MARKET INTELLIGENCE

El Dorado Hills Real Estate Market Report

A data-driven look at pricing, inventory, buyer demand, and neighborhood trends across El Dorado Hills and the surrounding Sacramento foothills.

EDITION
Spring 2026

COVERAGE
Q1 2026 MLS Data

AREAS
Granite Bay · Loomis · EDH · Folsom

POWELL
REAL ESTATE

OVERVIEW

El Dorado Hills at a Glance

El Dorado Hills is one of the Sacramento foothills' most active markets. Here's where the Q1 2026 MLS data stands.

$936,000	MEDIAN SALE PRICE +1.5% YoY	131	Q1 2026 SALES 128 → 131 (+2.3%)
32	MEDIAN DAYS ON MARKET Avg: 73 days	$373	AVG. PRICE PER SQ FT Flat YoY

Source: Metrolist MLS — Q1 2026 single-family detached home sales, 95762 zip code.

What the Data Shows

- **131 Q1 sales — the highest volume** of the four foothills cities, up 2.3% year-over-year.
- **Pricing is stable:** median sale price $936K (+1.5% YoY), average $1.08M (+0.9% YoY).
- **73% sold below original list price** — the highest below-list rate of the four cities.
- **28% cash buyers** — significant but below Granite Bay's 31%.

Market Pulse

EDH shows healthy transaction volume with stable pricing, but sellers are adjusting — only 17% of homes sold above list.

> "The theme for 2026 is stuck, but a little less stuck. Entry-level ranges are super-hot if priced right. And there has been more strength at higher prices."
>
> — Ryan Lundquist, Sacramento Appraisal Blog, March 2026

Across the region, homes that go pending within the first two weeks tend to receive the strongest offers. Timing and pricing remain everything.

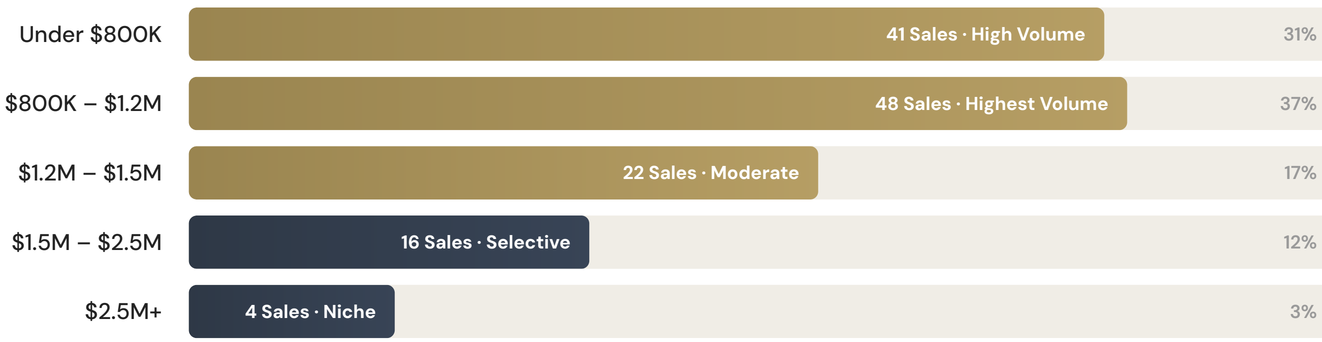
SUPPLY & DEMAND

Q1 Sales by Price Point

Where are El Dorado Hills buyers actually buying? This breakdown of all 131 Q1 2026 closed sales reveals where demand concentrates and where patience is needed.

Sales Volume & Competition by Price Tier

Bar width reflects relative demand intensity. Percentages show each tier's share of total Q1 sales.



The $800K – $1.2M Core Market

This is El Dorado Hills' dominant tier, representing 37% of Q1 closings with consistent activity:

- **48 sales in Q1** — more than any other price tier across all 4 cities
- 19% sold above original list price, showing buyer willingness to compete
- Average 1.5 offers per listing — steady but not frenzied
- Buyers in this range cross-shop with Folsom and Granite Bay frequently

> "It's rarely the market that's the problem — it's the strategy. Price it right and buyers show up. Price it wrong and you sit."
>
> — Powell Real Estate Market Minute, Mar 12, 2026

Speed & Competition

Across all 131 Q1 sales, buyer urgency follows a clear pattern:

When Offers Come In

- **≤ 7 days:** 21% of all sales — strongest offers
- **≤ 14 days:** 34% — urgency drops after this
- **≤ 30 days:** 47% — price reduction territory
- **90+ days:** 34% — stigma and stale perception

Average offers per listing: **1.6**. The sale-to-list ratio was **96.1%**, with 17% selling above and 73% selling below original list price.

