

**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	278**	\$ 77,360,500**
APR.	342	294**	\$ 82,368,600**
MAY	369	298**	\$ 89,122,100**
JUNE	341	339**	\$ 108,138,000**
JULY	352	336**	\$ 102,715,700**
AUG.	319	345**	\$ 110,707,100**
SEPT.	285	314**	\$ 100,685,600**
OCT.	295	302	\$ 88,483,100
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 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		
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	196	209	224	238	240	267	246	212		

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		

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	\$314,500	\$317,000	\$319,450	\$348,250	\$338,000	\$340,000	\$334,500	\$310,000		

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	\$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	\$342,836	\$349,253	\$365,741	\$389,808	\$373,707	\$378,183	\$378,130	\$355,130		

	2002	2002	2003	2003
	MONTH	YTD	MONTH	YTD
PENDING SALES-TOTAL	246	2,760	294	3,140
PENDING SALES-RESIDENTIAL	179	1,929	212	2,424
CLOSED SALES-TOTAL	293	2,893	302	2,873
CLOSED SALES-RESIDENTIAL	220	2,035	212	2,111
CLOSED SALES-RES, MEDIAN PRICE	\$ 291,525	\$ 280,000	\$ 310,000	\$ 320,000
LISTING INVENTORY-TOTAL	1,639		680	
LISTING INVENTORY-RESIDENTIAL	819		470	

TRANSACTION SUMMARY

ZONE	AREA	# OF SALES	AVG. PRICE	# OF SALES	AVG. PRICE	# OF SALES	AVG. PRICE
		2002	2002	2003	2003	2003	2003
12601	GREATER CAMERON PARK	36	\$ 300,666	27	\$ 325,696		
12602	EL DORADO HILLS	55	\$ 422,363	44	\$ 514,619		
12603	SHINGLE SPRINGS	8	\$ 375,250	14	\$ 443,771		
12604	RESCUE/LUNEMAN	8	\$ 382,731	4	\$ 589,725		
12605	LATROBE/SOUTH AREA	2	\$ 439,000	0	\$ -		
12701	GREATER PLACERVILLE	24	\$ 260,716	24	\$ 298,863		
12702	DIAMOND SPRINGS/EL DORADO	11	\$ 234,859	7	\$ 360,557		
12703	PLEASANT VALLEY/PLV SOUTH	9	\$ 303,016	8	\$ 331,975		
12704	SOMERSET/SOUTH COUNTY	7	\$ 275,557	10	\$ 245,750		
12705	COLOMA, LOTUS	1	\$ 530,000	0	\$ -		
12706	GREENSTONE/GOLDHILLWEST	0		1	\$ 740,000		
12707	MOSQUITO, SWANSBORO	4	\$ 199,250	4	\$ 257,625		
12801	CAMINO, CEDAR GROVE	12	\$ 302,158	12	\$ 293,042		
12802	POLLOCK PINES, SLY PARK	28	\$ 226,930	26	\$ 239,446		
12803	AMERICAN RIVER CANYON	0	\$ -	2	\$ 131,250		
12901	GEORGETOWN, GARDEN VALLEY	6	\$ 265,792	17	\$ 247,847		
12902	PILOT HILL, COOL	9	\$ 299,111	12	\$ 373,373		
12903	NORTH COUNTY	0		0			

RESIDENTIAL SALES -- BY AREA -- OCTOBER 2003

	CLOSED '02	CLOSED '03	AVERAGE	PRICE
	2002	2003	2002	2003
RESIDENTIAL/COMMON INT.	220	212	\$ 318,573	\$ 355,130
MOBILE HOME-IN PARK	6	12	\$ 42,583	\$ 71,908
RESIDENTIAL INCOME	1	2	\$ 185,000	\$ 1,237,500
LAND	63	73	\$ 97,405	\$ 124,971
COMMERCIAL/INDUSTRIAL	2	2	\$ 215,000	\$ 342,500
BUSINESS OPPORTUNITY	1	1	\$ 270,000	\$ 50,000

MULTIPLE LISTING STATISTICS FOR OCTOBER 2003

Market Statistics Report YEAR TO DATE 1/1/03 - 10/31/03

Listings as of 11/06/03 at 11:10am

Residential	2-Bedrooms	3-Bedrooms	4-Bedrooms	5+ Bedrooms	All Bedrooms
#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	377	1027	591	116	2111
#Units	377	1027	591	116	2111
Dollar Value	\$85,694,483	\$329,962,996	\$281,069,333	\$68,870,561	\$765,597,373
Average List Price	\$232,396	\$327,206	\$486,086	\$615,959	\$370,621
Average Sold Price	\$227,306	\$321,288	\$475,583	\$593,712	\$362,670
Average Market Time	50	55	61	79	57
% of List Price	97.81	98.19	97.84	96.39	97.85
Not Pending or Sold	0	0	0	0	0
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Sold	377	1027	591	116	2111

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 11/06/03 at 11:12am

Selling Price Range	Quantity	Average DOM	Summary Price Information
\$30,000 - \$39,999	1	10	Minimum \$36,000
\$50,000 - \$59,999	1	47	Maximum \$320,000
\$60,000 - \$69,999	2	12	Average \$362,670
\$70,000 - \$79,999	3	11	
\$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	44	52	
\$160,000 - \$179,999	73	49	
\$180,000 - \$199,999	100	42	
\$200,000 - \$249,999	307	52	
\$250,000 - \$299,999	366	52	
\$300,000 - \$349,999	308	55	
\$350,000 - \$399,999	267	50	
\$400,000 - \$449,999	171	54	
\$450,000 - \$499,999	102	60	
\$500,000 - \$549,999	85	64	
\$550,000 - \$599,999	69	67	
\$600,000 - \$649,999	51	77	
\$650,000 - \$699,999	29	88	
\$700,000 - \$749,999	16	104	
\$750,000 - \$799,999	22	100	
\$800,000 - \$849,999	12	85	
\$850,000 - \$899,999	15	127	
\$900,000 - \$949,999	6	73	
\$950,000 - \$999,999	6	104	
\$1,000,000 and over	27	133	
	2111	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