

**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	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	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	262**	\$126,791,900**
OCT.	245	309	\$152,299,100
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	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		
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	237	269	299	262	309	262	287	273	256
2018	165	167	233	279	256	277	304	283	220	264		

**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		

**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	\$ 466,000	\$ 499,000		

**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	\$ 532,336	\$ 535,693		

**MULTIPLE LISTING STATISTICS FOR OCTOBER 2018**

		CLOSED '17	CLOSED '18	AVERAGE 2017	PRICE 2018
RESIDENTIAL/COMMON INT.	RES	254	264	\$ 492,141	\$ 535,693
MOBILE HOME-IN PARK	MOB	9	9	\$ 116,525	\$ 117,500
RESIDENTIAL INCOME	RIN	3	3	\$ 271,667	\$ 1,368,333
LAND	LND	20	28	\$ 120,765	\$ 185,402
COMMERCIAL/INDUSTRIAL	COM	1	3	\$ 399,000	\$ 681,933
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

<b>RESIDENTIAL SALES BY AREA OCTOBER 2018</b>					
AREA	ZONE	2017 # OF SALES	2017 AVG. PRICE	2018 # OF SALES	2018 AVG. PRICE
GREATER CAMERON PARK	12601	34	\$ 500,617	39	\$ 478,336
EL DORADO HILLS	12602	68	\$ 668,683	83	\$ 738,867
SHINGLE SPRINGS	12603	14	\$ 625,518	13	\$ 640,615
RESCUE/LUNEMAN	12604	6	\$ 646,833	5	\$ 612,700
LATROBE/SOUTH AREA	12605	4	\$ 607,375	1	\$ 1,800,000
GREATER PLACERVILLE	12701	23	\$ 350,335	26	\$ 412,431
DIAMOND SPRGS/EL DORADO	12702	12	\$ 366,150	13	\$ 344,254
PLEASANTVALLEY/PLV SOUTH	12703	8	\$ 497,592	8	\$ 419,556
SOMERSET/SOUTH COUNTY	12704	7	\$ 410,571	10	\$ 481,130
COLOMA, LOTUS	12705	1	\$ 490,000	2	\$ 390,000
GREENSTONE/GOLDHILLWEST	12706	4	\$ 477,776	2	\$ 687,450
MOSQUITO, SWANSBORO	12707	3	\$ 317,629	1	\$ 339,000
CAMINO, CEDAR GROVE	12801	5	\$ 449,800	8	\$ 519,125
POLLOCK PINES, SLY PARK	12802	34	\$ 329,456	28	\$ 319,123
AMERICAN RIVER CANYON	12803	3	\$ 169,667	5	\$ 242,000
GEORGETOWN, GARDENVALLEY	12901	13	\$ 353,731	13	\$ 372,846
PILOT HILL, COOL	12902	12	\$ 434,958	5	\$ 495,975
NORTH COUNTY	12903	3	\$ 335,667	2	\$ 382,500

**TRANSACTION SUMMARY**

	2017 MONTH	2017 YTD	2018 MONTH	2018 YTD
PENDING SALES-TOTAL	347	3474	245	3337
PENDING SALES - RESIDENTIAL	322	3099	210	3916
CLOSED SALES - TOTAL	287	2810	309	2861
CLOSED SALES - RESIDENTIAL	254	2397	264	2449
CLOSED SALES -RES.MEDIAN PRICE	\$ 441,750	\$ 456,000	\$ 499,000	\$ 500,000
LISTING INVENTORY - TOTAL	1180		1196	
LISTING INVENTORY - RESIDENTIAL	808		760	

RESIDENTIAL SALES BY AREA --- YEAR-TO-DATE (1/1 - 10/31)

		2017	2017	2018	2018
ZONE	AREA	# OF SALES	AVG. PRICE	# OF SALES	AVG. PRICE
12601	CAMERON PARK	327	\$457,021	333	\$492,484
12602	EL DORADO HILLS	721	\$676,041	814	\$741,343
12603	SHINGLE SPRINGS	114	\$591,101	86	\$622,300
12604	RESCUE/NORTH AREA	54	\$637,146	57	\$665,042
12605	LATROBE/SOUTH AREA	14	\$708,750	16	\$880,187
12701	PLACERVILLE	235	\$393,349	240	\$425,416
12702	DIAMOND SPRINGS/EL DORADO	115	\$398,958	129	\$390,450
12703	PLEASANT VALLEY	73	\$463,877	73	\$461,837
12704	SOMERSET/SOUTH COUNTY	109	\$325,760	101	\$372,642
12705	LOTUS/COLOMA	12	\$577,167	9	\$552,667
12706	GREENSTONE, GOLD HILL WEST	45	\$668,100	38	\$675,442
12707	SWANSBORO	24	\$338,793	26	\$357,827
12801	CAMINO/CEDAR GROVE	69	\$388,454	73	\$451,166
12802	POLLOCK PINES/SLY PARK	220	\$329,102	225	\$334,486
12803	AMERICAN RIVER CANYON	18	\$208,389	22	\$235,273
12901	GEORGETOWN DIVIDE	109	\$337,193	107	\$374,473
12902	PILOT HILL/COOL	118	\$451,238	80	\$491,155
12903	NORTH COUNTY	19	\$390,868	20	\$452,101

