

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

YEAR: 2016

MONT H	PENDING	FINAL	\$VOLUME
	SALES	SALES	FINAL SALES
JAN.	295	178**	\$ 73,022,900**
FEB.	315	185**	\$ 74,118,000**
MAR.	390	295**	\$127,530,100**
APR.	452	283**	\$113,373,900**
MAY	453	315**	\$134,558,800**
JUNE	451	369**	\$166,682,700**
JULY	432	298**	\$123,274,900**
AUG.	373	334**	\$136,965,600**
SEPT.	420	275**	\$115,246,100**
OCT.	366	287**	\$114,905,600**
NOV.	272	246**	\$100,519,000**
DEC.	218	265**	\$111,741,300**

YEAR: 2017

MONTH	PENDING	FINAL	\$VOLUME
	SALES	SALES	FINAL SALES
JAN.	212	220**	\$ 89,900,100**
FEB.	284	165**	\$ 65,511,000**
MAR.	308	235**	\$102,738,300**
APR.	351	288**	\$127,761,700**
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	285	\$128,456,100

**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	2012	YEAR	2013	YEAR	2014	YEAR	2015	YEAR	2016	YEAR	2017
	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.	1236	269	774	194	1083	263	1020	240	955	192	774	174
FEB.	1275	268	1065	196	1165	297	1179	299	979	251	869	215
MAR.	1175	264	1104	224	1324	329	1284	345	1175	325	982	261
APR.	1335	294	1226	271	1445	340	1514	451	1322	335	1162	326
MAY	1400	316	1331	305	1614	415	1585	352	1518	363	1423	384
JUNE	1793	276	1384	304	1690	380	1694	426	1639	399	1583	226
JULY	1350	213	1447	325	1617	350	1568	351	1601	335	1445	299
AUG.	1376	263	1391	296	1428	287	1562	294	1430	300	1369	295
SEPT.	1344	208	1467	311	1463	300	1516	272	1512	268	1353	266
OCT.	1207	217	1312	271	1249	263	1339	248	1372	216	1180	210
NOV.	999	137	1209	194	1179	176	1125	175	986	154	984	164
DEC.	918	121	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.
2006	121	126	211	180	197	225	176	175	143	144	133	164
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	131	194	236	269	299	261	308	261	287	273	256

NEW LISTINGS BY MONTH (RESIDENTIAL)

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
2006	355	345	333	427	584	518	494	443	420	342	259	180
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

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
2006	\$ 487,000	\$ 437,350	\$ 515,000	\$ 521,225	\$499,900	\$519,000	\$499,475	\$502,000	\$ 484,250	\$457,500	\$450,000	\$456,950
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	\$ 455,000

EL DORADO COUNTY-AVERAGE PRICE-SINGLE FAMILY HOMES MONTHLY

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
2006	\$ 570,391	\$ 500,207	\$ 541,910	\$ 559,820	\$ 549,878	\$ 547,701	\$578,118	\$572,647	\$ 557,866	\$539,861	\$482,987	\$516,202
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	\$ 444,147	\$ 496,172	\$ 496,768	\$ 512,735	\$ 526,364	\$519,310	\$ 519,460	\$ 499,447	\$ 492,141	\$496,947	\$ 479,927

MULTIPLE LISTING STATISTICS FOR DECEMBER 2017

				AVERAGE	PRICE
		CLOSED '16	CLOSED '17	2016	2017
RESIDENTIAL/COMMON INT.	RES	233	256	\$ 456,514	\$ 479,927
MOBILE HOME-IN PARK	MOB	4	5	\$ 141,900	\$ 61,100
RESIDENTIAL INCOME	RIN	3	2	\$ 375,000	\$ 433,750
LAND	LND	22	22	\$ 141,900	\$ 200,993
COMMERCIAL/INDUSTRIAL	COM	3	0	\$ 283,333	\$ -
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

