

**EL DORADO COUNTY ASSOCIATION OF REALTORS®
ALL SALES TRANSACTIONS**

YEAR: 2002

MONTH	PENDING SALES	FINAL SALES	\$VOLUME
JAN.	185	175**	\$ 42,389,500**
FEB.	241	208**	\$ 45,957,700**
MAR.	266	290**	\$ 68,087,800**
APR.	274	326**	\$ 79,773,000**
MAY	336	338**	\$ 87,887,500**
JUNE	306	353**	\$ 95,044,300**
JULY	313	347**	\$ 91,258,900**
AUG.	314	326**	\$ 84,919,200**
SEPT.	279	268**	\$ 72,682,000**
OCT.	246	323**	\$ 85,977,600**
NOV.	246	227**	\$ 59,915,500**
DEC.	163	298**	\$ 81,239,600**

YEAR: 2003

MONTH	PENDING SALES	FINAL SALES	\$VOLUME
JAN.	253	207**	\$ 53,585,900**
FEB.	269	194**	\$ 53,435,200**
MAR.	319	279**	\$ 77,731,700**
APR.	342	294**	\$ 82,368,600**
MAY	369	299**	\$ 89,557,200**
JUNE	341	341**	\$ 108,973,300**
JULY	352	336**	\$ 102,715,700**
AUG.	319	347**	\$ 111,442,200**
SEPT.	285	317**	\$ 101,177,100**
OCT.	295	331**	\$ 96,802,500**
NOV.	215	274**	\$ 91,779,800**
DEC.	194	246	\$ 77,411,100

**Final Sales & Dollar Volume figures have been revised to reflect late reporting of sales into the MLS computer system.

EL DORADO COUNTY LISTING SUMMARY

MONTH	YEAR 1998		YEAR 1999		YEAR 2000		YEAR 2001		YEAR 2002		YEAR 2003	
	TOTAL LISTINGS	NEW LISTINGS	TOTAL LISTINGS	NEW LISTINGS	TOTAL LISTINGS	NEW LISTINGS	TOTAL LISTINGS	NEW LISTINGS	TOTAL LISTINGS	NEW LISTINGS	TOTAL LISTINGS	NEW LISTINGS
JAN.	2,926	357	2,714	398	2,314	426	1,713	425	1,641	407	1,394	439
FEB.	2,980	373	2,861	580	2,294	373	1,679	403	1,633	411	1,442	432
MAR.	3,114	507	2,928	541	2,305	535	1,813	527	1,648	489	825	568
APR.	3,251	603	3,127	624	2,383	536	1,920	600	1,614	463	1,176	484
MAY	3,272	468	3,212	654	2,319	522	2,036	526	1,536	481	967	474
JUNE	3,344	482	3,159	565	2,289	487	2,049	490	1,521	447	1,037	519
JULY	3,423	516	3,185	510	2,283	463	2,020	493	1,581	539	903	507
AUG.	3,390	478	3,015	391	2,227	477	1,979	413	1,585	494	840	451
SEPT.	3,258	462	2,856	402	2,118	381	1,920	359	1,653	507	821	479
OCT.	2,985	425	2,711	380	2,021	455	1,865	409	1,639	451	680	382
NOV.	2,984	308	2,518	311	1,893	266	1,782	296	1,509	314	591	188
DEC.	2,751	242	2,294	267	1,753	225	1,602	213	1,349	204	401	102

EL DORADO COUNTY-CLOSED ESCROW-HOMES (RESIDENTIAL) MONTHLY

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
1992	82	85	126	142	143	119	134	87	91	126	104	138
1993	86	67	94	109	111	139	134	140	139	140	111	171
1994	93	109	135	150	136	143	108	136	112	99	84	100
1995	76	72	111	92	106	126	116	126	105	93	110	91
1996	71	93	132	122	155	151	130	125	109	131	102	106
1997	109	87	102	142	143	161	114	161	114	172	131	148
1998	124	118	175	173	190	208	202	187	173	181	151	209
1999	129	128	184	201	196	265	237	230	243	206	200	220
2000	141	168	211	216	233	299	225	274	228	243	214	185
2001	150	153	240	211	221	226	192	239	179	203	153	167
2002	128	146	200	213	233	268	247	214	192	244	161	210
2003	146	133	197	209	225	240	240	269	248	232	210	187

NEW LISTINGS BY MONTH (RESIDENTIAL)

