

MLS Statistics

SEPTEMBER 2011 - Placer County

RESIDENTIAL ONLY (Single Family Homes)

Preliminary Report

	Current Month	Last Month	% Change	Last Year	% Change
New Listings Published	564	558	1.1%	639	-11.7%
Listing Inventory	1,905	1,979	-3.7%	2,599	-26.7%
Number of New Escrows	377	384	-1.8%	250	50.8%
Number of Closed Escrows	495	532	-7.0%	408	21.3%
Median (1)	\$261,500	\$241,000	8.5%	\$264,000	-0.9%
Mean (2)	\$303,514	\$305,765	-0.7%	\$319,662	-5.1%
Mode (3)	\$200,000 to \$249,999	\$200,000 to \$249,999	NA	\$200,000 to \$249,999	NA

YEAR-TO-DATE STATISTICS

	01/01/11 to 09/30/11	01/01/11 to 08/31/10	01/01/10 to 09/30/10	% Change
New Listings Published	4,738	4,174	6,163	-23.1%
Number of New Escrows Opened	3,216	2,839	2,740	17.4%
Number of Closed Escrows	3,943	3,448	3,504	12.5%
Dollar Volume of Closed Escrows	\$1,214,094,319	\$1,063,854,905	\$1,157,899,872	4.9%
Median	\$260,000	\$260,000	\$264,000	-1.5%
Mean	\$307,960	\$305,765	\$319,662	-3.7%

PRICE BRACKET OF SALES BASED ON FINAL SALES

Selling Price	Singlefamily Residential	Percent of Total	Condos	Resid. Income	Resid. Lots/Land
UNDER \$69,999	1	0.2%	7	0	3
\$70,000-\$79,999	0	0.0%	1	0	0
\$80,000-\$89,999	1	0.2%	3	0	0
\$90,000-\$99,999	2	0.4%	2	0	2
\$100,000-\$119,999	8	1.6%	6	0	2
\$120,000-\$139,999	20	4.0%	2	0	0
\$140,000-\$159,999	13	2.6%	2	0	1
\$160,000-\$179,999	36	7.3%	2	0	0
\$180,000-\$199,999	34	6.9%	2	0	1
\$200,000-\$249,999	106	21.4%	0	1	2
\$250,000-\$299,999	92	18.6%	0	1	0
\$300,000-\$349,999	58	11.7%	0	0	0
\$350,000-\$399,999	37	7.5%	0	0	0
\$400,000-\$449,999	25	5.1%	0	0	0
\$450,000-\$499,999	16	3.2%	0	0	0
\$500,000-\$749,999	32	6.5%	0	0	0
\$750,000-\$999,999	9	1.8%	0	0	0
OVER \$1,000,000	5	1.0%	0	0	0
TOTAL	495		27	2	11

Selling Prices of Classes Listed Above

\$89,999 or less	3.0%
\$90,000-\$139,999	8.2%
\$140,000-\$179,999	10.1%
\$180,000-\$299,999	44.7%
\$300,000-\$399,999	17.8%
\$400,000-\$749,999	13.6%
\$750,000 and over	2.6%



TYPE OF FINANCING OF UNITS SOLD

Financing	# of Units
Cash	95
Conventional	229
FHA	121
VA	23
Other	27

LENGTH OF TIME ON MARKET

Days on Market	# of units	% of total
1-30 Days	203	41.0%
31-60 Days	71	14.3%
61-90 Days	64	12.9%
91-120 Days	48	9.7%
121+Days	109	22.0%

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 SEPTEMBER 2011

Number of New Listing:	564	Total Sales Reported Last Month:	532
Number of New Listings Last Month:	558	Sales Volume:	\$150,239,414
Total Sales Reported:	495	Average Sales Price:	\$303,514

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	495	Condos	27	\$104,507	\$111,573	\$130,350
Pending Sales	377	Houses	495	\$303,514	\$305,765	\$319,662
Total Number of Listings	1,905	2 Bedrooms	56	\$250,679	\$221,300	\$239,592
Median Sales Price	\$261,500	3 Bedrooms	214	\$235,676	\$246,319	\$265,842
Average Sales Price	\$303,514	4+ Bedrooms	225	\$381,185	\$389,062	\$388,046

