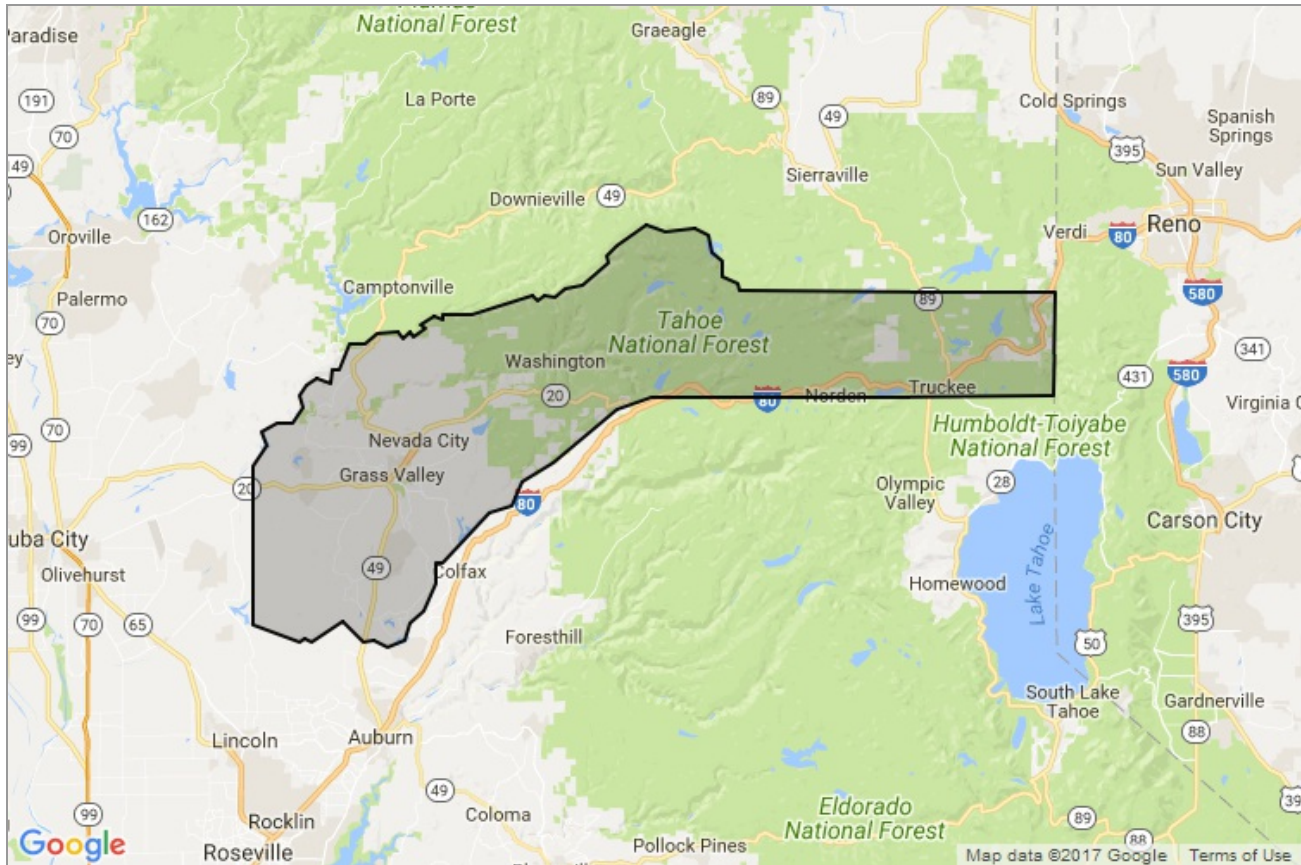


MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
7/2016 – 7/2017

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 08/07/2017

**Scheduled:** Yes

Presented by

Nevada County Association of  
REALTORS®

(530) 272-2627

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

336 Crown Point Circle  
Grass Valley, CA 95945

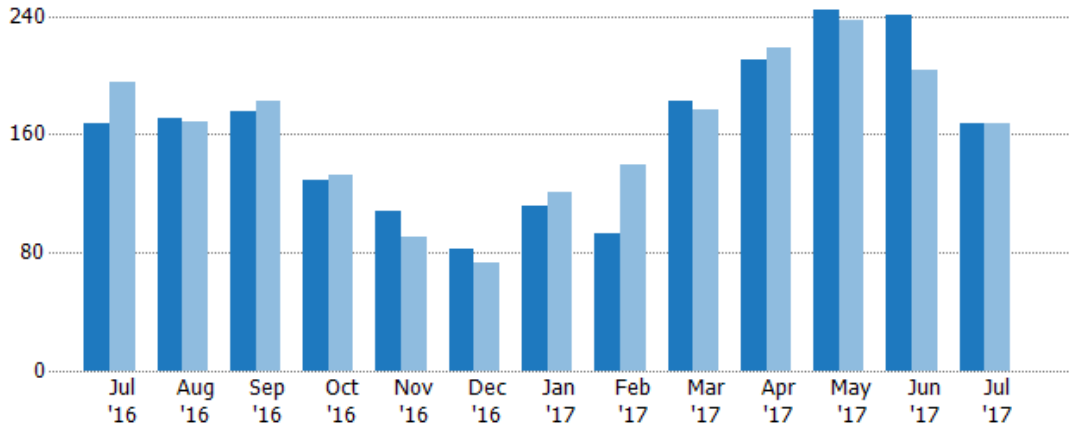
### New Listings

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.
Jul '17	167	0%
Jul '16	167	-14.4%
Jul '15	195	-2.6%



Current Year	167	171	176	129	108	83	112	93	183	210	244	241	167
