

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

YEAR: 2012

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
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	290**	\$83,783,700**
JUNE	369	286**	\$83,428,000**
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	258**	\$73,003,600**
DEC.	330	226**	\$67,721,500**

YEAR: 2013

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
JAN.	235	176**	\$ 51,373,500**
FEB.	450	212**	\$ 65,865,900**
MAR.	444	289**	\$ 90,327,300**
APR.	485	293**	\$ 94,757,900**
MAY	472	332**	\$111,464,800**
JUNE	438	305**	\$113,900,800**
JULY	411	286**	\$104,569,900**
AUG.	374	293**	\$105,480,200**
SEPT.	352	227**	\$ 79,902,800**
OCT.	347	262**	\$ 92,603,300**
NOV.	302	222**	\$ 78,749,200**
DEC.	225	233	\$ 81,058,000

**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	2008	YEAR	2009	YEAR	2010	YEAR	2011	YEAR	2012	YEAR	2013
	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.	1672	487	1502	389	1420	350	1307	346	1236	269	774	194
FEB.	1773	450	1484	291	1506	363	1355	309	1275	268	1065	196
MAR.	1750	494	1508	362	1622	426	1349	307	1175	264	1104	224
APR.	1810	437	1619	396	1680	395	1493	392	1335	294	1226	271
MAY	2164	599	1763	435	1734	381	1557	332	1400	316	1331	305
JUNE	2147	479	1802	371	1814	401	1662	383	1793	276	1384	304
JULY	2163	445	1813	409	1847	389	1731	403	1350	213	1447	325
AUG.	2127	397	1857	343	1716	336	1713	369	1376	263	1391	296
SEPT.	1873	397	1718	284	1705	337	1652	331	1344	208	1467	311
OCT.	1796	327	1665	347	1549	274	1445	229	1207	217	1312	271
NOV.	1679	282	1591	267	1464	255	1477	261	999	137	1209	194
DEC.	1449	255	1346	205	1290	221	1233	195	918	121	1168	149

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	286	234	284	228	261	227	200
2013	156	185	246	257	285	260	254	251	206	226	192	205

NEW LISTINGS BY MONTH (RESIDENTIAL)

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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
2013	92	119	156	181	216	209	232	213	218	185	134	82

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	\$275,000	\$289,000
2013	\$ 277,250	\$ 300,000	\$ 308,849	\$ 325,000	\$ 344,000	\$336,700	\$355,550	\$ 350,000	\$ 349,000	\$355,000	\$352,500	\$365,000

EL DORADO COUNTY-AVERAGE PRICE-SINGLE FAMILY HOMES MONTHLY

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	\$310,534	\$328,189
2013	\$ 312,541	\$ 336,095	\$ 345,377	\$ 350,540	\$ 367,529	\$421,292	\$394,545	\$399,689	\$ 371,094	\$395,298	\$393,120	\$377,500

MULTIPLE LISTING STATISTICS FOR DECEMBER 2013

		CLOSED '12	CLOSED '13	AVERAGE 2012	PRICE 2013
RESIDENTIAL/COMMON INT.	RES	200	205	\$ 328,189	\$ 377,500
MOBILE HOME-IN PARK	MOB	7	5	\$ 45,307	\$ 42,200
RESIDENTIAL INCOME	RIN	1	1	\$ 205,000	\$ 135,000
LAND	LND	19	20	\$ 93,142	\$ 136,478
COMMERCIAL/INDUSTRIAL	COM	0	2	\$ -	\$ 297,500
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

