

# MLS Statistics

September 2016 - Placer County

## RESIDENTIAL ONLY (Single Family Homes)

Preliminary Report

	Current Month	Last Month	% Change	Last Year	% Change
New Listings Published	570	571	-0.2%	472	20.8%
Listing Inventory	1,063	1,159	-8.3%	1,213	-12.4%
Number of New Escrows	472	456	3.5%	282	67.4%
Number of Closed Escrows	539	567	-4.9%	536	0.6%
Median (1)	\$430,235	\$430,000	0.1%	\$389,450	10.5%
Mean (2)	\$482,632	\$472,775	2.1%	\$444,298	8.6%
Mode (3)	\$500,000 to \$749,999	\$500,000 to \$749,999	NA	\$350,000 to \$399,999	NA

## YEAR-TO-DATE STATISTICS

	01/01/16 to 09/30/16	01/01/16 to 08/31/16	01/01/15 to 09/30/15	% Change
New Listings Published	5,068	4,498	4,403	15.1%
Number of New Escrows Opened	3,795	3,323	3,016	25.8%
Number of Closed Escrows	4,633	4,087	4,743	-2.3%
Dollar Volume of Closed Escrows	\$2,200,369,205	\$1,936,732,878	\$2,079,675,892	5.8%
Median	\$425,000	\$425,000	\$390,000	9.0%
Mean	\$473,876	\$473,876	\$438,473	8.1%

## 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%	0	0	7
\$70,000-\$79,999	0	0.0%	0	0	1
\$80,000-\$89,999	0	0.0%	0	0	0
\$90,000-\$99,999	1	0.2%	0	0	0
\$100,000-\$119,999	0	0.0%	1	0	1
\$120,000-\$139,999	0	0.0%	2	0	2
\$140,000-\$159,999	0	0.0%	2	0	2
\$160,000-\$179,999	2	0.4%	5	0	0
\$180,000-\$199,999	1	0.2%	1	0	2
\$200,000-\$249,999	10	1.9%	5	0	4
\$250,000-\$299,999	37	6.9%	5	1	1
\$300,000-\$349,999	65	12.1%	6	0	2
\$350,000-\$399,999	92	17.1%	1	0	1
\$400,000-\$449,999	99	18.4%	0	0	0
\$450,000-\$499,999	63	11.7%	0	0	1
\$500,000-\$749,999	126	23.4%	0	0	2
\$750,000-\$999,999	27	5.0%	0	1	0
OVER \$1,000,000	16	3.0%	0	0	0
<b>TOTAL</b>	<b>539</b>		<b>28</b>	<b>2</b>	<b>26</b>

### Selling Prices of Classes Listed Above

\$89,999 or less	1.3%
\$90,000-\$139,999	1.2%
\$140,000-\$179,999	1.8%
\$180,000-\$299,999	11.3%
\$300,000-\$399,999	28.1%
\$400,000-\$749,999	48.9%
\$750,000 and over	7.4%



## TYPE OF FINANCING OF UNITS SOLD

Financing	# of Units
Cash	103
Conventional	330
FHA	90
VA	43
Other	8

## LENGTH OF TIME ON MARKET

Days on Market	# of units	% of total
1-30 Days	370	64.5%
31-60 Days	103	17.9%
61-90 Days	60	10.5%
91-120 Days	25	4.4%
121+Days	16	2.8%

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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 - September 2016

Number of New Listing: 570 Total Sales Reported Last Month: 567  
 Number of New Listings Last Month: 571 Sales Volume: \$260,138,446  
 Total Sales Reported: 539 Average Sales Price: \$482,632

*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	539	Condos	28	\$233,757	\$214,355	\$186,218
Pending Sales	472	Houses	539	\$482,632	\$472,775	\$444,298
Total Number of Listings	1,063	2 Bedrooms	60	\$354,884	\$386,403	\$365,427
Median Sales Price	\$430,235	3 Bedrooms	230	\$422,251	\$412,159	\$381,408
Average Sales Price	\$482,632	4+ Bedrooms	249	\$569,187	\$561,251	\$545,219

