

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

YEAR: 2003

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
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	321**	\$102,554,900**
OCT.	295	336**	\$ 97,965,000**
NOV.	215	276**	\$ 92,191,000**
DEC.	194	272**	\$ 86,362,700**

YEAR: 2004

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
JAN.	333	191**	\$ 56,980,200**
FEB.	415	205	\$ 65,816,500
MAR.			
APR.			
MAY			
JUNE			
JULY			
AUG.			
SEPT.			
OCT.			
NOV.			
DEC.			

**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 1999		YEAR 2000		YEAR 2001		YEAR 2002		YEAR 2003		YEAR 2004	
	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.	2,714	398	2,314	426	1,713	425	1,641	407	1,394	439	1,263	237
FEB.	2,861	580	2,294	373	1,679	403	1,633	411	1,442	432	1,226	279
MAR.	2,928	541	2,305	535	1,813	527	1,648	489	825	568		
APR.	3,127	624	2,383	536	1,920	600	1,614	463	1,176	484		
MAY	3,212	654	2,319	522	2,036	526	1,536	481	967	474		
JUNE	3,159	565	2,289	487	2,049	490	1,521	447	1,037	519		
JULY	3,185	510	2,283	463	2,020	493	1,581	539	903	507		
AUG.	3,015	391	2,227	477	1,979	413	1,585	494	840	451		
SEPT.	2,856	402	2,118	381	1,920	359	1,653	507	821	479		
OCT.	2,711	380	2,021	455	1,865	409	1,639	451	680	382		
NOV.	2,518	311	1,893	266	1,782	296	1,509	314	591	188		
DEC.	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.
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	251	235	212	207
2004	136	150										

NEW LISTINGS BY MONTH (RESIDENTIAL)

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	300	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
2004	152	179										

MULTIPLE LISTING STATISTICS FOR FEBRUARY 2004

		CLOSED '03	CLOSED '04	AVERAGE 2003	PRICE 2004
RESIDENTIAL/COMMON INT.	RES	104	150	\$ 332,189	\$ 388,506
MOBILE HOME-IN PARK	MOB	4	6	\$ 46,625	\$ 111,250
RESIDENTIAL INCOME	RIN	2	1	\$ 370,000	\$ 220,000
LAND	LND	37	47	\$ 115,430	\$ 136,238
COMMERCIAL/INDUSTRIAL	COM	2	1	\$ 331,850	\$ 250,000
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

RESIDENTIAL SALES -- BY AREA -- FEBRUARY 2004

ZONE	AREA	2003 # OF SALES	2003 AVG. PRICE	2004 # OF SALES	2004 AVG. PRICE
12601	GREATER CAMERON PARK	24	\$ 324,167	39	\$ 399,402
12602	EL DORADO HILLS	23	\$ 438,317	37	\$ 466,262
12603	SHINGLE SPRINGS	8	\$ 319,688	4	\$ 538,750
12604	RESCUE/LUNEMAN	4	\$ 497,250	6	\$ 561,483
12605	LATROBE/SOUTH AREA	1	\$ 731,486	0	\$ -
12701	GREATER PLACERVILLE	13	\$ 271,118	9	\$ 394,667
12702	DIAMOND SPRINGS/EL DORADO	8	\$ 235,925	14	\$ 274,600
12703	PLEASANT VALLEY/PLV SOUTH	1	\$ 255,615	4	\$ 377,500
12704	SOMERSET/SOUTH COUNTY	4	\$ 221,000	3	\$ 495,000
12705	COLOMA, LOTUS	0	\$ -	0	\$ -
12706	GREENSTONE/GOLDHILLWEST	0	\$ -	0	\$ -
12707	MOSQUITO, SWANSBORO	0	\$ -	0	\$ -
12801	CAMINO, CEDAR GROVE	4	\$ 252,500	3	\$ 307,667
12802	POLLOCK PINES, SLY PARK	6	\$ 246,658	15	\$ 262,623
12803	AMERICAN RIVER CANYON	0	\$ -	0	\$ -
12901	GEORGETOWN, GARDENVALLEY	5	\$ 211,400	6	\$ 257,750
12902	PILOT HILL, COOL	3	\$ 436,633	10	\$ 312,340
12903	NORTH COUNTY	0	\$ -	0	\$ -

