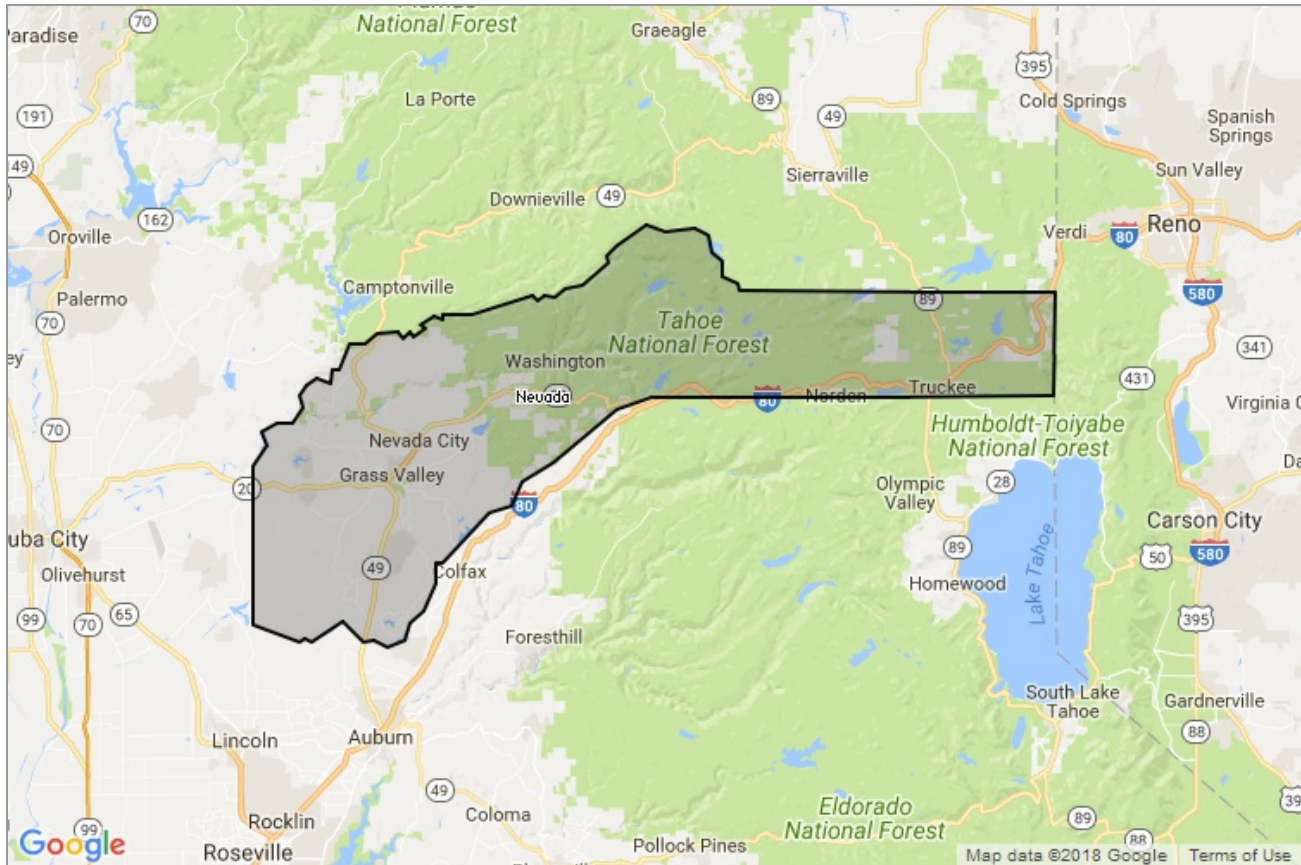


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
3/2017 – 3/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 04/06/2018

Scheduled: Yes

Presented by

**Nevada County Association of
REALTORS®**

California Appraisal License: 00871064

(530) 272-2627

<http://www.nevadacountyaoor.com/>

336 Crown Point Circle
Grass Valley, CA 95945

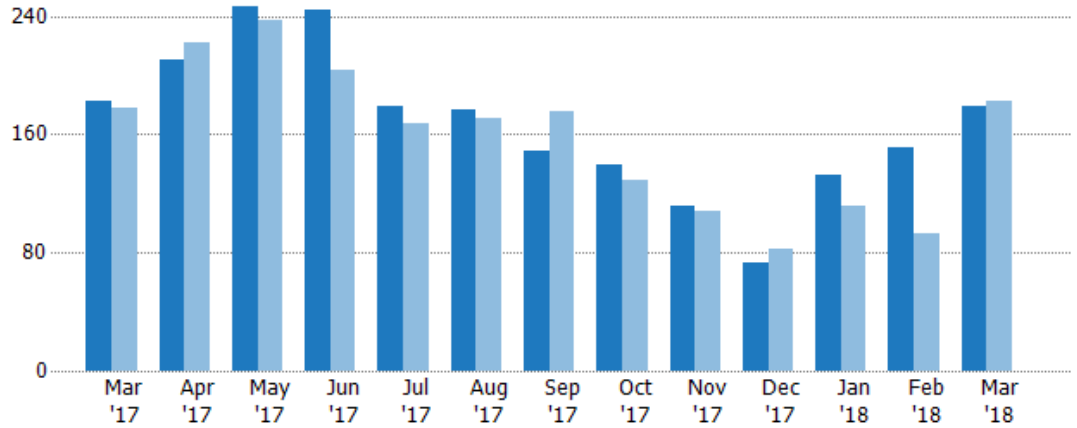
New Listings

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.
Mar '18	179	-2.2%
Mar '17	183	2.8%
Mar '16	178	21.3%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	183	210	246	244	179	177	149	140	112	73	133	151	179
Prior Year	178	222	237	203	167	171	176	129	108	83	112	93	183
Percent Change from Prior Year	3%	-5%	4%	20%	7%	4%	-15%	9%	4%	-12%	19%	62%	-2%

