

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	301**	\$111,985,700**
JULY	411	278	\$101,764,100
AUG.			
SEPT.			
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	2008	YEAR	2009	YEAR	2010	YEAR	2011	YEAR	2012	YEAR	2013
	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.	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		
SEPT.	1873	397	1718	284	1705	337	1652	331	1344	208		
OCT.	1796	327	1665	347	1549	274	1445	229	1207	217		
NOV.	1679	282	1591	267	1464	255	1477	261	999	137		
DEC.	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.
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	256	248					

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					

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	\$ 333,750	\$353,500					

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	\$ 420,394	\$393,382					

MULTIPLE LISTING STATISTICS FOR JULY 2013

		CLOSED '12	CLOSED '13	AVERAGE 2012	PRICE 2013
RESIDENTIAL/COMMON INT.	RES	234	248	\$ 311,930	\$ 393,382
MOBILE HOME-IN PARK	MOB	5	9	\$ 41,500	\$ 30,978
RESIDENTIAL INCOME	RIN	0	1	\$ -	\$ 555,000
LAND	LND	11	19	\$ 125,945	\$ 155,342
COMMERCIAL/INDUSTRIAL	COM	0	1	\$ -	\$ 420,250
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

RESIDENTIAL SALES - BY AREA - JULY 2013					
AREA	ZONE	2012 # OF SALES	2012 AVG. PRICE	2013 # OF SALES	2013 AVG. PRICE
GREATER CAMERON PARK	12601	39	\$ 269,238	35	\$ 390,308
EL DORADO HILLS	12602	72	\$ 471,896	73	\$ 566,793
SHINGLE SPRINGS	12603	13	\$ 366,746	14	\$ 430,571
RESCUE/LUNEMAN	12604	5	\$ 356,700	1	\$ 504,000
LATROBE/SOUTH AREA	12605	1	\$ 247,000	0	\$ -
GREATER PLACERVILLE	12701	20	\$ 203,680	23	\$ 287,639
DIAMOND SPRGS/EL DORADO	12702	13	\$ 216,696	13	\$ 297,277
PLEASANTVALLEY/PLV SOUTH	12703	7	\$ 284,214	12	\$ 317,422
SOMERSET/SOUTH COUNTY	12704	4	\$ 211,000	13	\$ 219,415
COLOMA, LOTUS	12705	1	\$ 205,000	1	\$ 425,000
GREENSTONE/GOLDHILLWEST	12706	6	\$ 442,600	5	\$ 604,280
MOSQUITO, SWANSBORO	12707	1	\$ 116,000	3	\$ 184,483
CAMINO, CEDAR GROVE	12801	13	\$ 171,614	4	\$ 302,413
POLLOCK PINES, SLY PARK	12802	21	\$ 169,557	21	\$ 222,614
AMERICAN RIVER CANYON	12803	3	\$ 237,000	2	\$ 92,500
GEORGETOWN, GARDENVALLEY	12901	7	\$ 195,129	14	\$ 248,500
PILOT HILL, COOL	12902	8	\$ 179,429	12	\$ 381,250
NORTH COUNTY	12903	0	\$ -	2	\$ 362,410

TRANSACTION SUMMARY

	2012 MONTH	2012 YTD	2013 MONTH	2013 YTD
PENDING SALES-TOTAL	509	2529	411	2935
PENDING SALES - RESIDENTIAL	489	2343	370	2682
CLOSED SALES - TOTAL	250	1719	278	1881
CLOSED SALES - RESIDENTIAL	234	1569	248	1633
CLOSED SALES -RES.MEDIAN PRICE	\$ 286,250	\$ 260,000	\$ 353,500	\$ 326,000
LISTING INVENTORY - TOTAL	1350		1447	
LISTING INVENTORY - RESIDENTIAL	986		1010	

RESIDENTIAL SALES BY AREA --- YEAR-TO-DATE (1/1 - 7/31)

ZONE	AREA	2012 # OF SALES	2012 AVG. PRICE	2013 # OF SALES	2013 AVG. PRICE
12601	CAMERON PARK	241	\$250,542	241	\$350,668
12602	EL DORADO HILLS	459	\$484,816	496	\$520,394
12603	SHINGLE SPRINGS	76	\$335,158	76	\$426,367
12604	RESCUE/NORTH AREA	37	\$346,247	28	\$417,375
12605	LATROBE/SOUTH AREA	9	\$498,111	13	\$467,486
12701	PLACERVILLE	159	\$217,938	159	\$256,936
12702	DIAMOND SPRINGS/EL DORADO	95	\$213,439	79	\$241,474
12703	PLEASANT VALLEY	51	\$245,928	66	\$308,020
12704	SOMERSET/SOUTH COUNTY	56	\$151,028	76	\$207,505
12705	LOTUS/COLOMA	7	\$225,714	5	\$363,500
12706	GREENSTONE, GOLD HILL WEST	23	\$431,824	28	\$459,479
12707	SWANSBORO	19	\$159,586	16	\$168,515
12801	CAMINO/CEDAR GROVE	60	\$228,484	41	\$352,584
12802	POLLOCK PINES/SLY PARK	129	\$152,175	149	\$193,031
12803	AMERICAN RIVER CANYON	10	\$175,610	10	\$146,225
12901	GEORGETOWN DIVIDE	68	\$177,891	74	\$214,801
12902	PILOT HILL/COOL	63	\$220,486	68	\$395,491
12903	NORTH COUNTY	7	\$213,700	8	\$279,978

