

**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	302**	\$ 89,964,700**
JUNE	341	344**	\$109,572,500**
JULY	352	338**	\$103,332,900**
AUG.	319	351**	\$112,448,600**
SEPT.	285	322**	\$102,604,900**
OCT.	295	337**	\$ 98,137,600**
NOV.	215	276**	\$ 92,191,000**
DEC.	194	273**	\$ 86,597,700**

YEAR: 2004

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
JAN.	333	197**	\$ 59,032,600**
FEB.	415	234**	\$ 75,255,100**
MAR.	503	426**	\$139,407,900**
APR.	478	415**	\$137,111,500**
MAY	396	403**	\$148,000,100**
JUNE	450	429	\$164,418,800
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	1,623	368
APR.	3,127	624	2,383	536	1,920	600	1,614	463	1,176	484	1,835	387
MAY	3,212	654	2,319	522	2,036	526	1,536	481	967	474	1,627	354
JUNE	3,159	565	2,289	487	2,049	490	1,521	447	1,037	519	1,752	390
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	227	242	242	270	251	236	212	207
2004	140	172	299	284	292	312						

**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	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
2004	152	179	245	281	224	246						

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	\$338,500	\$340,000	\$333,000	\$310,500	\$352,500	\$347,000
2004	\$322,750	\$375,000	\$370,000	\$370,000	\$395,000	\$405,000						

**EL DORADO COUNTY-AVERAGE PRICE-SINGLE FAMILY HOMES MONTHLY**

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	\$191,898	\$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	\$364,443	\$389,210	\$373,169	\$378,281	\$377,337	\$351,888	\$399,304	\$371,137
2004	\$373,429	\$389,076	\$411,844	\$410,054	\$440,892	\$454,063						

**MULTIPLE LISTING STATISTICS FOR JUNE 2004**

		CLOSED '03	CLOSED '04	AVERAGE 2003	PRICE 2004
RESIDENTIAL/COMMON INT.	RES	213	312	\$ 319,788	\$ 454,063
MOBILE HOME-IN PARK	MOB	10	11	\$ 58,640	\$ 66,545
RESIDENTIAL INCOME	RIN	5	5	\$ 376,000	\$ 630,000
LAND	LND	76	94	\$ 145,321	\$ 150,142
COMMERCIAL/INDUSTRIAL	COM	2	6	\$ 267,500	\$ 786,000
BUSINESS OPPORTUNITY	BOP	0	1	\$ -	\$ 40,000

**RESIDENTIAL SALES -- BY AREA -- JUNE 2004**

ZONE	AREA	2003 # OF SALES	2003 AVG. PRICE	2004 # OF SALES	2004 AVG. PRICE
12601	GREATER CAMERON PARK	33	\$ 378,735	51	\$ 401,294
12602	EL DORADO HILLS	58	\$ 531,395	78	\$ 628,525
12603	SHINGLE SPRINGS	13	\$ 428,912	24	\$ 587,792
12604	RESCUE/LUNEMAN	7	\$ 504,357	15	\$ 449,685
12605	LATROBE/SOUTH AREA	1	\$ 650,000	0	\$ -
12701	GREATER PLACERVILLE	21	\$ 262,499	36	\$ 348,042
12702	DIAMOND SPRINGS/EL DORADO	14	\$ 289,250	22	\$ 383,473
12703	PLEASANT VALLEY/PLV SOUTH	7	\$ 279,843	9	\$ 456,409
12704	SOMERSET/SOUTH COUNTY	13	\$ 223,635	12	\$ 383,083
12705	COLOMA, LOTUS	2	\$ 321,000	0	\$ -
12706	GREENSTONE/GOLDHILLWEST	2	\$ 694,500	4	\$ 710,750
12707	MOSQUITO, SWANSBORO	1	\$ 175,000	3	\$ 240,833
12801	CAMINO, CEDAR GROVE	7	\$ 402,071	11	\$ 325,536
12802	POLLOCK PINES, SLY PARK	11	\$ 258,082	23	\$ 308,111
12803	AMERICAN RIVER CANYON	2	\$ 149,500	2	\$ 120,250
12901	GEORGETOWN, GARDENVALLEY	8	\$ 233,375	14	\$ 299,279
12902	PILOT HILL, COOL	13	\$ 455,531	8	\$ 373,813
12903	NORTH COUNTY	0	\$ -	0	\$ -

**TRANSACTION SUMMARY**

	2003 MONTH	2003 YTD	2004 MONTH	2004 YTD
PENDING SALES-TOTAL	341	1,893	450	2,575
PENDING SALES-RESIDENTIAL	254	1,503	308	1,799
CLOSED SALES-TOTAL	306	1,566	429	2,104
CLOSED SALES-RESIDENTIAL	213	1,116	312	1,499
CLOSED SALES-RES. MEDIAN PRICE	\$ 349,500	\$ 312,810	\$ 405,000	\$ 380,000
LISTING INVENTORY-TOTAL	1,037		1,752	
LISTING INVENTORY-RESIDENTIAL	407		863	