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
1992	362	377	436	418	388	423	352	355	309	270	233	143
1993	299	348	437	419	376	357	338	320	274	245	238	139
1994	294	273	369	368	347	318	303	323	267	267	175	142
1995	299	285	277	221	189	221	203	174	187	169	173	196
1996	258	239	300	317	309	270	300	293	234	225	181	113
1997	251	245	313	301	295	263	293	242	247	234	148	115
1998	238	211	329	302	311	293	320	289	253	207	141	147
1999	253	255	327	417	412	369	351	277	268	255	197	141
2000	272	229	336	347	350	335	298	313	249	266	184	145
2001	267	284	370	404	380	332	350	317	262	282	202	141
2002	258	277	309	338	365	339	366	378	360	298	220	149
2003	311	300	386	323	368	407	364	311	318	274	200	77

EL DORADO COUNTY-MEDIAN PRICE FOR SINGLE FAMILY HOMES-MONTHLY

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
1994	\$157,500	\$170,000	\$165,000	\$159,900	\$168,700	\$171,500	\$170,000	\$162,000	\$164,000	\$155,400	\$163,000	\$156,000
1995	\$151,000	\$145,500	\$157,000	\$158,500	\$150,000	\$163,500	\$155,500	\$157,500	\$155,000	\$163,000	\$150,450	\$165,000
1996	\$156,750	\$172,000	\$155,000	\$163,000	\$160,000	\$165,000	\$162,500	\$159,000	\$154,300	\$151,800	\$146,375	\$149,700
1997	\$163,000	\$157,500	\$151,000	\$161,800	\$169,000	\$171,000	\$168,750	\$161,000	\$169,950	\$166,500	\$166,500	\$175,500
1998	\$170,000	\$163,000	\$176,250	\$162,500	\$165,250	\$174,500	\$176,500	\$166,500	\$160,000	\$168,000	\$174,000	\$167,750
1999	\$185,000	\$163,950	\$178,950	\$179,990	\$182,500	\$189,000	\$185,000	\$180,000	\$183,500	\$183,625	\$166,700	\$174,250
2000	\$185,000	\$187,725	\$180,000	\$192,750	\$212,000	\$212,500	\$193,000	\$207,400	\$225,500	\$192,500	\$224,500	\$227,000
2001	\$219,950	\$235,000	\$240,440	\$249,500	\$250,000	\$240,000	\$235,000	\$239,500	\$249,100	\$215,000	\$241,000	\$254,000
2002	\$270,000	\$249,200	\$266,500	\$268,500	\$289,250	\$277,750	\$285,250	\$300,000	\$295,000	\$291,525	\$275,000	\$291,375
2003	\$275,500	\$295,000	\$315,000	\$317,000	\$319,900	\$349,500	\$338,000	\$340,000	\$332,000	\$310,750	\$355,000	\$345,000

EL DORADO COUNTY-AVERAGE PRICE-SINGLE FAMILY HOMES MONTHLY

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
1994	\$171,900	\$190,400	\$178,900	\$172,400	\$187,800	\$193,400	\$204,400	\$174,700	\$173,400	\$165,500	\$175,200	\$178,600
1995	\$168,900	\$163,400	\$178,175	\$187,484	\$180,387	\$185,691	\$174,527	\$175,246	\$172,743	\$175,911	\$169,093	\$180,554
1996	\$162,007	\$180,949	\$175,444	\$172,214	\$180,696	\$191,539	\$184,656	\$185,567	\$185,179	\$175,219	\$169,284	\$183,133
1997	\$185,145	\$187,209	\$179,131	\$183,158	\$189,608	\$195,612	\$204,178	\$185,018	\$188,075	\$189,314	\$189,314	\$190,813
1998	\$181,963	\$188,391	\$196,265	\$189,822	\$193,122	\$195,193	\$204,178	\$190,604	\$189,763	\$189,607	\$195,137	\$192,903
1999	\$217,250	\$190,411	\$215,813	\$209,962	\$203,148	\$215,987	\$206,659	\$216,241	\$210,646	\$202,199	\$200,808	\$204,314
2000	\$219,943	\$219,134	\$215,144	\$233,703	\$252,997	\$244,697	\$226,827	\$243,046	\$251,200	\$234,068	\$264,518	\$251,078
2001	\$248,974	\$282,576	\$285,666	\$293,913	\$289,600	\$275,651	\$288,347	\$263,729	\$293,521	\$267,426	\$279,119	\$282,976
2002	\$297,549	\$278,354	\$296,392	\$330,153	\$330,661	\$312,912	\$318,516	\$341,199	\$336,877	\$319,228	\$320,496	\$328,176
2003	\$317,971	\$340,126	\$342,980	\$349,253	\$366,049	\$390,040	\$373,707	\$378,104	\$377,253	\$354,138	\$401,149	\$369,899