## Breakdown By Areas

Area 12747, 12661, 12668, 12678 Roseville					Area 12650, 12663 Loomis, Penryn				
				<u>Last Year</u>					<u>Last Year</u>
Total Sales:	222			205	Total Sales:	18			21
Pending Sales	184			92	Pending Sales	18			7
Total Number of Listings	281			330	Total Number of Listings	67			72
Median Sales Price	\$425,000			\$375,000	Median Sales Price	\$587,000			\$408,000
Average Sales Price	\$438,639			\$400,232	Average Sales Price	\$614,358			\$653,733
	<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	14	\$245,336	\$197,357	\$194,864	Condos	0	\$0	\$255,000	\$245,000
Houses	222	\$438,639	\$440,927	\$400,232	Houses	18	\$614,358	\$650,059	\$653,733
2 Bedrooms	23	\$330,217	\$343,127	\$313,726	2 Bedrooms	1	\$448,000	\$0	\$235,000
3 Bedrooms	91	\$395,671	\$384,527	\$365,804	3 Bedrooms	11	\$494,227	\$484,636	\$418,711
4+ Bedrooms	108	\$497,934	\$511,638	\$468,326	4+ Bedrooms	6	\$862,325	\$953,333	\$949,000

Area 12746 Granite Bay					Area 12201-12209 Lincoln				
				<u>Last Year</u>					<u>Last Year</u>
Total Sales:	31			27	Total Sales:	86			107
Pending Sales	22			17	Pending Sales	89			57
Total Number of Listings	119			125	Total Number of Listings	156			187
Median Sales Price	\$765,000			\$635,000	Median Sales Price	\$399,995			\$373,000
Average Sales Price	\$923,839			\$714,242	Average Sales Price	\$419,503			\$396,913
	<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	\$262,667	\$250,750	\$205,333
Houses	31	\$923,839	\$723,555	\$714,242	Houses	86	\$419,503	\$446,186	\$396,913
2 Bedrooms	0	\$0	\$0	\$0	2 Bedrooms	15	\$461,640	\$462,287	\$433,109
3 Bedrooms	8	\$848,625	\$474,113	\$413,890	3 Bedrooms	35	\$354,850	\$379,716	\$355,983
4+ Bedrooms	23	\$950,001	\$810,317	\$840,706	4+ Bedrooms	36	\$464,802	\$503,291	\$410,596

