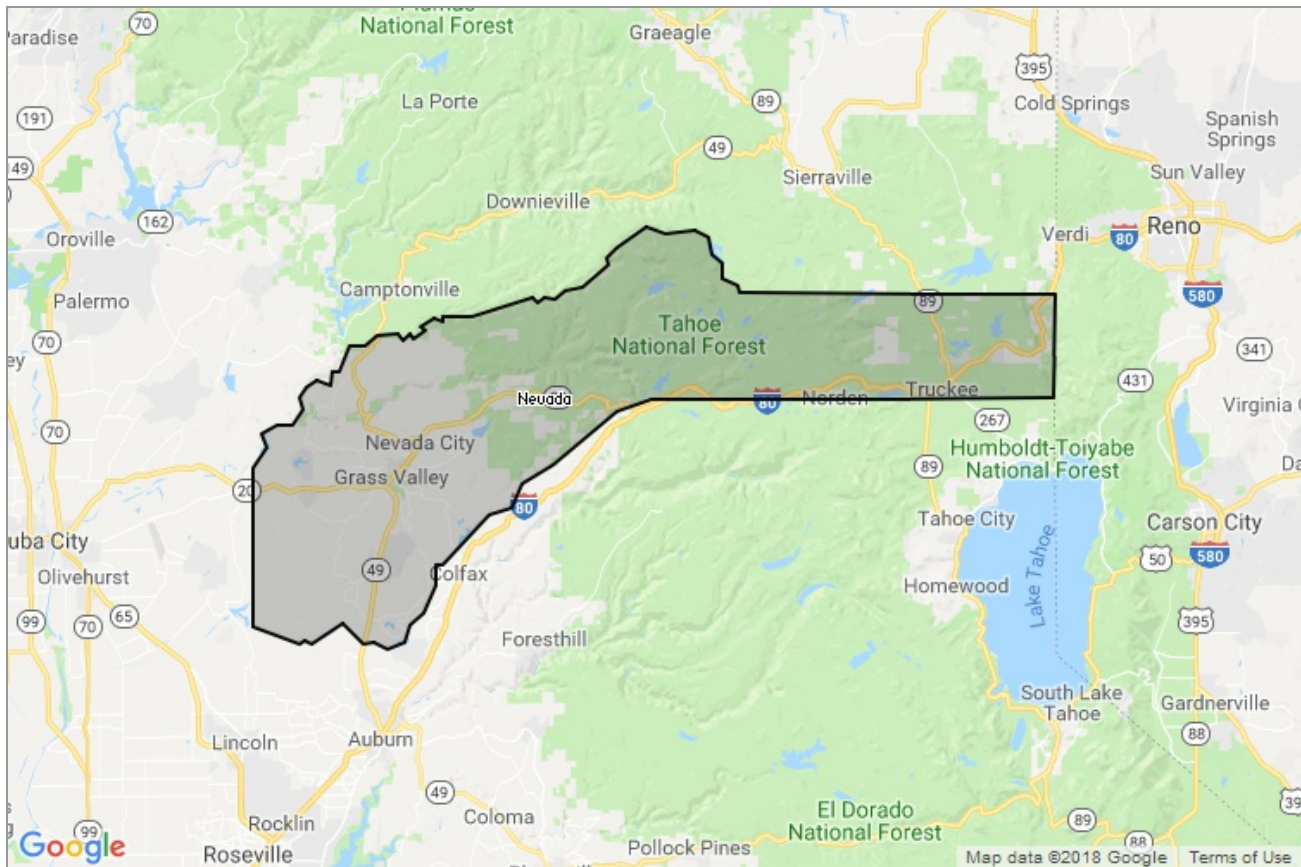


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
6/2017 – 6/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 07/09/2018

Scheduled: Yes

Presented by

**Nevada County Association of
REALTORS®**

California Appraisal License: 00871064

(530) 272-2627

Other: <http://www.nevadacountyaoar.com/>

336 Crown Point Circle
Grass Valley, CA 95945

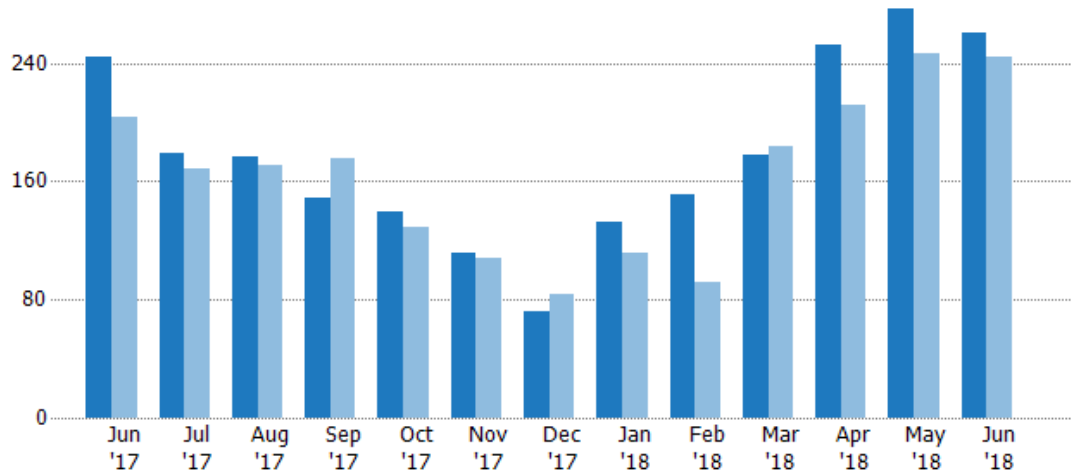
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Jun '18	261	7%
Jun '17	244	19.6%
Jun '16	204	-5.4%



