

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

YEAR: 2010

MONTH	PENDING SALES	FINAL SALES	\$VOLUME
JAN.	201	139**	\$ 44,495,900**
FEB.	248	145**	\$ 43,527,600**
MAR.	273	202**	\$ 60,288,300**
APR.	300	216**	\$ 72,902,500**
MAY	250	228**	\$ 75,676,800**
JUNE	250	244**	\$ 80,177,600**
JULY	259	201**	\$ 64,083,700**
AUG.	253	192**	\$ 55,758,000**
SEPT.	254	194**	\$ 57,854,100**
OCT.	248	206**	\$ 58,943,700**
NOV.	207	202**	\$ 61,316,900**
DEC.	170	187**	\$ 54,493,200**

YEAR: 2011

MONTH	PENDING SALES	FINAL SALES	\$VOLUME
JAN.	196	161**	\$ 43,079,000**
FEB.	244	155**	\$ 40,262,300**
MAR.	241	214**	\$ 62,655,500**
APR.	264	224**	\$ 67,644,600**
MAY	300	227**	\$ 61,274,200**
JUNE	315	253**	\$ 77,273,100**
JULY	281	247**	\$ 69,481,100**
AUG.	314	238**	\$ 62,354,300**
SEPT.	278	256**	\$ 66,590,500**
OCT.	291	189**	\$ 49,061,400**
NOV.	284	224**	\$ 58,894,700**
DEC.	235	256	\$ 74,338,000

\*\*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	2006	YEAR	2007	YEAR	2008	YEAR	2009	YEAR	2010	YEAR	2011
	TOTAL	NEW	TOTAL	NEW	TOTAL	NEW	TOTAL	NEW	TOTAL	NEW	TOTAL	NEW
MONTH	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS
JAN.	2207	462	1858	575	1672	487	1502	389	1420	350	1307	346
FEB.	2224	457	1640	512	1773	450	1484	291	1506	363	1355	309
MAR.	2212	458	1794	599	1750	494	1508	362	1622	426	1349	307
APR.	2274	537	2363	719	1810	437	1619	396	1680	395	1493	392
MAY	1917	742	2609	606	2164	599	1763	435	1734	381	1557	332
JUNE	2434	729	2629	558	2147	479	1802	371	1814	401	1662	383
JULY	2567	622	2515	508	2163	445	1813	409	1847	389	1731	403
AUG.	2525	625	2490	538	2127	397	1857	343	1716	336	1713	369
SEPT.	2552	544	2290	436	1873	397	1718	284	1705	337	1652	331
OCT.	2359	455	2119	411	1796	327	1665	347	1549	274	1445	229
NOV.	2140	361	1901	339	1679	282	1591	267	1464	255	1477	261
DEC.	1759	254	1627	288	1449	255	1346	205	1290	221	1233	195

**EL DORADO COUNTY-CLOSED ESCROW-HOMES (RESIDENTIAL) MONTHLY**

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	213	207
2004	140	171	300	290	299	337	316	319	288	231	235	241
2005	185	195	320	286	255	276	260	269	249	187	179	171
2006	121	126	211	180	197	225	176	175	143	144	133	164
2007	137	120	187	175	151	174	160	167	118	127	110	111
2008	76	94	104	136	153	171	134	160	172	164	128	118
2009	94	106	125	131	158	180	197	152	172	194	154	154
2010	123	128	176	201	212	208	170	165	175	180	184	167
2011	144	137	196	205	197	232	226	218	230	174	202	235

**NEW LISTINGS BY MONTH (RESIDENTIAL)**

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	235	226	228	202	182	138
2005	183	202	229	262	346	363	334	408	421	386	259	168
2006	355	345	333	427	584	518	494	443	420	342	259	180
2007	419	360	458	508	449	423	379	405	325	309	253	206
2008	334	330	316	303	482	347	342	303	288	256	210	196
2009	262	218	275	289	318	263	290	242	206	238	203	146
2010	215	292	319	303	285	297	309	261	260	220	206	178
2011	253	238	238	306	242	286	321	321	260	178	206	143

