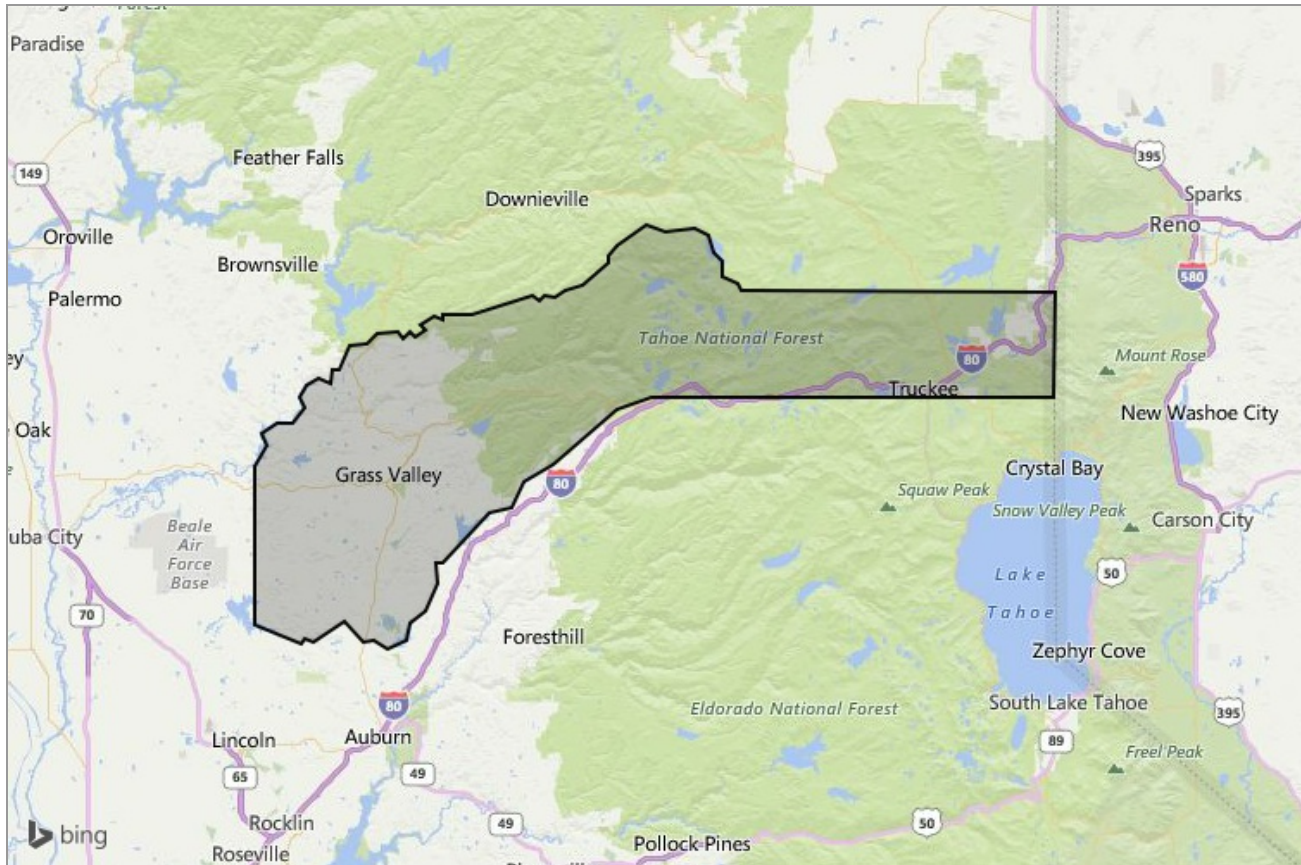


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
1/2016 – 1/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 02/09/2017

Scheduled: Yes

Presented by

Nevada County Association of
REALTORS®

(530) 272-2627

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

336 Crown Point Circle
Grass Valley, CA 95945

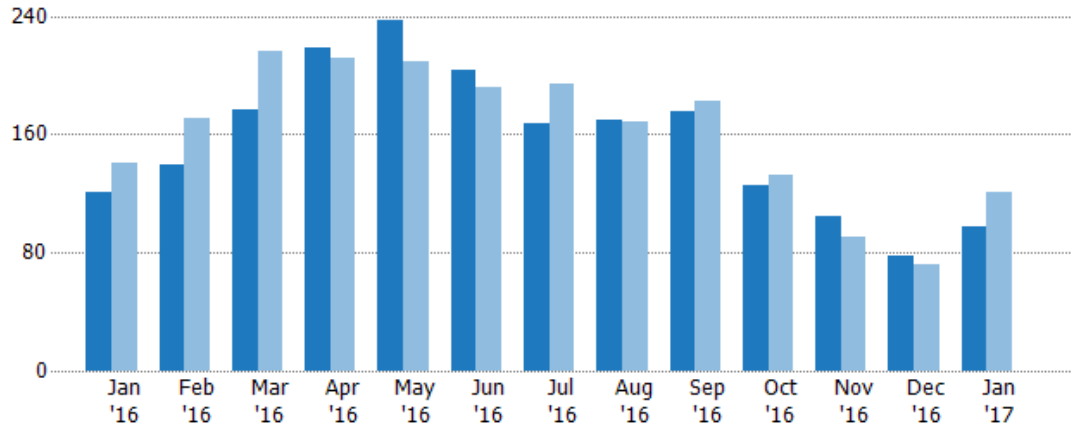
New Listings

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.
Jan '17	98	-19%
Jan '16	121	-14.2%
Jan '15	141	-5%



