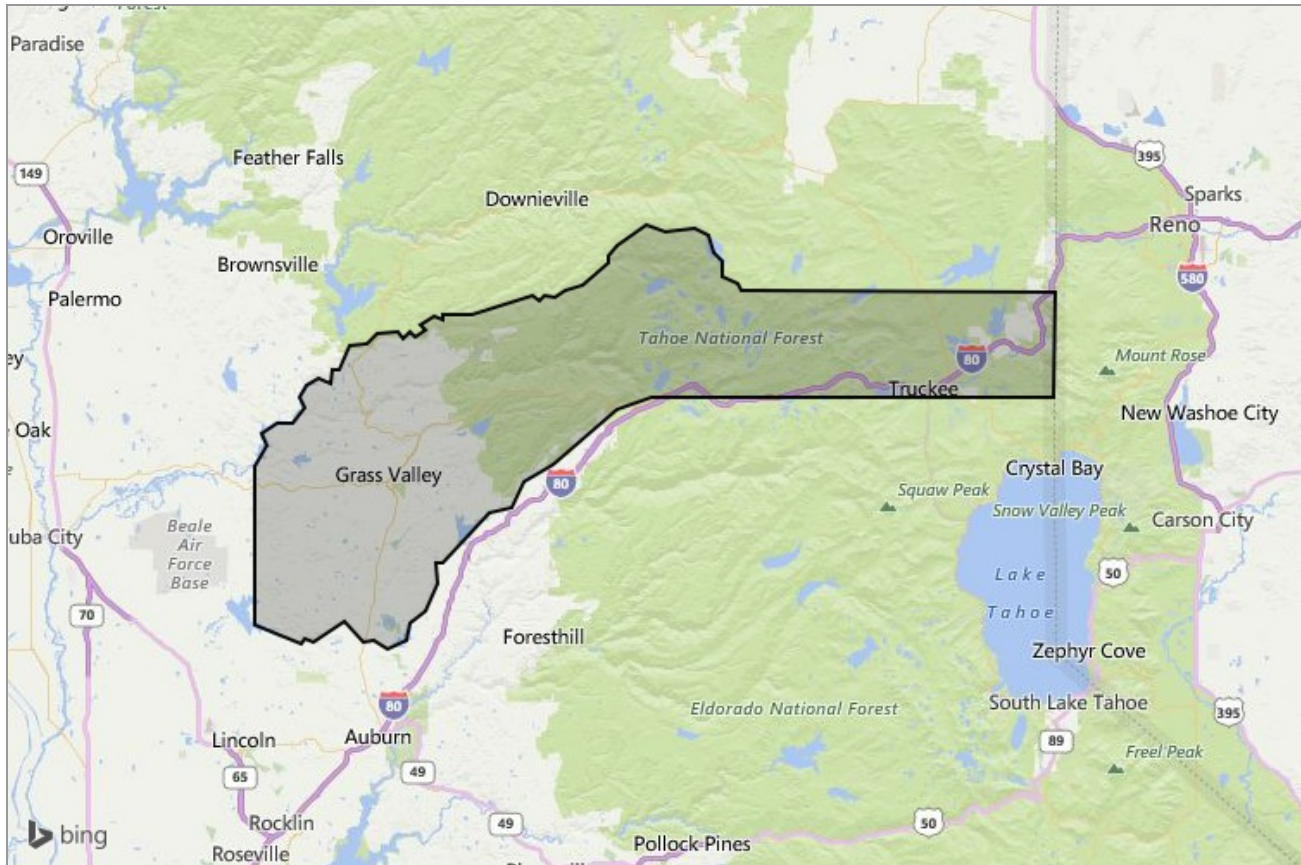


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
4/2016 – 4/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 05/08/2017

Scheduled: Yes

Presented by

**Nevada County Association of
REALTORS®**

(530) 272-2627

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

336 Crown Point Circle
Grass Valley, CA 95945

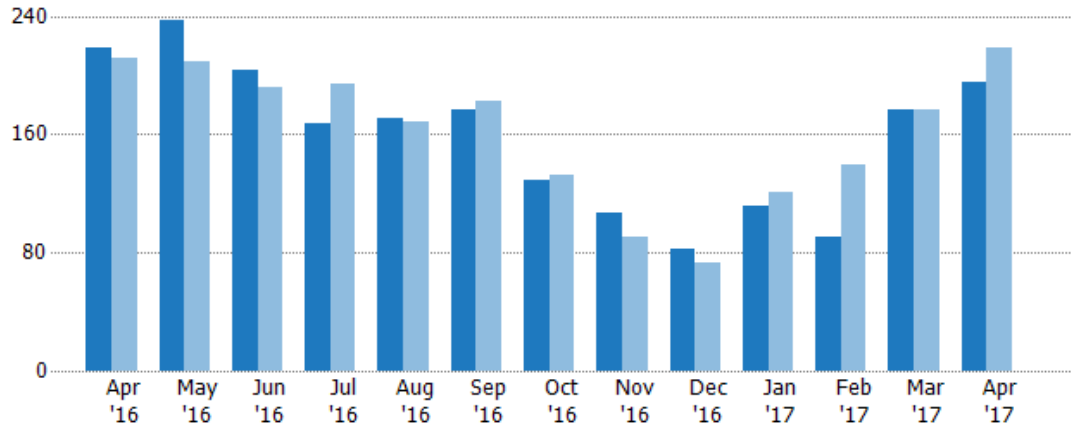
New Listings

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.
Apr '17	195	-11%
Apr '16	219	3.3%
Apr '15	212	6.1%