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	\$318,000	\$319,900	\$349,500	\$338,500	\$340,000	\$ 333,000	\$310,500	\$355,000	\$347,000
2004	\$ 323,250	\$ 375,000	\$ 369,250	\$382,000	\$397,900	\$408,000	\$392,950	\$399,000	\$ 416,250	\$410,000	\$414,500	\$415,000
2005	\$ 442,500	\$ 445,000	\$ 439,000	\$459,250	\$487,000	\$479,705	\$475,000	\$485,000	\$ 504,000	\$465,000	\$472,000	\$492,500
2006	\$ 487,000	\$ 437,350	\$ 515,000	\$521,225	\$499,900	\$519,000	\$499,475	\$502,000	\$ 484,250	\$457,500	\$450,000	\$456,950
2007	\$ 447,000	\$ 502,500	\$ 479,000	\$450,000	\$488,000	\$495,000	\$489,419	\$430,000	\$ 424,500	\$390,000	\$383,750	\$417,000
2008	\$ 420,000	\$ 382,000	\$ 359,000	\$379,500	\$386,000	\$399,000	\$380,000	\$354,950	\$ 358,000	\$385,000	\$350,000	\$329,500
2009	\$ 328,000	\$ 337,250	\$ 335,500	\$320,000	\$335,000	\$344,000	\$337,750	\$287,500	\$ 292,500	\$281,750	\$319,000	\$286,500
2010	\$ 315,000	\$ 289,000	\$ 294,950	\$299,000	\$300,000	\$332,500	\$317,389	\$288,000	\$ 277,000	\$264,250	\$285,000	\$277,000
2011	\$ 240,950	\$ 230,000	\$ 265,000	\$269,900	\$250,000	\$282,000	\$264,000	\$267,250	\$ 235,000	\$241,000	\$240,000	\$262,000

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	\$398,457	\$371,137
2004	\$ 373,429	\$ 389,013	\$ 411,164	\$409,311	\$442,606	\$455,364	\$441,934	\$439,397	\$ 443,106	\$445,283	\$458,073	\$458,818
2005	\$ 522,287	\$ 483,586	\$ 493,306	\$520,139	\$535,880	\$539,350	\$545,768	\$524,711	\$ 544,110	\$503,921	\$527,848	\$528,242
2006	\$ 570,391	\$ 500,207	\$ 541,910	\$559,820	\$549,878	\$547,701	\$578,118	\$572,647	\$ 557,866	\$539,861	\$482,987	\$516,202
2007	\$ 474,378	\$ 557,090	\$ 529,618	\$525,941	\$538,590	\$544,786	\$537,893	\$524,673	\$ 485,485	\$473,560	\$457,326	\$466,714
2008	\$ 463,547	\$ 416,868	\$ 414,951	\$426,308	\$425,739	\$458,584	\$432,000	\$397,935	\$ 385,955	\$418,186	\$380,649	\$362,228
2009	\$ 362,713	\$ 346,392	\$ 381,476	\$336,473	\$376,340	\$379,745	\$357,571	\$340,964	\$ 324,917	\$312,260	\$338,976	\$347,048
2010	\$ 351,549	\$ 323,276	\$ 326,261	\$352,727	\$346,698	\$366,993	\$357,006	\$324,138	\$ 319,798	\$311,549	\$325,896	\$315,837
2011	\$ 289,443	\$ 279,318	\$ 310,178	\$319,206	\$298,429	\$325,424	\$297,264	\$283,542	\$ 276,344	\$274,468	\$287,011	\$299,458

**MULTIPLE LISTING STATISTICS FOR DECEMBER 2011**

				AVERAGE	PRICE
		CLOSED '10	CLOSED '11	2010	2011
RESIDENTIAL/COMMON INT.	RES	167	235	\$ 315,837	\$ 299,458
MOBILE HOME-IN PARK	MOB	6	6	\$ 52,100	\$ 47,750
RESIDENTIAL INCOME	RIN	1	1	\$ 220,000	\$ 2,256,000
LAND	LND	12	14	\$ 95,242	\$ 101,636
COMMERCIAL/INDUSTRIAL	COM	1	0	\$ 73,000	\$ -
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

