

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	295**	\$ 82,523,600**
MAY	369	302**	\$ 89,964,700**
JUNE	341	344**	\$109,572,500**
JULY	352	338**	\$103,332,900**
AUG.	319	351**	\$112,448,600**
SEPT.	285	322**	\$102,604,900**
OCT.	295	338**	\$ 98,412,600**
NOV.	215	276**	\$ 92,191,000**
DEC.	194	273**	\$ 86,597,700**

YEAR: 2004

MONTH	PENDING SALES	FINAL SALES	\$VOLUME
JAN.	333	197**	\$ 59,032,600**
FEB.	415	237**	\$ 75,733,200**
MAR.	503	428**	\$140,835,100**
APR.	478	419**	\$138,516,400**
MAY	396	409**	\$151,352,900**
JUNE	450	472**	\$179,540,100**
JULY	438	427**	\$157,839,900**
AUG.	433	445**	\$162,680,400**
SEPT.	331	377	\$133,785,300
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 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	1,835	387
MAY	3,212	654	2,319	522	2,036	526	1,536	481	967	474	1,627	354
JUNE	3,159	565	2,289	487	2,049	490	1,521	447	1,037	519	1,752	390
JULY	3,185	510	2,283	463	2,020	493	1,581	539	903	507	1,393	348
AUG.	3,015	391	2,227	477	1,979	413	1,585	494	840	451	1,747	317
SEPT.	2,856	402	2,118	381	1,920	359	1,653	507	821	479	1,664	304
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	227	242	242	270	251	236	212	207
2004	140	172	301	288	298	336	315	314	262			

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	245	281	224	246	235	226	228			

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	\$318,000	\$319,900	\$349,500	\$338,500	\$340,000	\$333,000	\$310,500	\$352,500	\$347,000
2004	\$323,250	\$375,000	\$369,500	\$382,000	\$399,250	\$406,500	\$390,000	\$399,975	\$420,000			

EL DORADO COUNTY-AVERAGE PRICE-SINGLE FAMILY HOMES MONTHLY

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	\$364,443	\$389,210	\$373,169	\$378,281	\$377,337	\$351,888	\$399,304	\$371,137
2004	\$373,429	\$389,076	\$413,849	\$409,237	\$443,266	\$455,692	\$440,307	\$441,341	\$446,636			

MULTIPLE LISTING STATISTICS FOR SEPTEMBER 2004

		CLOSED '03	CLOSED '04	AVERAGE	PRICE
				2003	2004
RESIDENTIAL/COMMON INT.	RES	251	262	\$ 377,337	\$ 446,636
MOBILE HOME-IN PARK	MOB	9	11	\$ 82,676	\$ 65,182
RESIDENTIAL INCOME	RIN	0	2	\$ -	\$ 424,500
LAND	LND	62	102	\$ 115,313	\$ 149,027
COMMERCIAL/INDUSTRIAL	COM	0	0	\$ -	\$ -
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

RESIDENTIAL SALES -- BY AREA -- SEPTEMBER 2004

ZONE	AREA	2003	2003	2004	2004
		# OF SALES	AVG. PRICE	# OF SALES	AVG. PRICE
12601	GREATER CAMERON PARK	47	\$ 327,086	42	\$ 429,435
12602	EL DORADO HILLS	66	\$ 549,451	65	\$ 587,504
12603	SHINGLE SPRINGS	8	\$ 519,363	20	\$ 566,453
12604	RESCUE/LUNEMAN	5	\$ 544,400	5	\$ 393,800
12605	LATROBE/SOUTH AREA	1	\$ 855,000	0	\$ -
12701	GREATER PLACERVILLE	20	\$ 306,183	31	\$ 404,164
12702	DIAMOND SPRINGS/EL DORADO	12	\$ 299,658	14	\$ 339,525
12703	PLEASANT VALLEY/PLV SOUTH	6	\$ 243,617	7	\$ 489,429
12704	SOMERSET/SOUTH COUNTY	11	\$ 211,591	17	\$ 411,671
12705	COLOMA, LOTUS	2	\$ 380,000	0	\$ -
12706	GREENSTONE/GOLDHILLWEST	1	\$ 550,000	1	\$ 610,000
12707	MOSQUITO, SWANSBORO	0	\$ -	4	\$ 307,625
12801	CAMINO, CEDAR GROVE	10	\$ 372,880	9	\$ 387,767
12802	POLLOCK PINES, SLY PARK	35	\$ 263,654	21	\$ 275,243
12803	AMERICAN RIVER CANYON	7	\$ 198,286	5	\$ 222,200
12901	GEORGETOWN, GARDENVALLEY	13	\$ 274,769	18	\$ 322,370
12902	PILOT HILL, COOL	7	\$ 372,500	7	\$ 436,429
12903	NORTH COUNTY	0	\$ -	0	\$ -

