

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

YEAR: 2015

MONT H	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
JAN.	292	138**	\$ 49,144,600**
FEB.	331	200**	\$ 69,982,100**
MAR.	409	276**	\$101,248,900**
APR.	452	310**	\$125,045,900**
MAY	418	320**	\$133,638,300**
JUNE	396	295**	\$119,226,200**
JULY	337	339**	\$142,361,700**
AUG.	345	275**	\$113,872,700**
SEPT.	318	266**	\$103,313,700**
OCT.	312	236**	\$ 89,857,000**
NOV.	297	195**	\$ 76,656,200**
DEC.	229	238**	\$ 90,251,900**

YEAR: 2016

MONTH	PENDING SALES	FINAL SALES	\$VOLUME FINAL SALES
JAN.	295	177**	\$ 72,725,000**
FEB.	315	177**	\$ 73,680,900**
MAR.	390	295**	\$127,530,100**
APR.	453	283**	\$113,373,900**
MAY	460	314**	\$133,984,000**
JUNE	451	369**	\$166,682,700**
JULY	432	298**	\$123,274,900**
AUG.	373	334**	\$136,965,600**
SEPT.	420	274**	\$115,246,100**
OCT.	366	287**	\$114,905,600**
NOV.	272	243**	\$ 98,412,000**
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	2011	YEAR	2012	YEAR	2013	YEAR	2014	YEAR	2015	YEAR	2016
	TOTAL LISTINGS	NEW LISTINGS	TOTAL LISTINGS	NEW LISTINGS	TOTAL LISTINGS	NEW LISTINGS	TOTAL LISTINGS	NEW LISTINGS	TOTAL LISTINGS	NEW LISTINGS	TOTAL LISTINGS	NEW LISTINGS
MONTH	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS
JAN.	1307	346	1236	269	774	194	1083	263	1020	240	955	192
FEB.	1355	309	1275	268	1065	196	1165	297	1179	299	979	251
MAR.	1349	307	1175	264	1104	224	1324	329	1284	345	1175	325
APR.	1493	392	1335	294	1226	271	1445	340	1514	451	1322	335
MAY	1557	332	1400	316	1331	305	1614	415	1585	352	1518	363
JUNE	1662	383	1793	276	1384	304	1690	380	1694	426	1639	399
JULY	1731	403	1350	213	1447	325	1617	350	1568	351	1601	335
AUG.	1713	369	1376	263	1391	296	1428	287	1562	294	1430	300
SEPT.	1652	331	1344	208	1467	311	1463	300	1516	272	1512	268
OCT.	1445	229	1207	217	1312	271	1249	263	1339	248	1372	216
NOV.	1477	261	999	137	1209	194	1179	176	1125	175	986	154
DEC.	1233	195	918	121	1168	149	915	129	837	125		

**EL DORADO COUNTY-CLOSED ESCROW-HOMES (RESIDENTIAL) MONTHLY**

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
2005	185	195	320	286	255	276	260	269	249	187	179	171
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	148	147	521	242	271	311	264	287	235	241	202	

**NEW LISTINGS BY MONTH (RESIDENTIAL)**

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
2005	183	202	229	262	346	363	334	408	421	386	259	168
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	

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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
2005	\$ 442,500	\$ 445,000	\$ 439,000	\$ 459,250	\$487,000	\$479,705	\$475,000	\$485,000	\$504,000	\$465,000	\$472,000	\$492,500
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	\$227,000
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	\$ 405,000	\$ 425,000	\$ 439,000	\$ 438,500	\$432,500	\$ 460,000	\$423,750	\$406,500	\$ 419,000	\$ 405,000	\$ 429,450	

EL DORADO COUNTY-AVERAGE PRICE-SINGLE FAMILY HOMES MONTHLY

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
2005	\$ 522,287	\$ 483,586	\$ 493,306	\$ 520,139	\$ 535,880	\$ 539,350	\$545,768	\$524,711	\$ 544,110	\$503,921	\$527,848	\$528,242
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	\$ 460,280	\$ 478,526	\$ 472,471	\$ 446,596	\$ 472,815	\$ 487,855	\$449,408	\$ 457,282	\$ 454,912	\$ 447,812	\$452,940	

**MULTIPLE LISTING STATISTICS FOR NOVEMBER 2016**

		CLOSED '15	CLOSED '16	AVERAGE 2015	PRICE 2016
RESIDENTIAL/COMMON INT.	RES	174	202	\$ 422,318	\$ 452,940
MOBILE HOME-IN PARK	MOB	8	6	\$ 55,988	\$ 50,417
RESIDENTIAL INCOME	RIN	2	3	\$ 287,500	\$ 625,500
LAND	LND	11	22	\$ 195,455	\$ 148,100
COMMERCIAL/INDUSTRIAL	COM	0	0	\$ -	\$ -
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

