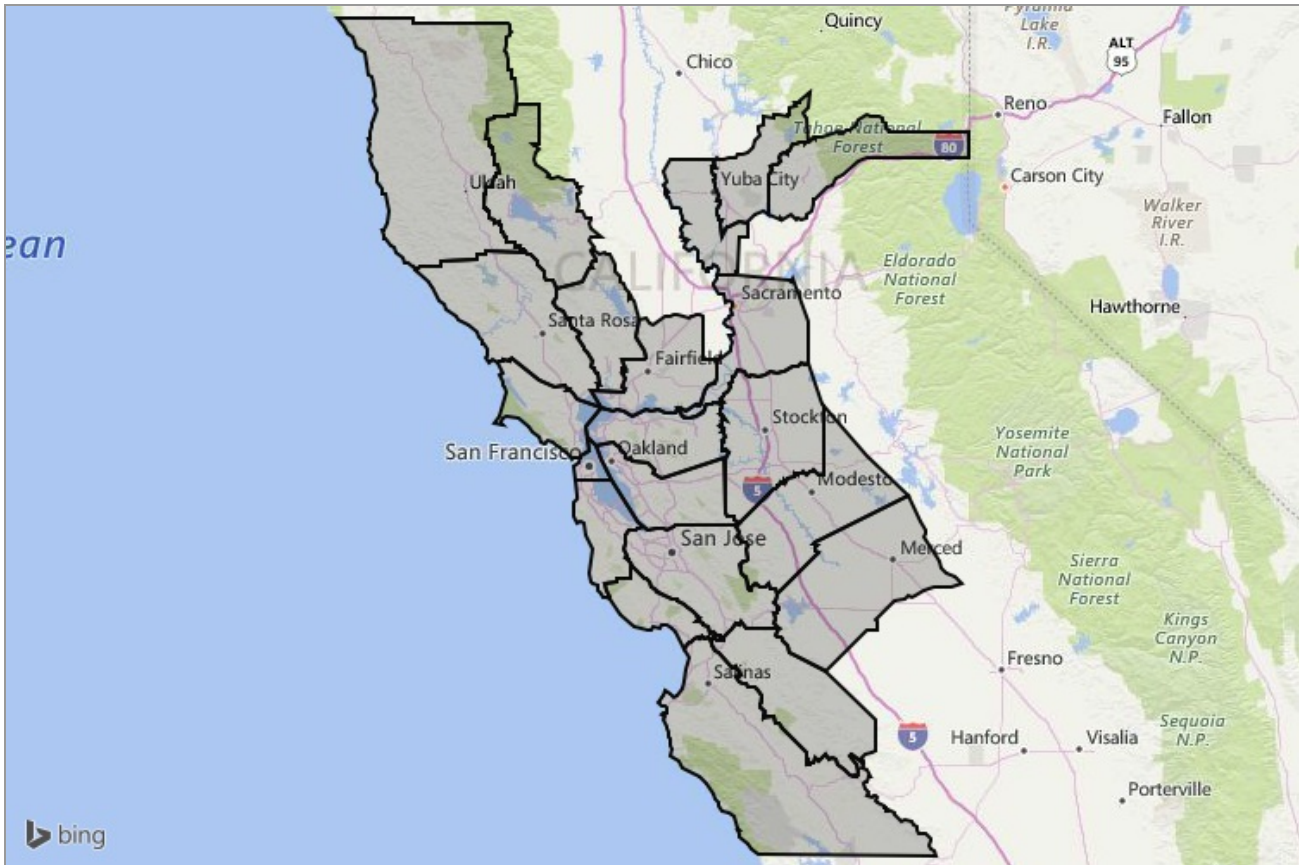


MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
10/2015 – 10/2016

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 11/08/2016

**Scheduled:** Yes

Presented by

**Nevada County Association of  
REALTORS®**

(530) 272-2627

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

336 Crown Point Circle  
Grass Valley, CA 95945

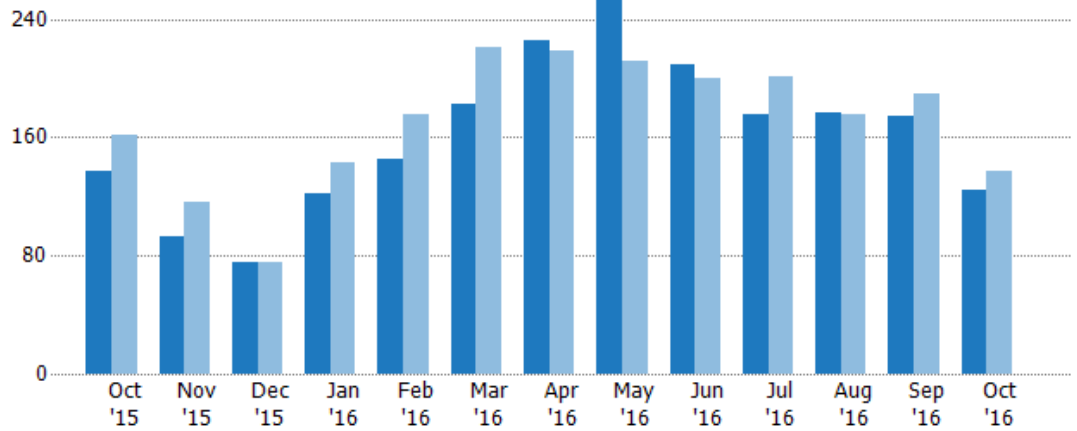
## New Listings

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.
Oct '16	124	-9.5%
Oct '15	137	-15.4%
Oct '14	162	-6.8%



Current Year	137	93	75	122	145	183	226	258	209	175	177	174	124
Prior Year	162	116	75	143	175	221	218	211	200	201	176	189	137
Percent Change from Prior Year	-15%	-20%	0	-15%	-17%	-17%	4%	22%	5%	-13%	1%	-8%	-9%