RESIDENTIAL SALES - BY AREA - DECEMBER 2013					
AREA	ZONE	2012 # OF SALES	2012 AVG. PRICE	2013 # OF SALES	2013 AVG. PRICE
GREATER CAMERON PARK	12601	32	\$ 329,109	31	\$ 363,773
EL DORADO HILLS	12602	51	\$ 465,882	58	\$ 549,495
SHINGLE SPRINGS	12603	10	\$ 435,660	7	\$ 403,557
RESCUE/LUNEMAN	12604	3	\$ 349,000	3	\$ 305,000
LATROBE/SOUTH AREA	12605	1	\$ 175,000	2	\$ 531,750
GREATER PLACERVILLE	12701	22	\$ 238,091	21	\$ 286,459
DIAMOND SPRGS/EL DORADO	12702	15	\$ 211,867	10	\$ 243,004
PLEASANTVALLEY/PLV SOUTH	12703	11	\$ 358,000	2	\$ 453,500
SOMERSET/SOUTH COUNTY	12704	6	\$ 120,500	8	\$ 245,000
COLOMA, LOTUS	12705	1	\$ 615,000	2	\$ 491,500
GREENSTONE/GOLDHILLWEST	12706	3	\$ 559,000	3	\$ 454,667
MOSQUITO, SWANSBORO	12707	4	\$ 230,600	2	\$ 213,950
CAMINO, CEDAR GROVE	12801	2	\$ 205,000	9	\$ 296,000
POLLOCK PINES, SLY PARK	12802	19	\$ 177,072	20	\$ 276,428
AMERICAN RIVER CANYON	12803	1	\$ 272,000	1	\$ 215,000
GEORGETOWN, GARDENVALLEY	12901	7	\$ 250,339	13	\$ 238,092
PILOT HILL, COOL	12902	10	\$ 335,590	12	\$ 308,250
NORTH COUNTY	12903	2	\$ 160,850	1	\$ 147,000

TRANSACTION SUMMARY

	2012 MONTH	2012 YTD	2013 MONTH	2013 YTD
PENDING SALES-TOTAL	330	4614	225	4532
PENDING SALES - RESIDENTIAL	306	4286	198	4139
CLOSED SALES - TOTAL	226	3063	233	3130
CLOSED SALES - RESIDENTIAL	200	2769	205	2725
CLOSED SALES -RES.MEDIAN PRICE	\$ 289,000	\$ 270,000	\$ 365,000	\$ 340,000
LISTING INVENTORY - TOTAL	918		1168	
LISTING INVENTORY - RESIDENTIAL	621		582	

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

ZONE	AREA	2012 # OF SALES	2012 AVG. PRICE	2013 # OF SALES	2013 AVG. PRICE
12601	CAMERON PARK	421	\$263,988	382	\$352,018
12602	EL DORADO HILLS	792	\$482,704	834	\$536,663
12603	SHINGLE SPRINGS	139	\$362,885	120	\$442,419
12604	RESCUE/NORTH AREA	57	\$346,196	52	\$429,892
12605	LATROBE/SOUTH AREA	16	\$514,644	24	\$548,046
12701	PLACERVILLE	272	\$227,723	258	\$265,966
12702	DIAMOND SPRINGS/EL DORADO	154	\$224,718	146	\$256,680
12703	PLEASANT VALLEY	89	\$258,499	89	\$319,836
12704	SOMERSET/SOUTH COUNTY	103	\$159,323	114	\$217,490
12705	LOTUS/COLOMA	9	\$272,767	9	\$377,722
12706	GREENSTONE, GOLD HILL WEST	46	\$446,523	46	\$463,216
12707	SWANSBORO	38	\$176,423	28	\$187,091
12801	CAMINO/CEDAR GROVE	99	\$236,884	84	\$342,085
12802	POLLOCK PINES/SLY PARK	249	\$160,322	257	\$212,025
12803	AMERICAN RIVER CANYON	26	\$182,947	22	\$152,602
12901	GEORGETOWN DIVIDE	133	\$187,653	122	\$230,655
12902	PILOT HILL/COOL	112	\$233,997	123	\$356,402
12903	NORTH COUNTY	14	\$213,694	15	\$292,255

Market Statistics Report DECEMBER 2013

Listings as of 01/21/14 at 2:31pm

Residential	2- Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
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	30	107	50	18	205
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	30	107	50	18	205
Dollar Value	\$6,454,900	\$35,445,288	\$24,470,900	\$11,016,325	\$77,387,413
Average List Price	\$223,357	\$339,764	\$497,752	\$626,378	\$386,429
Average Sold Price	\$215,163	\$331,264	\$489,418	\$612,018	\$377,500
Average Market Time	49	54	49	56	52
Average Square Feet	1333	1933	2764	3556	2191
% of List Price	96.33	97.50	98.33	97.71	97.69
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 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 01/21/14 at 2:27pm