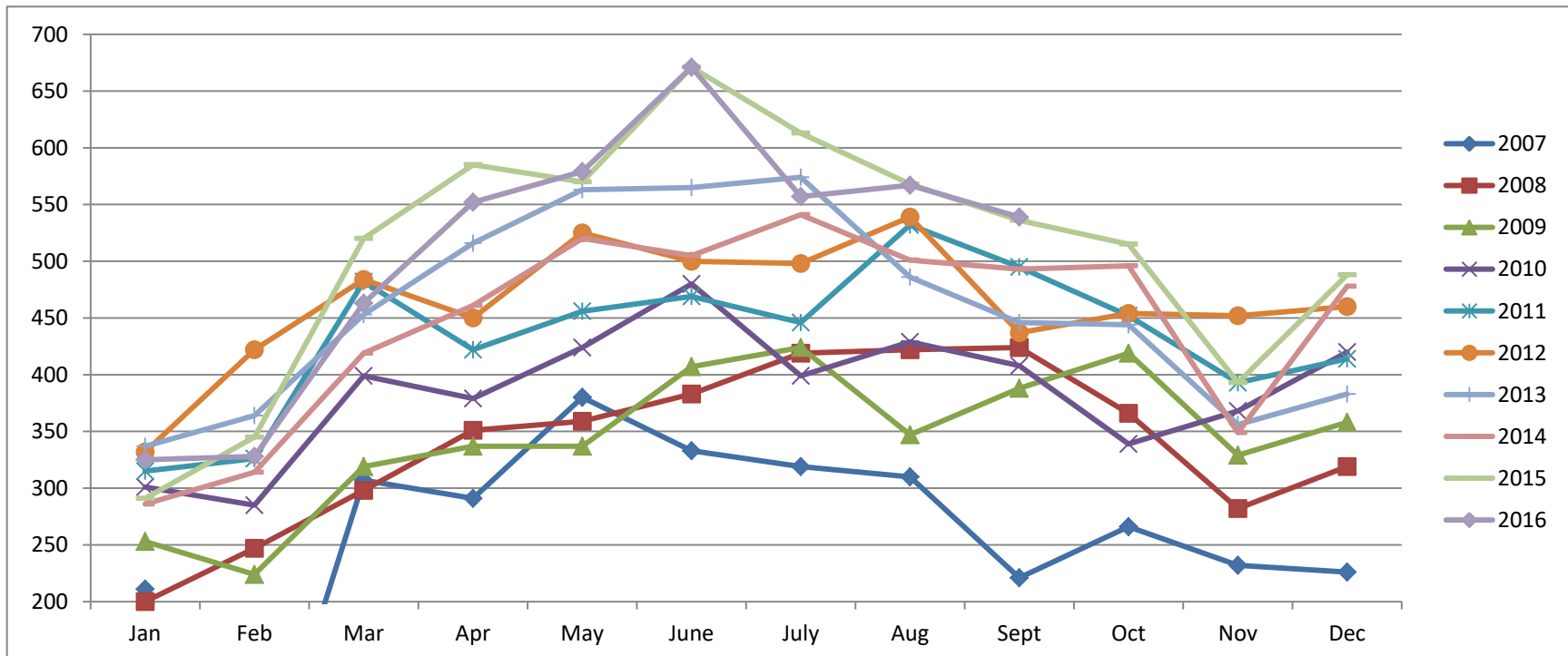
Area 12301, 12306, 12307, 12658, Auburn, Newcastle					Area 12302, 12303, 12305 MV,CV,CX,AG,Wei,BC				
				<u>Last Year</u>					<u>Last Year</u>
Total Sales:	43			51	Total Sales:	30			35
Pending Sales	38			25	Pending Sales	34			14
Total Number of Listings	159			160	Total Number of Listings	107			145
Median Sales Price	\$402,575			\$470,000	Median Sales Price	\$412,000			\$350,000
Average Sales Price	\$505,832			\$479,660	Average Sales Price	\$484,267			\$456,343
	<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	4	\$177,125	\$95,000	\$141,591	Condos	0	\$0	\$0	\$149,000
Houses	43	\$505,832	\$475,750	\$479,660	Houses	30	\$484,267	\$475,525	\$456,343
2 Bedrooms	7	\$308,064	\$389,011	\$204,500	2 Bedrooms	6	\$230,750	\$260,844	\$236,063
3 Bedrooms	22	\$444,788	\$424,333	\$435,756	3 Bedrooms	16	\$446,031	\$499,960	\$410,368
4+ Bedrooms	14	\$700,643	\$612,406	\$577,947	4+ Bedrooms	8	\$750,875	\$607,650	\$785,813

Area 12677, 12765 Rocklin					Area 12304 Foresthill				
				<u>Last Year</u>					<u>Last Year</u>
Total Sales:	95			76	Total Sales:	11			14
Pending Sales	74			60	Pending Sales	12			9
Total Number of Listings	144			159	Total Number of Listings	26			31
Median Sales Price	\$440,000			\$421,000	Median Sales Price	\$330,000			\$416,250
Average Sales Price	\$475,374			\$452,720	Average Sales Price	\$352,864			\$412,314
	<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	\$230,571	\$237,064	\$197,894	Condos	0	\$0	\$0	\$0
Houses	95	\$475,374	\$470,225	\$452,720	Houses	11	\$352,864	\$358,667	\$412,314
2 Bedrooms	6	\$371,583	\$356,000	\$412,864	2 Bedrooms	2	\$277,500	\$275,000	\$416,667
3 Bedrooms	36	\$416,477	\$424,949	\$377,291	3 Bedrooms	8	\$360,813	\$344,000	\$383,188
4+ Bedrooms	53	\$527,129	\$514,688	\$514,381	4+ Bedrooms	1	\$440,000	\$545,000	\$485,633

