

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

YEAR: 2010

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
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 FINAL SALES
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	226**	\$ 60,913,000**
JUNE	315	244	\$ 74,962,800
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

	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		
AUG.	2525	625	2490	538	2127	397	1857	343	1716	336		
SEPT.	2552	544	2290	436	1873	397	1718	284	1705	337		
OCT.	2359	455	2119	411	1796	327	1665	347	1549	274		
NOV.	2140	361	1901	339	1679	282	1591	267	1464	255		
DEC.	1759	254	1627	288	1449	255	1346	205	1290	221		

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	212	170	165	175	180	184	167
2011	144	137	196	205	196	225						

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						

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	\$279,000						

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
2111	\$ 289,443	\$ 279,318	\$ 310,178	\$319,206	\$298,109	\$326,166						

MULTIPLE LISTING STATISTICS FOR JUNE 2011

		CLOSED '10	CLOSED '11	AVERAGE 2010	PRICE 2011
RESIDENTIAL/COMMON INT.	RES	212	225	\$ 366,993	\$ 326,166
MOBILE HOME-IN PARK	MOB	8	5	\$ 19,350	\$ 27,900
RESIDENTIAL INCOME	RIN	3	1	\$ 304,967	\$ 98,077
LAND	LND	21	13	\$ 76,690	\$ 115,037
COMMERCIAL/INDUSTRIAL	COM	0	0	\$ -	\$ -
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

RESIDENTIAL SALES - BY AREA - JUNE 2011					
AREA	ZONE	2010 # OF SALES	2010 AVG. PRICE	2011 # OF SALES	2011 AVG. PRICE
GREATER CAMERON PARK	12601	24	\$ 342,438	31	\$ 252,300
EL DORADO HILLS	12602	71	\$ 521,553	75	\$ 465,911
SHINGLE SPRINGS	12603	13	\$ 396,023	14	\$ 367,743
RESCUE/LUNEMAN	12604	8	\$ 424,750	13	\$ 367,062
LATROBE/SOUTH AREA	12605	0	\$ -	0	\$ -
GREATER PLACERVILLE	12701	20	\$ 230,895	23	\$ 239,773
DIAMOND SPRGS/EL DORADO	12702	17	\$ 250,048	7	\$ 191,457
PLEASANTVALLEY/PLV SOUTH	12703	6	\$ 247,900	4	\$ 304,750
SOMERSET/SOUTH COUNTY	12704	7	\$ 242,603	5	\$ 124,200
COLOMA, LOTUS	12705	2	\$ 285,000	0	\$ -
GREENSTONE/GOLDHILLWEST	12706	4	\$ 550,000	4	\$ 475,500
MOSQUITO, SWANSBORO	12707	4	\$ 175,375	0	\$ -
CAMINO, CEDAR GROVE	12801	7	\$ 276,143	7	\$ 290,150
POLLOCK PINES, SLY PARK	12802	13	\$ 223,819	15	\$ 124,487
AMERICAN RIVER CANYON	12803	2	\$ 149,750	0	\$ -
GEORGETOWN, GARDENVALLEY	12901	5	\$ 193,430	15	\$ 224,660
PILOT HILL, COOL	12902	9	\$ 263,600	9	\$ 259,014
NORTH COUNTY	12903	0	\$ -	3	\$ 168,733

TRANSACTION SUMMARY

	2010 MONTH	2010 YTD	2011 MONTH	2011 YTD
PENDING SALES-TOTAL	250	1522	315	1560
PENDING SALES - RESIDENTIAL	222	1459	295	1469
CLOSED SALES - TOTAL	244	1174	244	1224
CLOSED SALES - RESIDENTIAL	212	1052	225	1103
CLOSED SALES -RES.MEDIAN PRICE	\$ 332,500	\$ 300,500	\$ 279,000	\$ 262,000
LISTING INVENTORY - TOTAL	1814		1662	
LISTING INVENTORY - RESIDENTIAL	1297		1223	

Market Statistics Report

Listings as of 07/06/11 at 1:41pm

JUNE 2011

Residential	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
Active					
#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
All Off Market					
#Units	38	98	69	20	225
Pending					
#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
Sold					
#Units	38	98	69	20	225
Dollar Value	\$5,557,093	\$26,147,729	\$31,056,350	\$10,626,225	\$73,387,397
Average List Price	\$149,641	\$273,888	\$460,216	\$542,760	\$333,944
Average Sold Price	\$146,239	\$266,814	\$450,092	\$531,311	\$326,166
Average Market Time	53	78	68	102	73
Average Square Feet	1239	1953	3012	4085	2347
% of List Price	97.73	97.42	97.80	97.89	97.67
Not Pending or Sold					
#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 07/06/11 at 1:41pm