Prior Year	195	169	183	133	91	73	121	140	177	219	237	203	167
Percent Change from Prior Year	-14%	1%	-4%	-3%	19%	14%	-7%	-34%	3%	-4%	3%	19%	0%

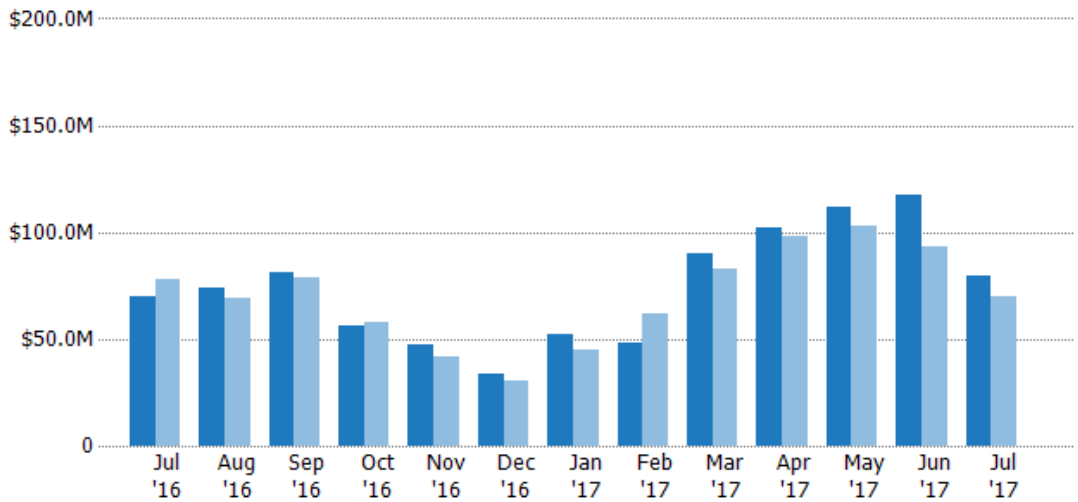
### New Listing Volume

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.
Jul '17	\$79.5M	14.4%
Jul '16	\$69.5M	-10.7%
Jul '15	\$77.9M	-7%



Current Year	\$69.5M	\$74.1M	\$81.2M	\$55.9M	\$47.4M	\$34.1M	\$52.5M	\$48.5M	\$90.4M	\$102M	\$111M	\$118M	\$79.5M
Prior Year	\$77.9M	\$69.1M	\$78.6M	\$58.2M	\$41.4M	\$30.8M	\$44.7M	\$61.5M	\$82.4M	\$97.8M	\$103M	\$92.9M	\$69.5M
Percent Change from Prior Year	-11%	7%	3%	-4%	14%	11%	18%	-21%	10%	5%	8%	27%	14%

