

MLS STATISTICS

SEPTEMBER 2008 – Placer County

RESIDENTIAL ONLY (Single Family Homes)

Preliminary Report

	Current Month	Last Month	% Change	Last Year	% Change
New Listings Published.....	678	718	-5.6%	744	-8.9%
Listing Inventory.....	2,466	2,527	-2.4%	2,923	-15.6%
Number of New Escrows.....	292	354	-17.5%	205	42.4%
Number of Closed Escrows.....	424	422	0.5%	221	91.9%
Dollar Volume of Closed Escrows...	\$153,318,662	\$161,102,671	-4.8%	\$111,117,571	38.0%
Median ¹	\$314,450	\$320,000	-1.7%	\$401,000	-21.6%
Mean ²	\$361,601	\$381,760	-5.3%	\$502,794	-28.1%
Mode ³	\$300,000 to \$349,999	\$300,000 to \$349,999	NA	\$350,000 to \$399,999	NA

YEAR-TO-DATE STATISTICS

	1/1/08 to 9/30/08	1/1/08 to 8/31/08	1/1/07 9/30/07	% Change
New Listings Published.....	6,356	5,678	7,969	-20.2%
Number of New Escrows Opened...	2,953	2,661	2,212	33.5%
Number of Closed Escrows.....	3,196	2,772	2,658	20.2%
Dollar Volume of Closed Escrows...	\$1,237,940,424	\$1,084,621,762	\$1,378,656,838	-10.2%
Median.....	\$361,601	\$320,000	\$521,652	-30.7%
Mean.....	\$314,450	\$381,760	\$437,869	-28.2%

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.....	1	0.2%	0	0	0
\$70,000-\$79,999...	0	0.0%	2	0	0
\$80,000-\$89,999...	0	0.0%	0	0	0
\$90,000-\$99,999...	3	0.7%	2	0	0
\$100,000-\$119,999...	0	0.0%	1	0	1
\$120,000-\$139,999...	10	2.4%	2	0	0
\$140,000-\$159,999...	3	0.7%	4	0	0
\$160,000-\$179,999...	4	0.9%	4	0	0
\$180,000-\$199,999...	9	2.1%	2	0	1
\$200,000-\$249,999...	49	11.6%	6	1	1
\$250,000-\$299,999...	74	17.5%	2	1	5
\$300,000-\$349,999...	92	21.7%	0	0	0
\$350,000-\$399,999...	57	13.4%	0	0	1
\$400,000-\$449,999...	41	9.7%	0	0	0
\$450,000-\$499,999...	27	6.4%	0	0	2
\$500,000-\$749,999...	45	10.6%	0	0	0
\$750,000-\$999,999...	4	0.9%	0	0	0
OVER \$1,000,000.....	5	1.2%	0	0	0
TOTAL.....	424		25	2	11

Selling Price of Classes Listed Above

\$89,999 or less.....	0.6%
\$90,000-\$139,999.....	4.1%
\$140,000-\$179,999.....	3.2%
\$180,000-\$299,999..	32.7%
\$300,000-\$399,999..	32.5%
\$400,000-\$749,999..	24.9%
\$750,000 and over....	1.9%



TYPE OF FINANCING OF UNITS SOLD

Financing	# of units
Cash.....	63
Conventional.....	270
FHA.....	64
VA.....	10
Other.....	17

LENGTH OF TIME ON MARKET

Days on Market	# of units	% of total
1-30 Days.....	233	54.95%
31-60 Days.....	54	12.74%
61-90 Days.....	42	9.91%
91-120 Days.....	34	8.02%
121+ Days.....	61	14.39%

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 SEPTEMBER 2008

Number of New Listings:	678	Total Sales Reported Last Month:	422
Number of New Listings Last Month:	718	Sales Volume:	\$153,318,662
Total Sales Reported:	424	Average Sales Price:	\$361,601

