

# EL DORADO COUNTY ASSOCIATION OF REALTORS®

## ALL SALES TRANSACTIONS

YEAR: 2004

MONTH	PENDING SALES	FINAL SALES	\$VOLUME
JAN.	333	197**	\$ 59,032,600**
FEB.	415	236**	\$ 75,333,400**
MAR.	503	427**	\$139,615,800**
APR.	478	421**	\$139,356,200**
MAY	396	411**	\$151,635,900**
JUNE	450	474**	\$179,882,200**
JULY	438	429**	\$159,033,700**
AUG.	433	454**	\$167,787,000**
SEPT.	331	413**	\$146,663,100**
OCT.	299	332**	\$125,655,500**
NOV.	274	320**	\$127,237,900**
DEC.	358	321**	\$128,462,700**

YEAR: 2005

MONTH	PENDING SALES	FINAL SALES	\$VOLUME
JAN.	475	248**	\$112,111,700**
FEB.	555	278**	\$111,382,500**
MAR.	548	451**	\$188,084,100**
APR.	529	403**	\$171,490,700**
MAY	513	348**	\$161,137,500**
JUNE	512	358**	\$165,270,100**
JULY	457	320**	\$154,741,800**
AUG.	403	355	\$162,709,900
SEPT.			
OCT.			
NOV.			
DEC.			

\*\*Final Sales & Dollar Volume figures have been revised to reflect late reporting of sales into the M.L.S computer system.

## EL DORADO COUNTY LISTING SUMMARY

MONTH	YEAR 2000		YEAR 2001		YEAR 2002		YEAR 2003		YEAR 2004		YEAR 2005	
	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.	2,314	426	1,713	425	1,641	407	1,394	439	1,263	237	1,386	259
FEB.	2,294	373	1,679	403	1,633	411	1,442	432	1,226	279	1,489	254
MAR.	2,305	535	1,813	527	1,648	489	825	568	1,623	368	1,500	324
APR.	2,383	536	1,920	600	1,614	463	1,176	484	1,835	387	1,572	365
MAY	2,319	522	2,036	526	1,536	481	967	474	1,627	354	1,765	445
JUNE	2,289	487	2,049	490	1,521	447	1,037	519	1,752	390	1,990	494
JULY	2,283	463	2,020	493	1,581	539	903	507	1,393	348	2,073	460
AUG.	2,227	477	1,979	413	1,585	494	840	451	1,747	317	2,298	547
SEPT.	2,118	381	1,920	359	1,653	507	821	479	1,664	304		
OCT.	2,021	455	1,865	409	1,639	451	680	382	1,738	280		
NOV.	1,893	266	1,782	296	1,509	314	591	188	1,491	240		
DEC.	1,753	225	1,602	213	1,349	204	401	102	1,407	189		

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	213	207
2004	140	171	300	290	299	337	316	319	288	230	234	237
2005	185	195	320	285	253	273	255	264				

**NEW LISTINGS BY MONTH (RESIDENTIAL)**

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	202	182	138
2005	183	202	229	262	346	363	334	408				

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	\$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	\$413,500	\$415,000
2005	\$442,500	\$445,000	\$439,000	\$458,500	\$487,000	\$479,500	\$475,000	\$480,500				

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	\$398,457	\$371,137
2004	\$373,429	\$389,013	\$411,164	\$409,311	\$442,606	\$455,364	\$441,934	\$439,397	\$443,106	\$445,262	\$466,069	\$459,608
2005	\$522,287	\$483,176	\$493,306	\$519,455	\$534,006	\$538,827	\$548,550	\$526,848				

**MULTIPLE LISTING STATISTICS FOR AUGUST 2005**

				AVERAGE	PRICE
		CLOSED '04	CLOSED '05	2004	2005
RESIDENTIAL/COMMON INT.	RES	319	264	\$ 439,397	\$ 526,848
MOBILE HOME-IN PARK	MOB	19	11	\$ 69,274	\$ 82,080
RESIDENTIAL INCOME	RIN	3	1	\$ 921,667	\$ 490,000
LAND	LND	113	76	\$ 208,303	\$ 284,202
COMMERCIAL/INDUSTRIAL	COM	0	1	\$ -	\$ 525,000
BUSINESS OPPORTUNITY	BOP	0	1	\$ -	\$ 105,000

**RESIDENTIAL SALES - BY AREA - AUGUST 2005**

AREA	ZONE	2004 # OF SALES	2004 AVG. PRICE	2005 # OF SALES	2005 AVG. PRICE
GREATER CAMERON PARK	12601	49	\$ 397,067	31	\$ 495,974
EL DORADO HILLS	12602	81	\$ 634,556	70	\$ 691,406
SHINGLE SPRINGS	12603	12	\$ 509,750	15	\$ 717,335
RESCUE/LUNEMAN	12604	6	\$ 481,667	6	\$ 654,750
LATROBE/SOUTH AREA	12605	1	\$ 670,000	0	\$ -
GREATER PLACERVILLE	12701	29	\$ 338,614	30	\$ 434,910
DIAMOND SPRGS/EL DORADO	12702	13	\$ 385,360	16	\$ 433,119
PLEASANTVALLEY/PLV SOUTH	12703	9	\$ 485,611	7	\$ 456,857
SOMERSET/SOUTH COUNTY	12704	24	\$ 309,533	21	\$ 406,286
COLOMA, LOTUS	12705	4	\$ 478,375	0	\$ -
GREENSTONE/GOLDHILLWEST	12706	3	\$ 549,667	0	\$ -
MOSQUITO, SWANSBORO	12707	0	\$ -	3	\$ 336,333
CAMINO, CEDAR GROVE	12801	9	\$ 352,211	11	\$ 462,045
POLLOCK PINES, SLY PARK	12802	35	\$ 281,861	24	\$ 422,557
AMERICAN RIVER CANYON	12803	4	\$ 293,750	0	\$ -
GEORGETOWN, GARDENVALLEY	12901	21	\$ 380,564	17	\$ 367,818
PILOT HILL, COOL	12902	19	\$ 381,168	13	\$ 494,831
NORTH COUNTY	12903	0	\$ -	0	\$ -