# Placer County Association of REALTORS® (PCAR) Monthly Closed Escrows (2007-2016)

(Placer County Resale Homes)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
2007	211	3	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	452	460
2013	337	364	453	516	563	565	574	486	446	444	356	383
2014	286	314	419	461	520	505	541	501	493	496	349	478
2015	291	345	520	585	570	671	613	568	536	515	393	488
2016	325	328	463	552	579	671	557	567	539			

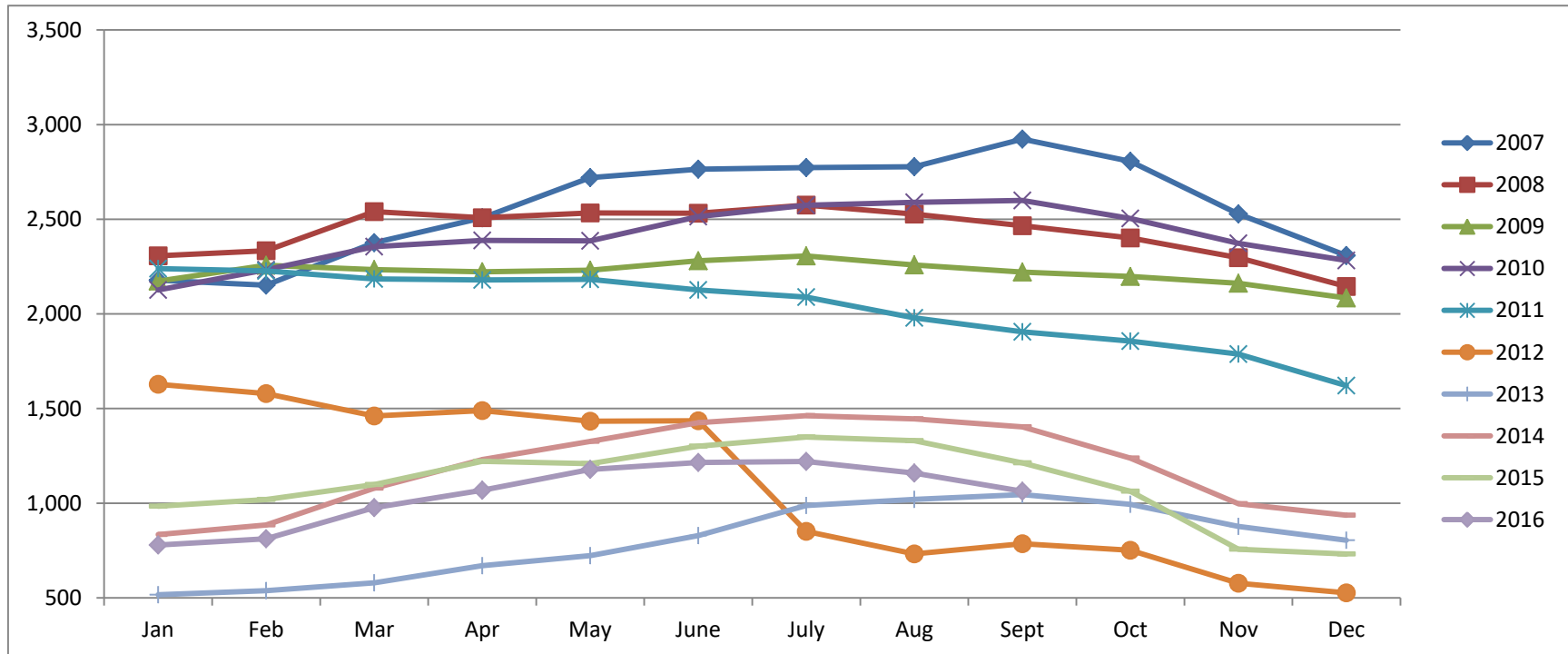


Based on MetroList™ Multiple Listing Service Data. Compiled monthly by PCAR, (916) 624-8271.

