

MLS Statistics

MARCH 2012 - Placer County

RESIDENTIAL ONLY (Single Family Homes)

Preliminary Report

	Current Month	Last Month	% Change	Last Year	% Change
New Listings Published	544	473	15.0%	630	-13.7%
Listing Inventory	1,461	1,579	-7.5%	2,185	-33.1%
Number of New Escrows	382	342	11.7%	357	7.0%
Number of Closed Escrows	484	422	14.7%	482	0.4%
Median (1)	\$265,000	\$250,000	6.0%	\$231,250	14.6%
Mean (2)	\$304,533	\$276,285	10.2%	\$301,998	0.8%
Mode (3)	\$200,000 to \$249,999	\$200,000 to \$249,999	NA	\$200,000 to \$249,999	NA

YEAR-TO-DATE STATISTICS

	01/01/12 to 03/31/12	01/01/12 to 02/29/12	01/01/11 to 03/31/11	% Change
New Listings Published	1,524	980	1,813	-15.9%
Number of New Escrows Opened	1,079	687	965	11.8%
Number of Closed Escrows	1,238	754	1,123	10.2%
Dollar Volume of Closed Escrows	\$357,830,371	\$210,436,576	\$341,724,292	4.7%
Median	\$257,500	\$250,000	\$231,250	11.4%
Mean	\$288,716	\$276,285	\$301,998	-4.4%

PRICE BRACKET OF SALES BASED ON FINAL SALES

Selling Price	Singlefamily Residential	Percent of Total	Condos	Resid. Income	Resid. Lots/Land
UNDER \$69,999	6	1.2%	6	0	5
\$70,000-\$79,999	2	0.4%	3	0	1
\$80,000-\$89,999	2	0.4%	2	0	0
\$90,000-\$99,999	1	0.2%	1	0	
\$100,000-\$119,999	6	1.2%	6	0	2
\$120,000-\$139,999	17	3.5%	6	0	0
\$140,000-\$159,999	26	5.4%	3	1	
\$160,000-\$179,999	23	4.8%	3	0	
\$180,000-\$199,999	29	6.0%	0	1	0
\$200,000-\$249,999	97	20.0%	0		0
\$250,000-\$299,999	94	19.4%	0	1	0
\$300,000-\$349,999	64	13.2%	0	0	0
\$350,000-\$399,999	34	7.0%	0	0	0
\$400,000-\$449,999	22	4.5%	0	0	0
\$450,000-\$499,999	20	4.1%	0	0	0
\$500,000-\$749,999	27	5.6%	0	0	0
\$750,000-\$999,999	9	1.9%	0	0	0
OVER \$1,000,000	5	1.0%	0	0	0
TOTAL	484		30	3	8

Selling Prices of Classes Listed Above

\$89,999 or less	5.1%
\$90,000-\$139,999	7.4%
\$140,000-\$179,999	10.7%
\$180,000-\$299,999	42.3%
\$300,000-\$399,999	18.7%
\$400,000-\$749,999	13.1%
\$750,000 and over	2.7%



TYPE OF FINANCING OF UNITS SOLD

Financing	# of Units
Cash	149
Conventional	211
FHA	94
VA	30
Other	0

LENGTH OF TIME ON MARKET

Days on Market	# of units	% of total
1-30 Days	237	45.1%
31-60 Days	82	15.6%
61-90 Days	51	9.7%
91-120 Days	53	10.1%
121+Days	102	19.4%

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 2012

Number of New Listing:	544	Total Sales Reported Last Month:	422
Number of New Listings Last Month:	473	Sales Volume:	\$147,393,795
Total Sales Reported:	484	Average Sales Price:	\$304,533

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	484	Condos	30	\$106,651	\$105,959	\$107,761
Pending Sales	382	Houses	484	\$304,533	\$276,285	\$301,998
Total Number of Listings	1,461	2 Bedrooms	54	\$247,480	\$220,943	\$218,324
Median Sales Price	\$265,000	3 Bedrooms	221	\$239,448	\$229,532	\$251,905
Average Sales Price	\$304,533	4+ Bedrooms	209	\$388,095	\$342,537	\$393,731

