

EL DORADO COUNTY ASSOCIATION OF REALTORS® ALL SALES TRANSACTIONS

YEAR: 2004

MONTH	PENDING SALES	FINAL SALES	\$VOLUME
JAN.	333	197**	\$ 59,032,600**
FEB.	415	236**	\$ 75,333,400**
MAR.	503	427**	\$139,615,800**
APR.	478	421**	\$139,356,200**
MAY	396	411**	\$151,635,900**
JUNE	450	474**	\$179,882,200**
JULY	438	429**	\$159,033,700**
AUG.	433	454**	\$167,787,000**
SEPT.	331	413**	\$146,663,100**
OCT.	299	332**	\$125,655,500**
NOV.	274	320**	\$127,237,900**
DEC.	358	321**	\$128,462,700**

YEAR: 2005

MONTH	PENDING SALES	FINAL SALES	\$VOLUME
JAN.	475	248**	\$112,111,700**
FEB.	555	278**	\$111,382,500**
MAR.	548	451**	\$188,084,100**
APR.	529	403**	\$171,490,700**
MAY	513	348**	\$161,137,500**
JUNE	512	359**	\$165,750,000**
JULY	457	323**	\$155,968,500**
AUG.	403	358**	\$165,438,800**
SEPT.	357	288	\$139,085,800
OCT.			
NOV.			
DEC.			

**Final Sales & Dollar Volume figures have been revised to reflect late reporting of sales into the M.L.S computer system.

EL DORADO COUNTY LISTING SUMMARY

	YEAR 2000		YEAR 2001		YEAR 2002		YEAR 2003		YEAR 2004		YEAR 2005	
	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.	2,314	426	1,713	425	1,641	407	1,394	439	1,263	237	1,386	259
FEB.	2,294	373	1,679	403	1,633	411	1,442	432	1,226	279	1,489	254
MAR.	2,305	535	1,813	527	1,648	489	825	568	1,623	368	1,500	324
APR.	2,383	536	1,920	600	1,614	463	1,176	484	1,835	387	1,572	365
MAY	2,319	522	2,036	526	1,536	481	967	474	1,627	354	1,765	445
JUNE	2,289	487	2,049	490	1,521	447	1,037	519	1,752	390	1,990	494
JULY	2,283	463	2,020	493	1,581	539	903	507	1,393	348	2,073	460
AUG.	2,227	477	1,979	413	1,585	494	840	451	1,747	317	2,298	547
SEPT.	2,118	381	1,920	359	1,653	507	821	479	1,664	304	2,434	536
OCT.	2,021	455	1,865	409	1,639	451	680	382	1,738	280		
NOV.	1,893	266	1,782	296	1,509	314	591	188	1,491	240		
DEC.	1,753	225	1,602	213	1,349	204	401	102	1,407	189		

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	171	300	290	299	337	316	319	288	230	234	237
2005	185	195	320	285	253	274	258	266	228			

NEW LISTINGS BY MONTH (RESIDENTIAL)

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	138
2005	183	202	229	262	346	363	334	408	421			

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	\$369,250	\$382,000	\$397,900	\$408,000	\$392,950	\$399,000	\$416,250	\$410,000	\$413,500	\$415,000
2005	\$442,500	\$445,000	\$439,000	\$458,500	\$487,000	\$479,705	\$477,500	\$483,500	\$504,500			

EL DORADO COUNTY-AVERAGE PRICE-SINGLE FAMILY HOMES MONTHLY

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	\$389,013	\$411,164	\$409,311	\$442,606	\$455,364	\$441,934	\$439,397	\$443,106	\$445,262	\$466,069	\$459,608
2005	\$522,287	\$483,176	\$493,306	\$519,455	\$534,006	\$538,612	\$546,926	\$524,240	\$545,079			

MULTIPLE LISTING STATISTICS FOR AUGUST 2005

		CLOSED '04	CLOSED '05	AVERAGE 2004	PRICE 2005
RESIDENTIAL/COMMON INT.	RES	288	228	\$ 443,106	\$ 545,079
MOBILE HOME-IN PARK	MOB	12	11	\$ 64,333	\$ 96,136
RESIDENTIAL INCOME	RIN	2	2	\$ 424,500	\$ 505,000
LAND	LND	111	46	\$ 157,007	\$ 269,379
COMMERCIAL/INDUSTRIAL	COM	0	1	\$ -	\$ 349,000
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

RESIDENTIAL SALES - BY AREA - AUGUST 2005

AREA	ZONE	2004 # OF SALES	2004 AVG. PRICE	2005 # OF SALES	2005 AVG. PRICE
GREATER CAMERON PARK	12601	47	\$ 430,686	38	\$ 539,357
EL DORADO HILLS	12602	69	\$ 585,438	63	\$ 723,440
SHINGLE SPRINGS	12603	22	\$ 586,366	7	\$ 735,143
RESCUE/LUNEMAN	12604	5	\$ 393,800	6	\$ 623,658
LATROBE/SOUTH AREA	12605	0	\$ -	1	\$ 760,000
GREATER PLACERVILLE	12701	34	\$ 394,782	19	\$ 400,236
DIAMOND SPRGS/EL DORADO	12702	19	\$ 340,461	14	\$ 441,564
PLEASANTVALLEY/PLV SOUTH	12703	8	\$ 463,250	3	\$ 630,333
SOMERSET/SOUTH COUNTY	12704	18	\$ 406,022	18	\$ 457,506
COLOMA, LOTUS	12705	0	\$ -	3	\$ 463,000
GREENSTONE/GOLDHILLWEST	12706	1	\$ 610,000	1	\$ 1,010,000
MOSQUITO, SWANSBORO	12707	4	\$ 307,625	2	\$ 600,500
CAMINO, CEDAR GROVE	12801	10	\$ 377,340	11	\$ 476,773
POLLOCK PINES, SLY PARK	12802	24	\$ 274,963	21	\$ 390,852
AMERICAN RIVER CANYON	12803	5	\$ 222,200	3	\$ 175,000
GEORGETOWN, GARDENVALLEY	12901	14	\$ 322,370	12	\$ 375,246
PILOT HILL, COOL	12902	8	\$ 420,625	6	\$ 427,500
NORTH COUNTY	12903	0	\$ -	0	\$ -