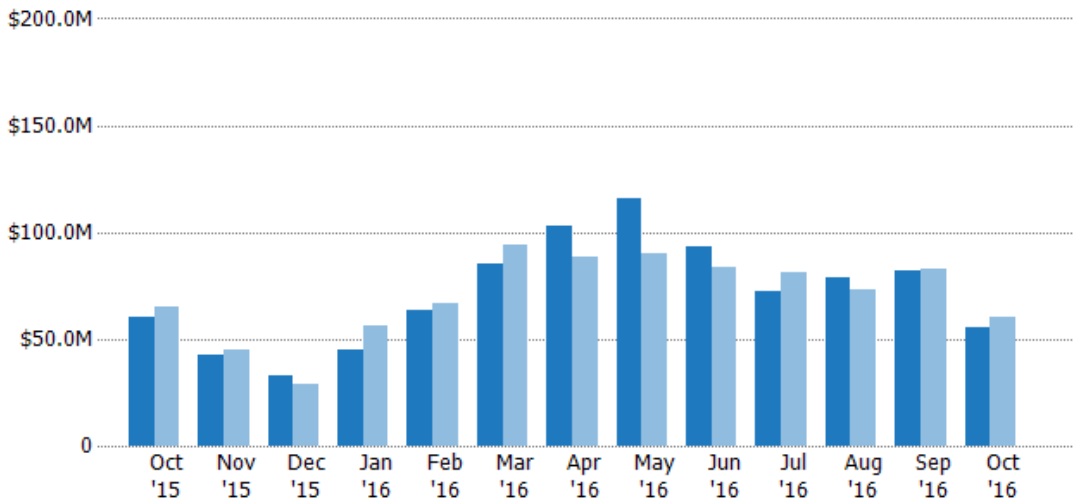
## New Listing Volume

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.
Oct '16	\$55.5M	-7.4%
Oct '15	\$59.9M	-8.3%
Oct '14	\$65.3M	-16.9%



Current Year	\$59.9M	\$42.1M	\$32.7M	\$44.6M	\$63.9M	\$85.3M	\$103M	\$116M	\$93.2M	\$72.7M	\$79M	\$82.3M	\$55.5M
Prior Year	\$65.3M	\$45.2M	\$28.9M	\$56.4M	\$66.7M	\$93.8M	\$88.5M	\$90.3M	\$83.7M	\$81.1M	\$73.3M	\$82.6M	\$59.9M
Percent Change from Prior Year	-8%	-7%	13%	-21%	-4%	-9%	16%	28%	11%	-10%	8%	0	-7%

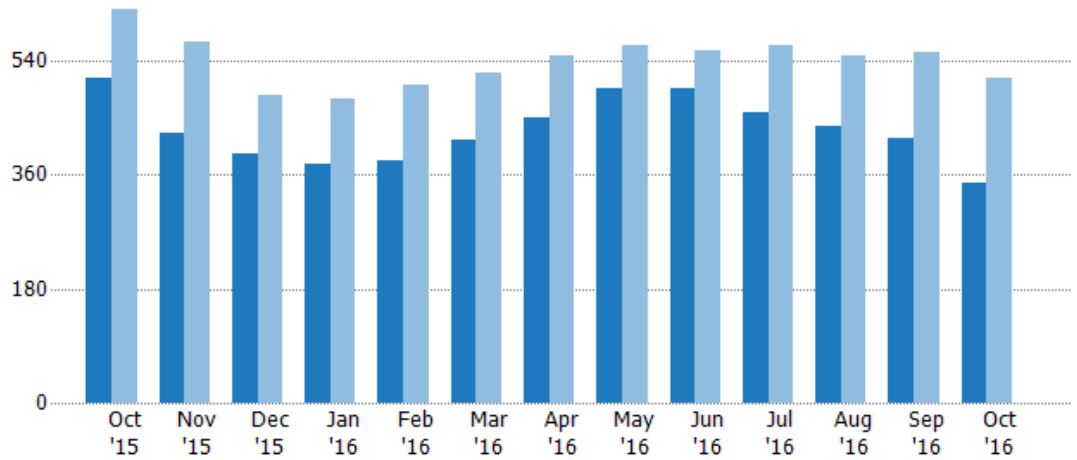
## Active Listings

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.
Oct '16	348	-32%
Oct '15	512	-17.4%
Oct '14	620	-15.5%



Current Year	512	425	392	376	383	416	451	497	496	459	436	419	348
Prior Year	620	569	486	480	503	522	547	564	557	563	547	554	512
Percent Change from Prior Year	-17%	-25%	-19%	-22%	-24%	-20%	-18%	-12%	-11%	-18%	-20%	-24%	-32%