RESIDENTIAL SALES BY AREA DECEMBER 2017					
		2016	2016	2017	2017
AREA	ZONE	# OF SALES	AVG. PRICE	# OF SALES	AVG. PRICE
GREATER CAMERON PARK	12601	40	\$405,804	37	\$ 443,877
EL DORADO HILLS	12602	65	\$634,953	78	\$ 668,714
SHINGLE SPRINGS	12603	11	\$699,455	11	\$ 577,955
RESCUE/LUNEMAN	12604	4	\$504,750	4	\$ 514,000
LATROBE/SOUTH AREA	12605	1	\$750,000	0	\$ -
GREATER PLACERVILLE	12701	18	\$326,024	26	\$ 384,685
DIAMOND SPRGS/EL DORADO	12702	14	\$381,750	15	\$ 394,797
PLEASANTVALLEY/PLV SOUTH	12703	9	\$486,111	11	\$ 385,773
SOMERSET/SOUTH COUNTY	12704	15	\$311,000	7	\$ 325,114
COLOMA, LOTUS	12705	1	\$750,000	2	\$ 452,500
GREENSTONE/GOLDHILLWEST	12706	1	\$800,000	0	\$ -
MOSQUITO, SWANSBORO	12707	4	\$189,331	1	\$ 280,000
CAMINO, CEDAR GROVE	12801	2	\$365,675	9	\$ 461,889
POLLOCK PINES, SLY PARK	12802	21	\$245,642	20	\$ 297,710
AMERICAN RIVER CANYON	12803	2	\$135,000	7	\$ 336,500
GEORGETOWN, GARDENVALLEY	12901	15	\$326,767	13	\$ 353,462
PILOT HILL, COOL	12902	9	\$491,556	11	\$ 385,409
NORTH COUNTY	12903	1	\$355,000	4	\$ 233,875

TRANSACTION SUMMARY

	2016	2016	2017	2017
	MONTH	YTD	MONTH	YTD
PENDING SALES-TOTAL	272	4227	273	3747
PENDING SALES - RESIDENTIAL	230	3673	247	3346
CLOSED SALES - TOTAL	246	3065	303	3104
CLOSED SALES - RESIDENTIAL	205	2606	272	2663
CLOSED SALES -RES.MEDIAN PRICE	\$ 429,900	\$ 425,000	\$ 469,500	\$ 457,000
LISTING INVENTORY - TOTAL	986		984	
LISTING INVENTORY - RESIDENTIAL	589		633	

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

ZONE	AREA	2016 # OF SALES	2016 AVG. PRICE	2017 # OF SALES	2017 AVG. PRICE
12601	CAMERON PARK	378	\$413,784	410	\$451,218
12602	EL DORADO HILLS	867	\$639,573	890	\$674,018
12603	SHINGLE SPRINGS	145	\$517,807	133	\$591,895
12604	RESCUE/NORTH AREA	50	\$536,945	64	\$614,186
12605	LATROBE/SOUTH AREA	21	\$792,548	15	\$713,167
12701	PLACERVILLE	272	\$352,095	274	\$391,947
12702	DIAMOND SPRINGS/EL DORADO	156	\$358,511	150	\$396,177
12703	PLEASANT VALLEY	92	\$410,504	96	\$451,969
12704	SOMERSET/SOUTH COUNTY	119	\$320,943	120	\$326,177
12705	LOTUS/COLOMA	7	\$478,071	16	\$570,063
12706	GREENSTONE, GOLD HILL WEST	48	\$569,490	50	\$660,666
12707	SWANSBORO	26	\$263,920	27	\$330,742
12801	CAMINO/CEDAR GROVE	89	\$382,566	88	\$399,515
12802	POLLOCK PINES/SLY PARK	265	\$285,951	268	\$326,131
12803	AMERICAN RIVER CANYON	33	\$188,735	31	\$245,500
12901	GEORGETOWN DIVIDE	136	\$321,177	133	\$333,797
12902	PILOT HILL/COOL	114	\$410,156	134	\$450,990
12903	NORTH COUNTY	22	\$391,677	22	\$376,455

