

# MLS Statistics

## September 2013 - Placer County

### RESIDENTIAL ONLY (Single Family Homes) Preliminary Report

	Current Month	Last Month	% Change	Last Year	% Change
New Listings Published	454	624	-27.2%	332	36.7%
Listing Inventory	1,045	1,020	2.5%	786	33.0%
Number of New Escrows	296	437	-32.3%	405	-26.9%
Number of Closed Escrows	446	486	-8.2%	437	2.1%
Median (1)	\$362,750	\$360,000	0.8%	\$310,000	17.0%
Mean (2)	\$391,718	\$399,639	-2.0%	\$331,848	18.0%
Mode (3)	\$300,000 to \$349,999	\$300,000 to \$349,999	NA	\$200,000 to \$249,999	NA

### YEAR-TO-DATE STATISTICS

	01/01/13 to 09/30/13	01/01/13 to 08/31/13	01/01/12 to 09/30/12	% Change
New Listings Published	5,073	4,619	4,230	19.9%
Number of New Escrows Opened	3,224	2,928	3,327	-3.1%
Number of Closed Escrows	4,370	3,915	4,220	3.6%
Dollar Volume of Closed Escrows	\$1,678,898,958	\$1,501,253,422	\$1,315,059,265	27.7%
Median	\$345,000	\$344,000	\$275,000	25.5%
Mean	\$384,187	\$383,462	\$312,499	22.9%

### PRICE BRACKET OF SALES BASED ON FINAL SALES

Selling Price	Singlefamily Residential	Percent of Total	Condos	Resid. Income	Resid. Lots/Land
UNDER \$69,999	1	0.2%	0	0	2
\$70,000-\$79,999	1	0.2%	2	0	0
\$80,000-\$89,999	0	0.0%	0	0	0
\$90,000-\$99,999	0	0.0%	0	0	0
\$100,000-\$119,999	0	0.0%	4	1	1
\$120,000-\$139,999	1	0.2%	9	0	0
\$140,000-\$159,999	3	0.7%	1	0	1
\$160,000-\$179,999	6	1.3%	4	0	3
\$180,000-\$199,999	11	2.5%	2	0	0
\$200,000-\$249,999	37	8.3%	4	0	1
\$250,000-\$299,999	61	13.7%	1	0	2
\$300,000-\$349,999	84	18.8%	1	1	2
\$350,000-\$399,999	73	16.4%	0	1	0
\$400,000-\$449,999	60	13.5%	0	0	0
\$450,000-\$499,999	33	7.4%	0	0	0
\$500,000-\$749,999	63	14.1%	0	0	0
\$750,000-\$999,999	7	1.6%	0	0	0
OVER \$1,000,000	5	1.1%	0	1	0
<b>TOTAL</b>	<b>446</b>		<b>28</b>	<b>4</b>	<b>12</b>

#### Selling Prices of Classes Listed Above

\$89,999 or less	1.2%
\$90,000-\$139,999	3.3%
\$140,000-\$179,999	3.7%
\$180,000-\$299,999	24.3%
\$300,000-\$399,999	33.1%
\$400,000-\$749,999	31.8%
\$750,000 and over	2.7%



### TYPE OF FINANCING OF UNITS SOLD

Financing	# of Units
Cash	103
Conventional	261
FHA	63
VA	26
Other	27

### LENGTH OF TIME ON MARKET

Days on Market	# of units	% of total
1-30 Days	336	70.0%
31-60 Days	86	17.9%
61-90 Days	31	6.5%
91-120 Days	20	4.2%
121+Days	7	1.5%

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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 - August 2013

Number of New Listing:	454	Total Sales Reported Last Month:	486
Number of New Listings Last Month:	624	Sales Volume:	\$174,706,036
Total Sales Reported:	446	Average Sales Price:	\$391,718

*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	446	Condos	28	\$158,918	\$157,612	\$122,527
Pending Sales	296	Houses	446	\$391,718	\$399,639	\$331,848
Total Number of Listings	1,045	2 Bedrooms	56	\$324,630	\$293,629	\$271,871
Median Sales Price	\$362,750	3 Bedrooms	212	\$329,334	\$341,740	\$275,874
Average Sales Price	\$391,718	4+ Bedrooms	178	\$487,123	\$483,420	\$388,205