Market Statistics Report

Listings as of 08/08/13 at 3:08pm

JULY 2013

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	37	123	71	17	248
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	37	123	71	17	248
Dollar Value	\$8,966,610	\$41,042,825	\$36,955,682	\$10,593,533	\$97,558,650
Average List Price	\$246,576	\$337,733	\$530,984	\$640,762	\$400,231
Average Sold Price	\$242,341	\$333,682	\$520,503	\$623,149	\$393,382
Average Market Time	39	30	34	36	33
Average Square Feet	1321	1968	2900	3633	2252
% of List Price	98.28	98.80	98.03	97.25	98.29
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 08/08/13 at 3:07pm

Sold

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>		
			<u>Minimum</u>	<u>Maximum</u>	
\$80,000 thru \$89,999	4	25	\$84,000		\$1,773,333
\$90,000 thru \$99,999	1	43	<u>Average</u>	<u>Median</u>	\$353,500
\$100,000 thru \$119,999	3	149			
\$120,000 thru \$139,999	6	38			
\$140,000 thru \$159,999	9	50			
\$160,000 thru \$179,999	6	50			
\$180,000 thru \$199,999	11	23			
\$200,000 thru \$249,999	22	21			
\$250,000 thru \$299,999	32	25			
\$300,000 thru \$349,999	28	22			
\$350,000 thru \$399,999	22	40			
\$400,000 thru \$449,999	24	22			
\$450,000 thru \$499,999	19	37			
\$500,000 thru \$549,999	19	34			
\$550,000 thru \$599,999	13	24			
\$600,000 thru \$649,999	8	48			
\$650,000 thru \$699,999	5	11			
\$700,000 thru \$749,999	4	35			
\$850,000 thru \$899,999	3	14			
\$900,000 thru \$949,999	1	20			
\$950,000 thru \$999,999	2	68			
\$1,000,000 thru \$1,249,999	4	32			
\$1,250,000 thru \$1,499,999	1	253			
\$1,750,000 thru \$1,999,999	1	281			
	248	33			

REPORT 5A

Market Statistics Report

Listings as of 08/08/13 at 3:18pm

YEAR TO DATE 1/1/13 – 7/31/13

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	266	783	466	118	1633
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	266	783	466	118	1633
Dollar Value	\$57,810,506	\$238,337,829	\$221,455,565	\$78,306,616	\$595,910,516
Average List Price	\$219,559	\$306,184	\$480,027	\$697,480	\$369,957
Average Sold Price	\$217,333	\$304,391	\$475,227	\$663,615	\$364,918
Average Market Time	49	42	44	60	45
Average Square Feet	1370	1915	2803	3730	2211
% of List Price	98.99	99.41	99.00	95.14	98.64
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 08/08/13 at 3:18pm

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	1	109	Average	\$364,918	Median	\$326,000
\$50,000 thru \$59,999	4	28				
\$60,000 thru \$69,999	3	166				
\$70,000 thru \$79,999	5	151				
\$80,000 thru \$89,999	12	47				
\$90,000 thru \$99,999	11	41				
\$100,000 thru \$119,999	29	61				
\$120,000 thru \$139,999	54	61				
\$140,000 thru \$159,999	72	51				
\$160,000 thru \$179,999	87	47				
\$180,000 thru \$199,999	78	43				
\$200,000 thru \$249,999	173	37				
\$250,000 thru \$299,999	203	43				
\$300,000 thru \$349,999	156	41				
\$350,000 thru \$399,999	155	37				
\$400,000 thru \$449,999	160	39				
\$450,000 thru \$499,999	113	40				
\$500,000 thru \$549,999	94	41				
\$550,000 thru \$599,999	62	42				
\$600,000 thru \$649,999	48	53				
\$650,000 thru \$699,999	31	58				
\$700,000 thru \$749,999	20	36				
\$750,000 thru \$799,999	9	36				
\$800,000 thru \$849,999	8	53				
\$850,000 thru \$899,999	6	28				
\$900,000 thru \$949,999	6	118				
\$950,000 thru \$999,999	7	34				
\$1,000,000 thru \$1,249,999	16	111				
\$1,250,000 thru \$1,499,999	5	105				
\$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				
	1633	45				

REPORT 5B