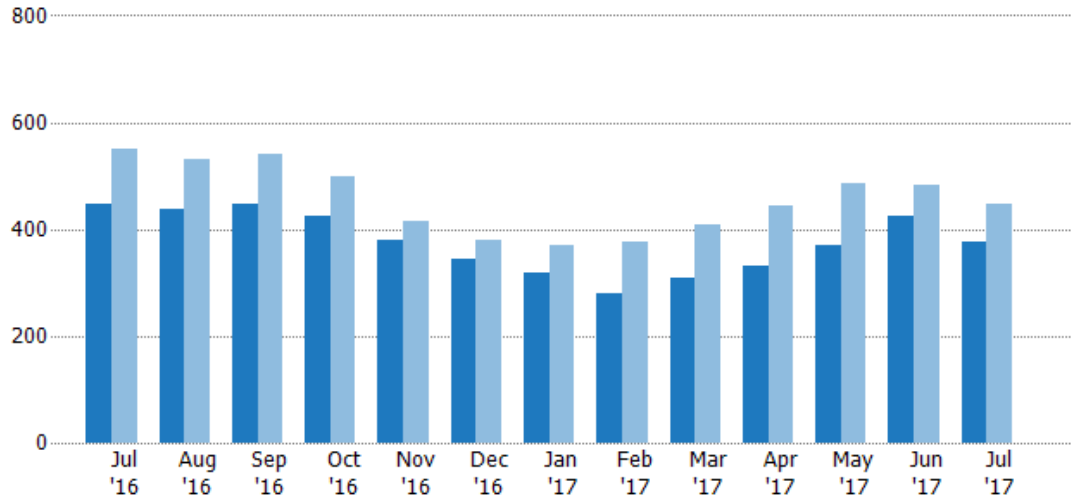
## Active Listings

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.
Jul '17	377	-15.8%
Jul '16	448	-18.5%
Jul '15	550	29.3%



	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	448	436	446	423	378	343	317	281	308	330	370	424	377
Prior Year	550	532	539	498	415	381	369	376	407	443	485	481	448
Percent Change from Prior Year	-19%	-18%	-17%	-15%	-9%	-10%	-14%	-25%	-24%	-26%	-24%	-12%	-16%

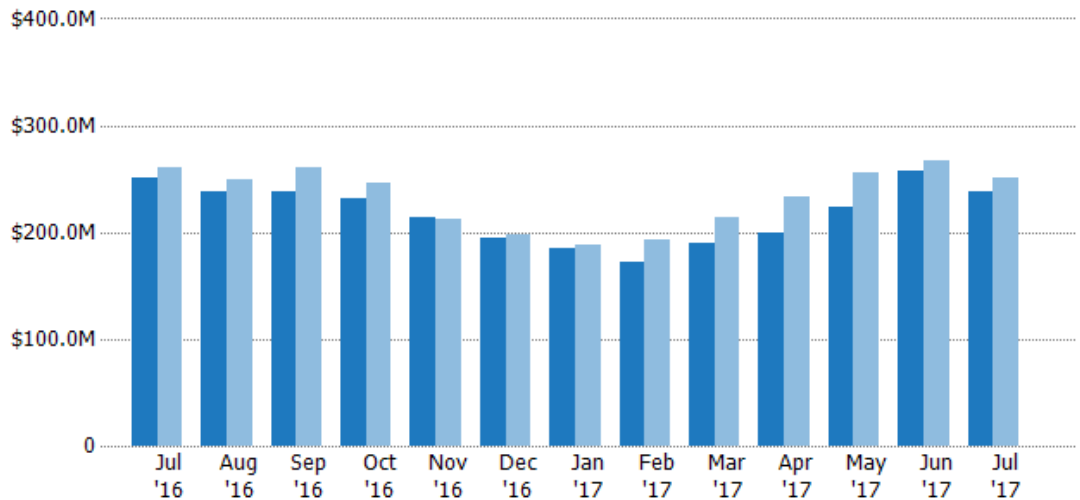
## Active Listing Volume

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.
Jul '17	\$239M	-4.6%
Jul '16	\$250M	-3.7%
Jul '15	\$260M	27.4%



	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	\$250M	\$238M	\$238M	\$232M	\$213M	\$195M	\$184M	\$172M	\$190M	\$199M	\$224M	\$258M	\$239M
Prior Year	\$260M	\$249M	\$260M	\$246M	\$212M	\$198M	\$188M	\$193M	\$214M	\$234M	\$255M	\$267M	\$250M
Percent Change from Prior Year	-4%	-5%	-8%	-6%	1%	-1%	-2%	-11%	-11%	-15%	-12%	-3%	-5%