Current Year	219	237	203	167	171	177	129	107	82	112	90	177	195
Prior Year	212	209	192	194	169	182	133	91	73	121	140	177	219
Percent Change from Prior Year	3%	13%	6%	-14%	1%	-3%	-3%	18%	12%	-7%	-36%	0%	-11%

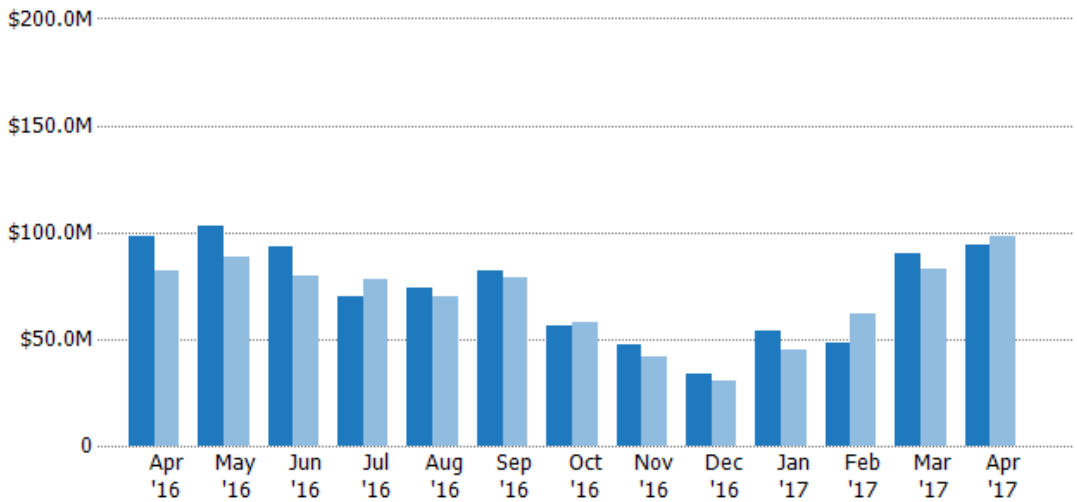
New Listing Volume

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.
Apr '17	\$94M	-4%
Apr '16	\$97.9M	18.8%
Apr '15	\$82.4M	18.1%



Current Year	\$97.9M	\$103M	\$92.9M	\$69.5M	\$74.1M	\$82M	\$56.1M	\$47.4M	\$33.7M	\$53.7M	\$47.9M	\$90M	\$94M
Prior Year	\$82.4M	\$88.5M	\$79.4M	\$77.7M	\$69.6M	\$78.5M	\$58.2M	\$41.4M	\$30.8M	\$44.7M	\$61.5M	\$82.5M	\$97.9M
Percent Change from Prior Year	19%	16%	17%	-10%	6%	5%	-4%	14%	9%	20%	-22%	9%	-4%

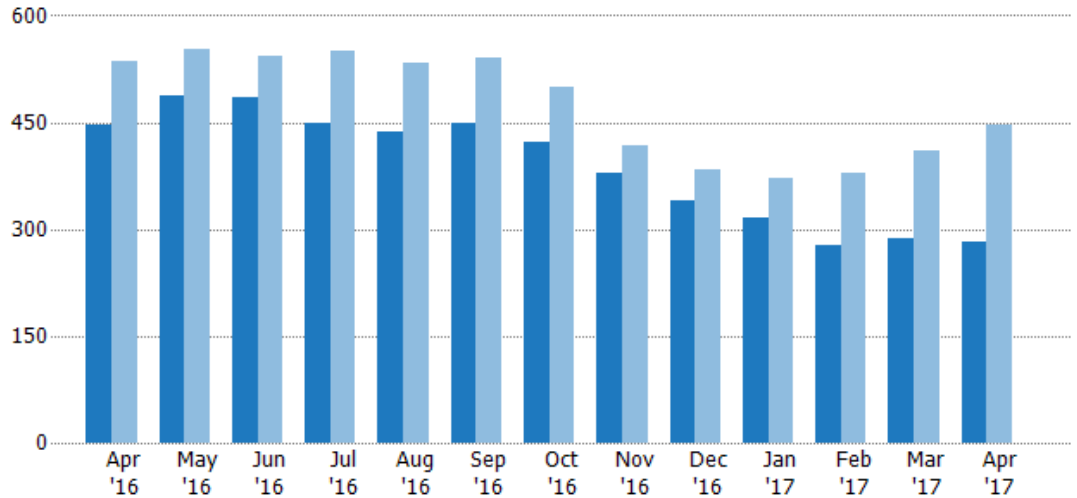
Active Listings

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.
Apr '17	281	-37.1%
Apr '16	447	-16.6%
Apr '15	536	8.4%



Current Year	447	488	484	449	437	448	423	380	341	316	277	288	281
Prior Year	536	553	543	551	534	541	500	417	384	371	380	411	447
Percent Change from Prior Year	-17%	-12%	-11%	-19%	-18%	-17%	-15%	-9%	-11%	-15%	-27%	-30%	-37%

