

**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	289**	\$127,796,700**
MAY	420	311**	\$141,802,200**
JUNE	426	346**	\$163,840,900**
JULY	397	293**	\$138,979,100**
AUG.	349	353**	\$166,174,900**
SEPT.	380	303**	\$135,986,100**
OCT.	347	287**	\$129,681,800**
NOV.	273	304**	\$142,029,800**
DEC.	195	288**	\$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	452	\$169,863,100
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	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		
JUNE	1384	304	1690	380	1694	426	1639	399	1583	226		
JULY	1447	325	1617	350	1568	351	1601	335	1445	299		
AUG.	1391	296	1428	287	1562	294	1430	300	1369	295		
SEPT.	1467	311	1463	300	1516	272	1512	268	1353	266		
OCT.	1312	271	1249	263	1339	248	1372	216	1180	210		
NOV.	1209	194	1179	176	1125	175	986	154	984	164		
DEC.	1168	149	915	129	837	125	802	104	728	97		

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	236	269	299	261	308	261	287	273	256
2018	165	167	233	276								

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								

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	\$ 469,950	\$460,000	\$ 499,900	\$488,888	\$505,000	\$ 450,000	\$ 441,750	\$470,000	\$ 450,000
2018	\$ 465,000	\$ 464,000	\$ 500,000	\$ 499,950								

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	\$ 496,211	\$ 496,768	\$ 512,735	\$ 526,364	\$519,310	\$ 519,460	\$ 499,447	\$ 492,141	\$496,947	\$ 479,088
2018	\$ 499,336	\$ 509,628	\$ 530,793	\$ 523,421								

MULTIPLE LISTING STATISTICS FOR APRIL 2018

		CLOSED '17	CLOSED '18	AVERAGE 2017	PRICE 2018
RESIDENTIAL/COMMON INT.	RES	236	276	\$ 496,768	\$ 523,421
MOBILE HOME-IN PARK	MOB	4	27	\$ 80,888	\$ 90,255
RESIDENTIAL INCOME	RIN	3	4	\$ 344,000	\$ 406,313
LAND	LND	46	137	\$ 200,087	\$ 140,306
COMMERCIAL/INDUSTRIAL	COM	0	6	\$ -	\$ 270,021
BUSINESS OPPORTUNITY	BOP	0	2	\$ -	\$ 247,500

RESIDENTIAL SALES BY AREA APRIL 2018					
AREA	ZONE	2017 # OF SALES	2017 AVG. PRICE	2018 # OF SALES	2018 AVG. PRICE
GREATER CAMERON PARK	12601	29	\$432,714	38	\$ 477,289
EL DORADO HILLS	12602	68	\$636,147	86	\$ 715,531
SHINGLE SPRINGS	12603	10	\$594,300	8	\$ 547,500
RESCUE/LUNEMAN	12604	5	\$534,180	9	\$ 720,778
LATROBE/SOUTH AREA	12605	4	\$ 826,500	1	\$ 570,000
GREATER PLACERVILLE	12701	28	\$401,521	30	\$ 493,092
DIAMOND SPRGS/EL DORADO	12702	8	\$397,813	18	\$ 413,108
PLEASANTVALLEY/PLV SOUTH	12703	10	\$462,650	4	\$ 432,875
SOMERSET/SOUTH COUNTY	12704	11	\$330,091	15	\$ 315,283
COLOMA, LOTUS	12705	1	\$ 375,000	3	\$ 553,000
GREENSTONE/GOLDHILLWEST	12706	8	\$ 739,675	6	\$ 577,667
MOSQUITO, SWANSBORO	12707	2	\$ 336,250	2	\$ 392,500
CAMINO, CEDAR GROVE	12801	9	\$457,378	8	\$ 389,900
POLLOCK PINES, SLY PARK	12802	18	\$321,233	22	\$ 296,686
AMERICAN RIVER CANYON	12803	0	\$ -	3	\$ 225,000
GEORGETOWN, GARDENVALLEY	12901	12	\$370,881	9	\$ 313,333
PILOT HILL, COOL	12902	11	\$410,545	11	\$ 412,264
NORTH COUNTY	12903	2	\$490,000	3	\$ 359,667

TRANSACTION SUMMARY

	2017 MONTH	2017 YTD	2018 MONTH	2018 YTD
PENDING SALES-TOTAL	351	1155	362	1282
PENDING SALES - RESIDENTIAL	313	1015	295	1124
CLOSED SALES - TOTAL	289	908	452	1147
CLOSED SALES - RESIDENTIAL	236	739	276	841
CLOSED SALES -RES.MEDIAN PRICE	\$ 469,950	\$ 431,000	\$ 499,950	\$ 489,000
LISTING INVENTORY - TOTAL	1162		1100	
LISTING INVENTORY - RESIDENTIAL	749		718	

RESIDENTIAL SALES BY AREA --- YEAR-TO-DATE (1/1 - 4/30)