	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Current Year	121	140	177	219	237	203	167	170	176	126	105	78	98
Prior Year	141	171	216	212	209	192	194	169	182	133	91	72	121
Percent Change from Prior Year	-14%	-18%	-18%	3%	13%	6%	-14%	1%	-3%	-5%	15%	8%	-19%

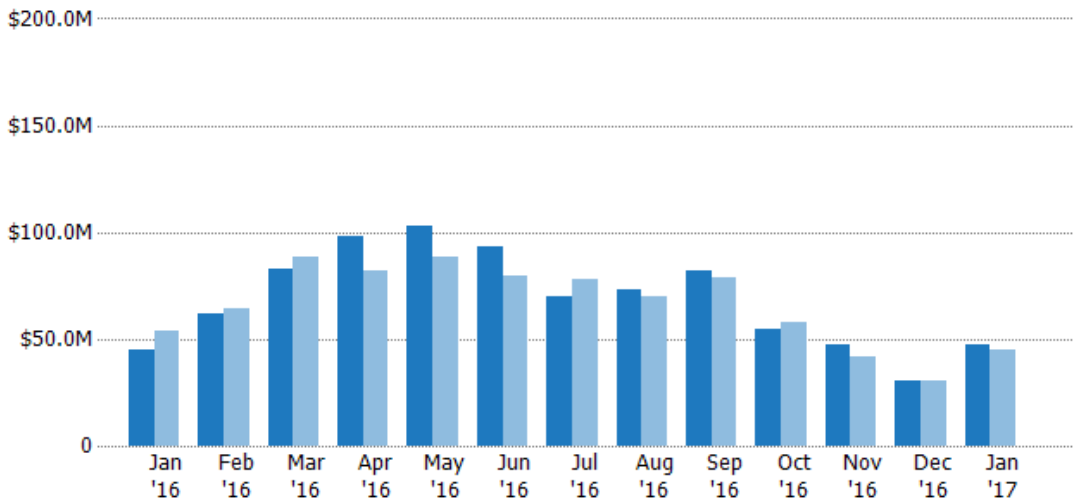
New Listing Volume

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.
Jan '17	\$47.6M	6.7%
Jan '16	\$44.6M	-16.8%
Jan '15	\$53.6M	0.2%



	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Current Year	\$44.6M	\$61.6M	\$82.5M	\$98M	\$103M	\$93.3M	\$69.6M	\$73.1M	\$81.9M	\$54.9M	\$47.3M	\$30.1M	\$47.6M
Prior Year	\$53.6M	\$64.6M	\$88.2M	\$82.4M	\$88.5M	\$79.4M	\$77.7M	\$69.6M	\$78.5M	\$58.2M	\$41.4M	\$30.8M	\$44.6M
Percent Change from Prior Year	-17%	-5%	-6%	19%	16%	18%	-10%	5%	4%	-6%	14%	-2%	7%

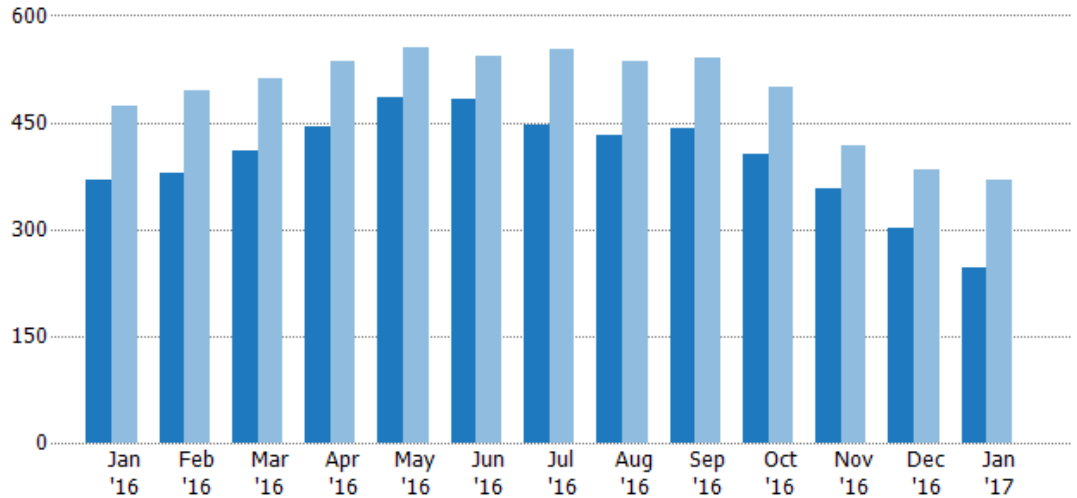
Active Listings

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.
Jan '17	247	-33.2%
Jan '16	370	-21.6%
Jan '15	472	-8.5%



Current Year	370	379	409	445	486	482	446	432	442	406	356	302	247
Prior Year	472	494	511	537	554	544	552	535	541	500	417	383	370
Percent Change from Prior Year	-22%	-23%	-20%	-17%	-12%	-11%	-19%	-19%	-18%	-19%	-15%	-21%	-33%

