

**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	295**	\$ 82,523,600**
MAY	369	302**	\$ 89,964,700**
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**	\$ 98,412,600**
NOV.	215	277**	\$ 92,409,900**
DEC.	194	273**	\$ 86,597,700**

YEAR: 2004

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
JAN.	333	197**	\$ 59,032,600**
FEB.	415	237**	\$ 75,733,200**
MAR.	503	428**	\$140,835,100**
APR.	478	419**	\$138,516,400**
MAY	396	410**	\$151,390,000**
JUNE	450	473**	\$179,671,000**
JULY	438	429**	\$159,033,700**
AUG.	433	452**	\$167,587,000**
SEPT.	331	412**	\$146,410,300**
OCT.	299	324**	\$122,394,500**
NOV.	274	306	\$120,773,000
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

MONTH	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	1,752	390
JULY	3,185	510	2,283	463	2,020	493	1,581	539	903	507	1,393	348
AUG.	3,015	391	2,227	477	1,979	413	1,585	494	840	451	1,747	317
SEPT.	2,856	402	2,118	381	1,920	359	1,653	507	821	479	1,664	304
OCT.	2,711	380	2,021	455	1,865	409	1,639	451	680	382	1,738	280
NOV.	2,518	311	1,893	266	1,782	296	1,509	314	591	188	1,491	240
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	227	242	242	270	251	236	213	207
2004	140	172	301	288	298	336	316	318	287	225	225	

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	246	235	226	228	202	182	

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	\$318,000	\$319,900	\$349,500	\$338,500	\$340,000	\$333,000	\$310,500	\$355,000	\$347,000
2004	\$323,250	\$375,000	\$369,500	\$382,000	\$399,250	\$406,500	\$392,950	\$399,975	\$419,000	\$408,000	\$415,000	

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	\$364,443	\$389,210	\$373,169	\$378,281	\$377,337	\$351,888	\$398,457	\$371,137
2004	\$373,429	\$389,076	\$413,849	\$409,237	\$443,266	\$455,692	\$441,934	\$440,244	\$443,769	\$442,390	\$460,516	

Market Statistics Report

NOVEMBER 2004

Residential

Active	2-Bedrooms	3-Bedrooms	4-Bedrooms	5+ Bedrooms	All Bedrooms
#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	36	118	54	17	225
#Units	36	118	54	17	225
Dollar Value	\$10,200,900	\$48,174,319	\$34,183,247	\$11,057,675	\$103,616,141
Average List Price	\$288,558	\$414,704	\$644,213	\$663,582	\$468,407
Average Sold Price	\$283,358	\$408,257	\$633,023	\$650,451	\$460,516
Average Market Time	43	40	66	81	50
% of List Price	98.20	98.45	98.26	98.02	98.32
Not Pending or Sold	0	0	0	0	0
#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 interested

Area Market Survey Summary

Sold	Quantity	Average DOM	Minimum	Maximum	Median	Average
\$140,000 - \$159,999	1	1	\$145,000	\$1,630,000	\$415,000	\$1,630,000
\$160,000 - \$179,999	1	119	\$145,000	\$1,630,000	\$415,000	\$1,630,000
\$180,000 - \$199,999	2	91	\$145,000	\$1,630,000	\$415,000	\$1,630,000
\$200,000 - \$249,999	19	19	\$145,000	\$1,630,000	\$415,000	\$1,630,000
\$250,000 - \$299,999	29	36	\$145,000	\$1,630,000	\$415,000	\$1,630,000
\$300,000 - \$349,999	21	32	\$145,000	\$1,630,000	\$415,000	\$1,630,000
\$350,000 - \$399,999	31	46	\$145,000	\$1,630,000	\$415,000	\$1,630,000
\$400,000 - \$449,999	23	53	\$145,000	\$1,630,000	\$415,000	\$1,630,000
\$450,000 - \$499,999	16	60	\$145,000	\$1,630,000	\$415,000	\$1,630,000
\$500,000 - \$549,999	20	56	\$145,000	\$1,630,000	\$415,000	\$1,630,000
\$550,000 - \$599,999	19	44	\$145,000	\$1,630,000	\$415,000	\$1,630,000
\$600,000 - \$649,999	10	79	\$145,000	\$1,630,000	\$415,000	\$1,630,000
\$650,000 - \$699,999	11	95	\$145,000	\$1,630,000	\$415,000	\$1,630,000
\$700,000 - \$749,999	3	61	\$145,000	\$1,630,000	\$415,000	\$1,630,000
\$750,000 - \$799,999	5	94	\$145,000	\$1,630,000	\$415,000	\$1,630,000
\$800,000 - \$849,999	5	28	\$145,000	\$1,630,000	\$415,000	\$1,630,000
\$850,000 - \$899,999	2	32	\$145,000	\$1,630,000	\$415,000	\$1,630,000
\$900,000 - \$949,999	2	49	\$145,000	\$1,630,000	\$415,000	\$1,630,000
\$1,000,000 and over	5	83	\$145,000	\$1,630,000	\$415,000	\$1,630,000

