

# MLS Statistics

OCTOBER 2012 - Placer County

## RESIDENTIAL ONLY (Single Family Homes)

Preliminary Report

	Current Month	Last Month	% Change	Last Year	% Change
New Listings Published	466	332	40.4%	512	-9.0%
Listing Inventory	751	786	-4.5%	1,856	-59.5%
Number of New Escrows	461	405	13.8%	335	37.6%
Number of Closed Escrows	454	437	3.9%	452	0.4%
Median (1)	\$299,500	\$310,000	-3.4%	\$242,500	23.5%
Mean (2)	\$340,538	\$331,848	2.6%	\$284,460	19.7%
Mode (3)	\$250,000	200,000	NA	\$200,000 to	NA
	\$299,999	\$249,999		\$249,999	

## YEAR-TO-DATE STATISTICS

	01/01/12 to 10/31/12	01/01/12 to 09/30/12	01/01/11 to 10/31/11	% Change
New Listings Published	4,696	4,230	5,250	-10.6%
Number of New Escrows Opened	3,788	3,327	3,551	6.7%
Number of Closed Escrows	4,674	4,220	4,395	6.3%
Dollar Volume of Closed Escrows	\$1,469,663,657	\$1,315,059,265	\$1,342,670,191	9.5%
Median	\$277,000	\$275,000	\$260,000	6.5%
Mean	\$315,333	\$312,499	\$305,266	3.3%

## PRICE BRACKET OF SALES BASED ON FINAL SALES

Selling Price	Singlefamily Residential	Percent of Total	Condos	Resid. Income	Resid. Lots/Land
UNDER \$69,999	0	0.0%	3	0	2
\$70,000-\$79,999	0	0.0%	4	0	1
\$80,000-\$89,999	0	0.0%	0	0	1
\$90,000-\$99,999	5	1.1%	1	1	0
\$100,000-\$119,999	4	0.9%	3	0	2
\$120,000-\$139,999	6	1.3%	5	0	2
\$140,000-\$159,999	17	3.7%	4	0	1
\$160,000-\$179,999	11	2.4%	3	0	0
\$180,000-\$199,999	20	4.4%	2	0	0
\$200,000-\$249,999	79	17.4%	5	0	0
\$250,000-\$299,999	85	18.7%	0	0	0
\$300,000-\$349,999	69	15.2%	0	0	1
\$350,000-\$399,999	45	9.9%	0	0	0
\$400,000-\$449,999	33	7.3%	0	0	0
\$450,000-\$499,999	16	3.5%	0	1	0
\$500,000-\$749,999	47	10.4%	0	0	0
\$750,000-\$999,999	12	2.6%	0	0	0
OVER \$1,000,000	5	1.1%	0	0	0
<b>TOTAL</b>	<b>454</b>		<b>30</b>	<b>2</b>	<b>10</b>

### Selling Prices of Classes Listed Above

\$89,999 or less	2.2%
\$90,000-\$139,999	5.8%
\$140,000-\$179,999	7.3%
\$180,000-\$299,999	38.5%
\$300,000-\$399,999	23.2%
\$400,000-\$749,999	19.6%
\$750,000 and over	3.4%



## TYPE OF FINANCING OF UNITS SOLD

Financing	# of Units
Cash	128
Conventional	225
FHA	61
VA	29
Other	11

## LENGTH OF TIME ON MARKET

Days on Market	# of units	% of total
1-30 Days	298	61.2%
31-60 Days	70	14.4%
61-90 Days	46	9.4%
91-120 Days	23	4.7%
121+Days	50	10.3%

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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 --OCTOBER 2012

Number of New Listing:	466	Total Sales Reported Last Month:	437
Number of New Listings Last Month:	332	Sales Volume:	\$154,604,392
Total Sales Reported:	454	Average Sales Price:	\$340,538

*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	454	Condos	30	\$137,693	\$122,527	\$126,928
Pending Sales	461	Houses	454	\$340,538	\$331,848	\$284,460
Total Number of Listings	751	2 Bedrooms	50	\$231,006	\$271,871	\$236,236
Median Sales Price	\$299,500	3 Bedrooms	203	\$280,764	\$275,874	\$226,214
Average Sales Price	\$340,538	4+ Bedrooms	197	\$432,158	\$388,205	\$358,614