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:	424	25	\$168,806	\$169,112	\$232,211
Pending Sales:	292	424	\$361,601	\$381,760	\$502,794
Total Number of Listings:	2,466	51	\$321,750	\$324,547	\$376,939
Median Sales Price:	\$314,450	170	\$312,290	\$316,579	\$423,103
Average Sales Price	\$361,601	203	\$412,907	\$452,159	\$615,456

Breakdown By Areas

Area 12747,12661,12668,12678 Roseville

		Last Year		
Total Sales:	168	76		
Pending Sales:	109	79		
Total Number of Listings:	671	879		
Median Sales Price:	\$299,000	\$385,000		
Average Sale Price:	\$336,675	\$423,344		
	<u>#Sold</u>	<u>Avg. Sale Price</u>	<u>Last Month</u>	<u>Last Year</u>
Condos:	16	\$166,472	\$154,143	\$228,998
Houses:	168	\$336,675	\$352,131	\$423,344
2 Bedrooms:	17	\$266,509	\$263,609	\$348,429
3 Bedrooms:	73	\$305,735	\$289,725	\$369,774
4+Bedrooms	78	\$380,924	\$422,692	\$510,465

Area 12650,12663 Loomis, Penryn

		Last Year		
Total Sales:	10	11		
Pending Sales:	5	8		
Total Number of Listings:	151	130		
Median Sales Price:	\$497,500	\$485,000		
Average Sales Price:	\$573,100	\$522,136		
	<u>#Sold</u>	<u>Avg. Sale Price</u>	<u>Last Month</u>	<u>Last Year</u>
Condos:	0	\$0	\$0	\$0
Houses:	10	\$573,100	\$567,810	\$522,136
2 Bedrooms	0	\$0	\$285,000	\$0
3 Bedrooms	4	\$505,000	\$672,625	\$424,500
4+ Bedrooms	6	\$618,500	\$540,520	\$639,300

Area 12746 Granite Bay

		Last Year		
Total Sales:	16	14		
Pending Sales:	12	5		
Total Number of Listings:	198	218		
Median Sales Price:	\$496,250	\$907,000		
Average Sale Price:	\$559,125	\$981,607		
	<u>#Sold</u>	<u>Avg. Sale Price</u>	<u>Last Month</u>	<u>Last Year</u>
Condos:	0	\$0	\$0	\$0
Houses:	16	\$559,125	\$695,015	\$981,607
2 Bedrooms	1	\$351,000	\$0	\$0
3 Bedrooms	8	\$457,438	\$518,500	\$1,078,833
4+ Bedrooms	7	\$705,071	\$728,637	\$849,000

Area 12201-12208 Lincoln

		Last Year		
Total Sales:	110	55		
Pending Sales:	84	41		
Total Number of Listings:	526	614		
Median Sales Price:	\$299,500	\$396,244		
Average Sales Price:	\$330,459	\$493,862		
	<u>#Sold</u>	<u>Avg. Sale Price</u>	<u>Last Month</u>	<u>Last Year</u>
Condos:	6	\$206,176	\$214,005	\$229,995
Houses:	110	\$330,459	\$335,369	\$493,862
2 Bedrooms	21	\$400,080	\$461,364	\$424,464
3 Bedrooms	31	\$230,129	\$269,460	\$391,901
4+ Bedrooms	58	\$358,876	\$340,984	\$597,979

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

		Last Year		
Total Sales:	21	25		
Pending Sales:	16	17		
Total Number of Listings:	286	316		
Median Sales Price:	\$306,000	\$512,000		
Average Sales Price:	\$344,093	\$555,158		
	<u>#Sold</u>	<u>Avg. Sale Price</u>	<u>Last Month</u>	<u>Last Year</u>
Condos:	2	\$76,275	\$87,013	\$0
Houses:	21	\$344,093	\$431,537	\$555,158
2 Bedrooms	4	\$262,863	\$332,500	\$332,200
3 Bedrooms	14	\$366,929	\$420,917	\$551,635
4+Bedrooms	3	\$345,833	\$487,143	\$613,833

