

SOLD MARKET ANALYSIS - LAKE COUNTY ASSOCIATION OF REALTORS - JANUARY 1, 2007 TO JANUARY 31, 2007

	No. of Listings	Dollar Volume	Average Price	Median Price	Average DOM
RESIDENTIAL					
CONVENTIONAL	33	\$10,087,400	\$305,679	\$275,000	180
FHA	1	\$191,500	\$191,500	\$191,500	396
VA	3	\$597,000	\$199,000	\$198,000	218
CASH	9	\$1,780,000	\$197,778	\$205,000	169
EXCHANGE	1	\$190,000	\$190,000	\$190,000	183
OWNER FINANCED	1	\$150,000	\$150,000	\$150,000	80
Analysis by Area					
BLUE LAKES	1	\$190,000	\$190,000	\$190,000	183
C.L. OAKS	2	\$250,000	\$125,000	\$125,000	127
CLEARLAKE EAST	2	\$408,000	\$204,000	\$204,000	188
CLEARLAKE KEYS	1	\$275,000	\$275,000	\$275,000	152
CLEARLAKE N/NW	4	\$800,000	\$200,000	\$232,500	176
CLEARLAKE PARK	3	\$976,000	\$325,333	\$259,000	123
CLEARLAKE S/SW	1	\$220,000	\$220,000	\$220,000	217
CLR LK RIVIERA	2	\$705,500	\$352,750	\$352,750	299
COBB	7	\$1,525,500	\$217,929	\$250,000	186
COPSEY CREEK	1	\$189,500	\$189,500	\$189,500	63
HIDDEN VALLEY	6	\$2,406,000	\$401,000	\$394,500	150
LAKEPORT NORTH	4	\$1,097,900	\$274,475	\$272,500	127
LAKEPORT SOUTH	1	\$655,000	\$655,000	\$655,000	172
LOWER LAKE	1	\$70,000	\$70,000	\$70,000	170
LUCERNE	3	\$641,000	\$213,667	\$185,000	218
MIDDLETOWN	1	\$315,000	\$315,000	\$315,000	193
NICE	4	\$731,500	\$182,875	\$193,250	290
OTHER	1	\$700,000	\$700,000	\$700,000	241
SCOTTS VALLEY	1	\$305,000	\$305,000	\$305,000	225
SPRING VALLEY	2	\$535,000	\$267,500	\$267,500	171
Totals	48	\$12,995,900	\$270,748	\$254,500	183
LAND					
CONVENTIONAL	5	\$813,500	\$162,700	\$96,000	90
CASH	19	\$960,900	\$50,574	\$30,000	207
EXCHANGE	1	\$302,000	\$302,000	\$302,000	199
OWNER FINANCED	6	\$478,000	\$79,667	\$52,500	116
OTHER	1	\$25,000	\$25,000	\$25,000	318
Analysis by Area					
C.L. OAKS	1	\$90,000	\$90,000	\$90,000	349
CLEARLAKE EAST	5	\$174,000	\$34,800	\$25,000	95
CLEARLAKE N/NW	3	\$652,500	\$217,500	\$147,500	105
CLEARLAKE PARK	2	\$55,000	\$27,500	\$27,500	190
CLEARLAKE S/SW	1	\$24,000	\$24,000	\$24,000	96
COBB	2	\$196,000	\$98,000	\$98,000	133
HIDDEN VALLEY	4	\$130,900	\$32,725	\$31,950	364
KELSEYVILLE	1	\$302,000	\$302,000	\$302,000	199
LUCERNE	4	\$161,500	\$40,375	\$50,000	100
MIDDLETOWN	3	\$498,500	\$166,167	\$200,000	114
NICE	2	\$32,000	\$16,000	\$16,000	111

SPRING VALLEY	3	\$174,000	\$58,000	\$55,000	341
TWIN LAKES	1	\$89,000	\$89,000	\$89,000	74
Totals	32	\$2,579,400	\$80,606	\$49,500	175
COMMERCIAL/INDUSTRIAL					
EXCHANGE	1	\$262,500	\$262,500	\$262,500	81
Analysis by Area					
CLEARLAKE N/NW	1	\$262,500	\$262,500	\$262,500	81
Totals	1	\$262,500	\$262,500	\$262,500	81
MOBILE HOME					
CASH	7	\$481,000	\$68,714	\$55,000	159
OWNER FINANCED	2	\$135,000	\$67,500	\$67,500	169
Analysis by Area					
CLEARLAKE N/NW	1	\$88,500	\$88,500	\$88,500	198
CLEARLAKE PARK	1	\$50,000	\$50,000	\$50,000	119
KELSEYVILLE	2	\$85,000	\$42,500	\$42,500	83
LAKEPORT NORTH	1	\$170,000	\$170,000	\$170,000	227
LUCERNE	3	\$182,500	\$60,833	\$72,500	221
NICE	1	\$40,000	\$40,000	\$40,000	77
Totals	9	\$616,000	\$68,444	\$55,000	161
Non Co-op Sales	37	\$4,908,500	\$132,662	\$70,000	174
Co-op Sales	53	\$11,545,300	\$217,836	\$198,000	179
All Sold Listings	90	\$16,453,800	\$182,820	\$168,000	177

