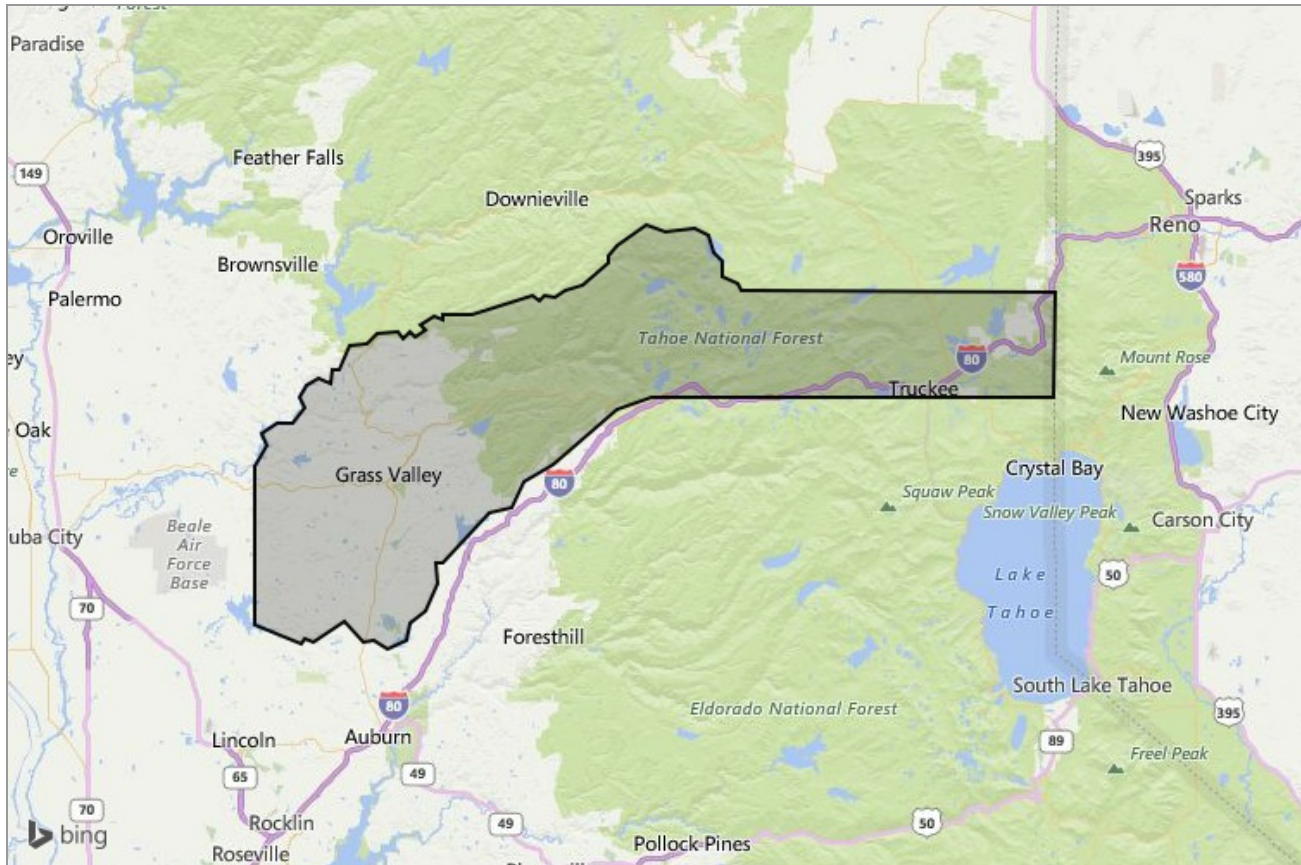


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
11/2015 – 11/2016

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 12/06/2016

Scheduled: Yes

Presented by

Nevada County Association of
REALTORS®

(530) 272-2627

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

336 Crown Point Circle
Grass Valley, CA 95945

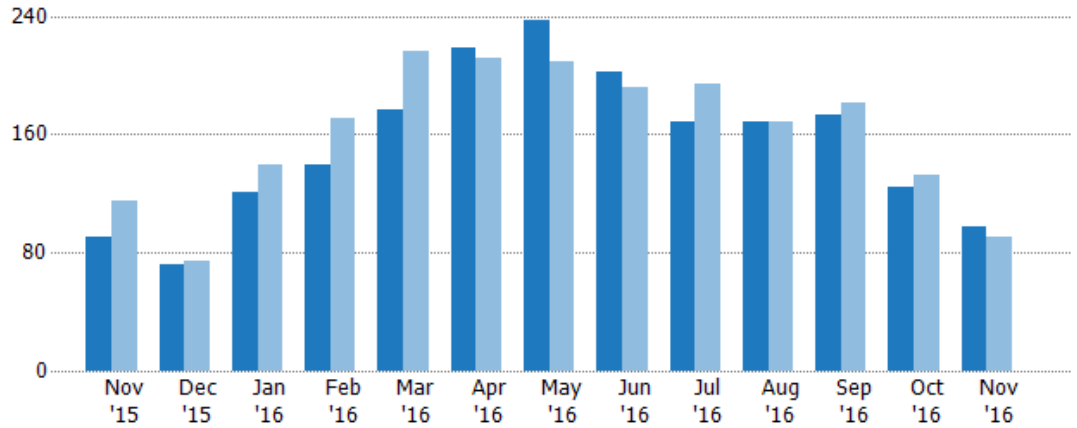
New Listings

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.
Nov '16	97	6.6%
Nov '15	91	-20.9%
Nov '14	115	-7%



