

EL DORADO COUNTY ASSOCIATION OF REALTORS®

ALL SALES TRANSACTIONS

YEAR: 2004

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
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 FINAL SALES
JAN.	475	247**	\$111,311,800**
FEB.	555	278**	\$111,382,500**
MAR.	548	449**	\$187,650,200**
APR.	529	402**	\$170,865,600**
MAY	513	346**	\$160,478,000**
JUNE	512	342	\$157,923,900
JULY			
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 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		
AUG.	2,227	477	1,979	413	1,585	494	840	451	1,747	317		
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	252	260						

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						

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	\$488,000	\$480,475						

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	\$534,798	\$542,752						

MULTIPLE LISTING STATISTICS FOR JUNE 2005

		CLOSED '04	CLOSED '05	AVERAGE 2004	PRICE 2005
RESIDENTIAL/COMMON INT.	RES	337	260	\$ 455,364	\$ 542,752
MOBILE HOME-IN PARK	MOB	11	11	\$ 66,545	\$ 61,627
RESIDENTIAL INCOME	RIN	5	0	\$ 630,000	\$ -
LAND	LND	114	69	\$ 156,024	\$ 222,546
COMMERCIAL/INDUSTRIAL	COM	6	2	\$ 786,000	\$ 387,500
BUSINESS OPPORTUNITY	BOP	1	0	\$ 40,000	\$ -

RESIDENTIAL SALES - BY AREA - JUNE 2005

AREA	ZONE	2004 # OF SALES	2004 AVG. PRICE	2005 # OF SALES	2005 AVG. PRICE
GREATER CAMERON PARK	12601	53	\$ 399,245	46	\$ 485,440
EL DORADO HILLS	12602	94	\$ 613,296	76	\$ 743,020
SHINGLE SPRINGS	12603	25	\$ 580,480	12	\$ 636,708
RESCUE/LUNEMAN	12604	15	\$ 449,685	10	\$ 634,795
LATROBE/SOUTH AREA	12605	0	\$ -	1	\$ 1,050,000
GREATER PLACERVILLE	12701	37	\$ 347,013	21	\$ 401,352
DIAMOND SPRGS/EL DORADO	12702	23	\$ 382,430	12	\$ 472,929
PLEASANTVALLEY/PLV SOUTH	12703	9	\$ 473,822	10	\$ 435,500
SOMERSET/SOUTH COUNTY	12704	12	\$ 383,083	14	\$ 362,457
COLOMA, LOTUS	12705	0	\$ -	3	\$ 476,167
GREENSTONE/GOLDHILLWEST	12706	4	\$ 710,750	2	\$ 792,000
MOSQUITO, SWANSBORO	12707	3	\$ 240,833	4	\$ 326,500
CAMINO, CEDAR GROVE	12801	11	\$ 325,536	6	\$ 468,583
POLLOCK PINES, SLY PARK	12802	26	\$ 310,633	21	\$ 369,954
AMERICAN RIVER CANYON	12803	2	\$ 120,250	1	\$ 230,000
GEORGETOWN, GARDENVALLEY	12901	15	\$ 295,993	8	\$ 430,738
PILOT HILL, COOL	12902	8	\$ 373,813	13	\$ 397,646
NORTH COUNTY	12903	0	\$ -	0	\$ -

TRANSACTION SUMMARY

	2004 MONTH	2004 YTD	2005 MONTH	2005 YTD
PENDING SALES-TOTAL	450	2575	512	3132
PENDING SALES - RESIDENTIAL	308	1799	383	2307
CLOSED SALES - TOTAL	474	2166	342	2064
CLOSED SALES - RESIDENTIAL	337	1535	260	1497
CLOSED SALES -RES.MEDIAN PRICE	\$ 405,000	\$ 380,000	\$ 480,475	\$ 459,000
LISTING INVENTORY - TOTAL	1752		1990	
LISTING INVENTORY - RESIDENTIAL	863		1175	

Market Statistics Report

Listings as of 07/07/05 at 1:50pm

JUNE 2005

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	41	124	71	24	260
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	41	124	71	24	260
Dollar Value	\$13,992,250	\$58,668,491	\$49,685,265	\$18,769,500	\$141,115,506
Average List Price	\$345,854	\$478,937	\$709,986	\$793,125	\$550,047
Average Sold Price	\$341,274	\$473,133	\$699,792	\$782,063	\$542,752
Average Market Time	37	35	38	32	36
Average Square Feet	1279	1798	2817	3429	2145
% of List Price	98.68	98.79	98.56	98.61	98.67
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 07/07/05 at 1:48pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>	
\$200,000 - \$249,999	7	23	Minimum	\$204,950
\$250,000 - \$299,999	12	36	Maximum	\$1,600,000
\$300,000 - \$349,999	31	35	Average	\$542,752
\$350,000 - \$399,999	30	38	Median	\$480,475
\$400,000 - \$449,999	30	25		
\$450,000 - \$499,999	26	50		
\$500,000 - \$549,999	21	47		
\$550,000 - \$599,999	15	39		
\$600,000 - \$649,999	24	33		
\$650,000 - \$699,999	16	19		
\$700,000 - \$749,999	9	25		
\$750,000 - \$799,999	7	88		
\$800,000 - \$849,999	5	16		
\$850,000 - \$899,999	8	11		
\$900,000 - \$949,999	5	25		
\$950,000 - \$999,999	1	96		
\$1,000,000 and over	13	47		
=====				
	260	36		

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 07/07/05 at 1:54pm

YEAR TO DATE 1/1/05 - 6/30/05

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	245	752	398	102	1497
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	245	752	398	102	1497
Dollar Value	\$81,417,720	\$343,433,133	\$263,634,103	\$84,144,543	\$772,629,499
Average List Price	\$335,831	\$463,052	\$668,866	\$842,794	\$522,824
Average Sold Price	\$332,317	\$456,693	\$662,397	\$824,947	\$516,119
Average Market Time	37	42	46	50	43
Average Square Feet	1315	1874	2803	3588	2146
% of List Price	98.95	98.63	99.03	97.88	98.72
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.
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Area Market Survey Summary

Listings as of 07/07/05 at 1:52pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$50,000 - \$59,999	1	6	Minimum	\$50,000	Maximum	\$1,785,000
\$100,000 - \$119,999	1	26	Average	\$516,119	Median	\$459,000
\$140,000 - \$159,999	3	25				
\$160,000 - \$179,999	4	33				
\$180,000 - \$199,999	3	25				
\$200,000 - \$249,999	55	41				
\$250,000 - \$299,999	114	29				
\$300,000 - \$349,999	168	36				
\$350,000 - \$399,999	206	41				
\$400,000 - \$449,999	166	43				
\$450,000 - \$499,999	150	46				
\$500,000 - \$549,999	100	43				
\$550,000 - \$599,999	105	47				
\$600,000 - \$649,999	88	43				
\$650,000 - \$699,999	94	40				
\$700,000 - \$749,999	49	46				
\$750,000 - \$799,999	49	47				
\$800,000 - \$849,999	23	34				
\$850,000 - \$899,999	27	39				
\$900,000 - \$949,999	13	68				
\$950,000 - \$999,999	17	62				
\$1,000,000 and over	61	76				
=====						
	1497	43				

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