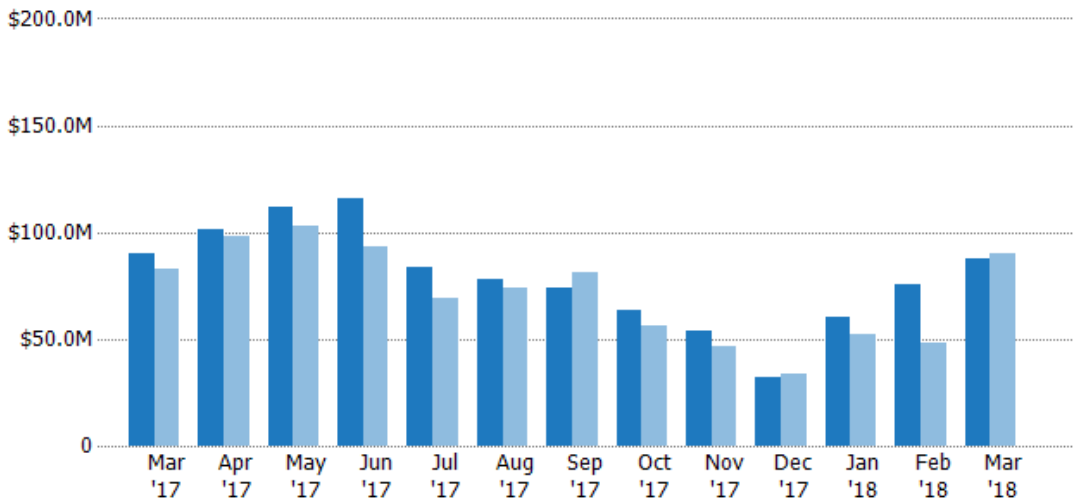
New Listing Volume

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.
Mar '18	\$88M	-1.9%
Mar '17	\$89.7M	8.9%
Mar '16	\$82.4M	6.4%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	\$89.7M	\$101M	\$112M	\$116M	\$83.3M	\$78.1M	\$73.7M	\$63.4M	\$54.1M	\$32.4M	\$60.5M	\$75.4M	\$88M
Prior Year	\$82.4M	\$98.4M	\$103M	\$92.9M	\$69.5M	\$74.1M	\$81M	\$55.9M	\$46.9M	\$34M	\$52.3M	\$48M	\$89.7M
Percent Change from Prior Year	9%	3%	8%	25%	20%	5%	-9%	13%	15%	-4%	16%	57%	-2%

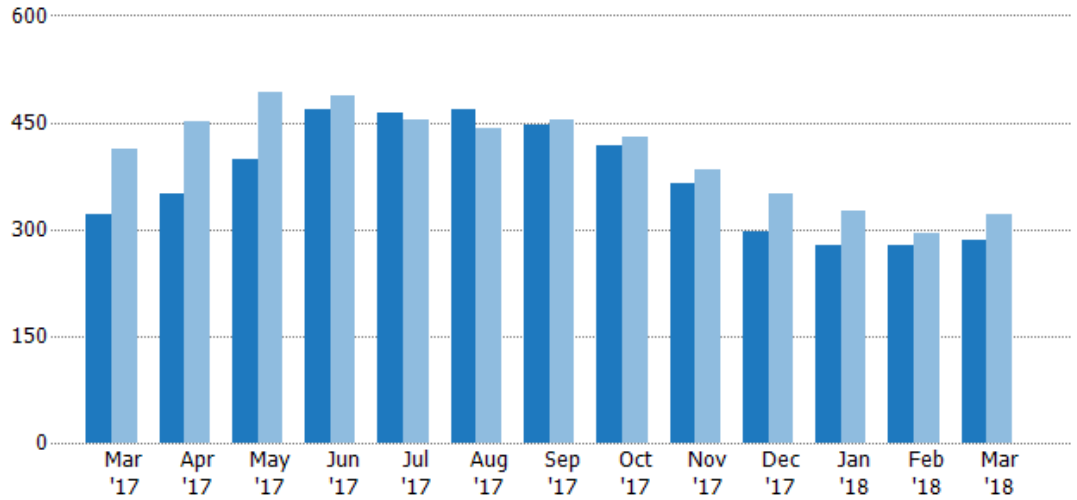
Active Listings

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.
Mar '18	285	-11.5%
Mar '17	322	-21.8%
Mar '16	412	23.5%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	322	349	397	468	463	467	446	418	364	297	277	277	285
Prior Year	412	452	492	488	454	442	453	429	384	350	326	294	322
Percent Change from Prior Year	-22%	-23%	-19%	-4%	2%	6%	-2%	-3%	-5%	-15%	-15%	-6%	-11%