Breakdown By Areas

Area 12747, 12661, 12668, 12678 Roseville					Area 12650, 12663 Loomis, Penryn				
				Last Year					Last Year
Total Sales:	198			160	Total Sales:	14			18
Pending Sales	151			127	Pending Sales	10			9
Total Number of Listings	491			694	Total Number of Listings	67			97
Median Sales Price	\$265,000			\$225,000	Median Sales Price	\$438,000			\$347,000
Average Sales Price	\$274,863			\$270,034	Average Sales Price	\$552,257			\$451,928
	<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	13	\$104,922	\$95,414	\$112,657	Condos	0	\$0	\$0	\$0
Houses	198	\$274,863	\$273,783	\$270,034	Houses	14	\$552,257	\$232,300	\$451,928
2 Bedrooms	17	\$219,665	\$213,147	\$178,464	2 Bedrooms	0	\$0	\$165,000	\$244,000
3 Bedrooms	91	\$241,155	\$226,489	\$245,785	3 Bedrooms	7	\$263,886	\$195,522	\$333,519
4+ Bedrooms	90	\$319,373	\$345,666	\$334,732	4+ Bedrooms	7	\$840,629	\$331,875	\$795,600

Area 12746 Granite Bay					Area 12201-12208 Lincoln				
				Last Year					Last Year
Total Sales:	25			23	Total Sales:	98			117
Pending Sales	18			17	Pending Sales	81			71
Total Number of Listings	110			139	Total Number of Listings	253			506
Median Sales Price	\$510,000			\$679,000	Median Sales Price	\$250,000			\$224,900
Average Sales Price	\$623,066			\$802,129	Average Sales Price	\$271,338			\$264,290
	<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	\$122,431	\$134,400	\$120,891
Houses	25	\$623,066	\$501,888	\$802,129	Houses	98	\$271,338	\$261,748	\$264,290
2 Bedrooms	0	\$0	\$0	\$261,000	2 Bedrooms	24	\$304,592	\$250,976	\$297,350
3 Bedrooms	7	\$344,964	\$360,800	\$628,750	3 Bedrooms	38	\$225,063	\$217,142	\$211,639
4+ Bedrooms	18	\$731,217	\$560,675	\$870,720	4+ Bedrooms	36	\$298,014	\$288,358	\$288,730

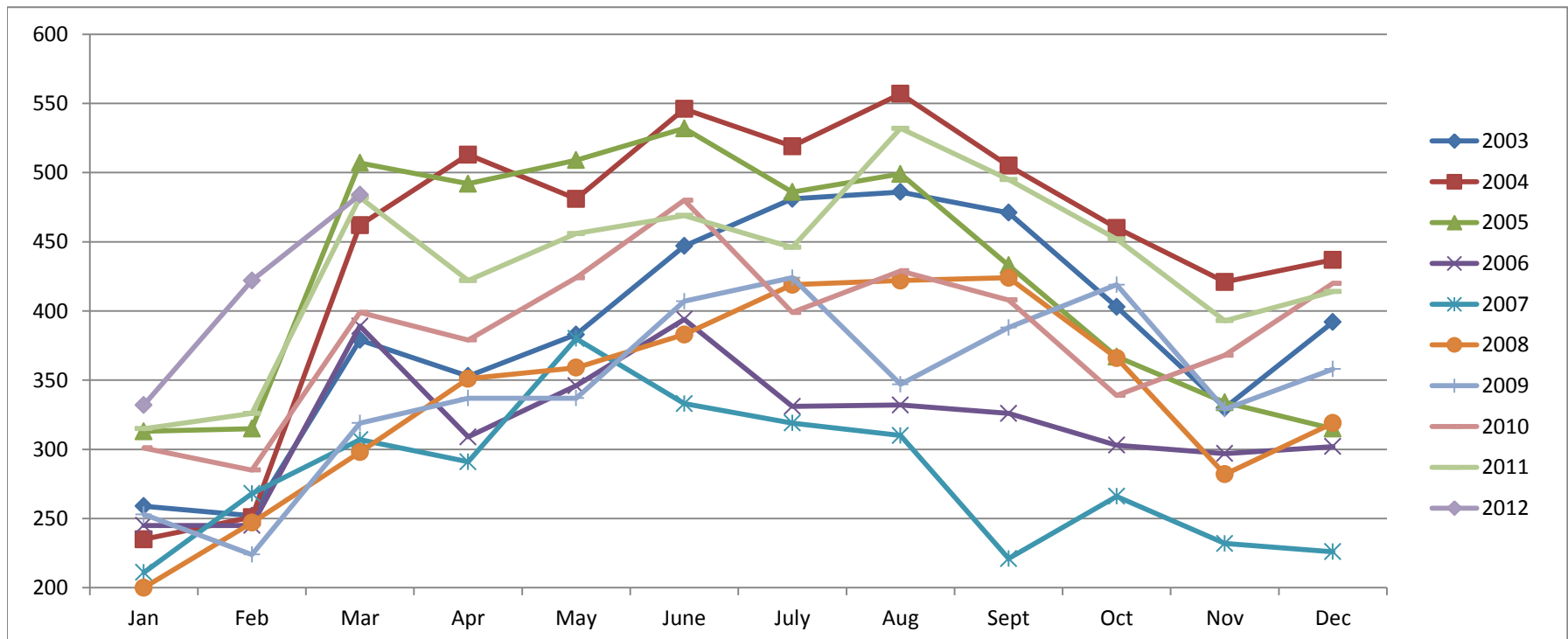
Area 12301, 12306, 12307, 12658, Auburn, Newcastle					Area 12302, 12303, 12305 MV, GV, CX, AG, Wei, BC				
				Last Year					Last Year
Total Sales:	43			40	Total Sales:	34			26
Pending Sales	36			27	Pending Sales	13			26
Total Number of Listings	181			229	Total Number of Listings	121			136
Median Sales Price	\$279,900			\$206,175	Median Sales Price	\$221,500			\$208,500
Average Sales Price	\$299,083			\$279,746	Average Sales Price	\$258,667			\$314,046
	<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	\$83,267	\$110,800	\$58,067	Condos	0	\$0	\$0	\$99,000
Houses	43	\$299,083	\$310,578	\$279,746	Houses	34	\$258,667	\$228,176	\$314,046
2 Bedrooms	3	\$256,917	\$217,500	\$118,500	2 Bedrooms	8	\$121,707	\$145,878	\$131,444
3 Bedrooms	27	\$247,033	\$265,370	\$241,239	3 Bedrooms	20	\$250,101	\$181,222	\$378,246
4+ Bedrooms	13	\$416,915	\$485,714	\$420,737	4+ Bedrooms	6	\$469,833	\$489,000	\$516,250