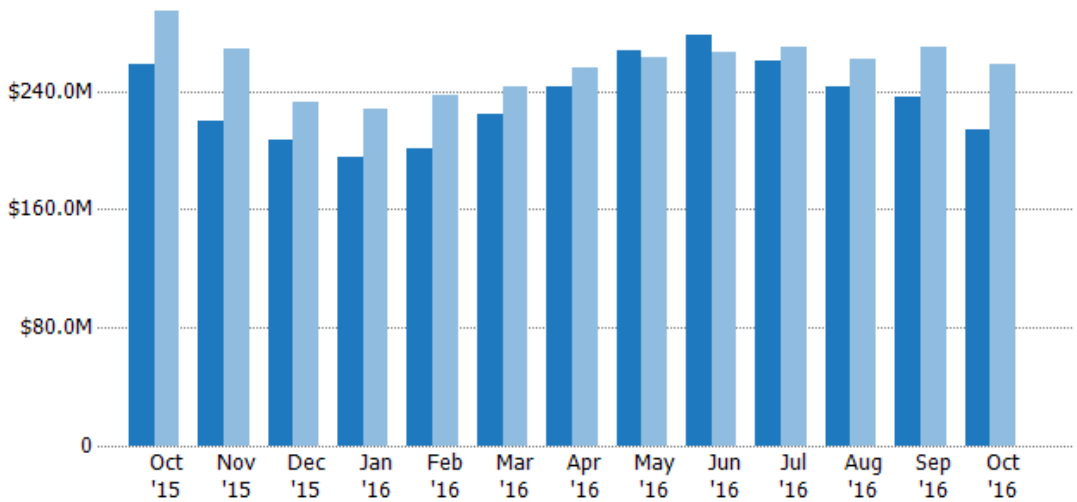
## Active Listing Volume

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.
Oct '16	\$213M	-17.2%
Oct '15	\$258M	-12.6%
Oct '14	\$295M	-23.2%



Current Year	\$258M	\$219M	\$207M	\$195M	\$201M	\$224M	\$243M	\$267M	\$277M	\$261M	\$243M	\$236M	\$213M
Prior Year	\$295M	\$268M	\$233M	\$228M	\$237M	\$243M	\$256M	\$263M	\$267M	\$269M	\$262M	\$270M	\$258M
Percent Change from Prior Year	-13%	-18%	-11%	-14%	-15%	-8%	-5%	2%	4%	-3%	-7%	-13%	-17%

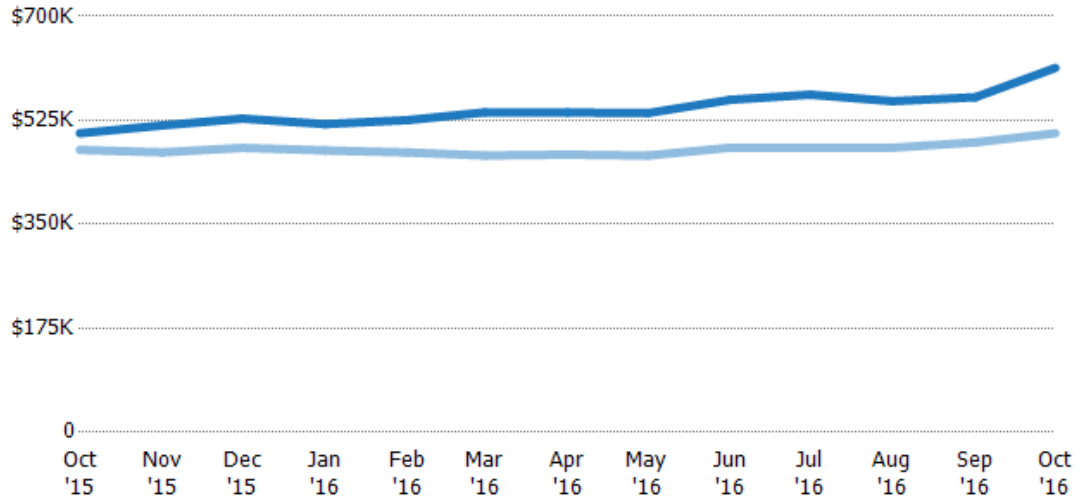
## Average Listing Price

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.
Oct '16	\$613K	21.9%
Oct '15	\$503K	5.9%
Oct '14	\$475K	-9.1%



	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Current Year	\$503K	\$516K	\$528K	\$519K	\$525K	\$538K	\$538K	\$537K	\$559K	\$568K	\$557K	\$564K	\$613K
Prior Year	\$475K	\$471K	\$479K	\$474K	\$471K	\$466K	\$467K	\$466K	\$479K	\$479K	\$479K	\$488K	\$503K
Percent Change from Prior Year	6%	10%	10%	9%	12%	16%	15%	15%	17%	19%	16%	16%	22%

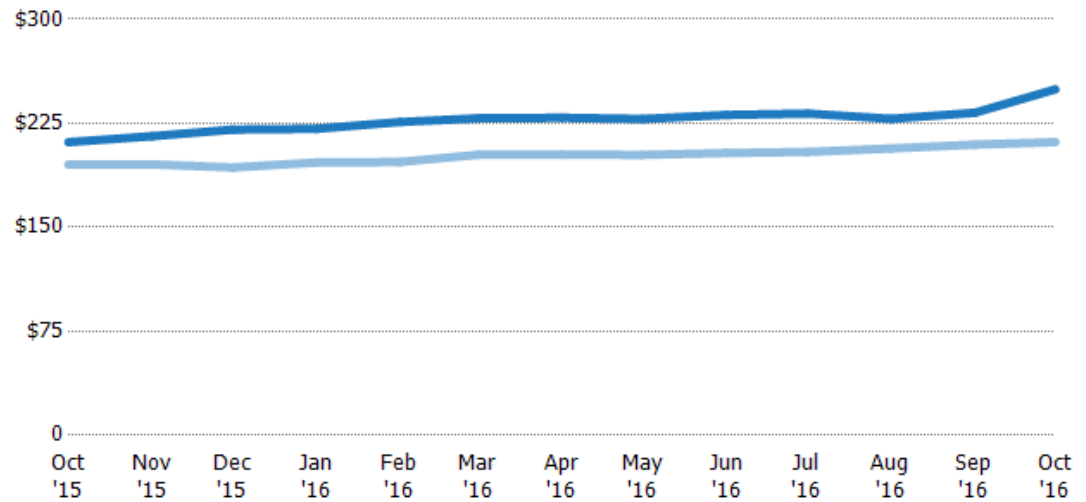
## Average Listing Price per Sq Ft

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.
Oct '16	\$250	18%
Oct '15	\$211	8.3%
Oct '14	\$195	-1.7%