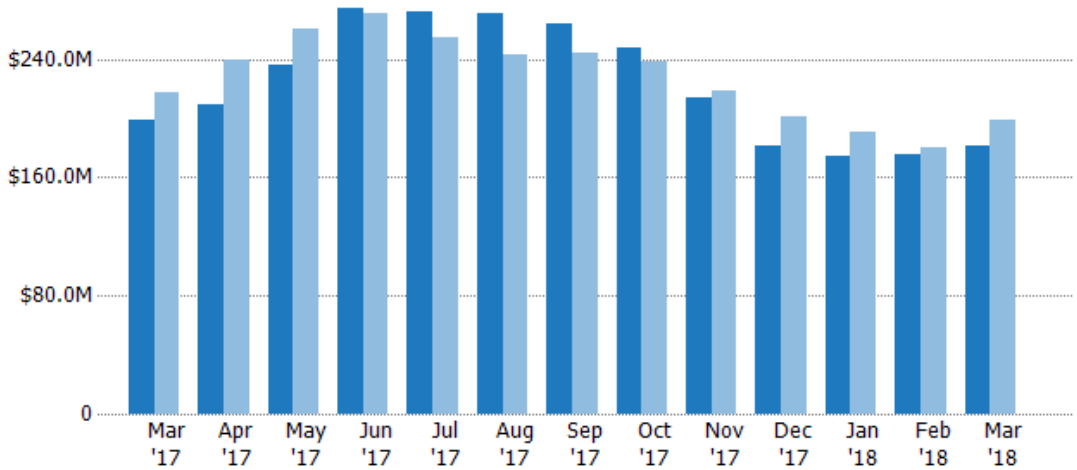
Active Listing Volume

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.
Mar '18	\$182M	-8.5%
Mar '17	\$199M	-8.8%
Mar '16	\$218M	4.4%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	\$199M	\$210M	\$236M	\$275M	\$272M	\$271M	\$264M	\$248M	\$214M	\$181M	\$174M	\$176M	\$182M
Prior Year	\$218M	\$239M	\$260M	\$271M	\$255M	\$243M	\$244M	\$238M	\$219M	\$201M	\$190M	\$180M	\$199M
Percent Change from Prior Year	-9%	-12%	-9%	1%	7%	11%	8%	4%	-2%	-10%	-9%	-2%	-9%

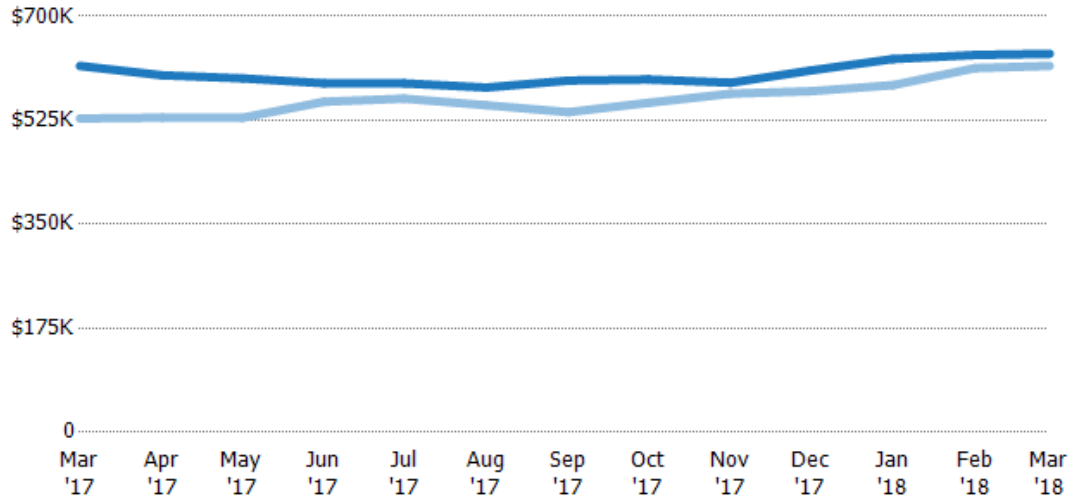
Average Listing Price

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.
Mar '18	\$637K	3.3%
Mar '17	\$616K	16.7%
Mar '16	\$528K	-15.5%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	\$616K	\$601K	\$596K	\$587K	\$587K	\$580K	\$592K	\$594K	\$588K	\$609K	\$628K	\$635K	\$637K
Prior Year	\$528K	\$529K	\$529K	\$556K	\$561K	\$550K	\$539K	\$554K	\$570K	\$574K	\$584K	\$613K	\$616K
Percent Change from Prior Year	17%	13%	13%	6%	5%	5%	10%	7%	3%	6%	8%	4%	3%