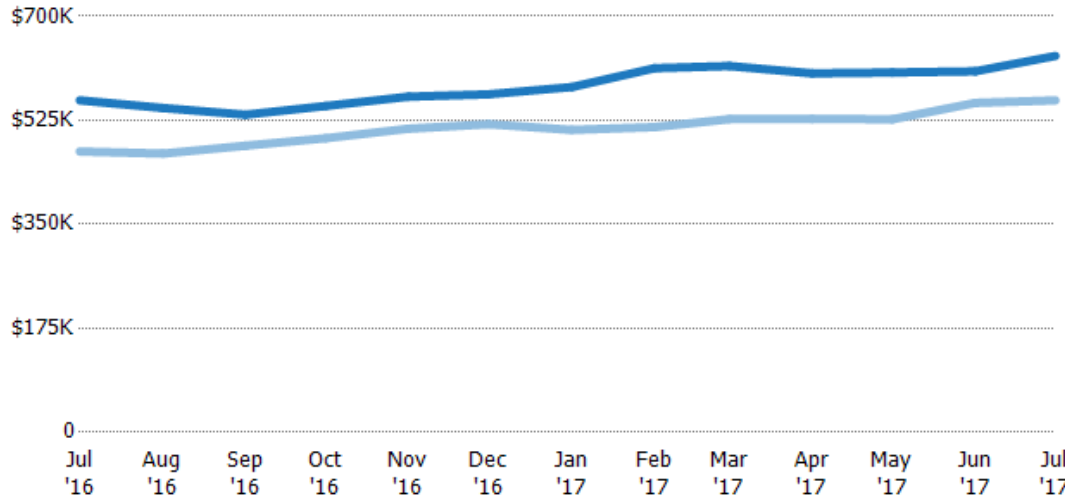
## Average Listing Price

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.
Jul '17	\$633K	13.4%
Jul '16	\$559K	18.2%
Jul '15	\$473K	-1.5%



	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	\$559K	\$546K	\$534K	\$549K	\$565K	\$569K	\$581K	\$613K	\$616K	\$604K	\$605K	\$607K	\$633K
Prior Year	\$473K	\$469K	\$482K	\$495K	\$511K	\$518K	\$509K	\$514K	\$527K	\$527K	\$527K	\$554K	\$559K
Percent Change from Prior Year	18%	16%	11%	11%	11%	10%	14%	19%	17%	15%	15%	10%	13%

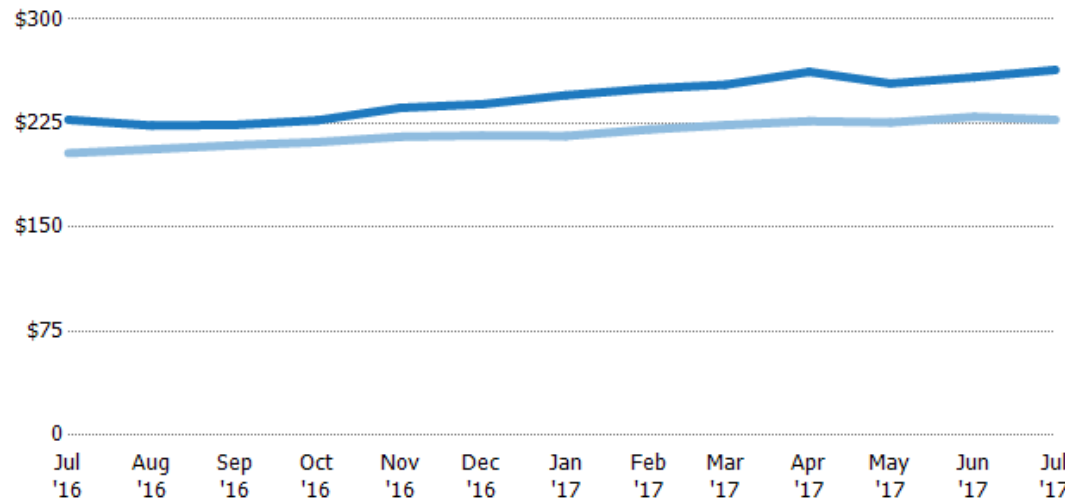
## Average Listing Price per Sq Ft

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.
Jul '17	\$263	15.8%
Jul '16	\$228	11.8%
Jul '15	\$203	-3.8%

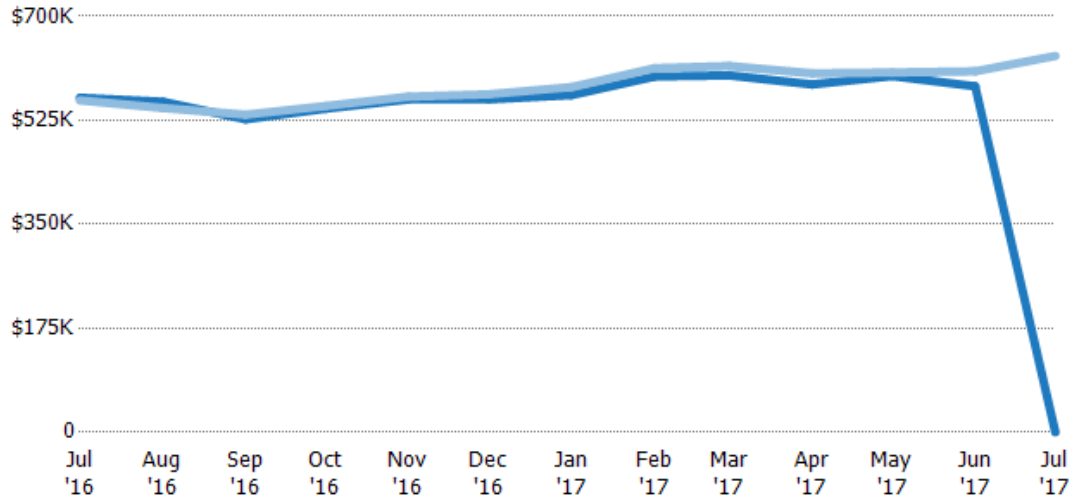


	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	\$228	\$223	\$224	\$227	\$236	\$239	\$245	\$250	\$253	\$262	\$254	\$258	\$263
Prior Year	\$203	\$206	\$209	\$211	\$215	\$216	\$216	\$221	\$224	\$227	\$226	\$230	\$228
Percent Change from Prior Year	12%	8%	7%	7%	10%	10%	14%	13%	13%	16%	12%	12%	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