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	91	72	121	140	177	219	237	202	168	169	173	124	97
Prior Year	115	74	140	171	216	212	209	192	194	169	181	133	91
Percent Change from Prior Year	-21%	-3%	-14%	-18%	-18%	3%	13%	5%	-13%	0	-4%	-7%	7%

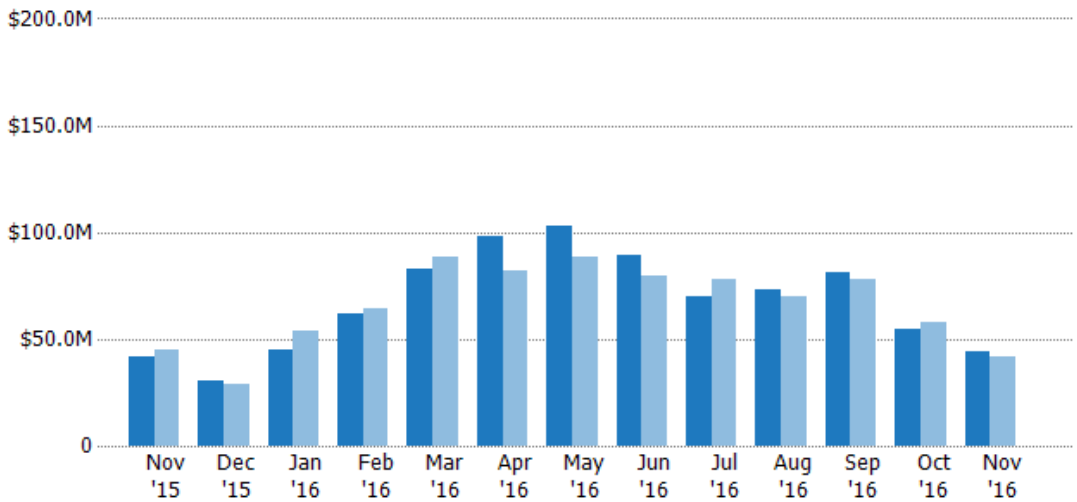
New Listing Volume

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.
Nov '16	\$44.2M	6.6%
Nov '15	\$41.4M	-8.2%
Nov '14	\$45.1M	-2%



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	\$41.4M	\$30.8M	\$44.6M	\$61.6M	\$82.5M	\$98.1M	\$103M	\$89.5M	\$69.9M	\$73.2M	\$81M	\$54.8M	\$44.2M
Prior Year	\$45.1M	\$28.5M	\$53.5M	\$64.6M	\$88.2M	\$82.3M	\$88.5M	\$79.3M	\$77.7M	\$69.6M	\$78M	\$58.2M	\$41.4M
Percent Change from Prior Year	-8%	8%	-16%	-5%	-6%	19%	17%	13%	-10%	5%	4%	-6%	7%

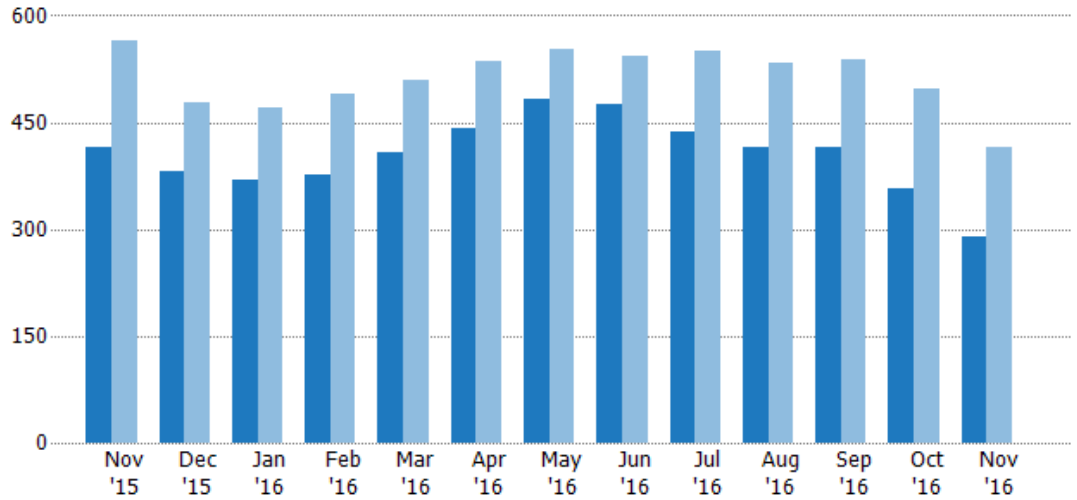
Active Listings

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.
Nov '16	290	-30.1%
Nov '15	415	-26.4%
Nov '14	564	-14.5%



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	415	381	368	377	407	442	482	475	436	414	414	358	290
Prior Year	564	477	470	491	509	536	553	543	551	534	539	498	415
Percent Change from Prior Year	-26%	-20%	-22%	-23%	-20%	-18%	-13%	-13%	-21%	-22%	-23%	-28%	-30%