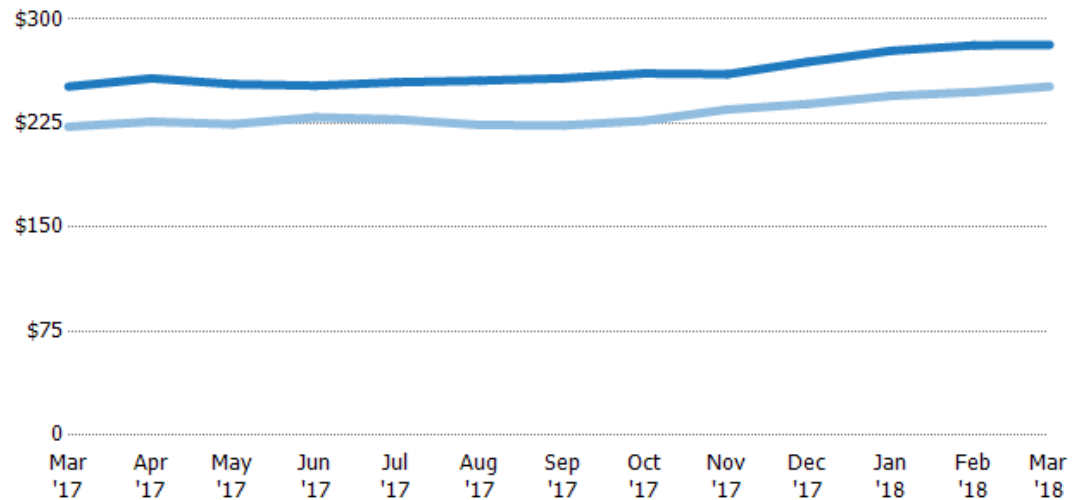
Average Listing Price per Sq Ft

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.
Mar '18	\$282	12%
Mar '17	\$251	13%
Mar '16	\$223	-9.7%



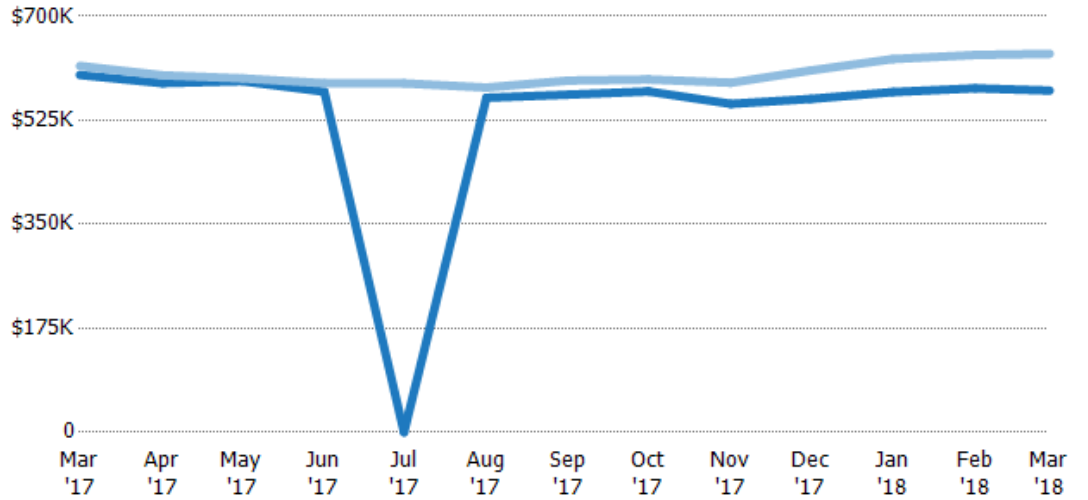
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	\$251	\$257	\$253	\$252	\$255	\$256	\$257	\$261	\$260	\$269	\$277	\$281	\$282
Prior Year	\$223	\$226	\$224	\$229	\$228	\$224	\$223	\$227	\$235	\$239	\$245	\$247	\$251
Percent Change from Prior Year	13%	14%	13%	10%	12%	14%	15%	15%	11%	13%	13%	14%	12%

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



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	\$601K	\$588K	\$591K	\$573K	\$0	\$563K	\$568K	\$574K	\$553K	\$561K	\$573K	\$579K	\$575K
Avg Listing Price	\$616K	\$601K	\$596K	\$587K	\$587K	\$580K	\$592K	\$594K	\$588K	\$609K	\$628K	\$635K	\$637K
Avg Listing Price as a % of Avg Est Value	103%	102%	101%	102%	100%	103%	104%	104%	106%	109%	110%	110%	111%

Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

Filters Used: County: Nevada County, California



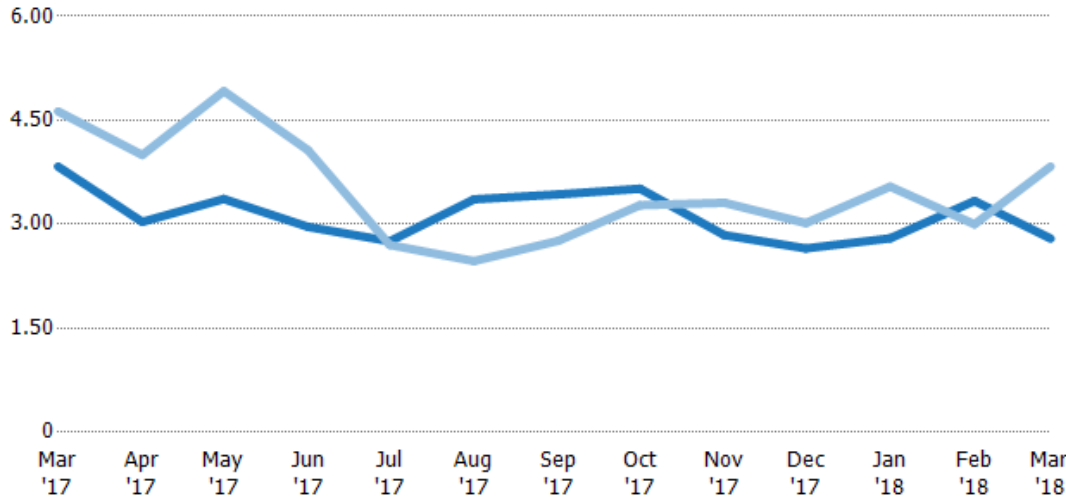
Months of Inventory

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.
Mar '18	2.79	-27.1%
Mar '17	3.83	-17.2%
Mar '16	4.63	27.9%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	3.83	3.03	3.36	2.96	2.76	3.36	3.43	3.51	2.84	2.65	2.8	3.34	2.79
Prior Year	4.63	4	4.92	4.07	2.7	2.47	2.76	3.27	3.31	3.02	3.54	3	3.83
Percent Change from Prior Year	-17%	-24%	-32%	-27%	2%	36%	24%	7%	-14%	-12%	-21%	11%	-27%

