

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	277**	\$ 92,409,900**
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	411**	\$151,635,900**
JUNE	450	475**	\$180,052,100**
JULY	438	429**	\$159,033,700**
AUG.	433	453**	\$167,616,900**
SEPT.	331	413**	\$146,663,100**
OCT.	299	331**	\$124,780,600**
NOV.	274	319**	\$124,959,800**
DEC.	358	303	\$120,675,100

**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	1,738	280
NOV.	2,518	311	1,893	266	1,782	296	1,509	314	591	188	1,491	240
DEC.	2,294	267	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.
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	213	207
2004	140	172	301	288	299	337	316	318	288	229	233	222

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	202	182	138

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	\$355,000	\$347,000
2004	\$323,250	\$375,000	\$369,500	\$382,000	\$397,900	\$408,000	\$392,950	\$399,975	\$416,250	\$410,000	\$415,000	\$415,000

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	\$398,457	\$371,137
2004	\$373,429	\$389,076	\$413,849	\$409,237	\$442,606	\$455,364	\$441,934	\$440,244	\$443,106	\$443,386	\$458,292	\$460,088

MULTIPLE LISTING STATISTICS FOR DECEMBER 2004

		CLOSED '03	CLOSED '04	AVERAGE 2003	PRICE 2004
RESIDENTIAL/COMMON INT.	RES	203	222	\$ 371,137	\$ 460,088
MOBILE HOME-IN PARK	MOB	8	6	\$ 94,863	\$ 68,917
RESIDENTIAL INCOME	RIN	2	7	\$ 325,750	\$ 360,978
LAND	LND	55	66	\$ 146,492	\$ 219,415
COMMERCIAL/INDUSTRIAL	COM	1	2	\$ 305,000	\$ 557,000
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

RESIDENTIAL SALES -- BY AREA -- DECEMBER 2004

ZONE	AREA	2003 # OF SALES	2003 AVG. PRICE	2004 # OF SALES	2004 AVG. PRICE
12601	GREATER CAMERON PARK	37	\$ 347,187	29	\$ 499,484
12602	EL DORADO HILLS	60	\$ 466,883	53	\$ 582,631
12603	SHINGLE SPRINGS	13	\$ 498,500	13	\$ 605,423
12604	RESCUE/LUNEMAN	2	\$ 494,425	8	\$ 542,188
12605	LATROBE/SOUTH AREA	0	\$ -	1	\$ 800,000
12701	GREATER PLACERVILLE	26	\$ 327,573	32	\$ 371,625
12702	DIAMOND SPRINGS/EL DORADO	10	\$ 357,895	14	\$ 393,357
12703	PLEASANT VALLEY/PLV SOUTH	0	\$ -	6	\$ 489,617
12704	SOMERSET/SOUTH COUNTY	8	\$ 266,113	6	\$ 288,467
12705	COLOMA, LOTUS	0	\$ -	1	\$ 285,000
12706	GREENSTONE/GOLDHILLWEST	1	\$ 385,000	1	\$ 465,000
12707	MOSQUITO, SWANSBORO	5	\$ 249,990	3	\$ 322,667
12801	CAMINO, CEDAR GROVE	1	\$ 253,870	10	\$ 434,238
12802	POLLOCK PINES, SLY PARK	26	\$ 262,135	20	\$ 353,145
12803	AMERICAN RIVER CANYON	0	\$ -	1	\$ 237,000
12901	GEORGETOWN, GARDENVALLEY	9	\$ 317,399	14	\$ 321,596
12902	PILOT HILL, COOL	9	\$ 301,267	10	\$ 383,693
12903	NORTH COUNTY	0	\$ -	0	\$ -

TRANSACTION SUMMARY

	2003 MONTH	2003 YTD	2004 MONTH	2004 YTD
PENDING SALES-TOTAL	194	3,549	358	4,708
PENDING SALES-RESIDENTIAL	135	2,724	267	3,334
CLOSED SALES-TOTAL	273	3,520	358	4,415
CLOSED SALES-RESIDENTIAL	207	2,573	222	3,143
CLOSED SALES-RES. MEDIAN PRICE	\$ 371,137	\$ 325,000	\$ 415,000	\$ 395,000
LISTING INVENTORY-TOTAL	478		1,407	
LISTING INVENTORY-RESIDENTIAL	304		738	

Market Statistics Report

Listings as of 01/06/05 at 3:04pm

DECEMBER 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
Average Square Feet	0	0	0	0	0
All Off Market					
#Units	39	106	62	15	222
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	39	106	62	15	222
Dollar Value	\$12,250,540	\$43,973,665	\$34,138,321	\$11,777,037	\$102,139,563
Average List Price	\$319,474	\$422,758	\$559,713	\$782,952	\$467,199
Average Sold Price	\$314,116	\$414,846	\$550,618	\$785,136	\$460,088
Average Market Time	46	53	47	83	52
Average Square Feet	1289	1811	2518	3904	2058
% of List Price	98.32	98.13	98.38	100.28	98.48
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

