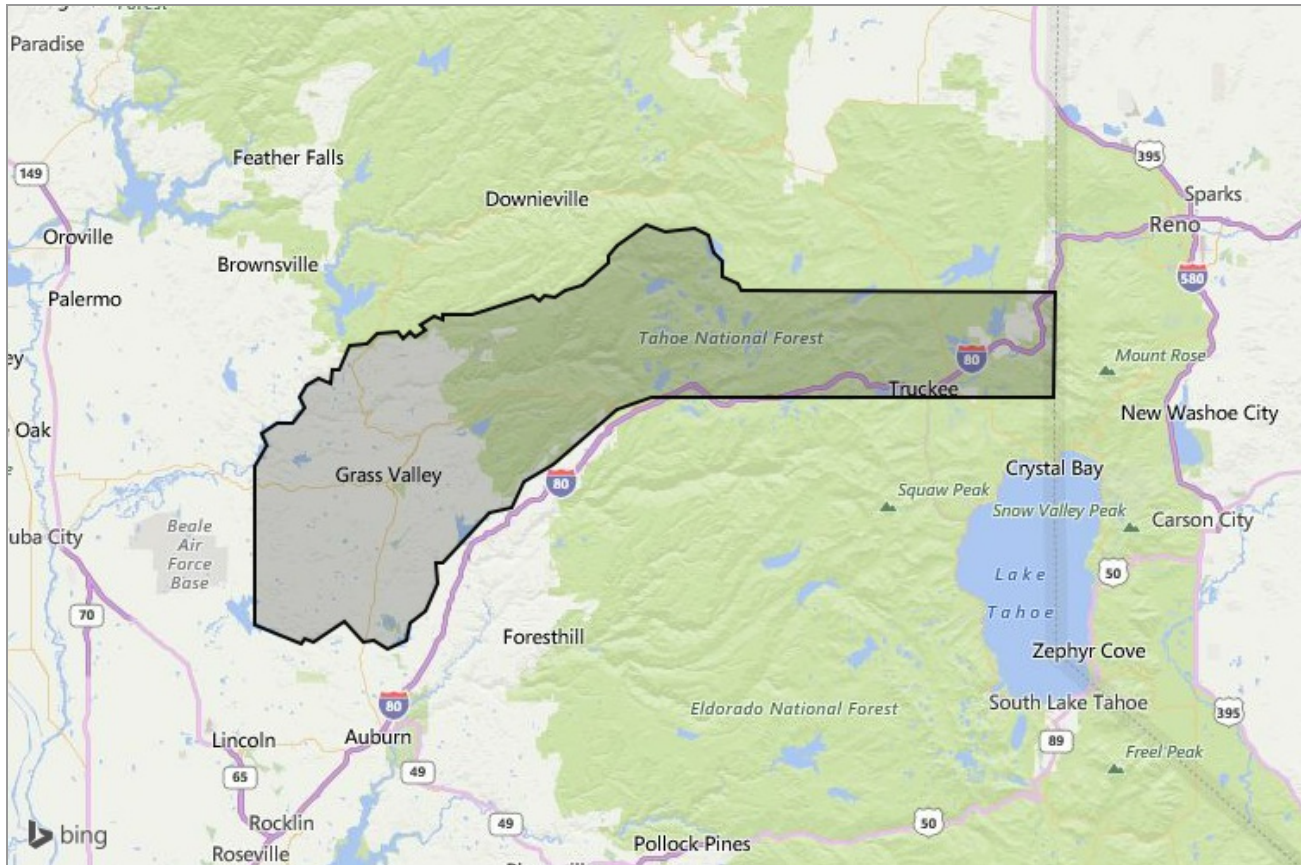


MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
5/2016 – 5/2017

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 06/05/2017

**Scheduled:** Yes

Presented by

**Nevada County Association of  
REALTORS®**

(530) 272-2627

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

336 Crown Point Circle  
Grass Valley, CA 95945

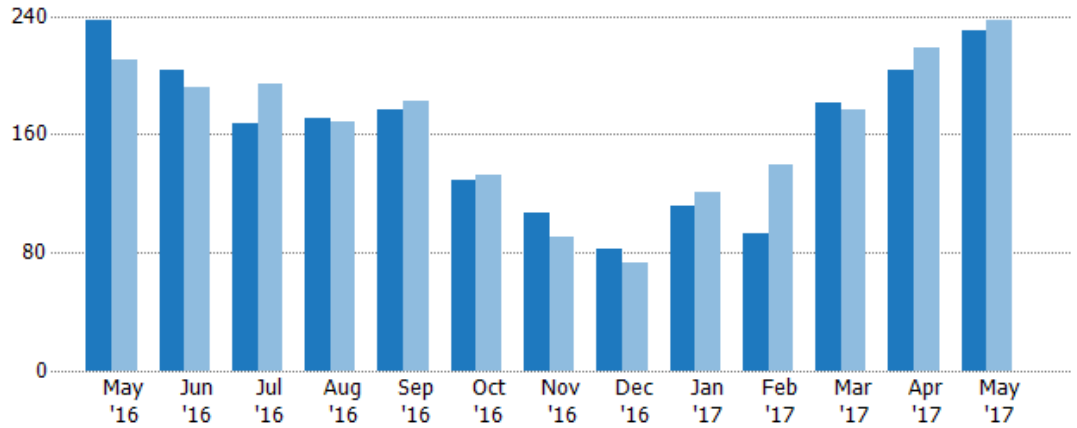
## New Listings

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.
May '17	230	-3%
May '16	237	12.9%
May '15	210	12.4%