INFORMATION IS DEEMED RELIABLE BUT NOT GUARANTEED

SOLD MARKET ANALYSIS - LAKE COUNTY ASSOCIATION OF REALTORS - FEBRUARY 1 TO FEBRUARY 28, 2007

	No. of Listings	Dollar Volume	Average Price	Median Price	Average DOM
RESIDENTIAL					
CONVENTIONAL	44	\$13,457,861	\$305,860	\$282,500	161
VA	1	\$213,000	\$213,000	\$213,000	112
CASH	5	\$1,160,000	\$232,000	\$260,000	105
OWNER FINANCED	1	\$358,000	\$358,000	\$358,000	336
OTHER	1	\$192,000	\$192,000	\$192,000	252
Analysis by Area					
CLEARLAKE EAST	6	\$1,375,500	\$229,250	\$238,500	130
CLEARLAKE KEYS	2	\$585,000	\$292,500	\$292,500	146
CLEARLAKE N/NW	3	\$349,500	\$116,500	\$105,000	51
CLEARLAKE PARK	2	\$823,000	\$411,500	\$411,500	90
CLEARLAKE S/SW	1	\$251,000	\$251,000	\$251,000	193
CLR LK RIVIERA	5	\$1,806,000	\$361,200	\$325,000	144
COBB	4	\$1,085,000	\$271,250	\$267,500	222
HIDDEN VALLEY	11	\$4,039,961	\$367,269	\$390,000	180
KELSEYVILLE	3	\$1,048,900	\$349,633	\$330,000	182
LAKEPORT NORTH	2	\$527,000	\$263,500	\$263,500	112
LOWER LAKE	2	\$428,000	\$214,000	\$214,000	146
LUCERNE	1	\$219,000	\$219,000	\$219,000	125
NICE	4	\$1,283,000	\$320,750	\$191,000	188
RIVIERA HEIGHTS	1	\$398,000	\$398,000	\$398,000	223
SPRING VALLEY	2	\$440,000	\$220,000	\$220,000	228
TWIN LAKES	1	\$200,000	\$200,000	\$200,000	42
UPPER LAKE	2	\$522,000	\$261,000	\$261,000	229
Totals	52	\$15,380,861	\$295,786	\$270,000	160
LAND					
CONVENTIONAL	2	\$168,000	\$84,000	\$84,000	228
CASH	25	\$2,007,000	\$80,280	\$40,000	181
EXCHANGE	1	\$49,000	\$49,000	\$49,000	75
OWNER FINANCED	2	\$134,500	\$67,250	\$67,250	219
Analysis by Area					
CLEARLAKE EAST	5	\$223,500	\$44,700	\$36,000	214
CLEARLAKE PARK	2	\$50,000	\$25,000	\$25,000	99
CLEARLAKE S/SW	3	\$728,000	\$242,667	\$195,000	193
CLR LK RIVIERA	3	\$101,000	\$33,667	\$33,000	113
COBB	3	\$195,000	\$65,000	\$55,000	228
HIDDEN VALLEY	3	\$190,500	\$63,500	\$73,000	267
KELSEYVILLE	1	\$263,500	\$263,500	\$263,500	192
LUCERNE	3	\$135,500	\$45,167	\$46,500	120
NICE	4	\$225,500	\$56,375	\$53,500	247
RIVIERA HEIGHTS	2	\$161,000	\$80,500	\$80,500	45
RIVIERA WEST	1	\$85,000	\$85,000	\$85,000	194
Totals	30	\$2,358,500	\$78,617	\$43,250	183
COMMERCIAL/INDUSTRIAL					
OWNER FINANCED	1	\$155,500	\$155,500	\$155,500	512

Analysis by Area						
C.L. OAKS	1	\$155,500	\$155,500	\$155,500	512	
	Totals	1	\$155,500	\$155,500	\$155,500	512
MULTI-FAMILY						
CASH	1	\$850,000	\$850,000	\$850,000	148	
EXCHANGE	1	\$295,000	\$295,000	\$295,000	42	
Analysis by Area						
CLEARLAKE N/NW	1	\$295,000	\$295,000	\$295,000	42	
GLENHAVEN	1	\$850,000	\$850,000	\$850,000	148	
	Totals	2	\$1,145,000	\$572,500	\$572,500	95
MOBILE HOME						
CONVENTIONAL	2	\$490,000	\$245,000	\$245,000	78	
CASH	3	\$189,500	\$63,167	\$32,500	135	
EXCHANGE	1	\$52,000	\$52,000	\$52,000	202	
OWNER FINANCED	1	\$67,500	\$67,500	\$67,500	45	
Analysis by Area						
CLEARLAKE EAST	1	\$67,500	\$67,500	\$67,500	45	
CLEARLAKE PARK	1	\$52,000	\$52,000	\$52,000	202	
CLEARLAKE S/SW	1	\$32,500	\$32,500	\$32,500	72	
KELSEYVILLE	1	\$17,000	\$17,000	\$17,000	164	
LAKEPORT SOUTH	1	\$140,000	\$140,000	\$140,000	168	
LOWER LAKE	1	\$340,000	\$340,000	\$340,000	71	
LUCERNE	1	\$150,000	\$150,000	\$150,000	84	
	Totals	7	\$799,000	\$114,143	\$67,500	115
Non Co-op Sales	46	\$10,013,600	\$217,687	\$192,500	159	
Co-op Sales	46	\$9,825,261	\$213,593	\$220,000	174	
All Sold Listings	92	\$19,838,861	\$215,640	\$197,500	166	

DEEMED RELIABLE BUT NOT GUARANTEED