

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

YEAR: 2003

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
JAN.	253	207**	\$ 53,585,900**
FEB.	269	194**	\$ 53,435,200**
MAR.	319	279**	\$ 77,731,700**
APR.	342	294**	\$ 82,368,600**
MAY	369	299**	\$ 89,557,200**
JUNE	341	344**	\$109,572,500**
JULY	352	338**	\$103,332,900**
AUG.	319	351**	\$112,448,600**
SEPT.	285	322**	\$102,604,900**
OCT.	295	338**	\$ 98,419,600**
NOV.	215	276**	\$ 92,191,000**
DEC.	194	273**	\$ 86,597,700**

YEAR: 2004

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
JAN.	333	195**	\$ 58,367,700**
FEB.	415	232**	\$ 74,597,200**
MAR.	503	424**	\$138,618,700**
APR.	478	410**	\$135,050,500**
MAY	396	387	\$141,851,500
JUNE			
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 1999		YEAR 2000		YEAR 2001		YEAR 2002		YEAR 2003		YEAR 2004	
	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.	2,714	398	2,314	426	1,713	425	1,641	407	1,394	439	1,263	237
FEB.	2,861	580	2,294	373	1,679	403	1,633	411	1,442	432	1,226	279
MAR.	2,928	541	2,305	535	1,813	527	1,648	489	825	568	1,623	368
APR.	3,127	624	2,383	536	1,920	600	1,614	463	1,176	484	1,835	387
MAY	3,212	654	2,319	522	2,036	526	1,536	481	967	474	1,627	354
JUNE	3,159	565	2,289	487	2,049	490	1,521	447	1,037	519		
JULY	3,185	510	2,283	463	2,020	493	1,581	539	903	507		
AUG.	3,015	391	2,227	477	1,979	413	1,585	494	840	451		
SEPT.	2,856	402	2,118	381	1,920	359	1,653	507	821	479		
OCT.	2,711	380	2,021	455	1,865	409	1,639	451	680	382		
NOV.	2,518	311	1,893	266	1,782	296	1,509	314	591	188		
DEC.	2,294	267	1,753	225	1,602	213	1,349	204	401	102		

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
1993	86	67	94	109	111	139	134	140	139	140	111	171
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	225	242	242	270	251	236	212	207
2004	138	171	297	282	281							

NEW LISTINGS BY MONTH (RESIDENTIAL)

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
1993	299	348	437	419	376	357	338	320	274	245	238	139
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							

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
1995	\$151,000	\$145,500	\$157,000	\$158,500	\$150,000	\$163,500	\$155,500	\$157,500	\$155,000	\$163,000	\$150,450	\$165,000
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	\$317,000	\$319,900	\$349,500	\$338,500	\$340,000	\$333,000	\$310,500	\$352,500	\$347,000
2004	\$322,750	\$375,000	\$370,000	\$370,000	\$395,000							

EL DORADO COUNTY-AVERAGE PRICE-SINGLE FAMILY HOMES MONTHLY

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
1995	\$168,900	\$163,400	\$178,175	\$187,484	\$180,387	\$185,691	\$174,527	\$175,246	\$172,743	\$175,911	\$169,093	\$180,554
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	\$366,049	\$389,210	\$373,169	\$378,281	\$377,337	\$351,888	\$399,304	\$371,137
2004	\$374,023	\$388,965	\$411,960	\$408,001	\$440,531							

MULTIPLE LISTING STATISTICS FOR MAY 2004

		CLOSED '03	CLOSED '04	AVERAGE 2003	PRICE 2004
RESIDENTIAL/COMMON INT.	RES	209	281	\$ 362,414	\$ 440,531
MOBILE HOME-IN PARK	MOB	8	6	\$ 65,125	\$ 51,583
RESIDENTIAL INCOME	RIN	0	0	\$ -	\$ -
LAND	LND	56	98	\$ 103,824	\$ 172,643
COMMERCIAL/INDUSTRIAL	COM	1	2	\$ 75,000	\$ 416,950
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

RESIDENTIAL SALES -- BY AREA -- MAY 2004

ZONE	AREA	2003 # OF SALES	2003 AVG. PRICE	2004 # OF SALES	2004 AVG. PRICE
12601	GREATER CAMERON PARK	31	\$ 325,302	46	\$ 404,467
12602	EL DORADO HILLS	56	\$ 504,189	91	\$ 594,557
12603	SHINGLE SPRINGS	16	\$ 451,813	13	\$ 501,577
12604	RESCUE/LUNEMAN	6	\$ 499,583	6	\$ 465,327
12605	LATROBE/SOUTH AREA	0	\$ -	2	\$ 717,450
12701	GREATER PLACERVILLE	2	\$ 250,359	24	\$ 354,306
12702	DIAMOND SPRINGS/EL DORADO	18	\$ 310,467	11	\$ 318,909
12703	PLEASANT VALLEY/PLV SOUTH	4	\$ 355,500	9	\$ 311,811
12704	SOMERSET/SOUTH COUNTY	7	\$ 252,771	12	\$ 253,785
12705	COLOMA, LOTUS	0	\$ -	2	\$ 582,000
12706	GREENSTONE/GOLDHILLWEST	0	\$ -	1	\$ 665,000
12707	MOSQUITO, SWANSBORO	2	\$ 385,000	5	\$ 261,600
12801	CAMINO, CEDAR GROVE	4	\$ 457,625	12	\$ 385,617
12802	POLLOCK PINES, SLY PARK	20	\$ 242,205	24	\$ 274,242
12803	AMERICAN RIVER CANYON	0	\$ -	0	\$ -
12901	GEORGETOWN, GARDENVALLEY	17	\$ 214,912	11	\$ 316,032
12902	PILOT HILL, COOL	6	\$ 302,208	12	\$ 387,158
12903	NORTH COUNTY	0	\$ -	0	\$ -