Breakdown By Areas

Area 12747, 12661, 12668, 12678 Roseville					Area 12650, 12663 Loomis, Penryn				
				Last Year					Last Year
Total Sales:	181			157	Total Sales:	18			14
Pending Sales	126			84	Pending Sales	18			9
Total Number of Listings	607			825	Total Number of Listings	93			108
Median Sales Price	\$160,000			\$250,000	Median Sales Price	\$287,000			\$440,000
Average Sales Price	\$264,246			\$294,100	Average Sales Price	\$390,972			\$480,757
	<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	16	\$105,441	\$123,614	\$124,456	Condos	0	\$0	\$0	\$0
Houses	181	\$264,246	\$286,917	\$294,100	Houses	18	\$390,972	\$448,954	\$480,757
2 Bedrooms	21	\$198,262	\$198,157	\$195,231	2 Bedrooms	1	\$134,000	\$148,000	\$175,000
3 Bedrooms	83	\$228,157	\$250,835	\$245,696	3 Bedrooms	10	\$265,500	\$266,433	\$339,400
4+ Bedrooms	77	\$321,143	\$339,444	\$355,768	4+ Bedrooms	7	\$606,929	\$587,786	\$607,325

Area 12746 Granite Bay					Area 12201-12208 Lincoln				
				Last Year					Last Year
Total Sales:	29			19	Total Sales:	119			100
Pending Sales	18			14	Pending Sales	80			59
Total Number of Listings	126			162	Total Number of Listings	369			592
Median Sales Price	\$570,000			\$508,000	Median Sales Price	\$450,000			\$251,250
Average Sales Price	\$657,138			\$548,513	Average Sales Price	\$273,512			\$281,032
	<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	2	\$111,750	\$129,464	\$147,136
Houses	29	\$657,138	\$615,257	\$548,513	Houses	119	\$273,512	\$263,429	\$281,032
2 Bedrooms	1	\$259,500	\$0	\$0	2 Bedrooms	27	\$310,006	\$282,922	\$305,429
3 Bedrooms	3	\$391,000	\$293,700	\$462,286	3 Bedrooms	39	\$206,679	\$219,800	\$249,818
4+ Bedrooms	25	\$704,980	\$704,578	\$598,813	4+ Bedrooms	53	\$304,099	\$294,527	\$299,910

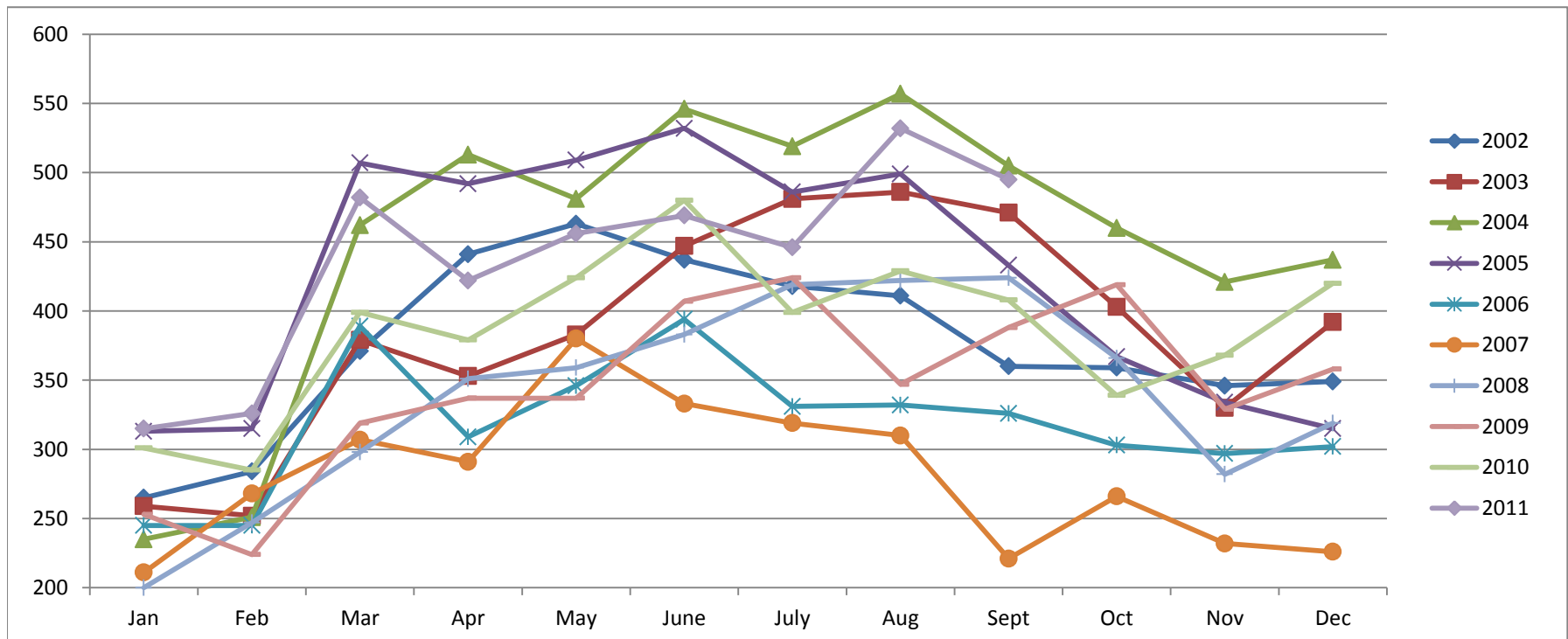
Area 12301, 12306, 12307, 12658, Auburn, Newcastle					Area 12302, 12303, 12305 MV,GV,CX,AG,Wei,BC				
				Last Year					Last Year
Total Sales:	49			31	Total Sales:	20			25
Pending Sales	27			17	Pending Sales	22			12
Total Number of Listings	213			279	Total Number of Listings	164			186
Median Sales Price	\$472,000			\$300,000	Median Sales Price	\$230,000			\$330,660
Average Sales Price	\$300,096			\$359,332	Average Sales Price	\$283,104			\$316,402
	<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	\$43,717	\$62,343	\$135,000	Condos	1	\$85,000	\$93,000	\$0
Houses	49	\$300,096	\$298,231	\$359,332	Houses	20	\$283,104	\$296,589	\$271,376
2 Bedrooms	3	\$123,300	\$164,875	\$148,775	2 Bedrooms	0	\$0	\$132,850	\$158,750
3 Bedrooms	30	\$287,573	\$259,896	\$318,415	3 Bedrooms	11	\$197,008	\$284,225	\$215,738
4+ Bedrooms	16	\$356,725	\$486,167	\$457,486	4+ Bedrooms	9	\$388,333	\$752,833	\$450,500