<b>RESIDENTIAL SALES BY AREA NOVEMBER 2016</b>					
AREA	ZONE	2015 # OF SALES	2015 AVG. PRICE	2016 # OF SALES	2016 AVG. PRICE
GREATER CAMERON PARK	12601	30	\$ 401,579	25	\$ 441,269
EL DORADO HILLS	12602	44	\$ 598,605	61	\$ 625,560
SHINGLE SPRINGS	12603	9	\$ 517,333	7	\$ 466,571
RESCUE/LUNEMAN	12604	6	\$ 491,317	4	\$ 589,458
LATROBE/SOUTH AREA	12605	0	\$ -	1	\$ 725,000
GREATER PLACERVILLE	12701	12	\$ 270,167	28	\$ 374,540
DIAMOND SPRGS/EL DORADO	12702	13	\$ 266,988	7	\$ 329,153
PLEASANTVALLEY/PLV SOUTH	12703	3	\$ 506,333	6	\$ 342,167
SOMERSET/SOUTH COUNTY	12704	8	\$ 392,438	10	\$ 294,715
COLOMA, LOTUS	12705	0	\$ -	0	\$ -
GREENSTONE/GOLDHILLWEST	12706	6	\$ 765,667	5	\$ 562,900
MOSQUITO, SWANSBORO	12707	2	\$ 275,000	2	\$ 245,000
CAMINO, CEDAR GROVE	12801	2	\$ 145,025	9	\$ 319,667
POLLOCK PINES, SLY PARK	12802	17	\$ 246,994	15	\$ 324,427
AMERICAN RIVER CANYON	12803	2	\$ 149,000	2	\$ 153,000
GEORGETOWN, GARDENVALLEY	12901	9	\$ 251,889	10	\$ 358,200
PILOT HILL, COOL	12902	9	\$ 359,739	6	\$ 339,500
NORTH COUNTY	12903	2	\$ 343,250	4	\$ 297,500

**TRANSACTION SUMMARY**

	2015 MONTH	2015 YTD	2016 MONTH	2016 YTD
PENDING SALES-TOTAL	298	3907	272	4227
PENDING SALES - RESIDENTIAL	274	3544	230	3673
CLOSED SALES - TOTAL	195	2850	243	3051
CLOSED SALES - RESIDENTIAL	174	2463	202	2602
CLOSED SALES -RES.MEDIAN PRICE	\$ 394,950	\$ 400,000	\$ 429,450	\$ 425,000
LISTING INVENTORY - TOTAL	1125		986	
LISTING INVENTORY - RESIDENTIAL	763		589	

RESIDENTIAL SALES BY AREA --- YEAR-TO-DATE (1/1 - 11/30)

ZONE	AREA	2015 # OF SALES	2015 AVG. PRICE	2016 # OF SALES	2016 AVG. PRICE
12601	CAMERON PARK	351	\$391,729	338	\$414,728
12602	EL DORADO HILLS	759	\$614,810	799	\$640,026
12603	SHINGLE SPRINGS	111	\$493,542	134	\$502,896
12604	RESCUE/NORTH AREA	48	\$537,975	46	\$539,745
12605	LATROBE/SOUTH AREA	13	\$723,061	20	\$794,675
12701	PLACERVILLE	226	\$330,389	254	\$353,943
12702	DIAMOND SPRINGS/EL DORADO	124	\$313,798	142	\$354,460
12703	PLEASANT VALLEY	75	\$388,693	82	\$400,749
12704	SOMERSET/SOUTH COUNTY	100	\$304,554	104	\$322,377
12705	LOTUS/COLOMA	7	\$509,637	6	\$432,750
12706	GREENSTONE, GOLD HILL WEST	36	\$548,803	47	\$564,585
12707	SWANSBORO	16	\$296,894	22	\$277,482
12801	CAMINO/CEDAR GROVE	92	\$328,863	87	\$382,954
12802	POLLOCK PINES/SLY PARK	218	\$251,058	244	\$289,421
12803	AMERICAN RIVER CANYON	26	\$225,722	31	\$192,202
12901	GEORGETOWN DIVIDE	116	\$277,395	120	\$320,478
12902	PILOT HILL/COOL	137	\$363,980	105	\$403,179
12903	NORTH COUNTY	8	\$370,000	21	\$393,423