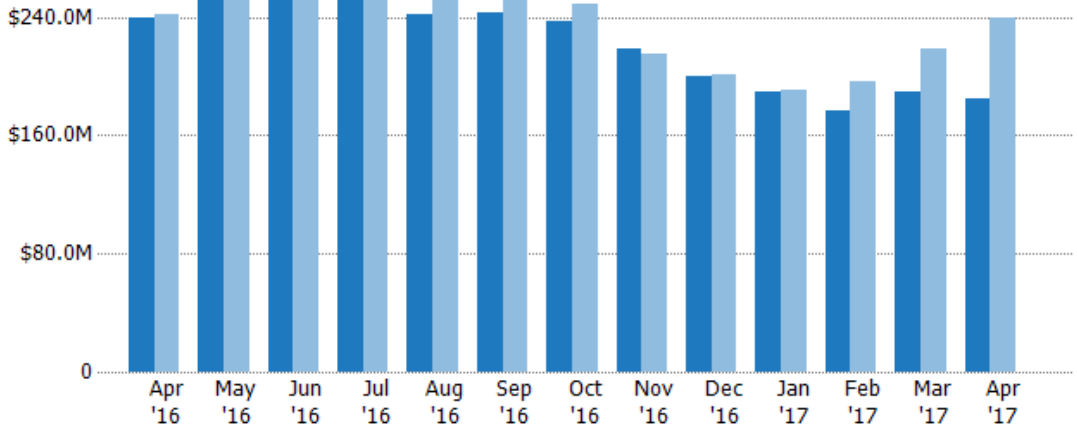
Active Listing Volume

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.
Apr '17	\$185M	-22.7%
Apr '16	\$239M	-1.1%
Apr '15	\$242M	12.7%



Current Year	\$239M	\$261M	\$272M	\$254M	\$242M	\$243M	\$237M	\$219M	\$199M	\$189M	\$177M	\$190M	\$185M
Prior Year	\$242M	\$252M	\$256M	\$259M	\$252M	\$263M	\$249M	\$215M	\$201M	\$191M	\$197M	\$219M	\$239M
Percent Change from Prior Year	-1%	3%	6%	-2%	-4%	-7%	-5%	2%	-1%	-1%	-10%	-13%	-23%

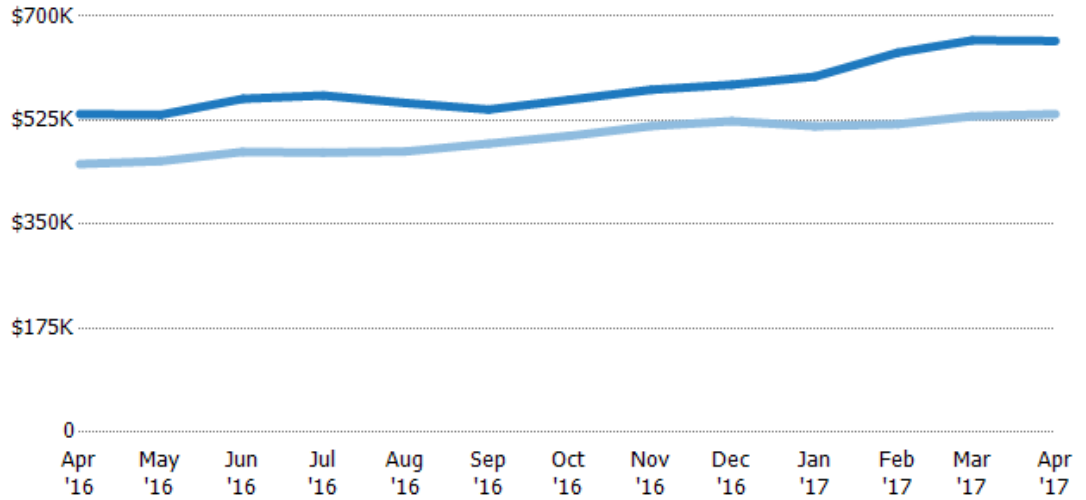
Average Listing Price

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.
Apr '17	\$658K	23%
Apr '16	\$535K	18.6%
Apr '15	\$451K	4%



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	\$535K	\$534K	\$561K	\$567K	\$554K	\$543K	\$559K	\$576K	\$585K	\$598K	\$639K	\$660K	\$658K
Prior Year	\$451K	\$456K	\$472K	\$471K	\$473K	\$486K	\$499K	\$515K	\$524K	\$515K	\$518K	\$532K	\$535K
Percent Change from Prior Year	19%	17%	19%	20%	17%	12%	12%	12%	12%	16%	23%	24%	23%