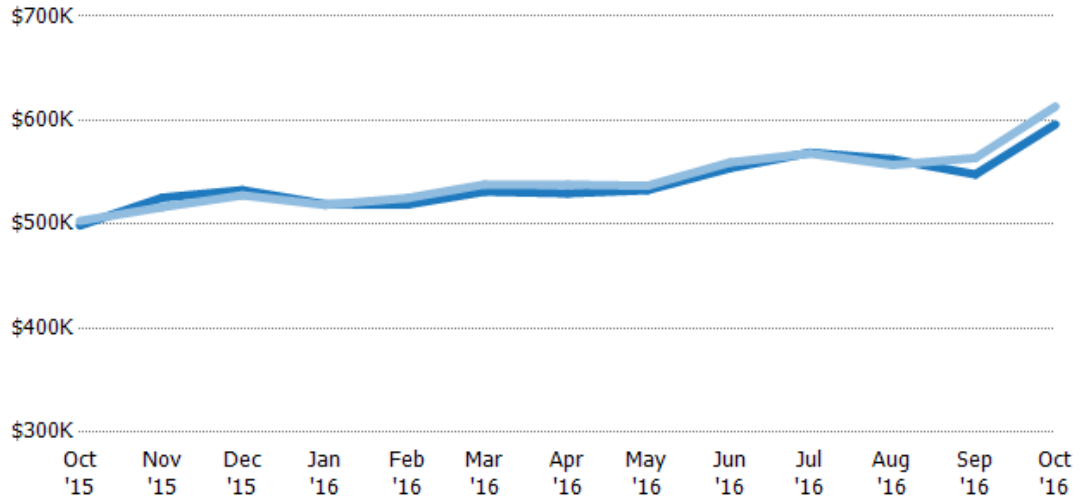
	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Current Year	\$211	\$216	\$220	\$221	\$226	\$229	\$229	\$228	\$231	\$232	\$228	\$233	\$250
Prior Year	\$195	\$195	\$193	\$197	\$197	\$202	\$202	\$202	\$204	\$204	\$207	\$210	\$211
Percent Change from Prior Year	8%	10%	14%	12%	15%	13%	13%	13%	13%	14%	10%	11%	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



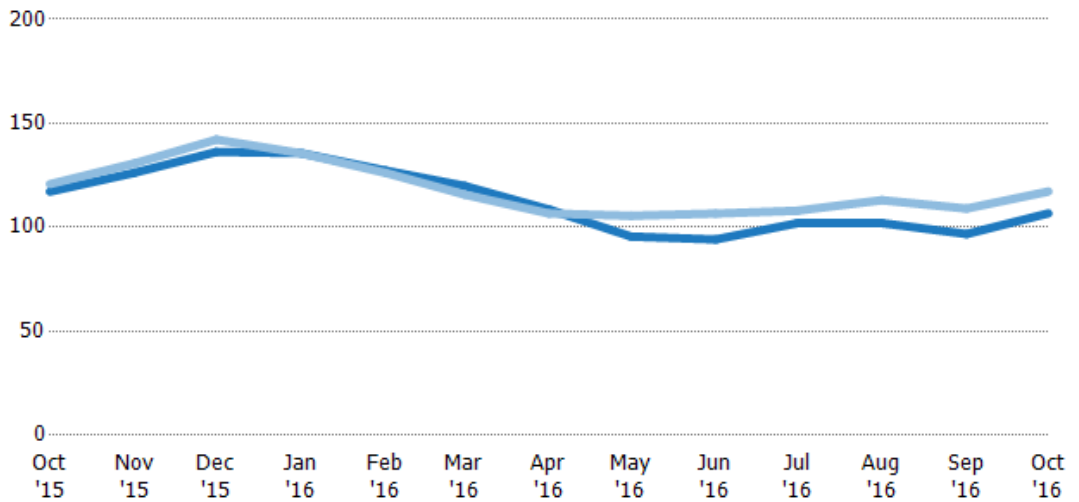
	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Avg Est Value	\$499K	\$526K	\$533K	\$519K	\$519K	\$531K	\$530K	\$533K	\$554K	\$569K	\$562K	\$548K	\$596K
Avg Listing Price	\$503K	\$516K	\$528K	\$519K	\$525K	\$538K	\$538K	\$537K	\$559K	\$568K	\$557K	\$564K	\$613K
Avg Listing Price as a % of Avg Est Value	101%	98%	99%	100%	101%	101%	102%	101%	101%	100%	99%	103%	103%

## 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



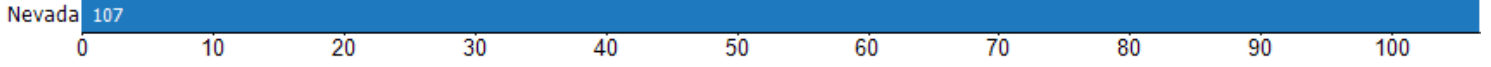
Month/Year	Days	% Chg.
Oct '16	107	-8.9%
Oct '15	117	-3%
Oct '14	121	-8.9%

	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Current Year	117	126	136	136	127	120	109	95.6	94.1	102	102	96.8	107
Prior Year	121	131	142	136	126	116	107	106	107	108	113	109	117
Percent Change from Prior Year	-3%	-3%	-4%	0	1%	4%	2%	-9%	-12%	-6%	-10%	-11%	-9%