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	244	179	177	149	140	112	72	133	151	178	252	277	261
Prior Year	204	168	171	176	129	108	84	112	92	184	211	246	244
Percent Change from Prior Year	20%	7%	4%	-15%	9%	4%	-14%	19%	64%	-3%	19%	13%	7%

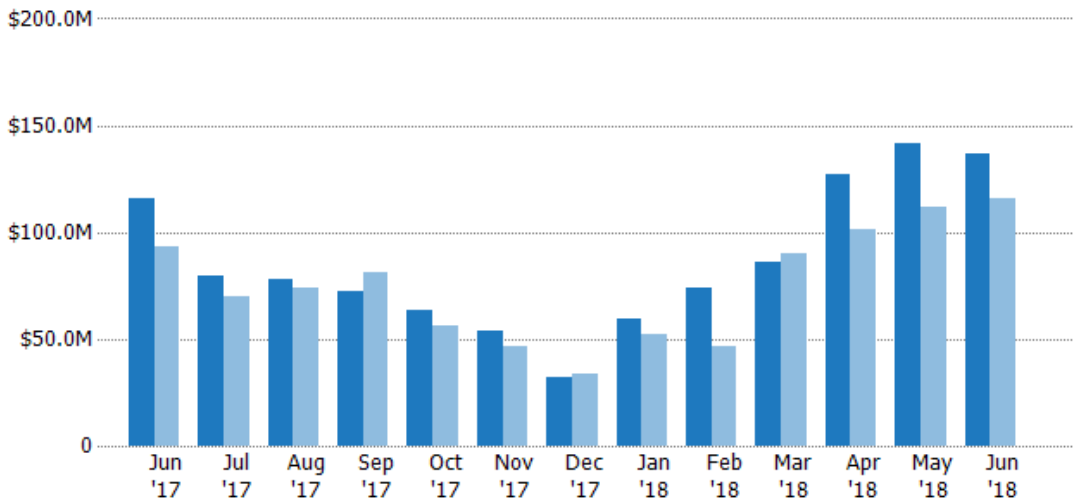
New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

County: Nevada County, California

Month/Year	Volume	% Chg.
Jun '18	\$137M	17.9%
Jun '17	\$116M	25.1%
Jun '16	\$92.9M	-14.6%



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	\$116M	\$79.6M	\$78M	\$72.4M	\$63.2M	\$53.6M	\$31.9M	\$59.6M	\$74.2M	\$85.7M	\$127M	\$142M	\$137M
Prior Year	\$92.9M	\$69.7M	\$74.1M	\$81.3M	\$55.9M	\$46.9M	\$33.9M	\$52.2M	\$46.6M	\$89.8M	\$101M	\$112M	\$116M
Percent Change from Prior Year	25%	14%	5%	-11%	13%	14%	-6%	14%	59%	-5%	25%	27%	18%

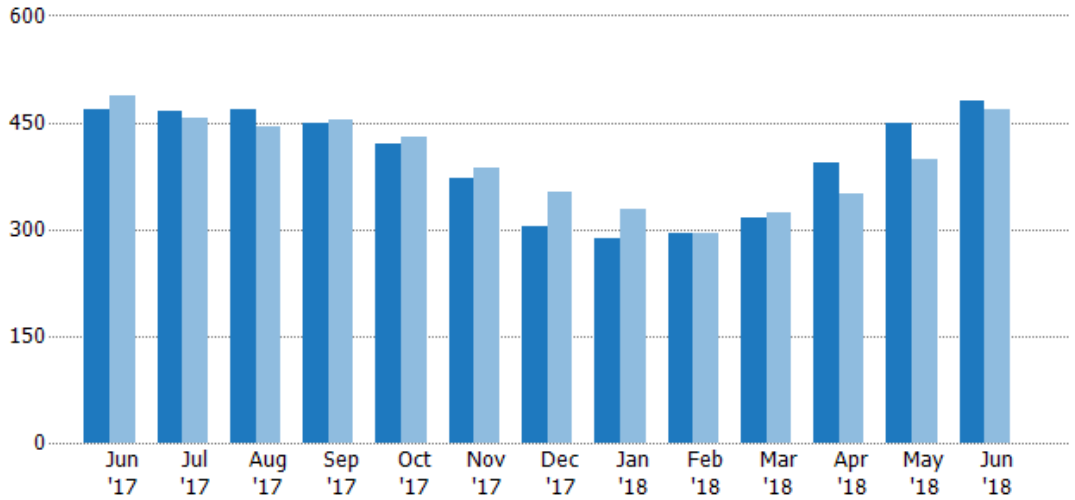
Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Jun '18	480	2.3%
Jun '17	469	-3.9%
Jun '16	488	11.9%



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	469	465	468	448	421	371	304	286	294	317	393	449	480
Prior Year	488	456	443	454	430	385	352	328	295	323	350	398	469
Percent Change from Prior Year	-4%	2%	6%	-1%	-2%	-4%	-14%	-13%	0%	-2%	12%	13%	2%