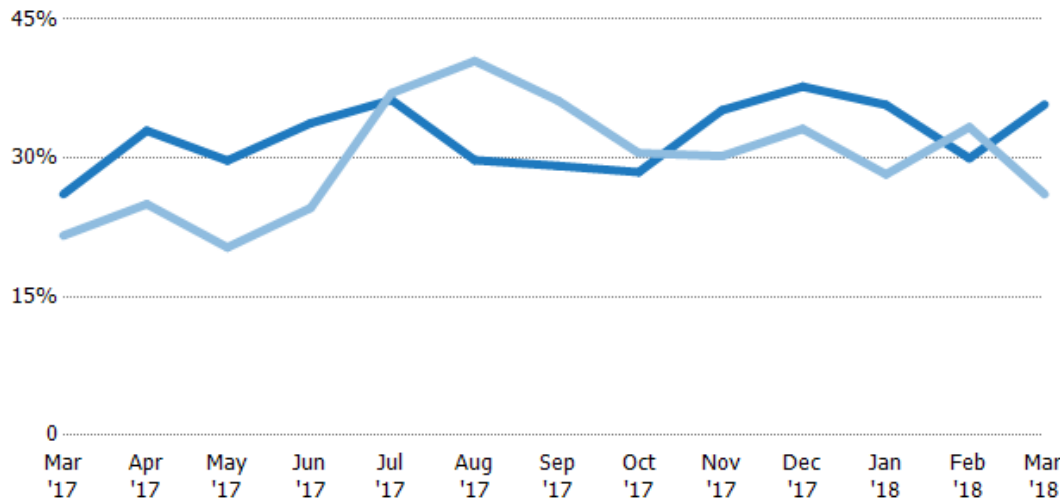
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Nevada County, California

Month/Year	Rate	Chg.
Mar '18	36%	-9.7%
Mar '17	26%	-4.5%
Mar '16	22%	-21.8%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	26%	33%	30%	34%	36%	30%	29%	28%	35%	38%	36%	30%	36%
Prior Year	22%	25%	20%	25%	37%	40%	36%	31%	30%	33%	28%	33%	26%
Change from Prior Year	-4%	-8%	-9%	-9%	1%	11%	7%	2%	-5%	-5%	-8%	3%	-10%

Absorption Rate (By County)

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

Filters Used: County: Nevada County, California



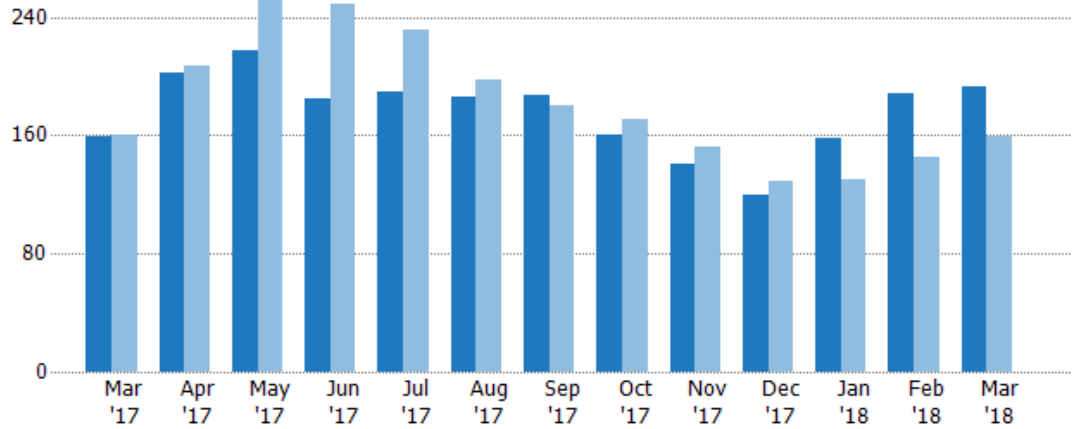
Pending Sales

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.
Mar '18	193	21.4%
Mar '17	159	-0.6%
Mar '16	160	30.6%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	159	202	217	185	189	186	187	160	141	120	158	188	193
Prior Year	160	207	258	249	231	198	180	171	152	129	130	145	159
Percent Change from Prior Year	-1%	-2%	-16%	-26%	-18%	-6%	4%	-6%	-7%	-7%	22%	30%	21%