Area 12677, 12765 Rocklin					Area 12304 Foresthill				
				Last Year					Last Year
Total Sales:	81			71	Total Sales:	9			5
Pending Sales	42			55	Pending Sales	7			1
Total Number of Listings	285			394	Total Number of Listings	66			48
Median Sales Price	\$252,000			\$269,000	Median Sales Price	\$245,000			\$240,000
Average Sales Price	\$300,767			\$320,514	Average Sales Price	\$232,156			\$295,400
	<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	5	\$139,000	\$131,650	\$91,998	Condos	0	\$0	\$0	\$0
Houses	75	\$294,345	\$300,767	\$320,514	Houses	9	\$232,156	\$168,688	\$295,400
2 Bedrooms	3	\$229,667	\$255,250	\$309,580	2 Bedrooms	0	\$0	\$127,167	\$160,000
3 Bedrooms	34	\$221,062	\$225,250	\$257,249	3 Bedrooms	8	\$228,050	\$193,600	\$239,500
4+ Bedrooms	38	\$365,021	\$344,815	\$403,115	4+ Bedrooms	1	\$265,000	\$0	\$419,000

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
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	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			

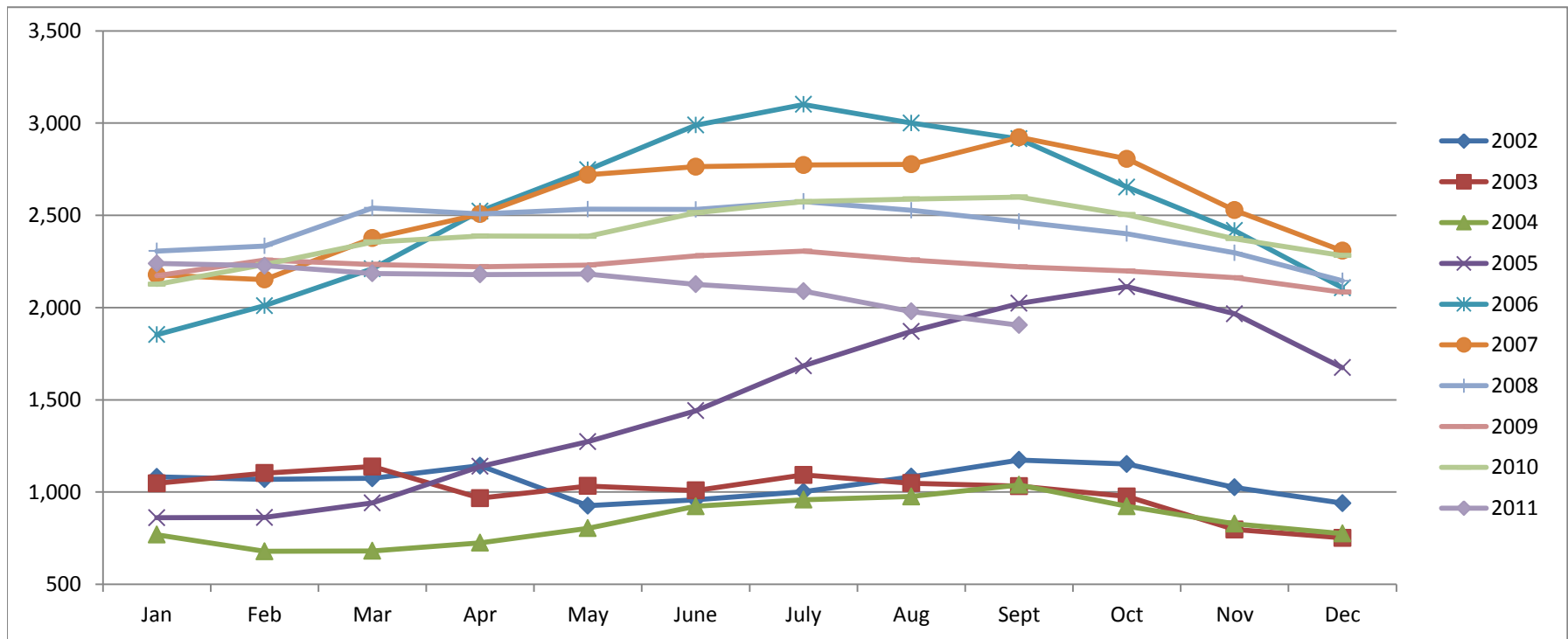


Based on MetroList™ Multiple Listing Service Data. Compiled monthly by PCAR, (916) 624-8271.

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	2,179	2,182	2,126	2,089	1,979	1,905			