Area 12677, 12765 Rocklin					Area 12304 Foresthill				
				Last Year					Last Year
Total Sales:	57			89	Total Sales:	14			7
Pending Sales	68			56	Pending Sales	5			6
Total Number of Listings	188			327	Total Number of Listings	48			51
Median Sales Price	\$280,500			\$239,096	Median Sales Price	\$181,500			\$195,000
Average Sales Price	\$312,933			\$264,910	Average Sales Price	\$244,864			\$172,286
	<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	3	\$118,833	\$111,250	\$124,713	Condos	0	\$0	\$0	\$0
Houses	57	\$312,933	\$267,325	\$264,910	Houses	14	\$244,864	\$207,463	\$172,286
2 Bedrooms	2	\$287,500	\$0	\$214,711	2 Bedrooms	0	\$0	\$0	\$131,500
3 Bedrooms	21	\$227,650	\$235,473	\$211,068	3 Bedrooms	9	\$172,789	\$204,600	\$195,500
4+ Bedrooms	34	\$367,104	\$295,764	\$330,046	4+ Bedrooms	5	\$374,600	\$277,500	\$225,000

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

(Placer County Resale Homes)

	<i>Jan</i>	<i>Feb</i>	<i>Mar</i>	<i>Apr</i>	<i>May</i>	<i>June</i>	<i>July</i>	<i>Aug</i>	<i>Sept</i>	<i>Oct</i>	<i>Nov</i>	<i>Dec</i>
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									