MULTIPLE LISTING STATISTICS FOR DECEMBER 2003

		CLOSED '02	CLOSED '03	AVERAGE 2002	PRICE 2003
RESIDENTIAL/COMMON INT.	RES	205	187	\$ 327,850	\$ 369,899
MOBILE HOME-IN PARK	MOB	4	8	\$ 78,125	\$ 94,863
RESIDENTIAL INCOME	RIN	3	0	\$ 272,277	\$ -
LAND	LND	74	50	\$ 128,388	\$ 143,523
COMMERCIAL/INDUSTRIAL	COM	4	1	\$ 416,677	\$ 305,000
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

RESIDENTIAL SALES -- BY AREA -- DECEMBER 2003

ZONE	AREA	2002 # OF SALES	2002 AVG. PRICE	2003 # OF SALES	2003 AVG. PRICE
12601	GREATER CAMERON PARK	41	\$ 284,184	35	\$ 343,769
12602	EL DORADO HILLS	47	\$ 471,624	52	\$ 461,174
12603	SHINGLE SPRINGS	10	\$ 307,440	12	\$ 514,833
12604	RESCUE/LUNEMAN	10	\$ 431,975	2	\$ 494,475
12605	LATROBE/SOUTH AREA	2	\$ 802,500	0	\$ -
12701	GREATER PLACERVILLE	23	\$ 299,715	25	\$ 331,276
12702	DIAMOND SPRINGS/EL DORADO	13	\$ 264,415	8	\$ 358,744
12703	PLEASANT VALLEY/PLV SOUTH	5	\$ 432,800	0	\$ -
12704	SOMERSET/SOUTH COUNTY	10	\$ 171,290	6	\$ 252,817
12705	COLOMA, LOTUS	0	\$ -	0	\$ -
12706	GREENSTONE/GOLDHILLWEST	0	\$ -	1	\$ 385,000
12707	MOSQUITO, SWANSBORO	3	\$ 200,833	5	\$ 249,990
12801	CAMINO, CEDAR GROVE	7	\$ 266,129	1	\$ 253,870
12802	POLLOCK PINES, SLY PARK	21	\$ 251,414	25	\$ 265,140
12803	AMERICAN RIVER CANYON	1	\$ 26,000	0	\$ -
12901	GEORGETOWN, GARDENVALLEY	8	\$ 183,562	9	\$ 317,399
12902	PILOT HILL, COOL	5	\$ 267,968	6	\$ 324,750
12903	NORTH COUNTY	0		0	

TRANSACTION SUMMARY

	2002 MONTH	2002 YTD	2003 MONTH	2003 YTD
PENDING SALES-TOTAL	163	3,169	194	3,549
PENDING SALES-RESIDENTIAL	110	2,213	135	2,724
CLOSED SALES-TOTAL	289	3,462	246	3,465
CLOSED SALES-RESIDENTIAL	205	2,445	187	2,536
CLOSED SALES-RES. MEDIAN PRICE	\$ 291,375	\$ 280,000	\$ 345,000	\$ 325,000
LISTING INVENTORY-TOTAL	1,349		478	
LISTING INVENTORY-RESIDENTIAL	643		304	

Market Statistics Report

Listings as of 01/06/04 at 12:04pm

DECEMBER 2003

Residential

	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
Active					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
All Off Market					
#Units	32	89	56	10	187
Pending					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Sold					
#Units	32	89	56	10	187
Dollar Value	\$8,266,470	\$29,716,210	\$24,633,877	\$6,554,500	\$69,171,057
Average List Price	\$262,624	\$340,196	\$447,716	\$687,214	\$377,678
Average Sold Price	\$258,327	\$333,890	\$439,891	\$655,450	\$369,899
Average Market Time	51	45	58	76	51
% of List Price	98.36	98.15	98.25	95.38	97.94
Not Pending or Sold					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0

Equal Opportunity Housing * All information deemed reliable, but not guaranteed.
Information provided by Seller/Other sources, not verified by Broker. All Interested Persons should independently verify accuracy of above info

Area Market Survey

Listings as of 01/06/04 at 12:05pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$120,000 - \$139,999	1	214	Minimum	\$138,000	Maximum	\$1,001,000
\$160,000 - \$179,999	4	24	Average	\$369,899	Median	\$345,000
\$180,000 - \$199,999	4	30				
\$200,000 - \$249,999	28	50				
\$250,000 - \$299,999	29	42				
\$300,000 - \$349,999	29	49				
\$350,000 - \$399,999	29	38				
\$400,000 - \$449,999	23	50				
\$450,000 - \$499,999	15	53				
\$500,000 - \$549,999	10	57				
\$550,000 - \$599,999	4	78				
\$600,000 - \$649,999	3	96				
\$650,000 - \$699,999	2	168				
\$700,000 - \$749,999	2	143				
\$800,000 - \$849,999	1	24				
\$900,000 - \$949,999	2	118				
\$1,000,000 and over	1	23				
=====						
	187	51				