	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	237	203	167	171	177	129	107	83	112	93	181	203	230
Prior Year	210	192	194	169	182	133	91	73	121	140	177	219	237
Percent Change from Prior Year	13%	6%	-14%	1%	-3%	-3%	18%	14%	-7%	-34%	2%	-7%	-3%

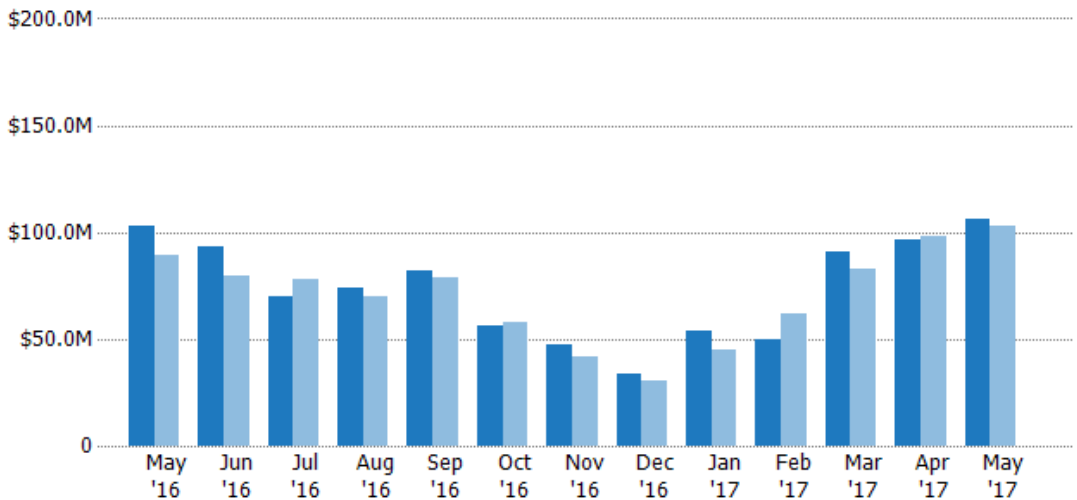
## New Listing Volume

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.
May '17	\$106M	2.8%
May '16	\$103M	15.4%
May '15	\$89.3M	4.3%



	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	\$103M	\$92.9M	\$69.5M	\$74.1M	\$81.9M	\$56M	\$47.2M	\$34M	\$53.6M	\$49.5M	\$90.8M	\$96.7M	\$106M
Prior Year	\$89.3M	\$79.4M	\$77.7M	\$69.6M	\$78.5M	\$58.2M	\$41.4M	\$30.8M	\$44.7M	\$61.5M	\$82.5M	\$97.9M	\$103M
Percent Change from Prior Year	15%	17%	-10%	6%	4%	-4%	14%	10%	20%	-20%	10%	-1%	3%

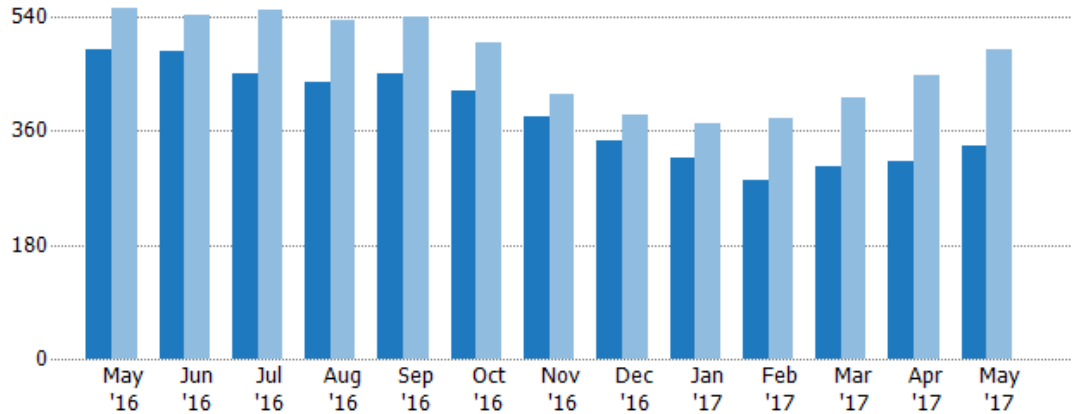
## Active Listings

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.
May '17	335	-31.4%
May '16	488	-11.8%
May '15	553	15.9%



	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	488	485	450	438	449	424	381	343	318	283	303	312	335
Prior Year	553	543	551	534	541	500	417	384	371	380	411	447	488
Percent Change from Prior Year	-12%	-11%	-18%	-18%	-17%	-15%	-9%	-11%	-14%	-26%	-26%	-30%	-31%