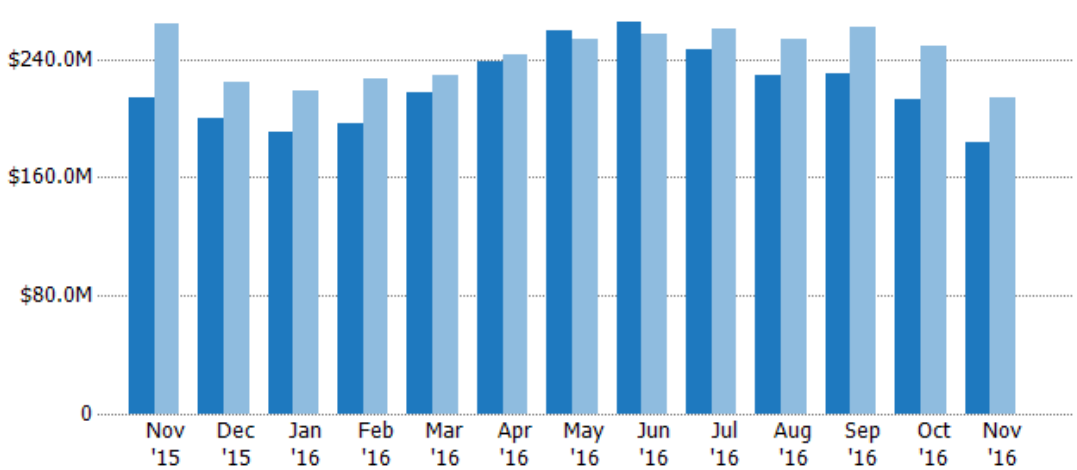
Active Listing Volume

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.
Nov '16	\$183M	-14.4%
Nov '15	\$214M	-19%
Nov '14	\$264M	-20.5%



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	\$214M	\$200M	\$190M	\$196M	\$217M	\$238M	\$259M	\$265M	\$246M	\$229M	\$231M	\$212M	\$183M
Prior Year	\$264M	\$225M	\$219M	\$227M	\$229M	\$243M	\$253M	\$257M	\$260M	\$253M	\$262M	\$249M	\$214M
Percent Change from Prior Year	-19%	-11%	-13%	-13%	-5%	-2%	2%	3%	-5%	-9%	-12%	-15%	-14%

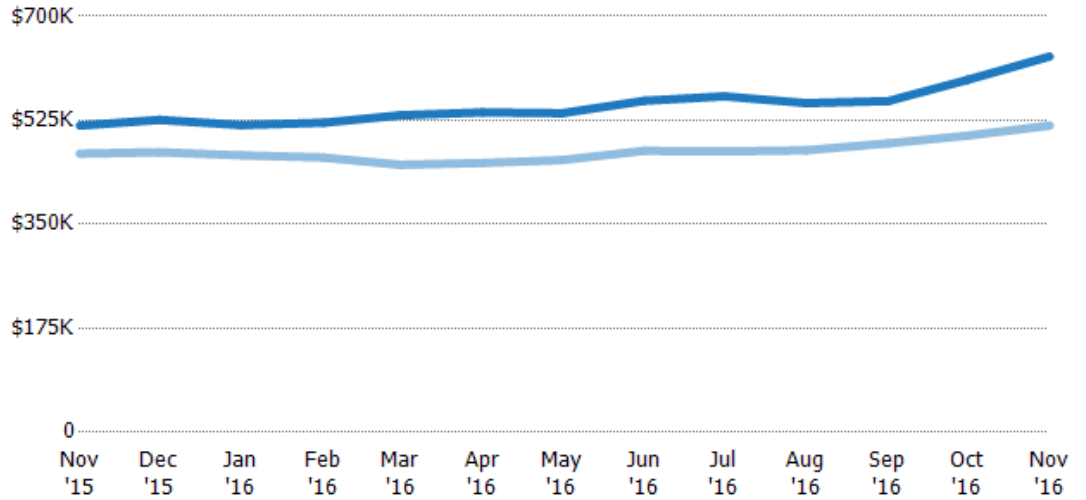
Average Listing Price

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.
Nov '16	\$632K	22.5%
Nov '15	\$516K	10.1%
Nov '14	\$469K	-7%



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	\$516K	\$526K	\$517K	\$521K	\$533K	\$538K	\$537K	\$558K	\$565K	\$554K	\$557K	\$593K	\$632K
Prior Year	\$469K	\$471K	\$466K	\$462K	\$450K	\$453K	\$458K	\$474K	\$473K	\$474K	\$486K	\$499K	\$516K
Percent Change from Prior Year	10%	12%	11%	13%	19%	19%	17%	18%	20%	17%	15%	19%	23%

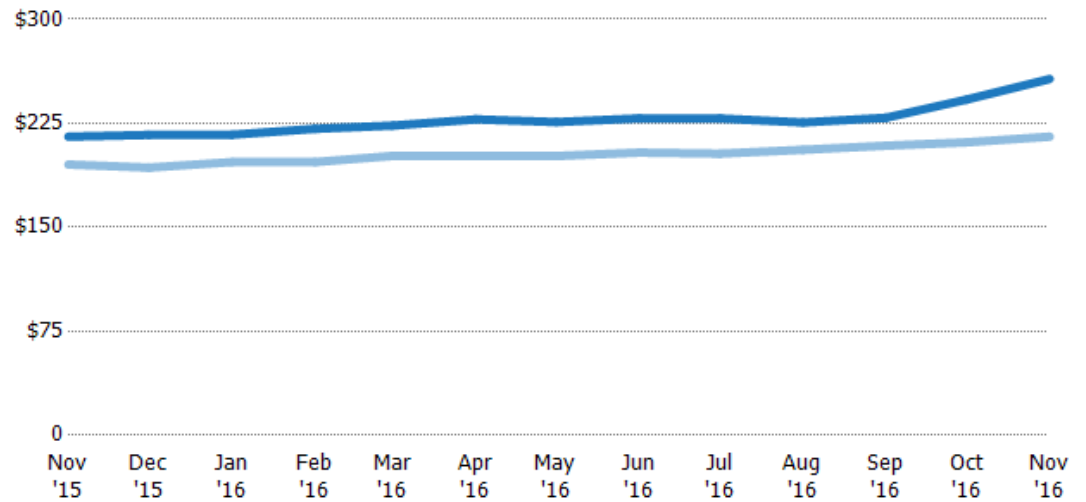
Average Listing Price per Sq Ft

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.
Nov '16	\$257	19.3%
Nov '15	\$215	10.3%
Nov '14	\$195	-7%