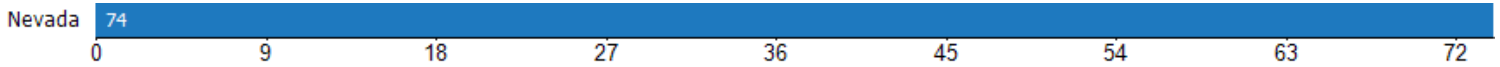


	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Avg Est Value	\$563K	\$556K	\$527K	\$545K	\$560K	\$560K	\$567K	\$599K	\$601K	\$585K	\$599K	\$582K	\$0
Avg Listing Price	\$559K	\$546K	\$534K	\$549K	\$565K	\$569K	\$581K	\$613K	\$616K	\$604K	\$605K	\$607K	\$633K
Avg Listing Price as a % of Avg Est Value	99%	98%	101%	101%	101%	102%	102%	102%	103%	103%	101%	104%	100%

## 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



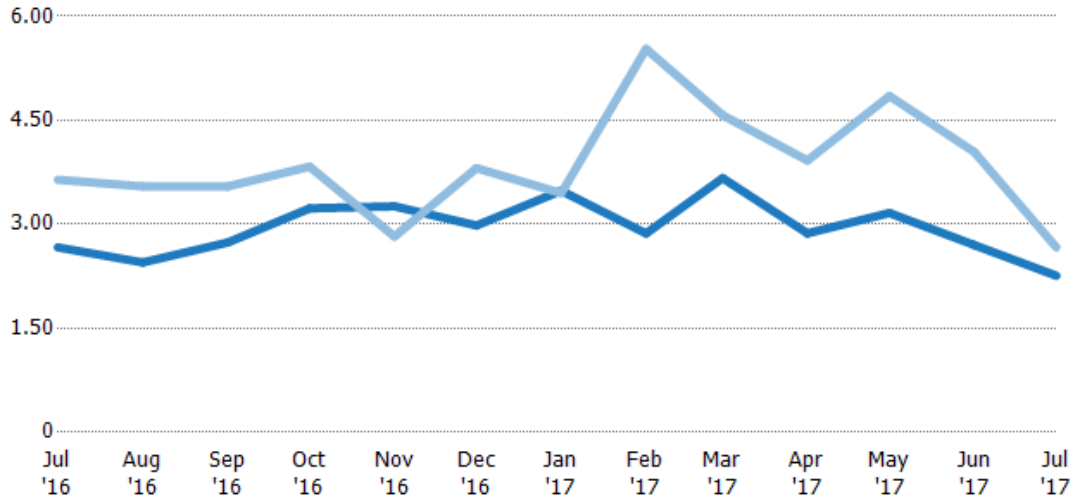
### Months of Inventory

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.
Jul '17	2.26	-15.3%
Jul '16	2.67	-26.8%
Jul '15	3.64	56.2%



	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	2.67	2.45	2.74	3.23	3.26	2.98	3.48	2.87	3.67	2.87	3.16	2.7	2.26
Prior Year	3.64	3.55	3.55	3.83	2.82	3.81	3.45	5.53	4.57	3.92	4.85	4.04	2.67
Percent Change from Prior Year	-27%	-31%	-23%	-16%	15%	-22%	1%	-48%	-20%	-27%	-35%	-33%	-15%

