

EL DORADO COUNTY ASSOCIATION OF REALTORS® ALL SALES TRANSACTIONS

YEAR: 2003

MONTH	PENDING SALES	FINAL SALES	\$VOLUME
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	338**	\$103,332,900**
AUG.	319	350**	\$112,022,700**
SEPT.	285	322**	\$102,604,900**
OCT.	295	338**	\$ 98,419,600**
NOV.	215	276**	\$ 92,191,000**
DEC.	194	273**	\$ 86,597,700**

YEAR: 2004

MONTH	PENDING SALES	FINAL SALES	\$VOLUME
JAN.	333	192**	\$ 57,212,200**
FEB.	415	225**	\$ 72,345,600**
MAR.	503	415**	\$135,823,800**
APR.	478	368	\$119,669,700
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

	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		
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	242	269	251	236	212	207
2004	136	166	289	257								

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								

MULTIPLE LISTING STATISTICS FOR APRIL 2004

		CLOSED '03	CLOSED '04	AVERAGE 2003	PRICE 2004
RESIDENTIAL/COMMON INT.	RES	189	257	\$ 350,221	\$ 400,612
MOBILE HOME-IN PARK	MOB	8	10	notavailable	\$ 71,350
RESIDENTIAL INCOME	RIN	0	2	\$ -	\$ 415,000
LAND	LND	68	99	\$ 112,958	\$ 153,223
COMMERCIAL/INDUSTRIAL	COM	1	0	\$ 350,000	\$ -
BUSINESS OPPORTUNITY	BOP	1	0	\$ 185,000	\$ -

RESIDENTIAL SALES -- BY AREA -- APRIL 2004

ZONE	AREA	2003 # OF SALES	2003 AVG. PRICE	2004 # OF SALES	2004 AVG. PRICE
12601	GREATER CAMERON PARK	38	\$ 277,861	42	\$ 376,056
12602	EL DORADO HILLS	51	\$ 481,484	62	\$ 558,675
12603	SHINGLE SPRINGS	7	\$ 414,000	13	\$ 503,727
12604	RESCUE/LUNEMAN	8	\$ 493,863	8	\$ 497,375
12605	LATROBE/SOUTH AREA	0	\$ -	1	\$ 875,000
12701	GREATER PLACERVILLE	25	\$ 309,276	32	\$ 290,046
12702	DIAMOND SPRINGS/EL DORADO	7	\$ 331,000	15	\$ 335,953
12703	PLEASANT VALLEY/PLV SOUTH	6	\$ 287,583	13	\$ 464,338
12704	SOMERSET/SOUTH COUNTY	4	\$ 2,615,000	11	\$ 267,673
12705	COLOMA, LOTUS	2	\$ 606,000	0	\$ -
12706	GREENSTONE/GOLDHILLWEST	1	\$ 262,000	3	\$ 464,667
12707	MOSQUITO, SWANSBORO	0	\$ -	2	\$ 213,250
12801	CAMINO, CEDAR GROVE	6	\$ 275,733	3	\$ 268,583
12802	POLLOCK PINES, SLY PARK	15	\$ 226,612	26	\$ 270,067
12803	AMERICAN RIVER CANYON	0	\$ -	2	\$ 175,000
12901	GEORGETOWN, GARDENVALLEY	6	\$ 179,942	7	\$ 328,071
12902	PILOT HILL, COOL	13	\$ 292,375	17	\$ 325,088
12903	NORTH COUNTY	0	\$ -	0	\$ -

TRANSACTION SUMMARY

	2003 MONTH	2003 YTD	2004 MONTH	2004 YTD
PENDING SALES-TOTAL	342	1,183	478	1,729
PENDING SALES-RESIDENTIAL	249	993	338	1,192
CLOSED SALES-TOTAL	267	920	368	1,200
CLOSED SALES-RESIDENTIAL	189	646	257	848
CLOSED SALES-RES. MEDIAN PRICE	\$ 318,000	\$ 300,000	\$ 370,000	\$ 363,500
LISTING INVENTORY-TOTAL	1,176		1,835	
LISTING INVENTORY-RESIDENTIAL	529		537	