REPORT 4B

## Market Statistics Report

Listings as of 12/19/16 at 2:00pm

### NOVEMBER 2016

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	37	89	62	14	202
<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	37	89	62	14	202
Dollar Value	\$9,790,319	\$37,113,023	\$35,056,098	\$9,534,500	\$91,493,940
Average List Price	\$272,907	\$424,260	\$575,406	\$696,014	\$461,763
Average Sold Price	\$264,603	\$417,000	\$565,421	\$681,036	\$452,940
Average Market Time	47	48	41	50	46
Average Square Feet	1327	1913	2560	3671	2126
% of List Price	96.96	98.29	98.26	97.85	98.09
<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

Listings as of 12/19/16 at 2:00pm

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$70,000 thru \$79,999	1	128	Minimum	\$76,000	Maximum	\$1,345,000
\$80,000 thru \$89,999	1	36	Average	\$452,940	Median	\$429,450
\$90,000 thru \$99,999	2	59				
\$100,000 thru \$119,999	2	86				
\$140,000 thru \$159,999	1	4				
\$180,000 thru \$199,999	4	17				
\$200,000 thru \$249,999	14	72				
\$250,000 thru \$299,999	21	49				
\$300,000 thru \$349,999	20	48				
\$350,000 thru \$399,999	21	38				
\$400,000 thru \$449,999	27	36				
\$450,000 thru \$499,999	21	36				
\$500,000 thru \$549,999	15	64				
\$550,000 thru \$599,999	16	37				
\$600,000 thru \$649,999	11	50				
\$650,000 thru \$699,999	6	44				
\$700,000 thru \$749,999	6	11				
\$800,000 thru \$849,999	5	41				
\$850,000 thru \$899,999	2	24				
\$950,000 thru \$999,999	2	29				
\$1,000,000 thru \$1,249,999	1	90				
\$1,250,000 thru \$1,499,999	3	120				
	202	46				

REPORT 5A

## Market Statistics Report

Listings as of 12/19/16 at 2:05pm

### YEAR TO DATE 1/1/16 -11/30/16

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	384	1228	777	213	2602
<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	384	1228	777	213	2602
Dollar Value	\$104,937,680	\$487,692,845	\$447,748,470	\$160,096,619	\$1,200,475,614
Average List Price	\$278,270	\$403,968	\$585,366	\$773,075	\$469,801
Average Sold Price	\$273,275	\$397,144	\$576,253	\$751,627	\$461,366
Average Market Time	40	46	50	54	47
Average Square Feet	1293	1899	2764	3822	2225
% of List Price	98.21	98.31	98.44	97.23	98.20
<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

## Area Market Survey Summary

Listings as of 12/19/16 at 2:03pm

**Sold**

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>		
\$30,000 thru \$39,999	1	7	Minimum	\$37,000	Maximum
\$40,000 thru \$49,999	2	21	Average	\$461,366	Median
\$60,000 thru \$69,999	1	83			\$2,500,000
\$70,000 thru \$79,999	3	60			\$425,000
\$80,000 thru \$89,999	4	74			
\$90,000 thru \$99,999	11	42			
\$100,000 thru \$119,999	10	79			
\$120,000 thru \$139,999	16	39			
\$140,000 thru \$159,999	22	58			
\$160,000 thru \$179,999	40	46			
\$180,000 thru \$199,999	43	33			
\$200,000 thru \$249,999	214	44			
\$250,000 thru \$299,999	259	38			
\$300,000 thru \$349,999	242	40			
\$350,000 thru \$399,999	298	49			
\$400,000 thru \$449,999	256	34			
\$450,000 thru \$499,999	238	45			
\$500,000 thru \$549,999	216	41			
\$550,000 thru \$599,999	197	45			
\$600,000 thru \$649,999	129	50			
\$650,000 thru \$699,999	118	70			
\$700,000 thru \$749,999	70	55			
\$750,000 thru \$799,999	37	75			
\$800,000 thru \$849,999	48	69			
\$850,000 thru \$899,999	35	61			
\$900,000 thru \$949,999	14	55			
\$950,000 thru \$999,999	15	56			
\$1,000,000 thru \$1,249,999	34	91			
\$1,250,000 thru \$1,499,999	17	134			
\$1,500,000 thru \$1,749,999	5	77			
\$1,750,000 thru \$1,999,999	3	36			
\$2,000,000 thru \$2,249,999	1	12			
\$2,250,000 thru \$2,499,999	2	78			
\$2,500,000 thru \$2,749,999	1	34			

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**REPORT 5B**