<b>RESIDENTIAL SALES - BY AREA - DECEMBER 2011</b>					
		2010	2010	2011	2011
AREA	ZONE	# OF SALES	AVG. PRICE	# OF SALES	AVG. PRICE
GREATER CAMERON PARK	12601	29	\$ 227,843	39	\$ 255,570
EL DORADO HIILLS	12602	56	\$ 459,132	70	\$ 473,796
SHINGLE SPRINGS	12603	9	\$ 381,444	8	\$ 323,281
RESCUE/LUNEMAN	12604	4	\$ 356,250	8	\$ 287,125
LATROBE/SOUTH AREA	12605	0	\$ -	1	\$ 619,000
GREATER PLACERVILLE	12701	16	\$ 239,119	15	\$ 196,353
DIAMOND SPRGS/EL DORADO	12702	7	\$ 239,857	11	\$ 228,062
PLEASANTVALLEY/PLV SOUTH	12703	5	\$ 213,471	10	\$ 215,290
SOMERSET/SOUTH COUNTY	12704	8	\$ 249,797	15	\$ 133,404
COLOMA, LOTUS	12705	0	\$ -	1	\$ 270,000
GREENSTONE/GOLDHILLWEST	12706	2	\$ 393,750	3	\$ 219,667
MOSQUITO, SWANSBORO	12707	1	\$ 127,000	1	\$ 144,000
CAMINO, CEDAR GROVE	12801	3	\$ 110,333	8	\$ 278,813
POLLOCK PINES, SLY PARK	12802	15	\$ 189,440	22	\$ 168,850
AMERICAN RIVER CANYON	12803	2	\$ 317,500	2	\$ 169,250
GEORGETOWN, GARDENVALLEY	12901	5	\$ 236,300	10	\$ 162,440
PILOT HILL, COOL	12902	4	\$ 224,438	9	\$ 233,158
NORTH COUNTY	12903	1	\$ 196,000	2	\$ 525,000

**TRANSACTION SUMMARY**

	2010	2010	2011	2011
	MONTH	YTD	MONTH	YTD
PENDING SALES-TOTAL	170	2665	235	3243
PENDING SALES - RESIDENTIAL	158	2527	223	3053
CLOSED SALES - TOTAL	187	2356	256	2644
CLOSED SALES - RESIDENTIAL	167	2094	235	2396
CLOSED SALES -RES.MEDIAN PRICE	\$ 277,000	\$ 295,000	\$ 262,000	\$ 255,000
LISTING INVENTORY - TOTAL	1290		1233	
LISTING INVENTORY - RESIDENTIAL	989		922	

## Market Statistics Report

Listings as of 01/06/12 at 10:21am

### DECEMBER 2011

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
Average Square Feet	0	0	0	0	0
<b>All Off Market</b>					
#Units	42	112	56	25	235
<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
Average Square Feet	0	0	0	0	0
<b>Sold</b>					
#Units	42	112	56	25	235
Dollar Value	\$5,058,500	\$29,118,072	\$22,639,638	\$13,556,458	\$70,372,668
Average List Price	\$129,125	\$268,320	\$419,354	\$551,680	\$309,579
Average Sold Price	\$120,440	\$259,983	\$404,279	\$542,258	\$299,458
Average Market Time	100	81	107	106	94
Average Square Feet	1164	1985	2817	3811	2231
% of List Price	93.27	96.89	96.41	98.29	96.73
<b>Not Pending or Sold</b>					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Square Feet	0	0	0	0	0

## Area Market Survey

Listings as of 01/06/12 at 10:19am

Sold	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>		<u>Maximum</u>	<u>\$1,500,000</u>
<u>Selling Price Range</u>			<u>Minimum</u>	<u>Average</u>	<u>Median</u>	<u>\$262,000</u>
\$30,000 thru \$39,999	1	19		\$39,000		
\$40,000 thru \$49,999	4	69				
\$50,000 thru \$59,999	3	16				
\$60,000 thru \$69,999	2	128				
\$70,000 thru \$79,999	8	65				
\$80,000 thru \$89,999	3	171				
\$90,000 thru \$99,999	5	83				
\$100,000 thru \$119,999	10	81				
\$120,000 thru \$139,999	5	64				
\$140,000 thru \$159,999	15	70				
\$160,000 thru \$179,999	22	117				
\$180,000 thru \$199,999	11	81				
\$200,000 thru \$249,999	22	69				
\$250,000 thru \$299,999	30	108				
\$300,000 thru \$349,999	17	83				
\$350,000 thru \$399,999	24	92				
\$400,000 thru \$449,999	9	201				
\$450,000 thru \$499,999	11	67				
\$500,000 thru \$549,999	10	137				
\$550,000 thru \$599,999	7	54				
\$600,000 thru \$649,999	3	97				
\$650,000 thru \$699,999	1	31				
\$700,000 thru \$749,999	2	42				
\$750,000 thru \$799,999	4	107				
\$800,000 thru \$849,999	2	159				
\$850,000 thru \$899,999	1	25				
\$950,000 thru \$999,999	2	155				
\$1,500,000 thru \$1,749,999	1	133				
	235	94				

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 Interested persons should independently verify accuracy of information. Provided properties may or may not be listed by the office/agent presenting the information.