## 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



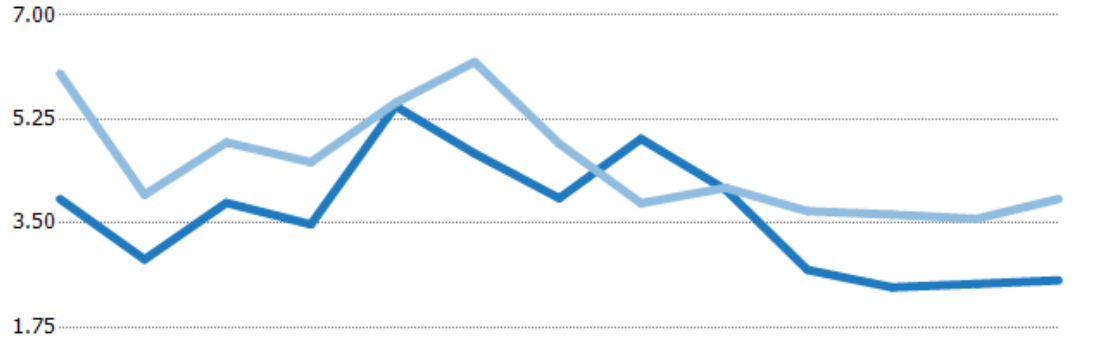
## Months of Inventory

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.
Oct '16	2.54	-35%
Oct '15	3.91	-35.1%
Oct '14	6.02	-22.3%



	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Current Year	3.91	2.89	3.84	3.48	5.47	4.67	3.92	4.92	4.07	2.72	2.42	2.48	2.54
Prior Year	6.02	3.98	4.86	4.53	5.53	6.21	4.84	3.84	4.1	3.7	3.65	3.57	3.91
Percent Change from Prior Year	-35%	-27%	-21%	-23%	-1%	-25%	-19%	28%	-1%	-27%	-34%	-31%	-35%

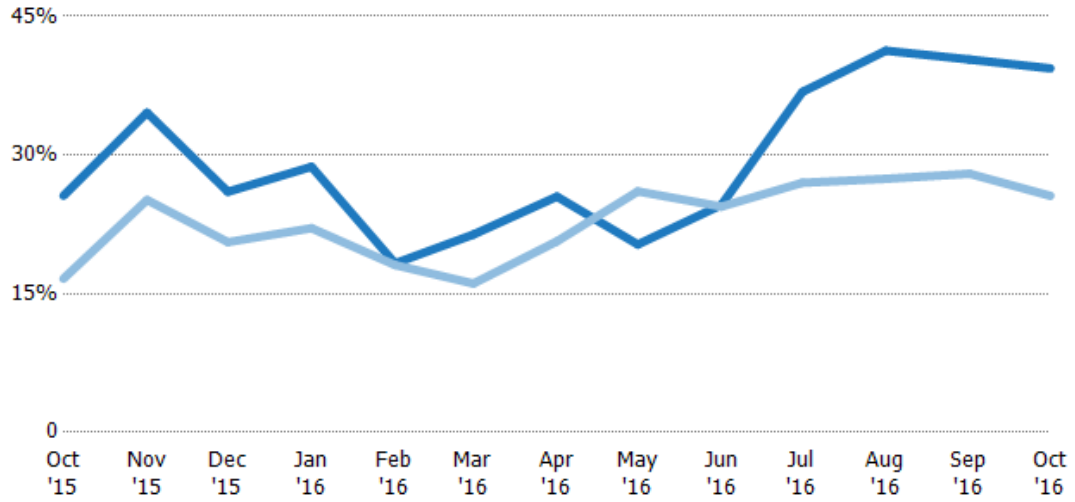
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

County: Nevada County, California

Month/Year	Rate	Chg.
Oct '16	39%	-13.8%
Oct '15	26%	-9%
Oct '14	17%	28.7%

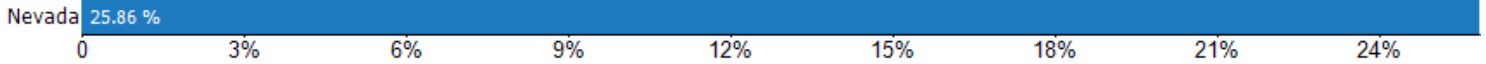


	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Current Year	26%	35%	26%	29%	18%	21%	25%	20%	25%	37%	41%	40%	39%
Prior Year	17%	25%	21%	22%	18%	16%	21%	26%	24%	27%	27%	28%	26%
Change from Prior Year	-9%	-9%	-5%	-7%	0	-5%	-5%	6%	0	-10%	-14%	-12%	-14%

## Absorption Rate (By County)

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

Filters Used: County: Nevada County, California



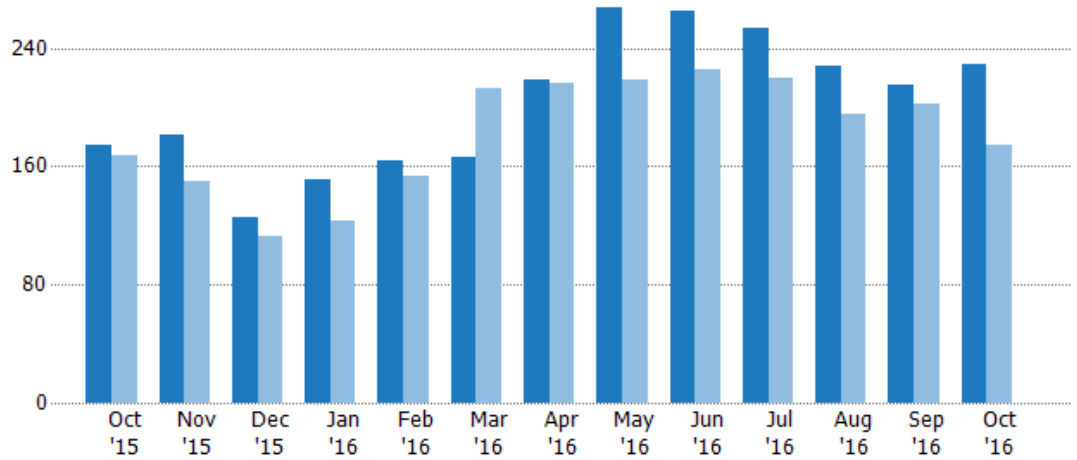
## Pending Sales

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.
Oct '16	229	31.6%
Oct '15	174	4.2%
Oct '14	167	7.2%