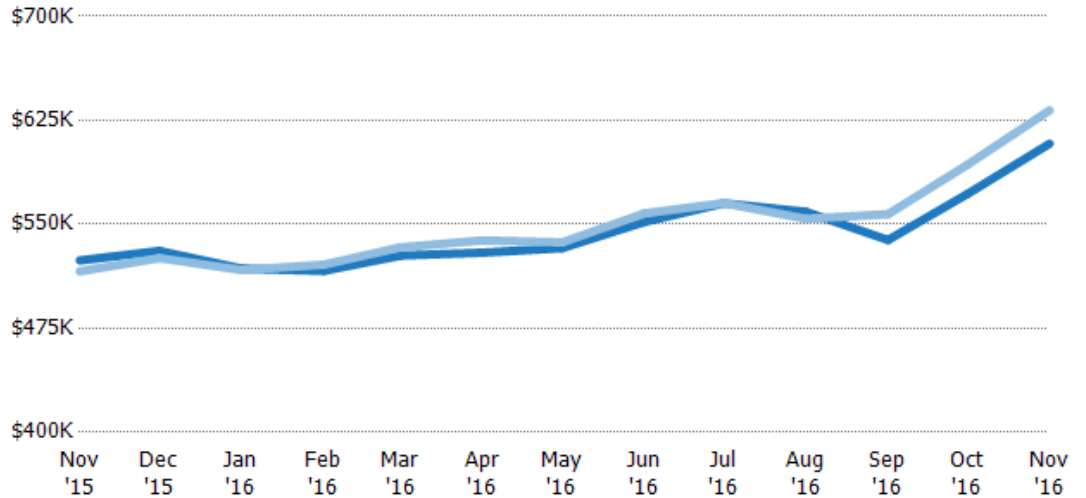
	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	\$215	\$217	\$217	\$221	\$223	\$228	\$226	\$229	\$228	\$226	\$229	\$242	\$257
Prior Year	\$195	\$193	\$197	\$197	\$201	\$202	\$201	\$204	\$203	\$206	\$209	\$211	\$215
Percent Change from Prior Year	10%	12%	10%	12%	11%	13%	12%	12%	12%	10%	10%	15%	19%

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



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Avg Est Value	\$524K	\$531K	\$518K	\$516K	\$527K	\$530K	\$533K	\$552K	\$565K	\$559K	\$539K	\$572K	\$608K
Avg Listing Price	\$516K	\$526K	\$517K	\$521K	\$533K	\$538K	\$537K	\$558K	\$565K	\$554K	\$557K	\$593K	\$632K
Avg Listing Price as a % of Avg Est Value	98%	99%	100%	101%	101%	102%	101%	101%	100%	99%	103%	104%	104%

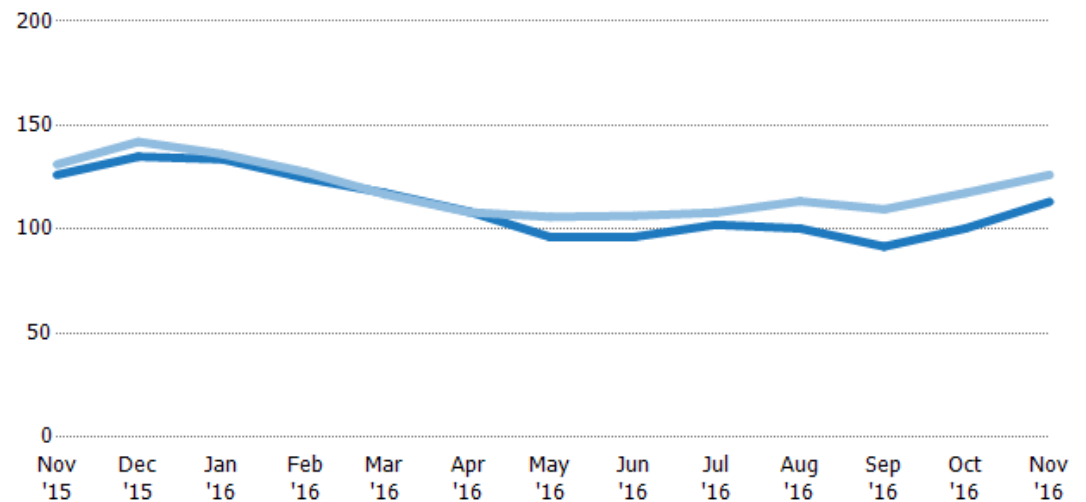
Average Days in RPR

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.
Nov '16	113	-10.2%
Nov '15	126	-3.9%
Nov '14	131	-7.9%



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	126	135	134	124	117	108	96.2	96.4	102	100	91.7	100	113
Prior Year	131	142	136	127	117	108	106	106	108	113	110	117	126
Percent Change from Prior Year	-4%	-5%	-2%	-2%	1%	0	-9%	-9%	-5%	-12%	-16%	-15%	-10%