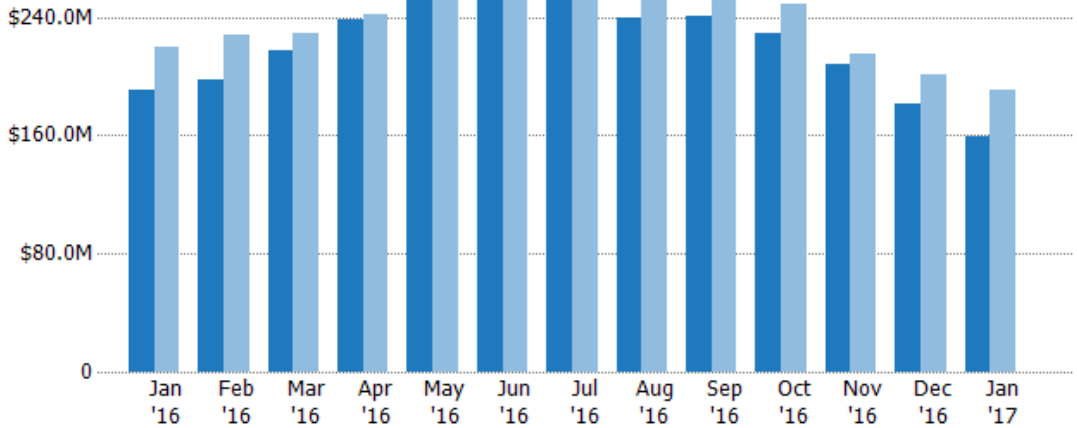
Active Listing Volume

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.
Jan '17	\$159M	-16.7%
Jan '16	\$191M	-12.9%
Jan '15	\$219M	-12.3%



Current Year	\$191M	\$197M	\$218M	\$239M	\$260M	\$271M	\$254M	\$239M	\$240M	\$229M	\$208M	\$181M	\$159M
Prior Year	\$219M	\$227M	\$230M	\$242M	\$254M	\$256M	\$262M	\$253M	\$263M	\$249M	\$215M	\$201M	\$191M
Percent Change from Prior Year	-13%	-13%	-5%	-1%	3%	6%	-3%	-5%	-9%	-8%	-3%	-10%	-17%

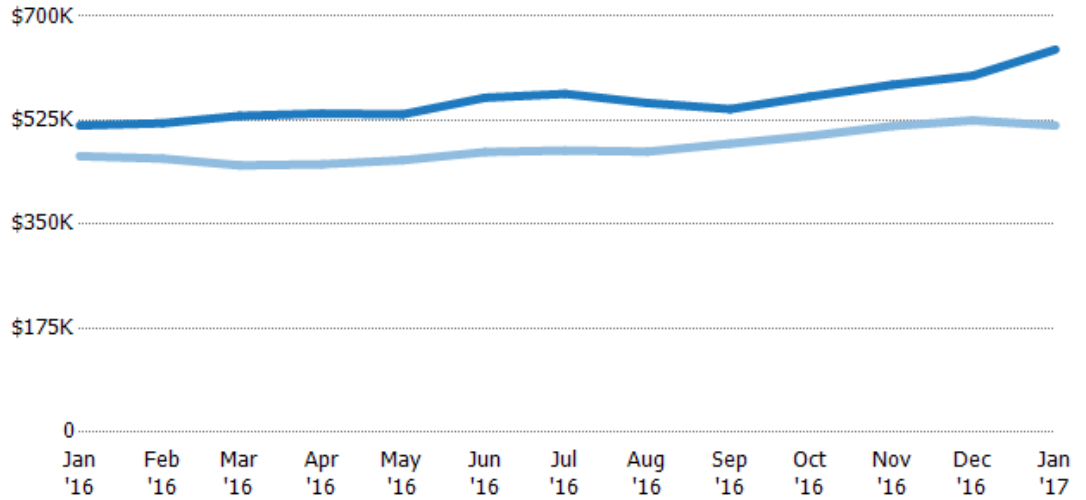
Average Listing Price

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.
Jan '17	\$644K	24.7%
Jan '16	\$516K	11.1%
Jan '15	\$465K	-4.2%



	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Current Year	\$516K	\$520K	\$532K	\$536K	\$535K	\$563K	\$570K	\$554K	\$544K	\$565K	\$585K	\$600K	\$644K
Prior Year	\$465K	\$461K	\$449K	\$451K	\$458K	\$471K	\$474K	\$472K	\$486K	\$499K	\$515K	\$525K	\$516K
Percent Change from Prior Year	11%	13%	19%	19%	17%	19%	20%	17%	12%	13%	13%	14%	25%

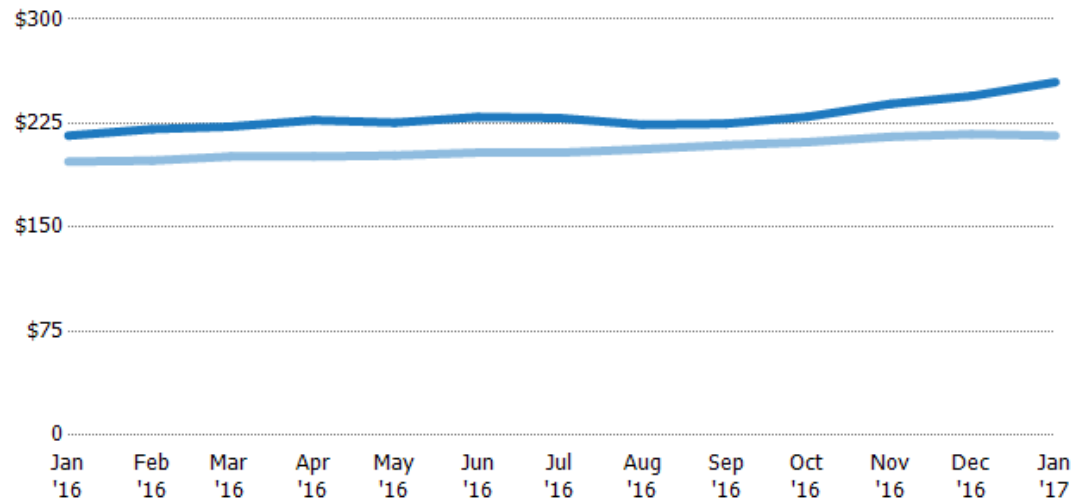
Average Listing Price per Sq Ft

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.
Jan '17	\$255	17.9%
Jan '16	\$216	9.5%
Jan '15	\$197	-2.1%