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

		Last Year		
Total Sales:	16	7		
Pending Sales:	9	7		
Total Number of Listings:	233	207		
Median Sales Price:	\$405,000	\$450,000		
Average Sales Price:	\$465,156	\$421,214		
	<u>#Sold</u>	<u>Avg. Sale Price</u>	<u>Last Month</u>	<u>Last Year</u>
Condos:	0	\$0	\$0	\$0
Houses:	16	\$465,156	\$335,714	\$421,214
2 Bedrooms	1	\$239,000	\$232,900	\$343,667
3 Bedrooms	10	\$377,350	\$326,182	\$474,167
4+Bedrooms	5	\$686,000	\$459,500	\$495,000

Area 12677, 12765 Rocklin

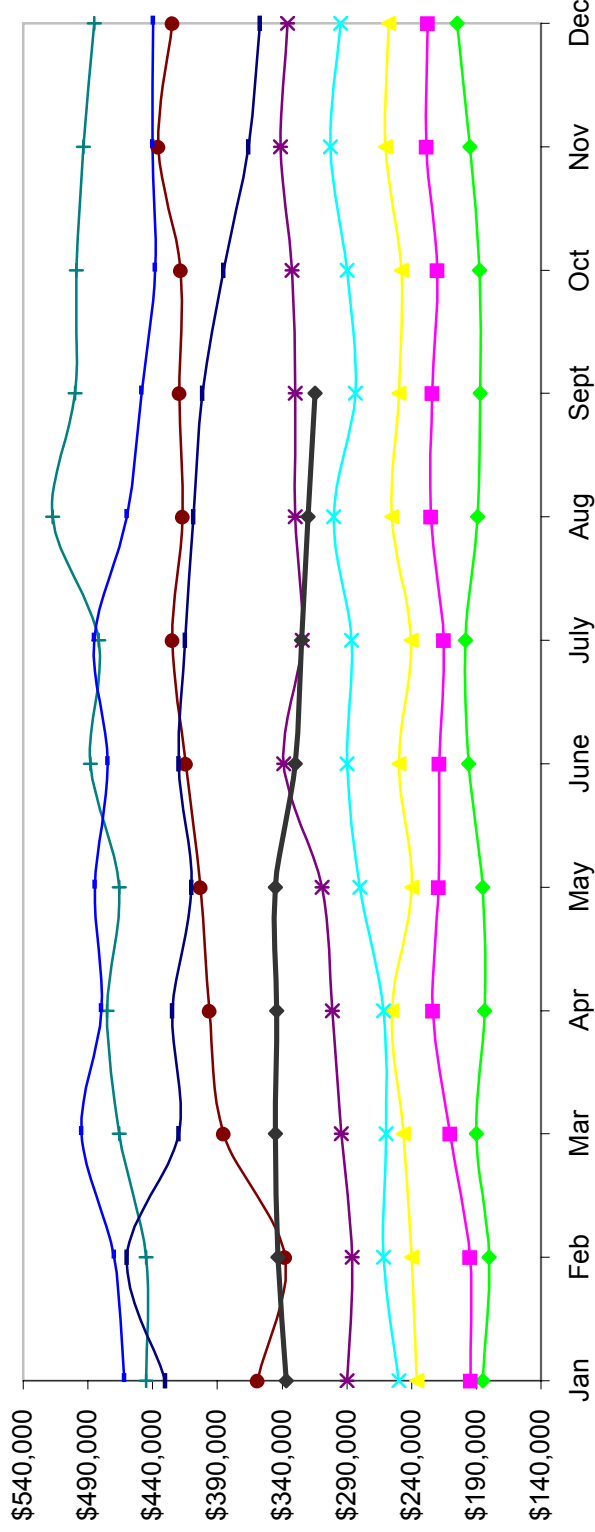
		Last Year		
Total Sales:	77	31		
Pending Sales:	52	43		
Total Number of Listings:	322	480		
Median Sales Price:	\$339,000	\$400,000		
Average Sales Price:	\$383,458	\$449,213		
	<u>#Sold</u>	<u>Avg. Sale Price</u>	<u>Last Month</u>	<u>Last Year</u>
Condos:	1	\$167,000	\$198,929	\$249,500
Houses:	77	\$383,458	\$375,996	\$449,213
2 Bedrooms	6	\$289,417	\$311,250	\$298,000
3 Bedrooms	25	\$296,024	\$288,838	\$363,457
4+Bedrooms	46	\$443,243	\$458,501	\$567,371