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



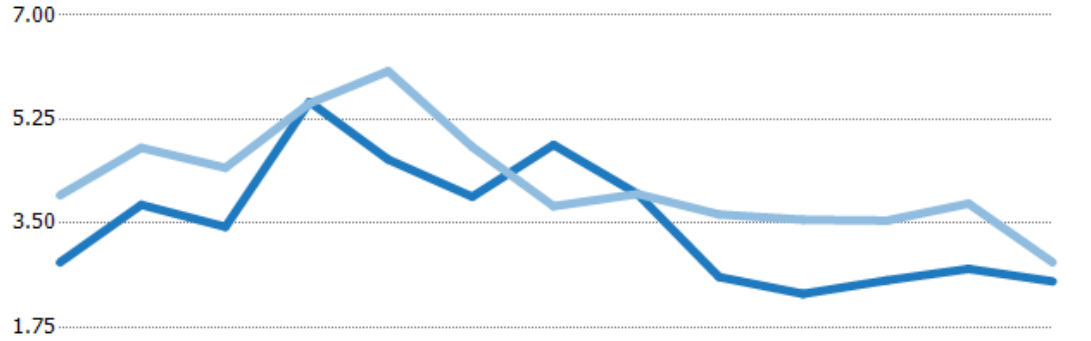
Months of Inventory

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.
Nov '16	2.52	-11.3%
Nov '15	2.84	-28.4%
Nov '14	3.97	-1.3%



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	2.84	3.81	3.44	5.54	4.57	3.95	4.82	3.99	2.6	2.31	2.54	2.73	2.52
Prior Year	3.97	4.77	4.43	5.52	6.06	4.79	3.79	3.99	3.65	3.56	3.55	3.83	2.84
Percent Change from Prior Year	-28%	-20%	-22%	0	-25%	-18%	27%	0	-29%	-35%	-28%	-29%	-11%

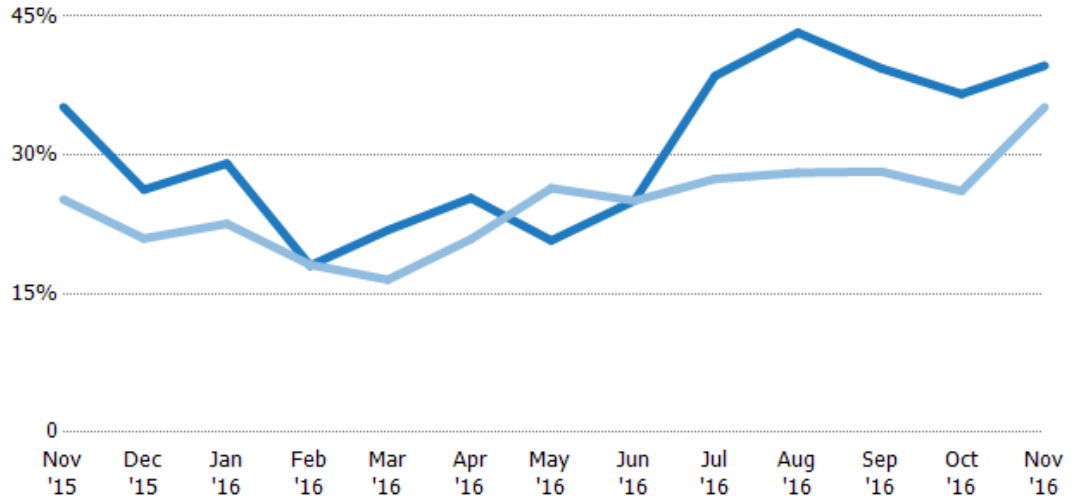
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Nevada County, California

Month/Year	Rate	Chg.
Nov '16	40%	-4.5%
Nov '15	35%	-10%
Nov '14	25%	1.4%



Current Year	35%	26%	29%	18%	22%	25%	21%	25%	39%	43%	39%	37%	40%
Prior Year	25%	21%	23%	18%	17%	21%	26%	25%	27%	28%	28%	26%	35%
Change from Prior Year	-10%	-5%	-7%	0	-5%	-4%	6%	0	-11%	-15%	-11%	-10%	-4%

Absorption Rate (By County)

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

Filters Used: County: Nevada County, California



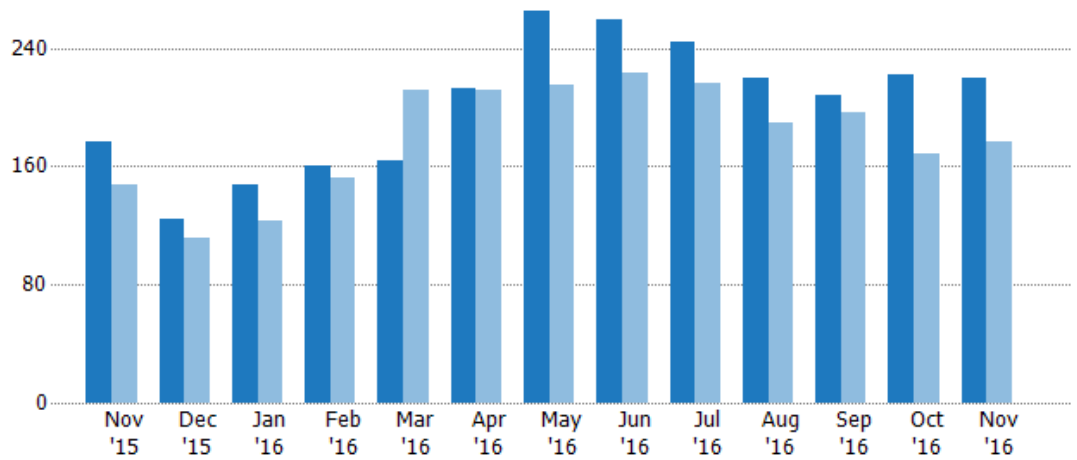
Pending Sales

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.
Nov '16	220	24.3%
Nov '15	177	19.6%
Nov '14	148	-9.5%