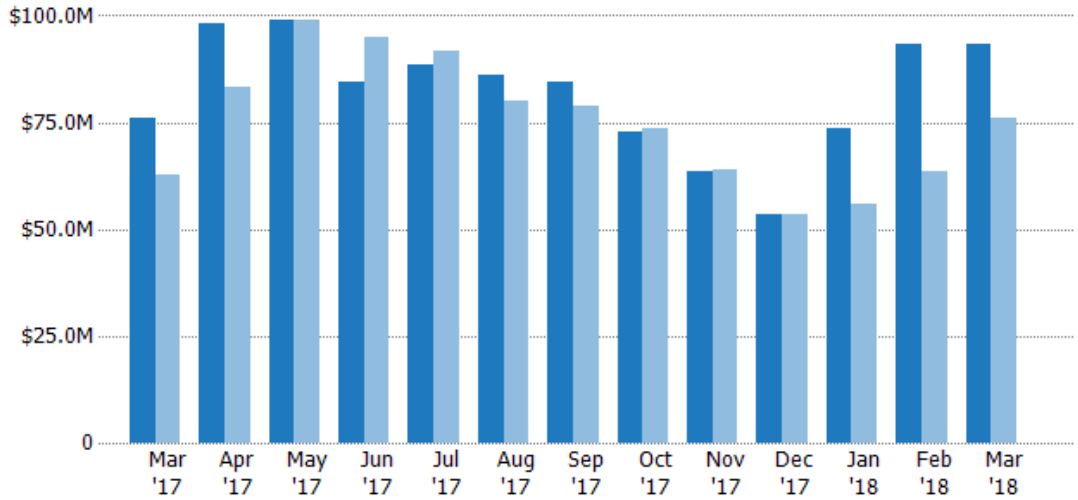
Pending Sales Volume

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.
Mar '18	\$93.2M	22.9%
Mar '17	\$75.8M	20.9%
Mar '16	\$62.7M	28.7%



Current Year	\$75.8M	\$98.3M	\$99.1M	\$84.3M	\$88.3M	\$86.1M	\$84.3M	\$72.9M	\$63.6M	\$53.4M	\$73.6M	\$93.4M	\$93.2M
Prior Year	\$62.7M	\$83.4M	\$98.9M	\$94.7M	\$91.6M	\$80.2M	\$79M	\$73.5M	\$64M	\$53.3M	\$55.8M	\$63.5M	\$75.8M
Percent Change from Prior Year	21%	18%	0%	-11%	-4%	7%	7%	-1%	-1%	0%	32%	47%	23%

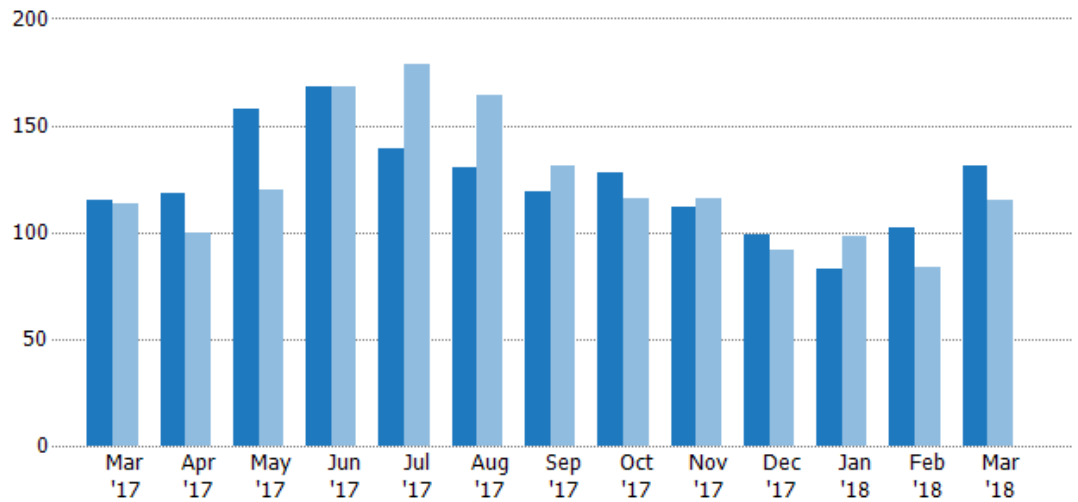
Closed Sales

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

Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Mar '18	131	13.9%
Mar '17	115	1.8%
Mar '16	113	-0.9%



Current Year	115	118	158	168	139	130	119	128	112	99	83	102	131
Prior Year	113	100	120	168	179	164	131	116	116	92	98	84	115
Percent Change from Prior Year	2%	18%	32%	0%	-22%	-21%	-9%	10%	-3%	8%	-15%	21%	14%

