

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

YEAR: 2016

MONT H	PENDING SALES	FINAL SALES	\$VOLUME 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	314**	\$133,984,000**
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	249**	\$100,609,,200**
DEC.	218	266**	\$112,218,900**

YEAR: 2017

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
JAN.	212	219**	\$ 89,923,200**
FEB.	284	166**	\$ 65,811,000**
MAR.	308	233	\$101,338,400
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	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		
MAY	1400	316	1331	305	1614	415	1585	352	1518	363		
JUNE	1793	276	1384	304	1690	380	1694	426	1639	399		
JULY	1350	213	1447	325	1617	350	1568	351	1601	335		
AUG.	1376	263	1391	296	1428	287	1562	294	1430	300		
SEPT.	1344	208	1467	311	1463	300	1516	272	1512	268		
OCT.	1207	217	1312	271	1249	263	1339	248	1372	216		
NOV.	999	137	1209	194	1179	176	1125	175	986	154		
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	271	311	264	287	236	241	205	232
2017	180	132	192									

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									

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	\$432,500	\$ 460,000	\$423,750	\$406,500	\$ 419,450	\$ 405,000	\$429,000	\$ 422,500
2017	\$ 402,000	\$ 414,250	\$ 454,500									

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	\$639,861	\$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	\$ 472,815	\$ 487,855	\$449,408	\$ 457,282	\$ 455,230	\$ 447,812	\$454,445	\$ 457,312
2017	\$ 452,768	\$ 443,055	\$ 495,049									

MULTIPLE LISTING STATISTICS FOR MARCH 2017

				AVERAGE	PRICE
		CLOSED '16	CLOSED '17	2016	2017
RESIDENTIAL/COMMON INT.	RES	251	192	\$ 472,471	\$ 495,049
MOBILE HOME-IN PARK	MOB	8	6	\$ 51,563	\$ 106,833
RESIDENTIAL INCOME	RIN	2	3	\$ 497,500	\$ 326,833
LAND	LND	31	31	\$ 223,756	\$ 147,348
COMMERCIAL/INDUSTRIAL	COM	3	1	\$ 198,667	\$ 292,000
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

RESIDENTIAL SALES BY AREA MARCH 2017					
		2016	2016	2017	2017
AREA	ZONE	# OF SALES	AVG. PRICE	# OF SALES	AVG. PRICE
GREATER CAMERON PARK	12601	27	\$ 344,030	24	\$ 431,925
EL DORADO HILLS	12602	94	\$ 640,207	59	\$ 695,227
SHINGLE SPRINGS	12603	17	\$ 448,971	9	\$ 503,944
RESCUE/LUNEMAN	12604	6	\$ 528,150	4	\$ 556,625
LATROBE/SOUTH AREA	12605	3	\$ 752,000	0	\$ 320,000
GREATER PLACERVILLE	12701	28	\$ 376,279	18	\$ 389,921
DIAMOND SPRGS/EL DORADO	12702	11	\$ 463,909	12	\$ 426,913
PLEASANTVALLEY/PLV SOUTH	12703	4	\$ 302,000	5	\$ 468,000
SOMERSET/SOUTH COUNTY	12704	10	\$ 361,080	10	\$ 255,205
COLOMA, LOTUS	12705	2	\$ 487,250	4	\$ 546,000
GREENSTONE/GOLDHILLWEST	12706	4	\$ 507,250	4	\$ 459,250
MOSQUITO, SWANSBORO	12707	3	\$ 254,833	0	\$ 257,000
CAMINO, CEDAR GROVE	12801	6	\$ 263,250	5	\$ 348,390
POLLOCK PINES, SLY PARK	12802	17	\$ 218,193	16	\$ 315,250
AMERICAN RIVER CANYON	12803	1	\$ 194,000	0	\$ -
GEORGETOWN, GARDENVALLEY	12901	12	\$ 294,471	8	\$ 354,500
PILOT HILL, COOL	12902	4	\$ 392,261	11	\$ 461,754
NORTH COUNTY	12903	2	\$ 626,762	3	\$ 382,300

TRANSACTION SUMMARY

	2016	2016	2017	2017
	MONTH	YTD	MONTH	YTD
PENDING SALES-TOTAL	390	1000	308	804
PENDING SALES - RESIDENTIAL	348	888	269	702
CLOSED SALES - TOTAL	295	658	233	618
CLOSED SALES - RESIDENTIAL	251	548	192	504
CLOSED SALES -RES.MEDIAN PRICE	\$ 439,000	\$ 425,500	\$ 454,500	\$ 425,000
LISTING INVENTORY - TOTAL	1175		982	
LISTING INVENTORY - RESIDENTIAL	802		610	

RESIDENTIAL SALES BY AREA --- YEAR-TO-DATE (1/1 - 3/31)

