

# 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	294**	\$ 82,368,600**
MAY	369	299**	\$ 89,557,200**
JUNE	341	341**	\$108,973,300**
JULY	352	336**	\$102,715,700**
AUG.	319	347**	\$111,442,200**
SEPT.	285	317**	\$101,177,100**
OCT.	295	331**	\$ 96,802,500**
NOV.	215	275**	\$ 92,014,900**
DEC.	194	225**	\$ 84,165,300**

YEAR: 2004

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
JAN.	333	168	\$ 48,618,900
FEB.			
MAR.			
APR.			
MAY			
JUNE			
JULY			
AUG.			
SEPT.			
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

MONTH	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		
MAR.	2,928	541	2,305	535	1,813	527	1,648	489	825	568		
APR.	3,127	624	2,383	536	1,920	600	1,614	463	1,176	484		
MAY	3,212	654	2,319	522	2,036	526	1,536	481	967	474		
JUNE	3,159	565	2,289	487	2,049	490	1,521	447	1,037	519		
JULY	3,185	510	2,283	463	2,020	493	1,581	539	903	507		
AUG.	3,015	391	2,227	477	1,979	413	1,585	494	840	451		
SEPT.	2,856	402	2,118	381	1,920	359	1,653	507	821	479		
OCT.	2,711	380	2,021	455	1,865	409	1,639	451	680	382		
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	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	225	240	240	269	248	232	211	202
2004	115											

**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											



**MULTIPLE LISTING STATISTICS FOR JANUARY 2004**

		CLOSED '03	CLOSED '04	AVERAGE	PRICE
				2003	2004
RESIDENTIAL/COMMON INT.	RES	128	115	\$ 319,056	\$ 363,857
MOBILE HOME-IN PARK	MOB	2	4	\$ 130,000	\$ 39,125
RESIDENTIAL INCOME	RIN	0	2	\$ -	\$ 277,500
LAND	LND	51	47	\$ 105,419	\$ 129,021
COMMERCIAL/INDUSTRIAL	COM	0	0	\$ -	\$ -
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

**RESIDENTIAL SALES -- BY AREA -- JANUARY 2004**

ZONE	AREA	2003	2003	2004	2004
		# OF SALES	AVG. PRICE	# OF SALES	AVG. PRICE
12601	GREATER CAMERON PARK	22	\$ 297,882	17	\$ 322,994
12602	EL DORADO HILLS	24	\$ 529,642	28	\$ 509,593
12603	SHINGLE SPRINGS	9	\$ 445,722	5	\$ 493,600
12604	RESCUE/LUNEMAN	5	\$ 373,845	2	\$ 593,500
12605	LATROBE/SOUTH AREA	0	\$ -	0	\$ -
12701	GREATER PLACERVILLE	13	\$ 240,108	2	\$ 328,095
12702	DIAMOND SPRINGS/EL DORADO	8	\$ 223,438	5	\$ 276,900
12703	PLEASANT VALLEY/PLV SOUTH	4	\$ 284,125	6	\$ 318,500
12704	SOMERSET/SOUTH COUNTY	7	\$ 186,500	10	\$ 278,670
12705	COLOMA, LOTUS	0	\$ -	0	\$ -
12706	GREENSTONE/GOLDHILLWEST	0	\$ -	0	\$ -
12707	MOSQUITO, SWANSBORO	2	\$ 207,000	1	\$ 190,000
12801	CAMINO, CEDAR GROVE	1	\$ 235,000	3	\$ 235,500
12802	POLLOCK PINES, SLY PARK	19	\$ 243,174	10	\$ 249,650
12803	AMERICAN RIVER CANYON	0	\$ -	0	\$ -
12901	GEORGETOWN, GARDENVALLEY	7	\$ 189,571	3	\$ 253,667
12902	PILOT HILL, COOL	7	\$ 256,357	5	\$ 326,180
12903	NORTH COUNTY	0		0	

**TRANSACTION SUMMARY**

	2003	2003	2004	2004
	MONTH	YTD	MONTH	YTD
PENDING SALES-TOTAL	253	253	333	333
PENDING SALES-RESIDENTIAL	176	176	229	229
CLOSED SALES-TOTAL	182	182	168	168
CLOSED SALES-RESIDENTIAL	128	128	115	115
CLOSED SALES-RES. MEDIAN PRICE	\$ 269,950	\$ 269,950	\$ 319,900	\$ 319,900
LISTING INVENTORY-TOTAL	1,349		1,263	
LISTING INVENTORY-RESIDENTIAL	672		547	

