

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

YEAR: 2017

MONT H	PENDING SALES	FINAL SALES	\$VOLUME 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	288**	\$129,678,500**

YEAR: 2018

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
JAN.	245	204	\$ 86,041,700
FEB.			
MAR.			
APR.			
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		
MAR.	1104	224	1324	329	1284	345	1175	325	982	261		
APR.	1226	271	1445	340	1514	451	1322	335	1162	326		
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	131	194	236	269	299	261	308	261	287	273	256
2018	259											

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											

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											

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	\$ 444,147	\$ 496,172	\$ 496,768	\$ 512,735	\$ 526,364	\$519,310	\$ 519,460	\$ 499,447	\$ 492,141	\$496,947	\$ 479,088
2018	\$ 498,381											

MULTIPLE LISTING STATISTICS FOR JANUARY 2018

		CLOSED '17	CLOSED '18	AVERAGE 2017	PRICE 2018
RESIDENTIAL/COMMON INT.	RES	179	162	\$ 450,095	\$ 498,381
MOBILE HOME-IN PARK	MOB	8	5	\$ 81,925	\$ 129,600
RESIDENTIAL INCOME	RIN	5	0	\$ 545,000	\$ -
LAND	LND	25	35	\$ 195,705	\$ 121,886
COMMERCIAL/INDUSTRIAL	COM	1	2	\$ 160,000	\$ 195,000
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

RESIDENTIAL SALES BY AREA JANUARY 2018					
AREA	ZONE	2017 # OF SALES	2017 AVG. PRICE	2018 # OF SALES	2018 AVG. PRICE
GREATER CAMERON PARK	12601	16	\$408,303	20	\$ 510,320
EL DORADO HILLS	12602	48	\$660,821	47	\$ 673,472
SHINGLE SPRINGS	12603	9	\$555,778	9	\$ 511,222
RESCUE/LUNEMAN	12604	2	\$637,500	1	\$ 610,000
LATROBE/SOUTH AREA	12605	2	\$799,500	1	\$ 675,000
GREATER PLACERVILLE	12701	22	\$357,682	18	\$ 356,694
DIAMOND SPRGS/EL DORADO	12702	14	\$339,318	12	\$ 332,783
PLEASANTVALLEY/PLV SOUTH	12703	6	\$447,233	3	\$ 327,500
SOMERSET/SOUTH COUNTY	12704	9	\$301,336	7	\$ 306,714
COLOMA, LOTUS	12705	0	\$ -	0	\$ -
GREENSTONE/GOLDHILLWEST	12706	0	\$ -	3	\$ 604,667
MOSQUITO, SWANSBORO	12707	4	\$295,375	2	\$ 229,500
CAMINO, CEDAR GROVE	12801	7	\$312,250	10	\$ 405,350
POLLOCK PINES, SLY PARK	12802	15	\$310,000	15	\$ 348,080
AMERICAN RIVER CANYON	12803	1	\$130,000	0	\$ -
GEORGETOWN, GARDENVALLEY	12901	10	\$297,300	13	\$ 384,692
PILOT HILL, COOL	12902	11	\$398,727	1	\$ 2,900,000
NORTH COUNTY	12903	3	\$398,633	0	\$ -

TRANSACTION SUMMARY

	2017 MONTH	2017 YTD	2018 MONTH	2018 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 - 1/31)

ZONE	AREA	2017		2018	
		# OF SALES	AVG. PRICE	# OF SALES	AVG. PRICE
12601	CAMERON PARK	16	\$408,303	20	\$510,320
12602	EL DORADO HILLS	48	\$660,821	47	\$673,472
12603	SHINGLE SPRINGS	9	\$555,778	9	\$511,222
12604	RESCUE/NORTH AREA	2	\$637,500	1	\$610,000
12605	LATROBE/SOUTH AREA	2	\$799,500	1	\$675,000
12701	PLACERVILLE	22	\$357,682	18	\$356,694
12702	DIAMOND SPRINGS/EL DORADO	14	\$339,318	12	\$332,783
12703	PLEASANT VALLEY	6	\$447,233	3	\$327,500
12704	SOMERSET/SOUTH COUNTY	9	\$301,336	7	\$306,714
12705	LOTUS/COLOMA	0	\$0	0	\$0
12706	GREENSTONE,GOLD HILL WEST	0	\$0	3	\$604,667
12707	SWANSBORO	4	\$295,375	2	\$229,500
12801	CAMINO/CEDAR GROVE	7	\$312,250	10	\$405,350
12802	POLLOCK PINES/SLY PARK	15	\$310,000	15	\$348,080
12803	AMERICAN RIVER CANYON	1	\$130,000	0	\$0
12901	GEORGETOWN DIVIDE	10	\$297,300	13	\$384,692
12902	PILOT HILL/COOL	11	\$398,727	1	\$2,900,000
12903	NORTH COUNTY	3	\$398,633	0	\$0

