

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

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	350**	\$112,022,700**
SEPT.	285	321**	\$102,554,900**
OCT.	295	337**	\$ 98,269,600**
NOV.	215	276**	\$ 92,191,000**
DEC.	194	273**	\$ 86,597,700**

YEAR: 2004

MONTH	PENDING SALES	FINAL SALES	\$VOLUME
JAN.	333	192**	\$ 57,212,200**
FEB.	415	217**	\$ 69,668,100**
MAR.	503	388**	\$127,213,500**
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	1,623	368
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	236	212	207
2004	136	159	270									

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	368									

MULTIPLE LISTING STATISTICS FOR MARCH 2004

		CLOSED '03	CLOSED '04	AVERAGE 2003	PRICE 2004
RESIDENTIAL/COMMON INT.	RES	161	270	\$ 645,930	\$ 415,824
MOBILE HOME-IN PARK	MOB	7	9	\$ 59,186	\$ 63,889
RESIDENTIAL INCOME	RIN	0	4	\$ -	\$ 330,000
LAND	LND	68	105	\$ 137,837	\$ 124,249
COMMERCIAL/INDUSTRIAL	COM	0	0	\$ -	\$ -
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

RESIDENTIAL SALES -- BY AREA -- MARCH 2004

ZONE	AREA	2003 # OF SALES	2003 AVG. PRICE	2004 # OF SALES	2004 AVG. PRICE
12601	GREATER CAMERON PARK	25	\$ 280,000	38	\$ 365,591
12602	EL DORADO HILLS	44	\$ 391,187	48	\$ 539,392
12603	SHINGLE SPRINGS	5	\$ 390,000	9	\$ 721,667
12604	RESCUE/LUNEMAN	0	\$ -	9	\$ 500,667
12605	LATROBE/SOUTH AREA	2	\$ 445,000	0	\$ -
12701	GREATER PLACERVILLE	16	\$ 270,000	31	\$ 320,641
12702	DIAMOND SPRINGS/EL DORADO	18	\$ 332,500	21	\$ 357,712
12703	PLEASANT VALLEY/PLV SOUTH	1	\$ 290,000	9	\$ 420,222
12704	SOMERSET/SOUTH COUNTY	11	\$ 275,000	9	\$ 360,811
12705	COLOMA, LOTUS	0	\$ -	0	\$ -
12706	GREENSTONE/GOLDHILLWEST	2	\$ 203,500	1	\$ 859,900
12707	MOSQUITO, SWANSBORO	0	\$ -	4	\$ 254,875
12801	CAMINO, CEDAR GROVE	5	\$ 225,000	11	\$ 361,227
12802	POLLOCK PINES, SLY PARK	14	\$ 202,000	29	\$ 274,721
12803	AMERICAN RIVER CANYON	0	\$ -	0	\$ -
12901	GEORGETOWN, GARDENVALLEY	6	\$ 266,500	12	\$ 308,083
12902	PILOT HILL, COOL	11	\$ 300,000	13	\$ 420,462
12903	NORTH COUNTY	0	\$ -	0	\$ -

TRANSACTION SUMMARY

	2003 MONTH	2003 YTD	2004 MONTH	2004 YTD
PENDING SALES-TOTAL	319	841	503	1,251
PENDING SALES-RESIDENTIAL	222	744	346	854
CLOSED SALES-TOTAL	235	613	388	797
CLOSED SALES-RESIDENTIAL	161	424	270	565
CLOSED SALES-RES. MEDIAN PRICE	\$ 313,250	\$ 295,000	\$ 369,500	\$ 355,500
LISTING INVENTORY-TOTAL	825		1,623	
LISTING INVENTORY-RESIDENTIAL	563		455	