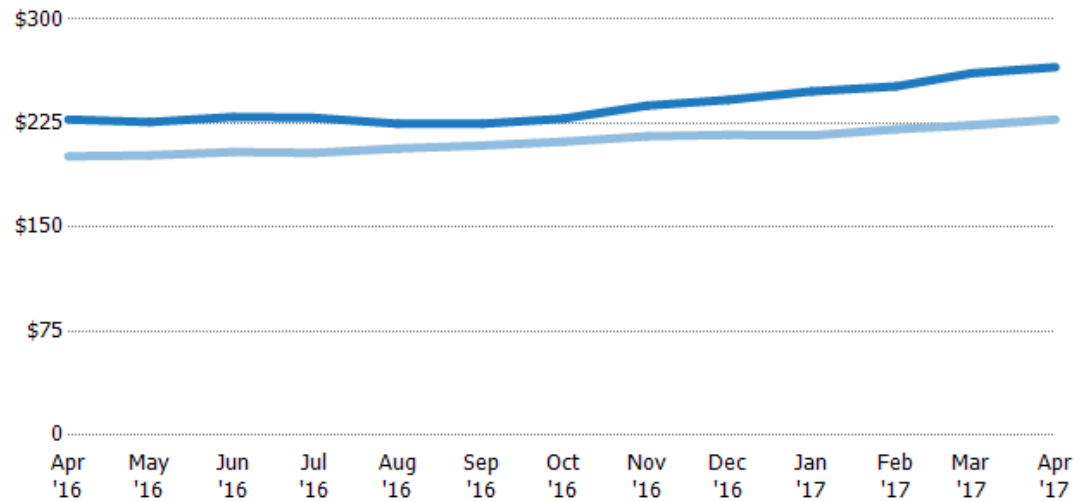
Average Listing Price per Sq Ft

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.
Apr '17	\$265	16.6%
Apr '16	\$228	13.2%
Apr '15	\$201	-1.2%



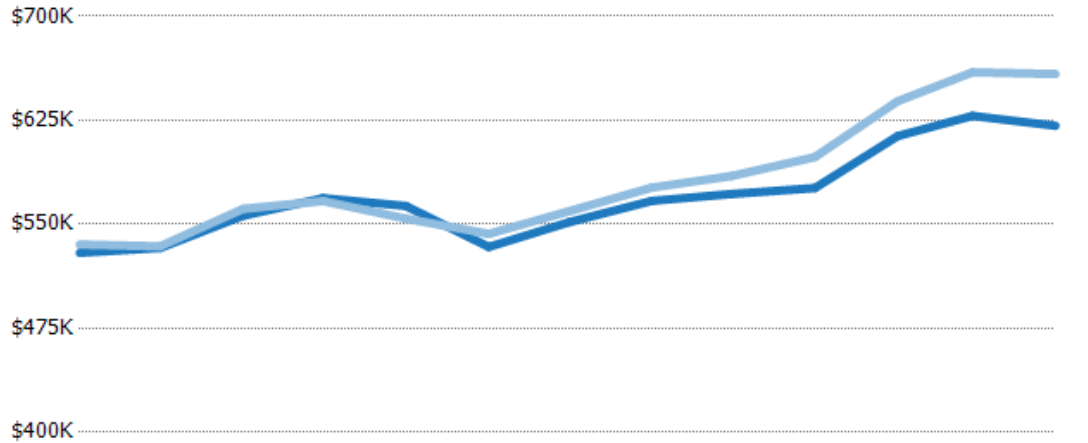
	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	\$228	\$226	\$230	\$229	\$225	\$225	\$228	\$238	\$242	\$248	\$252	\$261	\$265
Prior Year	\$201	\$202	\$204	\$204	\$207	\$209	\$212	\$216	\$217	\$216	\$221	\$224	\$228
Percent Change from Prior Year	13%	12%	12%	12%	9%	8%	8%	10%	12%	15%	14%	17%	17%

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



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Avg Est Value	\$529K	\$533K	\$556K	\$569K	\$563K	\$534K	\$551K	\$567K	\$572K	\$576K	\$614K	\$628K	\$621K
Avg Listing Price	\$535K	\$534K	\$561K	\$567K	\$554K	\$543K	\$559K	\$576K	\$585K	\$598K	\$639K	\$660K	\$658K
Avg Listing Price as a % of Avg Est Value	101%	100%	101%	100%	98%	102%	101%	102%	102%	104%	104%	105%	106%

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



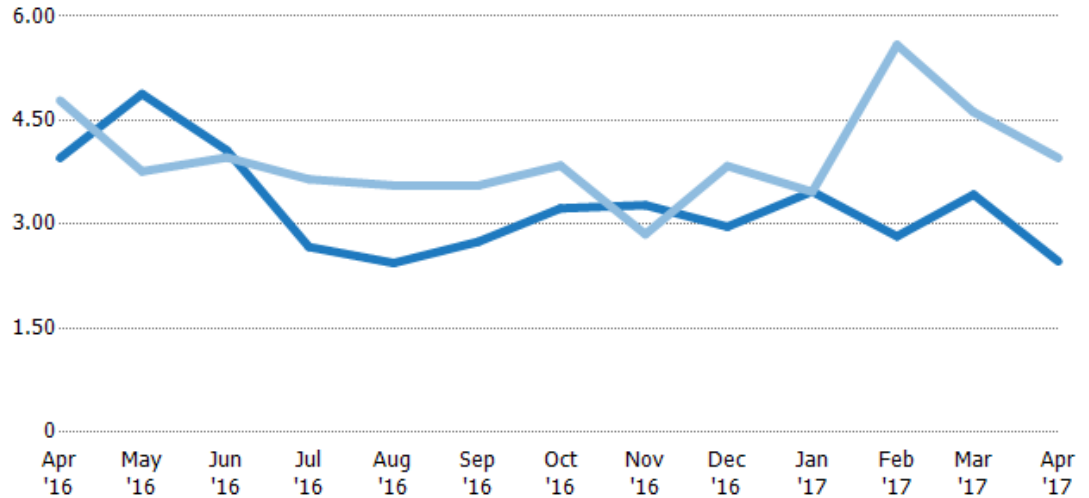
Months of Inventory

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.
Apr '17	2.46	-37.7%
Apr '16	3.96	-17.3%
Apr '15	4.79	13.5%



