

# 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	298**	\$ 89,122,100**
JUNE	341	341**	\$ 108,973,300**
JULY	352	336**	\$ 102,715,700**
AUG.	319	346**	\$ 111,107,000**
SEPT.	285	315**	\$ 101,000,600**
OCT.	295	321**	\$ 94,019,600**
NOV.	215	247	\$ 79,653,200
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

	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		

**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	224	240	240	268	247	225	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	

**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	\$319,450	\$349,500	\$338,000	\$340,000	\$333,000	\$311,000	\$347,500	

**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	\$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	\$365,741	\$390,040	\$373,707	\$378,264	\$378,177	\$354,789	\$389,677	

**MULTIPLE LISTING STATISTICS FOR NOVEMBER 2003**

		CLOSED '02	CLOSED '03	AVERAGE 2002	PRICE 2003
RESIDENTIAL/COMMON INT.	RES	151	187	\$ 323,410	\$ 389,677
MOBILE HOME-IN PARK	MOB	4	5	\$ 67,250	\$ 47,200
RESIDENTIAL INCOME	RIN	0	0	\$ -	\$ -
LAND	LND	52	53	\$ 88,455	\$ 120,476
COMMERCIAL/INDUSTRIAL	COM	4	1	\$ 591,250	\$ 140,000
BUSINESS OPPORTUNITY	BOP	0	1	\$ -	\$ 22,500

**RESIDENTIAL SALES -- BY AREA -- NOVEMBER 2003**

ZONE	AREA	2002 # OF SALES	2002 AVG. PRICE	2003 # OF SALES	2003 AVG. PRICE
12601	GREATER CAMERON PARK	23	\$ 298,539	3	\$ 341,063
12602	EL DORADO HILLS	28	\$ 506,875	44	\$ 534,102
12603	SHINGLE SPRINGS	7	\$ 443,343	10	\$ 467,300
12604	RESCUE/LUNEMAN	6	\$ 393,483	5	\$ 522,700
12605	LATROBE/SOUTH AREA	2	\$ 380,000	2	\$ 627,000
12701	GREATER PLACERVILLE	24	\$ 264,144	17	\$ 363,021
12702	DIAMOND SPRINGS/EL DORADO	9	\$ 226,778	15	\$ 302,900
12703	PLEASANT VALLEY/PLV SOUTH	7	\$ 322,179	4	\$ 380,625
12704	SOMERSET/SOUTH COUNTY	7	\$ 215,557	4	\$ 336,125
12705	COLOMA, LOTUS	5	\$ 350,200	0	\$ -
12706	GREENSTONE/GOLDHILLWEST	0		0	\$ -
12707	MOSQUITO, SWANSBORO	1	\$ 127,900	5	\$ 247,540
12801	CAMINO, CEDAR GROVE	2	\$ 214,250	8	\$ 379,663
12802	POLLOCK PINES, SLY PARK	21	\$ 236,438	26	\$ 263,069
12803	AMERICAN RIVER CANYON	3	\$ 183,333	0	\$ -
12901	GEORGETOWN, GARDENVALLEY	5	\$ 268,100	7	\$ 256,857
12902	PILOT HILL, COOL	1	\$ 244,000	9	\$ 417,878
12903	NORTH COUNTY	0		0	

**TRANSACTION SUMMARY**

	2002 MONTH	2002 YTD	2003 MONTH	2003 YTD
PENDING SALES-TOTAL	246	3,006	215	3,355
PENDING SALES-RESIDENTIAL	174	2,103	165	2,589
CLOSED SALES-TOTAL	211	3,151	247	3,178
CLOSED SALES-RESIDENTIAL	151	2,225	187	2,316
CLOSED SALES-RES. MEDIAN PRICE	\$ 275,000	\$ 279,900	\$ 347,500	\$ 321,500
LISTING INVENTORY-TOTAL	1,509		591	
LISTING INVENTORY-RESIDENTIAL	728		415	

