

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

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	191**	\$ 49,588,300**
NOV.	284	225**	\$ 60,484,700**
DEC.	235	261**	\$ 75,850,200**

YEAR: 2012

MONTH	PENDING SALES	FINAL SALES	\$VOLUME
JAN.	288	169**	\$48,833,800**
FEB.	283	217**	\$58,496,000**
MAR.	327	264**	\$74,903,500**
APR.	373	243**	\$70,060,700**
MAY	380	289**	\$83,632,700**
JUNE	369	285**	\$83,403,100**
JULY	509	250**	\$74,584,400**
AUG.	502	311**	\$91,681,500**
SEPT.	474	261**	\$75,328,500**
OCT.	420	288**	\$87,251,500**
NOV.	359	255**	\$72,441,600**
DEC.	330	220	\$66,714,900

\*\*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	2007	YEAR	2008	YEAR	2009	YEAR	2010	YEAR	2011	YEAR	2012
	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.	1858	575	1672	487	1502	389	1420	350	1307	346	1236	269
FEB.	1640	512	1773	450	1484	291	1506	363	1355	309	1275	268
MAR.	1794	599	1750	494	1508	362	1622	426	1349	307	1175	264
APR.	2363	719	1810	437	1619	396	1680	395	1493	392	1335	294
MAY	2609	606	2164	599	1763	435	1734	381	1557	332	1400	316
JUNE	2629	558	2147	479	1802	371	1814	401	1662	383	1793	276
JULY	2515	508	2163	445	1813	409	1847	389	1731	403	1350	213
AUG.	2490	538	2127	397	1857	343	1716	336	1713	369	1376	263
SEPT.	2290	436	1873	397	1718	284	1705	337	1652	331	1344	208
OCT.	2119	411	1796	327	1665	347	1549	274	1445	229	1207	217
NOV.	1901	339	1679	282	1591	267	1464	255	1477	261	999	137
DEC.	1627	288	1449	255	1346	205	1290	221	1233	195	918	121

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	176	203	239
2012	154	203	234	220	260	285	234	284	228	261	224	193

**NEW LISTINGS BY MONTH (RESIDENTIAL)**

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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
2012	203	206	208	195	255	193	152	183	160	151	85	76

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	\$263,000
2012	\$ 250,000	\$ 236,000	\$ 256,750	\$256,750	\$287,000	\$258,500	\$285,000	\$275,000	\$ 284,750	\$266,000	\$276,700	\$295,000

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	\$274,343	\$287,037	\$299,420
2012	\$ 308,142	\$ 282,971	\$ 307,741	\$306,939	\$311,455	\$308,060	\$311,930	\$312,512	\$ 314,876	\$323,365	\$312,184	\$333,799

**MULTIPLE LISTING STATISTICS FOR DECEMBER 2012**

		CLOSED '11	CLOSED '12	AVERAGE 2011	PRICE 2012
RESIDENTIAL/COMMON INT.	RES	239	193	\$ 299,420	\$ 333,799
MOBILE HOME-IN PARK	MOB	6	7	\$ 47,750	\$ 45,307
RESIDENTIAL INCOME	RIN	1	1	\$ 2,256,000	\$ 205,000
LAND	LND	14	19	\$ 101,636	\$ 93,142
COMMERCIAL/INDUSTRIAL	COM	1	0	\$ 323,500	\$ -
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