TRANSACTION SUMMARY

	2003 MONTH	2003 YTD	2004 MONTH	2004 YTD
PENDING SALES-TOTAL	269	522	415	748
PENDING SALES-RESIDENTIAL	185	361	279	508
CLOSED SALES-TOTAL	149	342	205	396
CLOSED SALES-RESIDENTIAL	104	238	150	286
CLOSED SALES-RES. MEDIAN PRICE	\$ 296,000	\$ 278,500	\$ 371,500	\$ 339,750
LISTING INVENTORY-TOTAL	1,442		1,226	
LISTING INVENTORY-RESIDENTIAL	735		565	

Market Statistics Report

Listings as of 03/04/04 at 2:45pm

FEBRUARY 2004

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	22	73	43	12	150
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	22	73	43	12	150
Dollar Value	\$5,859,850	\$24,819,304	\$21,191,501	\$6,405,274	\$58,275,929
Average List Price	\$273,871	\$346,084	\$499,279	\$545,931	\$395,396
Average Sold Price	\$266,357	\$339,990	\$492,826	\$533,773	\$388,506
Average Market Time	51	60	66	60	60
% of List Price	97.26	98.24	98.71	97.77	98.26
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 Summary

Listings as of 03/04/04 at 2:39pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$100,000 - \$119,999	1	10	Minimum	\$109,000	Maximum	\$1,180,000
\$120,000 - \$139,999	1	1	Average	\$388,506	Median	\$371,500
\$140,000 - \$159,999	1	33				
\$160,000 - \$179,999	1	222				
\$180,000 - \$199,999	5	70				
\$200,000 - \$249,999	12	66				
\$250,000 - \$299,999	23	46				
\$300,000 - \$349,999	25	53				
\$350,000 - \$399,999	22	54				
\$400,000 - \$449,999	15	80				
\$450,000 - \$499,999	15	38				
\$500,000 - \$549,999	8	54				
\$550,000 - \$599,999	8	35				
\$600,000 - \$649,999	5	122				
\$650,000 - \$699,999	5	118				
\$800,000 - \$849,999	1	253				
\$850,000 - \$899,999	1	112				
\$1,000,000 and over	1	13				
=====						
	150	60				

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Market Statistics Report

Listings as of 03/04/04 at 2:51pm

YEAR TO DATE 1/1/04 - 2/29/04

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	44	144	81	17	286
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	44	144	81	17	286
Dollar Value	\$10,867,750	\$49,713,770	\$38,749,686	\$9,239,834	\$108,571,040
Average List Price	\$252,290	\$352,289	\$485,956	\$559,325	\$387,067
Average Sold Price	\$246,994	\$345,235	\$478,391	\$543,520	\$379,619
Average Market Time	48	69	74	74	67
% of List Price	97.90	98.00	98.44	97.17	98.08
Not Pending or Sold					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0

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Area Market Survey

Listings as of 03/04/04 at 2:45pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$50,000 - \$59,999	1	2	<u>Minimum</u>	\$50,000	<u>Maximum</u>	\$1,180,000
\$90,000 - \$99,999	1	4	<u>Average</u>	\$379,619	<u>Median</u>	\$339,750
\$100,000 - \$119,999	1	10				
\$120,000 - \$139,999	1	1				
\$140,000 - \$159,999	2	34				
\$160,000 - \$179,999	4	86				
\$180,000 - \$199,999	8	59				
\$200,000 - \$249,999	27	67				
\$250,000 - \$299,999	50	62				
\$300,000 - \$349,999	56	61				
\$350,000 - \$399,999	29	62				
\$400,000 - \$449,999	26	83				
\$450,000 - \$499,999	26	53				
\$500,000 - \$549,999	18	76				
\$550,000 - \$599,999	10	38				
\$600,000 - \$649,999	9	103				
\$650,000 - \$699,999	9	127				
\$700,000 - \$749,999	2	128				
\$750,000 - \$799,999	1	80				
\$800,000 - \$849,999	1	253				
\$850,000 - \$899,999	1	112				
\$900,000 - \$949,999	1	38				
\$950,000 - \$999,999	1	160				
\$1,000,000 and over	1	13				
=====						
	286	67				

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