Area 12304 Foresthill

		Last Year		
Total Sales:	6	2		
Pending Sales:	3	3		
Total Number of Listings:	62	61		
Median Sales Price:	\$259,500	\$771,000		
Average Sales Price:	\$290,833	\$771,000		
	<u>#Sold</u>	<u>Avg. Sale Price</u>	<u>Last Month</u>	<u>Last Year</u>
Condos:	0	\$0	\$0	\$0
Houses:	6	\$290,833	\$301,417	\$771,000
2 Bedrooms	1	\$99,000	\$270,667	\$382,000
3 Bedrooms	5	\$329,200	\$367,500	\$0
4+Bedrooms	0	\$0	\$261,500	\$1,160,000

Placer County Association of REALTORS® (PCAR) Median Price for Single-Family Detached Homes (1999-2008) (Placer County Resale Homes)

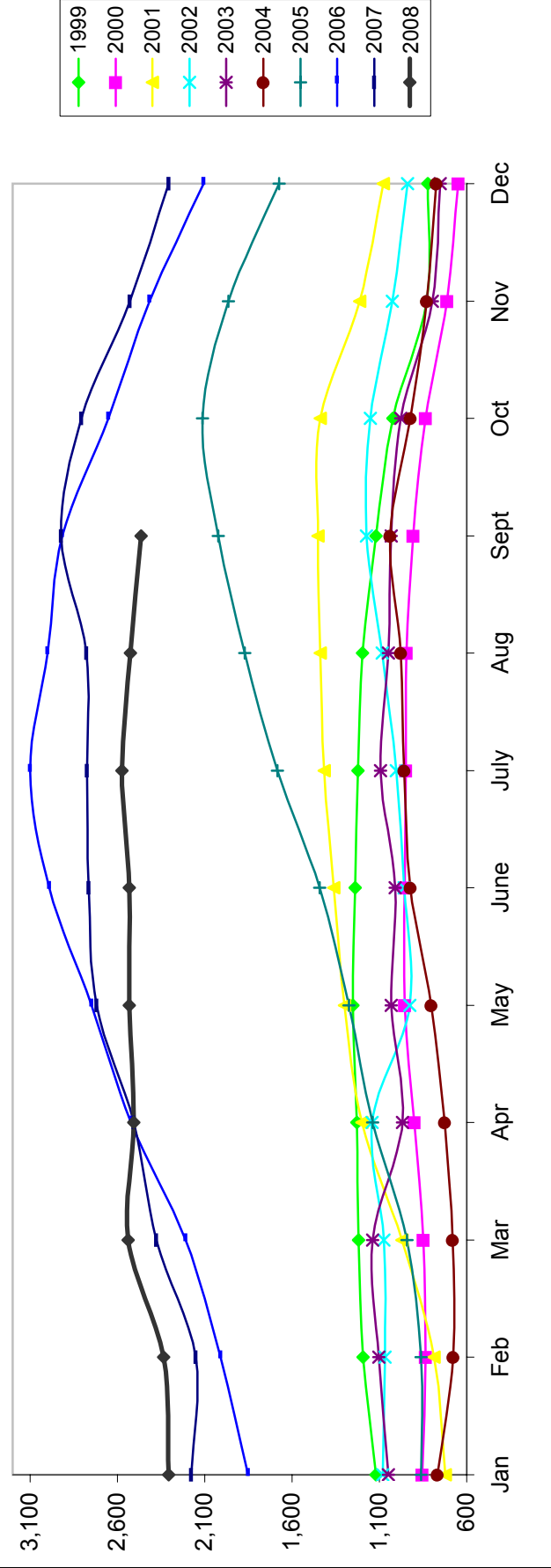
	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
1999	\$184,900	\$180,000	\$190,000	\$183,500	\$184,900	\$195,950	\$198,500	\$189,000	\$187,000	\$187,250	\$195,000	\$204,950
2000	\$194,500	\$195,000	\$210,000	\$223,500	\$219,250	\$218,500	\$215,000	\$225,000	\$224,000	\$220,000	\$228,750	\$227,750
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	\$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			