Sold	Quantity	Average DOM	Summary Price Information			
Selling Price Range			Minimum	\$83,500	Maximum	\$1,349,000
\$80,000 thru \$89,999	1	45	Average	\$377,500	Median	\$365,000
\$90,000 thru \$99,999	1	103				
\$100,000 thru \$119,999	2	24				
\$120,000 thru \$139,999	6	54				
\$140,000 thru \$159,999	4	24				
\$160,000 thru \$179,999	9	72				
\$180,000 thru \$199,999	7	22				
\$200,000 thru \$249,999	20	66				
\$250,000 thru \$299,999	28	43				
\$300,000 thru \$349,999	21	33				
\$350,000 thru \$399,999	23	36				
\$400,000 thru \$449,999	25	53				
\$450,000 thru \$499,999	17	64				
\$500,000 thru \$549,999	14	51				
\$550,000 thru \$599,999	7	73				
\$600,000 thru \$649,999	4	207				
\$650,000 thru \$699,999	5	59				
\$700,000 thru \$749,999	3	40				
\$750,000 thru \$799,999	3	51				
\$800,000 thru \$849,999	1	23				
\$850,000 thru \$899,999	1	61				
\$1,000,000 thru \$1,249,999	2	73				
\$1,250,000 thru \$1,499,999	1	4				
	205	52				

REPORT 5A

Market Statistics Report

Listings as of 01/21/14 at 2:42pm

YEAR TO DATE 1/1/13 – 12/31/13

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	438	1314	759	214	2725
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	438	1314	759	214	2725
Dollar Value	\$93,808,669	\$411,344,900	\$376,482,884	\$138,660,734	\$1,020,297,187
Average List Price	\$217,391	\$316,656	\$502,359	\$672,733	\$380,389
Average Sold Price	\$214,175	\$313,048	\$496,025	\$647,947	\$374,421
Average Market Time	51	44	45	55	46
Average Square Feet	1328	1906	2845	3732	2218
% of List Price	98.52	98.86	98.74	96.32	98.43
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 01/21/14 at 2:41pm

Sold

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$30,000 thru \$39,999	1	23	Minimum	\$38,500	Maximum	\$7,995,000
\$40,000 thru \$49,999	2	58	Average	\$374,421	Median	\$340,000
\$50,000 thru \$59,999	4	28				
\$60,000 thru \$69,999	5	117				
\$70,000 thru \$79,999	9	110				
\$80,000 thru \$89,999	16	52				
\$90,000 thru \$99,999	15	39				
\$100,000 thru \$119,999	42	58				
\$120,000 thru \$139,999	89	53				
\$140,000 thru \$159,999	108	52				
\$160,000 thru \$179,999	130	50				
\$180,000 thru \$199,999	124	46				
\$200,000 thru \$249,999	266	42				
\$250,000 thru \$299,999	334	48				
\$300,000 thru \$349,999	274	42				
\$350,000 thru \$399,999	268	38				
\$400,000 thru \$449,999	270	42				
\$450,000 thru \$499,999	196	40				
\$500,000 thru \$549,999	148	40				
\$550,000 thru \$599,999	124	40				
\$600,000 thru \$649,999	83	57				
\$650,000 thru \$699,999	61	58				
\$700,000 thru \$749,999	40	46				
\$750,000 thru \$799,999	21	56				
\$800,000 thru \$849,999	16	51				
\$850,000 thru \$899,999	11	38				
\$900,000 thru \$949,999	14	70				
\$950,000 thru \$999,999	10	43				
\$1,000,000 thru \$1,249,999	29	124				
\$1,250,000 thru \$1,499,999	11	94				
\$1,500,000 thru \$1,749,999	1	157				
\$1,750,000 thru \$1,999,999	1	281				
\$2,000,000 thru \$2,249,999	1	43				
\$7,000,000 thru \$7,999,999	1	266				
	2725	46				