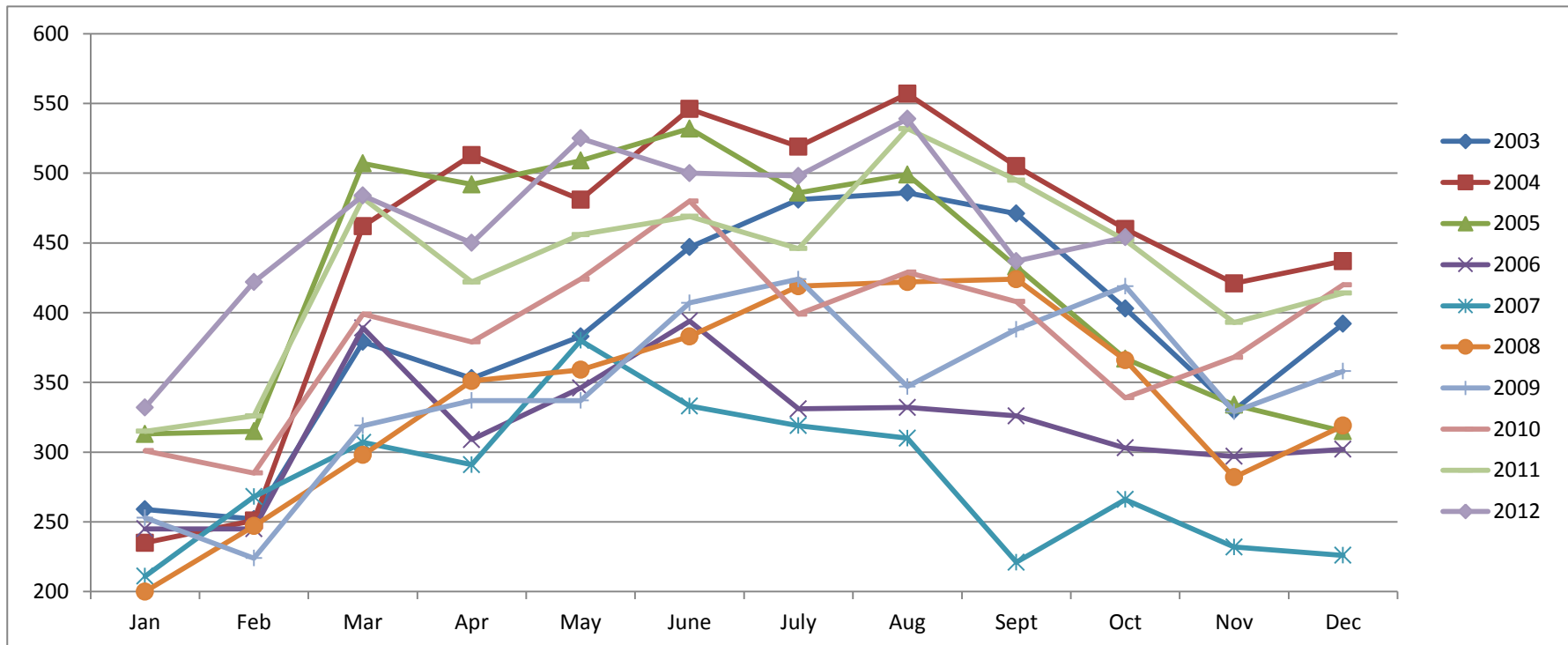
## Breakdown By Areas

Area 12747, 12661, 12668, 12678 Roseville				Last Year	Area 12650, 12663 Loomis, Penryn				Last Year	
Total Sales:	152			164	Total Sales:	19			21	
Pending Sales	164			128	Pending Sales	9			16	
Total Number of Listings	190			611	Total Number of Listings	29			88	
Median Sales Price	\$292,500			\$319,900	Median Sales Price				\$328,000	\$426,500
Average Sales Price	\$317,080			\$266,147	Average Sales Price				\$453,941	\$403,116
	<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	\$147,081	\$112,875	\$116,707	Condos	0	\$0	\$205,338		\$0
Houses	152	\$317,080	\$315,878	\$266,147	Houses	19	\$453,941	\$376,623		\$403,116
2 Bedrooms	19	\$228,463	\$253,650	\$188,393	2 Bedrooms	2	\$160,000	\$370,000		\$342,833
3 Bedrooms	70	\$276,825	\$270,880	\$223,038	3 Bedrooms	8	\$301,298	\$314,015		\$355,100
4+ Bedrooms	63	\$388,533	\$358,578	\$331,460	4+ Bedrooms	9	\$654,944	\$542,050		\$471,226
<b>Area 12746 Granite Bay</b>				<u>Last Year</u>	<b>Area 12201-12208 Lincoln</b>				<u>Last Year</u>	
Total Sales:	27			22	Total Sales:	85			100	
Pending Sales	25			21	Pending Sales	98			75	
Total Number of Listings	80			114	Total Number of Listings	117			358	
Median Sales Price	\$575,000			\$850,000	Median Sales Price				\$270,000	\$247,500
Average Sales Price	\$594,018			\$575,755	Average Sales Price				\$311,781	\$242,926
	<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	3	\$128,500	\$137,089		\$141,073
Houses	27	\$594,018	\$540,292	\$575,755	Houses	85	\$311,781	\$300,960		\$242,926
2 Bedrooms	0	\$0	\$680,000	\$0	2 Bedrooms	16	\$287,594	\$332,261		\$294,946
3 Bedrooms	6	\$464,500	\$400,143	\$261,667	3 Bedrooms	32	\$269,099	\$240,896		\$198,934
4+ Bedrooms	21	\$631,023	\$592,875	\$625,347	4+ Bedrooms	37	\$359,155	\$327,162		\$249,124