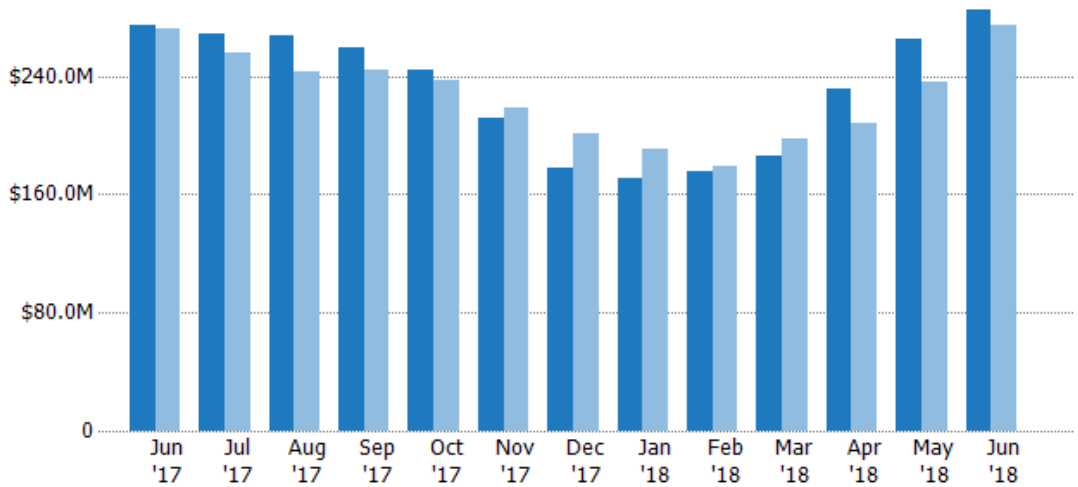
Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Nevada County, California

Month/Year	Volume	% Chg.
Jun '18	\$285M	3.5%
Jun '17	\$275M	1.2%
Jun '16	\$272M	-5.6%



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	\$275M	\$268M	\$267M	\$260M	\$244M	\$211M	\$178M	\$171M	\$175M	\$186M	\$231M	\$265M	\$285M
Prior Year	\$272M	\$255M	\$243M	\$244M	\$238M	\$219M	\$201M	\$190M	\$179M	\$197M	\$208M	\$237M	\$275M
Percent Change from Prior Year		1%	5%	10%	6%	3%	-3%	-11%	-10%	-2%	-6%	11%	12%

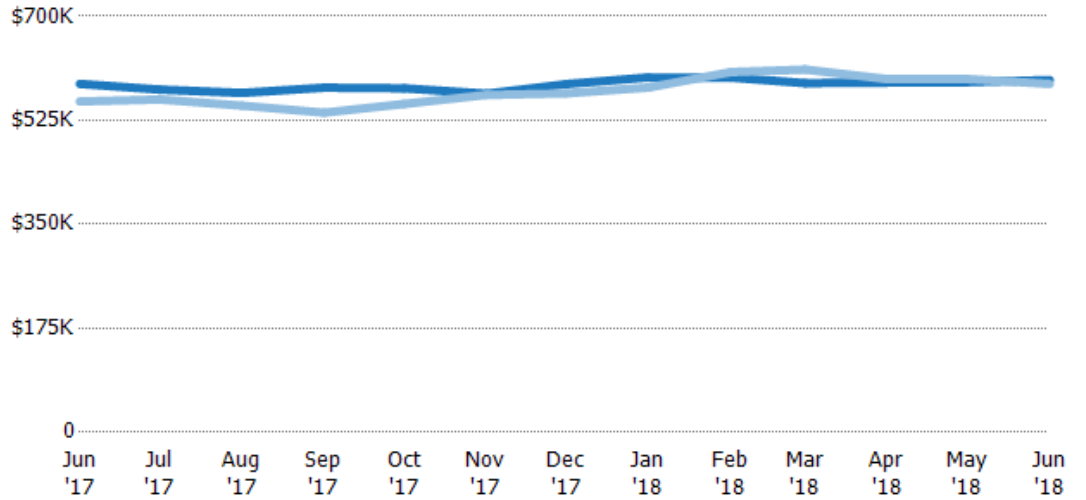
Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Nevada County, California

Month/Year	Price	% Chg.
Jun '18	\$593K	1.1%
Jun '17	\$586K	5.3%
Jun '16	\$557K	-15.6%



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	\$586K	\$577K	\$571K	\$580K	\$579K	\$570K	\$586K	\$597K	\$597K	\$588K	\$588K	\$589K	\$593K
Prior Year	\$557K	\$560K	\$550K	\$538K	\$552K	\$568K	\$570K	\$580K	\$606K	\$610K	\$594K	\$594K	\$586K
Percent Change from Prior Year	5%	3%	4%	8%	5%	0%	3%	3%	-2%	-4%	-1%	-1%	1%

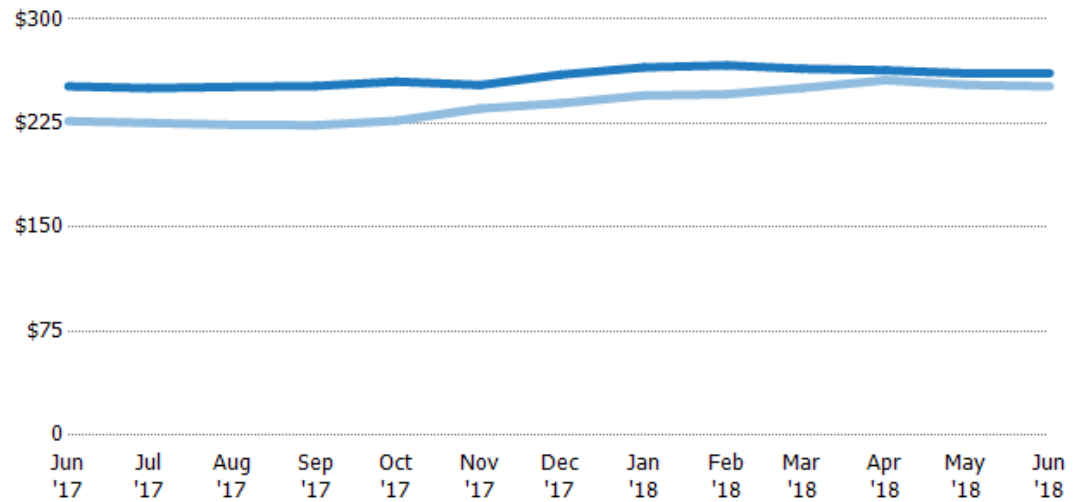
Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