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U.S. Patent 6,910,045

## Market Statistics Report

Listings as of 01/06/12 at 10:31am

**YEAR TO DATE 1/1/11 - 12/31/11**

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
Average Square Feet	0	0	0	0	0
<b>All Off Market</b>					
#Units	423	1132	621	220	2396
<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
Average Square Feet	0	0	0	0	0
<b>Sold</b>					
#Units	423	1132	621	220	2396
Dollar Value	\$64,448,905	\$275,336,326	\$254,120,473	\$115,235,413	\$709,141,117
Average List Price	\$158,643	\$250,692	\$419,263	\$537,300	\$304,448
Average Sold Price	\$152,361	\$243,230	\$409,212	\$523,797	\$295,969
Average Market Time	78	85	88	98	86
Average Square Feet	1257	1871	2810	3790	2182
% of List Price	96.04	97.02	97.60	97.49	97.21
<b>Not Pending or Sold</b>					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Square Feet	0	0	0	0	0

## Area Market Survey Summary

Listings as of 01/06/12 at 10:29am

Sold	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
<u>Selling Price Range</u>			<u>Minimum</u>	\$22,500	<u>Maximum</u>	\$1,924,500
\$20,000 thru \$29,999	3	93	<u>Average</u>	\$295,969	<u>Median</u>	\$255,000
\$30,000 thru \$39,999	4	33				
\$40,000 thru \$49,999	12	79				
\$50,000 thru \$59,999	29	68				
\$60,000 thru \$69,999	33	94				
\$70,000 thru \$79,999	43	102				
\$80,000 thru \$89,999	44	94				
\$90,000 thru \$99,999	56	103				
\$100,000 thru \$119,999	102	77				
\$120,000 thru \$139,999	118	72				
\$140,000 thru \$159,999	153	81				
\$160,000 thru \$179,999	164	74				
\$180,000 thru \$199,999	123	88				
\$200,000 thru \$249,999	273	79				
\$250,000 thru \$299,999	259	86				
\$300,000 thru \$349,999	220	89				
\$350,000 thru \$399,999	213	94				
\$400,000 thru \$449,999	148	83				
\$450,000 thru \$499,999	100	81				
\$500,000 thru \$549,999	77	97				
\$550,000 thru \$599,999	71	94				
\$600,000 thru \$649,999	32	137				
\$650,000 thru \$699,999	28	72				
\$700,000 thru \$749,999	25	81				
\$750,000 thru \$799,999	14	64				
\$800,000 thru \$849,999	11	124				
\$850,000 thru \$899,999	13	83				
\$900,000 thru \$949,999	7	156				
\$950,000 thru \$999,999	6	127				
\$1,000,000 thru \$1,249,999	9	61				
\$1,250,000 thru \$1,499,999	2	151				
\$1,500,000 thru \$1,749,999	3	194				
\$1,750,000 thru \$1,999,999	1	171				
	2396	86				

RESIDENTIAL SALES BY AREA --- YEAR-TO-DATE (1/1 - 12/31)

ZONE	AREA	2010 # OF SALES	2010 AVG. PRICE	2011 # OF SALES	2011 AVG. PRICE
12601	CAMERON PARK	284	\$282,390	319	\$246,976
12602	EL DORADO HILLS	664	\$492,235	704	\$459,288
12603	SHINGLE SPRINGS	109	\$362,174	117	\$341,669
12604	RESCUE/NORTH AREA	62	\$401,475	74	\$338,435
12605	LATROBE/SOUTH AREA	6	\$586,583	5	\$625,800
12701	PLACERVILLE	197	\$241,166	255	\$212,792
12702	DIAMOND SPRINGS/EL DORADO	124	\$241,247	124	\$206,027
12703	PLEASANT VALLEY	60	\$252,437	74	\$347,689
12704	SOMERSET/SOUTH COUNTY	91	\$215,512	123	\$170,588
12705	LOTUS/COLOMA	11	\$384,545	4	\$209,125
12706	GREENSTONE, GOLD HILL WEST	33	\$460,133	31	\$405,984
12707	SWANSBORO	37	\$200,705	16	\$138,784
12801	CAMINO/CEDAR GROVE	66	\$223,678	75	\$232,784
12802	POLLOCK PINES/SLY PARK	147	\$182,651	217	\$157,472
12803	AMERICAN RIVER CANYON	16	\$184,353	13	\$143,769
12901	GEORGETOWN DIVIDE	82	\$207,650	124	\$172,999
12902	PILOT HILL/COOL	97	\$268,803	103	\$215,904
12903	NORTH COUNTY	8	\$252,827	18	\$261,618