

**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	191**	\$ 49,588,300**
NOV.	284	225**	\$ 60,484,700**
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	289**	\$83,632,700**
JUNE	369	285**	\$83,403,100**
JULY	509	250**	\$74,584,400**
AUG.	502	311**	\$91,681,500**
SEPT.	474	261**	\$75,328,500**
OCT.	420	286**	\$86,826,500**
NOV.	359	252	\$71,537,800
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 LISTINGS	NEW LISTINGS	TOTAL LISTINGS	NEW LISTINGS	TOTAL LISTINGS	NEW LISTINGS	TOTAL LISTINGS	NEW LISTINGS	TOTAL LISTINGS	NEW LISTINGS	TOTAL LISTINGS	NEW 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	1350	213
AUG.	2490	538	2127	397	1857	343	1716	336	1713	369	1376	263
SEPT.	2290	436	1873	397	1718	284	1705	337	1652	331	1344	208
OCT.	2119	411	1796	327	1665	347	1549	274	1445	229	1207	217
NOV.	1901	339	1679	282	1591	267	1464	255	1477	261	999	137
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	176	203	239
2012	154	203	234	220	260	285	234	284	228	259	222	

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	152	183	160	151	85	

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	\$287,000	\$258,500	\$285,000	\$275,000	\$ 284,750	\$266,000	\$275,000	

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	\$537,893	\$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	\$274,343	\$287,037	\$299,420
2012	\$ 308,142	\$ 282,971	\$ 307,741	\$306,939	\$311,455	\$308,060	\$311,930	\$312,512	\$ 314,876	\$324,221	\$311,110	

MULTIPLE LISTING STATISTICS FOR NOVEMBER 2012

		CLOSED '11	CLOSED '12	AVERAGE 2011	PRICE 2012
RESIDENTIAL/COMMON INT.	RES	203	222	\$ 287,037	\$ 311,110
MOBILE HOME-IN PARK	MOB	9	11	\$ 26,983	\$ 31,977
RESIDENTIAL INCOME	RIN	4	0	\$ 271,500	\$ -
LAND	LND	9	16	\$ 73,611	\$ 93,750
COMMERCIAL/INDUSTRIAL	COM	0	3	\$ -	\$ 206,567
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

RESIDENTIAL SALES - BY AREA - NOVEMBER 2012					
AREA	ZONE	2011 # OF SALES	2011 AVG. PRICE	2012 # OF SALES	2012 AVG. PRICE
GREATER CAMERON PARK	12601	26	\$ 221,856	31	\$ 295,797
EL DORADO HILLS	12602	63	\$ 441,568	56	\$ 466,757
SHINGLE SPRINGS	12603	12	\$ 361,125	16	\$ 366,284
RESCUE/LUNEMAN	12604	4	\$ 351,813	3	\$ 431,000
LATROBE/SOUTH AREA	12605	1	\$ 244,500	1	\$ 230,299
GREATER PLACERVILLE	12701	20	\$ 212,146	22	\$ 240,234
DIAMOND SPRGS/EL DORADO	12702	8	\$ 202,413	11	\$ 262,691
PLEASANTVALLEY/PLV SOUTH	12703	4	\$ 269,725	6	\$ 256,333
SOMERSET/SOUTH COUNTY	12704	6	\$ 155,564	9	\$ 150,063
COLOMA, LOTUS	12705	0	\$ -	0	\$ -
GREENSTONE/GOLDHILLWEST	12706	2	\$ 425,900	3	\$ 416,000
MOSQUITO, SWANSBORO	12707	3	\$ 160,000	5	\$ 199,810
CAMINO, CEDAR GROVE	12801	5	\$ 160,000	8	\$ 288,938
POLLOCK PINES, SLY PARK	12802	20	\$ 142,313	27	\$ 181,193
AMERICAN RIVER CANYON	12803	1	\$ 130,000	4	\$ 204,750
GEORGETOWN, GARDENVALLEY	12901	13	\$ 137,739	11	\$ 227,709
PILOT HILL, COOL	12902	13	\$ 230,846	9	\$ 281,833
NORTH COUNTY	12903	2	\$ 461,000	0	\$ -

TRANSACTION SUMMARY

	2011 MONTH	2011 YTD	2012 MONTH	2012 YTD
PENDING SALES-TOTAL	284	3008	359	4284
PENDING SALES - RESIDENTIAL	267	2830	328	3980
CLOSED SALES - TOTAL	225	2391	252	2827
CLOSED SALES - RESIDENTIAL	203	2164	222	2562
CLOSED SALES -RES.MEDIAN PRICE	\$ 240,000	\$ 255,000	\$ 275,000	\$ 267,750
LISTING INVENTORY - TOTAL	1497		999	
LISTING INVENTORY - RESIDENTIAL	1109		660	

RESIDENTIAL SALES BY AREA --- YEAR-TO-DATE (1/1 - 10/31)