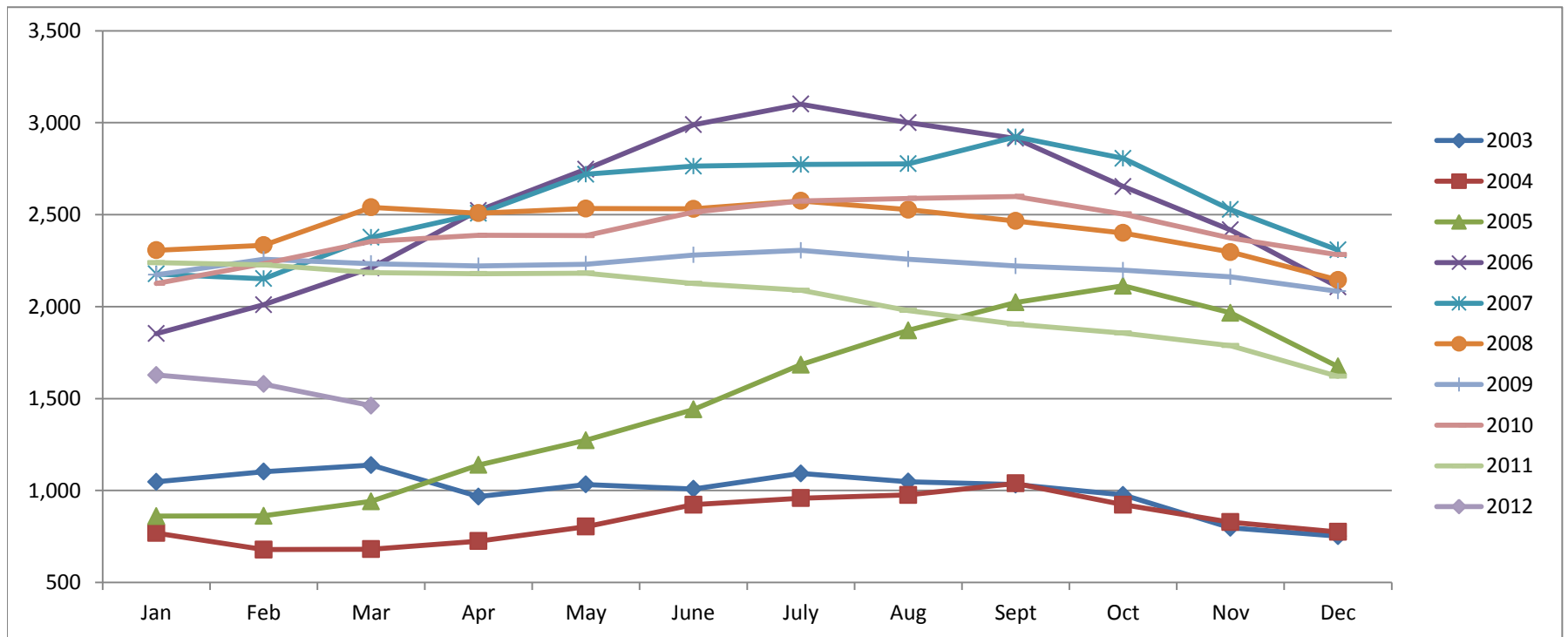


Based on MetroList™ Multiple Listing Service Data. Compiled monthly by PCAR, (916) 624-8271.

