

**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	266**	\$112,218,900**

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	303	\$141,342,200
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	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		

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	232
2017	181	131	194	236	269	299	261	308	261	287	272	

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	

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	\$ 422,500
2017	\$ 405,000	\$ 415,000	\$ 454,000	\$ 469,950	\$460,000	\$ 499,900	\$488,888	\$505,000	\$ 450,000	\$ 441,750	\$469,500	

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	\$ 457,312
2017	\$ 450,095	\$ 444,147	\$ 496,172	\$ 496,768	\$ 512,735	\$ 526,364	\$519,310	\$ 519,460	\$ 499,447	\$ 492,141	\$496,246	

MULTIPLE LISTING STATISTICS FOR NOVEMBER 2017

				AVERAGE	PRICE
		CLOSED '16	CLOSED '17	2016	2017
RESIDENTIAL/COMMON INT.	RES	205	272	\$ 456,590	\$ 496,246
MOBILE HOME-IN PARK	MOB	6	6	\$ 50,417	\$ 118,900
RESIDENTIAL INCOME	RIN	3	2	\$ 625,500	\$ 357,000
LAND	LND	32	22	\$ 148,100	\$ 212,223
COMMERCIAL/INDUSTRIAL	COM	0	1	\$ -	\$ 275,000
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

RESIDENTIAL SALES BY AREA NOVEMBER 2017					
		2016	2016	2017	2017
AREA	ZONE	# OF SALES	AVG. PRICE	# OF SALES	AVG. PRICE
GREATER CAMERON PARK	12601	25	\$441,269	46	\$ 415,878
EL DORADO HILLS	12602	64	\$625,256	92	\$ 670,911
SHINGLE SPRINGS	12603	7	\$466,571	8	\$ 622,375
RESCUE/LUNEMAN	12604	4	\$589,458	6	\$ 474,333
LATROBE/SOUTH AREA	12605	1	\$725,000	1	\$ 775,000
GREATER PLACERVILLE	12701	28	\$374,540	13	\$ 381,138
DIAMOND SPRGS/EL DORADO	12702	7	\$364,843	20	\$ 381,219
PLEASANTVALLEY/PLV SOUTH	12703	6	\$342,167	12	\$ 440,210
SOMERSET/SOUTH COUNTY	12704	10	\$294,715	6	\$ 370,750
COLOMA, LOTUS	12705	0	\$0	2	\$ 645,000
GREENSTONE/GOLDHILLWEST	12706	5	\$562,900	5	\$ 593,760
MOSQUITO, SWANSBORO	12707	2	\$245,000	2	\$ 259,500
CAMINO, CEDAR GROVE	12801	9	\$319,667	10	\$ 419,700
POLLOCK PINES, SLY PARK	12802	15	\$324,427	28	\$ 323,091
AMERICAN RIVER CANYON	12803	2	\$153,000	4	\$ 249,000
GEORGETOWN, GARDENVALLEY	12901	10	\$358,200	11	\$ 276,909
PILOT HILL, COOL	12902	6	\$339,500	5	\$ 589,400
NORTH COUNTY	12903	4	\$297,500	1	\$ 428,000

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 - 11/30)

ZONE	AREA	2016 # OF SALES	2016 AVG. PRICE	2017 # OF SALES	2017 AVG. PRICE
12601	CAMERON PARK	338	\$414,728	373	\$451,947
12602	EL DORADO HILLS	802	\$639,947	809	\$674,910
12603	SHINGLE SPRINGS	134	\$502,896	122	\$593,152
12604	RESCUE/NORTH AREA	46	\$539,745	60	\$620,865
12605	LATROBE/SOUTH AREA	20	\$794,675	15	\$713,167
12701	PLACERVILLE	254	\$353,943	248	\$392,709
12702	DIAMOND SPRINGS/EL DORADO	142	\$356,220	135	\$396,330
12703	PLEASANT VALLEY	83	\$402,306	85	\$460,536
12704	SOMERSET/SOUTH COUNTY	104	\$322,377	113	\$325,351
12705	LOTUS/COLOMA	6	\$432,750	14	\$586,857
12706	GREENSTONE, GOLD HILL WEST	47	\$564,585	50	\$660,666
12707	SWANSBORO	22	\$277,482	26	\$332,694
12801	CAMINO/CEDAR GROVE	87	\$382,954	79	\$392,409
12802	POLLOCK PINES/SLY PARK	244	\$289,421	248	\$328,423
12803	AMERICAN RIVER CANYON	31	\$192,202	24	\$218,958
12901	GEORGETOWN DIVIDE	120	\$320,478	120	\$331,667
12902	PILOT HILL/COOL	105	\$403,179	123	\$456,855
12903	NORTH COUNTY	21	\$393,423	18	\$408,139