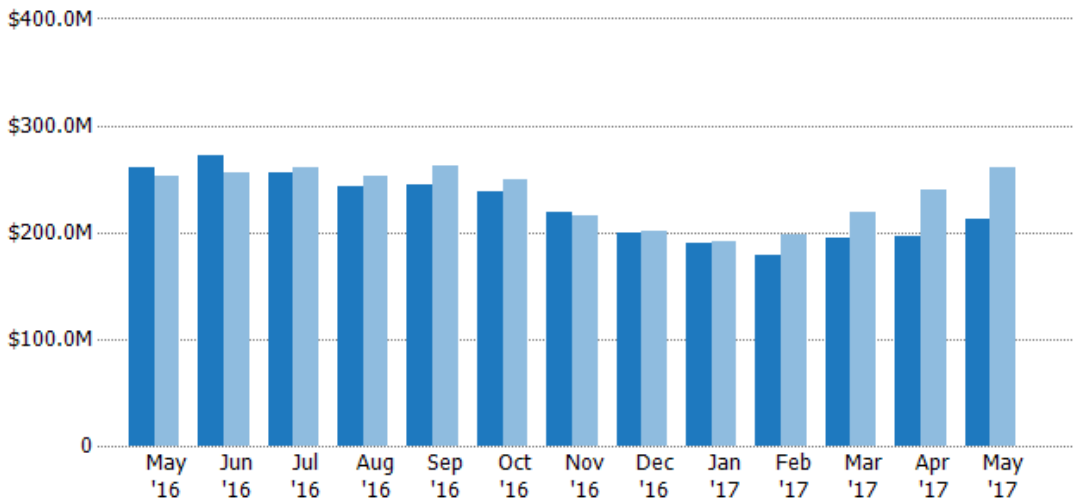
## Active Listing Volume

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.
May '17	\$213M	-18.3%
May '16	\$261M	2.9%
May '15	\$253M	19.9%



	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	\$261M	\$272M	\$255M	\$243M	\$244M	\$237M	\$220M	\$200M	\$190M	\$179M	\$195M	\$196M	\$213M
Prior Year	\$253M	\$256M	\$260M	\$252M	\$263M	\$249M	\$215M	\$201M	\$191M	\$197M	\$219M	\$239M	\$261M
Percent Change from Prior Year	3%	6%	-2%	-4%	-7%	-5%	2%	0%	-1%	-9%	-11%	-18%	-18%

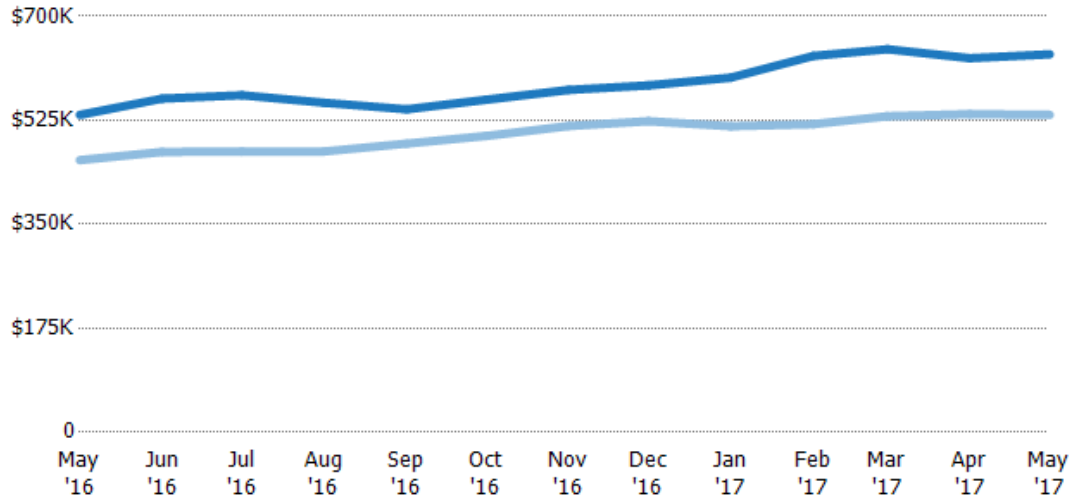
## Average Listing Price

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.
May '17	\$636K	19.1%
May '16	\$534K	16.6%
May '15	\$458K	3.4%



Current Year	\$534K	\$561K	\$567K	\$554K	\$543K	\$560K	\$576K	\$584K	\$597K	\$633K	\$645K	\$630K	\$636K
Prior Year	\$458K	\$472K	\$473K	\$473K	\$486K	\$499K	\$515K	\$524K	\$515K	\$518K	\$532K	\$535K	\$534K
Percent Change from Prior Year	17%	19%	20%	17%	12%	12%	12%	11%	16%	22%	21%	18%	19%