	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Current Year	174	181	126	151	164	166	218	268	265	253	228	215	229
Prior Year	167	150	113	123	153	213	216	219	226	220	195	202	174
Percent Change from Prior Year	4%	21%	12%	23%	7%	-22%	1%	22%	17%	15%	17%	6%	32%

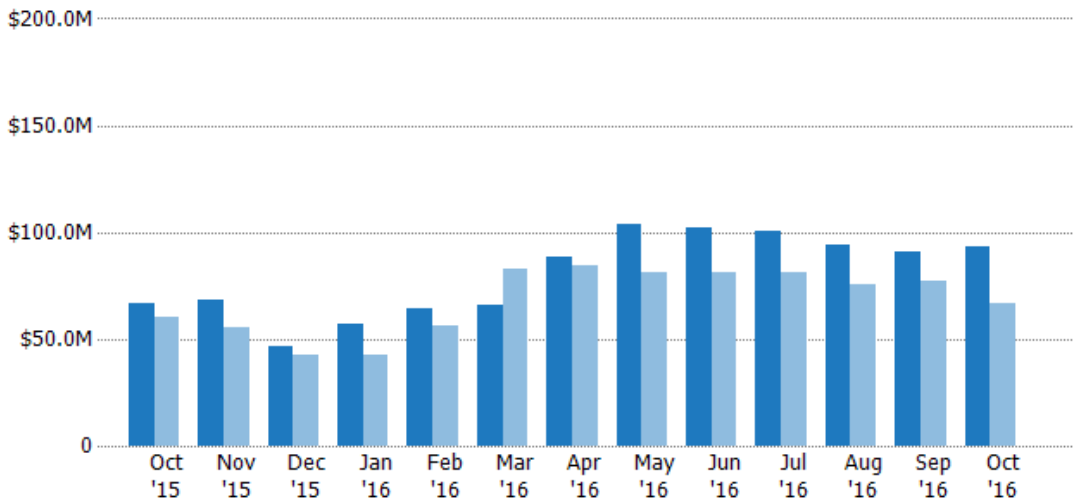
## Pending Sales Volume

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.
Oct '16	\$93.1M	39.2%
Oct '15	\$66.9M	11.8%
Oct '14	\$59.9M	-8%



	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Current Year	\$66.9M	\$68M	\$46.3M	\$57.2M	\$64.4M	\$65.7M	\$88.3M	\$104M	\$102M	\$100M	\$93.7M	\$90.6M	\$93.1M
Prior Year	\$59.9M	\$55.7M	\$42.2M	\$42.3M	\$56.1M	\$83.1M	\$84.8M	\$81.5M	\$80.9M	\$81.5M	\$75.4M	\$77M	\$66.9M
Percent Change from Prior Year	12%	22%	10%	35%	15%	-21%	4%	27%	26%	23%	24%	18%	39%



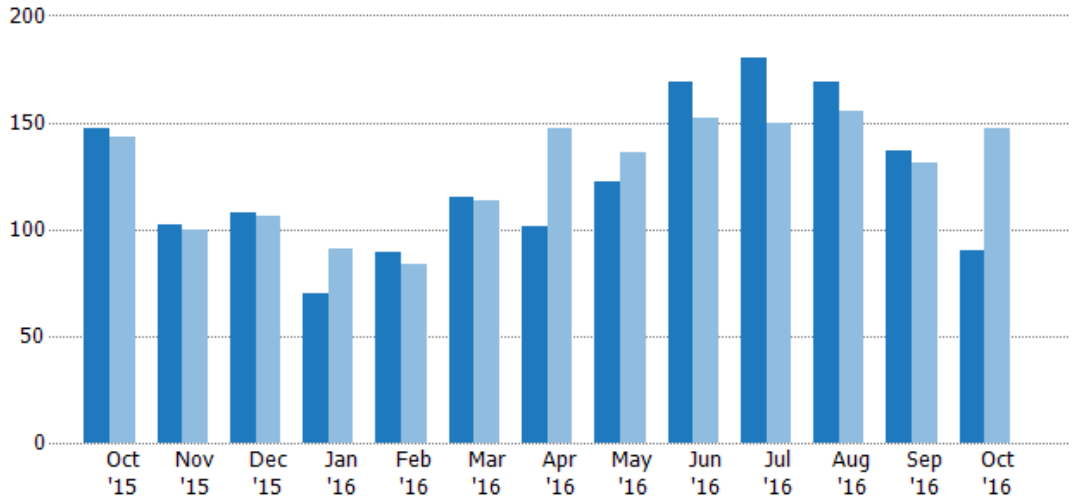
## Closed Sales

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

**Filters Used**

County: Nevada County, California

Month/Year	Count	% Chg.
Oct '16	90	-38.8%
Oct '15	147	2.8%
Oct '14	143	-13.3%



Current Year	147	102	108	70	89	115	101	122	169	180	169	137	90
Prior Year	143	100	106	91	84	113	147	136	152	150	155	131	147
Percent Change from Prior Year	3%	2%	2%	-23%	6%	2%	-31%	-10%	11%	20%	9%	5%	-39%