County: Nevada County, California

Month/Year	Price/sq ft	% Chg.
Jun '18	\$261	3.8%
Jun '17	\$252	11.1%
Jun '16	\$227	-9.7%



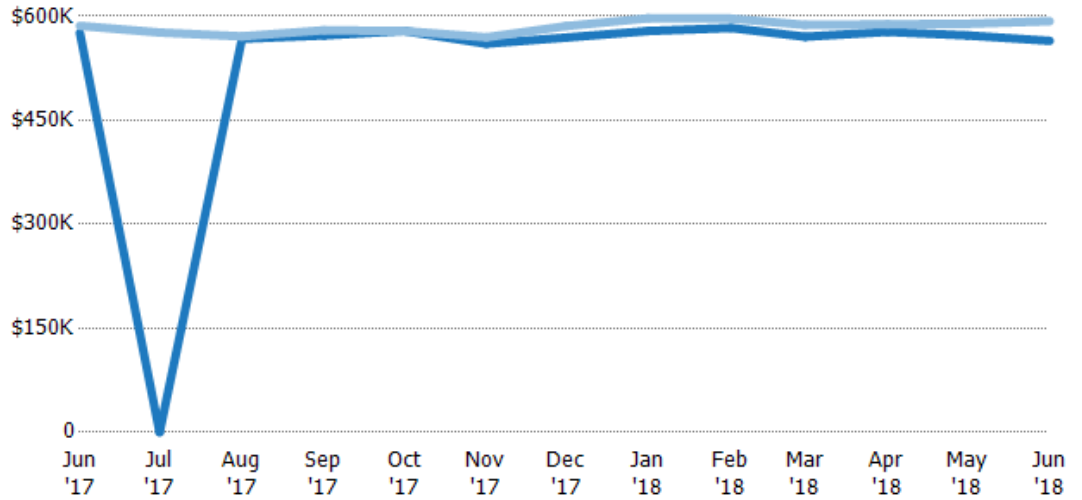
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	\$252	\$250	\$251	\$252	\$255	\$253	\$260	\$265	\$267	\$264	\$263	\$261	\$261
Prior Year	\$227	\$225	\$224	\$224	\$227	\$236	\$239	\$245	\$246	\$250	\$256	\$253	\$252
Percent Change from Prior Year	11%	11%	12%	13%	12%	7%	9%	8%	8%	6%	3%	3%	4%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

County: Nevada County, California



Avg Est Value	\$576K	\$0	\$568K	\$572K	\$579K	\$560K	\$569K	\$579K	\$583K	\$571K	\$578K	\$572K	\$565K
Avg Listing Price	\$586K	\$577K	\$571K	\$580K	\$579K	\$570K	\$586K	\$597K	\$597K	\$588K	\$588K	\$589K	\$593K
Avg Listing Price as a % of Avg Est Value	102%	100%	101%	101%	100%	102%	103%	103%	102%	103%	102%	103%	105%

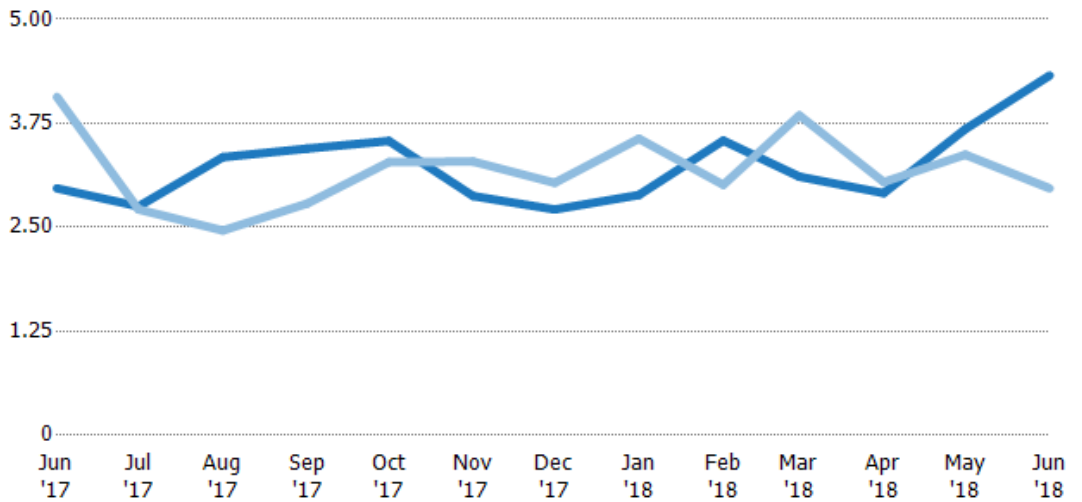
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

County: Nevada County, California

Month/Year	Months	% Chg.
Jun '18	4.32	45.7%
Jun '17	2.97	-27%
Jun '16	4.07	-2%



Current Year	2.97	2.75	3.34	3.45	3.54	2.88	2.71	2.89	3.54	3.11	2.91	3.68	4.32
Prior Year	4.07	2.71	2.46	2.79	3.28	3.29	3.03	3.57	3.01	3.85	3.04	3.37	2.97
Percent Change from Prior Year	-27%	1%	36%	24%	8%	-13%	-11%	-19%	18%	-19%	-4%	9%	46%