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									

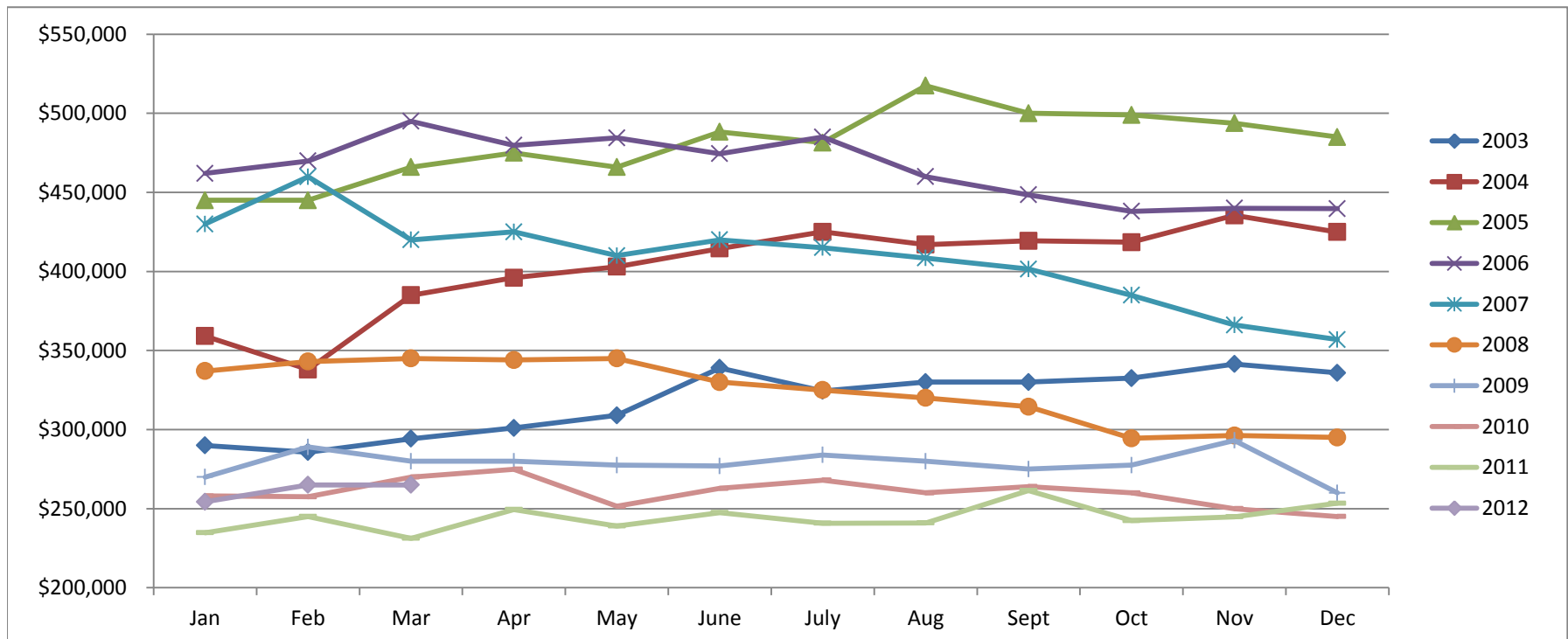


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Placer County Association of REALTORS® (PCAR) Median Price for Single-Family Detached Homes (2003-2012)

(Placer County Resale Homes)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
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
2012	\$254,325	\$265,000	\$265,000									

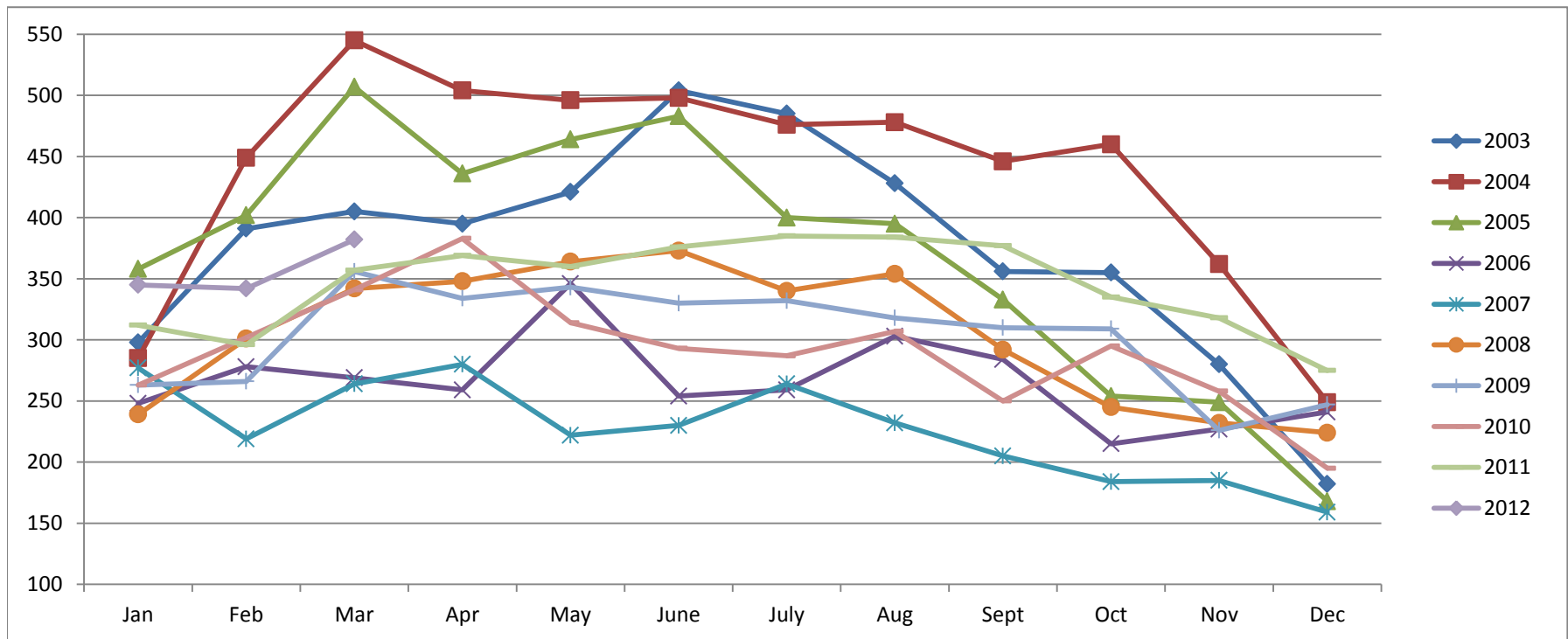


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Placer County Association of REALTORS® (PCAR) Monthly New Sales Opened (2003-2012)

(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									



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