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Placer County Association of REALTORS® (PCAR) Total Listing Inventory by Month (1999-2008) (Placer County Resale Homes)

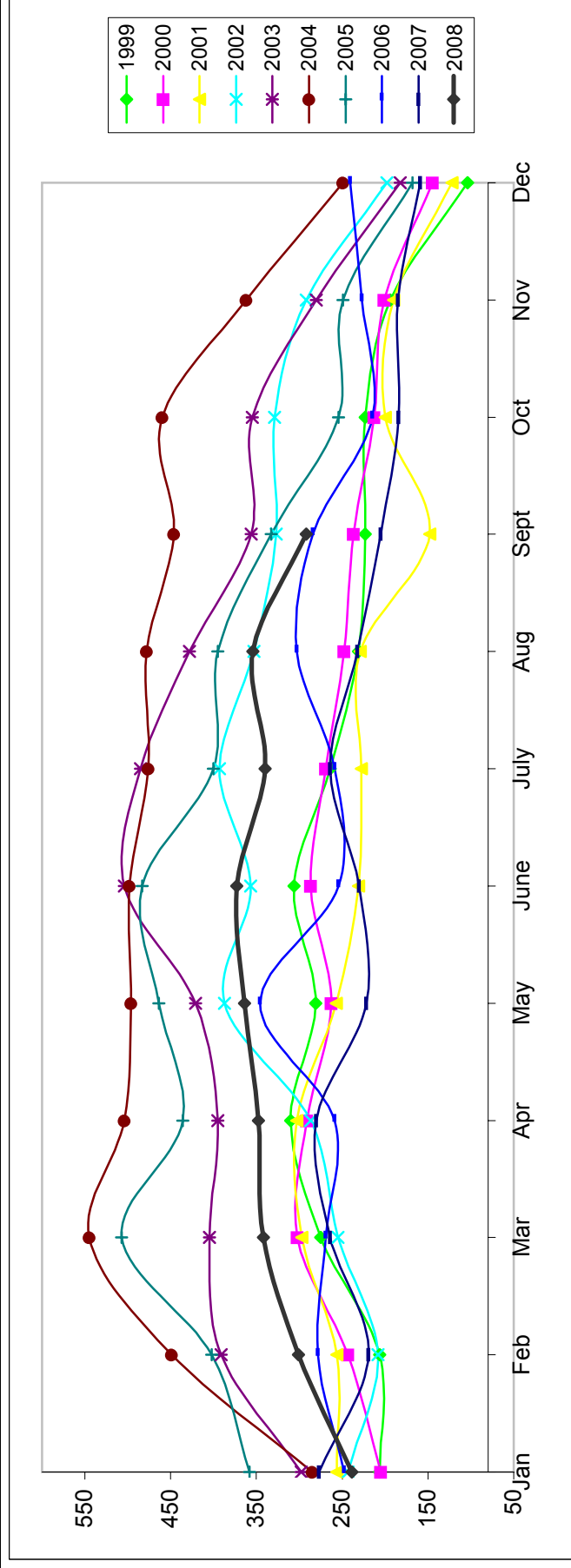
	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
1999	1,120	1,192	1,218	1,229	1,251	1,239	1,223	1,197	1,119	1,022	829	821
2000	855	836	847	900	954	954	950	946	906	834	712	650
2001	723	787	972	1,200	1,301	1,362	1,417	1,440	1,452	1,438	1,213	1,077
2002	1,082	1,069	1,075	1,143	926	958	1,002	1,083	1,174	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	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			



