

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

YEAR: 2011

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
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	224**	\$ 58,894,700**
DEC.	235	261**	\$ 75,850,200**

YEAR: 2012

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
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	280	\$85,292,600
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	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		
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	202	239
2012	154	203	234	220	260	285	234	284	228	254		

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		

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	\$267,500		

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	\$287,011	\$299,420
2012	\$ 308,142	\$ 282,971	\$ 307,741	\$306,939	\$311,455	\$308,060	\$311,930	\$312,512	\$ 314,876	\$324,818		

MULTIPLE LISTING STATISTICS FOR OCTOBER 2012

		CLOSED '11	CLOSED '12	AVERAGE 2011	PRICE 2012
RESIDENTIAL/COMMON INT.	RES	176	254	\$ 274,343	\$ 313,134
MOBILE HOME-IN PARK	MOB	5	8	\$ 32,000	\$ 29,245
RESIDENTIAL INCOME	RIN	1	4	\$ 85,000	\$ 349,250
LAND	LND	8	14	\$ 88,625	\$ 76,029
COMMERCIAL/INDUSTRIAL	COM	1	0	\$ 350,000	\$ 277,500
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

RESIDENTIAL SALES - BY AREA - OCTOBER 2012					
AREA	ZONE	2011 # OF SALES	2011 AVG. PRICE	2012 # OF SALES	2012 AVG. PRICE
GREATER CAMERON PARK	12601	27	\$ 199,048	47	\$ 289,273
EL DORADO HILLS	12602	47	\$ 426,411	62	\$ 522,260
SHINGLE SPRINGS	12603	6	\$ 343,000	14	\$ 414,543
RESCUE/LUNEMAN	12604	2	\$ 309,500	4	\$ 376,250
LATROBE/SOUTH AREA	12605	1	\$ 515,000	2	\$ 987,500
GREATER PLACERVILLE	12701	20	\$ 206,482	25	\$ 240,319
DIAMOND SPRGS/EL DORADO	12702	12	\$ 175,883	11	\$ 251,445
PLEASANTVALLEY/PLV SOUTH	12703	5	\$ 264,800	9	\$ 269,794
SOMERSET/SOUTH COUNTY	12704	12	\$ 250,175	4	\$ 136,000
COLOMA, LOTUS	12705	1	\$ 90,000	0	\$ -
GREENSTONE/GOLDHILLWEST	12706	4	\$ 521,000	5	\$ 449,280
MOSQUITO, SWANSBORO	12707	1	\$ 130,000	4	\$ 181,875
CAMINO, CEDAR GROVE	12801	6	\$ 300,800	8	\$ 276,058
POLLOCK PINES, SLY PARK	12802	17	\$ 148,279	28	\$ 157,141
AMERICAN RIVER CANYON	12803	0	\$ -	9	\$ 163,000
GEORGETOWN, GARDENVALLEY	12901	11	\$ 160,082	16	\$ 200,706
PILOT HILL, COOL	12902	4	\$ 180,000	5	\$ 215,580
NORTH COUNTY	12903	0	\$ -	1	\$ 162,000

TRANSACTION SUMMARY

	2011 MONTH	2011 YTD	2012 MONTH	2012 YTD
PENDING SALES-TOTAL	291	2724	420	3925
PENDING SALES - RESIDENTIAL	273	2563	398	3652
CLOSED SALES - TOTAL	191	2166	280	2669
CLOSED SALES - RESIDENTIAL	176	1961	254	2335
CLOSED SALES -RES.MEDIAN PRICE	\$ 241,000	\$ 250,000	\$ 267,500	\$ 265,000
LISTING INVENTORY - TOTAL	1445		1207	
LISTING INVENTORY - RESIDENTIAL	1062		851	

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

ZONE	OCTOBER AREA	2011 # OF SALES	2011 AVG. PRICE	2012 # OF SALES	2012 AVG. PRICE
12601	CAMERON PARK	277	\$251,756	357	\$255,182
12602	EL DORADO HILLS	574	\$458,524	679	\$486,016
12603	SHINGLE SPRINGS	95	\$336,454	113	\$355,963
12604	RESCUE/NORTH AREA	36	\$376,089	51	\$341,042
12605	LATROBE/SOUTH AREA	11	\$530,891	14	\$559,214
12701	PLACERVILLE	189	\$201,056	228	\$225,189
12702	DIAMOND SPRINGS/EL DORADO	111	\$200,660	127	\$222,197
12703	PLEASANT VALLEY	61	\$271,611	72	\$243,478
12704	SOMERSET/SOUTH COUNTY	104	\$177,493	86	\$163,893
12705	LOTUS/COLOMA	4	\$214,000	8	\$229,988
12706	GREENSTONE, GOLD HILL WEST	32	\$404,809	40	\$440,376
12707	SWANSBORO	12	\$133,046	29	\$164,918
12801	CAMINO/CEDAR GROVE	66	\$231,700	89	\$232,922
12802	POLLOCK PINES/SLY PARK	180	\$158,021	201	\$156,361
12803	AMERICAN RIVER CANYON	11	\$133,045	20	\$175,281
12901	GEORGETOWN DIVIDE	104	\$184,633	115	\$180,092
12902	PILOT HILL/COOL	80	\$213,359	93	\$218,443
12903	NORTH COUNTY	14	\$353,132	13	\$217,985