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	3.96	4.88	4.07	2.67	2.44	2.75	3.23	3.28	2.97	3.47	2.83	3.43	2.46
Prior Year	4.79	3.76	3.96	3.65	3.56	3.56	3.85	2.86	3.84	3.47	5.59	4.62	3.96
Percent Change from Prior Year	-17%	30%	3%	-27%	-31%	-23%	-16%	15%	-23%	0%	-49%	-26%	-38%

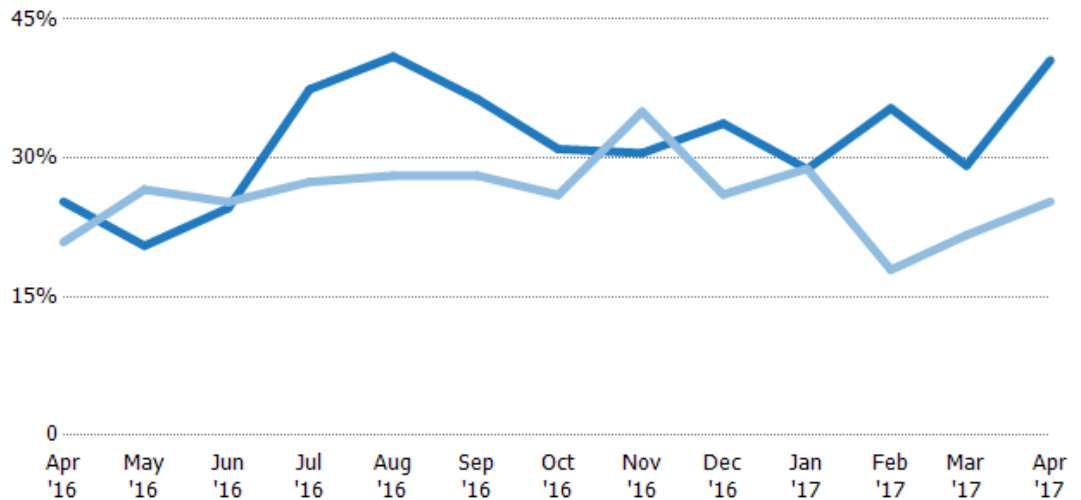
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Nevada County, California

Month/Year	Rate	Chg.
Apr '17	41%	-15.3%
Apr '16	25%	-4.4%
Apr '15	21%	-11.9%

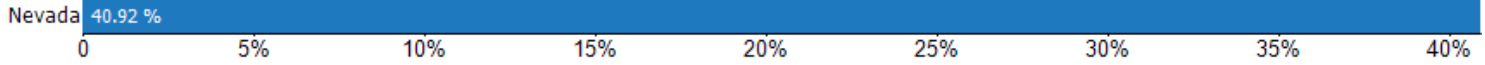


	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	25%	20%	25%	37%	41%	36%	31%	31%	34%	29%	35%	29%	41%
Prior Year	21%	27%	25%	27%	28%	28%	26%	35%	26%	29%	18%	22%	25%
Change from Prior Year	-4%	6%	1%	-10%	-13%	-8%	-5%	4%	-8%	0%	-17%	-8%	-15%

Absorption Rate (By County)

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

Filters Used: County: Nevada County, California



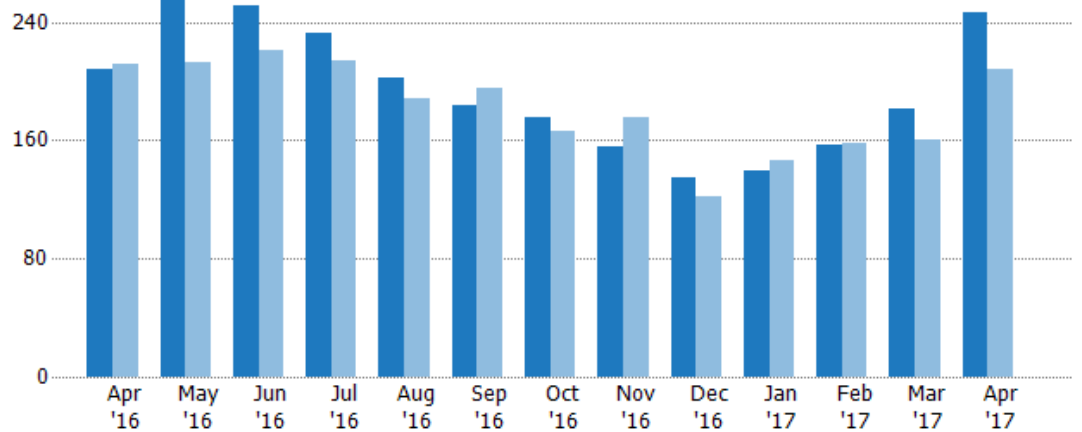
Pending Sales

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.
Apr '17	247	18.8%
Apr '16	208	-1.4%
Apr '15	211	-17.1%



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	208	259	251	232	202	184	175	156	135	139	157	181	247
Prior Year	211	213	221	214	188	195	166	175	122	146	158	160	208
Percent Change from Prior Year	-1%	22%	14%	8%	7%	-6%	5%	-11%	11%	-5%	-1%	13%	19%