# Market Statistics Report

Listings as of 02/03/04 at 10:13am

JANUARY 2004

## 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
<b>All Off Market</b>					
#Units	20	62	30	4	116
<b>Pending</b>					
#Units	0	1	0	0	1
Average List Price	\$0	\$354,500	\$0	\$0	\$354,500
Average Market Time	0	248	0	0	248
<b>Sold</b>					
#Units	20	61	30	4	115
Dollar Value	\$4,421,400	\$21,228,466	\$13,875,650	\$2,318,000	\$41,843,516
Average List Price	\$224,505	\$356,945	\$471,095	\$605,863	\$372,348
Average Sold Price	\$221,070	\$348,008	\$462,522	\$579,500	\$363,857
Average Market Time	43	79	90	113	77
% of List Price	98.47	97.50	98.18	95.65	97.72
<b>Not Pending or Sold</b>					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0

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

Information provided by Seller/Other sources, not verified by Broker. All Interested Persons should independently verify accuracy of above info

## Area Market Survey Summary

Listings as of 02/03/04 at 10:06am

<u>Pending</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
<u>Listing Price Range</u>			<u>Minimum</u>		<u>Maximum</u>	
\$350,000 - \$399,999	1	248	\$354,500		\$354,500	
=====			<u>Average</u>		<u>Median</u>	
	1	248	\$354,500		\$354,500	
 <u>Sold</u>			 <u>Summary Price Information</u>			
<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Minimum</u>		<u>Maximum</u>	
\$50,000 - \$59,999	1	2	\$50,000		\$962,850	
\$90,000 - \$99,999	1	4				
\$140,000 - \$159,999	1	34				
\$160,000 - \$179,999	3	41				
\$180,000 - \$199,999	3	41				
\$200,000 - \$249,999	14	72				
\$250,000 - \$299,999	24	77				
\$300,000 - \$349,999	24	61				
\$350,000 - \$399,999	7	86				
\$400,000 - \$449,999	9	101				
\$450,000 - \$499,999	9	81				
\$500,000 - \$549,999	5	140				
\$550,000 - \$599,999	2	50				
\$600,000 - \$649,999	4	79				
\$650,000 - \$699,999	3	120				
\$700,000 - \$749,999	2	128				
\$750,000 - \$799,999	1	80				
\$900,000 - \$949,999	1	38				
\$950,000 - \$999,999	1	160				
=====						
	115	77				

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# Market Statistics Report

Listings as of 02/03/04 at 10:13am

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

## 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
<b>All Off Market</b>					
#Units	20	62	30	4	116
<b>Pending</b>					
#Units	0	1	0	0	1
Average List Price	\$0	\$354,500	\$0	\$0	\$354,500
Average Market Time	0	248	0	0	248
<b>Sold</b>					
#Units	20	61	30	4	115
Dollar Value	\$4,421,400	\$21,228,466	\$13,875,650	\$2,318,000	\$41,843,516
Average List Price	\$224,505	\$356,945	\$471,095	\$605,863	\$372,348
Average Sold Price	\$221,070	\$348,008	\$462,522	\$579,500	\$363,857
Average Market Time	43	79	90	113	77
% of List Price	98.47	97.50	98.18	95.65	97.72
<b>Not Pending or Sold</b>					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0

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## Area Market Survey Summary

Listings as of 02/03/04 at 10:06am

<u>Pending</u>		<u>Summary Price Information</u>	
<u>Listing Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	
\$350,000 - \$399,999	1	248	Minimum \$354,500 Maximum \$354,500
=====	1	248	Average \$354,500 Median \$354,500
<b>Sold</b>		<b>Summary Price Information</b>	
<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	
\$50,000 - \$59,999	1	2	Minimum \$50,000 Maximum \$962,850
\$90,000 - \$99,999	1	4	Average \$363,857 Median \$319,900
\$140,000 - \$159,999	1	34	
\$160,000 - \$179,999	3	41	
\$180,000 - \$199,999	3	41	
\$200,000 - \$249,999	14	72	
\$250,000 - \$299,999	24	77	
\$300,000 - \$349,999	24	61	
\$350,000 - \$399,999	7	86	
\$400,000 - \$449,999	9	101	
\$450,000 - \$499,999	9	81	
\$500,000 - \$549,999	5	140	
\$550,000 - \$599,999	2	50	
\$600,000 - \$649,999	4	79	
\$650,000 - \$699,999	3	120	
\$700,000 - \$749,999	2	128	
\$750,000 - \$799,999	1	80	
\$900,000 - \$949,999	1	38	
\$950,000 - \$999,999	1	160	
=====	115	77	

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