## Area Market Survey Summary October

Listings as of 11/27/18 at 2:14pm

**Sold**

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$60,000 thru \$69,999	1	136	<b>Minimum</b>	\$60,000	<b>Maximum</b>	\$2,250,000
\$70,000 thru \$79,999	1	4	<b>Average</b>	\$535,693	<b>Median</b>	\$499,000
\$90,000 thru \$99,999	1	69				
\$140,000 thru \$159,999	1	16				
\$160,000 thru \$179,999	1	44				
\$180,000 thru \$199,999	6	55				
\$200,000 thru \$249,999	11	51				
\$250,000 thru \$299,999	23	63				
\$300,000 thru \$349,999	27	54				
\$350,000 thru \$399,999	17	52				
\$400,000 thru \$449,999	24	36				
\$450,000 thru \$499,999	21	56				
\$500,000 thru \$549,999	21	36				
\$550,000 thru \$599,999	19	63				
\$600,000 thru \$649,999	25	40				
\$650,000 thru \$699,999	11	24				
\$700,000 thru \$749,999	17	63				
\$750,000 thru \$799,999	9	72				
\$800,000 thru \$849,999	3	16				
\$850,000 thru \$899,999	4	133				
\$900,000 thru \$949,999	2	49				
\$950,000 thru \$999,999	5	28				
\$1,000,000 thru \$1,249,999	8	51				
\$1,250,000 thru \$1,499,999	2	87				
\$1,500,000 thru \$1,749,999	2	114				
\$1,750,000 thru \$1,999,999	1	131				
\$2,250,000 thru \$2,499,999	1	102				
	264	52				

**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
Average Square Feet	0	0	0	0	0
<b>All Off Market</b>					
#Units	47	118	80	19	264
<b>Pending</b>					
#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
<b>Sold</b>					
#Units	47	118	80	19	264
Dollar Value	\$13,229,480	\$55,964,825	\$55,194,851	\$17,033,900	\$141,423,056
Average List Price	\$288,948	\$485,074	\$696,795	\$916,674	\$545,378
Average Sold Price	\$281,478	\$474,278	\$689,936	\$896,521	\$535,693
Average Market Time	58	53	45	67	52
Average Square Feet	1276	1979	2936	3920	2283
% of List Price	97.41	97.77	99.02	97.80	98.22
<b>Not Pending or Sold</b>					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Square Feet	0	0	0	0	0

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

## Area Market Survey Summary Year to Date

Listings as of 11/27/18 at 2:30pm

**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	<b>Minimum</b>	\$55,000	<b>Maximum</b>	\$2,900,000
\$60,000 thru \$69,999	1	136	<b>Average</b>	\$546,548	<b>Median</b>	\$500,000
\$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	4	30				
\$120,000 thru \$139,999	7	31				
\$140,000 thru \$159,999	7	115				
\$160,000 thru \$179,999	9	73				
\$180,000 thru \$199,999	31	59				
\$200,000 thru \$249,999	83	51				
\$250,000 thru \$299,999	186	44				
\$300,000 thru \$349,999	226	42				
\$350,000 thru \$399,999	215	42				
\$400,000 thru \$449,999	229	40				
\$450,000 thru \$499,999	217	42				
\$500,000 thru \$549,999	235	31				
\$550,000 thru \$599,999	208	34				
\$600,000 thru \$649,999	163	34				
\$650,000 thru \$699,999	137	37				
\$700,000 thru \$749,999	104	45				
\$750,000 thru \$799,999	80	48				
\$800,000 thru \$849,999	48	38				
\$850,000 thru \$899,999	46	48				
\$900,000 thru \$949,999	32	44				
\$950,000 thru \$999,999	32	35				
\$1,000,000 thru \$1,249,999	61	77				
\$1,250,000 thru \$1,499,999	50	69				
\$1,500,000 thru \$1,749,999	23	50				
\$1,750,000 thru \$1,999,999	7	60				
\$2,250,000 thru \$2,499,999	1	102				
\$2,750,000 thru \$2,999,999	1	151				
	2449	42				

**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
Average Square Feet	0	0	0	0	0
<b>All Off Market</b>					
#Units	355	1098	770	226	2449
<b>Pending</b>					
#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
<b>Sold</b>					
#Units	355	1098	770	226	2449
Dollar Value	\$112,916,011	\$502,664,324	\$530,193,454	\$192,721,336	\$1,338,495,125
Average List Price	\$324,465	\$464,943	\$695,206	\$864,700	\$553,868
Average Sold Price	\$318,073	\$457,800	\$688,563	\$852,749	\$546,548
Average Market Time	45	42	40	49	42
Average Square Feet	1304	1889	2854	3865	2290
% of List Price	98.03	98.46	99.04	98.62	98.68
<b>Not Pending or Sold</b>					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Square Feet	0	0	0	0	0

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.