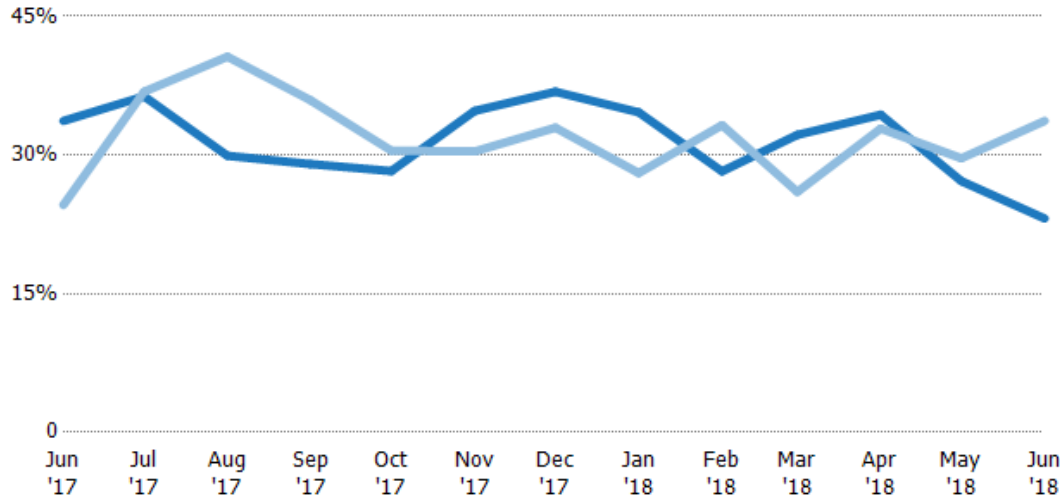
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Nevada County, California

Month/Year	Rate	Chg.
Jun '18	23%	10.6%
Jun '17	34%	-9.1%
Jun '16	25%	2%

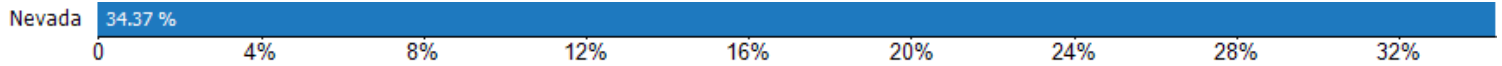


	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	34%	36%	30%	29%	28%	35%	37%	35%	28%	32%	34%	27%	23%
Prior Year	25%	37%	41%	36%	30%	30%	33%	28%	33%	26%	33%	30%	34%
Change from Prior Year	-9%	1%	11%	7%	2%	-4%	-4%	-7%	5%	-6%	-2%	2%	11%

Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: County: Nevada County, California



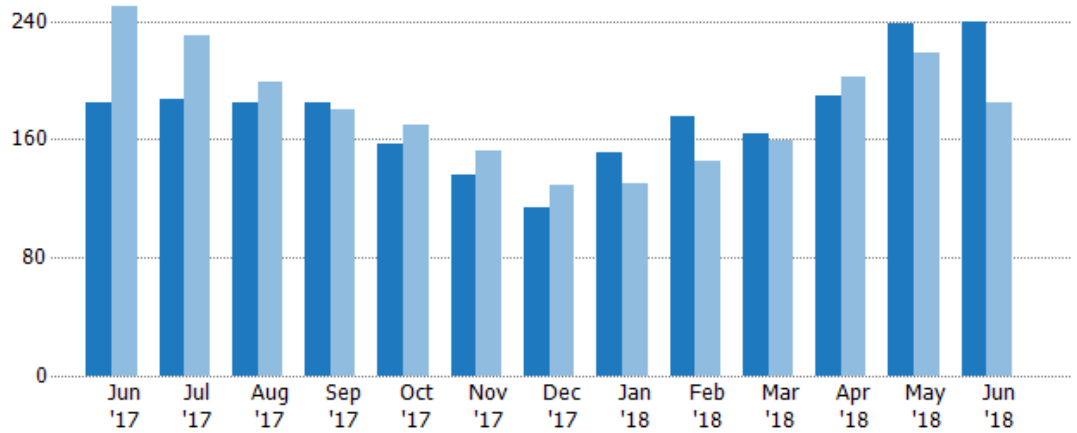
Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Jun '18	239	29.2%
Jun '17	185	-26%
Jun '16	250	-11.2%



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	185	187	185	185	157	136	114	151	175	164	190	238	239
Prior Year	250	230	199	180	170	152	129	130	145	159	202	218	185
Percent Change from Prior Year	-26%	-19%	-7%	3%	-8%	-11%	-12%	16%	21%	3%	-6%	9%	29%

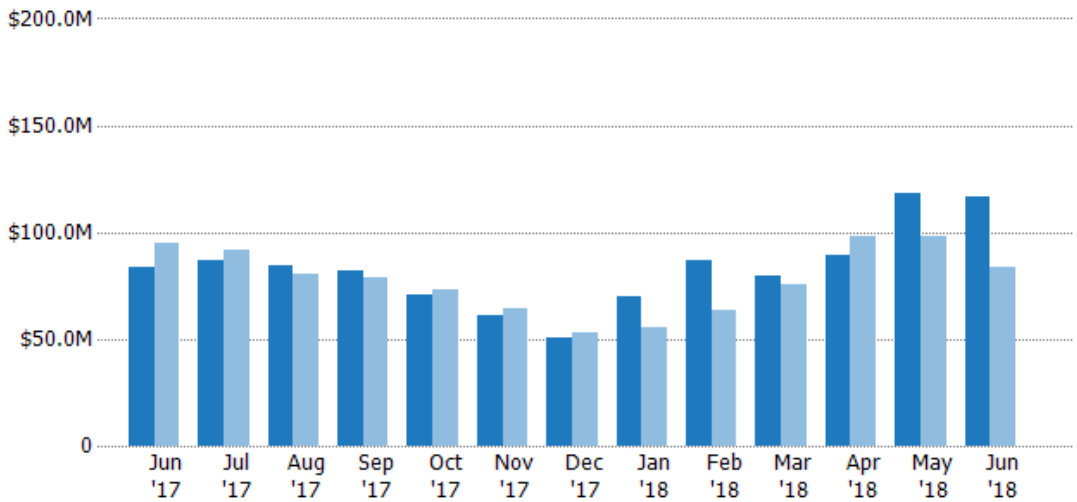
Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used