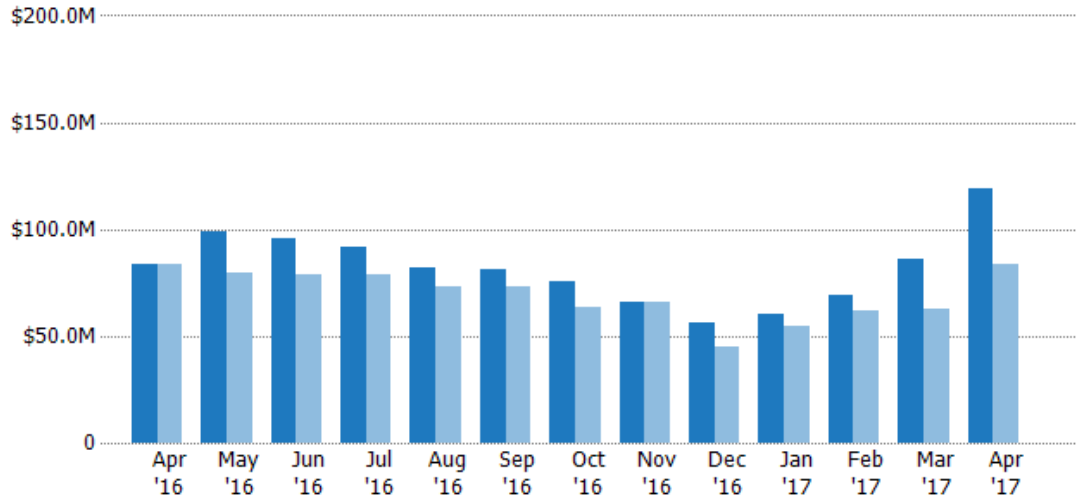
Pending Sales Volume

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.
Apr '17	\$119M	41.9%
Apr '16	\$83.9M	0.5%
Apr '15	\$83.5M	-30%



Current Year	\$83.9M	\$99.3M	\$95.4M	\$92M	\$82M	\$81.1M	\$75.6M	\$66M	\$56M	\$60.2M	\$68.8M	\$86.3M	\$119M
Prior Year	\$83.5M	\$79.8M	\$79M	\$79M	\$73.3M	\$73.4M	\$63.1M	\$66.1M	\$45.1M	\$55M	\$61.8M	\$62.7M	\$83.9M
Percent Change from Prior Year	0%	24%	21%	16%	12%	10%	20%	0%	24%	10%	11%	38%	42%

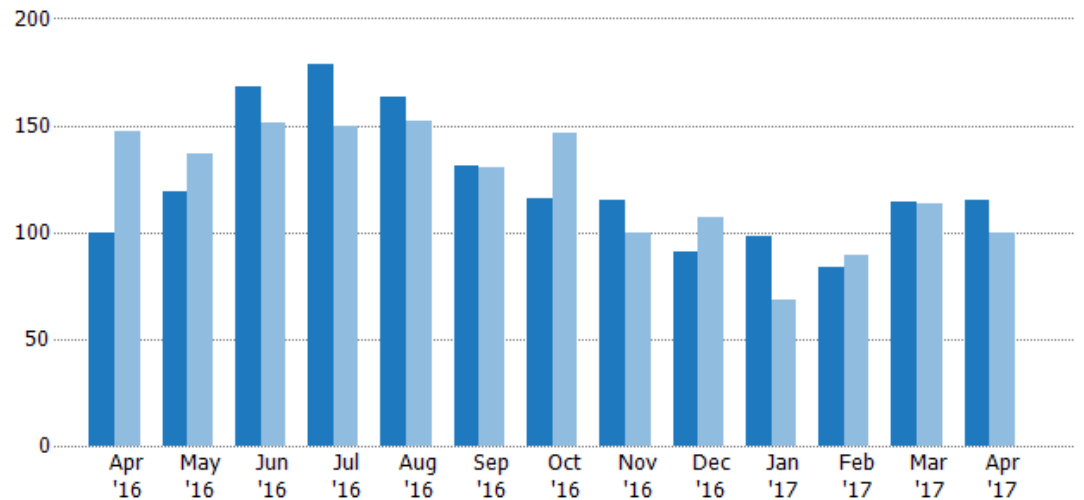
Closed Sales

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

Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Apr '17	115	15%
Apr '16	100	-32%
Apr '15	147	-44.2%



Current Year	100	119	168	179	163	131	116	115	91	98	84	114	115
Prior Year	147	137	151	150	152	130	146	100	107	68	89	113	100
Percent Change from Prior Year	-32%	-13%	11%	19%	7%	1%	-21%	15%	-15%	44%	-6%	1%	15%