REPORT 4B

Market Statistics Report

Listings as of 12/18/17 at 2:44pm

NOVEMBER 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	41	126	82	23	272
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	41	126	82	23	272
Dollar Value	\$12,461,270	\$53,675,717	\$51,202,988	\$17,638,800	\$134,978,775
Average List Price	\$307,722	\$432,403	\$631,180	\$785,696	\$503,408
Average Sold Price	\$303,933	\$425,998	\$624,427	\$766,904	\$496,245
Average Market Time	45	39	49	72	46
Average Square Feet	1265	1857	2721	3656	2180
% of List Price	98.77	98.52	98.93	97.61	98.58
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

Area Market Survey Summary

Listings as of 12/18/17 at 2:43pm

Sold

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>		
\$120,000 thru \$139,999	1	33	Minimum	\$128,000	Maximum
\$160,000 thru \$179,999	2	18	Average	\$496,246	Median
\$180,000 thru \$199,999	4	19			\$1,750,000
\$200,000 thru \$249,999	16	53			\$469,500
\$250,000 thru \$299,999	23	27			
\$300,000 thru \$349,999	26	43			
\$350,000 thru \$399,999	25	29			
\$400,000 thru \$449,999	29	48			
\$450,000 thru \$499,999	33	42			
\$500,000 thru \$549,999	27	40			
\$550,000 thru \$599,999	28	46			
\$600,000 thru \$649,999	14	47			
\$650,000 thru \$699,999	12	53			
\$700,000 thru \$749,999	3	148			
\$750,000 thru \$799,999	6	52			
\$800,000 thru \$849,999	4	131			
\$850,000 thru \$899,999	3	110			
\$900,000 thru \$949,999	5	25			
\$950,000 thru \$999,999	1	123			
\$1,000,000 thru \$1,249,999	4	66			
\$1,250,000 thru \$1,499,999	4	89			
\$1,500,000 thru \$1,749,999	1	6			
\$1,750,000 thru \$1,999,999	1	2			
	272	46			

REPORT 5A

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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Market Statistics Report

Listings as of 12/18/17 at 2:55pm

YEAR TO DATE 1/1/17 – 11/30/17

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	397	1289	757	220	2663
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	397	1289	757	220	2663
Dollar Value	\$123,125,617	\$563,655,887	\$478,591,020	\$167,904,520	\$1,333,277,044
Average List Price	\$316,474	\$442,893	\$640,986	\$777,520	\$508,003
Average Sold Price	\$310,140	\$437,282	\$632,221	\$763,202	\$500,667
Average Market Time	37	40	50	55	44
Average Square Feet	1321	1920	2802	3658	2225
% of List Price	98.00	98.73	98.63	98.16	98.56
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

Area Market Survey Summary

Listings as of 12/18/17 at 2:55pm

Sold	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>		
<u>Selling Price Range</u>			<u>Minimum</u>	\$25,000	<u>Maximum</u>
\$20,000 thru \$29,999	1	12	<u>Average</u>	\$500,667	\$2,495,000
\$60,000 thru \$69,999	1	20			\$457,000
\$80,000 thru \$89,999	4	39			
\$100,000 thru \$119,999	6	96			
\$120,000 thru \$139,999	13	68			
\$140,000 thru \$159,999	14	36			
\$160,000 thru \$179,999	15	68			
\$180,000 thru \$199,999	28	34			
\$200,000 thru \$249,999	131	47			
\$250,000 thru \$299,999	239	31			
\$300,000 thru \$349,999	274	39			
\$350,000 thru \$399,999	270	38			
\$400,000 thru \$449,999	284	35			
\$450,000 thru \$499,999	256	38			
\$500,000 thru \$549,999	242	44			
\$550,000 thru \$599,999	207	48			
\$600,000 thru \$649,999	177	39			
\$650,000 thru \$699,999	109	43			
\$700,000 thru \$749,999	92	44			
\$750,000 thru \$799,999	66	47			
\$800,000 thru \$849,999	47	68			
\$850,000 thru \$899,999	46	88			
\$900,000 thru \$949,999	21	78			
\$950,000 thru \$999,999	16	99			
\$1,000,000 thru \$1,249,999	52	84			
\$1,250,000 thru \$1,499,999	40	81			
\$1,500,000 thru \$1,749,999	7	54			
\$1,750,000 thru \$1,999,999	4	60			
\$2,250,000 thru \$2,499,999	1	244			
	2663	44			