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Market Report Copy – EDITS

El Dorado Hills Market Report
September 2023

Dear Neighbor,

As a homeowner, when your lifestyle evolves, you might find your home no longer suits your current lifestyle. Maybe you've made the decision to sell and free up capital to enjoy more leisure. However, you want to make sure you're maximizing your sale price.

For many of us, our homes represent our most significant asset, making it crucial to grasp the dynamics of this asset and the market you're a part of, especially when contemplating a sale. Seeking insights and guidance from a local market expert ensures you're making strong decisions. Here are the key insights into the current state of the El Dorado Hills real estate market.

Inventory Is Down and Demand Is Up

In September, the real estate market saw notable trends. El Dorado Hills witnessed a substantial 7.7% increase in home prices compared to the previous year. The median price for homes was \$909,000. Homes in El Dorado are selling faster, with an average of 35 days on the market, down from 46 days in the previous year. To maximize your investment, it's essential to collaborate with a real estate expert who possesses the expertise to strategically price and market your home, ensuring you achieve the highest possible return.

Median Sale Price Is Still on the Rise

The number of homes sold in September dropped to 201, a significant decrease from 276 in the previous year. This decline can be attributed to the limited inventory in the area, which continues to drive up prices. When you are preparing to sell your largest financial asset—that's exactly why you deserve a strategic marketing plan.

We Continue to See Homes Sell With Multiple Offers

The prevailing trend indicates a consistent occurrence of homes obtaining multiple offers. The real estate market remains notably active, showing no indication of slowing down. By implementing a well-considered strategy that includes pricing and property positioning aligned with your goals, we can optimize the potential for attracting a multitude of offers and selling your home at its highest possible price in the shortest time on the market. As a homeowner, this translates to the property's value and minimizing the time it spends available for sale.

If you're thinking about selling in the next 12 months, now is the time to start preparing for the market.

You deserve peace of mind and a smooth transaction. When you choose to work with me, you'll benefit from my extensive knowledge of the neighborhood and my expertise in accurately assessing the value of your home. We'll be sure your home is prepared and priced correctly to maximize your returns and deploy a targeted marketing approach that zeros in on your ideal buyer.

It is my commitment to excellent and consistent communication, along with strategic negotiation skills that set me apart. Having successfully sold over 280 homes in the El Dorado Hills area, I've earned the trust of my clients. My proven process ensures a seamless experience for you.

If you are thinking about selling your home in the next 12 months, call me today for your Strategic Marketing Consultation → (530) 417-3831

We will address your objectives and utilize my unique method to help you secure the highest achievable price within the shortest time frame on the market.

Call Today → (530) 417-3831

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El Dorado Hills Market Highlights

Single-Family Home Stats	Sept 2022 vs. Sept 2023	Analysis
Median Sale Price	↑ Up 7.7%	Median sale price is now at \$909K, up 7.7% from \$835,000 in 2022. By setting the right price from the very beginning, you can optimize the number of offers you receive and, in the end, achieve the quickest sale at the highest attainable price.
Median Days on Market	↓ Down 22.2%	The median days on the market are notably short, standing at 28 days in September, underscoring the impact of high demand and limited supply, especially when compared with the 36 days recorded in September 2022. Skillful pricing and strategic marketing are essential in ensuring your home achieves top-dollar sales results within a brief time on the market.
Price per Square Foot	↑ Up 9.4%	In September, there was a noticeable surge in demand in El Dorado Hills. The average price per square foot has increased to \$371, compared to September 2022 when it stood at \$339. To optimize your outcomes, it is of utmost importance to implement a well-established strategic plan and seek guidance right from the beginning.

Source: Cite data in small but legible print here.

LOOKING AHEAD

1. Low Supply of available Home

The month of inventory in September, calculated based on recent sales, increased by 32.9% when compared to the same month last year and by 39.6% in comparison to the previous month. A seller collaborating with an expert to effectively position their property on the market can typically anticipate achieving a favorable return.

2. Buyers Are Eagerly Searching

Prospective buyers are enthusiastic about acquiring the current available inventory. The number of days on the market in September was merely 28 days, making a 22.2% reduction from the same period in 2022. Given the limited inventory, it's an opportune moment to sell, regardless of the market fluctuations. To truly optimize your investment return, strategically positioning your home for potential buyers is of utmost importance.

3. Continued Growth In El Dorado Hills

As El Dorado Hills continues to grow, it's important to keep in mind that property values are expected to keep rising. Here are some key points to consider.

- El Dorado Hills was ranked among the top places to live in the United States due to its desirable climate, access to nature and excellent amenities.
- Between 2022 and 2026, job growth will average 2.7%, the fastest rate of growth for any county in California.
- Style Magazine names El Dorado the best place to raise a family.
- El Dorado Hills offers a retreat from the noise and congestion of urban living. Enjoy the finest dining, shopping, outdoor activities and so much more.

4. What to Expect When Selling Your Home

The real estate market undergoes continuous changes, and you rightfully strive to secure the highest achievable price for your home. The decisive factors often include the effectiveness of your marketing strategy, your pricing expertise, and your negotiation skills. These elements can be Key when you're positioned to sell your home, marking a significant financial transaction in your life.

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