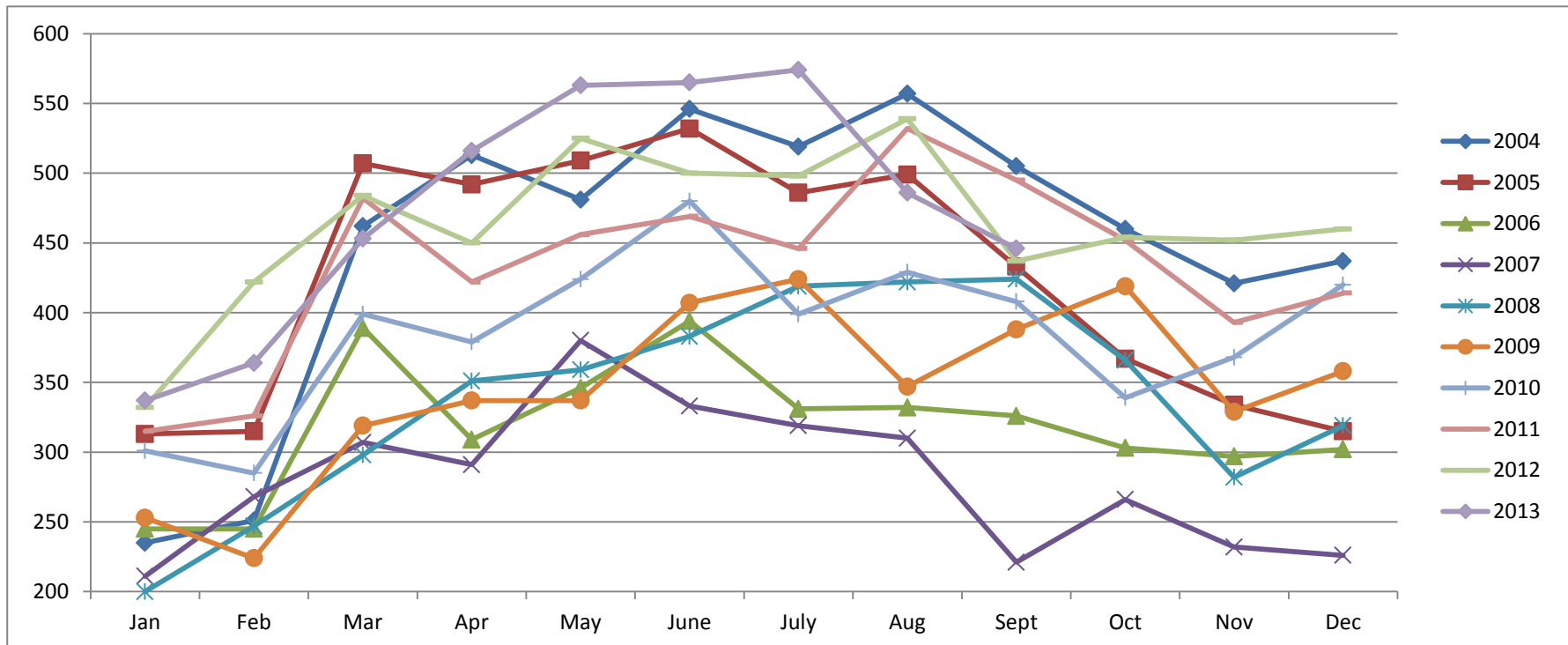
## Breakdown By Areas

Area 12747, 12661, 12668, 12678 Roseville				Last Year	Area 12650, 12663 Loomis, Penryn				Last Year		
Total Sales:	175			158	Total Sales:	18			20		
Pending Sales	121			85	Pending Sales	11			6		
Total Number of Listings	314			188	Total Number of Listings	47			51		
Median Sales Price	\$347,000			\$309,500	Median Sales Price	\$581,750			\$337,000		
Average Sales Price	\$364,889			\$315,878	Average Sales Price	\$725,703			\$376,623		
	<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	5	\$181,840	\$187,586	\$112,875	Condos	1	\$230,000	\$0	\$205,338		
Houses	175	\$364,889	\$368,001	\$315,878	Houses	18	\$725,703	\$642,294	\$376,623		
2 Bedrooms	16	\$268,448	\$288,300	\$253,650	2 Bedrooms	0	\$0	\$0	\$370,000		
3 Bedrooms	88	\$317,066	\$323,248	\$270,880	3 Bedrooms	9	\$406,740	\$410,386	\$314,015		
4+ Bedrooms	71	\$445,895	\$435,707	\$358,578	4+ Bedrooms	9	\$1,044,667	\$832,036	\$542,050		
<b>Area 12746 Granite Bay</b>					<u>Last Year</u>	<b>Area 12201-12208 Lincoln</b>					<u>Last Year</u>
Total Sales:	18			24	Total Sales:	82			91		
Pending Sales	16			12	Pending Sales	54			57		
Total Number of Listings	112			85	Total Number of Listings	194			109		
Median Sales Price	\$607,450			\$508,000	Median Sales Price	\$351,250			\$275,000		
Average Sales Price	\$608,383			\$540,292	Average Sales Price	\$364,358			\$300,960		
	<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	4	\$198,625	\$220,000	\$137,089		
Houses	18	\$608,383	\$743,589	\$540,292	Houses	82	\$364,358	\$373,299	\$300,960		
2 Bedrooms	0	\$0	\$0	\$680,000	2 Bedrooms	23	\$384,309	\$406,535	\$332,261		
3 Bedrooms	5	\$332,600	\$537,270	\$400,143	3 Bedrooms	29	\$339,913	\$308,776	\$240,896		
4+ Bedrooms	13	\$714,454	\$820,004	\$592,875	4+ Bedrooms	30	\$372,693	\$420,561	\$327,162		
<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:	48			31	Total Sales:	29			27		
Pending Sales	28			28	Pending Sales	17			16		
