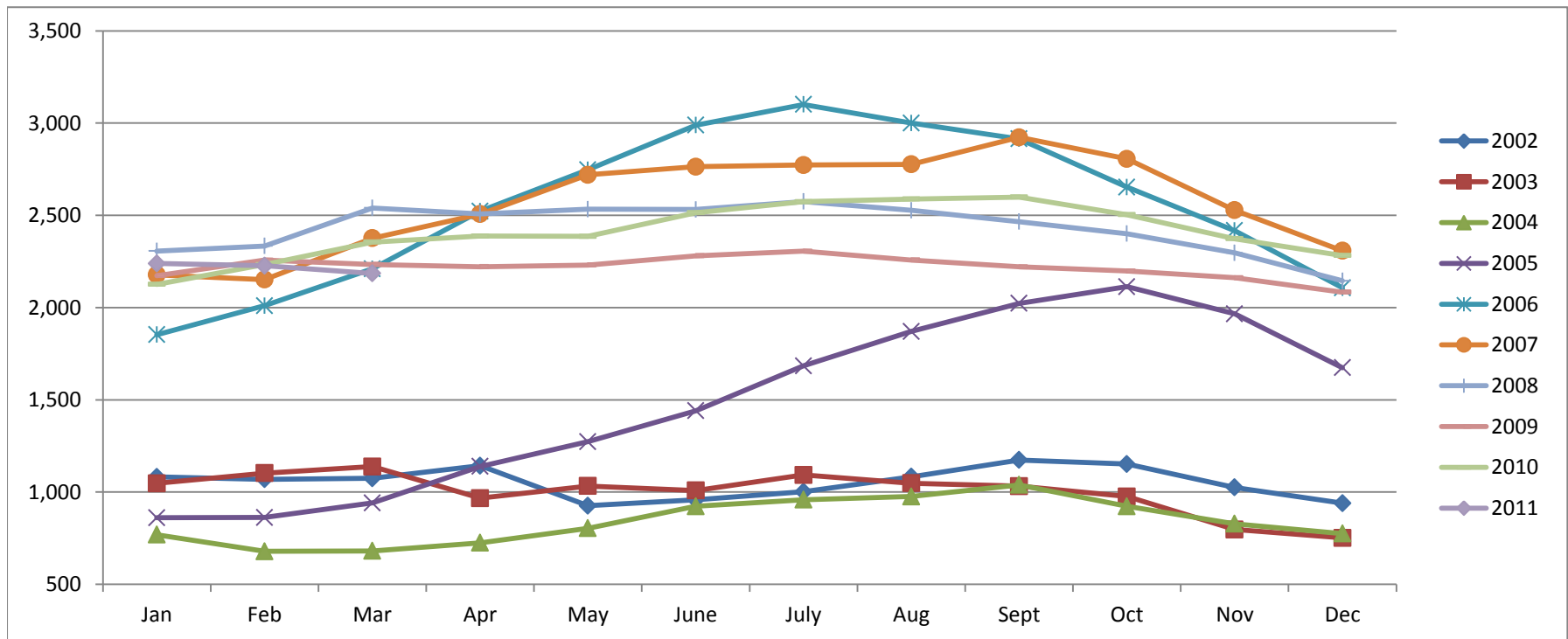


Based on MetroList™ Multiple Listing Service Data. Compiled monthly by PCAR, (916) 624-8271.