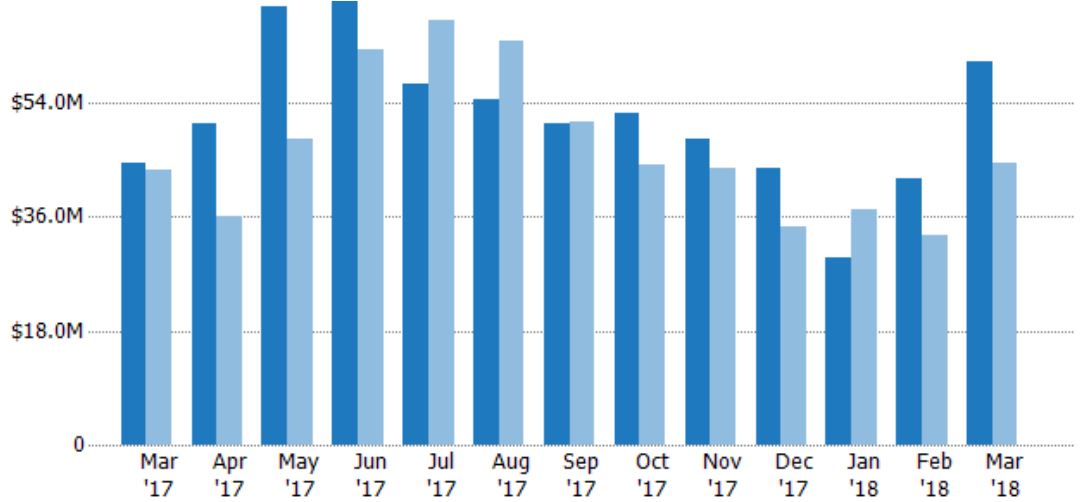
Closed Sales Volume

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.
Mar '18	\$60.6M	36%
Mar '17	\$44.5M	2.7%
Mar '16	\$43.4M	-16.5%



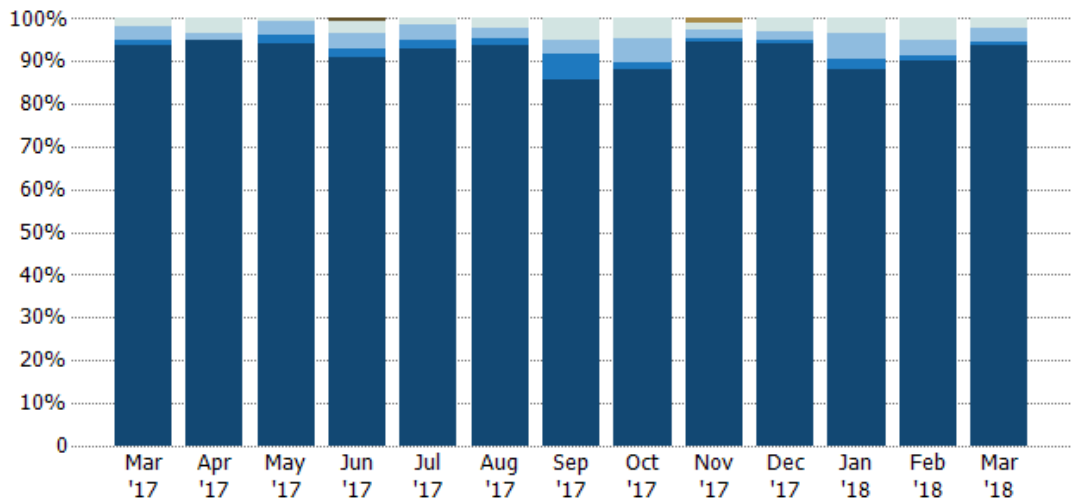
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	\$44.5M	\$50.7M	\$69.3M	\$70M	\$56.9M	\$54.6M	\$50.8M	\$52.3M	\$48.2M	\$43.6M	\$29.6M	\$42M	\$60.6M
Prior Year	\$43.4M	\$36.1M	\$48.3M	\$62.4M	\$67.1M	\$63.7M	\$51M	\$44.3M	\$43.6M	\$34.4M	\$37.1M	\$33M	\$44.5M
Percent Change from Prior Year	3%	40%	43%	12%	-15%	-14%	0%	18%	10%	27%	-20%	27%	36%

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

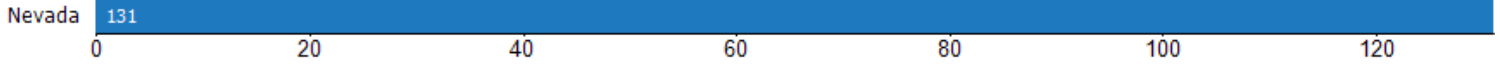


	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Other	-	-	-	-	-	-	-	-	1%	-	-	-	-
Lot/Land	-	-	-	1%	-	-	-	-	-	-	-	-	-
Multifamily/Multiplex	2%	3%	1%	3%	1%	2%	5%	5%	2%	3%	4%	5%	2%
Mbale/Manufactured	3%	2%	3%	4%	4%	2%	3%	5%	2%	2%	6%	4%	3%
Condo/Townhouse	1%	-	2%	2%	2%	2%	6%	2%	1%	1%	2%	1%	1%
Single Family Residence	94%	95%	94%	91%	93%	94%	86%	88%	95%	94%	88%	90%	94%