Sold	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>		
<u>Selling Price Range</u>			<u>Minimum</u>	\$50,000	<u>Maximum</u>
\$50,000 thru \$59,999	5	74	<u>Average</u>	\$326,166	<u>Median</u>
\$60,000 thru \$69,999	3	43			\$1,099,000
\$70,000 thru \$79,999	3	57			\$279,000
\$80,000 thru \$89,999	6	43			
\$90,000 thru \$99,999	4	87			
\$100,000 thru \$119,999	5	48			
\$120,000 thru \$139,999	9	86			
\$140,000 thru \$159,999	9	67			
\$160,000 thru \$179,999	8	94			
\$180,000 thru \$199,999	10	45			
\$200,000 thru \$249,999	27	83			
\$250,000 thru \$299,999	28	66			
\$300,000 thru \$349,999	19	80			
\$350,000 thru \$399,999	23	81			
\$400,000 thru \$449,999	16	52			
\$450,000 thru \$499,999	12	57			
\$500,000 thru \$549,999	11	71			
\$550,000 thru \$599,999	7	85			
\$600,000 thru \$649,999	5	175			
\$650,000 thru \$699,999	3	95			
\$700,000 thru \$749,999	3	10			
\$750,000 thru \$799,999	2	32			
\$800,000 thru \$849,999	1	215			
\$850,000 thru \$899,999	1	7			
\$900,000 thru \$949,999	3	61			
\$1,000,000 thru \$1,249,999	2	99			
	225	73			

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

YEAR TO DATE 1/1/11 – 6/30/11

Listings as of 07/06/11 at 1:51pm

Residential	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
Active					
#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
All Off Market					
#Units	195	519	299	90	1103
Pending					
#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
Sold					
#Units	195	519	299	90	1103
Dollar Value	\$29,764,176	\$129,421,889	\$129,284,367	\$49,524,815	\$337,995,247
Average List Price	\$159,159	\$256,993	\$443,112	\$562,142	\$315,049
Average Sold Price	\$152,637	\$249,368	\$432,389	\$550,276	\$306,433
Average Market Time	82	95	89	101	92
Average Square Feet	1244	1881	2927	3931	2219
% of List Price	95.90	97.03	97.58	97.89	97.27
Not Pending or Sold					
#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 07/06/11 at 1:50pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>		
			<u>Minimum</u>	<u>Maximum</u>	
			<u>Average</u>	<u>Median</u>	
\$40,000 thru \$49,999	4	109	\$42,500		\$1,924,500
\$50,000 thru \$59,999	14	70			\$262,000
\$60,000 thru \$69,999	17	91			
\$70,000 thru \$79,999	20	131			
\$80,000 thru \$89,999	18	87			
\$90,000 thru \$99,999	26	135			
\$100,000 thru \$119,999	52	80			
\$120,000 thru \$139,999	53	76			
\$140,000 thru \$159,999	70	97			
\$160,000 thru \$179,999	70	83			
\$180,000 thru \$199,999	57	85			
\$200,000 thru \$249,999	117	83			
\$250,000 thru \$299,999	111	92			
\$300,000 thru \$349,999	91	104			
\$350,000 thru \$399,999	102	93			
\$400,000 thru \$449,999	76	78			
\$450,000 thru \$499,999	50	75			
\$500,000 thru \$549,999	37	67			
\$550,000 thru \$599,999	38	127			
\$600,000 thru \$649,999	17	192			
\$650,000 thru \$699,999	15	100			
\$700,000 thru \$749,999	12	60			
\$750,000 thru \$799,999	6	37			
\$800,000 thru \$849,999	6	97			
\$850,000 thru \$899,999	5	55			
\$900,000 thru \$949,999	7	156			
\$950,000 thru \$999,999	1	46			
\$1,000,000 thru \$1,249,999	7	76			
\$1,250,000 thru \$1,499,999	1	140			
\$1,500,000 thru \$1,749,999	2	225			
\$1,750,000 thru \$1,999,999	1	171			