

**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	189**	\$ 49,061,400**
NOV.	284	224**	\$ 58,894,700**
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	288**	\$83,257,000**
JUNE	369	278	\$81,504,700
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	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		
AUG.	2490	538	2127	397	1857	343	1716	336	1713	369		
SEPT.	2290	436	1873	397	1718	284	1705	337	1652	331		
OCT.	2119	411	1796	327	1665	347	1549	274	1445	229		
NOV.	1901	339	1679	282	1591	267	1464	255	1477	261		
DEC.	1627	288	1449	255	1346	205	1290	221	1233	195		

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	174	202	239
2012	154	203	234	220	259	257						

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						

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	\$285,000	\$257,000						

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	\$557,893	\$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	\$274,468	\$287,011	\$299,420
2012	\$ 308,142	\$ 282,971	\$ 307,741	\$306,939	\$311,207	\$309,064						

MULTIPLE LISTING STATISTICS FOR JUNE 2012

		CLOSED '11	CLOSED '12	AVERAGE 2011	PRICE 2012
RESIDENTIAL/COMMON INT.	RES	232	257	\$ 325,434	\$ 309,064
MOBILE HOME-IN PARK	MOB	5	6	\$ 27,900	\$ 18,817
RESIDENTIAL INCOME	RIN	2	2	\$ 124,000	\$ 310,000
LAND	LND	14	11	\$ 98,929	\$ 83,045
COMMERCIAL/INDUSTRIAL	COM	0	2	\$ -	\$ 214,500
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

RESIDENTIAL SALES - BY AREA - JUNE 2012					
AREA	ZONE	2011 # OF SALES	2011 AVG. PRICE	2012 # OF SALES	2012 AVG. PRICE
GREATER CAMERON PARK	12601	35	\$ 258,694	32	\$ 274,253
EL DORADO HILLS	12602	79	\$ 461,720	67	\$ 516,867
SHINGLE SPRINGS	12603	15	\$ 353,687	11	\$ 307,791
RESCUE/LUNEMAN	12604	8	\$ 393,363	4	\$ 245,250
LATROBE/SOUTH AREA	12605	1	\$ 243,000	2	\$ 828,250
GREATER PLACERVILLE	12701	20	\$ 231,294	25	\$ 230,136
DIAMOND SPRGS/EL DORADO	12702	9	\$ 225,278	19	\$ 198,637
PLEASANTVALLEY/PLV SOUTH	12703	5	\$ 280,140	9	\$ 281,250
SOMERSET/SOUTH COUNTY	12704	6	\$ 135,167	7	\$ 157,078
COLOMA, LOTUS	12705	0	\$ -	3	\$ 243,000
GREENSTONE/GOLDHILLWEST	12706	6	\$ 435,317	6	\$ 366,633
MOSQUITO, SWANSBORO	12707	0	\$ -	4	\$ 129,263
CAMINO, CEDAR GROVE	12801	7	\$ 290,150	8	\$ 330,013
POLLOCK PINES, SLY PARK	12802	15	\$ 124,487	25	\$ 166,500
AMERICAN RIVER CANYON	12803	0	\$ -	2	\$ 206,205
GEORGETOWN, GARDENVALLEY	12901	15	\$ 224,660	16	\$ 179,558
PILOT HILL, COOL	12902	8	\$ 253,000	14	\$ 184,629
NORTH COUNTY	12903	3	\$ 168,733	3	\$ 241,000

TRANSACTION SUMMARY

	2011 MONTH	2011 YTD	2012 MONTH	2012 YTD
PENDING SALES-TOTAL	315	1560	369	2020
PENDING SALES - RESIDENTIAL	295	1469	351	1854
CLOSED SALES - TOTAL	253	1234	278	1459
CLOSED SALES - RESIDENTIAL	232	1111	257	1327
CLOSED SALES -RES.MEDIAN PRICE	\$ 282,000	\$ 262,500	\$ 257,000	\$ 259,000
LISTING INVENTORY - TOTAL	1662		1793	
LISTING INVENTORY - RESIDENTIAL	1223		1046	