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	177	124	148	160	164	213	265	259	244	220	208	222	220
Prior Year	148	111	123	152	211	212	215	223	216	190	197	168	177
Percent Change from Prior Year	20%	12%	20%	5%	-22%	0	23%	16%	13%	16%	6%	32%	24%

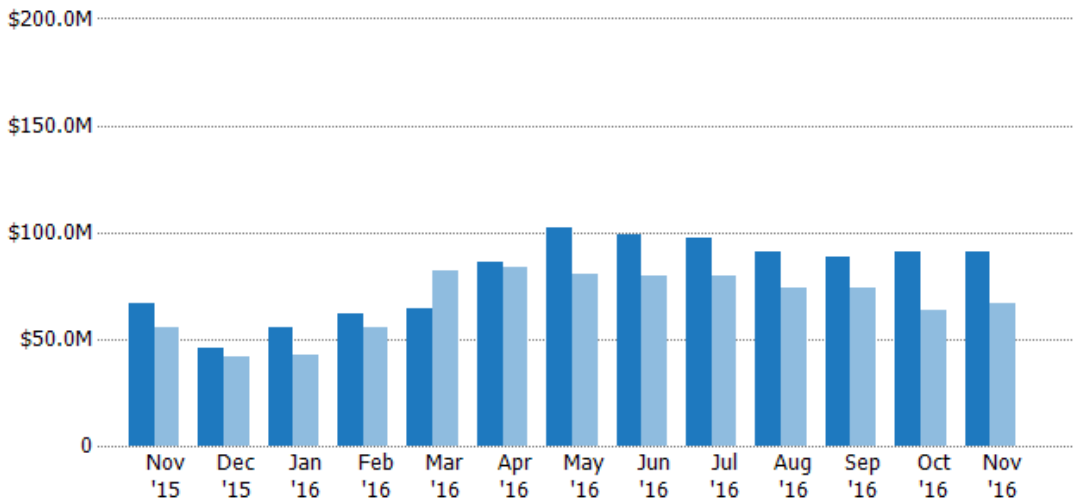
Pending Sales Volume

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.
Nov '16	\$90.6M	36.2%
Nov '15	\$66.5M	20.7%
Nov '14	\$55.1M	-17.1%



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	\$66.5M	\$45.6M	\$55.4M	\$62.2M	\$64.4M	\$85.7M	\$102M	\$99.3M	\$97.4M	\$90.7M	\$88.1M	\$91.1M	\$90.6M
Prior Year	\$55.1M	\$41.5M	\$42.2M	\$55.4M	\$82.1M	\$83.7M	\$80.3M	\$79.5M	\$79.5M	\$73.8M	\$73.8M	\$63.6M	\$66.5M
Percent Change from Prior Year	21%	10%	31%	12%	-22%	2%	27%	25%	23%	23%	19%	43%	36%

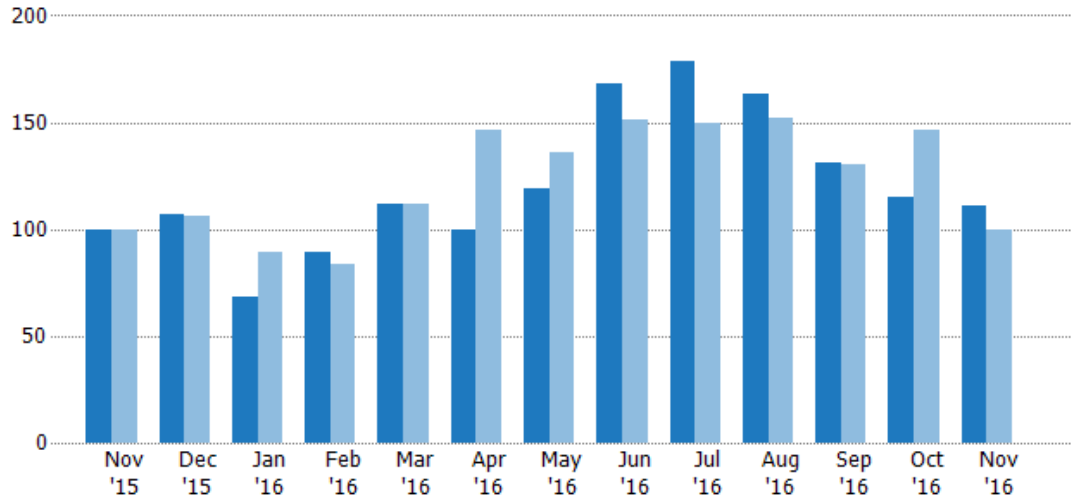
Closed Sales

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

Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Nov '16	111	11%
Nov '15	100	%
Nov '14	100	18%



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	100	107	68	89	112	100	119	168	179	163	131	115	111
Prior Year	100	106	89	84	112	146	136	151	150	152	130	146	100
Percent Change from Prior Year	0	1%	-24%	6%	0	-32%	-13%	11%	19%	7%	1%	-21%	11%