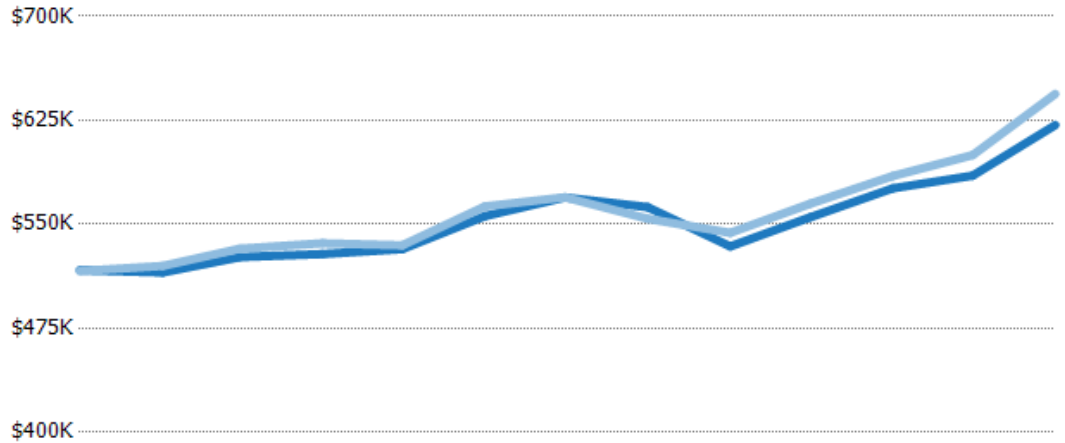
	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Current Year	\$216	\$221	\$223	\$227	\$225	\$230	\$229	\$224	\$225	\$230	\$239	\$245	\$255
Prior Year	\$197	\$198	\$201	\$201	\$202	\$204	\$204	\$206	\$209	\$211	\$215	\$217	\$216
Percent Change from Prior Year	9%	11%	11%	13%	12%	13%	12%	9%	7%	9%	11%	13%	18%

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



	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Avg Est Value	\$517K	\$515K	\$526K	\$529K	\$532K	\$556K	\$569K	\$562K	\$534K	\$555K	\$576K	\$585K	\$622K
Avg Listing Price	\$516K	\$520K	\$532K	\$536K	\$535K	\$563K	\$570K	\$554K	\$544K	\$565K	\$585K	\$600K	\$644K
Avg Listing Price as a % of Avg Est Value	100%	101%	101%	101%	101%	101%	100%	99%	102%	102%	102%	103%	104%

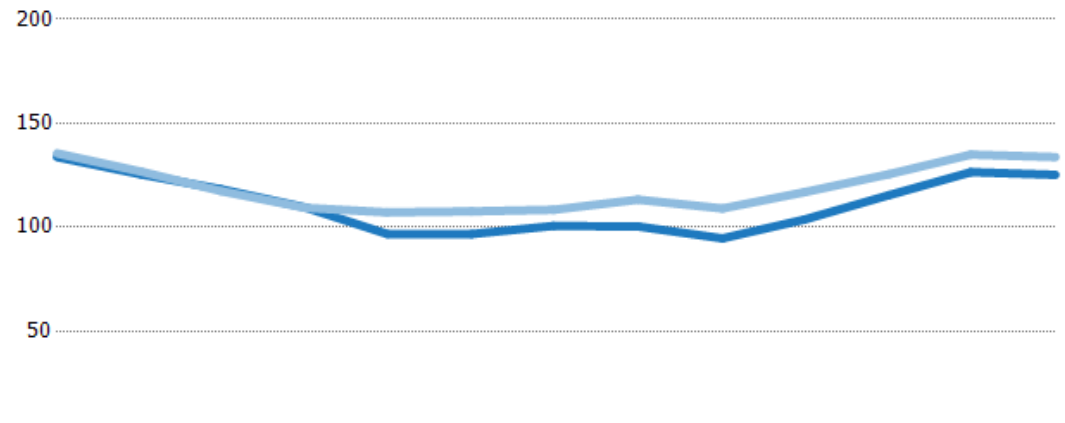
Average Days in RPR

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.

Filters Used

County: Nevada County, California

Month/Year	Days	% Chg.
Jan '17	125	-6.4%
Jan '16	134	-1.3%
Jan '15	136	-2.9%

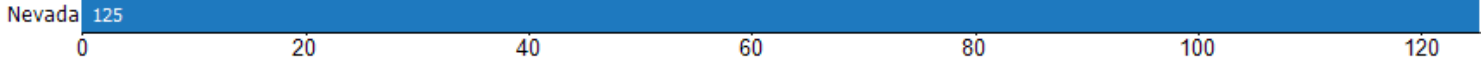


	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Current Year	134	125	118	110	96.8	96.7	101	100	94.7	104	115	127	125
Prior Year	136	127	117	109	107	108	108	113	109	117	126	135	134
Percent Change from Prior Year	-1%	-1%	1%	0	-10%	-10%	-7%	-11%	-13%	-11%	-8%	-6%	-6%