## Market Statistics Report

Listings as of 07/07/04 at 3:40pm

JUNE 2004

### Residential

	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
<b>Active</b>					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
<b>All Off Market</b>					
#Units	41	157	89	25	312
<b>Pending</b>					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
<b>Sold</b>					
#Units	41	157	89	25	312
Dollar Value	\$10,423,050	\$64,982,182	\$50,639,676	\$15,622,736	\$141,667,644
Average List Price	\$258,680	\$419,313	\$579,863	\$634,350	\$461,233
Average Sold Price	\$254,221	\$413,899	\$568,985	\$624,909	\$454,063
Average Market Time	36	41	52	58	45
% of List Price	98.28	98.71	98.12	98.51	98.45
<b>Not Pending or Sold</b>					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0

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

All measurements and calculations of area are approximate. Information provided by Seller/Other sources, not verified by Broker. All Interestec

## Area Market Survey

Listings as of 07/07/04 at 3:37pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$40,000 - \$49,999	1	38	Minimum	\$42,500	Maximum	\$2,295,000
\$90,000 - \$99,999	1	14	Average	\$454,063	Median	\$405,000
\$140,000 - \$159,999	2	5				
\$160,000 - \$179,999	4	34				
\$180,000 - \$199,999	7	40				
\$200,000 - \$249,999	17	27				
\$250,000 - \$299,999	33	24				
\$300,000 - \$349,999	36	42				
\$350,000 - \$399,999	53	55				
\$400,000 - \$449,999	31	42				
\$450,000 - \$499,999	34	40				
\$500,000 - \$549,999	23	56				
\$550,000 - \$599,999	17	41				
\$600,000 - \$649,999	10	33				
\$650,000 - \$699,999	15	61				
\$700,000 - \$749,999	8	77				
\$750,000 - \$799,999	2	71				
\$800,000 - \$849,999	4	90				
\$850,000 - \$899,999	4	39				
\$950,000 - \$999,999	3	39				
\$1,000,000 and over	7	75				
=====						
	312	45				

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

All measurements and calculations of area are approximate. Information provided by Seller/Other sources, not verified by Broker. All Interestec

# Market Statistics Report

Listings as of 07/07/04 at 3:43pm

YEAR TO DATE 1/1/04 - 6/30/04

## Residential

	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
<b>Active</b>					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
<b>All Off Market</b>					
#Units	210	749	429	111	1499
<b>Pending</b>					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
<b>Sold</b>					
#Units	210	749	429	111	1499
Dollar Value	\$55,147,159	\$274,854,573	\$230,963,921	\$68,240,301	\$629,205,954
Average List Price	\$266,217	\$371,721	\$546,606	\$627,110	\$425,902
Average Sold Price	\$262,606	\$366,962	\$538,377	\$614,777	\$419,750
Average Market Time	49	48	58	71	53
% of List Price	98.64	98.72	98.49	98.03	98.56
<b>Not Pending or Sold</b>					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0

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

All measurements and calculations of area are approximate. Information provided by Seller/Other sources, not verified by Broker. All Interestec

## Area Market Survey

Listings as of 07/07/04 at 3:41pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$40,000 - \$49,999	2	92	<u>Minimum</u>	\$40,000	<u>Maximum</u>	\$2,295,000
\$50,000 - \$59,999	1	2	<u>Average</u>	\$419,750	<u>Median</u>	\$380,000
\$90,000 - \$99,999	2	9				
\$100,000 - \$119,999	2	18				
\$120,000 - \$139,999	3	35				
\$140,000 - \$159,999	8	20				
\$160,000 - \$179,999	15	54				
\$180,000 - \$199,999	46	46				
\$200,000 - \$249,999	130	44				
\$250,000 - \$299,999	198	50				
\$300,000 - \$349,999	202	52				
\$350,000 - \$399,999	228	51				
\$400,000 - \$449,999	148	46				
\$450,000 - \$499,999	132	49				
\$500,000 - \$549,999	115	56				
\$550,000 - \$599,999	72	43				
\$600,000 - \$649,999	42	71				
\$650,000 - \$699,999	43	86				
\$700,000 - \$749,999	27	75				
\$750,000 - \$799,999	19	84				
\$800,000 - \$849,999	13	137				
\$850,000 - \$899,999	18	44				
\$900,000 - \$949,999	5	56				
\$950,000 - \$999,999	11	64				
\$1,000,000 and over	17	78				
=====						
	1499	53				

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

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