

**EL DORADO COUNTY ASSOCIATION OF REALTORS®
ALL SALES TRANSACTIONS**

YEAR: 2017

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
JAN.	212	220**	\$ 89,900,100**
FEB.	284	163**	\$ 64,691,700**
MAR.	308	236**	\$103,242,100**
APR.	351	290**	\$128,211,600**
MAY	420	311**	\$141,802,200**
JUNE	426	348**	\$164,723,400**
JULY	397	294**	\$139,597,900**
AUG.	349	354**	\$160,401,200**
SEPT.	380	307**	\$136,939,300**
OCT.	347	287**	\$129,681,800**
NOV.	273	304**	\$142,029,800**
DEC.	195	289**	\$129,678,500**

YEAR: 2018

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
JAN.	245	207**	\$ 87,694,400**
FEB.	309	198**	\$ 90,452,900**
MAR.	374	290**	\$130,130,900**
APR.	362	289**	\$147,983,200**
MAY	394	319**	\$167,134,900**
JUNE	413	324**	\$162,207,500**
JULY	366	343**	\$228,590,000**
AUG.	356	323**	\$163,129,100**
SEPT.	281	263**	\$127,225,900**
OCT.	245	310**	\$152,799,100**
NOV.	149	226**	\$105,879,000**
DEC.	172	205	\$ 97,634,200

**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	2013	YEAR	2014	YEAR	2015	YEAR	2016	YEAR	2017	YEAR	2018
	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.	774	194	1083	263	1020	240	955	192	774	174	779	206
FEB.	1065	196	1165	297	1179	299	979	251	869	215	926	258
MAR.	1104	224	1324	329	1284	345	1175	325	982	261	1137	297
APR.	1226	271	1445	340	1514	451	1322	335	1162	326	1110	278
MAY	1331	305	1614	415	1585	352	1518	363	1423	384	1421	430
JUNE	1384	304	1690	380	1694	426	1639	399	1583	226	1481	373
JULY	1447	325	1617	350	1568	351	1601	335	1445	299	1441	336
AUG.	1391	296	1428	287	1562	294	1430	300	1369	295	1431	311
SEPT.	1467	311	1463	300	1516	272	1512	268	1353	266	1320	279
OCT.	1312	271	1249	263	1339	248	1372	216	1180	210	1196	251
NOV.	1209	194	1179	176	1125	175	986	154	984	164	848	153
DEC.	1168	149	915	129	837	125	802	104	728	97	940	125

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
2007	137	120	187	175	151	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	176	203	239
2012	154	203	234	220	260	286	234	284	228	261	227	200
2013	156	186	246	257	286	260	254	251	206	226	192	206
2014	152	139	205	230	262	260	234	254	217	234	168	191
2015	117	163	221	266	287	250	299	248	230	208	174	211
2016	150	147	521	242	272	311	264	287	236	241	205	233
2017	181	129	195	237	269	299	262	309	262	287	273	256
2018	165	167	233	279	256	277	304	283	223	265	190	172

NEW LISTINGS BY MONTH (RESIDENTIAL)

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	151	85	76
2013	92	119	156	181	216	209	232	213	218	185	134	82
2014	180	167	234	246	301	298	257	223	215	196	123	85
2015	151	224	253	305	261	306	267	220	198	185	127	74
2016	115	169	215	225	264	288	237	196	193	143	115	66
2017	105	121	166	221	288	131	217	214	197	153	104	59
2018	123	161	218	195	350	279	242	207	185	183	94	90