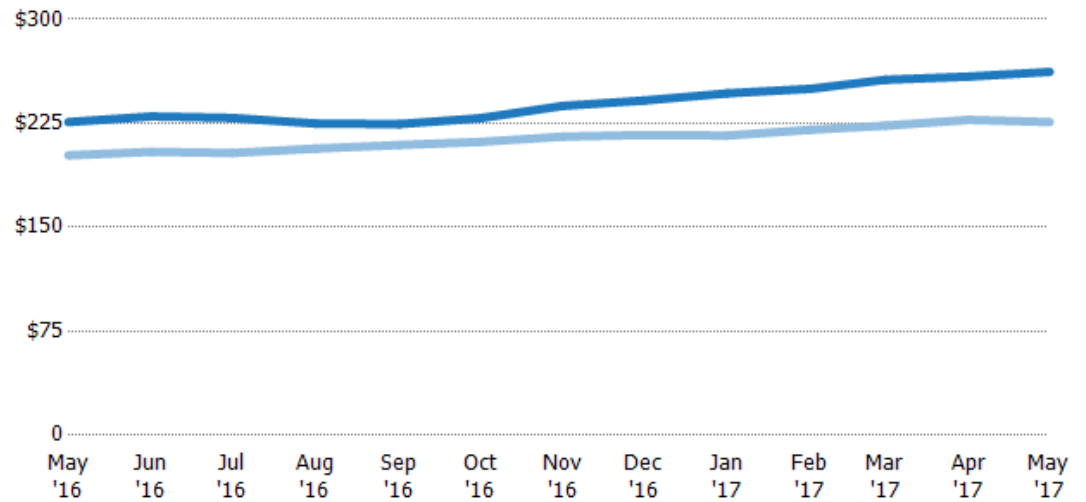
## Average Listing Price per Sq Ft

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.
May '17	\$262	16%
May '16	\$226	11.9%
May '15	\$202	-1.1%



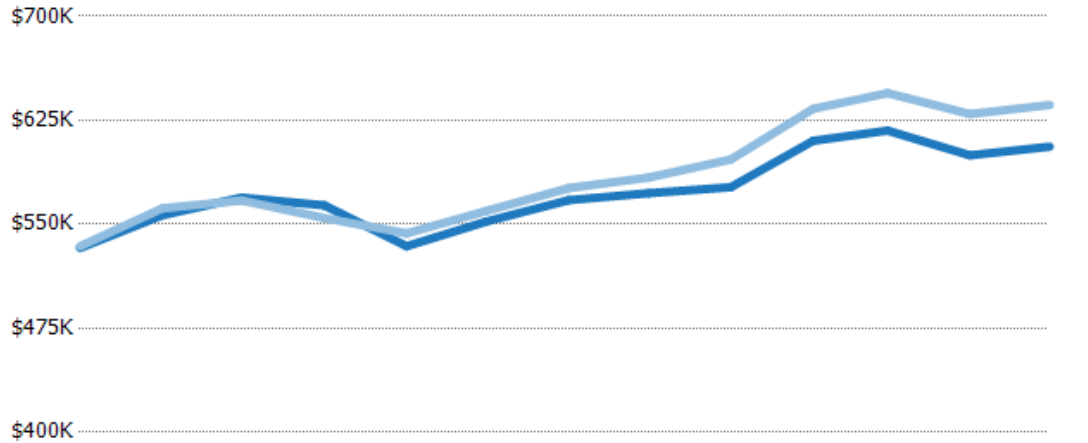
Current Year	\$226	\$230	\$229	\$225	\$224	\$229	\$238	\$241	\$247	\$250	\$256	\$259	\$262
Prior Year	\$202	\$204	\$204	\$207	\$209	\$212	\$215	\$217	\$216	\$220	\$223	\$227	\$226
Percent Change from Prior Year	12%	12%	12%	9%	7%	8%	10%	11%	14%	13%	15%	14%	16%

## 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

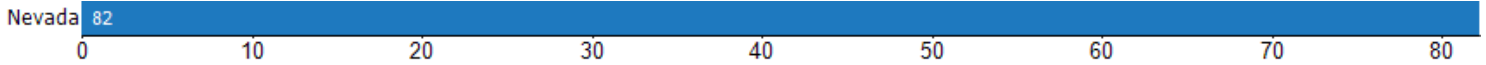


	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Avg Est Value	\$533K	\$557K	\$569K	\$564K	\$534K	\$552K	\$567K	\$572K	\$577K	\$610K	\$618K	\$600K	\$606K
Avg Listing Price	\$534K	\$561K	\$567K	\$554K	\$543K	\$560K	\$576K	\$584K	\$597K	\$633K	\$645K	\$630K	\$636K
Avg Listing Price as a % of Avg Est Value	100%	101%	100%	98%	102%	101%	102%	102%	103%	104%	104%	105%	105%

## 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



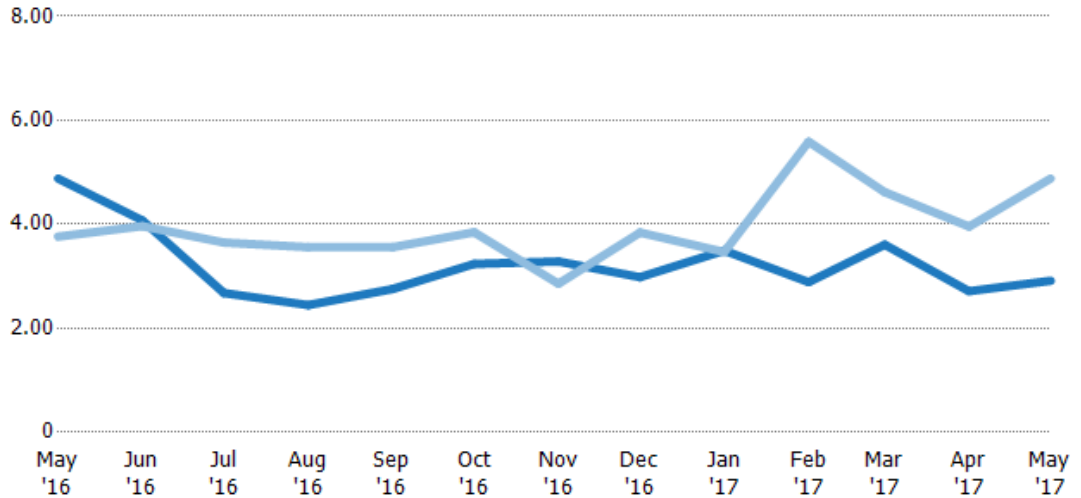
### Months of Inventory

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.
May '17	2.91	-40.3%
May '16	4.88	29.7%
May '15	3.76	107.8%