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 Summary

Listings as of 01/06/05 at 3:03pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$160,000 - \$179,999	2	72	<u>Minimum</u>	\$175,000	<u>Maximum</u>	\$1,200,000
\$180,000 - \$199,999	1	18	<u>Average</u>	\$460,088	<u>Median</u>	\$415,000
\$200,000 - \$249,999	14	33				
\$250,000 - \$299,999	23	33				
\$300,000 - \$349,999	31	41				
\$350,000 - \$399,999	29	51				
\$400,000 - \$449,999	26	49				
\$450,000 - \$499,999	27	50				
\$500,000 - \$549,999	14	101				
\$550,000 - \$599,999	12	41				
\$600,000 - \$649,999	9	55				
\$650,000 - \$699,999	9	56				
\$700,000 - \$749,999	4	39				
\$750,000 - \$799,999	3	45				
\$800,000 - \$849,999	6	53				
\$850,000 - \$899,999	5	85				
\$900,000 - \$949,999	4	131				
\$950,000 - \$999,999	2	115				
\$1,000,000 and over	1	143				
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	222	52				

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 01/06/05 at 3:01pm

YEAR TO DATE 1/1/04 - 12/31/04

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
Average Square Feet	0	0	0	0	0
All Off Market					
#Units	483	1590	860	210	3143
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	483	1590	860	210	3143
Dollar Value	\$134,721,166	\$615,008,631	\$475,825,602	\$138,812,372	\$1,364,367,771
Average List Price	\$282,968	\$391,868	\$562,384	\$673,528	\$440,609
Average Sold Price	\$278,926	\$386,798	\$553,286	\$661,011	\$434,097
Average Market Time	109	46	52	73	59
Average Square Feet	1254	1835	2694	3475	2090
% of List Price	98.57	98.71	98.38	98.14	98.52
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

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 Summary

Listings as of 01/06/05 at 2:57pm

Sold

<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>	\$434,097	<u>Median</u>	\$395,000
\$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	6	32				
\$140,000 - \$159,999	12	17				
\$160,000 - \$179,999	27	44				
\$180,000 - \$199,999	68	497				
\$200,000 - \$249,999	254	38				
\$250,000 - \$299,999	410	44				
\$300,000 - \$349,999	385	47				
\$350,000 - \$399,999	456	50				
\$400,000 - \$449,999	335	44				
\$450,000 - \$499,999	290	49				
\$500,000 - \$549,999	232	53				
\$550,000 - \$599,999	172	42				
\$600,000 - \$649,999	109	58				
\$650,000 - \$699,999	113	68				
\$700,000 - \$749,999	68	56				
\$750,000 - \$799,999	40	71				
\$800,000 - \$849,999	38	77				
\$850,000 - \$899,999	38	66				
\$900,000 - \$949,999	15	99				
\$950,000 - \$999,999	20	67				
\$1,000,000 and over	43	90				

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

ZONE	AREA	2003 # OF SALES	2003 AVG. PRICE	2004 # OF SALES	2004 AVG. PRICE
12601	CAMERON PARK	436	\$ 329,036	503	\$ 402,753
12602	EL DORADO HILLS	697	\$ 500,415	839	\$ 585,796
12603	SHINGLE SPRINGS	139	\$ 435,913	157	\$ 563,299
12604	RESCUE/NORTH AREA	60	\$ 486,716	93	\$ 495,313
12605	LATROBE/SOUTH AREA	12	\$ 607,074	5	\$ 755,980
12701	PLACERVILLE	249	\$ 294,147	350	\$ 354,080
12702	DIAMOND SPRINGS/EL DORADO	144	\$ 295,332	180	\$ 351,252
12703	PLEASANT VALLEY	71	\$ 319,340	95	\$ 419,087
12704	SOMERSET/SOUTH COUNTY	113	\$ 254,954	143	\$ 330,651
12705	LOTUS/COLOMA	11	\$ 512,524	12	\$ 440,458
12706	GREENSTONE,GOLD HILL WEST	12	\$ 460,417	21	\$ 603,567
12707	SWANSBORO	26	\$ 247,887	27	\$ 266,286
12801	CAMINO/CEDAR GROVE	85	\$ 328,623	101	\$ 369,506
12802	POLLOCK PINES/SLY PARK	256	\$ 251,479	311	\$ 292,176
12803	AMERICAN RIVER CANYON	16	\$ 173,588	23	\$ 219,885
12901	GEORGETOWN DIVIDE	126	\$ 242,747	141	\$ 323,777
12902	PILOT HILL/COOL	120	\$ 343,050	142	\$ 378,321