# Placer County Association of REALTORS® (PCAR) Total Listing Inventory by Month (2007-2016)

(Placer County Resale Homes)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
<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	994	877	804
<b>2014</b>	834	885	1,079	1,230	1,326	1,425	1,462	1,445	1,403	1,238	997	936
<b>2015</b>	984	1,019	1,098	1,221	1,209	1,301	1,349	1,330	1,213	1,063	757	731
<b>2016</b>	779	812	976	1,068	1,178	1,215	1,220	1,159	1,063			

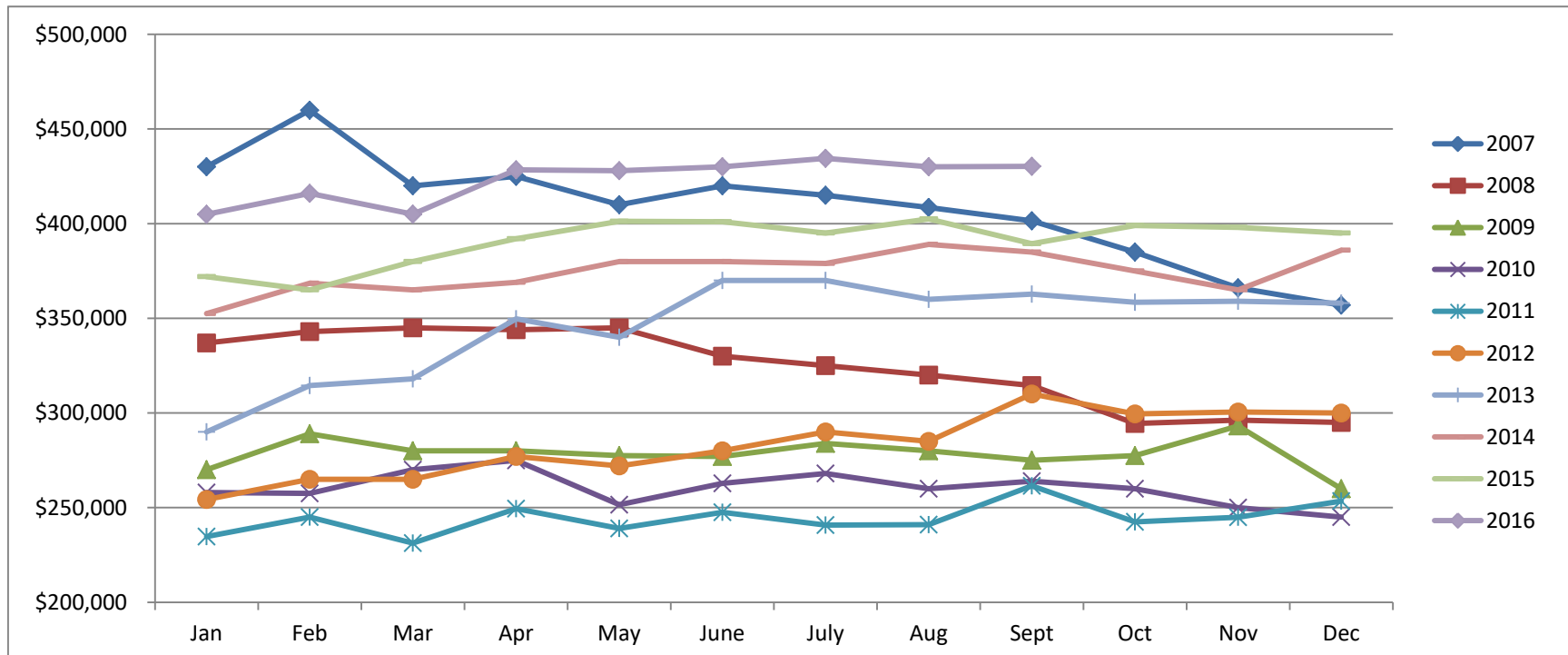


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# Placer County Association of REALTORS® (PCAR) Median Price for Single-Family Detached Homes (2007-2016)

(Placer County Resale Homes)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
<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	\$358,500	\$359,000	\$358,000
<b>2014</b>	\$352,500	\$368,500	\$365,000	\$369,000	\$379,995	\$380,000	\$379,000	\$389,000	\$385,000	\$375,000	\$365,000	\$386,000
<b>2015</b>	\$372,000	\$365,000	\$380,000	\$392,000	\$401,250	\$401,000	\$395,000	\$402,450	\$389,450	\$399,000	\$398,000	\$395,000
<b>2016</b>	\$404,900	\$416,000	\$405,000	\$428,429	\$427,990	\$430,000	\$434,500	\$430,000	\$430,235			