<b>Area 12301, 12306, 12307, 12658, Auburn, Newcastle</b>				<u>Last Year</u>	<b>Area 12302, 12303, 12305 MV,GV,CX,AG,Wei,BC</b>				<u>Last Year</u>	
Total Sales:	50			40	Total Sales:	32			29	
Pending Sales	46			22	Pending Sales	25			17	
Total Number of Listings	134			213	Total Number of Listings	82			143	
Median Sales Price	\$338,500			\$319,750	Median Sales Price				\$199,500	\$225,000
Average Sales Price	\$354,888			\$263,992	Average Sales Price				\$258,551	\$277,060
	<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	\$57,000	\$87,822	\$240,000	Condos	0	\$0	\$0		\$0
Houses	50	\$354,888	\$362,232	\$263,992	Houses	32	\$258,551	\$298,230		\$277,060
2 Bedrooms	5	\$140,600	\$178,525	\$219,600	2 Bedrooms	7	\$179,164	\$99,600		\$135,065
3 Bedrooms	26	\$349,711	\$323,269	\$241,436	3 Bedrooms	20	\$226,068	\$278,235		\$230,690
4+ Bedrooms	19	\$418,363	\$559,850	\$342,578	4+ Bedrooms	5	\$499,625	\$390,375		\$486,356
<b>Area 12677, 12765 Rocklin</b>				<u>Last Year</u>	<b>Area 12304 Foresthill</b>				<u>Last Year</u>	
Total Sales:	79			68	Total Sales:	9			7	
Pending Sales	72			45	Pending Sales	11			5	
Total Number of Listings	77			249	Total Number of Listings	34			62	
Median Sales Price	\$299,000			\$190,750	Median Sales Price				\$159,900	\$150,000
Average Sales Price	\$333,897			\$283,968	Average Sales Price				\$166,411	\$221,986
	<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	\$153,414	\$137,520	\$127,100	Condos	0	\$0	\$0		\$0
Houses	79	\$333,897	\$337,732	\$283,968	Houses	9	\$166,411	\$199,688		\$221,986
2 Bedrooms	3	\$318,333	\$286,750	\$229,167	2 Bedrooms	2	\$149,950	\$158,400		\$165,000
3 Bedrooms	35	\$264,060	\$237,932	\$222,058	3 Bedrooms	6	\$158,800	\$268,500		\$201,380
4+ Bedrooms	41	\$394,652	\$372,788	\$324,218	4+ Bedrooms	1	\$245,000	\$0		\$382,000