TRANSACTION SUMMARY

	2003 MONTH	2003 YTD	2004 MONTH	2004 YTD
PENDING SALES-TOTAL	369	1,552	396	2,125
PENDING SALES-RESIDENTIAL	256	1,249	299	1,491
CLOSED SALES-TOTAL	275	1,195	387	1,648
CLOSED SALES-RESIDENTIAL	210	882	281	1,169
CLOSED SALES-RES. MEDIAN PRICE	\$ 319,000	\$ 307,000	\$ 395,000	\$ 375,000
LISTING INVENTORY-TOTAL	967		1,627	
LISTING INVENTORY-RESIDENTIAL	368		833	

Market Statistics Report

Listings as of 06/07/04 at 2:50pm

MAY 2004

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
All Off Market					
#Units	37	132	81	31	281
Pending					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Sold					
#Units	37	132	81	31	281
Dollar Value	\$10,315,020	\$48,149,266	\$44,774,962	\$20,549,840	\$123,789,088
Average List Price	\$281,024	\$367,458	\$557,676	\$675,077	\$444,845
Average Sold Price	\$278,784	\$364,767	\$552,777	\$662,898	\$440,531
Average Market Time	50	34	46	91	46
% of List Price	99.20	99.27	99.12	98.20	99.03
Not Pending or Sold					
#Units	0	0	0	0	0
Average List Price	\$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 06/07/04 at 2:46pm

Sold

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$40,000 - \$49,999	1	146	<u>Minimum</u>	\$40,000	<u>Maximum</u>	\$1,300,000
\$140,000 - \$159,999	1	64	<u>Average</u>	\$440,531	<u>Median</u>	\$395,000
\$160,000 - \$179,999	3	77				
\$180,000 - \$199,999	9	27				
\$200,000 - \$249,999	19	14				
\$250,000 - \$299,999	37	41				
\$300,000 - \$349,999	28	51				
\$350,000 - \$399,999	48	44				
\$400,000 - \$449,999	21	30				
\$450,000 - \$499,999	22	35				
\$500,000 - \$549,999	33	58				
\$550,000 - \$599,999	19	30				
\$600,000 - \$649,999	7	83				
\$650,000 - \$699,999	9	105				
\$700,000 - \$749,999	3	96				
\$750,000 - \$799,999	7	89				
\$800,000 - \$849,999	2	21				
\$850,000 - \$899,999	3	59				
\$900,000 - \$949,999	1	9				
\$950,000 - \$999,999	3	38				
\$1,000,000 and over	5	63				
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	281	46				

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 06/07/04 at 2:53pm

YEAR TO DATE 1/1/04 - 5/31/04

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
All Off Market					
#Units	168	584	331	86	1169
Pending					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Sold					
#Units	168	584	331	86	1169
Dollar Value	\$44,414,109	\$206,868,391	\$175,425,726	\$52,617,565	\$479,325,791
Average List Price	\$267,558	\$358,757	\$537,154	\$625,006	\$415,751
Average Sold Price	\$264,370	\$354,227	\$529,987	\$611,832	\$410,031
Average Market Time	52	51	59	74	55
% of List Price	98.81	98.74	98.67	97.89	98.62
Not Pending or Sold					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0

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

Listings as of 06/07/04 at 2:54pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$40,000 - \$49,999	1	146	<u>Minimum</u>	\$40,000	<u>Maximum</u>	\$2,100,000
\$50,000 - \$59,999	1	2	<u>Average</u>	\$410,031	<u>Median</u>	\$375,000
\$90,000 - \$99,999	1	4				
\$100,000 - \$119,999	2	18				
\$120,000 - \$139,999	3	35				
\$140,000 - \$159,999	6	25				
\$160,000 - \$179,999	11	62				
\$180,000 - \$199,999	39	47				
\$200,000 - \$249,999	110	46				
\$250,000 - \$299,999	166	55				
\$300,000 - \$349,999	165	54				
\$350,000 - \$399,999	171	49				
\$400,000 - \$449,999	112	48				
\$450,000 - \$499,999	96	50				
\$500,000 - \$549,999	90	57				
\$550,000 - \$599,999	55	44				
\$600,000 - \$649,999	32	83				
\$650,000 - \$699,999	28	100				
\$700,000 - \$749,999	19	73				
\$750,000 - \$799,999	17	85				
\$800,000 - \$849,999	9	158				
\$850,000 - \$899,999	13	46				
\$900,000 - \$949,999	5	56				
\$950,000 - \$999,999	8	74				
\$1,000,000 and over	9	89				
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	1169	55				

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