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Market Statistics Report

YEAR TO DATE 1/1/04 - 11/30/04

Residential	All Off Market					Pending					Sold				
	#Units	Average List Price	Average Market Time	#Units	Average List Price	Average Market Time	#Units	Dollar Value	Average List Price	Average Sold Price	Average Market Time	% of List Price	#Units	Average List Price	Not Pending or Sold
2-Bedrooms	0	\$0	0	439	\$0	0	\$121,158,626	\$279,917	\$275,988	115	98.60	439	\$0	0	0
3 Bedrooms	0	\$0	0	1479	\$0	0	\$569,512,566	\$389,944	\$385,066	46	98.75	1479	\$0	0	0
4 Bedrooms	0	\$0	0	795	\$0	0	\$439,871,306	\$562,290	\$553,297	53	98.40	795	\$0	0	0
5+ Bedrooms	0	\$0	0	193	\$0	0	\$125,678,335	\$664,142	\$651,183	72	98.05	193	\$0	0	0
All Bedrooms	0	\$0	0	2906	\$0	0	\$1,256,220,833	\$438,682	\$432,285	60	98.54	2906	\$0	0	0

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Area Market Survey Summary

Listings as of 12/06/04 at 2:05pm

Sold	Selling Price Range		Quantity	Average DOM		Summary Price Information		
	Minimum	Maximum		Minimum	Maximum	Average	Median	Maximum
\$40,000 - \$49,999	2	2	92	2	92	\$2,295,000	\$391,000	\$2,295,000
\$50,000 - \$59,999	1	1	2	1	2			
\$60,000 - \$69,999	1	1	59	1	59			
\$70,000 - \$79,999	1	1	501	1	501			
\$90,000 - \$99,999	3	3	41	3	41			
\$100,000 - \$119,999	4	4	46	4	46			
\$120,000 - \$139,999	5	5	36	5	36			
\$140,000 - \$159,999	12	12	17	12	17			
\$160,000 - \$179,999	25	25	42	25	42			
\$180,000 - \$199,999	67	67	504	67	504			
\$200,000 - \$249,999	238	238	39	238	39			
\$250,000 - \$299,999	384	384	44	384	44			
\$300,000 - \$349,999	351	351	47	351	47			
\$350,000 - \$399,999	427	427	50	427	50			
\$400,000 - \$449,999	308	308	44	308	44			
\$450,000 - \$499,999	262	262	49	262	49			
\$500,000 - \$549,999	216	216	50	216	50			
\$550,000 - \$599,999	160	160	42	160	42			
\$600,000 - \$649,999	100	100	58	100	58			
\$650,000 - \$699,999	104	104	69	104	69			
\$700,000 - \$749,999	64	64	58	64	58			
\$750,000 - \$799,999	36	36	72	36	72			
\$800,000 - \$849,999	31	31	83	31	83			
\$850,000 - \$899,999	33	33	63	33	63			
\$900,000 - \$949,999	11	11	87	11	87			
\$950,000 - \$999,999	18	18	62	18	62			
\$1,000,000 and over	42	42	89	42	89			

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