County: Nevada County, California

Month/Year	Volume	% Chg.
Jun '18	\$117M	40.1%
Jun '17	\$83.3M	-12.1%
Jun '16	\$94.8M	-16.4%



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	\$83.3M	\$86.6M	\$84.4M	\$82.3M	\$70.9M	\$60.7M	\$50.2M	\$70M	\$86.7M	\$79.6M	\$89.5M	\$118M	\$117M
Prior Year	\$94.8M	\$91.4M	\$80.4M	\$78.9M	\$73.1M	\$64M	\$53.3M	\$55.8M	\$63.5M	\$75.8M	\$98.3M	\$98.1M	\$83.3M
Percent Change from Prior Year	-12%	-5%	5%	4%	-3%	-5%	-6%	26%	36%	5%	-9%	20%	40%

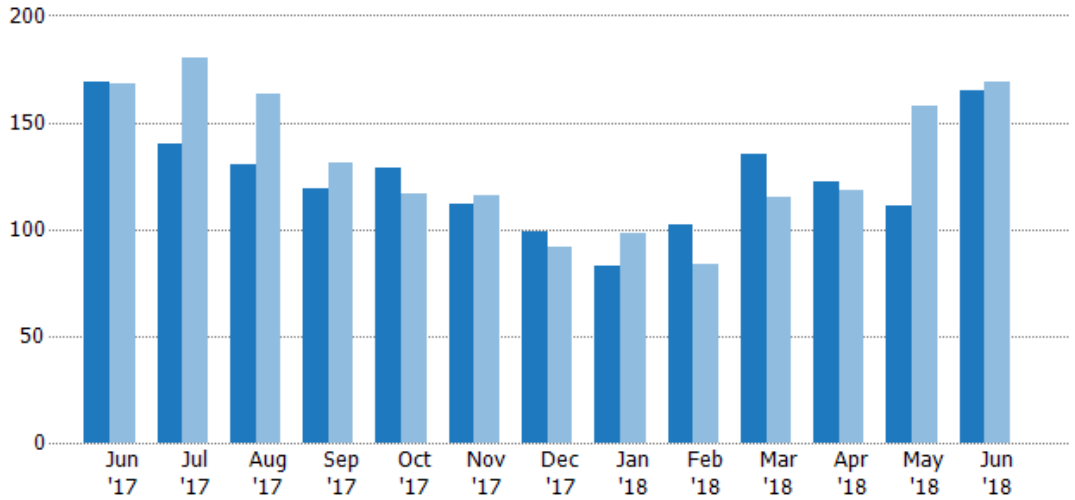
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Jun '18	165	-2.4%
Jun '17	169	0.6%
Jun '16	168	-10.7%



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	169	140	130	119	129	112	99	83	102	135	122	111	165
Prior Year	168	180	163	131	117	116	92	98	84	115	118	158	169
Percent Change from Prior Year	1%	-22%	-20%	-9%	10%	-3%	8%	-15%	21%	17%	3%	-30%	-2%

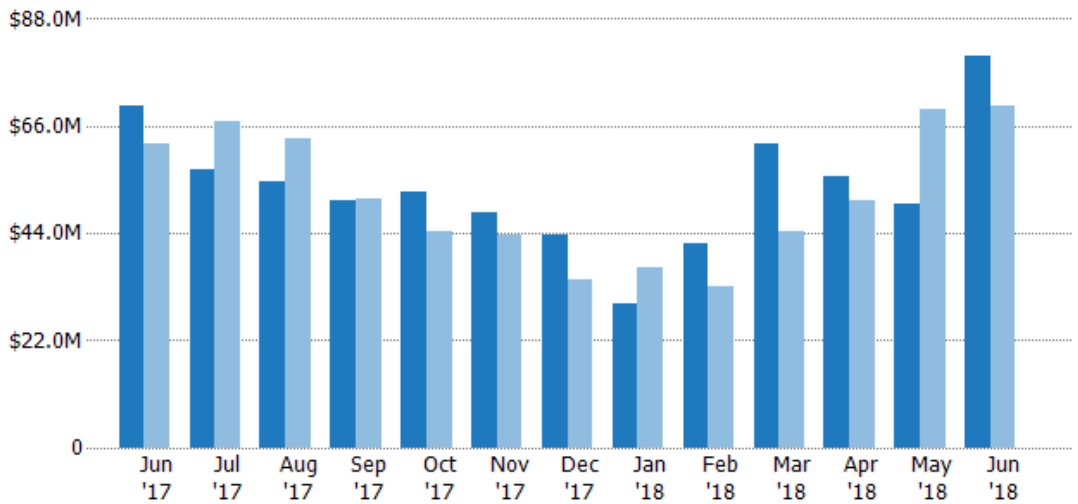
Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

County: Nevada County, California

Month/Year	Volume	% Chg.
Jun '18	\$80.2M	14.6%
Jun '17	\$70M	12.3%
Jun '16	\$62.4M	-12.7%



