

# EL DORADO COUNTY ASSOCIATION OF REALTORS®

## ALL SALES TRANSACTIONS

YEAR: 2005

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
JAN.	475	248**	\$112,111,700**
FEB.	555	278**	\$111,462,400**
MAR.	548	451**	\$188,084,100**
APR.	529	407**	\$174,353,700**
MAY	513	350**	\$162,683,400**
JUNE	512	362**	\$167,488,000**
JULY	457	325**	\$156,519,400**
AUG.	403	362**	\$167,483,200**
SEPT.	357	312**	\$151,081,000**
OCT.	345	235**	\$110,575,900**
NOV.	273	231**	\$109,817,800**
DEC.	198	206**	\$ 98,915,800**

YEAR: 2006

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
JAN.	262	156**	\$ 80,539,800**
FEB.	319	170**	\$ 75,360,600**
MAR.	331	264**	\$132,097,300**
APR.	319	221**	\$113,693,000**
MAY	307	242**	\$119,401,000**
JUNE	261	275**	\$136,820,200**
JULY	232	204**	\$109,279,300**
AUG.	240	212**	\$108,084,600**
SEPT.	240	178*	\$ 91,942,900**
OCT.	220	166**	\$ 83,212,100**
NOV.	219	155	\$ 69,385,600
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	2001	YEAR	2002	YEAR	2003	YEAR	2004	YEAR	2005	YEAR	2006
	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.	1,713	425	1,641	407	1,394	439	1,263	237	1,386	259	2,207	462
FEB.	1,679	403	1,633	411	1,442	432	1,226	279	1,489	254	2,224	457
MAR.	1,813	527	1,648	489	825	568	1,623	368	1,500	324	2,212	458
APR.	1,920	600	1,614	463	1,176	484	1,835	387	1,572	365	2,274	537
MAY	2,036	526	1,536	481	967	474	1,627	354	1,765	445	1,917	742
JUNE	2,049	490	1,521	447	1,037	519	1,752	390	1,990	494	2,434	729
JULY	2,020	493	1,581	539	903	507	1,393	348	2,073	460	2,567	622
AUG.	1,979	413	1,585	494	840	451	1,747	317	2,298	547	2,525	625
SEPT.	1,920	359	1,653	507	821	479	1,664	304	2,434	536	2,552	544
OCT.	1,865	409	1,639	451	680	382	1,738	280	2,612	498	2,359	455
NOV.	1,782	296	1,509	314	591	188	1,491	240	2,477	346	2,140	361
DEC.	1,602	213	1,349	204	401	102	1,407	189	2,156	250		

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	231	235	241
2005	185	195	320	286	255	276	260	269	249	187	179	171
2006	121	126	211	179	197	225	176	175	143	145	127	

### NEW LISTINGS BY MONTH (RESIDENTIAL)

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	334	408	421	386	259	168
2006	355	345	333	427	584	518	494	443	420	342	259	

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	\$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	\$525,000	\$499,900	\$519,000	\$499,475	\$504,000	\$485,000	\$455,000	\$450,000	

**EL DORADO COUNTY-AVERAGE PRICE-SINGLE FAMILY HOMES MONTHLY**

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	\$445,283	\$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	\$562,199	\$549,878	\$547,701	\$578,118	\$573,332	\$560,183	\$538,019	\$488,657	

**MULTIPLE LISTING STATISTICS FOR NOVEMBER 2006**

		CLOSED '05	CLOSED '06	AVERAGE 2005	PRICE 2006
RESIDENTIAL/COMMON INT.	RES	179	127	\$ 527,848	\$ 488,657
MOBILE HOME-IN PARK	MOB	9	6	\$ 112,618	\$ 111,500
RESIDENTIAL INCOME	RIN	4	2	\$ 918,250	\$ 439,950
LAND	LND	39	19	\$ 272,992	\$ 272,491
COMMERCIAL/INDUSTRIAL	COM	0	0	\$ -	\$ -
BUSINESS OPPORTUNITY	BOP	0	1	\$ -	\$ 600,000

<b>RESIDENTIAL SALES - BY AREA - NOVEMBER 2006</b>					
		2005	2005	2006	2006
AREA	ZONE	# OF SALES	AVG. PRICE	# OF SALES	AVG. PRICE
GREATER CAMERON PARK	12601	23	\$ 524,663	16	\$ 470,800
EL DORADO HILLS	12602	53	\$ 694,661	30	\$ 689,147
SHINGLE SPRINGS	12603	8	\$ 436,288	4	\$ 645,250
RESCUE/LUNEMAN	12604	3	\$ 670,000	5	\$ 472,200
LATROBE/SOUTH AREA	12605	0	\$ -	0	\$ -
GREATER PLACERVILLE	12701	27	\$ 514,257	9	\$ 439,878
DIAMOND SPRGS/EL DORADO	12702	12	\$ 374,125	13	\$ 432,923
PLEASANTVALLEY/PLV SOUTH	12703	4	\$ 420,650	4	\$ 412,500
SOMERSET/SOUTH COUNTY	12704	8	\$ 343,863	5	\$ 309,400
COLOMA, LOTUS	12705	0	\$ -	0	\$ -
GREENSTONE/GOLDHILLWEST	12706	2	\$ 922,500	1	\$ 825,000
MOSQUITO, SWANSBORO	12707	1	\$ 415,000	3	\$ 401,467
CAMINO, CEDAR GROVE	12801	5	\$ 411,580	4	\$ 423,250
POLLOCK PINES, SLY PARK	12802	12	\$ 355,792	18	\$ 397,217
AMERICAN RIVER CANYON	12803	1	\$ 645,000	3	\$ 161,667
GEORGETOWN, GARDENVALLEY	12901	12	\$ 388,158	6	\$ 356,417
PILOT HILL, COOL	12902	8	\$ 425,250	5	\$ 495,100
NORTH COUNTY	12903	2	\$ -	1	\$ 155,000