	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	4.88	4.08	2.68	2.45	2.75	3.24	3.28	2.98	3.49	2.89	3.61	2.71	2.91
Prior Year	3.76	3.96	3.65	3.56	3.56	3.85	2.86	3.84	3.47	5.59	4.62	3.96	4.88
Percent Change from Prior Year	30%	3%	-27%	-31%	-23%	-16%	15%	-22%	1%	-48%	-22%	-31%	-40%

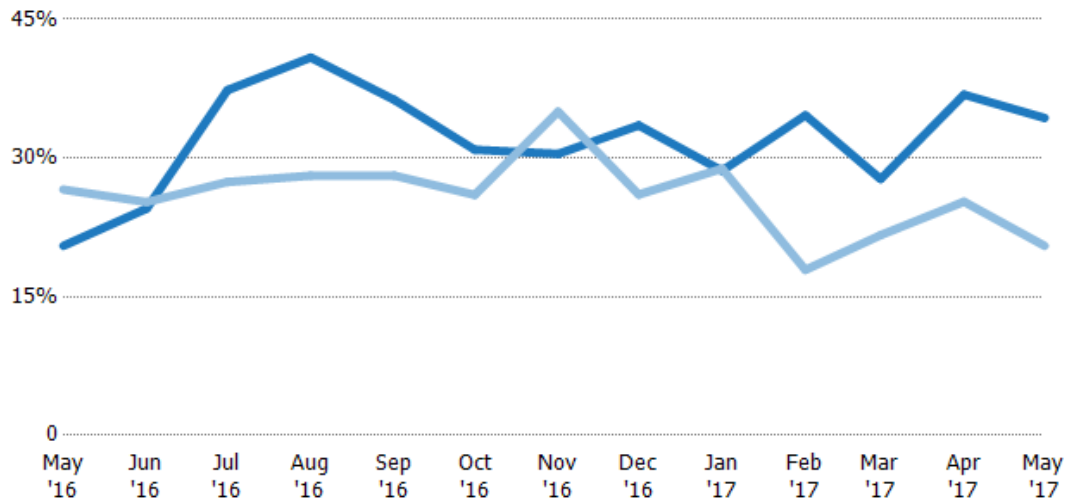
### Absorption Rate

The percentage of inventory sold per month.

**Filters Used**

County: Nevada County, California

Month/Year	Rate	Chg.
May '17	34%	-13.8%
May '16	20%	6.1%
May '15	27%	-51.9%



	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	20%	25%	37%	41%	36%	31%	30%	34%	29%	35%	28%	37%	34%
Prior Year	27%	25%	27%	28%	28%	26%	35%	26%	29%	18%	22%	25%	20%
Change from Prior Year	6%	1%	-10%	-13%	-8%	-5%	5%	-7%	0%	-17%	-6%	-12%	-14%

## Absorption Rate (By County)

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

Filters Used: County: Nevada County, California



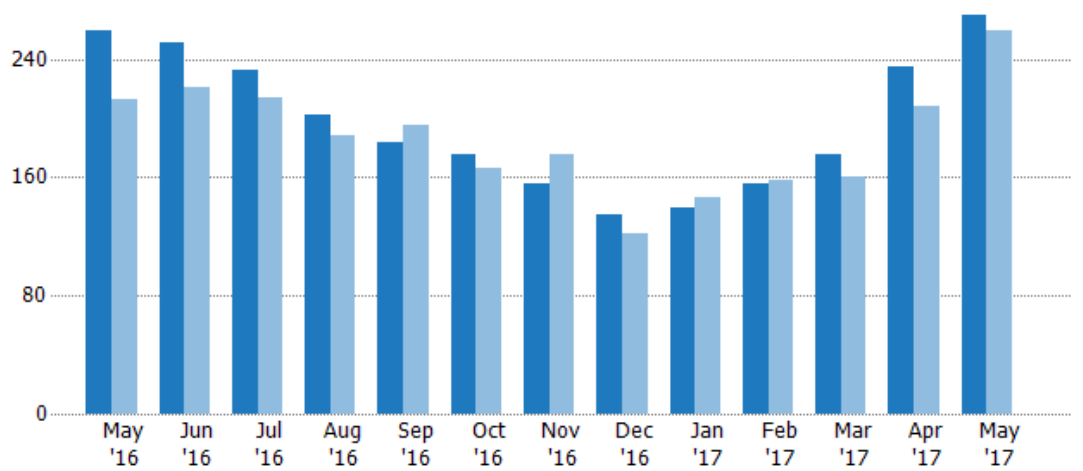
## Pending Sales

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.
May '17	270	4.2%
May '16	259	21.6%
May '15	213	-16.9%



Current Year	259	251	232	202	184	175	156	135	139	156	176	235	270
Prior Year	213	221	214	188	195	166	175	122	146	158	160	208	259
Percent Change from Prior Year	22%	14%	8%	7%	-6%	5%	-11%	11%	-5%	-1%	10%	13%	4%