Market Statistics Report January 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	27	75	50	10	162
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	75	50	10	162
Dollar Value	\$7,472,200	\$31,210,550	\$34,900,920	\$7,154,012	\$80,737,682
Average List Price	\$283,085	\$425,009	\$718,393	\$732,751	\$510,902
Average Sold Price	\$276,748	\$416,141	\$698,018	\$715,401	\$498,381
Average Market Time	50	53	49	80	53
Average Square Feet	1279	1809	2849	3388	2139
% of List Price	97.76	97.91	97.16	97.63	97.55
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>	\$55,000	<u>Maximum</u>	\$2,900,000
\$50,000 thru \$59,999	1	123	<u>Average</u>	\$498,381	<u>Median</u>	\$465,000
\$80,000 thru \$89,999	1	32				
\$120,000 thru \$139,999	1	63				
\$140,000 thru \$159,999	1	107				
\$160,000 thru \$179,999	2	68				
\$180,000 thru \$199,999	3	78				
\$200,000 thru \$249,999	8	52				
\$250,000 thru \$299,999	18	40				
\$300,000 thru \$349,999	15	64				
\$350,000 thru \$399,999	17	46				
\$400,000 thru \$449,999	10	37				
\$450,000 thru \$499,999	17	48				
\$500,000 thru \$549,999	15	45				
\$550,000 thru \$599,999	16	42				
\$600,000 thru \$649,999	6	50				
\$650,000 thru \$699,999	8	78				
\$700,000 thru \$749,999	6	36				
\$750,000 thru \$799,999	3	65				
\$800,000 thru \$849,999	3	29				
\$850,000 thru \$899,999	3	152				
\$900,000 thru \$949,999	3	67				
\$1,000,000 thru \$1,249,999	1	63				
\$1,250,000 thru \$1,499,999	2	45				
\$1,500,000 thru \$1,749,999	1	48				
\$2,750,000 thru \$2,999,999	1	151				
	162	53				

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.

Market Statistics Report January Year to Date

Residential	2- Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
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	75	50	10	162
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	75	50	10	162
Dollar Value	\$7,472,200	\$31,210,550	\$34,900,920	\$7,154,012	\$80,737,682
Average List Price	\$283,085	\$425,009	\$718,393	\$732,751	\$510,902
Average Sold Price	\$276,748	\$416,141	\$698,018	\$715,401	\$498,381
Average Market Time	50	53	49	80	53
Average Square Feet	1279	1809	2849	3388	2139
% of List Price	97.76	97.91	97.16	97.63	97.55
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

Selling Price Range	Quantity	Average DOM	Summary Price Information			
\$50,000 thru \$59,999	1	123	Minimum	\$55,000	Maximum	\$2,900,000
\$80,000 thru \$89,999	1	32	Average	\$498,381	Median	\$465,000
\$120,000 thru \$139,999	1	63				
\$140,000 thru \$159,999	1	107				
\$160,000 thru \$179,999	2	68				
\$180,000 thru \$199,999	3	78				
\$200,000 thru \$249,999	8	52				
\$250,000 thru \$299,999	18	40				
\$300,000 thru \$349,999	15	64				
\$350,000 thru \$399,999	17	46				
\$400,000 thru \$449,999	10	37				
\$450,000 thru \$499,999	17	48				
\$500,000 thru \$549,999	15	45				
\$550,000 thru \$599,999	16	42				
\$600,000 thru \$649,999	6	50				
\$650,000 thru \$699,999	8	78				
\$700,000 thru \$749,999	6	36				
\$750,000 thru \$799,999	3	65				
\$800,000 thru \$849,999	3	29				
\$850,000 thru \$899,999	3	152				
\$900,000 thru \$949,999	3	67				
\$1,000,000 thru \$1,249,999	1	63				
\$1,250,000 thru \$1,499,999	2	45				
\$1,500,000 thru \$1,749,999	1	48				
\$2,750,000 thru \$2,999,999	1	151				
	162	53				

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