ZONE	NOVEMBER AREA	2011 # OF SALES	2011 AVG. PRICE	2012 # OF SALES	2012 AVG. PRICE
12601	CAMERON PARK	303	\$249,191	388	\$258,427
12602	EL DORADO HILLS	637	\$456,847	738	\$484,134
12603	SHINGLE SPRINGS	107	\$339,221	129	\$357,243
12604	RESCUE/NORTH AREA	40	\$373,661	54	\$346,040
12605	LATROBE/SOUTH AREA	12	\$507,025	15	\$537,287
12701	PLACERVILLE	209	\$202,117	251	\$226,373
12702	DIAMOND SPRINGS/EL DORADO	119	\$200,778	138	\$225,425
12703	PLEASANT VALLEY	65	\$271,495	78	\$244,467
12704	SOMERSET/SOUTH COUNTY	110	\$176,297	95	\$162,582
12705	LOTUS/COLOMA	4	\$214,000	8	\$229,988
12706	GREENSTONE, GOLD HILL WEST	34	\$406,050	43	\$438,676
12707	SWANSBORO	15	\$138,437	34	\$170,049
12801	CAMINO/CEDAR GROVE	71	\$226,651	97	\$237,542
12802	POLLOCK PINES/SLY PARK	200	\$156,450	229	\$159,174
12803	AMERICAN RIVER CANYON	12	\$132,792	25	\$179,384
12901	GEORGETOWN DIVIDE	104	\$179,423	126	\$184,171
12902	PILOT HILL/COOL	93	\$215,804	102	\$224,037
12903	NORTH COUNTY	16	\$366,616	12	\$222,817

REPORT 4B

Market Statistics Report

Listings as of 12/19/12 at 2:54pm

NOVEMBER 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	33	118	57	14	222
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	33	118	57	14	222
Dollar Value	\$6,899,188	\$31,242,842	\$23,491,491	\$7,432,800	\$69,066,321
Average List Price	\$212,191	\$268,675	\$419,706	\$544,986	\$316,482
Average Sold Price	\$209,066	\$264,770	\$412,131	\$530,914	\$311,110
Average Market Time	64	72	73	62	71
Average Square Feet	1270	1907	2734	3673	2136
% of List Price	98.53	98.55	98.20	97.42	98.30
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 Interested persons should independently verify accuracy of information. Provided properties may or may not be listed by the office/agent presenting the information.

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U.S. Patent 6,910,045

Area Market Survey Summary

Listings as of 12/19/12 at 2:54pm

Sold

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>		
\$60,000 thru \$69,999	1	104	Minimum	\$65,100	Maximum \$985,000
\$70,000 thru \$79,999	1	48	Average	\$311,110	Median \$275,000
\$80,000 thru \$89,999	1	79			
\$90,000 thru \$99,999	5	105			
\$100,000 thru \$119,999	2	48			
\$120,000 thru \$139,999	13	102			
\$140,000 thru \$159,999	11	21			
\$160,000 thru \$179,999	14	54			
\$180,000 thru \$199,999	14	41			
\$200,000 thru \$249,999	34	62			
\$250,000 thru \$299,999	27	132			
\$300,000 thru \$349,999	23	58			
\$350,000 thru \$399,999	22	74			
\$400,000 thru \$449,999	13	35			
\$450,000 thru \$499,999	17	66			
\$500,000 thru \$549,999	7	42			
\$550,000 thru \$599,999	6	49			
\$600,000 thru \$649,999	2	155			
\$650,000 thru \$699,999	1	3			
\$750,000 thru \$799,999	3	165			
\$800,000 thru \$849,999	1	5			
\$850,000 thru \$899,999	3	96			
\$950,000 thru \$999,999	1	7			
	222	71			

REPORT 5A

Market Statistics Report

Listings as of 12/19/12 at 3:05pm

YEAR TO DATE 1/1/12- 11/30/12

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	425	1236	673	228	2562
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	425	1236	673	228	2562
Dollar Value	\$67,119,004	\$313,397,615	\$290,766,749	\$120,741,919	\$792,025,287
Average List Price	\$162,588	\$259,279	\$440,582	\$538,872	\$315,747
Average Sold Price	\$157,927	\$253,558	\$432,046	\$529,570	\$309,143
Average Market Time	78	75	70	78	74
Average Square Feet	1305	1885	2868	3879	2224
% of List Price	97.13	97.79	98.06	98.27	97.91
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 12/19/12 at 3:04pm

Sold

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$30,000 thru \$39,999	5	118	Minimum	\$35,000	Maximum	\$1,699,000
\$40,000 thru \$49,999	7	142	Average	\$309,143	Median	\$267,750
\$50,000 thru \$59,999	17	117				
\$60,000 thru \$69,999	32	77				
\$70,000 thru \$79,999	24	89				
\$80,000 thru \$89,999	44	67				
\$90,000 thru \$99,999	51	71				
\$100,000 thru \$119,999	96	85				
\$120,000 thru \$139,999	145	80				
\$140,000 thru \$159,999	151	67				
\$160,000 thru \$179,999	156	75				
\$180,000 thru \$199,999	150	64				
\$200,000 thru \$249,999	303	71				
\$250,000 thru \$299,999	270	84				
\$300,000 thru \$349,999	230	77				
\$350,000 thru \$399,999	246	72				
\$400,000 thru \$449,999	165	62				
\$450,000 thru \$499,999	123	67				
\$500,000 thru \$549,999	86	82				
\$550,000 thru \$599,999	63	56				
\$600,000 thru \$649,999	60	73				
\$650,000 thru \$699,999	30	63				
\$700,000 thru \$749,999	27	99				
\$750,000 thru \$799,999	21	132				
\$800,000 thru \$849,999	9	54				
\$850,000 thru \$899,999	13	64				
\$900,000 thru \$949,999	3	48				
\$950,000 thru \$999,999	8	107				
\$1,000,000 thru \$1,249,999	18	66				
\$1,250,000 thru \$1,499,999	5	71				
\$1,500,000 thru \$1,749,999	4	119				
	2562	74				