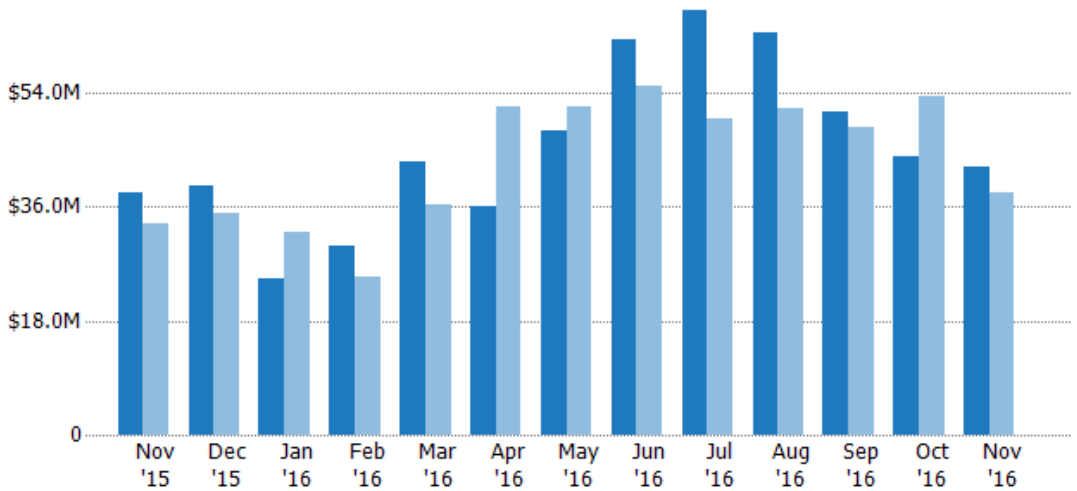
Closed Sales Volume

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.
Nov '16	\$42.4M	10.7%
Nov '15	\$38.3M	14.6%
Nov '14	\$33.4M	10.2%



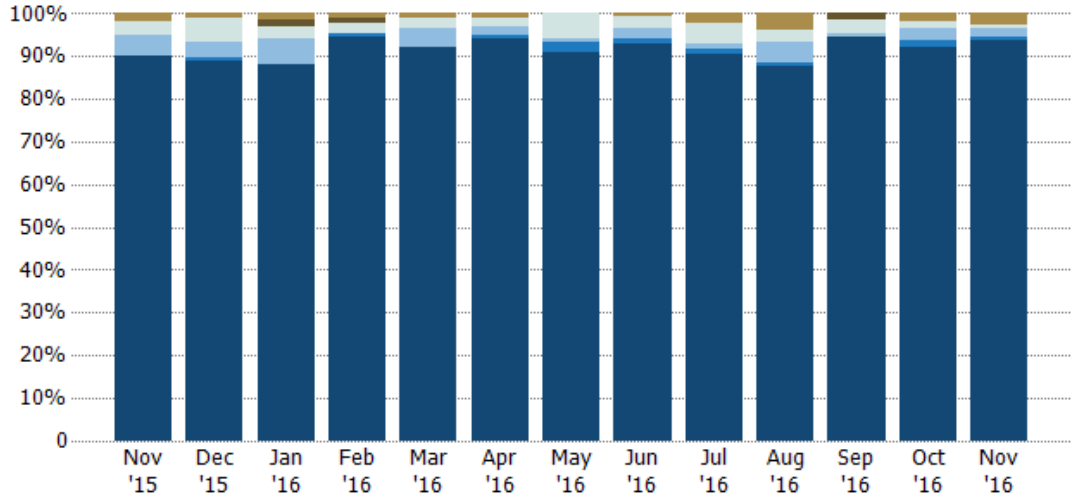
	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	\$38.3M	\$39.4M	\$24.8M	\$29.7M	\$43M	\$36.1M	\$48.1M	\$62.4M	\$67.1M	\$63.5M	\$51M	\$43.9M	\$42.4M
Prior Year	\$33.4M	\$34.9M	\$31.9M	\$25M	\$36.2M	\$51.8M	\$51.9M	\$55.1M	\$50M	\$51.6M	\$48.6M	\$53.5M	\$38.3M
Percent Change from Prior Year	15%	13%	-23%	19%	19%	-30%	-7%	13%	34%	23%	5%	-18%	11%

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

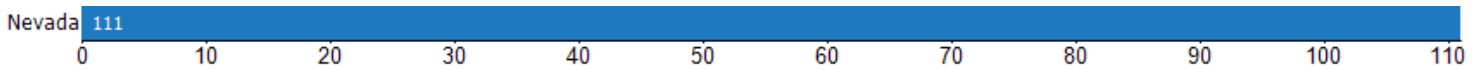


Other	2%	1%	1%	1%	1%	1%	-	1%	2%	4%	-	2%	3%
Lot/Land	-	-	1%	1%	-	-	-	-	-	-	2%	-	-
Multifamily/Multiplex	3%	6%	3%	2%	3%	2%	6%	3%	5%	3%	3%	2%	1%
Mobile/Manufactured	5%	4%	6%	-	4%	2%	1%	2%	1%	5%	1%	3%	2%
Condo/Townhouse	-	1%	-	1%	-	1%	3%	1%	1%	1%	-	2%	1%
Single Family Residence	90%	89%	88%	94%	92%	94%	91%	93%	91%	88%	95%	92%	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