Equal Opportunity Housing * All information deemed reliable, but not guaranteed.
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Market Statistics Report

Listings as of 01/06/04 at 12:06pm

YEAR TO DATE 1/1/03 - 12/31/03

Residential

	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
Active					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
All Off Market					
#Units	453	1227	710	146	2536
Pending					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Sold					
#Units	453	1227	710	146	2536
Dollar Value	\$104,177,760	\$399,856,337	\$336,538,570	\$88,210,650	\$928,783,317
Average List Price	\$235,055	\$331,343	\$484,373	\$626,987	\$374,007
Average Sold Price	\$229,973	\$325,881	\$473,998	\$604,183	\$366,239
Average Market Time	49	55	61	75	57
% of List Price	97.84	98.35	97.86	96.36	97.92
Not Pending or Sold					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0

Equal Opportunity Housing * All information deemed reliable, but not guaranteed.

Information provided by Seller/Other sources, not verified by Broker. All Interested Persons should independently verify accuracy of above info

Area Market Survey

Listings as of 01/06/04 at 12:16pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>	
\$30,000 - \$39,999	1	10	Minimum	\$36,000
\$50,000 - \$59,999	1	47	Maximum	\$2,450,000
\$60,000 - \$69,999	2	12	Average	\$366,239
\$70,000 - \$79,999	3	11	Median	\$325,000
\$80,000 - \$89,999	2	42		
\$90,000 - \$99,999	2	19		
\$100,000 - \$119,999	4	155		
\$120,000 - \$139,999	21	58		
\$140,000 - \$159,999	50	47		
\$160,000 - \$179,999	82	48		
\$180,000 - \$199,999	115	44		
\$200,000 - \$249,999	365	52		
\$250,000 - \$299,999	425	51		
\$300,000 - \$349,999	371	55		
\$350,000 - \$399,999	334	49		
\$400,000 - \$449,999	215	54		
\$450,000 - \$499,999	131	62		
\$500,000 - \$549,999	105	65		
\$550,000 - \$599,999	82	64		
\$600,000 - \$649,999	62	75		
\$650,000 - \$699,999	35	87		
\$700,000 - \$749,999	23	99		
\$750,000 - \$799,999	23	103		
\$800,000 - \$849,999	17	76		
\$850,000 - \$899,999	18	125		
\$900,000 - \$949,999	9	93		
\$950,000 - \$999,999	6	104		
\$1,000,000 and over	32	126		
2536		57		

Equal Opportunity Housing * All information deemed reliable, but not guaranteed.

Information provided by Seller/Other sources, not verified by Broker. All Interested Persons should independently verify accuracy of above info

RESIDENTIAL SALES BY AREA --- YEAR-TO-DATE (1/1 - 12/31)

ZONE	AREA	2002 # OF SALES	2002 AVG. PRICE	2003 # OF SALES	2003 AVG. PRICE
12601	CAMERON PARK	443	\$ 294,169	432	\$ 328,812
12602	EL DORADO HILLS	604	\$ 446,136	686	\$ 500,526
12603	SHINGLE SPRINGS	134	\$ 393,348	138	\$ 436,879
12604	RESCUE/NORTH AREA	97	\$ 391,211	60	\$ 486,716
12605	LATROBE/SOUTH AREA	15	\$ 528,660	12	\$ 607,074
12701	PLACERVILLE	269	\$ 259,855	246	\$ 294,624
12702	DIAMOND SPRINGS/EL DORADO	136	\$ 264,060	142	\$ 294,499
12703	PLEASANT VALLEY	76	\$ 290,779	70	\$ 321,224
12704	SOMERSET/SOUTH COUNTY	102	\$ 247,886	110	\$ 255,143
12705	LOTUS/COLOMA	16	\$ 339,494	11	\$ 512,524
12706	GREENSTONE, GOLD HILL WEST	37	\$ 178,543	12	\$ 460,417
12707	SWANSBORO	0	\$ -	26	\$ 247,887
12801	CAMINO/CEDAR GROVE	77	\$ 269,418	84	\$ 330,392
12802	POLLOCK PINES/SLY PARK	269	\$ 220,304	252	\$ 251,955
12803	AMERICAN RIVER CANYON	17	\$ 121,235	14	\$ 164,536
12901	GEORGETOWN DIVIDE	102	\$ 210,285	125	\$ 243,281
12902	PILOT HILL/COOL	100	\$ 286,358	116	\$ 346,410