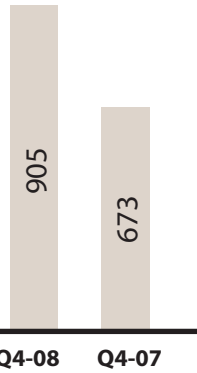


PLACER COUNTY

A market overview of single-family detached home sales

Q4
2008

UNIT SALES



MEDIAN PRICE



Homebuyers Take Advantage of Favorable Home Prices in Placer County During Fourth Quarter 2008

Growing numbers of move-up buyers and qualified investors took advantage of home price declines, fueling a 34 percent increase in the number of single-family detached homes sold in Placer County during the fourth quarter of 2008 compared with the same period of 2007, according to a report by the research division of Prudential California Realty based on an analysis of MLS data.

Lincoln led the way with a 52 percent year-over-year increase in home sales for the quarter, closely followed by Loomis (+44%), Roseville (+35%), Rocklin (+28%) and Auburn (+22%). Granite Bay (-6%) was the only Placer County market to experience a decline in sales, while sales in Newcastle remained unchanged from the year-ago period.

Brisk sales of aggressively priced new construction and bank-owned properties in some

markets continued to exert downward pressure on the median sales price of resale homes, which fell 20 percent from \$405,369 in the fourth quarter of 2007 to \$324,923 in the fourth quarter of 2008. Around the county, the median price of a home sold in Loomis fell by 26 percent from a year ago, followed by Granite Bay (-25%), Newcastle (-24%), Rocklin (-22%) and Lincoln (-21%).

For the foreseeable future, homebuyers with strong credit histories and sufficient down payments will continue to find attractive community amenities, properties and prices throughout Placer County. However, buyers will want to pay attention to inventory levels, which remained essentially unchanged year over year, a signal that the real estate market is continuing to move toward a state of equilibrium.

M A R K E T C O M P A R I S O N

City	Homes Sold Q4/08	Homes Sold Q4/07	% Change	Avg DOM* Q4/08	Avg DOM Q4/07	Change 08/07 (days)	Median Price ** Q4/08	Median Price Q4/07	% Change
Auburn	66	54	22	73	74	-1	\$350,000	\$388,750	-10
Granite Bay	29	31	-6	80	63	17	\$582,000	\$777,500	-25
Lincoln	240	158	52	55	79	-24	\$293,750	\$370,000	-21
Loomis	26	18	44	71	71	0	\$382,500	\$518,250	-26
Newcastle	10	10	0	63	63	0	\$318,000	\$420,000	-24
Rocklin	159	124	28	53	69	-16	\$335,000	\$427,500	-22
Roseville	375	278	35	54	67	-13	\$312,500	\$369,495	-15

* Days on market is the number of days a property was listed on the market until it went under contract at its final listing price. This may not reflect previous listings.

**The median home price for the entire county is the weighted mean of median home prices of cities within Placer County.

Data are sourced from multiple listing services and are deemed reliable, but not guaranteed.

All percentages rounded to nearest whole number.

Produced by the Prudential California Realty Research Division.