<b>RESIDENTIAL SALES - BY AREA - DECEMBER 2012</b>					
		2011	2011	2012	2012
AREA	ZONE	# OF SALES	AVG. PRICE	# OF SALES	AVG. PRICE
GREATER CAMERON PARK	12601	44	\$ 261,505	29	\$ 343,190
EL DORADO HILLS	12602	72	\$ 470,130	51	\$ 465,882
SHINGLE SPRINGS	12603	8	\$ 323,281	10	\$ 435,660
RESCUE/LUNEMAN	12604	4	\$ 245,750	2	\$ 410,000
LATROBE/SOUTH AREA	12605	1	\$ 619,000	1	\$ 175,000
GREATER PLACERVILLE	12701	13	\$ 186,408	21	\$ 240,143
DIAMOND SPRGS/EL DORADO	12702	10	\$ 228,368	15	\$ 211,867
PLEASANTVALLEY/PLV SOUTH	12703	9	\$ 229,222	11	\$ 358,000
SOMERSET/SOUTH COUNTY	12704	15	\$ 133,404	6	\$ 120,500
COLOMA, LOTUS	12705	1	\$ 270,000	1	\$ 615,000
GREENSTONE/GOLDHILLWEST	12706	6	\$ 265,167	3	\$ 559,000
MOSQUITO, SWANSBORO	12707	1	\$ 144,000	4	\$ 230,600
CAMINO, CEDAR GROVE	12801	8	\$ 278,813	2	\$ 205,000
POLLOCK PINES, SLY PARK	12802	22	\$ 163,868	19	\$ 177,072
AMERICAN RIVER CANYON	12803	3	\$ 179,333	1	\$ 272,000
GEORGETOWN, GARDENVALLEY	12901	10	\$ 162,440	7	\$ 250,339
PILOT HILL, COOL	12902	10	\$ 219,343	10	\$ 346,390
NORTH COUNTY	12903	2	\$ 525,000	0	\$ -

**TRANSACTION SUMMARY**

	2011	2011	2012	2012
	MONTH	YTD	MONTH	YTD
PENDING SALES-TOTAL	235	3243	330	4614
PENDING SALES - RESIDENTIAL	223	3053	306	4286
CLOSED SALES - TOTAL	261	2449	220	3052
CLOSED SALES - RESIDENTIAL	239	2403	193	2759
CLOSED SALES -RES.MEDIAN PRICE	\$ 263,000	\$ 255,000	\$ 295,000	\$ 270,000
LISTING INVENTORY - TOTAL	1233		918	
LISTING INVENTORY - RESIDENTIAL	922		621	

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

ZONE	NOVEMBER AREA	2011 # OF SALES	2011 AVG. PRICE	2012 # OF SALES	2012 AVG. PRICE
12601	CAMERON PARK	347	\$250,752	418	\$264,498
12602	EL DORADO HILLS	709	\$458,196	791	\$482,802
12603	SHINGLE SPRINGS	115	\$338,112	139	\$362,885
12604	RESCUE/NORTH AREA	44	\$362,033	56	\$348,324
12605	LATROBE/SOUTH AREA	13	\$515,638	16	\$514,644
12701	PLACERVILLE	222	\$201,197	272	\$227,436
12702	DIAMOND SPRINGS/EL DORADO	129	\$202,916	153	\$224,096
12703	PLEASANT VALLEY	65	\$266,353	89	\$258,499
12704	SOMERSET/SOUTH COUNTY	110	\$171,150	101	\$160,083
12705	LOTUS/COLOMA	5	\$225,200	9	\$272,767
12706	GREENSTONE, GOLD HILL WEST	40	\$384,918	46	\$446,523
12707	SWANSBORO	16	\$138,784	38	\$176,423
12801	CAMINO/CEDAR GROVE	79	\$231,933	99	\$236,884
12802	POLLOCK PINES/SLY PARK	222	\$127,185	249	\$160,322
12803	AMERICAN RIVER CANYON	15	\$142,100	26	\$182,947
12901	GEORGETOWN DIVIDE	127	\$178,086	133	\$187,653
12902	PILOT HILL/COOL	103	\$216,147	112	\$234,961
12903	NORTH COUNTY	18	\$384,214	12	\$222,817

# Market Statistics Report

Listings as of 01/11/13 at 3:18pm

## DECEMBER 2012

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	32	92	53	16	193
<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	32	92	53	16	193
Dollar Value	\$5,902,900	\$25,417,333	\$23,500,888	\$9,602,012	\$64,423,133
Average List Price	\$188,841	\$279,602	\$455,243	\$624,343	\$341,366
Average Sold Price	\$184,466	\$276,275	\$443,413	\$600,126	\$333,799
Average Market Time	55	54	63	93	60
Average Square Feet	1180	1838	2880	3943	2190
% of List Price	97.68	98.81	97.40	96.12	97.78
<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 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