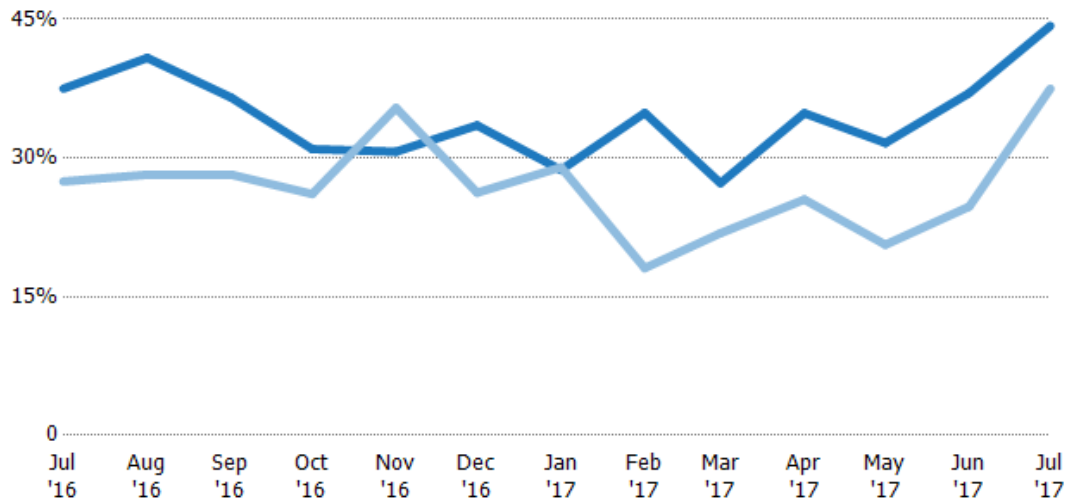
### Absorption Rate

The percentage of inventory sold per month.

**Filters Used**

County: Nevada County, California

Month/Year	Rate	Chg.
Jul '17	44%	-6.8%
Jul '16	38%	-10.1%
Jul '15	27%	-36%

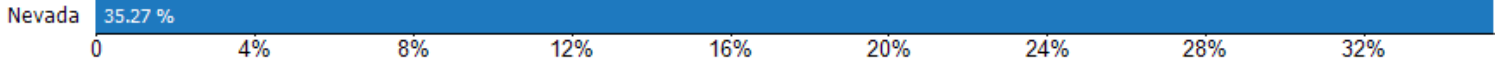


	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	38%	41%	37%	31%	31%	34%	29%	35%	27%	35%	32%	37%	44%
Prior Year	27%	28%	28%	26%	35%	26%	29%	18%	22%	26%	21%	25%	38%
Change from Prior Year	-10%	-13%	-8%	-5%	5%	-7%	0%	-17%	-5%	-9%	-11%	-12%	-7%

## Absorption Rate (By County)

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

Filters Used: County: Nevada County, California



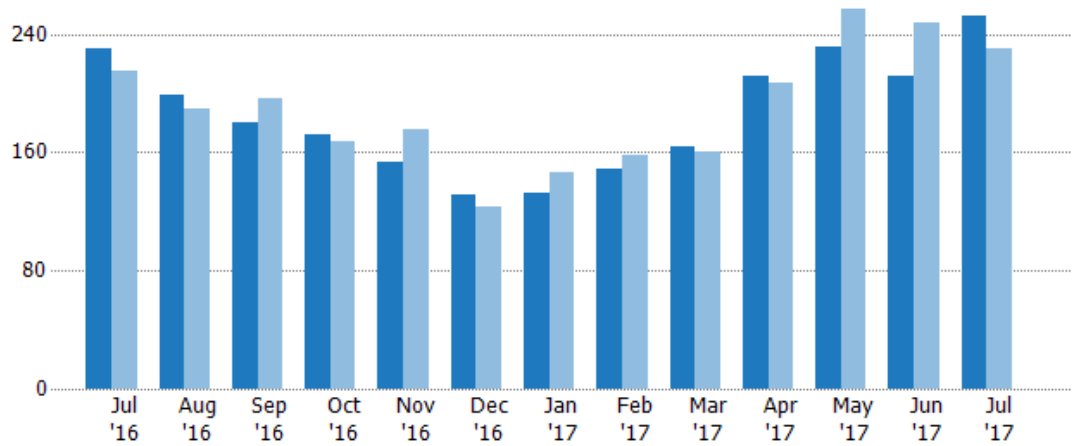
## Pending Sales

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.
Jul '17	252	9.6%
Jul '16	230	7%
Jul '15	215	-17.7%



Current Year	230	199	180	172	153	131	133	149	164	211	231	211	252
Prior Year	215	189	197	167	176	123	146	158	160	207	257	248	230
Percent Change from Prior Year	7%	5%	-9%	3%	-13%	7%	-9%	-6%	3%	2%	-10%	-15%	10%