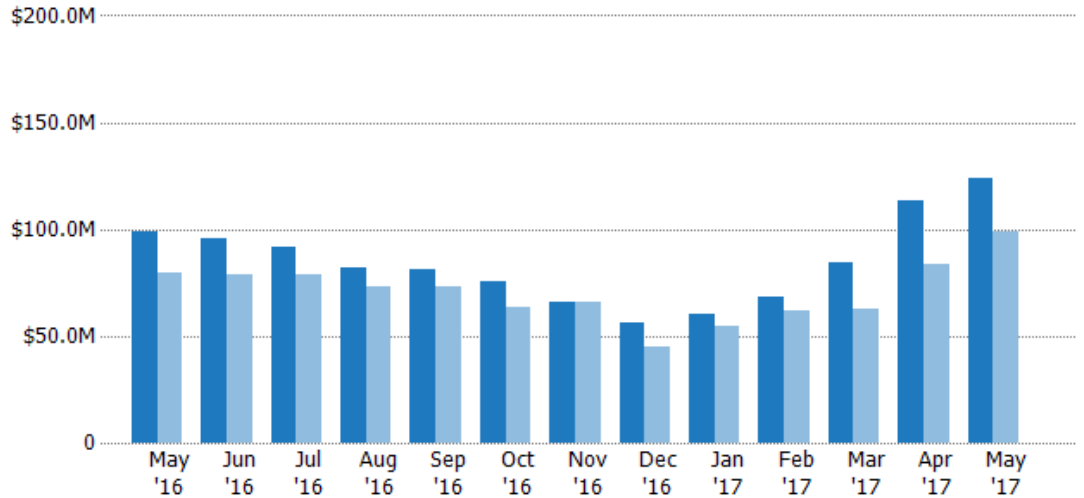
### Pending Sales Volume

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.
May '17	\$124M	24.8%
May '16	\$99.3M	24.4%
May '15	\$79.8M	-21.9%



Current Year	\$99.3M	\$95.4M	\$92M	\$82M	\$81.1M	\$75.6M	\$66M	\$55.9M	\$60.2M	\$68.7M	\$84.2M	\$114M	\$124M
Prior Year	\$79.8M	\$79M	\$79M	\$73.3M	\$73.4M	\$63.1M	\$66.1M	\$45.1M	\$55M	\$61.8M	\$62.7M	\$83.9M	\$99.3M
Percent Change from Prior Year	24%	21%	16%	12%	10%	20%	0%	24%	10%	11%	34%	36%	25%

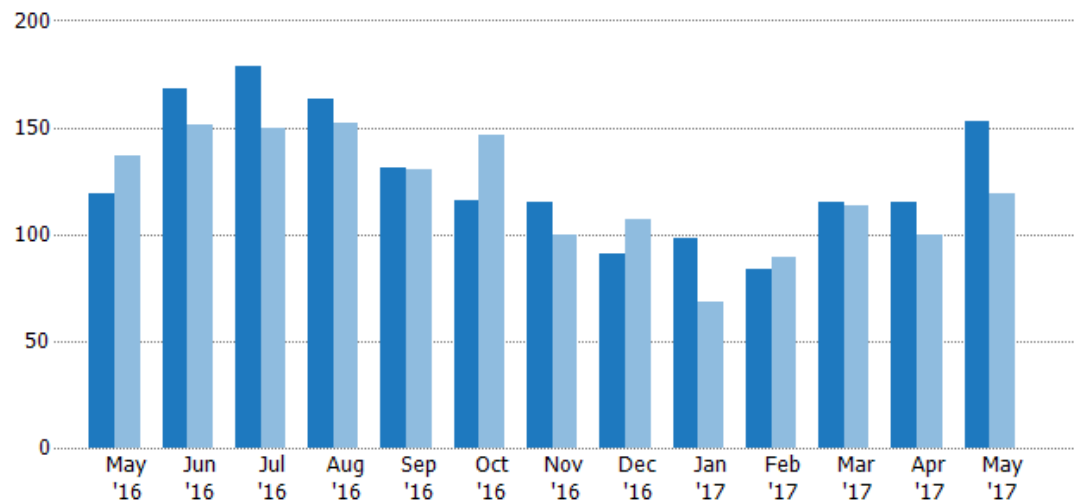
### Closed Sales

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

**Filters Used**

County: Nevada County, California

Month/Year	Count	% Chg.
May '17	153	28.6%
May '16	119	-13.1%
May '15	137	-7.3%



Current Year	119	168	179	163	131	116	115	91	98	84	115	115	153
Prior Year	137	151	150	152	130	146	100	107	68	89	113	100	119
Percent Change from Prior Year	-13%	11%	19%	7%	1%	-21%	15%	-15%	44%	-6%	2%	15%	29%