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



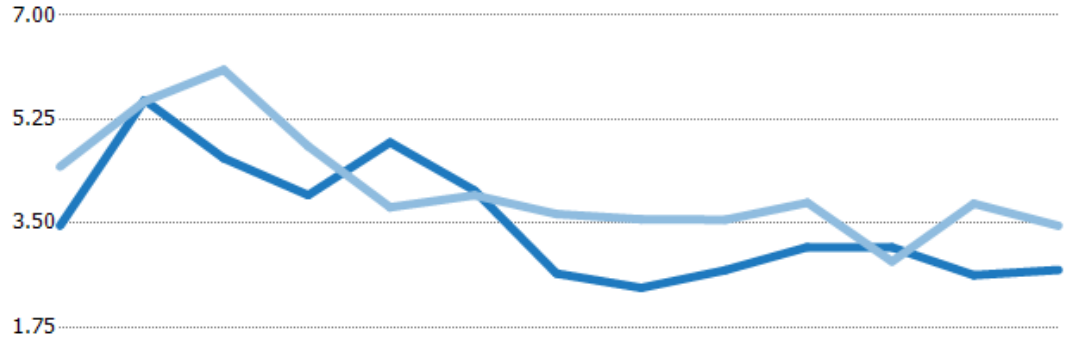
Months of Inventory

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.
Jan '17	2.71	-21.5%
Jan '16	3.46	-22.3%
Jan '15	4.45	12.8%



	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Current Year	3.46	5.57	4.6	3.97	4.86	4.05	2.65	2.41	2.71	3.1	3.1	2.63	2.71
Prior Year	4.45	5.55	6.08	4.79	3.77	3.97	3.66	3.57	3.56	3.85	2.86	3.83	3.46
Percent Change from Prior Year	-22%	0	-24%	-17%	29%	2%	-27%	-32%	-24%	-19%	8%	-31%	-22%

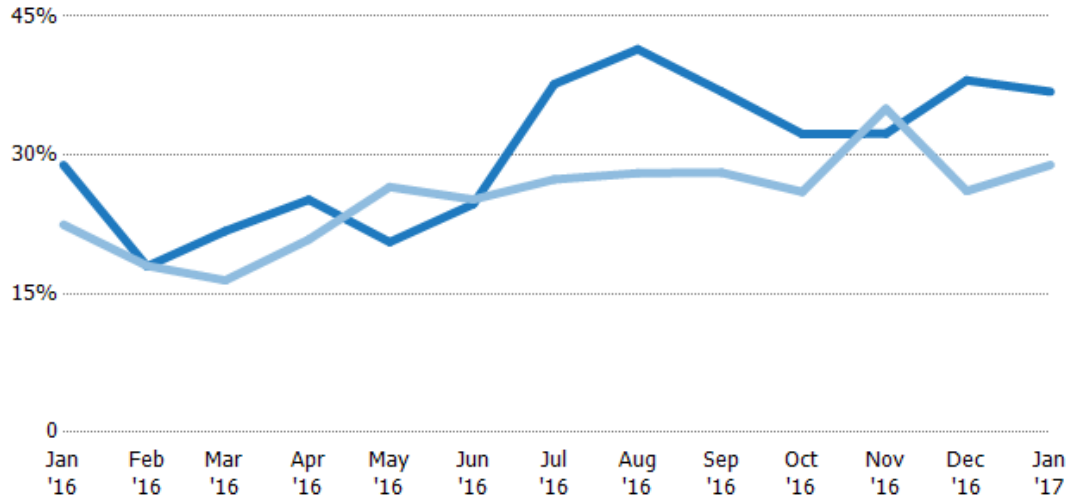
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Nevada County, California

Month/Year	Rate	Chg.
Jan '17	37%	-7.9%
Jan '16	29%	-6.5%
Jan '15	22%	-11.4%



Current Year	29%	18%	22%	25%	21%	25%	38%	41%	37%	32%	32%	38%	37%
Prior Year	22%	18%	16%	21%	27%	25%	27%	28%	28%	26%	35%	26%	29%
Change from Prior Year	-6%	0	-5%	-4%	6%	1%	-10%	-13%	-9%	-6%	3%	-12%	-8%

Absorption Rate (By County)

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

Filters Used: County: Nevada County, California



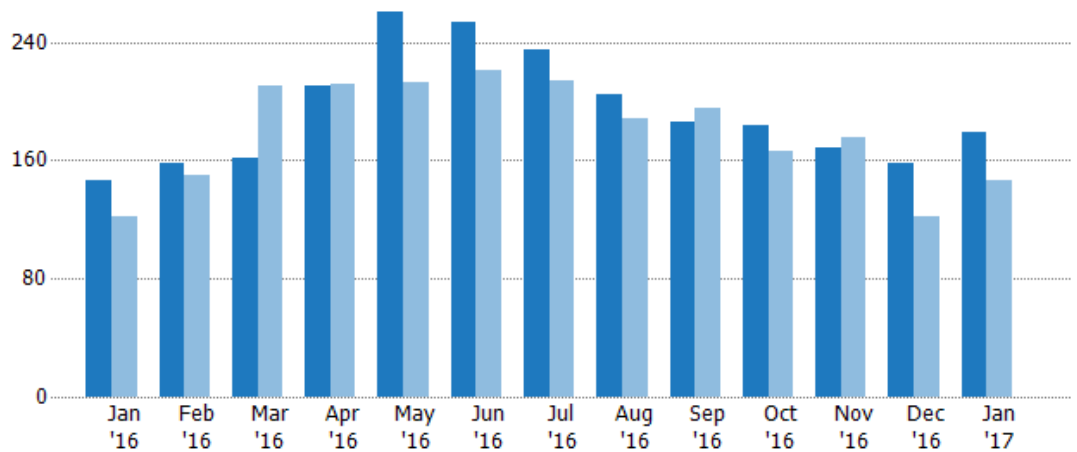
Pending Sales

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.
Jan '17	179	22.6%
Jan '16	146	19.7%
Jan '15	122	0%



	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Current Year	146	158	162	210	261	253	235	205	186	184	169	158	179
Prior Year	122	150	210	211	213	221	214	188	195	166	175	122	146
Percent Change from Prior Year	20%	5%	-23%	0	23%	14%	10%	9%	-5%	11%	-3%	30%	23%