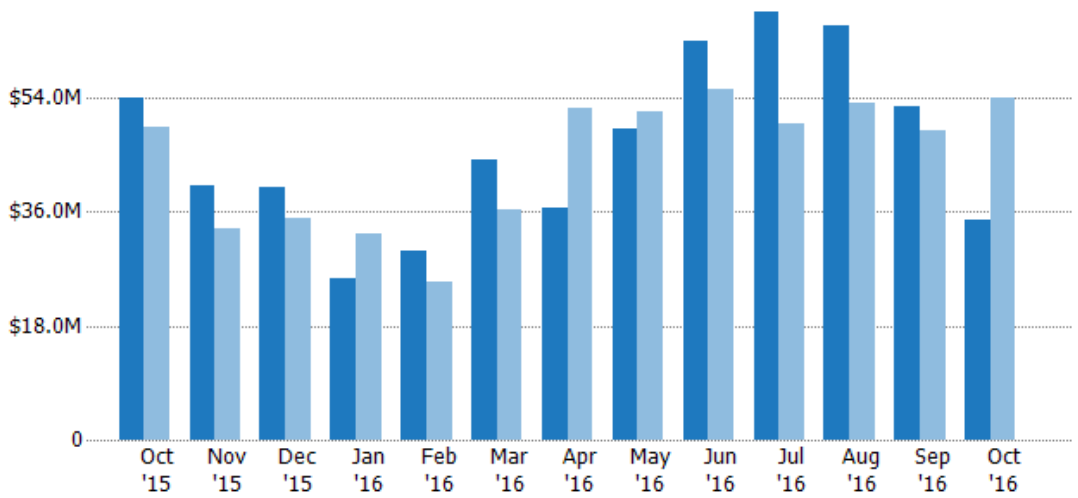
## Closed Sales Volume

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.
Oct '16	\$34.8M	-35.5%
Oct '15	\$54M	9.1%
Oct '14	\$49.5M	-18.8%



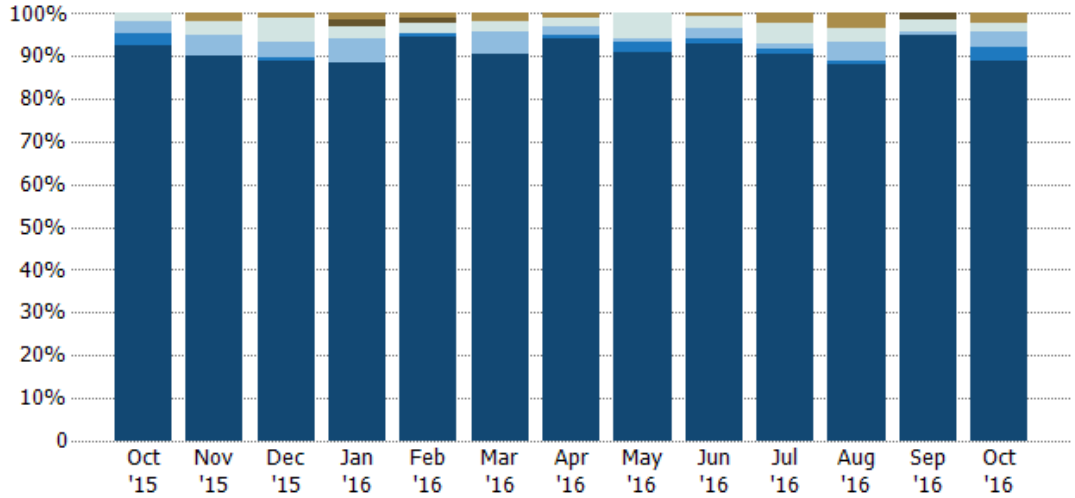
Current Year	\$54M	\$40.1M	\$39.9M	\$25.4M	\$29.7M	\$44.3M	\$36.5M	\$49.2M	\$63M	\$67.5M	\$65.4M	\$52.8M	\$34.8M
Prior Year	\$49.5M	\$33.4M	\$34.9M	\$32.4M	\$25M	\$36.4M	\$52.4M	\$51.9M	\$55.4M	\$50M	\$53.1M	\$48.9M	\$54M
Percent Change from Prior Year	9%	20%	14%	-22%	19%	22%	-30%	-5%	14%	35%	23%	8%	-35%

## 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

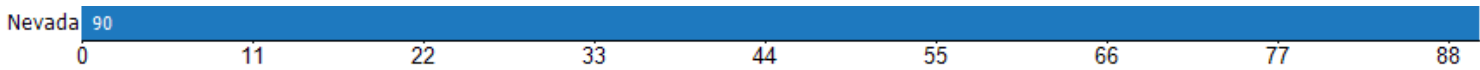


Other	-	2%	1%	1%	1%	2%	1%	-	1%	2%	4%	-	2%
Lot/Land	-	-	-	1%	1%	-	-	-	-	-	-	1%	-
Multifamily/Multiplex	2%	3%	6%	3%	2%	3%	2%	6%	3%	5%	3%	3%	2%
Mobile/Manufactured	3%	5%	4%	6%	-	5%	2%	1%	2%	1%	5%	1%	3%
Condo/Townhouse	3%	-	1%	-	1%	-	1%	2%	1%	1%	1%	-	3%
Single Family Residence	93%	90%	89%	89%	94%	90%	94%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