Total Number of Listings	116			125	Total Number of Listings	101			105		
Median Sales Price	\$336,000			\$345,000	Median Sales Price	\$385,000			\$315,000		
Average Sales Price	\$373,052			\$362,232	Average Sales Price	\$360,262			\$298,230		
	<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	8	\$142,563	\$112,671	\$87,822	Condos	2	\$102,500	\$0	\$0		
Houses	48	\$373,052	\$379,561	\$362,232	Houses	29	\$360,262	\$300,893	\$298,230		
2 Bedrooms	6	\$305,500	\$256,870	\$178,525	2 Bedrooms	4	\$211,750	\$131,222	\$99,600		
3 Bedrooms	28	\$314,571	\$389,200	\$323,269	3 Bedrooms	17	\$359,862	\$388,923	\$278,235		
4+ Bedrooms	14	\$518,964	\$429,053	\$559,850	4+ Bedrooms	8	\$435,366	\$364,667	\$390,375		
<b>Area 12677, 12765 Rocklin</b>					<u>Last Year</u>	<b>Area 12304 Foresthill</b>					<u>Last Year</u>
Total Sales:	65			78	Total Sales:	10			8		
Pending Sales	40			42	Pending Sales	8			4		
Total Number of Listings	119			83	Total Number of Listings	36			39		
Median Sales Price	\$375,000			\$325,000	Median Sales Price	\$242,000			\$192,000		
Average Sales Price	\$393,977			\$337,732	Average Sales Price	\$269,050			\$199,688		
	<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	8	\$146,313	\$166,000	\$137,520	Condos	0	\$0	\$0	\$0		
Houses	65	\$393,977	\$423,005	\$337,732	Houses	10	\$269,050	\$341,430	\$199,688		
2 Bedrooms	6	\$343,083	\$391,000	\$286,750	2 Bedrooms	0	\$0	\$172,500	\$158,400		
3 Bedrooms	28	\$358,025	\$350,388	\$237,932	3 Bedrooms	8	\$223,188	\$364,067	\$268,500		
4+ Bedrooms	31	\$436,300	\$469,706	\$372,788	4+ Bedrooms	2	\$452,500	\$442,450	\$0		

# Placer County Association of REALTORS® (PCAR) Monthly Closed Escrows (2004-2013)

(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>
<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	422	456	469	446	532	495	452	393	414
<b>2012</b>	332	422	484	450	525	500	498	539	437	454	452	460
<b>2013</b>	337	364	453	516	563	565	574	486	446			