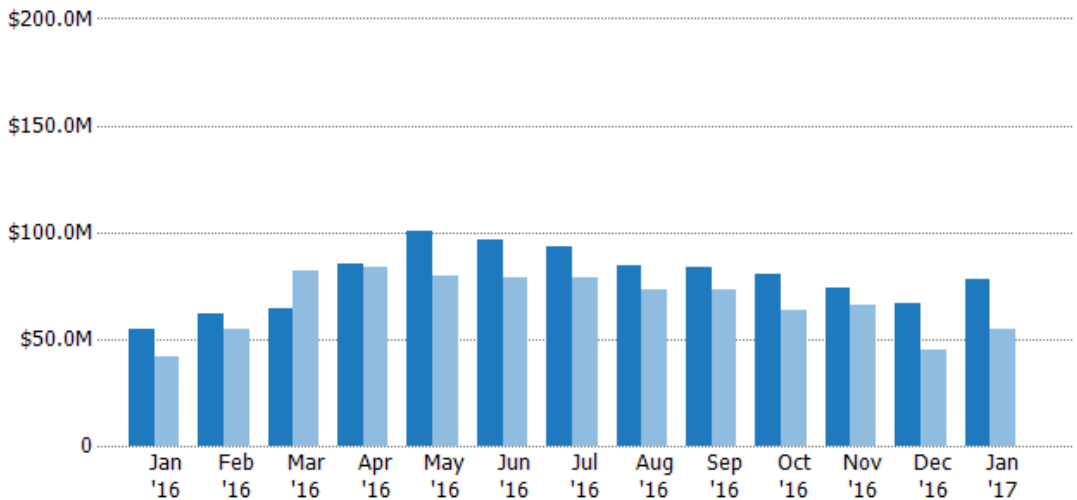
Pending Sales Volume

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.
Jan '17	\$77.7M	41.4%
Jan '16	\$55M	30.9%
Jan '15	\$42M	-0.7%



	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Current Year	\$55M	\$61.8M	\$63.9M	\$85.1M	\$100M	\$96.6M	\$93.5M	\$84.5M	\$83.3M	\$80.4M	\$73.9M	\$67M	\$77.7M
Prior Year	\$42M	\$54.9M	\$81.7M	\$83.5M	\$79.8M	\$79M	\$79M	\$73.3M	\$73.4M	\$63.1M	\$66.1M	\$45.1M	\$55M
Percent Change from Prior Year	31%	12%	-22%	2%	26%	22%	18%	15%	13%	27%	12%	48%	41%

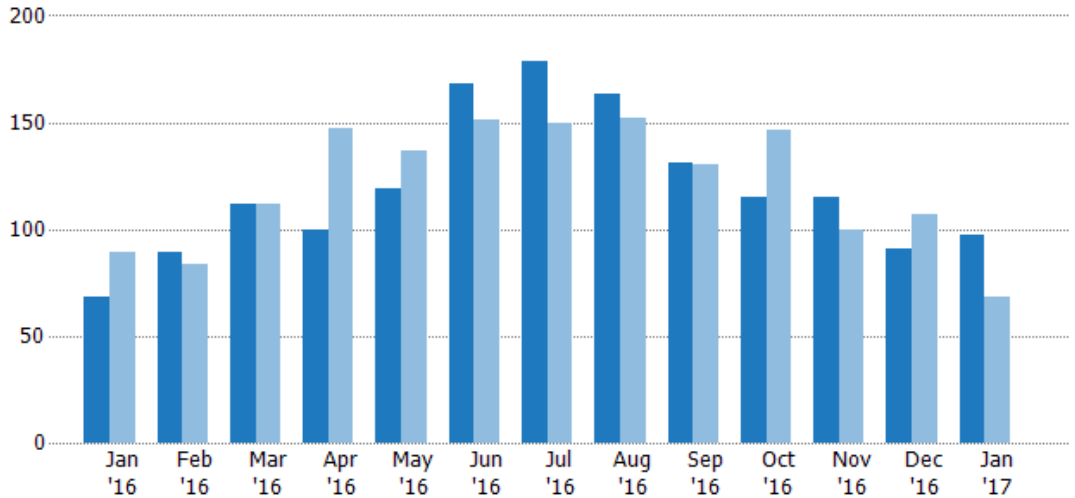
Closed Sales

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

Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Jan '17	97	42.6%
Jan '16	68	-23.6%
Jan '15	89	-3.4%



	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Current Year	68	89	112	100	119	168	179	163	131	115	115	91	97
Prior Year	89	84	112	147	137	151	150	152	130	146	100	107	68
Percent Change from Prior Year	-24%	6%	0	-32%	-13%	11%	19%	7%	1%	-21%	15%	-15%	43%