ZONE	AREA	2017 # OF SALES	2017 AVG. PRICE	2018 # OF SALES	2018 AVG. PRICE
12601	CAMERON PARK	94	\$425,724	114	\$484,535
12602	EL DORADO HILLS	203	\$655,405	263	\$688,514
12603	SHINGLE SPRINGS	35	\$534,271	34	\$541,921
12604	RESCUE/NORTH AREA	14	\$577,529	20	\$677,825
12605	LATROBE/SOUTH AREA	7	\$747,571	4	\$626,250
12701	PLACERVILLE	78	\$378,443	77	\$429,164
12702	DIAMOND SPRINGS/EL DORADO	42	\$397,292	56	\$387,250
12703	PLEASANT VALLEY	24	\$450,954	25	\$522,277
12704	SOMERSET/SOUTH COUNTY	43	\$299,671	40	\$331,156
12705	LOTUS/COLOMA	6	\$514,000	3	\$553,000
12706	GREENSTONE, GOLD HILL WEST	14	\$664,600	18	\$627,833
12707	SWANSBORO	8	\$296,000	8	\$372,625
12801	CAMINO/CEDAR GROVE	25	\$383,524	26	\$417,719
12802	POLLOCK PINES/SLY PARK	58	\$316,428	70	\$328,905
12803	AMERICAN RIVER CANYON	1	\$130,000	5	\$241,600
12901	GEORGETOWN DIVIDE	37	\$329,676	46	\$350,009
12902	PILOT HILL/COOL	39	\$447,431	27	\$548,130
12903	NORTH COUNTY	11	\$429,618	5	\$373,300

**Market Statistics Report
April 2018**

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	47	121	78	30	276
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	47	121	78	30	276
Dollar Value	\$15,736,851	\$54,402,006	\$49,815,638	\$24,509,779	\$144,464,274
Average List Price	\$339,429	\$454,525	\$643,101	\$827,132	\$528,719
Average Sold Price	\$334,827	\$449,603	\$638,662	\$816,993	\$523,421
Average Market Time	46	36	28	60	38
Average Square Feet	1342	1860	2727	3729	2220
% of List Price	98.64	98.92	99.31	98.77	99.00
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

Sold	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
<u>Selling Price Range</u>			<u>Minimum</u>	\$112,500	<u>Maximum</u>	\$1,775,000
\$100,000 thru \$119,999	1	66	<u>Average</u>	\$523,421	<u>Median</u>	\$499,950
\$140,000 thru \$159,999	1	141				
\$180,000 thru \$199,999	3	93				
\$200,000 thru \$249,999	12	75				
\$250,000 thru \$299,999	26	45				
\$300,000 thru \$349,999	29	33				
\$350,000 thru \$399,999	21	59				
\$400,000 thru \$449,999	21	12				
\$450,000 thru \$499,999	25	42				
\$500,000 thru \$549,999	27	30				
\$550,000 thru \$599,999	35	21				
\$600,000 thru \$649,999	16	16				
\$650,000 thru \$699,999	17	35				
\$700,000 thru \$749,999	10	29				
\$750,000 thru \$799,999	7	44				
\$800,000 thru \$849,999	7	84				
\$850,000 thru \$899,999	1	4				
\$900,000 thru \$949,999	4	48				
\$950,000 thru \$999,999	1	43				
\$1,000,000 thru \$1,249,999	4	40				
\$1,250,000 thru \$1,499,999	6	33				
\$1,500,000 thru \$1,749,999	1	84				
\$1,750,000 thru \$1,999,999	1	196				
	276	38				

All measurements and all calculations of area are approximate. Information provided by Seller/Other sources, not verified by Broker.
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 U.S. Patent 6,910,045

Market Statistics Report Year to Date

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	134	388	245	74	841
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	134	388	245	74	841
Dollar Value	\$43,768,571	\$173,465,174	\$160,982,339	\$57,421,233	\$435,637,317
Average List Price	\$333,025	\$455,712	\$665,991	\$789,180	\$526,764
Average Sold Price	\$326,631	\$447,075	\$657,071	\$775,963	\$517,999
Average Market Time	46	47	39	55	45
Average Square Feet	1338	1888	2793	3695	2223
% of List Price	98.08	98.10	98.66	98.33	98.34
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

Sold	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
<u>Selling Price Range</u>			Minimum	\$55,000	Maximum	\$2,900,000
\$50,000 thru \$59,999	1	123	Average	\$517,999	Median	\$489,000
\$60,000 thru \$69,999	1	32				
\$70,000 thru \$79,999	1	66				
\$80,000 thru \$89,999	2	33				
\$90,000 thru \$99,999	5	97				
\$100,000 thru \$109,999	3	76				
\$110,000 thru \$119,999	11	65				
\$120,000 thru \$129,999	34	62				
\$130,000 thru \$139,999	76	40				
\$140,000 thru \$149,999	78	48				
\$150,000 thru \$159,999	72	55				
\$160,000 thru \$169,999	82	33				
\$170,000 thru \$179,999	80	43				
\$180,000 thru \$189,999	82	36				
\$190,000 thru \$199,999	84	32				
\$200,000 thru \$209,999	44	33				
\$210,000 thru \$219,999	51	36				
\$220,000 thru \$229,999	36	39				
\$230,000 thru \$239,999	23	50				
\$240,000 thru \$249,999	18	53				
\$250,000 thru \$259,999	11	105				
\$260,000 thru \$269,999	9	68				
\$270,000 thru \$279,999	3	114				
\$280,000 thru \$289,999	12	107				
\$290,000 thru \$299,999	17	57				
\$300,000 thru \$309,999	3	48				
\$310,000 thru \$319,999	1	196				
\$320,000 thru \$329,999	1	151				
	841	45				

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