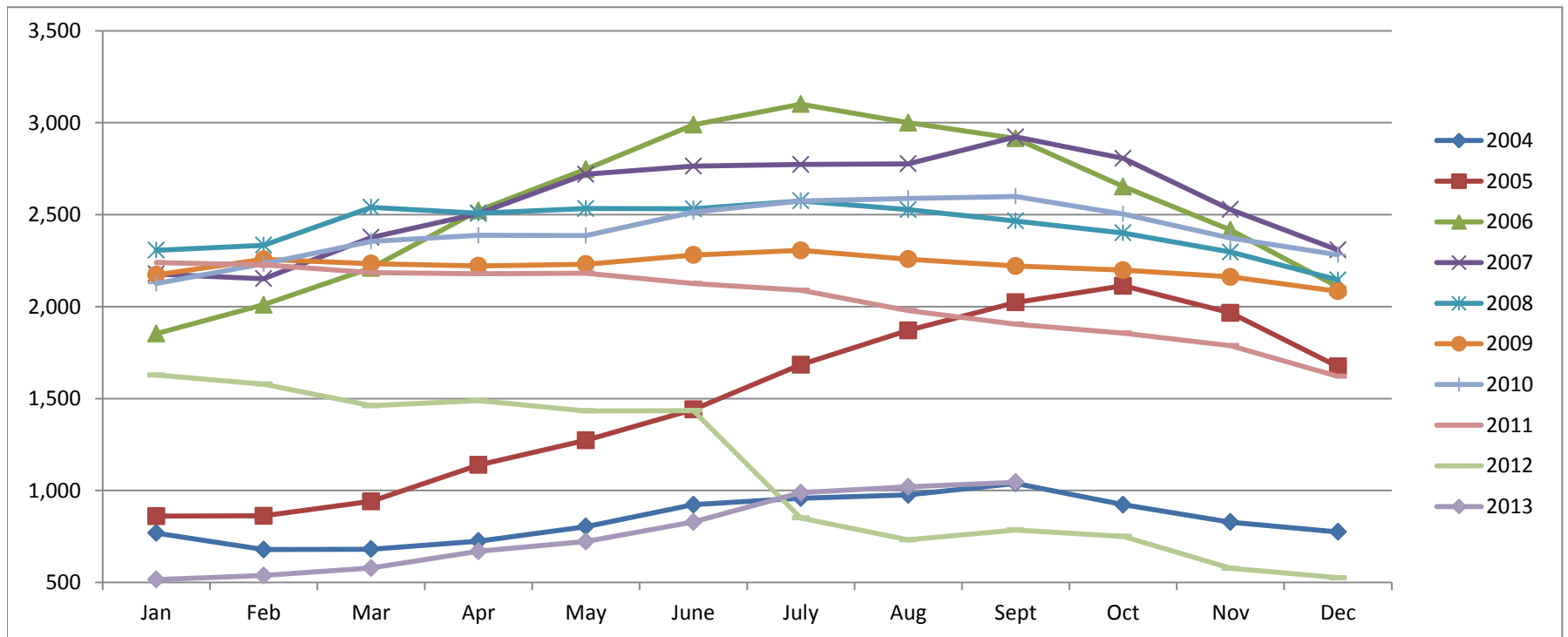


Based on MetroList™ Multiple Listing Service Data. Compiled monthly by PCAR, (916) 624-8271.

# Placer County Association of REALTORS® (PCAR) Total Listing Inventory by Month (2004-2013)

(Placer County Resale Homes)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
<b>2004</b>	769	679	681	725	804	923	959	976	1,039	923	828	775
<b>2005</b>	861	862	941	1,139	1,273	1,441	1,684	1,871	2,023	2,113	1,966	1,674
<b>2006</b>	1,853	2,010	2,210	2,523	2,747	2,989	3,101	3,000	2,915	2,653	2,417	2,107
<b>2007</b>	2,178	2,152	2,376	2,507	2,720	2,764	2,773	2,777	2,923	2,806	2,528	2,308
<b>2008</b>	2,307	2,334	2,540	2,508	2,533	2,532	2,575	2,527	2,466	2,401	2,297	2,145
<b>2009</b>	2,173	2,257	2,234	2,222	2,231	2,281	2,306	2,258	2,221	2,198	2,162	2,084
<b>2010</b>	2,126	2,233	2,355	2,388	2,386	2,514	2,574	2,589	2,599	2,504	2,373	2,282
<b>2011</b>	2,239	2,227	2,185	2,179	2,182	2,126	2,089	1,979	1,905	1,856	1,788	1,621
<b>2012</b>	1,628	1,579	1,461	1,489	1,433	1,435	851	732	786	751	577	526
<b>2013</b>	516	538	579	670	723	829	988	1,020	1,045			