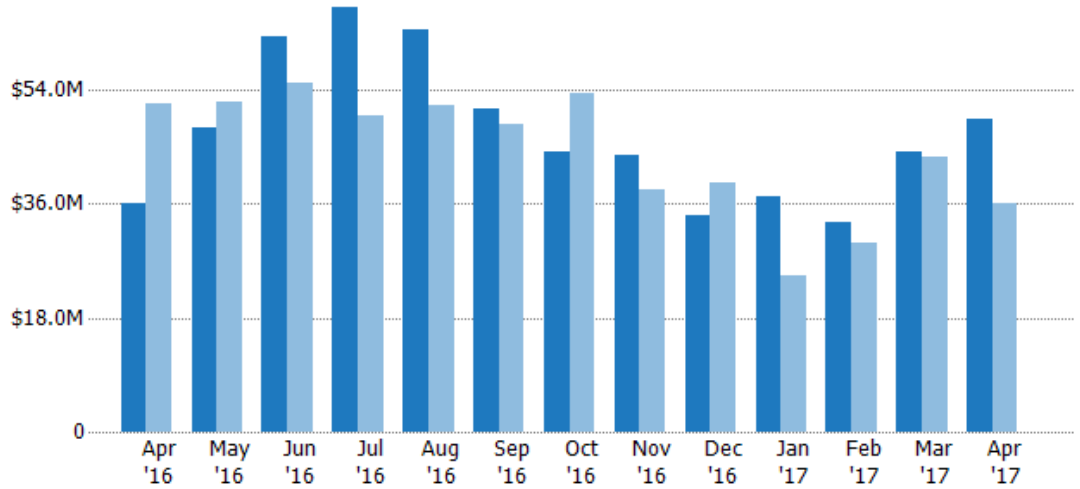
Closed Sales Volume

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.
Apr '17	\$49.4M	36.7%
Apr '16	\$36.1M	-30.3%
Apr '15	\$51.8M	-49.2%



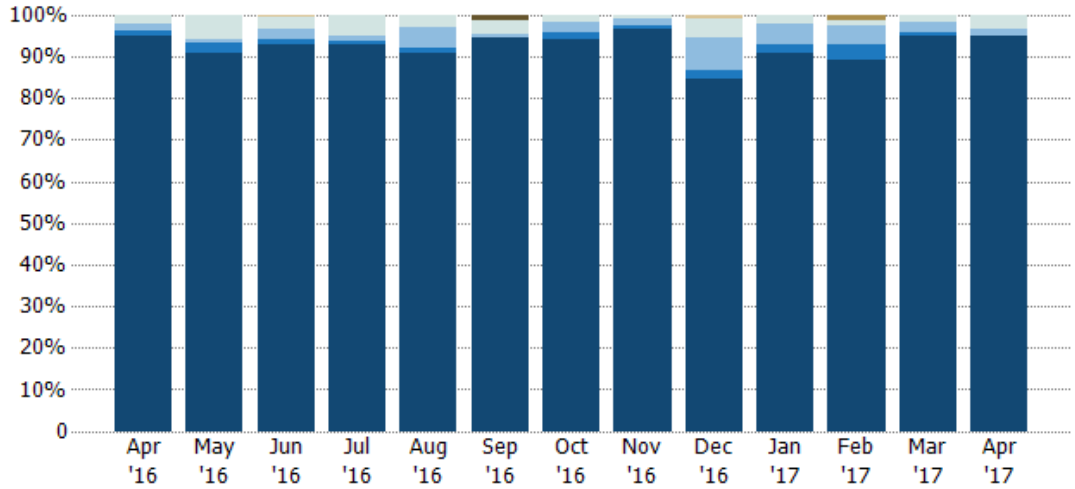
Current Year	\$36.1M	\$48.1M	\$62.4M	\$67.1M	\$63.5M	\$51M	\$44.3M	\$43.6M	\$34.3M	\$37.1M	\$33M	\$44.3M	\$49.4M
Prior Year	\$51.8M	\$52.1M	\$55.1M	\$50M	\$51.6M	\$48.6M	\$53.5M	\$38.3M	\$39.4M	\$24.8M	\$29.7M	\$43.4M	\$36.1M
Percent Change from Prior Year	-30%	-8%	13%	34%	23%	5%	-17%	14%	-13%	50%	11%	2%	37%

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%	-	-	-	-
Farm/Ranch	-	-	-	-	-	-	-	-	-	-	1%	-	-
Lot/Land	-	-	-	-	-	2%	-	-	-	-	-	-	-
Multifamily/Multiplex	2%	6%	3%	5%	3%	3%	2%	1%	4%	2%	1%	2%	3%
Mobile/Manufactured	2%	1%	2%	1%	5%	1%	3%	2%	8%	5%	5%	3%	2%
Condo/Townhouse	1%	3%	1%	1%	1%	-	2%	1%	2%	2%	4%	1%	-
Single Family Residence	95%	91%	93%	93%	91%	95%	94%	97%	85%	91%	89%	95%	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