# Market Statistics Report

Listings as of 12/04/03 at 3:39pm

NOVEMBER 2003

## 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	35	91	47	14	187
<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	35	91	47	14	187
Dollar Value	\$8,207,850	\$33,032,280	\$24,214,476	\$7,414,900	\$72,869,506
Average List Price	\$240,943	\$367,505	\$527,377	\$544,112	\$397,220
Average Sold Price	\$234,510	\$362,992	\$515,202	\$529,636	\$389,677
Average Market Time	44	66	63	57	60
% of List Price	97.33	98.77	97.69	97.34	98.10
<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.

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 12/04/03 at 3:41pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>		
\$140,000 - \$159,999	3	8	<u>Minimum</u>	\$142,000	<u>Maximum</u>
\$160,000 - \$179,999	5	50	<u>Average</u>	\$389,677	<u>Median</u>
\$180,000 - \$199,999	10	59			\$1,020,000
\$200,000 - \$249,999	27	57			\$347,500
\$250,000 - \$299,999	24	47			
\$300,000 - \$349,999	26	59			
\$350,000 - \$399,999	26	49			
\$400,000 - \$449,999	13	61			
\$450,000 - \$499,999	12	97			
\$500,000 - \$549,999	11	72			
\$550,000 - \$599,999	6	40			
\$600,000 - \$649,999	6	64			
\$650,000 - \$699,999	3	47			
\$700,000 - \$749,999	5	64			
\$750,000 - \$799,999	1	154			
\$800,000 - \$849,999	4	53			
\$850,000 - \$899,999	3	116			
\$900,000 - \$949,999	1	165			
\$1,000,000 and over	1	257			
=====					
	187	60			

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

## Market Statistics Report

Listings as of 12/04/03 at 3:44pm

YEAR TO DATE 1/1/30 - 11/30/03

### 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	415	1127	643	131	2316
<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	415	1127	643	131	2316
Dollar Value	\$94,577,333	\$366,284,927	\$307,341,312	\$76,724,650	\$844,928,222
Average List Price	\$233,057	\$330,836	\$488,574	\$606,931	\$372,726
Average Sold Price	\$227,897	\$325,009	\$477,980	\$585,684	\$364,822
Average Market Time	49	55	61	76	57
% of List Price	97.79	98.24	97.83	96.50	97.88
<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.

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## Area Market Survey

Listings as of 12/04/03 at 3:46pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>	
\$30,000 - \$39,999	1	10	<b>Minimum</b>	\$36,000
\$50,000 - \$59,999	1	47	<b>Maximum</b>	\$2,450,000
\$60,000 - \$69,999	2	12	<b>Average</b>	\$364,822
\$70,000 - \$79,999	3	11	<b>Median</b>	\$321,500
\$80,000 - \$89,999	2	42		
\$90,000 - \$99,999	2	19		
\$100,000 - \$119,999	4	155		
\$120,000 - \$139,999	20	50		
\$140,000 - \$159,999	48	48		
\$160,000 - \$179,999	78	49		
\$180,000 - \$199,999	110	44		
\$200,000 - \$249,999	335	52		
\$250,000 - \$299,999	393	52		
\$300,000 - \$349,999	337	55		
\$350,000 - \$399,999	298	50		
\$400,000 - \$449,999	187	54		
\$450,000 - \$499,999	114	64		
\$500,000 - \$549,999	96	65		
\$550,000 - \$599,999	76	65		
\$600,000 - \$649,999	58	75		
\$650,000 - \$699,999	32	84		
\$700,000 - \$749,999	21	95		
\$750,000 - \$799,999	23	103		
\$800,000 - \$849,999	16	77		
\$850,000 - \$899,999	18	125		
\$900,000 - \$949,999	7	86		
\$950,000 - \$999,999	6	104		
\$1,000,000 and over	28	137		
=====				
	2316	57		

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

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