TRANSACTION SUMMARY

	2003	2003	2004	2004
	MONTH	YTD	MONTH	YTD
PENDING SALES-TOTAL	285	2,846	331	3,777
PENDING SALES-RESIDENTIAL	213	2,212	235	2,656
CLOSED SALES-TOTAL	322	3,519	377	3,411
CLOSED SALES-RESIDENTIAL	251	1,917	262	2,426
CLOSED SALES-RES. MEDIAN PRICE	\$ 336,000	\$ 321,000	\$ 420,000	\$ 388,750
LISTING INVENTORY-TOTAL	821		1,664	
LISTING INVENTORY-RESIDENTIAL	526		843	

Market Statistics Report

Listings as of 10/07/04 at 3:30pm

SEPTEMBER 2004

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
All Off Market					
#Units	36	148	64	14	262
Pending					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Sold					
#Units	36	148	64	14	262
Dollar Value	\$10,419,450	\$60,857,704	\$35,052,975	\$10,688,450	\$117,018,579
Average List Price	\$291,670	\$415,751	\$561,327	\$786,025	\$454,048
Average Sold Price	\$289,429	\$411,201	\$547,703	\$763,461	\$446,636
Average Market Time	29	47	43	87	46
% of List Price	99.23	98.91	97.57	97.13	98.37
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.

All measurements and calculations of area are approximate. Information provided by Seller/Other sources, not verified by Broker. All Interestec

Area Market Survey

Listings as of 10/07/04 at 3:28pm

Sold

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$100,000 - \$119,999	1	3	Minimum	\$114,000	Maximum	\$1,285,000
\$120,000 - \$139,999	2	38	Average	\$446,636	Median	\$420,000
\$160,000 - \$179,999	1	6				
\$180,000 - \$199,999	3	35				
\$200,000 - \$249,999	17	25				
\$250,000 - \$299,999	31	39				
\$300,000 - \$349,999	24	46				
\$350,000 - \$399,999	40	53				
\$400,000 - \$449,999	41	36				
\$450,000 - \$499,999	33	53				
\$500,000 - \$549,999	16	38				
\$550,000 - \$599,999	12	33				
\$600,000 - \$649,999	10	55				
\$650,000 - \$699,999	8	69				
\$700,000 - \$749,999	4	50				
\$750,000 - \$799,999	4	57				
\$800,000 - \$849,999	2	97				
\$850,000 - \$899,999	5	128				
\$900,000 - \$949,999	1	43				
\$950,000 - \$999,999	1	48				
\$1,000,000 and over	6	44				
=====						
	262	46				

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 Interestec

Market Statistics Report

Listings as of 10/07/04 at 3:32pm

YEAR TO DATE 1/1/04 - 9/30/04

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
All Off Market					
#Units	356	1230	673	167	2426
Pending					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Sold					
#Units	356	1230	673	167	2426
Dollar Value	\$96,368,326	\$468,559,879	\$366,962,399	\$108,684,307	\$1,040,574,911
Average List Price	\$274,726	\$385,951	\$553,938	\$664,509	\$435,406
Average Sold Price	\$270,698	\$380,943	\$545,264	\$650,804	\$428,926
Average Market Time	133	47	52	71	63
% of List Price	98.53	98.70	98.43	97.94	98.51
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 10/07/04 at 3:32pm

<u>Sold</u> <u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$40,000 - \$49,999	2	92	<u>Minimum</u>	\$40,000	<u>Maximum</u>	\$2,295,000
\$50,000 - \$59,999	1	2	<u>Average</u>	\$428,926	<u>Median</u>	\$388,750
\$60,000 - \$69,999	1	59				
\$70,000 - \$79,999	1	501				
\$90,000 - \$99,999	3	41				
\$100,000 - \$119,999	4	46				
\$120,000 - \$139,999	5	36				
\$140,000 - \$159,999	10	21				
\$160,000 - \$179,999	23	40				
\$180,000 - \$199,999	63	531				
\$200,000 - \$249,999	202	41				
\$250,000 - \$299,999	320	47				
\$300,000 - \$349,999	297	49				
\$350,000 - \$399,999	359	50				
\$400,000 - \$449,999	253	44				
\$450,000 - \$499,999	224	50				
\$500,000 - \$549,999	173	51				
\$550,000 - \$599,999	127	41				
\$600,000 - \$649,999	79	60				
\$650,000 - \$699,999	87	68				
\$700,000 - \$749,999	51	57				
\$750,000 - \$799,999	30	71				
\$800,000 - \$849,999	25	97				
\$850,000 - \$899,999	27	60				
\$900,000 - \$949,999	9	95				
\$950,000 - \$999,999	16	64				
\$1,000,000 and over	34	84				
=====		2426	63			

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