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	\$ 284,750	\$266,000	\$275,000	\$289,000
2013	\$ 277,250	\$ 300,000	\$ 308,849	\$ 325,000	\$344,500	\$ 336,700	\$355,550	\$ 350,000	\$ 349,000	\$355,000	\$352,500	\$363,250
2014	\$ 316,500	\$ 375,000	\$ 385,000	\$ 375,000	\$379,000	\$ 369,950	\$374,000	\$ 399,000	\$ 350,000	\$ 348,750	\$369,000	\$ 382,000
2015	\$ 350,000	\$ 375,000	\$ 395,000	\$ 402,250	\$420,000	\$ 405,000	\$435,000	\$ 390,000	\$ 409,950	\$ 389,700	\$394,950	\$ 395,000
2016	\$ 404,750	\$ 425,000	\$ 439,000	\$ 438,500	\$436,250	\$ 460,000	\$423,750	\$406,500	\$ 419,450	\$ 405,000	\$429,900	\$ 420,000
2017	\$ 405,000	\$ 415,000	\$ 454,000	\$ 470,000	\$460,000	\$ 499,900	\$488,944	\$505,000	\$ 453,250	\$ 441,750	\$470,000	\$ 450,000
2018	\$ 465,000	\$ 464,000	\$ 500,000	\$ 499,900	\$550,000	\$ 521,500	\$513,500	\$490,000	\$ 465,000	\$ 499,000	\$470,500	\$ 438,500

EL DORADO COUNTY-AVERAGE PRICE-SINGLE FAMILY HOMES MONTHLY

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
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	\$274,343	\$287,037	\$299,420
2012	\$ 308,142	\$ 282,971	\$ 307,741	\$ 306,939	\$ 311,455	\$ 308,060	\$311,930	\$312,512	\$ 314,876	\$323,365	\$310,534	\$328,189
2013	\$ 312,541	\$ 336,761	\$ 345,377	\$ 350,540	\$ 367,590	\$ 421,292	\$394,545	\$399,689	\$ 371,094	\$395,298	\$393,120	\$376,788
2014	\$ 347,792	\$ 368,928	\$ 427,150	\$ 421,075	\$ 410,503	\$ 412,190	\$416,524	\$ 416,061	\$ 389,619	\$381,815	\$391,686	\$411,912
2015	\$ 401,317	\$ 402,894	\$ 416,676	\$ 449,698	\$ 452,600	\$ 445,021	\$462,859	\$ 435,692	\$ 431,959	\$ 415,876	\$422,318	\$ 404,885
2016	\$ 459,864	\$ 478,526	\$ 472,471	\$ 446,596	\$ 473,190	\$ 487,855	\$449,408	\$ 457,282	\$ 455,230	\$ 447,812	\$456,590	\$ 456,514
2017	\$ 450,095	\$ 444,682	\$ 500,643	\$ 496,768	\$ 512,735	\$ 526,364	\$519,690	\$ 519,098	\$ 500,196	\$ 492,141	\$496,947	\$ 479,088
2018	\$ 499,336	\$ 509,628	\$ 530,793	\$ 523,201	\$ 611,367	\$ 564,543	\$565,784	\$ 556,874	\$ 531,605	\$ 535,898	\$519,989	\$ 538,166

MULTIPLE LISTING STATISTICS FOR DECEMBER 2018

				AVERAGE	PRICE
		CLOSED '17	CLOSED '18	2017	2018
RESIDENTIAL/COMMON INT.	RES	259	172	\$ 479,088	\$ 538,166
MOBILE HOME-IN PARK	MOB	5	12	\$ 61,100	\$ 100,250
RESIDENTIAL INCOME	RIN	2	1	\$ 433,750	\$ 162,000
LAND	LND	23	19	\$ 200,933	\$ 155,513
COMMERCIAL/INDUSTRIAL	COM	0	1	\$ -	\$ 750,000
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