Market Statistics Report

Listings as of 05/05/04 at 3:16pm

APRIL 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	43	134	66	14	257
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	43	134	66	14	257
Dollar Value	\$11,020,389	\$47,992,037	\$35,647,342	\$8,297,466	\$102,957,234
Average List Price	\$257,176	\$359,809	\$549,301	\$605,344	\$404,676
Average Sold Price	\$256,288	\$358,150	\$540,111	\$592,676	\$400,612
Average Market Time	51	46	47	48	47
% of List Price	99.65	99.54	98.33	97.91	99.00
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

Listings as of 05/05/04 at 3:17pm

<u>Sold</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
<u>Selling Price Range</u>			<u>Minimum</u>	\$105,500	<u>Maximum</u>	\$987,500
\$100,000 - \$119,999	1	26	<u>Average</u>	\$400,612	<u>Median</u>	\$370,000
\$120,000 - \$139,999	1	39				
\$140,000 - \$159,999	2	7				
\$160,000 - \$179,999	2	20				
\$180,000 - \$199,999	15	35				
\$200,000 - \$249,999	31	53				
\$250,000 - \$299,999	34	55				
\$300,000 - \$349,999	28	43				
\$350,000 - \$399,999	35	52				
\$400,000 - \$449,999	27	34				
\$450,000 - \$499,999	23	50				
\$500,000 - \$549,999	17	47				
\$550,000 - \$599,999	10	58				
\$600,000 - \$649,999	6	23				
\$650,000 - \$699,999	5	65				
\$700,000 - \$749,999	5	21				
\$750,000 - \$799,999	5	66				
\$800,000 - \$849,999	2	218				
\$850,000 - \$899,999	5	26				
\$900,000 - \$949,999	2	38				
\$950,000 - \$999,999	1	13				
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	257	47				

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Market Statistics Report

Listings as of 05/05/04 at 3:19pm

YEAR TO DATE 1/1/04 - 4/30/04

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	126	436	235	51	848
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	126	436	235	51	848
Dollar Value	\$32,615,589	\$152,949,185	\$122,719,264	\$29,020,606	\$337,304,644
Average List Price	\$262,243	\$355,831	\$530,268	\$582,961	\$403,926
Average Sold Price	\$258,854	\$350,801	\$522,210	\$569,031	\$397,765
Average Market Time	54	56	65	62	58
% of List Price	98.71	98.59	98.48	97.61	98.47
Not Pending or Sold					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0

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Area Market Survey

Listings as of 05/05/04 at 3:20pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$50,000 - \$59,999	1	2	<u>Minimum</u>	\$50,000	<u>Maximum</u>	\$2,100,000
\$90,000 - \$99,999	1	4	<u>Average</u>	\$397,765	<u>Median</u>	\$363,500
\$100,000 - \$119,999	2	18				
\$120,000 - \$139,999	3	35				
\$140,000 - \$159,999	5	18				
\$160,000 - \$179,999	8	56				
\$180,000 - \$199,999	29	53				
\$200,000 - \$249,999	88	54				
\$250,000 - \$299,999	122	60				
\$300,000 - \$349,999	134	54				
\$350,000 - \$399,999	118	52				
\$400,000 - \$449,999	86	54				
\$450,000 - \$499,999	72	55				
\$500,000 - \$549,999	53	57				
\$550,000 - \$599,999	33	51				
\$600,000 - \$649,999	23	88				
\$650,000 - \$699,999	18	103				
\$700,000 - \$749,999	15	71				
\$750,000 - \$799,999	10	83				
\$800,000 - \$849,999	6	224				
\$850,000 - \$899,999	9	46				
\$900,000 - \$949,999	4	68				
\$950,000 - \$999,999	5	95				
\$1,000,000 and over	3	81				
=====						
	848	58				

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