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

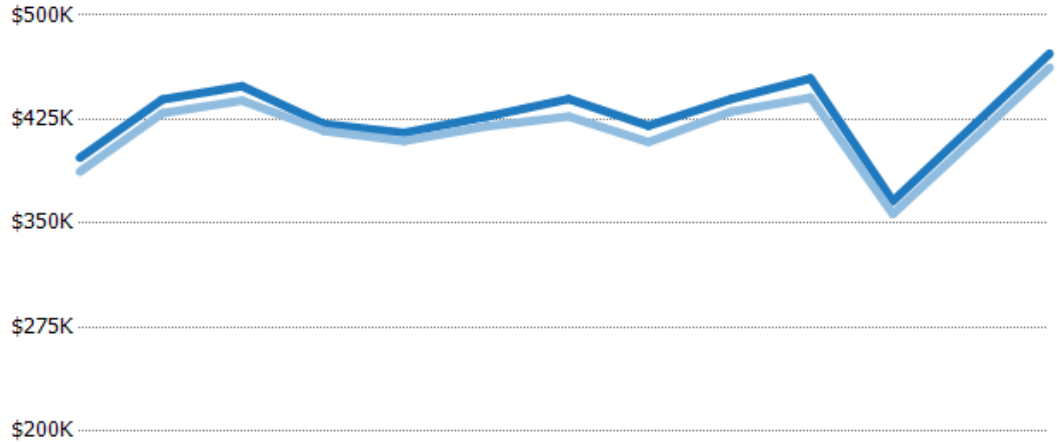


Average Sales Price vs Average Listing Price

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

Filters Used

County: Nevada County, California



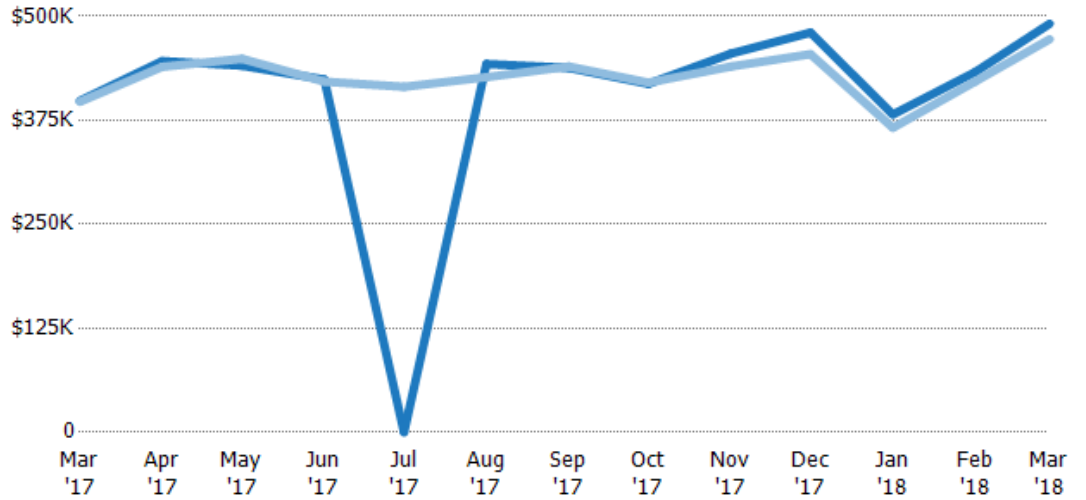
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg List Price	\$397K	\$439K	\$449K	\$421K	\$415K	\$427K	\$440K	\$420K	\$440K	\$454K	\$366K	\$422K	\$472K
Avg Sales Price	\$387K	\$429K	\$439K	\$417K	\$409K	\$420K	\$427K	\$409K	\$430K	\$441K	\$357K	\$412K	\$462K
Avg Sales Price as a % of Avg List Price	97%	98%	98%	99%	99%	98%	97%	97%	98%	97%	97%	98%	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



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	\$398K	\$446K	\$441K	\$424K	\$0	\$443K	\$438K	\$419K	\$455K	\$480K	\$382K	\$433K	\$491K
Avg Sales Price	\$397K	\$439K	\$449K	\$421K	\$415K	\$427K	\$440K	\$420K	\$440K	\$454K	\$366K	\$422K	\$472K
Avg Sales Price as a % of Avg Est Value	100%	98%	102%	99%	100%	96%	100%	100%	97%	95%	96%	97%	96%

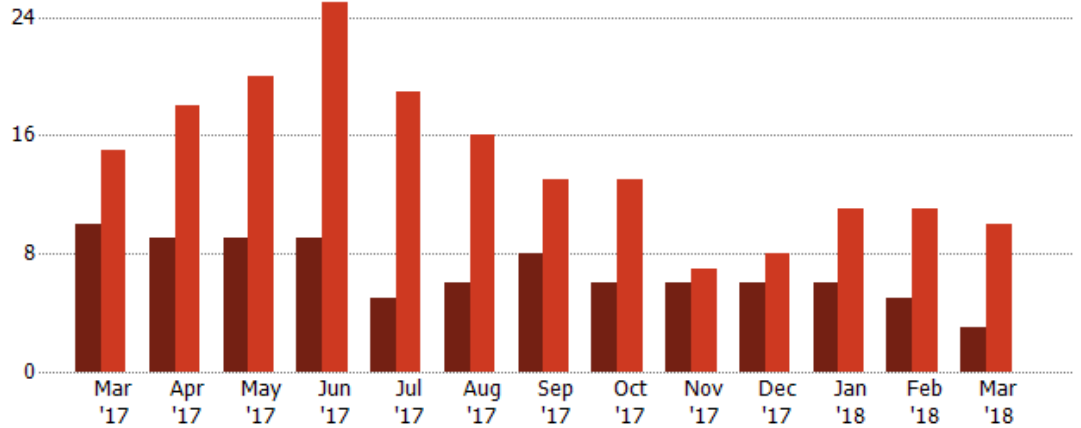
Distressed Listings

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.
Mar '18	3	-70%
Mar '17	10	-33.3%
Mar '16	15	66.7%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	10	9	9	9	5	6	8	6	6	6	6	5	3
Prior Year	15	18	20	25	19	16	13	13	7	8	11	11	10
Percent Change from Prior Year	-33%	-50%	-55%	-64%	-74%	-63%	-38%	-54%	-14%	-25%	-45%	-55%	-70%

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: 04/06/2018

Scheduled: Yes

Report Date Range: From 3/2017 To: 3/2018

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 3/2018 data

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