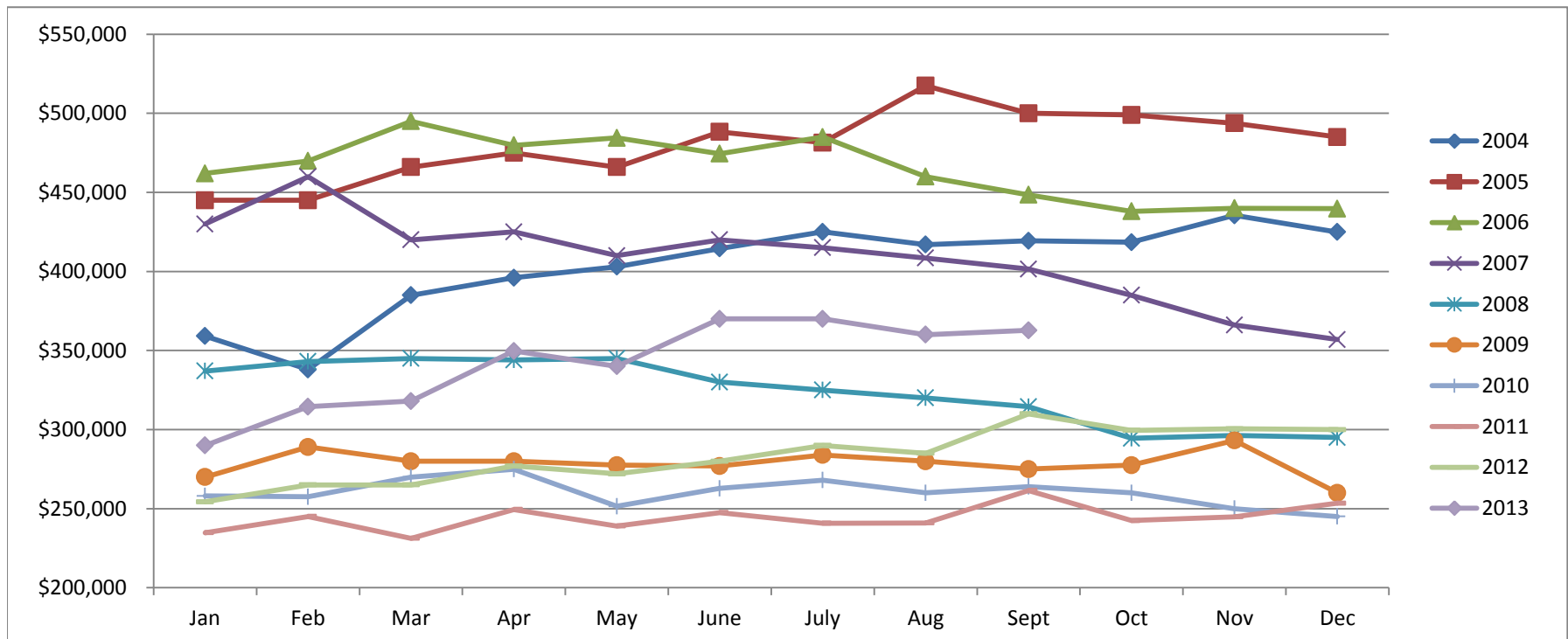


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# Placer County Association of REALTORS® (PCAR) Median Price for Single-Family Detached Homes (2004-2013)

(Placer County Resale Homes)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
<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	\$300,500	\$299,975
<b>2013</b>	\$290,000	\$314,500	\$318,000	\$349,700	\$340,000	\$370,000	\$370,000	\$360,000	\$362,750			