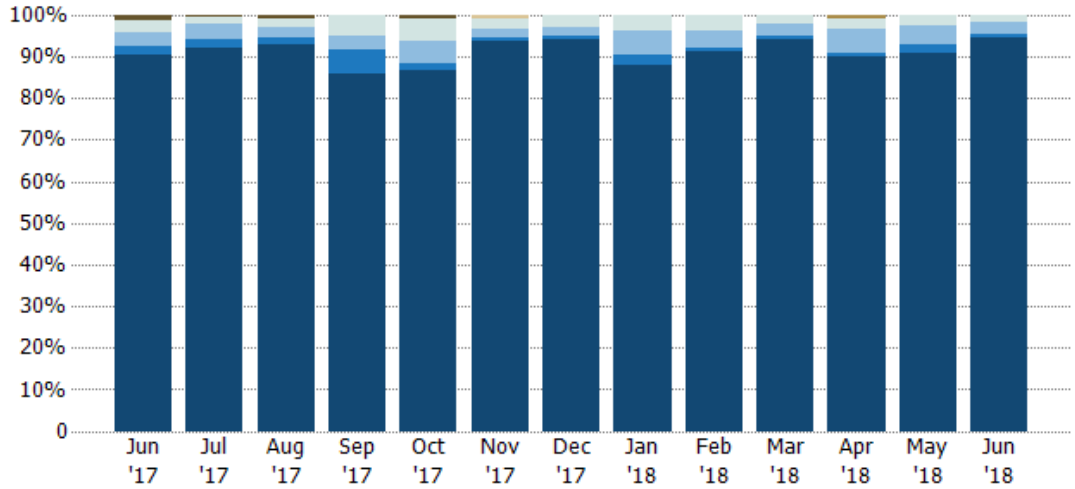
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	\$70M	\$57M	\$54.6M	\$50.8M	\$52.3M	\$48.2M	\$43.6M	\$29.6M	\$42M	\$62.5M	\$55.7M	\$50.1M	\$80.2M
Prior Year	\$62.4M	\$67.1M	\$63.6M	\$51M	\$44.4M	\$43.6M	\$34.4M	\$37.1M	\$33M	\$44.5M	\$50.7M	\$69.3M	\$70M
Percent Change from Prior Year	12%	-15%	-14%	0%	18%	10%	27%	-20%	27%	40%	10%	-28%	15%

Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

County: Nevada County, California

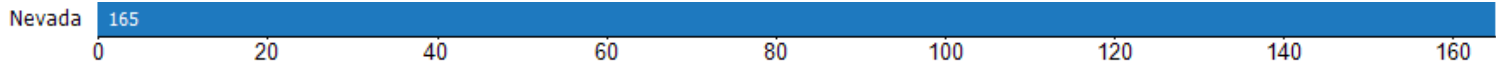


Other	-	-	-	-	-	1%	-	-	-	-	-	-	-
Coop	-	-	-	-	-	-	-	-	-	-	1%	-	-
Lot/Land	1%	1%	1%	-	1%	-	-	-	-	-	-	-	-
Multifamily/Multiplex	3%	1%	2%	5%	5%	3%	3%	4%	4%	2%	2%	3%	2%
Mobile/Manufactured	4%	4%	2%	3%	5%	2%	2%	6%	4%	3%	6%	5%	3%
Condo/Townhouse	2%	2%	2%	6%	2%	1%	1%	2%	1%	1%	1%	2%	1%
Single Family Residence	91%	92%	93%	86%	87%	94%	94%	88%	91%	94%	90%	91%	95%

Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

Filters Used: County: Nevada County, California

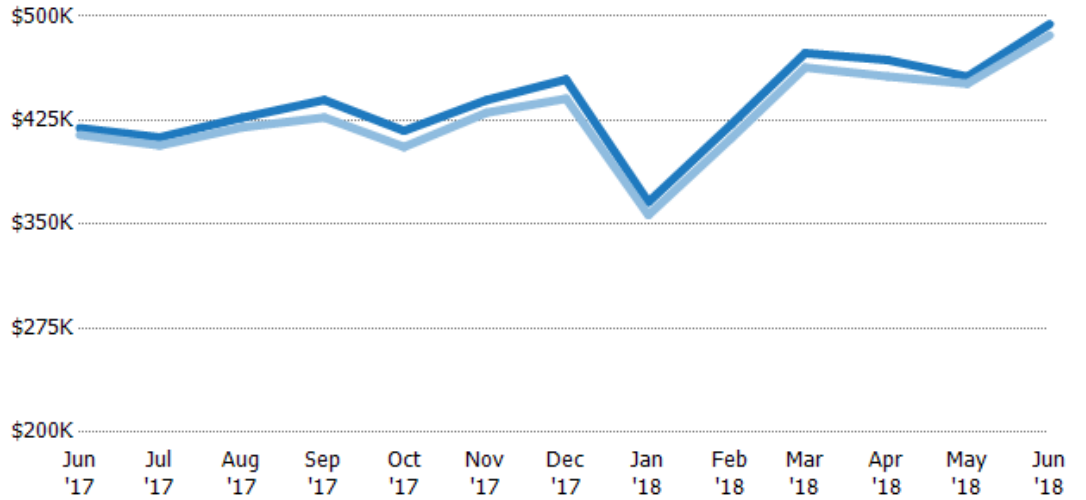


Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

County: Nevada County, California



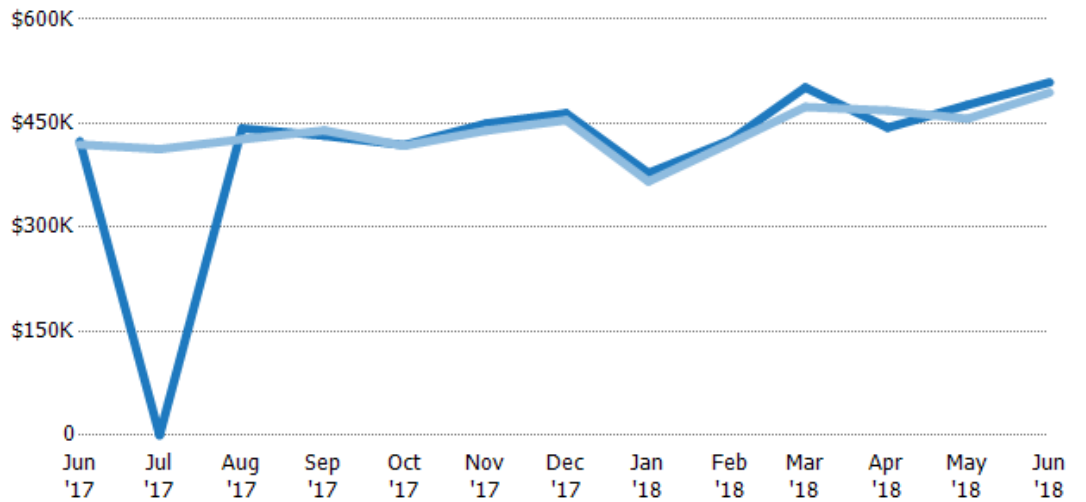
Avg List Price	\$419K	\$413K	\$427K	\$440K	\$417K	\$440K	\$454K	\$366K	\$422K	\$473K	\$468K	\$456K	\$494K
Avg Sales Price	\$414K	\$407K	\$420K	\$427K	\$406K	\$430K	\$441K	\$357K	\$412K	\$463K	\$457K	\$451K	\$486K
Avg Sales Price as a % of Avg List Price	99%	99%	98%	97%	97%	98%	97%	97%	98%	98%	97%	99%	98%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

County: Nevada County, California



Avg Est Value	\$424K	\$0	\$443K	\$432K	\$419K	\$450K	\$464K	\$378K	\$426K	\$502K	\$444K	\$476K	\$509K
Avg Sales Price	\$419K	\$413K	\$427K	\$440K	\$417K	\$440K	\$454K	\$366K	\$422K	\$473K	\$468K	\$456K	\$494K
Avg Sales Price as a % of Avg Est Value	99%	100%	96%	102%	100%	98%	98%	97%	99%	94%	106%	96%	97%

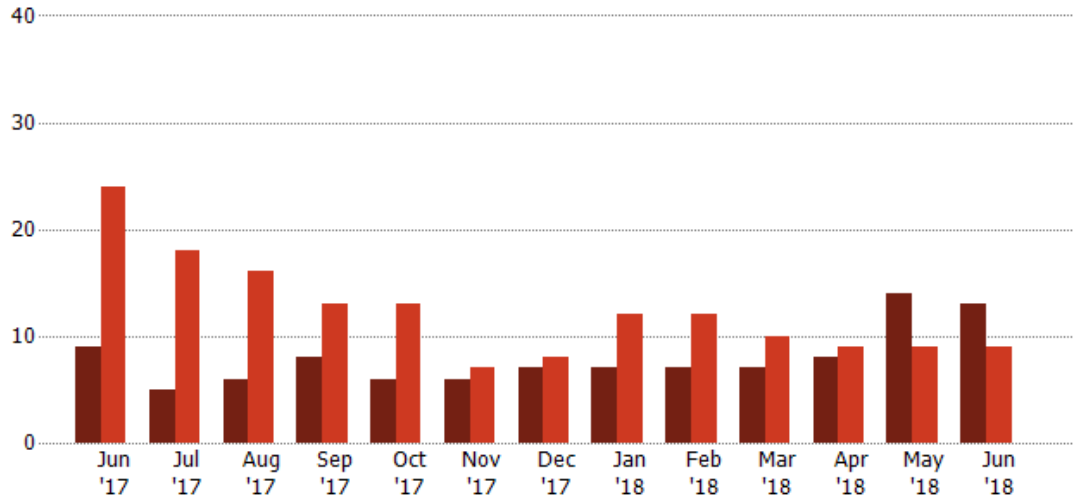
Distressed Listings

The number of distressed single-family, condominium and townhome properties that were for sale at the end of each month.

Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Jun '18	13	44.4%
Jun '17	9	-62.5%
Jun '16	24	29.2%

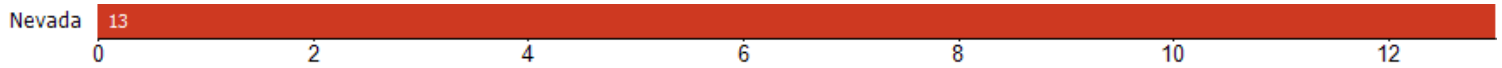


Current Year	9	5	6	8	6	6	7	7	7	7	8	14	13
Prior Year	24	18	16	13	13	7	8	12	12	10	9	9	9
Percent Change from Prior Year	-63%	-72%	-63%	-38%	-54%	-14%	-13%	-42%	-42%	-30%	-11%	56%	44%

Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

Filters Used: County: Nevada County, California



Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details

Report Name: Monthly Market Data Report

Run Date: 07/09/2018

Scheduled: Yes

Report Date Range: From 6/2017 To: 6/2018

Information Included

- | | |
|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet | <input checked="" type="checkbox"/> Averages |
| <input type="checkbox"/> Include Key Metric Summary | <input checked="" type="checkbox"/> Include Appendix |
| <input checked="" type="checkbox"/> Include Metrics By: County | <input type="checkbox"/> Medians |

MLS Filter

MLS: All

Listing Filters

Property Types: All

Sales Types: All

Price Range: None

Location Filters

State: All

County: Nevada County, California

ZIP Code: All

Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 6/2018 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area