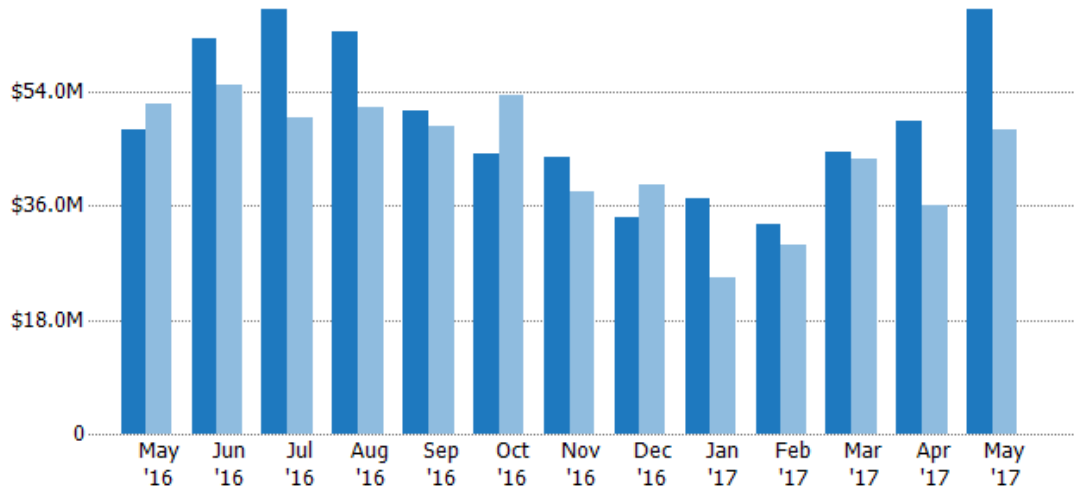
## Closed Sales Volume

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.
May '17	\$66.9M	39.3%
May '16	\$48.1M	-7.7%
May '15	\$52.1M	-28.4%



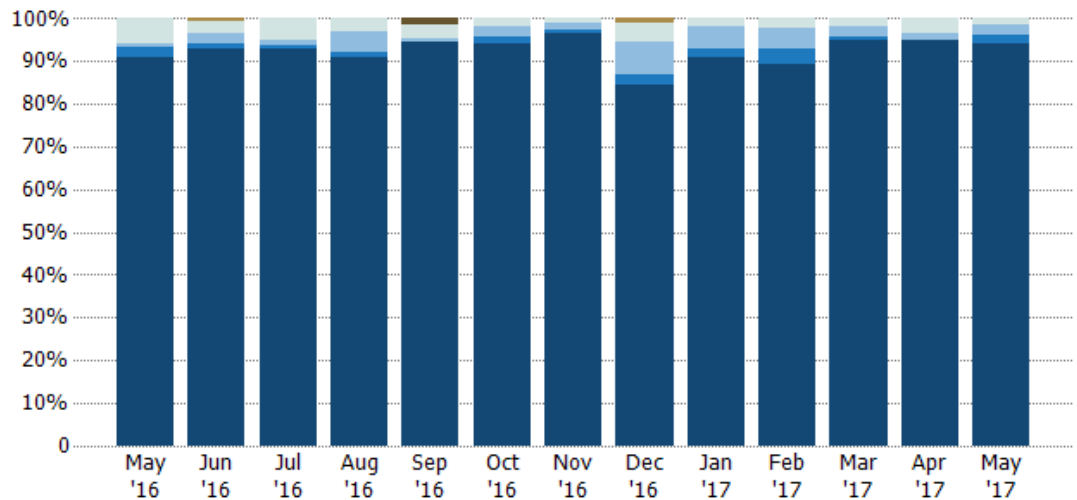
Current Year	\$48.1M	\$62.4M	\$67.1M	\$63.5M	\$51M	\$44.3M	\$43.6M	\$34.3M	\$37.1M	\$33M	\$44.5M	\$49.4M	\$66.9M
Prior Year	\$52.1M	\$55.1M	\$50M	\$51.6M	\$48.6M	\$53.5M	\$38.3M	\$39.4M	\$24.8M	\$29.7M	\$43.4M	\$36.1M	\$48.1M
Percent Change from Prior Year	-8%	13%	34%	23%	5%	-17%	14%	-13%	50%	11%	3%	37%	39%