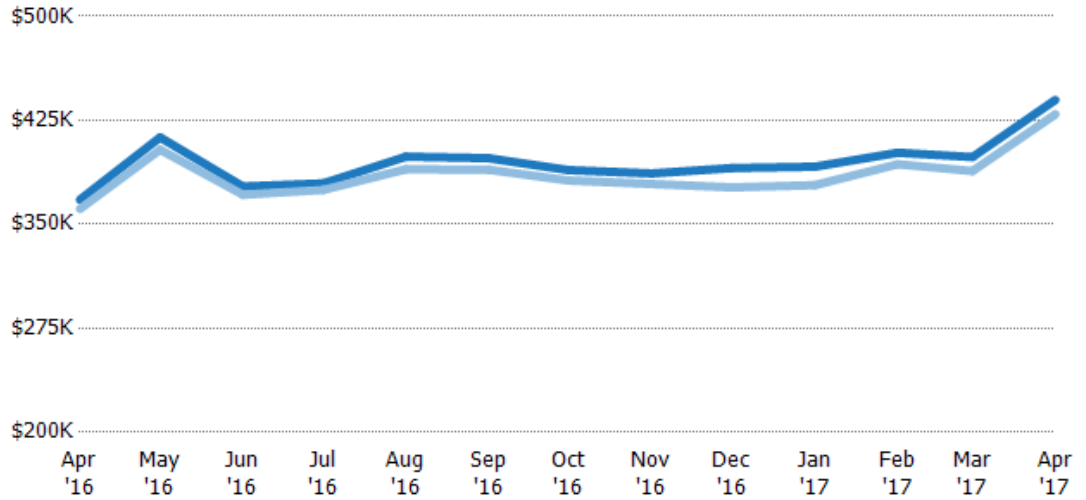


Average Sales Price vs Average Listing Price

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

Filters Used

County: Nevada County, California



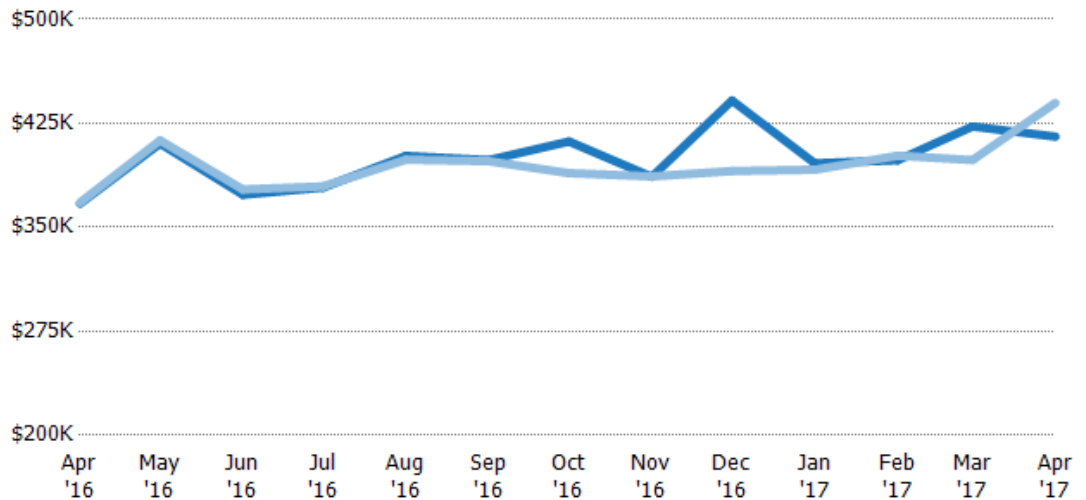
	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Avg List Price	\$368K	\$413K	\$377K	\$379K	\$399K	\$398K	\$389K	\$387K	\$391K	\$392K	\$402K	\$398K	\$440K
Avg Sales Price	\$361K	\$404K	\$371K	\$375K	\$390K	\$389K	\$382K	\$379K	\$377K	\$378K	\$393K	\$388K	\$429K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	99%	98%	98%	98%	98%	96%	97%	98%	97%	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



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Avg Est Value	\$367K	\$410K	\$373K	\$379K	\$402K	\$398K	\$412K	\$386K	\$441K	\$396K	\$398K	\$423K	\$415K
Avg Sales Price	\$368K	\$413K	\$377K	\$379K	\$399K	\$398K	\$389K	\$387K	\$391K	\$392K	\$402K	\$398K	\$440K
Avg Sales Price as a % of Avg Est Value	100%	101%	101%	100%	99%	100%	94%	100%	88%	99%	101%	94%	106%

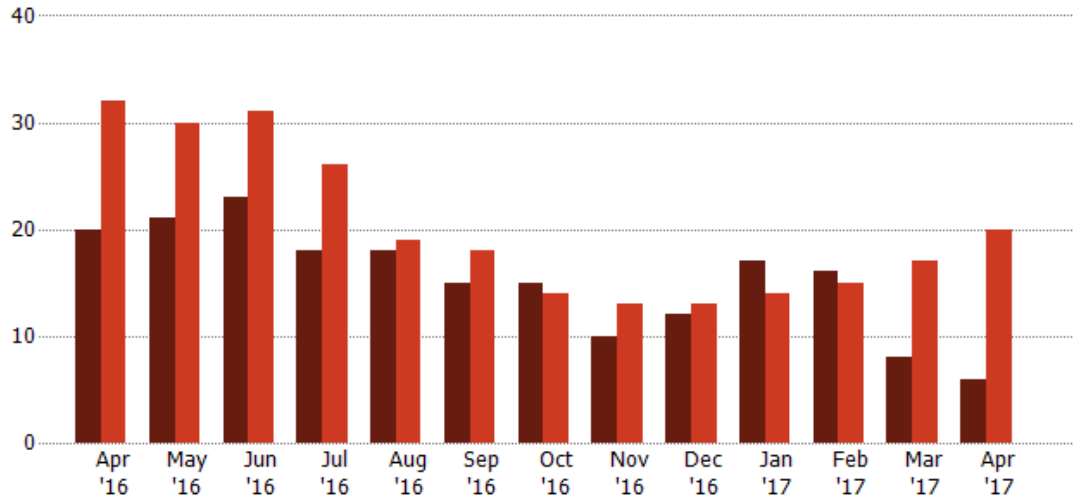
Distressed Listings

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.
Apr '17	6	-70%
Apr '16	20	-37.5%
Apr '15	32	-3.1%



Current Year	20	21	23	18	18	15	15	10	12	17	16	8	6
Prior Year	32	30	31	26	19	18	14	13	13	14	15	17	20
Percent Change from Prior Year	-38%	-30%	-26%	-31%	-5%	-17%	7%	-23%	-8%	21%	7%	-53%	-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: 05/08/2017

Scheduled: Yes

Report Date Range: From 4/2016 To: 4/2017

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
- 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 4/2017 data

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