# 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									

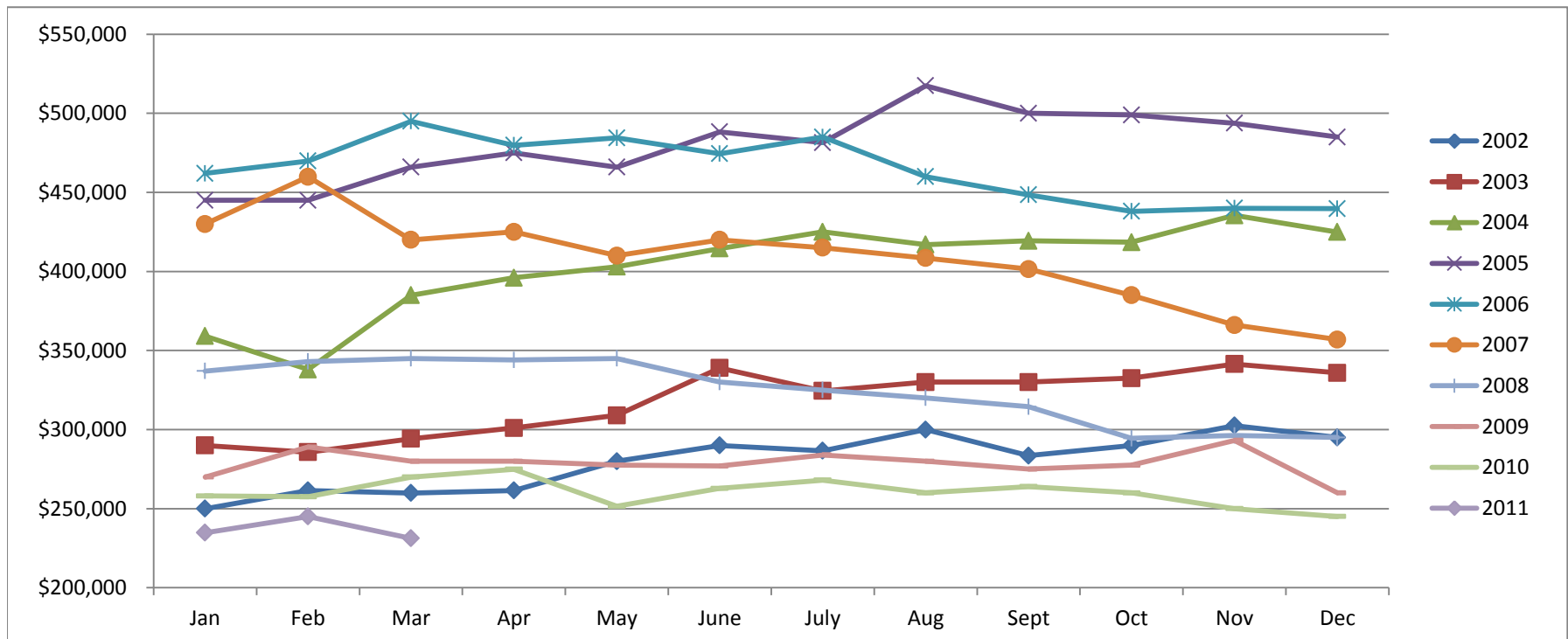


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# Placer County Association of REALTORS® (PCAR) Median Price for Single-Family Detached Homes (2002-2011)

(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									

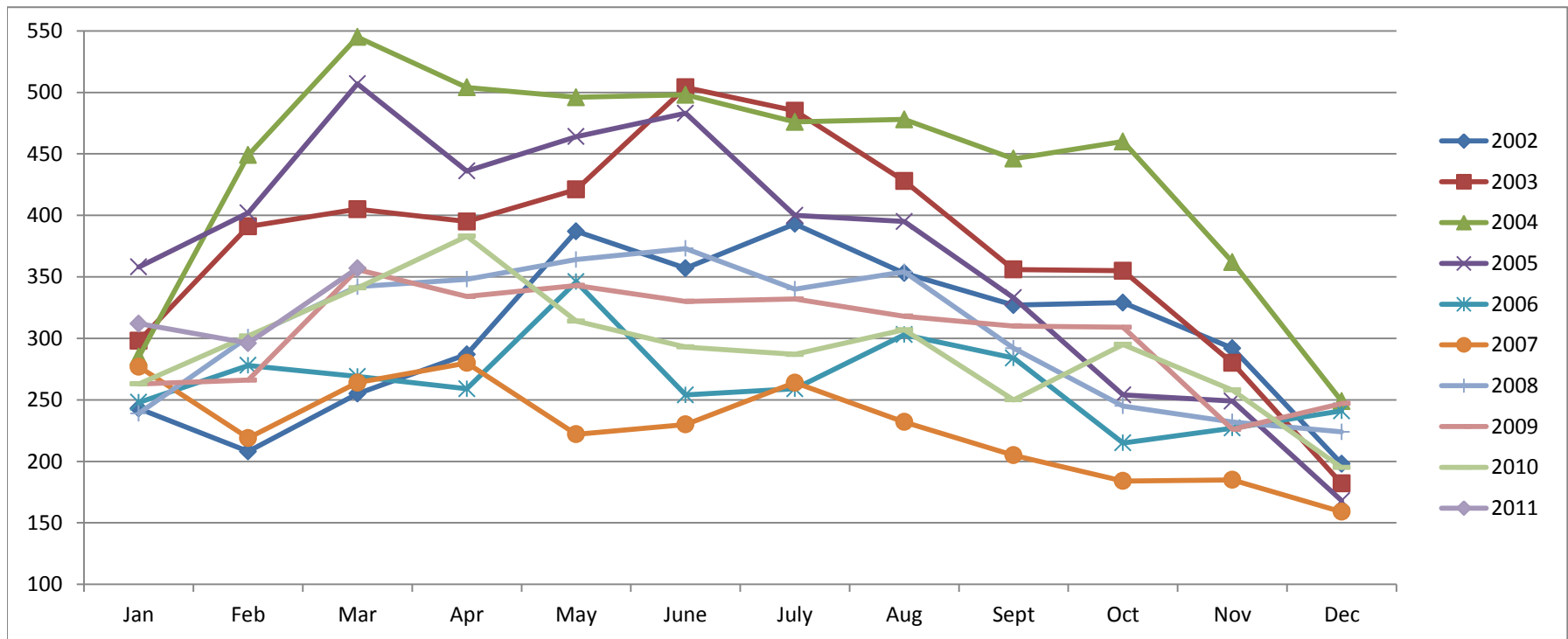


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# Placer County Association of REALTORS® (PCAR) Monthly New Sales Opened (2002-2011)

(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									



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