# 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	539	437	454		

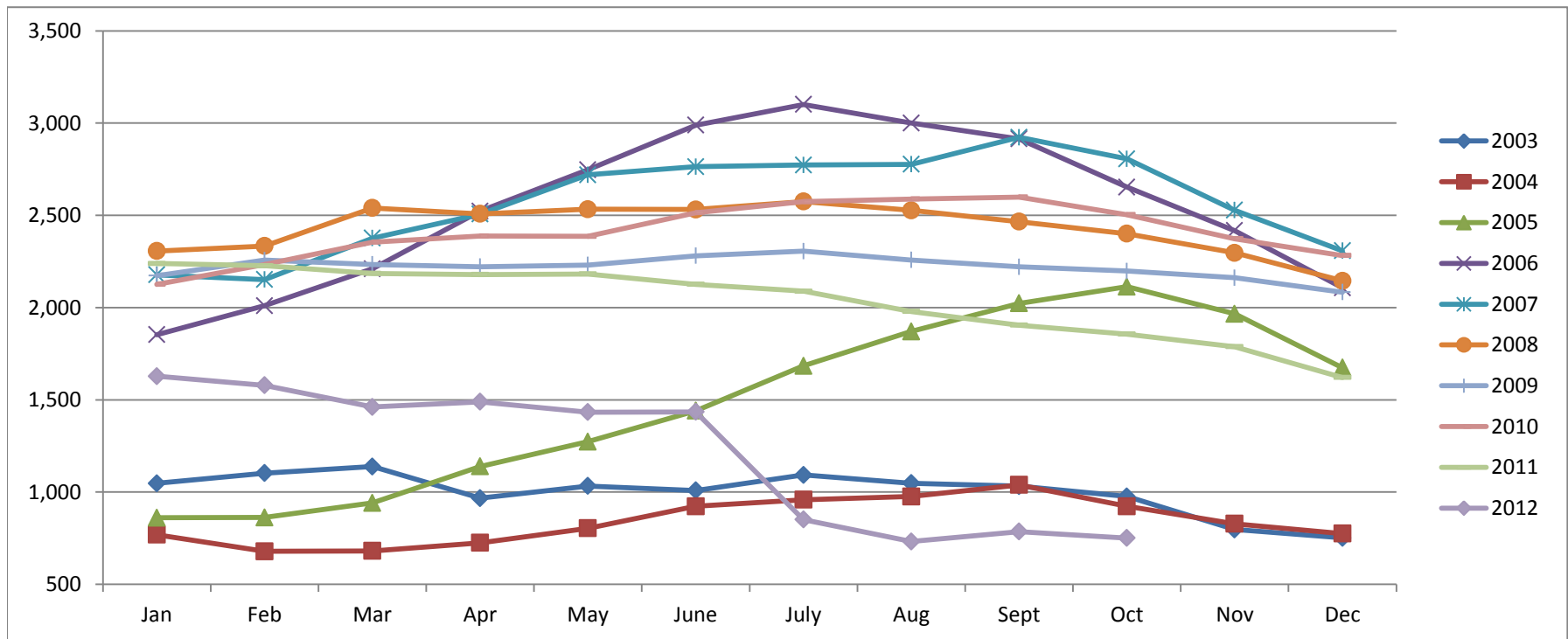


Based on MetroList™ Multiple Listing Service Data. Compiled monthly by PCAR, (916) 624-8271.