Market Statistics Report

Listings as of 07/06/12 at 2:37pm

JUNE 2012

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	38	134	64	21	257
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	38	134	64	21	257
Dollar Value	\$5,615,673	\$33,566,597	\$28,626,285	\$11,620,809	\$79,429,364
Average List Price	\$152,152	\$255,598	\$457,892	\$563,229	\$315,816
Average Sold Price	\$147,781	\$250,497	\$447,286	\$553,372	\$309,064
Average Market Time	68	68	81	119	76
Average Square Feet	1262	1881	2935	3700	2201
% of List Price	97.13	98.00	97.68	98.25	97.86
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 07/06/12 at 2:35pm

Sold

Selling Price Range	Quantity	Average DOM	Summary Price Information		
			Minimum	Average	Maximum
\$40,000 thru \$49,999	1	77	\$43,500		\$1,699,000
\$50,000 thru \$59,999	1	387		\$309,064	\$257,000
\$60,000 thru \$69,999	5	48			
\$70,000 thru \$79,999	2	97			
\$80,000 thru \$89,999	5	33			
\$90,000 thru \$99,999	4	54			
\$100,000 thru \$119,999	9	95			
\$120,000 thru \$139,999	17	84			
\$140,000 thru \$159,999	15	82			
\$160,000 thru \$179,999	12	60			
\$180,000 thru \$199,999	22	45			
\$200,000 thru \$249,999	30	59			
\$250,000 thru \$299,999	34	72			
\$300,000 thru \$349,999	17	52			
\$350,000 thru \$399,999	22	119			
\$400,000 thru \$449,999	16	82			
\$450,000 thru \$499,999	10	112			
\$500,000 thru \$549,999	8	34			
\$550,000 thru \$599,999	9	66			
\$600,000 thru \$649,999	5	26			
\$650,000 thru \$699,999	2	59			
\$750,000 thru \$799,999	3	309			
\$800,000 thru \$849,999	1	93			
\$850,000 thru \$899,999	2	154			
\$1,000,000 thru \$1,249,999	3	5			
\$1,500,000 thru \$1,749,999	2	162			
	257	76			

Market Statistics Report

Listings as of 07/06/12 at 2:40pm

YEAR TO DATE 1/1/12- 6/30/12

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	223	624	352	128	1327
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	223	624	352	128	1327
Dollar Value	\$32,246,550	\$154,604,727	\$151,585,610	\$64,737,714	\$403,174,601
Average List Price	\$149,492	\$254,472	\$440,668	\$513,113	\$311,169
Average Sold Price	\$144,603	\$247,764	\$430,641	\$505,763	\$303,824
Average Market Time	79	83	80	90	82
Average Square Feet	1289	1890	2927	3825	2251
% of List Price	96.73	97.36	97.72	98.57	97.64
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 07/06/12 at 2:40pm

Sold

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$30,000 thru \$39,999	4	139	Minimum	\$35,000	Maximum	\$1,699,000
\$40,000 thru \$49,999	5	173	Average	\$303,824	Median	\$259,000
\$50,000 thru \$59,999	14	131				
\$60,000 thru \$69,999	17	79				
\$70,000 thru \$79,999	12	99				
\$80,000 thru \$89,999	30	72				
\$90,000 thru \$99,999	28	73				
\$100,000 thru \$119,999	60	82				
\$120,000 thru \$139,999	73	89				
\$140,000 thru \$159,999	80	71				
\$160,000 thru \$179,999	85	77				
\$180,000 thru \$199,999	76	73				
\$200,000 thru \$249,999	148	74				
\$250,000 thru \$299,999	139	91				
\$300,000 thru \$349,999	122	81				
\$350,000 thru \$399,999	118	91				
\$400,000 thru \$449,999	80	81				
\$450,000 thru \$499,999	55	68				
\$500,000 thru \$549,999	49	83				
\$550,000 thru \$599,999	30	65				
\$600,000 thru \$649,999	26	68				
\$650,000 thru \$699,999	14	93				
\$700,000 thru \$749,999	18	108				
\$750,000 thru \$799,999	9	212				
\$800,000 thru \$849,999	6	62				
\$850,000 thru \$899,999	7	74				
\$900,000 thru \$949,999	2	69				
\$950,000 thru \$999,999	4	66				
\$1,000,000 thru \$1,249,999	11	57				
\$1,250,000 thru \$1,499,999	2	25				
\$1,500,000 thru \$1,749,999	3	152				
	1327	82				