

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	276**	\$ 92,191,000**
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	451**	\$167,205,100**
SEPT.	331	407**	\$144,809,300**
OCT.	299	315	\$119,149,300
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	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		
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	151	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	212	207
2004	140	172	301	288	298	336	316	317	283	220		

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		

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	\$352,500	\$347,000
2004	\$323,250	\$375,000	\$369,500	\$382,000	\$399,250	\$406,500	\$392,950	\$399,950	\$419,000	\$406,500		

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	\$399,304	\$371,137
2004	\$373,429	\$389,076	\$413,849	\$409,237	\$443,266	\$455,692	\$441,934	\$440,428	\$444,900	\$441,541		

MULTIPLE LISTING STATISTICS FOR OCTOBER 2004

				AVERAGE	PRICE
		CLOSED '03	CLOSED '04	2003	2004
RESIDENTIAL/COMMON INT.	RES	236	220	\$ 351,888	\$ 441,541
MOBILE HOME-IN PARK	MOB	14	5	\$ 69,350	\$ 79,180
RESIDENTIAL INCOME	RIN	3	3	\$ 984,667	\$ 722,333
LAND	LND	82	84	\$ 130,576	\$ 208,334
COMMERCIAL/INDUSTRIAL	COM	2	3	\$ 342,500	\$ 649,169
BUSINESS OPPORTUNITY	BOP	1	0	\$ 50,000	\$ -

RESIDENTIAL SALES -- BY AREA -- OCTOBER 2004

ZONE	AREA	2003	2003	2004	2004
		# OF SALES	AVG. PRICE	# OF SALES	AVG. PRICE
12601	GREATER CAMERON PARK	31	\$ 326,458	38	\$ 407,886
12602	EL DORADO HILLS	51	\$ 507,572	54	\$ 608,110
12603	SHINGLE SPRINGS	17	\$ 412,459	11	\$ 608,696
12604	RESCUE/LUNEMAN	5	\$ 530,380	8	\$ 484,563
12605	LATROBE/SOUTH AREA	0	\$ -	0	\$ -
12701	GREATER PLACERVILLE	25	\$ 300,108	30	\$ 337,063
12702	DIAMOND SPRINGS/EL DORADO	7	\$ 360,557	9	\$ 349,533
12703	PLEASANT VALLEY/PLV SOUTH	8	\$ 331,975	1	\$ 575,000
12704	SOMERSET/SOUTH COUNTY	11	\$ 235,409	11	\$ 421,136
12705	COLOMA, LOTUS	0	\$ -	2	\$ 380,000
12706	GREENSTONE/GOLDHILLWEST	1	\$ 740,000	2	\$ 405,000
12707	MOSQUITO, SWANSBORO	4	\$ 257,625	1	\$ 250,000
12801	CAMINO, CEDAR GROVE	14	\$ 300,857	7	\$ 378,071
12802	POLLOCK PINES, SLY PARK	29	\$ 237,969	25	\$ 328,030
12803	AMERICAN RIVER CANYON	3	\$ 127,133	1	\$ 175,000
12901	GEORGETOWN, GARDENVALLEY	18	\$ 241,856	10	\$ 292,740
12902	PILOT HILL, COOL	12	\$ 373,373	10	\$ 399,450
12903	NORTH COUNTY	0	\$ -	0	\$ -

TRANSACTION SUMMARY

	2003	2003	2004	2004
	MONTH	YTD	MONTH	YTD
PENDING SALES-TOTAL	294	3,140	299	4,076
PENDING SALES-RESIDENTIAL	212	2,424	211	2,867
CLOSED SALES-TOTAL	338	2,970	315	3,766
CLOSED SALES-RESIDENTIAL	236	2,153	220	2,671
CLOSED SALES-RES. MEDIAN PRICE	\$ 310,750	\$ 320,000	\$ 406,500	\$ 349,000
LISTING INVENTORY-TOTAL	680		1,738	
LISTING INVENTORY-RESIDENTIAL	470		901	

Market Statistics Report

Listings as of 11/11/04 at 4:03pm

OCTOBER 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	42	111	58	9	220
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	42	111	58	9	220
Dollar Value	\$13,000,000	\$45,069,110	\$33,133,660	\$5,936,353	\$97,139,123
Average List Price	\$311,186	\$407,872	\$583,469	\$658,400	\$445,956
Average Sold Price	\$309,524	\$406,028	\$571,270	\$659,595	\$441,541
Average Market Time	32	37	50	74	41
% of List Price	99.47	99.55	97.91	100.18	99.01
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 11/11/04 at 3:48pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$140,000 - \$159,999	1	0	Minimum	\$147,000	Maximum	\$1,465,000
\$160,000 - \$179,999	1	4	Average	\$441,541	Median	\$406,500
\$180,000 - \$199,999	1	89				
\$200,000 - \$249,999	15	28				
\$250,000 - \$299,999	31	24				
\$300,000 - \$349,999	27	40				
\$350,000 - \$399,999	32	57				
\$400,000 - \$449,999	29	36				
\$450,000 - \$499,999	19	35				
\$500,000 - \$549,999	17	38				
\$550,000 - \$599,999	11	53				
\$600,000 - \$649,999	11	28				
\$650,000 - \$699,999	6	32				
\$700,000 - \$749,999	9	66				
\$750,000 - \$799,999	1	2				
\$800,000 - \$849,999	1	4				
\$850,000 - \$899,999	4	99				
\$950,000 - \$999,999	1	14				
\$1,000,000 and over	3	151				
=====						
	220	41				

Market Statistics Report

Listings as of 11/11/04 at 4:05pm

YEAR TO DATE 1/1/04 - 10/31/04

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	402	1357	736	176	2671
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	402	1357	736	176	2671
Dollar Value	\$110,497,826	\$520,052,489	\$403,198,059	\$114,620,660	\$1,148,369,034
Average List Price	\$278,708	\$387,970	\$556,756	\$664,196	\$436,236
Average Sold Price	\$274,870	\$383,237	\$547,823	\$651,254	\$429,940
Average Market Time	122	46	52	72	61
% of List Price	98.62	98.78	98.40	98.05	98.56
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 11/11/04 at 3:52pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$40,000 - \$49,999	2	92	<u>Minimum</u>	\$40,000	<u>Maximum</u>	\$2,295,000
\$50,000 - \$59,999	1	2	<u>Average</u>	\$429,940	<u>Median</u>	\$389,000
\$60,000 - \$69,999	1	59				
\$70,000 - \$79,999	1	501				
\$90,000 - \$99,999	3	41				
\$100,000 - \$119,999	4	46				
\$120,000 - \$139,999	5	36				
\$140,000 - \$159,999	11	19				
\$160,000 - \$179,999	24	38				
\$180,000 - \$199,999	65	517				
\$200,000 - \$249,999	219	40				
\$250,000 - \$299,999	354	45				
\$300,000 - \$349,999	328	49				
\$350,000 - \$399,999	394	50				
\$400,000 - \$449,999	284	43				
\$450,000 - \$499,999	245	48				
\$500,000 - \$549,999	194	50				
\$550,000 - \$599,999	140	42				
\$600,000 - \$649,999	90	56				
\$650,000 - \$699,999	93	65				
\$700,000 - \$749,999	61	57				
\$750,000 - \$799,999	31	69				
\$800,000 - \$849,999	26	93				
\$850,000 - \$899,999	31	65				
\$900,000 - \$949,999	9	95				
\$950,000 - \$999,999	18	62				
\$1,000,000 and over	37	90				
=====						
	2671	61				