

**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	189**	\$ 49,061,400**
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	309**	\$91,301,300**
SEPT.	474	253	\$72,426,200
OCT.			
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	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.	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		
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	197	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	174	202	239
2012	154	203	234	220	260	285	234	283	220			

**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			

**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	\$ 276,300			

**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	\$274,468	\$287,011	\$299,420
2012	\$ 308,142	\$ 282,971	\$ 307,741	\$306,939	\$311,455	\$308,060	\$311,930	\$312,344	\$ 313,134			

**MULTIPLE LISTING STATISTICS FOR SEPTEMBER 2012**

		CLOSED '11	CLOSED '12	AVERAGE 2011	PRICE 2012
RESIDENTIAL/COMMON INT.	RES	230	220	\$ 276,344	\$ 313,134
MOBILE HOME-IN PARK	MOB	9	10	\$ 45,022	\$ 29,245
RESIDENTIAL INCOME	RIN	2	4	\$ 277,500	\$ 349,250
LAND	LND	15	17	\$ 138,088	\$ 76,029
COMMERCIAL/INDUSTRIAL	COM	0	2	\$ -	\$ 277,500
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

<b>RESIDENTIAL SALES - BY AREA - SEPTEMBER 2012</b>					
AREA	ZONE	2011 # OF SALES	2011 AVG. PRICE	2012 # OF SALES	2012 AVG. PRICE
GREATER CAMERON PARK	12601	35	\$ 231,772	28	\$ 248,164
EL DORADO HILLS	12602	62	\$ 445,716	61	\$ 480,795
SHINGLE SPRINGS	12603	8	\$ 281,313	5	\$ 424,300
RESCUE/LUNEMAN	12604	3	\$ 292,600	6	\$ 378,833
LATROBE/SOUTH AREA	12605	0	\$ -	0	\$ -
GREATER PLACERVILLE	12701	25	\$ 210,540	18	\$ 232,795
DIAMOND SPRGS/EL DORADO	12702	14	\$ 185,043	11	\$ 259,755
PLEASANTVALLEY/PLV SOUTH	12703	6	\$ 225,365	7	\$ 223,278
SOMERSET/SOUTH COUNTY	12704	11	\$ 114,973	14	\$ 204,614
COLOMA, LOTUS	12705	0	\$ -	6	\$ -
GREENSTONE/GOLDHILLWEST	12706	3	\$ 413,833	10	\$ 483,170
MOSQUITO, SWANSBORO	12707	2	\$ 72,000	2	\$ 197,500
CAMINO, CEDAR GROVE	12801	11	\$ 218,409	9	\$ 240,756
POLLOCK PINES, SLY PARK	12802	21	\$ 146,971	17	\$ 169,084
AMERICAN RIVER CANYON	12803	2	\$ 118,500	1	\$ 367,510
GEORGETOWN, GARDENVALLEY	12901	16	\$ 164,461	17	\$ 164,923
PILOT HILL, COOL	12902	6	\$ 210,923	11	\$ 217,611
NORTH COUNTY	12903	5	\$ 517,030	3	\$ 303,300

**TRANSACTION SUMMARY**

	2011 MONTH	2011 YTD	2012 MONTH	2012 YTD
PENDING SALES-TOTAL	278	2433	474	3505
PENDING SALES - RESIDENTIAL	262	2290	445	3254
CLOSED SALES - TOTAL	256	1975	253	2279
CLOSED SALES - RESIDENTIAL	230	1785	220	2072
CLOSED SALES -RES.MEDIAN PRICE	\$ 235,000	\$ 260,000	\$ 276,000	\$ 265,000
LISTING INVENTORY - TOTAL	1652		1344	
LISTING INVENTORY - RESIDENTIAL	1225		953	

RESIDENTIAL SALES BY AREA --- YEAR-TO-DATE (1/1 - 9/30)

ZONE	SEPTEMBER AREA	2011 # OF SALES	2011 AVG. PRICE	2012 # OF SALES	2012 AVG. PRICE
12601	CAMERON PARK	250	\$257,449	310	\$250,020
12602	EL DORADO HILLS	527	\$461,388	612	\$483,047
12603	SHINGLE SPRINGS	89	\$336,012	98	\$348,288
12604	RESCUE/NORTH AREA	34	\$380,006	47	\$338,046
12605	LATROBE/SOUTH AREA	10	\$532,480	12	\$487,833
12701	PLACERVILLE	169	\$200,414	201	\$222,492
12702	DIAMOND SPRINGS/EL DORADO	85	\$203,663	115	\$218,201
12703	PLEASANT VALLEY	56	\$272,219	63	\$239,719
12704	SOMERSET/SOUTH COUNTY	92	\$168,013	82	\$165,253
12705	LOTUS/COLOMA	3	\$255,333	8	\$229,988
12706	GREENSTONE, GOLD HILL WEST	28	\$388,211	35	\$439,104
12707	SWANSBORO	11	\$133,323	25	\$162,205
12801	CAMINO/CEDAR GROVE	60	\$224,790	81	\$228,661
12802	POLLOCK PINES/SLY PARK	163	\$159,037	173	\$156,235
12803	AMERICAN RIVER CANYON	11	\$133,045	11	\$185,328
12901	GEORGETOWN DIVIDE	93	\$187,537	99	\$176,760
12902	PILOT HILL/COOL	76	\$215,115	88	\$218,606
12903	NORTH COUNTY	14	\$353,132	12	\$222,650