Concessions: 28% of sales involved seller concessions — buyers in El Dorado Hills are negotiating terms, not just price.

NEIGHBORHOODS

Area Spotlight — Q1 2026

All four Sacramento foothills communities side by side — all data from Metrolist MLS Q1 2026 closed sales.

Granite Bay

LUXURY FOOTHILLS LIVING

Avg. Sale Price	$1,432,571 +7.8%
Median Sale Price	$1,325,000
Q1 Sales	48
Median Days on Market	34 days
Avg. Price/SF	$418/sf

Loomis

RURAL CHARM, PREMIUM VALUE

Avg. Sale Price	$1,100,080 −13.9%
Median Sale Price	$845,500
Q1 Sales	26
Median Days on Market	35 days
Avg. Price/SF	$476/sf

El Dorado Hills

MASTER-PLANNED EXCELLENCE

Avg. Sale Price	$1,084,313 +0.9%
Median Sale Price	$936,000
Q1 Sales	131
Median Days on Market	32 days
Avg. Price/SF	$373/sf

Folsom

GROWTH & OPPORTUNITY

Avg. Sale Price	$824,116 +1.6%
Median Sale Price	$780,000
Q1 Sales	156
Median Days on Market	17 days
Avg. Price/SF	$361/sf

> **Why local context matters:** Each of these communities has its own pricing dynamics, buyer profiles, and competitive landscape. Hyperlocal knowledge — not just regional averages — is critical for making smart real estate decisions.
>
> — Ryan Lundquist, Sacramento Appraisal Blog, January 2026

Q1 2026 — Four Cities at a Glance

Most sales: Folsom (156) and El Dorado Hills (131) lead in volume. **Fastest market:** Folsom's median 17 days on market is roughly half of the other three cities. **Highest price per SF:** Loomis at $476/sf, reflecting demand for smaller, character properties. **Most competitive:** Loomis had the highest above-list rate (31%) and most offers per listing (2.4).

INSIGHTS

What Buyers & Sellers Need to Know

Whether you're buying or selling in El Dorado Hills this spring, the Q1 MLS data points to clear themes.

If You're Selling

Price It Right From Day One

Q1 data shows the most competitive activity happens in the first 7–10 days. Price at or slightly below market to attract early urgency.

- Sale-to-list ratio: 96.1%
- 17% sold above list in ~7 days
- 34% of sales took 90+ days on market
- 28% of sales involved concessions

Pricing precision matters: 73% of EDH homes sold below original list price in Q1. Getting the price right from day one is critical — overpriced homes averaged 90+ days on market.

Marketing matters: Professional photography, cinematic video, and targeted digital marketing differentiate listings. The right brokerage makes your home stand out — not just list it.

If You're Buying

Be Prepared to Act

The buyer pool is smaller but more serious. Being pre-qualified gives you an edge in a market where 21% of homes sell in the first week.

- 21% sold in ≤ 7 days — best homes go fast
- Average offers per listing: 1.6
- 28% were cash — but financed buyers compete
- 73% sold below list — there's room to negotiate

Where the opportunities are: With 131 Q1 sales and steady pricing (+0.9% YoY), buyers have selection and negotiating room. Focus on well-maintained homes in established neighborhoods.

The lifestyle factor: El Dorado Hills offers top-rated schools, family-friendly master-planned communities, and easy access to both Sacramento and the Sierra foothills.

The Bottom Line

El Dorado Hills had the most transaction volume of the four foothills markets in Q1 with 131 sales. Pricing is stable year-over-year, but 73% sold below list — meaning sellers must price accurately. Buyers benefit from selection and reasonable competition.

Thinking About
Your Next Move?

Whether you're considering selling your El Dorado Hills home, searching for your next property, or just want to understand what your home is worth — we'd love to have a conversation. No pressure, just real data and honest advice.

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