RESIDENTIAL SALES BY AREA DECEMBER 2018					
		2017	2017	2018	2018
AREA	ZONE	# OF SALES	AVG. PRICE	# OF SALES	AVG. PRICE
GREATER CAMERON PARK	12601	38	\$ 442,196	18	\$ 440,433
EL DORADO HILLS	12602	78	\$ 668,714	53	\$ 811,842
SHINGLE SPRINGS	12603	11	\$ 577,955	10	\$ 685,200
RESCUE/LUNEMAN	12604	4	\$ 514,000	5	\$ 562,200
LATROBE/SOUTH AREA	12605	0	\$ -	0	\$ -
GREATER PLACERVILLE	12701	26	\$ 384,685	21	\$ 397,819
DIAMOND SPRGS/EL DORADO	12702	15	\$ 394,797	8	\$ 426,989
PLEASANTVALLEY/PLV SOUTH	12703	11	\$ 385,773	8	\$ 363,000
SOMERSET/SOUTH COUNTY	12704	8	\$ 347,600	6	\$ 368,500
COLOMA, LOTUS	12705	2	\$ 452,500	0	\$ -
GREENSTONE/GOLDHILLWEST	12706	0	\$ -	2	\$ 540,000
MOSQUITO, SWANSBORO	12707	1	\$ 280,000	2	\$ 304,125
CAMINO, CEDAR GROVE	12801	9	\$ 461,889	4	\$ 287,978
POLLOCK PINES, SLY PARK	12802	21	\$ 299,605	12	\$ 308,557
AMERICAN RIVER CANYON	12803	5	\$ 391,900	3	\$ 175,000
GEORGETOWN, GARDENVALLEY	12901	13	\$ 353,462	9	\$ 325,111
PILOT HILL, COOL	12902	11	\$ 385,409	9	\$ 475,522
NORTH COUNTY	12903	6	\$ 221,917	2	\$ 393,750

TRANSACTION SUMMARY

	2017	2017	2018	2018
	MONTH	YTD	MONTH	YTD
PENDING SALES-TOTAL	273	3747	172	3658
PENDING SALES - RESIDENTIAL	247	3346	142	4181
CLOSED SALES - TOTAL	303	3104	226	3087
CLOSED SALES - RESIDENTIAL	259	2929	172	2815
CLOSED SALES -RES.MEDIAN PRICE	\$ 450,000	\$ 457,500	\$ 438,500	\$ 497,500
LISTING INVENTORY - TOTAL	984		940	
LISTING INVENTORY - RESIDENTIAL	633		557	

RESIDENTIAL SALES BY AREA --- YEAR-TO-DATE (1/1 - 12/31)

ZONE	AREA	2017 # OF SALES	2017 AVG. PRICE	2018 # OF SALES	2018 AVG. PRICE
12601	CAMERON PARK	411	\$451,047	376	\$491,075
12602	EL DORADO HILLS	892	\$674,885	928	\$744,026
12603	SHINGLE SPRINGS	133	\$591,895	105	\$619,770
12604	RESCUE/NORTH AREA	64	\$614,186	64	\$651,068
12605	LATROBE/SOUTH AREA	15	\$713,167	17	\$872,823
12701	PLACERVILLE	274	\$391,947	281	\$421,215
12702	DIAMOND SPRINGS/EL DORADO	150	\$396,177	145	\$394,603
12703	PLEASANT VALLEY	96	\$451,969	86	\$448,739
12704	SOMERSET/SOUTH COUNTY	123	\$329,375	116	\$366,115
12705	LOTUS/COLOMA	16	\$570,063	10	\$534,182
12706	GREENSTONE, GOLD HILL WEST	50	\$660,516	43	\$674,774
12707	SWANSBORO	27	\$330,742	30	\$352,725
12801	CAMINO/CEDAR GROVE	88	\$399,515	82	\$449,000
12802	POLLOCK PINES/SLY PARK	269	\$326,173	257	\$331,988
12803	AMERICAN RIVER CANYON	26	\$251,212	25	\$228,040
12901	GEORGETOWN DIVIDE	133	\$333,797	126	\$371,874
12902	PILOT HILL/COOL	134	\$450,990	98	\$477,809
12903	NORTH COUNTY	27	\$346,704	26	\$465,328