**TRANSACTION SUMMARY**

	2004 MONTH	2004 YTD	2005 MONTH	2005 YTD
PENDING SALES-TOTAL	433	3446	403	3992
PENDING SALES - RESIDENTIAL	298	2421	301	2956
CLOSED SALES - TOTAL	425	3006	355	2755
CLOSED SALES - RESIDENTIAL	297	2145	264	2030
CLOSED SALES -RES.MEDIAN PRICE	\$ 405,000	\$ 385,000	\$ 480,500	\$ 462,250
LISTING INVENTORY - TOTAL	1747		2298	
LISTING INVENTORY - RESIDENTIAL	850		1248	

# Market Statistics Report

Listings as of 09/12/05 at 3:09pm

## AUGUST 2005

### Residential

	2- Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
<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	37	143	70	14	264
<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	37	143	70	14	264
Dollar Value	\$13,677,749	\$66,706,735	\$45,699,948	\$13,003,500	\$139,087,932
Average List Price	\$377,638	\$473,583	\$662,689	\$946,950	\$535,381
Average Sold Price	\$369,669	\$466,481	\$652,856	\$928,821	\$526,848
Average Market Time	53	39	35	46	40
Average Square Feet	1265	1802	2702	3729	2067
% of List Price	97.89	98.50	98.52	98.09	98.41
<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

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

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## Area Market Survey

Listings as of 09/12/05 at 3:06pm

Selling Price Range	Quantity	Average DOM	Summary Price Information			
			Minimum	Maximum	Median	
\$140,000 - \$159,999	1	0	\$159,500	\$1,799,000		
\$180,000 - \$199,999	1	380	\$526,848	\$480,500		
\$200,000 - \$249,999	7	28				
\$250,000 - \$299,999	11	35				
\$300,000 - \$349,999	22	40				
\$350,000 - \$399,999	42	33				
\$400,000 - \$449,999	31	42				
\$450,000 - \$499,999	27	43				
\$500,000 - \$549,999	25	38				
\$550,000 - \$599,999	24	41				
\$600,000 - \$649,999	18	44				
\$650,000 - \$699,999	14	38				
\$700,000 - \$749,999	11	32				
\$750,000 - \$799,999	6	21				
\$800,000 - \$849,999	5	49				
\$850,000 - \$899,999	4	77				
\$900,000 - \$949,999	4	30				
\$950,000 - \$999,999	3	28				
\$1,000,000 and over	8	57				
=====						
	264	40				

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 09/12/05 at 3:13pm

## YEAR TO DATE 1/1/05 - 8/31/05

### Residential

	2- Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
<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	337	1023	527	143	2030
<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	337	1023	527	143	2030
Dollar Value	\$114,732,074	\$471,076,555	\$349,330,200	\$122,688,443	\$1,057,827,272
Average List Price	\$344,552	\$466,971	\$669,630	\$877,608	\$528,186
Average Sold Price	\$340,451	\$460,485	\$662,866	\$857,961	\$521,097
Average Market Time	39	40	44	51	42
Average Square Feet	1324	1859	2773	3655	2134
% of List Price	98.81	98.61	98.99	97.76	98.66
<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

Equal Opportunity Housing \* All information deemed reliable, but not guaranteed.  
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## Area Market Survey

Listings as of 09/12/05 at 3:12pm

Sold Selling Price Range	Quantity	Average DOM	Summary Price Information		
			Minimum	Maximum	Median
\$50,000 - \$59,999	1	6	\$50,000	\$2,085,000	
\$100,000 - \$119,999	1	26	\$521,097	\$462,250	
\$140,000 - \$159,999	4	19			
\$160,000 - \$179,999	5	27			
\$180,000 - \$199,999	4	114			
\$200,000 - \$249,999	66	39			
\$250,000 - \$299,999	146	32			
\$300,000 - \$349,999	224	34			
\$350,000 - \$399,999	275	39			
\$400,000 - \$449,999	230	40			
\$450,000 - \$499,999	206	43			
\$500,000 - \$549,999	145	42			
\$550,000 - \$599,999	147	48			
\$600,000 - \$649,999	119	42			
\$650,000 - \$699,999	125	43			
\$700,000 - \$749,999	79	43			
\$750,000 - \$799,999	63	45			
\$800,000 - \$849,999	33	38			
\$850,000 - \$899,999	32	44			
\$900,000 - \$949,999	21	63			
\$950,000 - \$999,999	22	52			
\$1,000,000 and over	82	76			
=====					
	2030	42			

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