## 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

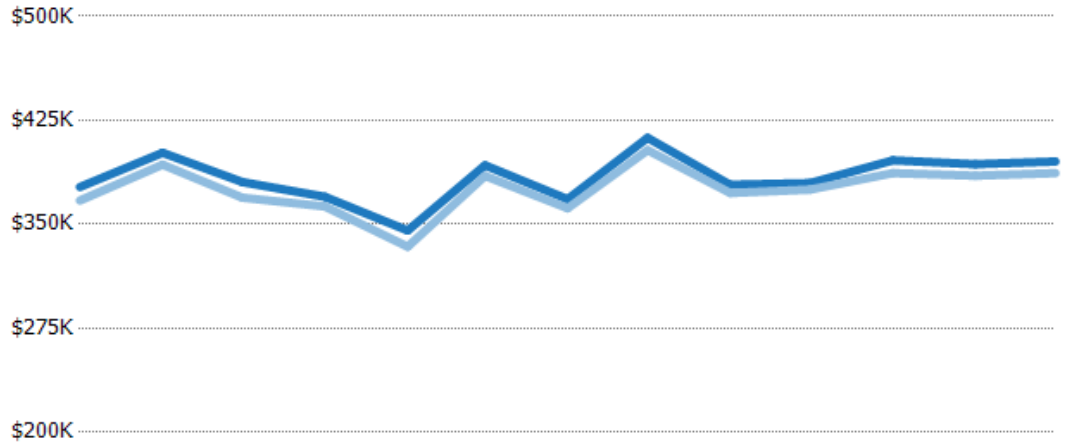


## Average Sales Price vs Average Listing Price

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

Filters Used

County: Nevada County, California



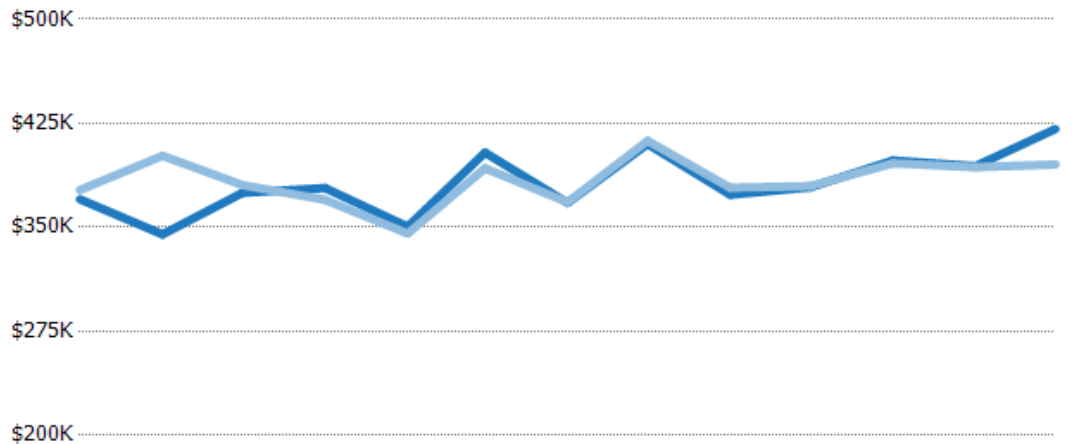
	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Avg List Price	\$377K	\$402K	\$380K	\$370K	\$345K	\$393K	\$368K	\$412K	\$379K	\$380K	\$396K	\$393K	\$395K
Avg Sales Price	\$367K	\$393K	\$369K	\$363K	\$334K	\$385K	\$362K	\$403K	\$373K	\$375K	\$387K	\$385K	\$387K
Avg Sales Price as a % of Avg List Price	97%	98%	97%	98%	97%	98%	98%	98%	98%	99%	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



	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Avg Est Value	\$370K	\$345K	\$375K	\$378K	\$350K	\$404K	\$368K	\$410K	\$373K	\$379K	\$398K	\$394K	\$421K
Avg Sales Price	\$377K	\$402K	\$380K	\$370K	\$345K	\$393K	\$368K	\$412K	\$379K	\$380K	\$396K	\$393K	\$395K
Avg Sales Price as a % of Avg Est Value	102%	116%	101%	98%	99%	97%	100%	101%	101%	100%	99%	100%	94%

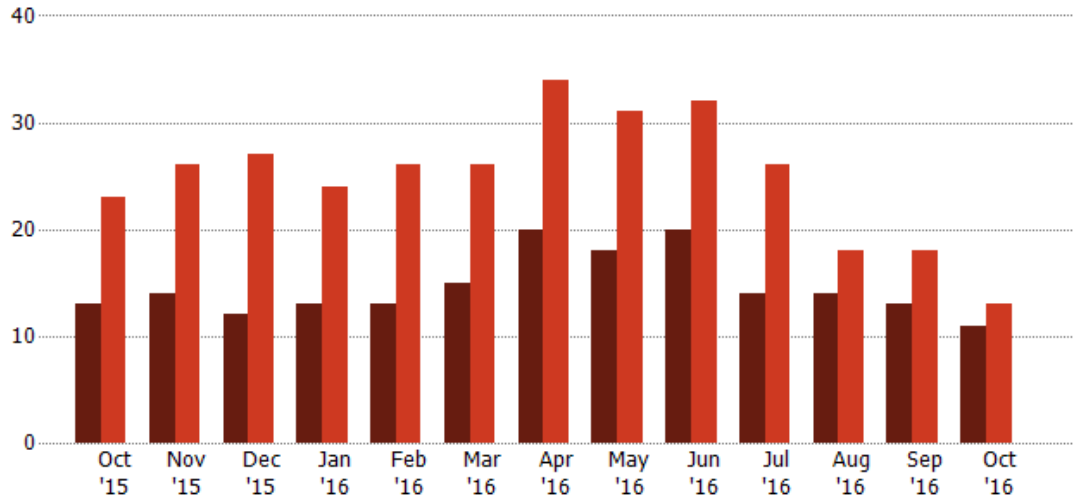
## Distressed Listings

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.
Oct '16	11	-15.4%
Oct '15	13	-43.5%
Oct '14	23	30.4%



Current Year	13	14	12	13	13	15	20	18	20	14	14	13	11
Prior Year	23	26	27	24	26	26	34	31	32	26	18	18	13
Percent Change from Prior Year	-43%	-46%	-56%	-46%	-50%	-42%	-41%	-42%	-38%	-46%	-22%	-28%	-15%

## 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:** 11/08/2016

**Scheduled:** Yes

**Report Date Range:** From 10/2015 To: 10/2016

### 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 10/2016 data

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