# 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	732	786	751		

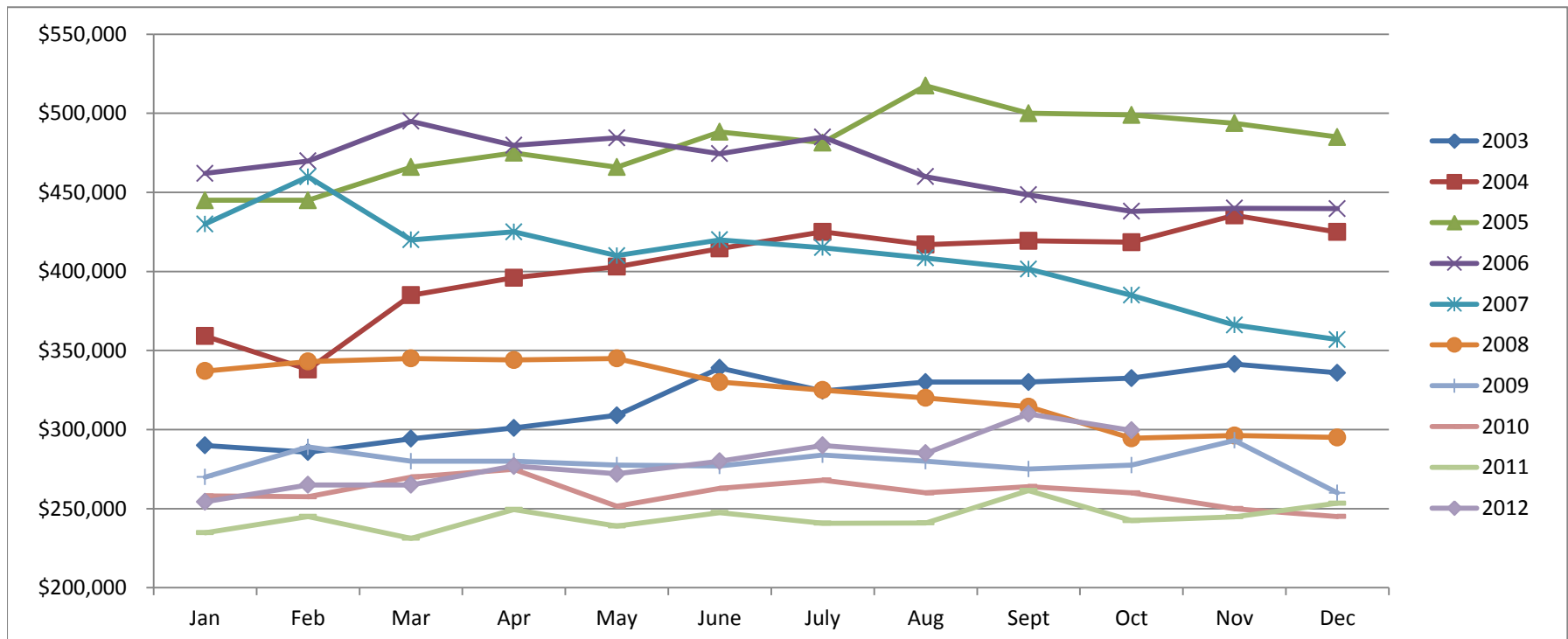


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# Placer County Association of REALTORS® (PCAR) Median Price for Single-Family Detached Homes (2003-2012)

(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	\$285,000	\$310,000	\$299,500		

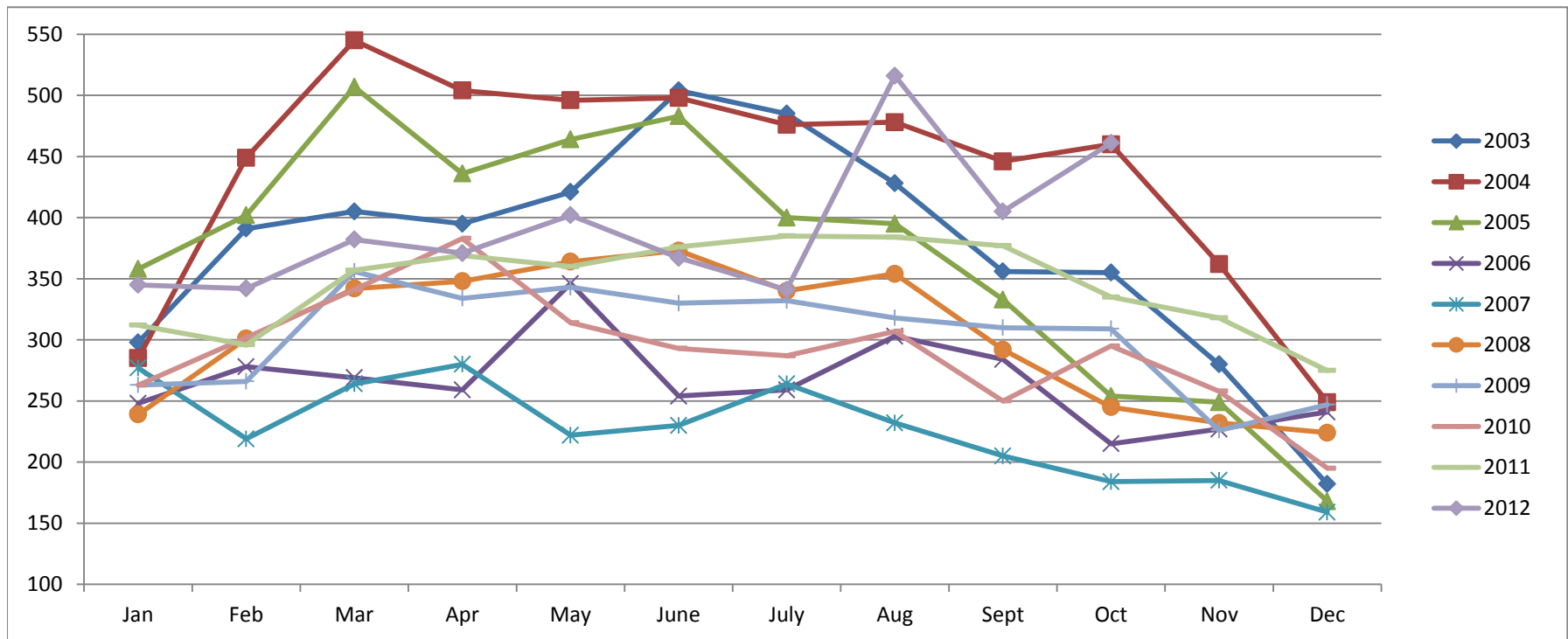


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# Placer County Association of REALTORS® (PCAR) Monthly New Sales Opened (2003-2012)

(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	516	405	461		



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