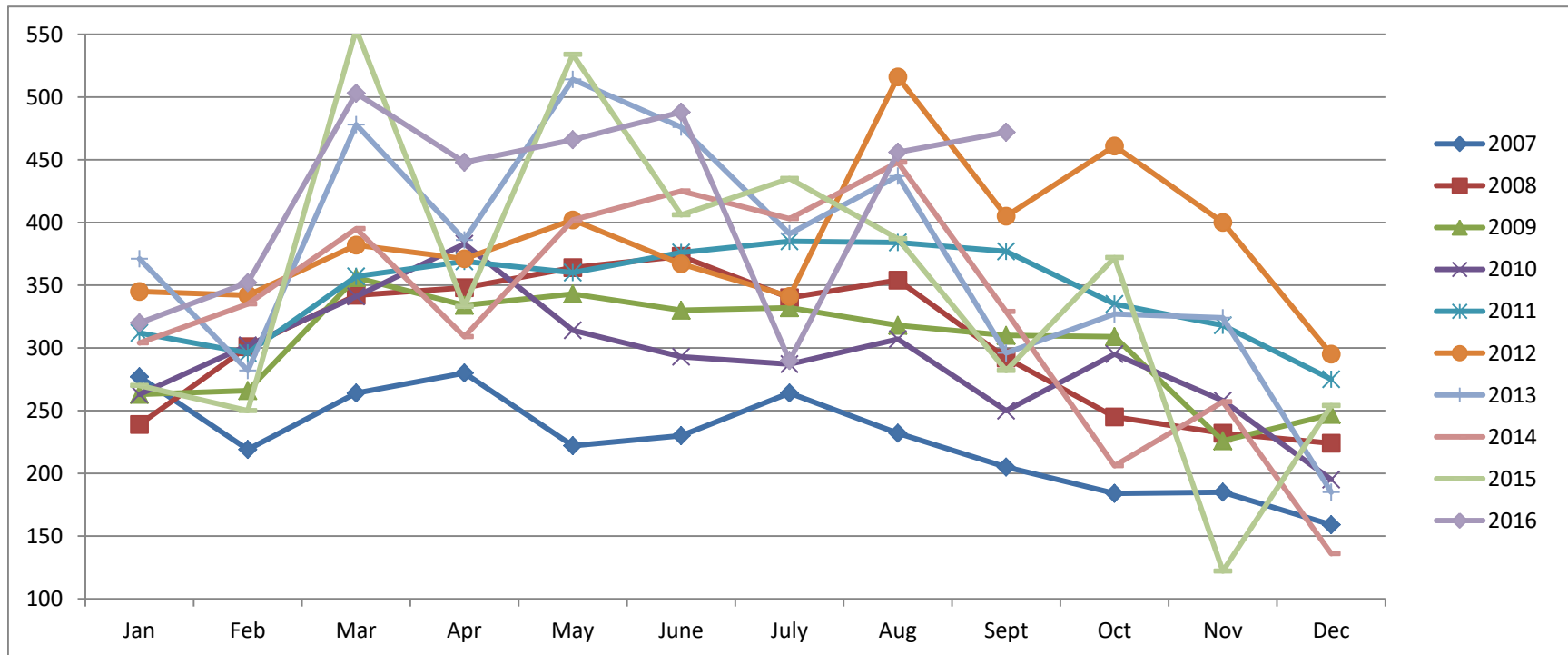


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# Placer County Association of REALTORS® (PCAR) Monthly New Sales Opened (2007-2016)

(Placer County Resale Homes)

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
<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	327	324	185
<b>2014</b>	304	335	395	309	402	425	403	448	329	206	257	136
<b>2015</b>	270	250	554	333	534	406	435	387	282	372	122	254
<b>2016</b>	320	352	503	448	466	488	290	456	472			



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