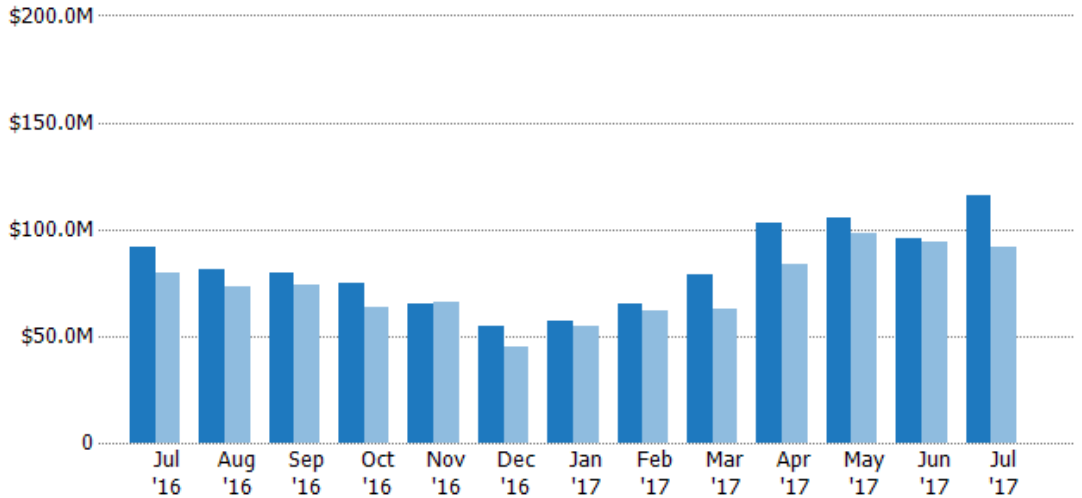
### Pending Sales Volume

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.
Jul '17	\$116M	26.6%
Jul '16	\$91.4M	15.3%
Jul '15	\$79.2M	-18.7%



Current Year	\$91.4M	\$81.1M	\$79.8M	\$74.7M	\$65.1M	\$54.5M	\$57.1M	\$65.2M	\$78.8M	\$103M	\$105M	\$95.4M	\$116M
Prior Year	\$79.2M	\$73.5M	\$73.7M	\$63.3M	\$66.3M	\$45.3M	\$55M	\$61.8M	\$62.7M	\$83.4M	\$98.3M	\$94.2M	\$91.4M
Percent Change from Prior Year	15%	10%	8%	18%	-2%	20%	4%	6%	26%	24%	7%	1%	27%

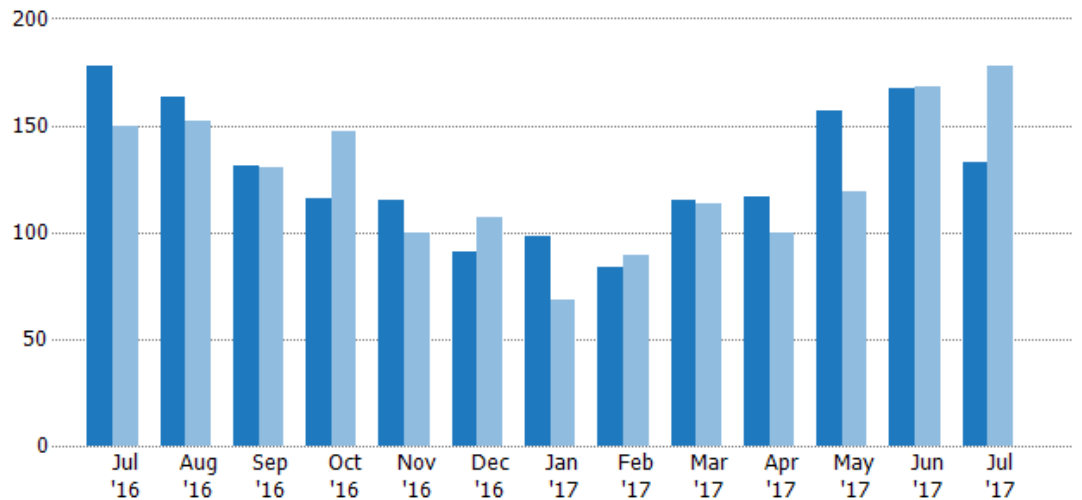
### Closed Sales

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

**Filters Used**

County: Nevada County, California

Month/Year	Count	% Chg.
Jul '17	133	-25.3%
Jul '16	178	18.7%
Jul '15	150	-14.7%



Current Year	178	163	131	116	115	91	98	84	115	117	157	167	133
Prior Year	150	152	130	147	100	107	68	89	113	100	119	168	178
Percent Change from Prior Year	19%	7%	1%	-21%	15%	-15%	44%	-6%	2%	17%	32%	-1%	-25%