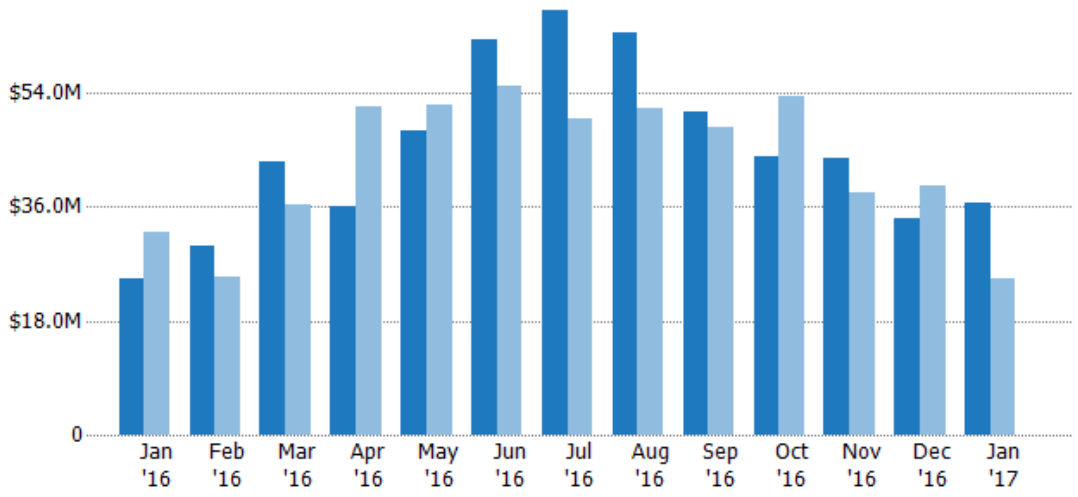
Closed Sales Volume

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.
Jan '17	\$36.7M	48.4%
Jan '16	\$24.8M	-22.5%
Jan '15	\$31.9M	-22.8%



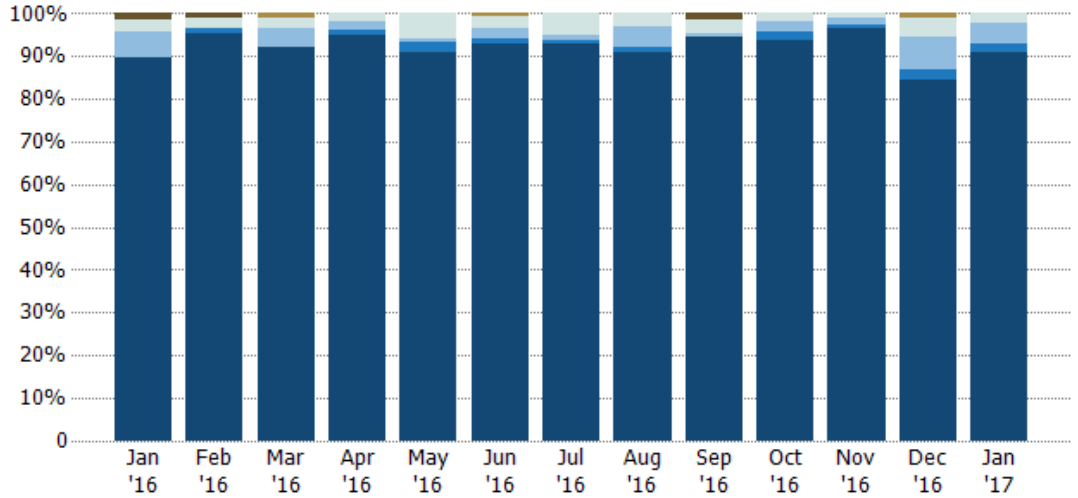
	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Current Year	\$24.8M	\$29.7M	\$43M	\$36.1M	\$48.1M	\$62.4M	\$67.1M	\$63.5M	\$51M	\$43.9M	\$43.6M	\$34.3M	\$36.7M
Prior Year	\$31.9M	\$25M	\$36.2M	\$51.8M	\$52.1M	\$55.1M	\$50M	\$51.6M	\$48.6M	\$53.5M	\$38.3M	\$39.4M	\$24.8M
Percent Change from Prior Year	-23%	19%	19%	-30%	-8%	13%	34%	23%	5%	-18%	14%	-13%	48%

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

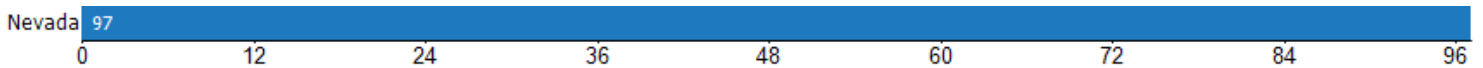


Other	-	-	1%	-	-	1%	-	-	-	-	-	1%	-
Lot/Land	1%	1%	-	-	-	-	-	-	2%	-	-	-	-
Multifamily/Multiplex	3%	2%	3%	2%	6%	3%	5%	3%	3%	2%	1%	4%	2%
Mobile/Manufactured	6%	-	4%	2%	1%	2%	1%	5%	1%	3%	2%	8%	5%
Condo/Townhouse	-	1%	-	1%	3%	1%	1%	1%	-	2%	1%	2%	2%
Single Family Residence	90%	96%	92%	95%	91%	93%	93%	91%	95%	94%	97%	85%	91%