ZONE	AREA	2016 # OF SALES	2016 AVG. PRICE	2017 # OF SALES	2017 AVG. PRICE
12601	CAMERON PARK	72	\$373,024	65	\$422,605
12602	EL DORADO HILLS	188	\$655,017	134	\$665,341
12603	SHINGLE SPRINGS	34	\$476,521	25	\$509,344
12604	RESCUE/NORTH AREA	7	\$504,843	9	\$601,611
12605	LATROBE/SOUTH AREA	5	\$916,200	3	\$639,667
12701	PLACERVILLE	49	\$376,321	50	\$365,519
12702	DIAMOND SPRINGS/EL DORADO	29	\$365,688	35	\$394,393
12703	PLEASANT VALLEY	16	\$408,313	14	\$442,600
12704	SOMERSET/SOUTH COUNTY	28	\$325,075	32	\$286,065
12705	LOTUS/COLOMA	3	\$446,500	5	\$541,800
12706	GREENSTONE, GOLD HILL WEST	7	\$540,357	6	\$564,500
12707	SWANSBORO	3	\$254,833	6	\$282,583
12801	CAMINO/CEDAR GROVE	14	\$316,679	16	\$341,981
12802	POLLOCK PINES/SLY PARK	39	\$265,171	41	\$311,986
12803	AMERICAN RIVER CANYON	3	\$236,333	1	\$130,000
12901	GEORGETOWN DIVIDE	28	\$286,889	26	\$305,667
12902	PILOT HILL/COOL	20	\$393,047	27	\$464,104
12903	NORTH COUNTY	3	\$550,508	9	\$416,200

REPORT 4B

Market Statistics Report

Listings as of 04/20/17 at 3:11pm

MARCH 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	34	87	57	14	192
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	34	87	57	14	192
Dollar Value	\$10,087,751	\$38,072,728	\$38,168,839	\$8,719,999	\$95,049,317
Average List Price	\$307,275	\$441,736	\$679,168	\$634,050	\$502,436
Average Sold Price	\$296,699	\$437,618	\$669,629	\$622,857	\$495,049
Average Market Time	53	37	41	79	44
Average Square Feet	1398	1908	2939	3298	2225
% of List Price	96.56	99.07	98.60	98.23	98.53
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 04/20/17 at 2:45pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$80,000 thru \$89,999	2	54	Minimum	\$83,500	Maximum	\$1,475,000
\$120,000 thru \$139,999	1	0	Average	\$495,049	Median	\$454,500
\$140,000 thru \$159,999	2	120				
\$160,000 thru \$179,999	3	43				
\$180,000 thru \$199,999	4	64				
\$200,000 thru \$249,999	11	60				
\$250,000 thru \$299,999	19	41				
\$300,000 thru \$349,999	14	24				
\$350,000 thru \$399,999	15	51				
\$400,000 thru \$449,999	21	28				
\$450,000 thru \$499,999	20	54				
\$500,000 thru \$549,999	16	56				
\$550,000 thru \$599,999	15	34				
\$600,000 thru \$649,999	12	35				
\$650,000 thru \$699,999	8	41				
\$700,000 thru \$749,999	12	48				
\$750,000 thru \$799,999	1	20				
\$800,000 thru \$849,999	3	80				
\$850,000 thru \$899,999	2	19				
\$950,000 thru \$999,999	1	23				
\$1,000,000 thru \$1,249,999	5	69				
\$1,250,000 thru \$1,499,999	5	41				
	192	44				

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

REPORT 5A

Market Statistics Report

Listings as of 04/20/17 at 3:17pm

YEAR TO DATE 1/1/17 – 3/31/17

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	80	255	132	37	504
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	80	255	132	37	504
Dollar Value	\$22,991,813	\$106,192,651	\$79,257,760	\$26,088,674	\$234,530,898
Average List Price	\$296,883	\$421,390	\$610,578	\$721,851	\$473,234
Average Sold Price	\$287,398	\$416,442	\$600,438	\$705,099	\$465,339
Average Market Time	44	52	56	76	54
Average Square Feet	1316	1909	2814	3519	2170
% of List Price	96.81	98.83	98.34	97.68	98.33
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

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

Area Market Survey Summary

Listings as of 04/20/17 at 3:15pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$60,000 thru \$69,999	1	20	Minimum	\$67,025	Maximum	\$1,700,000
\$80,000 thru \$89,999	2	54	Average	\$465,339	Median	\$425,000
\$120,000 thru \$139,999	4	39				
\$140,000 thru \$159,999	3	86				
\$160,000 thru \$179,999	7	108				
\$180,000 thru \$199,999	8	60				
\$200,000 thru \$249,999	30	60				
\$250,000 thru \$299,999	57	45				
\$300,000 thru \$349,999	53	54				
\$350,000 thru \$399,999	54	52				
\$400,000 thru \$449,999	69	41				
\$450,000 thru \$499,999	47	50				
\$500,000 thru \$549,999	40	51				
\$550,000 thru \$599,999	31	52				
\$600,000 thru \$649,999	28	49				
\$650,000 thru \$699,999	14	54				
\$700,000 thru \$749,999	17	48				
\$750,000 thru \$799,999	7	107				
\$800,000 thru \$849,999	6	53				
\$850,000 thru \$899,999	4	37				
\$950,000 thru \$999,999	2	133				
\$1,000,000 thru \$1,249,999	10	109				
\$1,250,000 thru \$1,499,999	8	99				
\$1,500,000 thru \$1,749,999	2	41				
	504	54				