Area Market Survey Summary DEC 18

Listings as of 01/10/19 at 2:40pm

Sold

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$100,000 thru \$119,999	1	64	Minimum	\$112,000	Maximum	\$1,900,000
\$120,000 thru \$139,999	1	55	Average	\$538,166	Median	\$438,500
\$140,000 thru \$159,999	1	34				
\$180,000 thru \$199,999	1	91				
\$200,000 thru \$249,999	7	72				
\$250,000 thru \$299,999	14	45				
\$300,000 thru \$349,999	24	46				
\$350,000 thru \$399,999	20	37				
\$400,000 thru \$449,999	20	63				
\$450,000 thru \$499,999	9	43				
\$500,000 thru \$549,999	11	27				
\$550,000 thru \$599,999	7	58				
\$600,000 thru \$649,999	7	68				
\$650,000 thru \$699,999	6	82				
\$700,000 thru \$749,999	7	62				
\$750,000 thru \$799,999	11	41				
\$800,000 thru \$849,999	5	31				
\$850,000 thru \$899,999	3	21				
\$900,000 thru \$949,999	2	19				
\$950,000 thru \$999,999	2	82				
\$1,000,000 thru \$1,249,999	7	55				
\$1,250,000 thru \$1,499,999	5	89				
\$1,750,000 thru \$1,999,999	1	65				
	172	51				

All measurements and all 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

Market Statistics Report

Listings as of 01/10/19 at 2:41pm

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
Average Square Feet	0	0	0	0	0
All Off Market					
#Units	27	85	43	17	172
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	27	85	43	17	172
Dollar Value	\$8,929,500	\$37,746,195	\$30,808,851	\$15,080,045	\$92,564,591
Average List Price	\$345,869	\$452,864	\$724,074	\$907,661	\$548,822
Average Sold Price	\$330,722	\$444,073	\$716,485	\$887,061	\$538,166
Average Market Time	55	57	38	48	51
Average Square Feet	1271	1868	3092	3760	2267
% of List Price	95.62	98.06	98.95	97.73	98.06
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

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U.S. Patent 6,910,045

Area Market Survey Summary YTD

Listings as of 01/10/19 at 2:55pm

Sold

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$50,000 thru \$59,999	1	123	Minimum	\$55,000	Maximum	\$2,900,000
\$60,000 thru \$69,999	1	136	Average	\$544,185	Median	\$497,500
\$70,000 thru \$79,999	2	6				
\$80,000 thru \$89,999	2	158				
\$90,000 thru \$99,999	1	69				
\$100,000 thru \$119,999	5	37				
\$120,000 thru \$139,999	8	34				
\$140,000 thru \$159,999	9	99				
\$160,000 thru \$179,999	10	67				
\$180,000 thru \$199,999	32	60				
\$200,000 thru \$249,999	98	52				
\$250,000 thru \$299,999	222	45				
\$300,000 thru \$349,999	274	44				
\$350,000 thru \$399,999	252	41				
\$400,000 thru \$449,999	264	43				
\$450,000 thru \$499,999	243	44				
\$500,000 thru \$549,999	261	32				
\$550,000 thru \$599,999	234	35				
\$600,000 thru \$649,999	183	37				
\$650,000 thru \$699,999	155	41				
\$700,000 thru \$749,999	114	45				
\$750,000 thru \$799,999	94	46				
\$800,000 thru \$849,999	57	36				
\$850,000 thru \$899,999	52	45				
\$900,000 thru \$949,999	39	41				
\$950,000 thru \$999,999	38	36				
\$1,000,000 thru \$1,249,999	71	74				
\$1,250,000 thru \$1,499,999	59	69				
\$1,500,000 thru \$1,749,999	24	48				
\$1,750,000 thru \$1,999,999	8	61				
\$2,250,000 thru \$2,499,999	1	102				
\$2,750,000 thru \$2,999,999	1	151				
	2815	43				

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U.S. Patent 6,910,045

Market Statistics Report

Listings as of 01/10/19 at 2:55pm

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
Average Square Feet	0	0	0	0	0
All Off Market					
#Units	416	1273	870	256	2815
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	416	1273	870	256	2815
Dollar Value	\$133,985,296	\$580,092,415	\$598,187,440	\$219,616,381	\$1,531,881,532
Average List Price	\$328,749	\$462,831	\$694,661	\$871,217	\$551,805
Average Sold Price	\$322,080	\$455,689	\$687,572	\$857,876	\$544,185
Average Market Time	46	43	40	49	43
Average Square Feet	1311	1890	2850	3857	2280
% of List Price	97.97	98.46	98.98	98.47	98.62
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

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