Market Statistics Report

Listings as of 04/05/04 at 4:01pm

MARCH 2004

Residential

	2- Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
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	33	140	82	17	272
Pending					
#Units	0	1	1	0	2
Average List Price	\$0	\$364,900	\$389,900	\$0	\$377,400
Average Market Time	0	2	2	0	2
Sold					
#Units	33	139	81	17	270
Dollar Value	\$8,837,950	\$48,444,868	\$45,100,250	\$9,889,306	\$112,272,374
Average List Price	\$272,008	\$355,482	\$565,470	\$597,247	\$423,498
Average Sold Price	\$267,817	\$348,524	\$556,793	\$581,724	\$415,824
Average Market Time	63	54	70	59	60
% of List Price	98.46	98.04	98.47	97.40	98.19
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 04/05/04 at 4:00pm

Pending

Listing Price Range	Quantity	Average DOM	Summary Price Information			
\$350,000 - \$399,999	2	2	Minimum	\$364,900	Maximum	\$389,900
			Average	\$377,400	Median	\$377,400
=====						
	2	2				

Sold

Selling Price Range	Quantity	Average DOM	Summary Price Information			
\$140,000 - \$159,999	1	7	Minimum	\$144,300	Maximum	\$2,100,000
\$160,000 - \$179,999	2	33	Average	\$415,824	Median	\$369,500
\$180,000 - \$199,999	6	90				
\$200,000 - \$249,999	25	37				
\$250,000 - \$299,999	35	66				
\$300,000 - \$349,999	48	52				
\$350,000 - \$399,999	45	47				
\$400,000 - \$449,999	26	46				
\$450,000 - \$499,999	20	65				
\$500,000 - \$549,999	16	51				
\$550,000 - \$599,999	12	59				
\$600,000 - \$649,999	7	109				
\$650,000 - \$699,999	4	98				
\$700,000 - \$749,999	7	88				
\$750,000 - \$799,999	4	105				
\$800,000 - \$849,999	3	218				
\$850,000 - \$899,999	3	59				
\$900,000 - \$949,999	1	157				
\$950,000 - \$999,999	3	101				
\$1,000,000 and over	2	116				
=====						
	270	60				

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Market Statistics Report

Listings as of 04/05/04 at 4:05pm

YEAR TO DATE 1/1/04 - 3/31/04

Residential

	2- Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
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	78	291	163	35	567
Pending					
#Units	0	1	1	0	2
Average List Price	\$0	\$364,900	\$389,900	\$0	\$377,400
Average Market Time	0	2	2	0	2
Sold					
#Units	78	290	162	35	565
Dollar Value	\$20,075,700	\$100,513,138	\$83,849,936	\$19,739,140	\$224,177,914
Average List Price	\$262,333	\$353,326	\$525,713	\$579,621	\$404,210
Average Sold Price	\$257,381	\$346,597	\$517,592	\$563,975	\$396,775
Average Market Time	56	61	72	71	64
% of List Price	98.11	98.10	98.46	97.30	98.16
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 04/05/04 at 4:08pm

Pending

<u>Listing Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$350,000 - \$399,999	2	2	Minimum	\$364,900	Maximum	\$389,900
=====	=====	=====	Average	\$377,400	Median	\$377,400
	2	2				

Sold

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$50,000 - \$59,999	1	2	Minimum	\$50,000	Maximum	\$2,100,000
\$90,000 - \$99,999	1	4	Average	\$396,775	Median	\$355,500
\$100,000 - \$119,999	1	10				
\$120,000 - \$139,999	1	1				
\$140,000 - \$159,999	3	25				
\$160,000 - \$179,999	6	68				
\$180,000 - \$199,999	14	72				
\$200,000 - \$249,999	53	52				
\$250,000 - \$299,999	86	63				
\$300,000 - \$349,999	106	57				
\$350,000 - \$399,999	77	54				
\$400,000 - \$449,999	53	65				
\$450,000 - \$499,999	46	58				
\$500,000 - \$549,999	34	65				
\$550,000 - \$599,999	22	49				
\$600,000 - \$649,999	17	111				
\$650,000 - \$699,999	13	118				
\$700,000 - \$749,999	9	97				
\$750,000 - \$799,999	5	100				
\$800,000 - \$849,999	4	227				
\$850,000 - \$899,999	4	72				
\$900,000 - \$949,999	2	98				
\$950,000 - \$999,999	4	116				
\$1,000,000 and over	3	81				
=====	=====	=====				
	565	64				

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