REPORT 4B

Market Statistics Report

Listings as of 11/09/12 at 3:42pm

OCTOBER 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	39	126	70	19	254
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	39	126	70	19	254
Dollar Value	\$6,596,190	\$31,298,789	\$33,274,250	\$11,334,505	\$82,503,734
Average List Price	\$171,807	\$252,986	\$484,399	\$609,324	\$330,952
Average Sold Price	\$169,133	\$248,403	\$475,346	\$596,553	\$324,818
Average Market Time	64	60	62	47	60
Average Square Feet	1345	1828	2962	3996	2228
% of List Price	98.44	98.19	98.13	97.90	98.15
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 11/09/12 at 3:29pm

Sold

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$50,000 thru \$59,999	1	24	Minimum	\$54,200	Maximum	\$1,350,000
\$60,000 thru \$69,999	4	36	Average	\$324,818	Median	\$267,500
\$70,000 thru \$79,999	2	91				
\$80,000 thru \$89,999	2	79				
\$90,000 thru \$99,999	3	43				
\$100,000 thru \$119,999	11	54				
\$120,000 thru \$139,999	14	53				
\$140,000 thru \$159,999	18	61				
\$160,000 thru \$179,999	16	54				
\$180,000 thru \$199,999	13	54				
\$200,000 thru \$249,999	33	79				
\$250,000 thru \$299,999	29	45				
\$300,000 thru \$349,999	13	102				
\$350,000 thru \$399,999	20	51				
\$400,000 thru \$449,999	22	22				
\$450,000 thru \$499,999	12	122				
\$500,000 thru \$549,999	8	76				
\$550,000 thru \$599,999	8	25				
\$600,000 thru \$649,999	6	87				
\$650,000 thru \$699,999	6	43				
\$700,000 thru \$749,999	3	112				
\$750,000 thru \$799,999	2	72				
\$850,000 thru \$899,999	2	6				
\$900,000 thru \$949,999	1	8				
\$950,000 thru \$999,999	2	103				
\$1,000,000 thru \$1,249,999	1	8				
\$1,250,000 thru \$1,499,999	2	52				
	254	60				

Market Statistics Report

Listings as of 11/09/12 at 3:46pm

YEAR TO DATE 1/1/12 – 10/31/12

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	391	1114	616	214	2335
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	391	1114	616	214	2335
Dollar Value	\$59,740,816	\$281,174,169	\$267,275,258	\$113,309,119	\$721,499,362
Average List Price	\$157,592	\$258,313	\$442,514	\$538,473	\$315,718
Average Sold Price	\$152,790	\$252,401	\$433,888	\$529,482	\$308,993
Average Market Time	79	76	70	79	75
Average Square Feet	1305	1884	2880	3893	2234
% of List Price	96.95	97.71	98.05	98.33	97.87
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 11/09/12 at 3:45pm

Selling Price Range	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>		
\$30,000 thru \$39,999	5	118	Minimum	\$35,000	Maximum
\$40,000 thru \$49,999	7	142	Average	\$308,993	Median
\$50,000 thru \$59,999	17	117			\$1,699,000
\$60,000 thru \$69,999	31	77			\$265,000
\$70,000 thru \$79,999	23	90			
\$80,000 thru \$89,999	43	67			
\$90,000 thru \$99,999	46	68			
\$100,000 thru \$119,999	94	86			
\$120,000 thru \$139,999	131	79			
\$140,000 thru \$159,999	140	70			
\$160,000 thru \$179,999	142	77			
\$180,000 thru \$199,999	135	67			
\$200,000 thru \$249,999	268	72			
\$250,000 thru \$299,999	243	79			
\$300,000 thru \$349,999	207	79			
\$350,000 thru \$399,999	224	72			
\$400,000 thru \$449,999	151	65			
\$450,000 thru \$499,999	105	68			
\$500,000 thru \$549,999	79	85			
\$550,000 thru \$599,999	57	57			
\$600,000 thru \$649,999	58	71			
\$650,000 thru \$699,999	29	65			
\$700,000 thru \$749,999	27	99			
\$750,000 thru \$799,999	18	127			
\$800,000 thru \$849,999	8	60			
\$850,000 thru \$899,999	10	55			
\$900,000 thru \$949,999	3	48			
\$950,000 thru \$999,999	7	121			
\$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			
	2335	75			

REPORT 5B