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

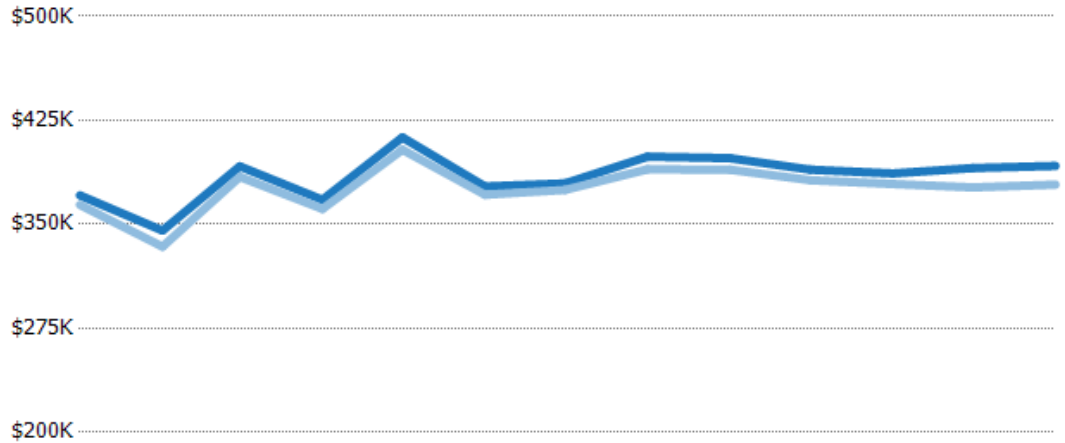


Average Sales Price vs Average Listing Price

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

Filters Used

County: Nevada County, California



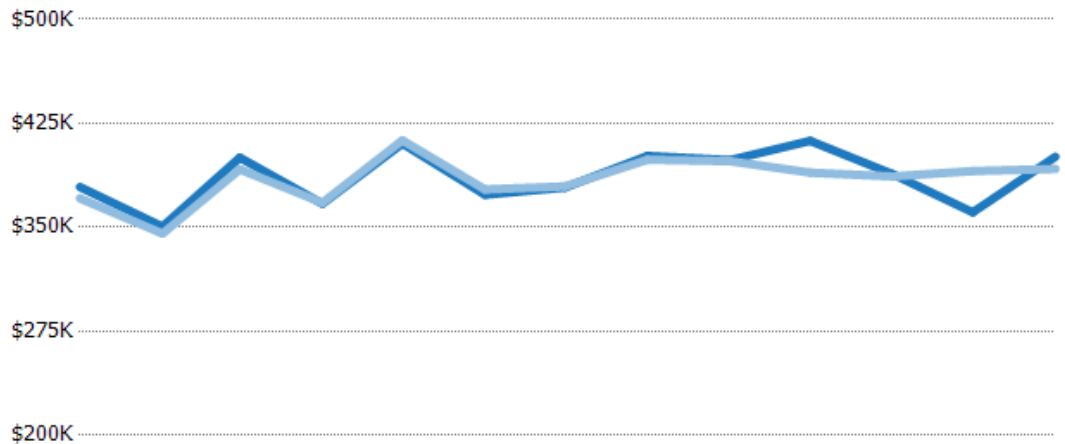
	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Avg List Price	\$371K	\$345K	\$392K	\$368K	\$413K	\$377K	\$379K	\$399K	\$398K	\$389K	\$387K	\$391K	\$392K
Avg Sales Price	\$364K	\$334K	\$384K	\$361K	\$404K	\$371K	\$375K	\$390K	\$389K	\$382K	\$379K	\$377K	\$379K
Avg Sales Price as a % of Avg List Price	98%	97%	98%	98%	98%	98%	99%	98%	98%	98%	98%	96%	97%

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



	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17
Avg Est Value	\$379K	\$350K	\$400K	\$367K	\$410K	\$373K	\$379K	\$402K	\$398K	\$412K	\$388K	\$361K	\$401K
Avg Sales Price	\$371K	\$345K	\$392K	\$368K	\$413K	\$377K	\$379K	\$399K	\$398K	\$389K	\$387K	\$391K	\$392K
Avg Sales Price as a % of Avg Est Value	98%	99%	98%	100%	101%	101%	100%	99%	100%	94%	100%	108%	98%

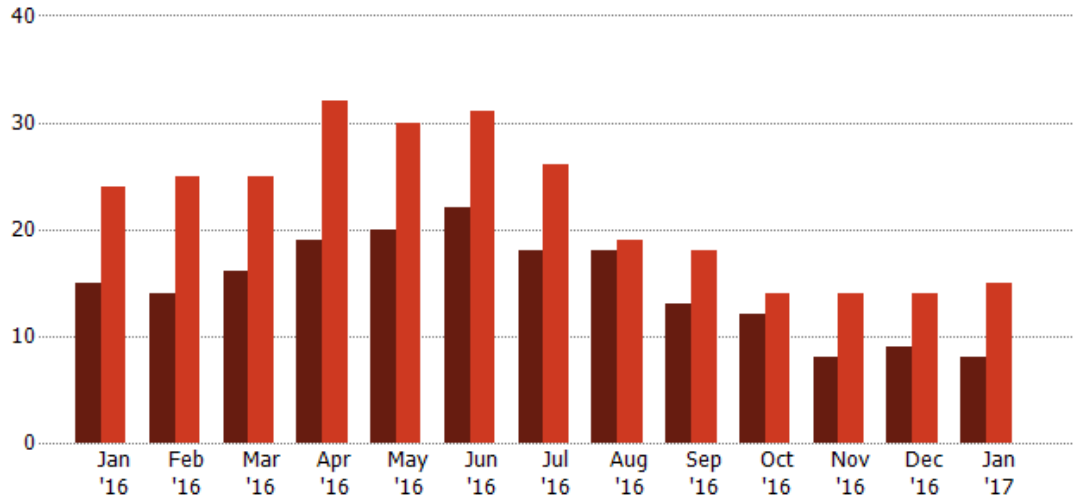
Distressed Listings

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.
Jan '17	8	-46.7%
Jan '16	15	-37.5%
Jan '15	24	20.8%

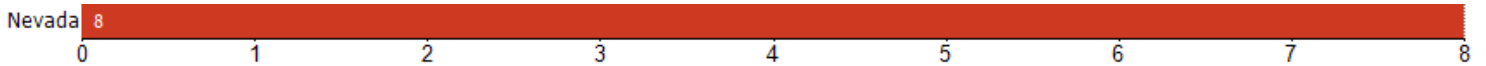


Current Year	15	14	16	19	20	22	18	18	13	12	8	9	8
Prior Year	24	25	25	32	30	31	26	19	18	14	14	14	15
Percent Change from Prior Year	-38%	-44%	-36%	-41%	-33%	-29%	-31%	-5%	-28%	-14%	-43%	-36%	-47%

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: 02/09/2017

Scheduled: Yes

Report Date Range: From 1/2016 To: 1/2017

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
- Average 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 1/2017 data

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