REPORT 4B

Market Statistics Report

December 2017

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	44	125	75	12	256
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	44	125	75	12	256
Dollar Value	\$14,078,500	\$54,676,201	\$45,668,021	\$8,438,648	\$122,861,370
Average List Price	\$331,989	\$447,056	\$619,256	\$717,535	\$490,407
Average Sold Price	\$319,966	\$437,410	\$608,907	\$703,221	\$479,927
Average Market Time	50	56	55	51	54
Average Square Feet	1333	1953	2829	3308	2166
% of List Price	96.38	97.84	98.33	98.01	97.86
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>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$120,000 thru \$139,999	2	67	<u>Minimum</u>	\$122,000	<u>Maximum</u>	\$1,950,000
\$140,000 thru \$159,999	1	1	<u>Average</u>	\$479,927	<u>Median</u>	\$455,000
\$160,000 thru \$179,999	4	44				
\$180,000 thru \$199,999	1	20				
\$200,000 thru \$249,999	8	36				
\$250,000 thru \$299,999	30	51				
\$300,000 thru \$349,999	28	54				
\$350,000 thru \$399,999	29	54				
\$400,000 thru \$449,999	23	41				
\$450,000 thru \$499,999	32	54				
\$500,000 thru \$549,999	21	70				
\$550,000 thru \$599,999	19	42				
\$600,000 thru \$649,999	17	58				
\$650,000 thru \$699,999	11	51				
\$700,000 thru \$749,999	12	64				
\$750,000 thru \$799,999	5	94				
\$800,000 thru \$849,999	2	47				
\$850,000 thru \$899,999	3	42				
\$900,000 thru \$949,999	2	174				
\$950,000 thru \$999,999	2	65				
\$1,000,000 thru \$1,249,999	1	147				
\$1,250,000 thru \$1,499,999	1	10				
\$1,500,000 thru \$1,749,999	1	2				
\$1,750,000 thru \$1,999,999	1	31				
	256	54				

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

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	441	1415	834	232	2922
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	441	1415	834	232	2922
Dollar Value	\$137,304,906	\$618,851,088	\$525,454,578	\$176,343,168	\$1,457,953,740
Average List Price	\$318,022	\$443,393	\$638,935	\$774,417	\$506,565
Average Sold Price	\$311,349	\$437,351	\$630,041	\$760,100	\$498,957
Average Market Time	38	41	51	55	45
Average Square Feet	1322	1923	2804	3640	2220
% of List Price	97.90	98.64	98.61	98.15	98.50
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>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>		
\$20,000 thru \$29,999	1	12	Minimum	\$25,000	Maximum
\$60,000 thru \$69,999	1	20	Average	\$498,957	Median
\$80,000 thru \$89,999	4	39			\$2,495,000
\$100,000 thru \$119,999	6	96			\$457,250
\$120,000 thru \$139,999	15	68			
\$140,000 thru \$159,999	15	33			
\$160,000 thru \$179,999	19	63			
\$180,000 thru \$199,999	29	33			
\$200,000 thru \$249,999	139	46			
\$250,000 thru \$299,999	268	33			
\$300,000 thru \$349,999	302	40			
\$350,000 thru \$399,999	300	39			
\$400,000 thru \$449,999	307	35			
\$450,000 thru \$499,999	289	40			
\$500,000 thru \$549,999	264	46			
\$550,000 thru \$599,999	225	48			
\$600,000 thru \$649,999	195	40			
\$650,000 thru \$699,999	121	44			
\$700,000 thru \$749,999	104	47			
\$750,000 thru \$799,999	71	50			
\$800,000 thru \$849,999	49	67			
\$850,000 thru \$899,999	49	85			
\$900,000 thru \$949,999	23	86			
\$950,000 thru \$999,999	18	95			
\$1,000,000 thru \$1,249,999	53	85			
\$1,250,000 thru \$1,499,999	41	79			
\$1,500,000 thru \$1,749,999	8	48			
\$1,750,000 thru \$1,999,999	5	54			
\$2,250,000 thru \$2,499,999	1	244			
	2922	45			

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.