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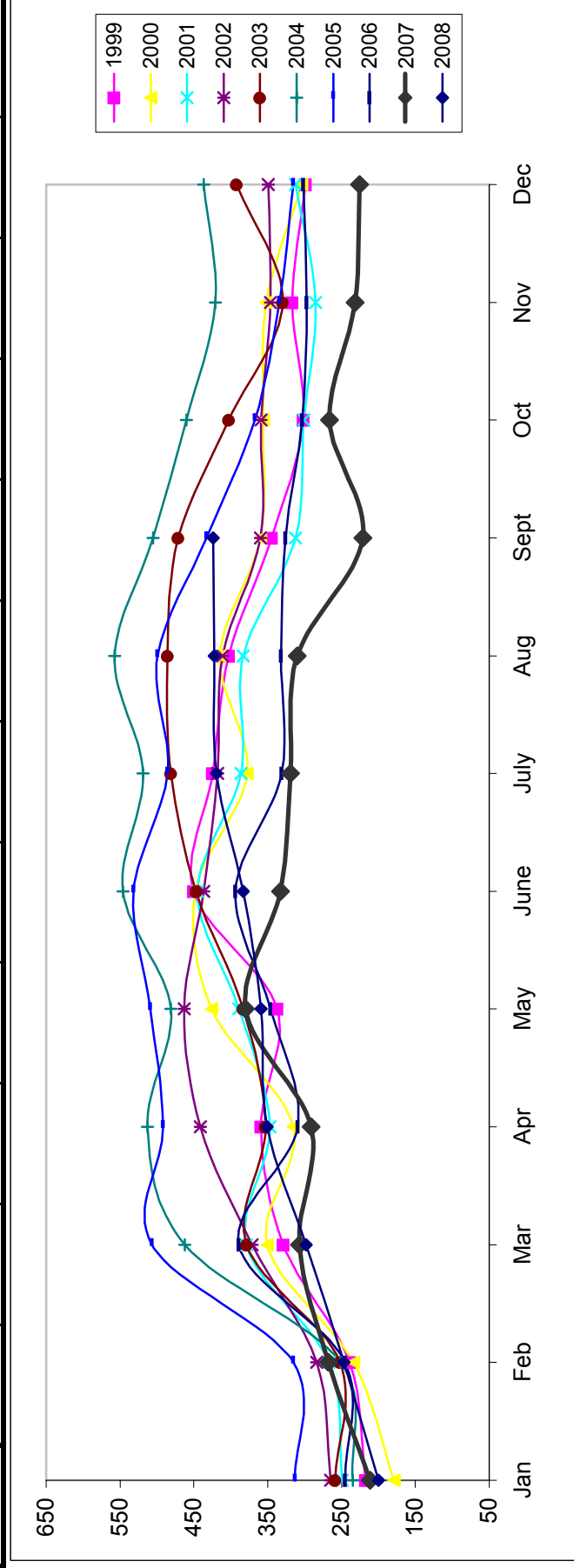
Placer County Association of REALTORS® (PCAR) Monthly New Sales Opened (1999-2008) (Placer County Resale Homes)

Year	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
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	230	264	232	205	184	185	159
2008	239	301	342	348	364	373	340	354	292			



Placer County Association of REALTORS® (PCAR) Monthly Closed Escrows (1999-2008) (Placer County Resale Homes)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
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	333	319	310	221	266	232	226
2008	200	247	298	351	359	383	419	422	424			



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