TRANSACTION SUMMARY

	2004 MONTH	2004 YTD	2005 MONTH	2005 YTD
PENDING SALES-TOTAL	331	3777	357	4349
PENDING SALES - RESIDENTIAL	235	2656	280	3236
CLOSED SALES - TOTAL	413	3462	288	3043
CLOSED SALES - RESIDENTIAL	288	2460	228	2264
CLOSED SALES -RES.MEDIAN PRICE	\$ 416,250	\$ 387,250	\$ 504,500	\$ 467,700
LISTING INVENTORY - TOTAL	1664		2434	
LISTING INVENTORY - RESIDENTIAL	843		1326	

Market Statistics Report

Listings as of 10/07/05 at 10:26am

SEPTEMBER 2005

Residential

	2- Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
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	45	99	71	13	228
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	45	99	71	13	228
Dollar Value	\$14,710,725	\$47,887,690	\$49,081,575	\$12,598,050	\$124,278,040
Average List Price	\$333,729	\$492,804	\$704,916	\$1,014,212	\$557,190
Average Sold Price	\$326,905	\$483,714	\$691,290	\$969,081	\$545,079
Average Market Time	38	52	47	65	48
Average Square Feet	1218	1863	2747	4040	2135
% of List Price	97.96	98.16	98.07	95.55	97.83
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 Interestec

Area Market Survey Summary

Listings as of 10/07/05 at 10:19am

Sold Selling Price Range	Quantity	Average DOM	Summary Price Information		
			Minimum	Maximum	Median
\$120,000 - \$139,999	1	18	\$135,000	\$1,550,000	
\$140,000 - \$159,999	1	108			
\$180,000 - \$199,999	3	31	Average \$545,079		
\$200,000 - \$249,999	6	39			
\$250,000 - \$299,999	13	41			
\$300,000 - \$349,999	23	39			
\$350,000 - \$399,999	18	40			
\$400,000 - \$449,999	27	63			
\$450,000 - \$499,999	20	39			
\$500,000 - \$549,999	21	28			
\$550,000 - \$599,999	19	72			
\$600,000 - \$649,999	17	31			
\$650,000 - \$699,999	8	36			
\$700,000 - \$749,999	10	49			
\$750,000 - \$799,999	13	49			
\$800,000 - \$849,999	4	43			
\$850,000 - \$899,999	6	59			
\$900,000 - \$949,999	2	91			
\$950,000 - \$999,999	5	100			
\$1,000,000 and over	11	79			
=====					
	228	48			

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

Market Statistics Report

Listings as of 10/07/05 at 10:24am

YEAR TO DATE 1/1/05 - 9/30/05

Residential

	2- Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
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	385	1125	598	156	2264
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	385	1125	598	156	2264
Dollar Value	\$130,732,708	\$520,453,045	\$398,411,775	\$134,574,493	\$1,184,172,021
Average List Price	\$344,002	\$469,344	\$673,820	\$883,735	\$530,591
Average Sold Price	\$339,565	\$462,625	\$666,240	\$862,657	\$523,044
Average Market Time	39	41	45	52	43
Average Square Feet	1312	1860	2770	3671	2132
% of List Price	98.71	98.57	98.88	97.61	98.58
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 Interestec

Area Market Survey Summary

Listings as of 10/07/05 at 10:22am

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>		
\$50,000 - \$59,999	1	6	Minimum	\$50,000	Maximum \$2,085,000
\$100,000 - \$119,999	1	26	Average	\$523,044	Median \$467,700
\$120,000 - \$139,999	1	18			
\$140,000 - \$159,999	5	36			
\$160,000 - \$179,999	5	27			
\$180,000 - \$199,999	7	78			
\$200,000 - \$249,999	72	39			
\$250,000 - \$299,999	160	33			
\$300,000 - \$349,999	247	35			
\$350,000 - \$399,999	293	39			
\$400,000 - \$449,999	257	43			
\$450,000 - \$499,999	230	42			
\$500,000 - \$549,999	167	41			
\$550,000 - \$599,999	167	50			
\$600,000 - \$649,999	136	41			
\$650,000 - \$699,999	133	43			
\$700,000 - \$749,999	89	44			
\$750,000 - \$799,999	76	46			
\$800,000 - \$849,999	37	38			
\$850,000 - \$899,999	38	47			
\$900,000 - \$949,999	23	65			
\$950,000 - \$999,999	27	61			
\$1,000,000 and over	92	76			
=====					
	2264	43			

Equal Opportunity Housing * All information deemed reliable, but not guaranteed.

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