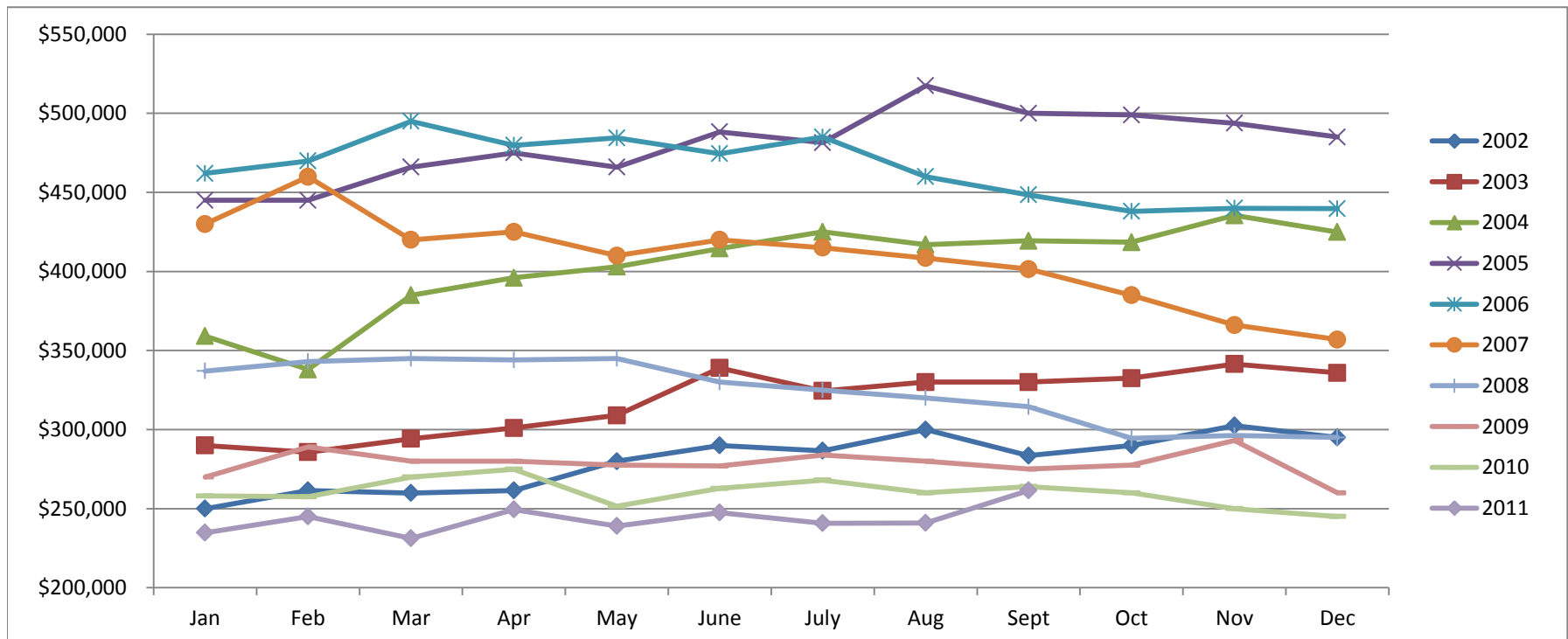


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Placer County Association of REALTORS® (PCAR) Median Price for Single-Family Detached Homes (2002-2011)

(Placer County Resale Homes)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
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	\$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			