**TRANSACTION SUMMARY**

	2005	2005	2006	2006
	MONTH	YTD	MONTH	YTD
PENDING SALES-TOTAL	273	4967	219	2950
PENDING SALES - RESIDENTIAL	213	3717	189	2292
CLOSED SALES - TOTAL	231	3562	155	2244
CLOSED SALES - RESIDENTIAL	179	2660	127	1824
CLOSED SALES -RES.MEDIAN PRICE	\$ 472,000	\$ 469,000	\$ 450,000	\$ 495,000
LISTING INVENTORY - TOTAL	1491		2140	
LISTING INVENTORY - RESIDENTIAL	759		1490	

# Market Statistics Report

Listings as of 12/04/06 at 1:55pm

## NOVEMBER 2006

### Residential

	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
<b>Active</b>					
#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
<b>All Off Market</b>					
#Units	17	70	33	7	127
<b>Pending</b>					
#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
<b>Sold</b>					
#Units	17	70	33	7	127
Dollar Value	\$5,052,700	\$31,215,305	\$20,981,470	\$4,809,950	\$62,059,425
Average List Price	\$315,876	\$463,003	\$662,291	\$720,136	\$509,265
Average Sold Price	\$297,218	\$445,933	\$635,802	\$687,136	\$488,657
Average Market Time	72	96	73	116	88
Average Square Feet	1212	1895	2801	3447	2125
% of List Price	94.09	96.31	96.00	95.42	95.95
<b>Not Pending or Sold</b>					
#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

All measurements and calculations of area are approximate. Information provided by Seller/Other sources, not verified by Broker. All Interestec  
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## Area Market Survey Summary

Listings as of 12/04/06 at 1:56pm

### Sold

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$120,000 - \$139,999	1	77	Minimum	\$130,000	Maximum	\$1,200,000
\$140,000 - \$159,999	1	30	Average	\$488,657	Median	\$450,000
\$160,000 - \$179,999	1	96				
\$180,000 - \$199,999	1	114				
\$200,000 - \$249,999	5	98				
\$250,000 - \$299,999	9	77				
\$300,000 - \$349,999	12	84				
\$350,000 - \$399,999	16	84				
\$400,000 - \$449,999	14	127				
\$450,000 - \$499,999	19	103				
\$500,000 - \$549,999	8	73				
\$550,000 - \$599,999	6	70				
\$600,000 - \$649,999	5	71				
\$650,000 - \$699,999	15	82				
\$700,000 - \$749,999	4	71				
\$750,000 - \$799,999	2	36				
\$800,000 - \$849,999	1	0				
\$850,000 - \$899,999	3	81				
\$900,000 - \$949,999	1	190				
\$950,000 - \$999,999	1	48				
\$1,000,000 and over	2	80				
=====						
	127	88				

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  
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# Market Statistics Report

Listings as of 12/04/06 at 1:59pm

**YEAR TO DATE 1/1/06 - 11/30/06**

## Residential

	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
<b>Active</b>					
#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
<b>All Off Market</b>					
#Units	273	872	541	138	1824
<b>Pending</b>					
#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
<b>Sold</b>					
#Units	273	872	541	138	1824
Dollar Value	\$93,286,700	\$418,036,855	\$374,780,421	\$114,159,424	\$1,000,263,400
Average List Price	\$352,259	\$492,487	\$714,683	\$860,860	\$565,273
Average Sold Price	\$341,710	\$479,400	\$692,755	\$827,242	\$548,390
Average Market Time	62	72	73	68	70
Average Square Feet	1232	1860	2804	3646	2181
% of List Price	97.01	97.34	96.93	96.09	97.01
<b>Not Pending or Sold</b>					
#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  
 All measurements and calculations of area are approximate. Information provided by Seller/Other sources, not verified by Broker. All Interestec  
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## Area Market Survey Summary

Listings as of 12/04/06 at 1:57pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$30,000 - \$39,999	1	1	<u>Minimum</u>	\$37,000	<u>Maximum</u>	\$2,650,000
\$80,000 - \$89,999	1	13	<u>Average</u>	\$548,390	<u>Median</u>	\$495,000
\$90,000 - \$99,999	1	3				
\$100,000 - \$119,999	1	52				
\$120,000 - \$139,999	4	23				
\$140,000 - \$159,999	4	60				
\$160,000 - \$179,999	4	89				
\$180,000 - \$199,999	9	75				
\$200,000 - \$249,999	45	66				
\$250,000 - \$299,999	132	71				
\$300,000 - \$349,999	173	74				
\$350,000 - \$399,999	185	72				
\$400,000 - \$449,999	197	65				
\$450,000 - \$499,999	175	67				
\$500,000 - \$549,999	163	64				
\$550,000 - \$599,999	129	70				
\$600,000 - \$649,999	122	63				
\$650,000 - \$699,999	129	70				
\$700,000 - \$749,999	69	61				
\$750,000 - \$799,999	68	76				
\$800,000 - \$849,999	33	59				
\$850,000 - \$899,999	37	70				
\$900,000 - \$949,999	19	79				
\$950,000 - \$999,999	25	79				
\$1,000,000 and over	98	106				