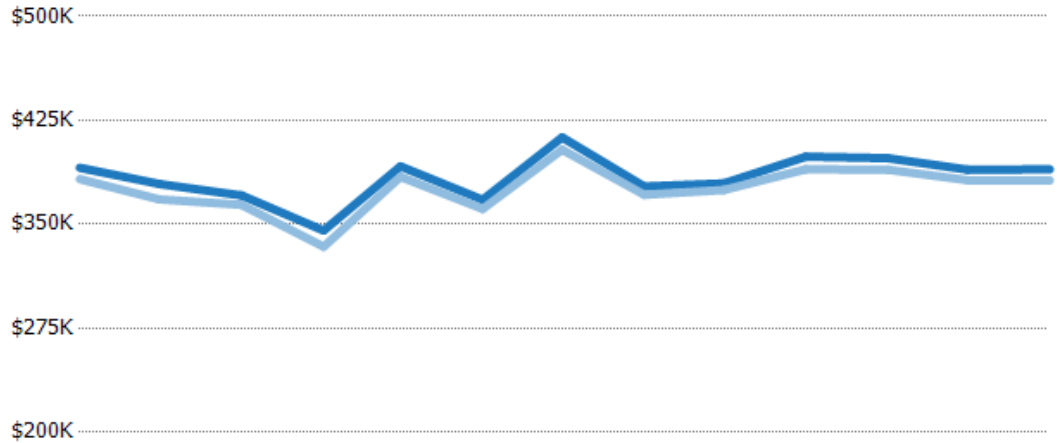


Average Sales Price vs Average Listing Price

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

Filters Used

County: Nevada County, California



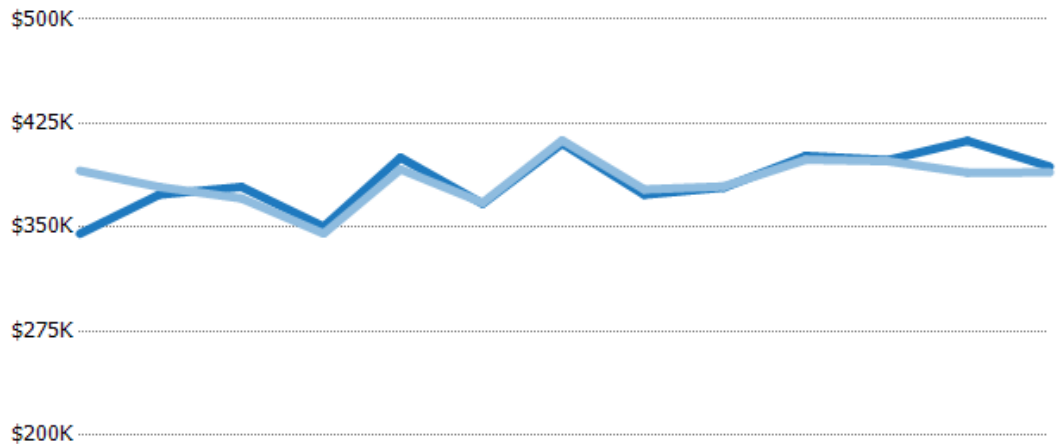
	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Avg List Price	\$391K	\$379K	\$371K	\$345K	\$392K	\$368K	\$413K	\$377K	\$379K	\$399K	\$398K	\$389K	\$390K
Avg Sales Price	\$383K	\$368K	\$364K	\$334K	\$384K	\$361K	\$404K	\$371K	\$375K	\$390K	\$389K	\$382K	\$382K
Avg Sales Price as a % of Avg List Price	98%	97%	98%	97%	98%	98%	98%	98%	99%	98%	98%	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



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Avg Est Value	\$345K	\$374K	\$379K	\$350K	\$400K	\$367K	\$410K	\$373K	\$379K	\$402K	\$398K	\$412K	\$394K
Avg Sales Price	\$391K	\$379K	\$371K	\$345K	\$392K	\$368K	\$413K	\$377K	\$379K	\$399K	\$398K	\$389K	\$390K
Avg Sales Price as a % of Avg Est Value	113%	101%	98%	99%	98%	100%	101%	101%	100%	99%	100%	94%	99%

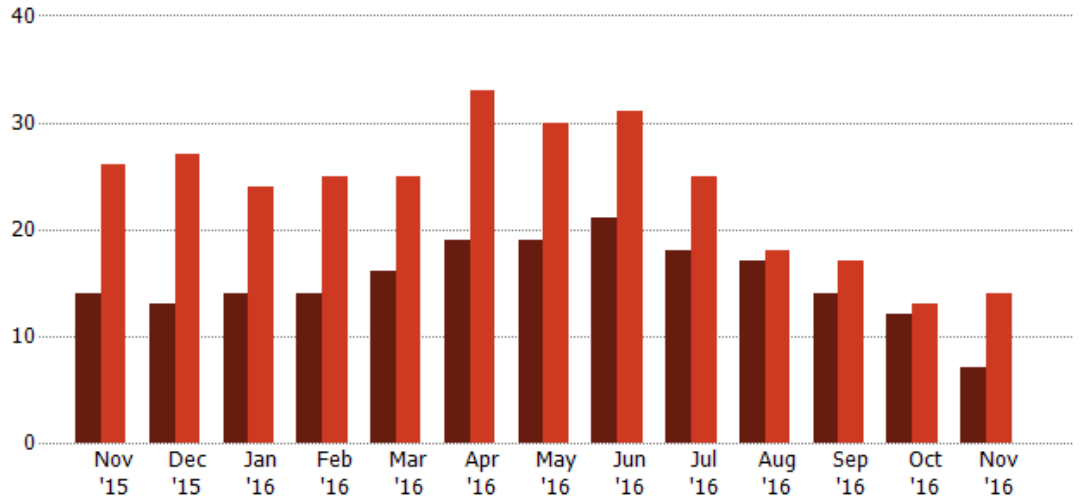
Distressed Listings

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.
Nov '16	7	-50%
Nov '15	14	-46.2%
Nov '14	26	15.4%



Current Year	14	13	14	14	16	19	19	21	18	17	14	12	7
Prior Year	26	27	24	25	25	33	30	31	25	18	17	13	14
Percent Change from Prior Year	-46%	-52%	-42%	-44%	-36%	-42%	-37%	-32%	-28%	-6%	-18%	-8%	-50%

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: 12/06/2016

Scheduled: Yes

Report Date Range: From 11/2015 To: 11/2016

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 11/2016 data

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