## Area Market Survey Summary

Listings as of 01/11/13 at 3:17pm

**Sold**

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$30,000 thru \$39,999	1	162	Minimum	\$36,000	Maximum	\$1,178,000
\$80,000 thru \$89,999	1	0	Average	\$333,799	Median	\$295,000
\$90,000 thru \$99,999	4	24				
\$100,000 thru \$119,999	8	93				
\$120,000 thru \$139,999	10	75				
\$140,000 thru \$159,999	9	46				
\$160,000 thru \$179,999	8	21				
\$180,000 thru \$199,999	10	29				
\$200,000 thru \$249,999	20	65				
\$250,000 thru \$299,999	28	38				
\$300,000 thru \$349,999	15	21				
\$350,000 thru \$399,999	24	86				
\$400,000 thru \$449,999	16	50				
\$450,000 thru \$499,999	14	73				
\$500,000 thru \$549,999	8	55				
\$550,000 thru \$599,999	2	93				
\$600,000 thru \$649,999	3	87				
\$650,000 thru \$699,999	1	5				
\$700,000 thru \$749,999	1	3				
\$750,000 thru \$799,999	1	91				
\$800,000 thru \$849,999	3	73				
\$900,000 thru \$949,999	3	224				
\$1,000,000 thru \$1,249,999	3	189				
	193	60				

**REPORT 5A**

# Market Statistics Report

Listings as of 01/11/13 at 3:34pm

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

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	458	1329	728	244	2759
<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	458	1329	728	244	2759
Dollar Value	\$73,126,904	\$339,152,948	\$315,112,637	\$130,343,931	\$857,736,420
Average List Price	\$164,295	\$260,758	\$441,700	\$544,477	\$317,581
Average Sold Price	\$159,666	\$255,194	\$432,847	\$534,196	\$310,887
Average Market Time	76	74	69	79	73
Average Square Feet	1297	1882	2869	3883	2222
% of List Price	97.18	97.87	98.00	98.11	97.89
<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 01/11/13 at 3:34pm

Selling Price Range	Quantity	Average DOM	Summary Price Information			
\$30,000 thru \$39,999	6	125	Minimum	\$35,000	Maximum	\$1,699,000
\$40,000 thru \$49,999	7	142	Average	\$310,887	Median	\$270,000
\$50,000 thru \$59,999	17	117				
\$60,000 thru \$69,999	32	77				
\$70,000 thru \$79,999	24	89				
\$80,000 thru \$89,999	45	65				
\$90,000 thru \$99,999	55	68				
\$100,000 thru \$119,999	105	85				
\$120,000 thru \$139,999	155	80				
\$140,000 thru \$159,999	160	65				
\$160,000 thru \$179,999	164	72				
\$180,000 thru \$199,999	160	62				
\$200,000 thru \$249,999	323	71				
\$250,000 thru \$299,999	298	80				
\$300,000 thru \$349,999	247	73				
\$350,000 thru \$399,999	270	73				
\$400,000 thru \$449,999	181	61				
\$450,000 thru \$499,999	137	68				
\$500,000 thru \$549,999	95	78				
\$550,000 thru \$599,999	65	57				
\$600,000 thru \$649,999	63	74				
\$650,000 thru \$699,999	31	61				
\$700,000 thru \$749,999	28	96				
\$750,000 thru \$799,999	22	131				
\$800,000 thru \$849,999	12	58				
\$850,000 thru \$899,999	13	64				
\$900,000 thru \$949,999	6	136				
\$950,000 thru \$999,999	8	107				
\$1,000,000 thru \$1,249,999	21	83				
\$1,250,000 thru \$1,499,999	5	71				
\$1,500,000 thru \$1,749,999	4	119				
	2759	73				

REPORT 5B