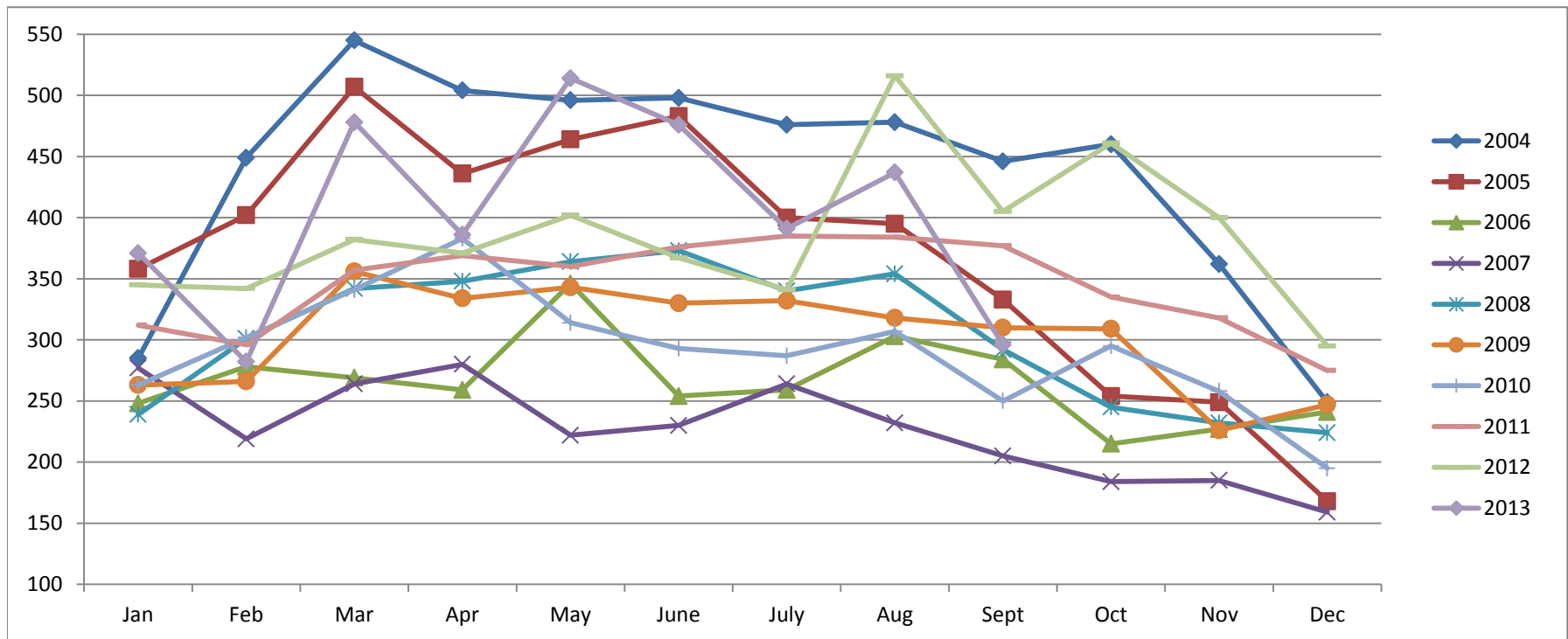


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# Placer County Association of REALTORS® (PCAR) Monthly New Sales Opened (2004-2013)

(Placer County Resale Homes)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
<b>2004</b>	285	449	545	504	496	498	476	478	446	460	362	249
<b>2005</b>	358	402	507	436	464	483	400	395	333	254	249	168
<b>2006</b>	248	278	269	259	346	254	259	303	284	215	227	241
<b>2007</b>	277	219	264	280	222	230	264	232	205	184	185	159
<b>2008</b>	239	301	342	348	364	373	340	354	292	245	232	224
<b>2009</b>	263	266	356	334	343	330	332	318	310	309	226	247
<b>2010</b>	263	302	341	383	314	293	287	307	250	295	258	195
<b>2011</b>	312	296	357	369	360	376	385	384	377	335	318	275
<b>2012</b>	345	342	382	371	402	367	341	516	405	461	400	295
<b>2013</b>	371	282	478	386	514	476	391	437	296			



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