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

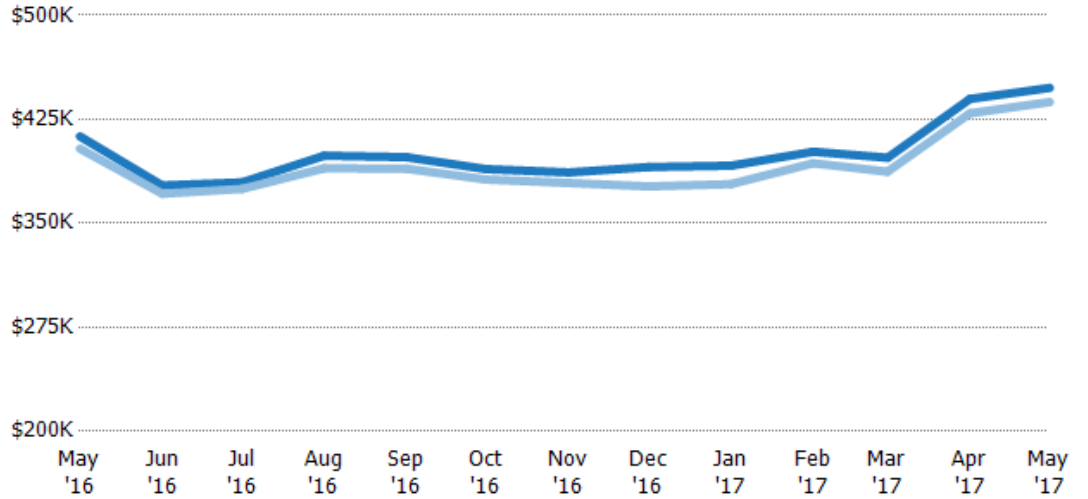


## Average Sales Price vs Average Listing Price

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

Filters Used

County: Nevada County, California



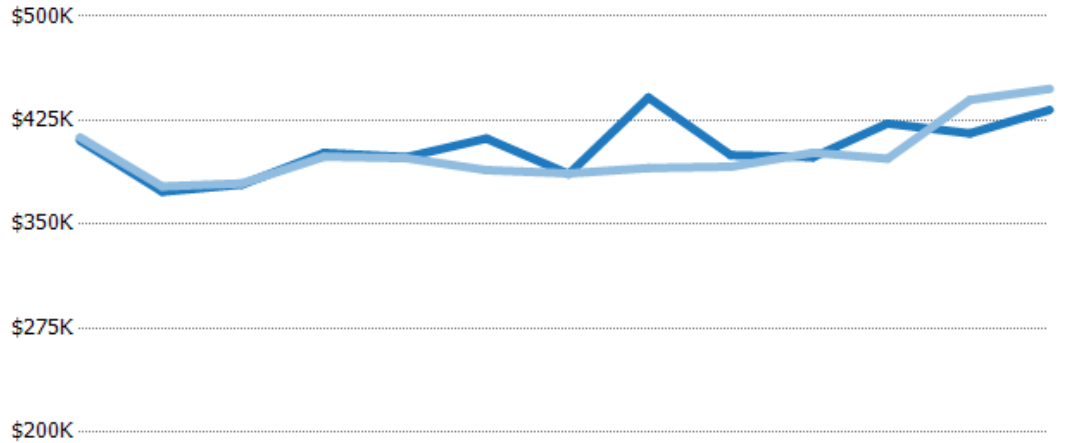
	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Avg List Price	\$413K	\$377K	\$379K	\$399K	\$398K	\$389K	\$387K	\$391K	\$392K	\$402K	\$397K	\$440K	\$448K
Avg Sales Price	\$404K	\$371K	\$375K	\$390K	\$389K	\$382K	\$379K	\$377K	\$378K	\$393K	\$387K	\$429K	\$437K
Avg Sales Price as a % of Avg List Price	98%	98%	99%	98%	98%	98%	98%	96%	97%	98%	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



	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Avg Est Value	\$410K	\$373K	\$379K	\$402K	\$398K	\$412K	\$386K	\$441K	\$400K	\$398K	\$423K	\$416K	\$432K
Avg Sales Price	\$413K	\$377K	\$379K	\$399K	\$398K	\$389K	\$387K	\$391K	\$392K	\$402K	\$397K	\$440K	\$448K
Avg Sales Price as a % of Avg Est Value	101%	101%	100%	99%	100%	94%	100%	88%	98%	101%	94%	106%	104%

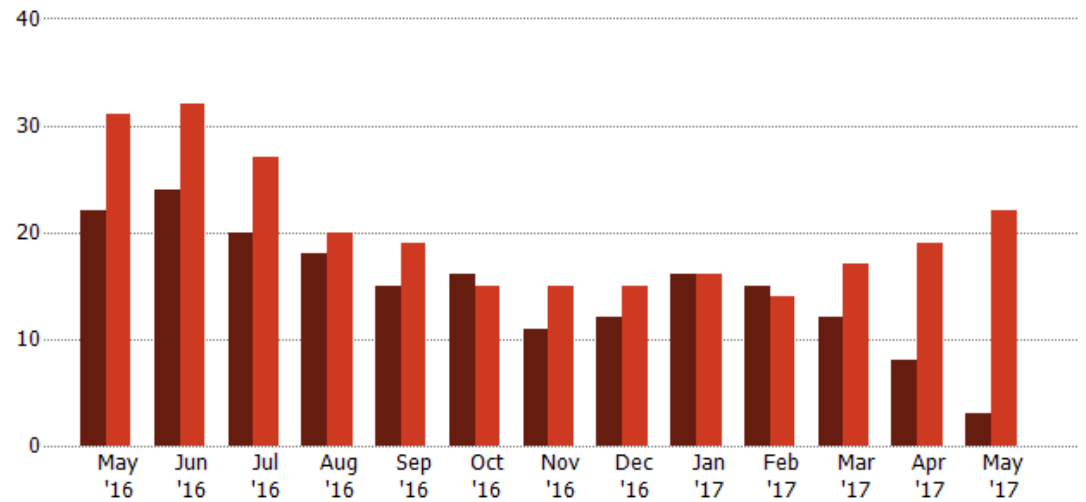
## Distressed Listings

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.
May '17	3	-86.4%
May '16	22	-29%
May '15	31	3.2%



	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	22	24	20	18	15	16	11	12	16	15	12	8	3
Prior Year	31	32	27	20	19	15	15	15	16	14	17	19	22
Percent Change from Prior Year	-29%	-25%	-26%	-10%	-21%	7%	-27%	-20%	0%	7%	-29%	-58%	-86%

## 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:** 06/05/2017

**Scheduled:** Yes

**Report Date Range:** From 5/2016 To: 5/2017

### 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 5/2017 data

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