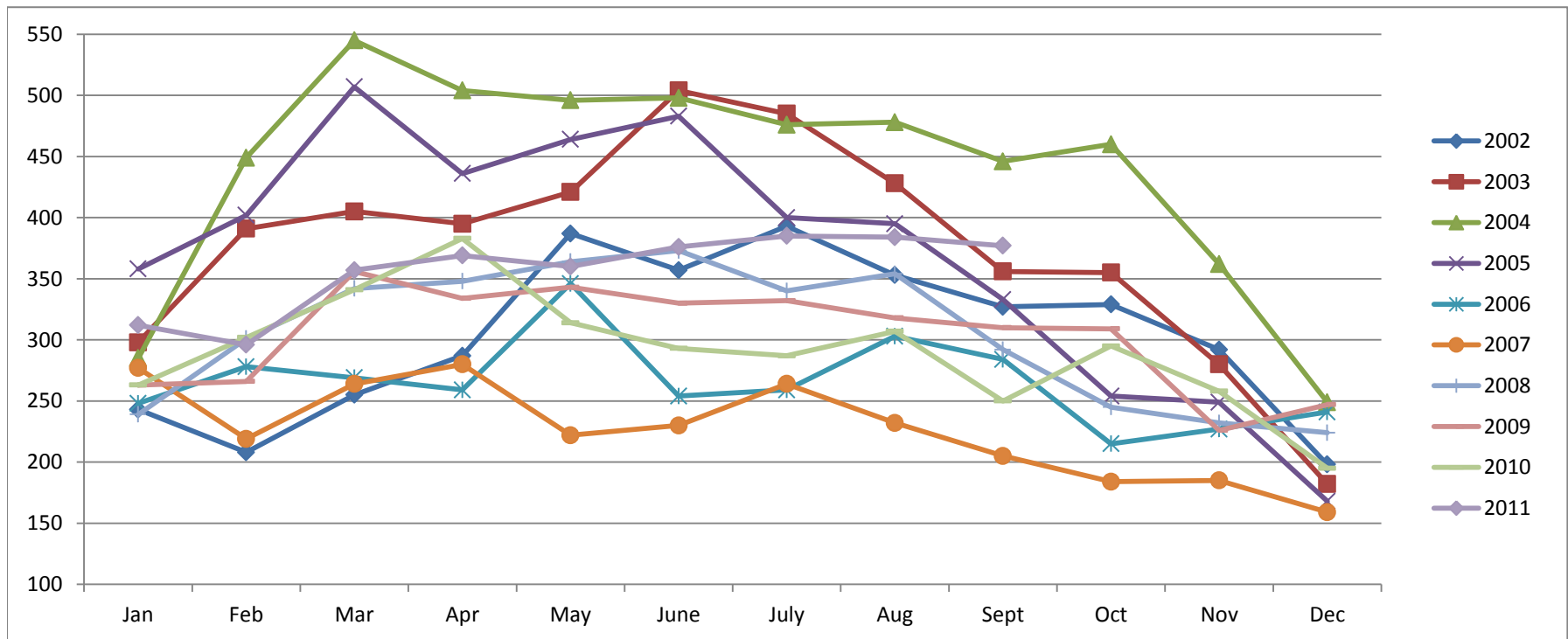


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Placer County Association of REALTORS® (PCAR) Monthly New Sales Opened (2002-2011)

(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	369	360	376	385	384	377			



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