# Market Statistics Report

Listings as of 10/04/12 at 2:27pm

## SEPTEMBER 2012

### 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	39	109	52	20	220
<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	39	109	52	20	220
Dollar Value	\$6,295,371	\$27,858,877	\$22,757,247	\$11,978,000	\$68,889,495
Average List Price	\$169,751	\$259,639	\$440,954	\$622,923	\$319,586
Average Sold Price	\$161,420	\$255,586	\$437,639	\$598,900	\$313,134
Average Market Time	69	64	51	71	63
Average Square Feet	1384	1834	2833	4127	2199
% of List Price	95.09	98.44	99.25	96.14	97.98
<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, 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 10/04/12 at 2:26pm

### Sold

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$30,000 thru \$39,999	1	33	<b>Minimum</b>	\$38,000	<b>Maximum</b>	\$1,560,000
\$60,000 thru \$69,999	3	100	<b>Average</b>	\$313,134	<b>Median</b>	\$276,300
\$70,000 thru \$79,999	3	56				
\$80,000 thru \$89,999	4	39				
\$90,000 thru \$99,999	7	63				
\$100,000 thru \$119,999	6	85				
\$120,000 thru \$139,999	10	48				
\$140,000 thru \$159,999	14	45				
\$160,000 thru \$179,999	15	110				
\$180,000 thru \$199,999	12	54				
\$200,000 thru \$249,999	24	65				
\$250,000 thru \$299,999	22	50				
\$300,000 thru \$349,999	19	66				
\$350,000 thru \$399,999	27	45				
\$400,000 thru \$449,999	12	52				
\$450,000 thru \$499,999	11	84				
\$500,000 thru \$549,999	6	132				
\$550,000 thru \$599,999	6	17				
\$600,000 thru \$649,999	6	26				
\$650,000 thru \$699,999	4	18				
\$700,000 thru \$749,999	3	92				
\$750,000 thru \$799,999	1	37				
\$800,000 thru \$849,999	1	85				
\$950,000 thru \$999,999	1	377				
\$1,250,000 thru \$1,499,999	1	202				
\$1,500,000 thru \$1,749,999	1	19				
	220	63				

## Market Statistics Report

Listings as of 10/04/12 at 2:24pm

**YEAR TO DATE 1/1/12- 9/30/12**

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	352	984	544	192	2072
<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	352	984	544	192	2072
Dollar Value	\$53,144,626	\$248,686,745	\$233,269,508	\$100,632,614	\$635,733,493
Average List Price	\$156,017	\$258,819	\$437,451	\$532,753	\$313,638
Average Sold Price	\$150,979	\$252,730	\$428,804	\$524,128	\$306,821
Average Market Time	81	78	71	82	77
Average Square Feet	1301	1890	2871	3892	2233
% of List Price	96.77	97.65	98.02	98.38	97.83
<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

## Area Market Survey Summary

Listings as of 10/04/12 at 2:25pm

**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	<b>Minimum</b>	\$35,000	<b>Maximum</b>	\$1,699,000
\$40,000 thru \$49,999	7	142	<b>Average</b>	\$306,821	<b>Median</b>	\$265,000
\$50,000 thru \$59,999	16	123				
\$60,000 thru \$69,999	27	83				
\$70,000 thru \$79,999	21	90				
\$80,000 thru \$89,999	41	66				
\$90,000 thru \$99,999	43	70				
\$100,000 thru \$119,999	83	90				
\$120,000 thru \$139,999	117	82				
\$140,000 thru \$159,999	122	72				
\$160,000 thru \$179,999	126	80				
\$180,000 thru \$199,999	122	68				
\$200,000 thru \$249,999	234	71				
\$250,000 thru \$299,999	212	84				
\$300,000 thru \$349,999	193	78				
\$350,000 thru \$399,999	202	74				
\$400,000 thru \$449,999	127	73				
\$450,000 thru \$499,999	93	61				
\$500,000 thru \$549,999	70	84				
\$550,000 thru \$599,999	49	62				
\$600,000 thru \$649,999	52	69				
\$650,000 thru \$699,999	23	71				
\$700,000 thru \$749,999	24	98				
\$750,000 thru \$799,999	16	134				
\$800,000 thru \$849,999	8	60				
\$850,000 thru \$899,999	8	67				
\$900,000 thru \$949,999	2	69				
\$950,000 thru \$999,999	5	128				
\$1,000,000 thru \$1,249,999	17	69				
\$1,250,000 thru \$1,499,999	3	84				
\$1,500,000 thru \$1,749,999	4	119				
	2072	77				