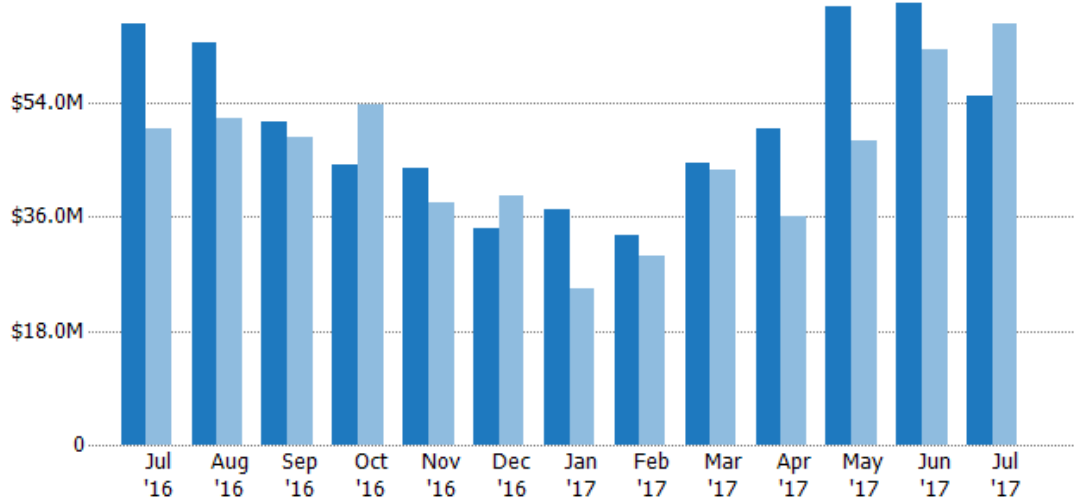
### Closed Sales Volume

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.
Jul '17	\$55.1M	-17.3%
Jul '16	\$66.6M	33.2%
Jul '15	\$50M	-16.6%



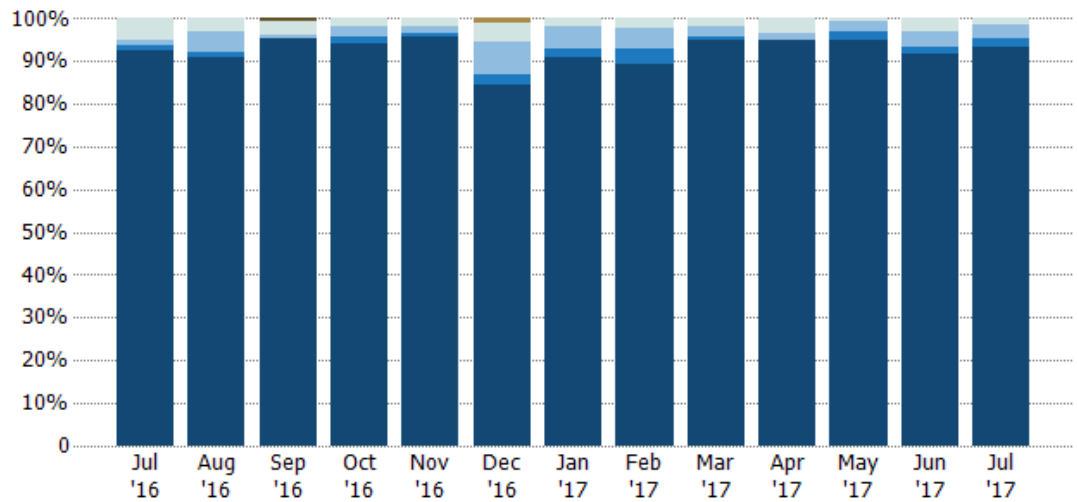
Current Year	\$66.6M	\$63.5M	\$51M	\$44.3M	\$43.6M	\$34.3M	\$37.1M	\$33M	\$44.5M	\$50M	\$69.3M	\$69.9M	\$55.1M
Prior Year	\$50M	\$51.6M	\$48.6M	\$53.6M	\$38.3M	\$39.4M	\$24.8M	\$29.7M	\$43.4M	\$36.1M	\$48.1M	\$62.4M	\$66.6M
Percent Change from Prior Year	33%	23%	5%	-17%	14%	-13%	50%	11%	3%	39%	44%	12%	-17%

### 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

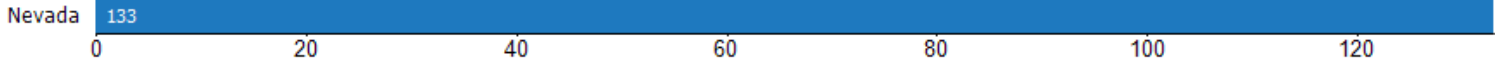


Other	-	-	-	-	-	1%	-	-	-	-	-	-	-
Lot/Land	-	-	1%	-	-	-	-	-	-	-	-	-	-
Multifamily/Multiplex	5%	3%	3%	2%	2%	4%	2%	2%	2%	3%	1%	3%	2%
Mobile/Manufactured	1%	5%	1%	3%	2%	8%	5%	5%	3%	2%	3%	4%	3%
Condo/Townhouse	1%	1%	-	2%	1%	2%	2%	4%	1%	-	2%	2%	2%
Single Family Residence	93%	91%	95%	94%	96%	85%	91%	89%	95%	95%	95%	92%	93%

## 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

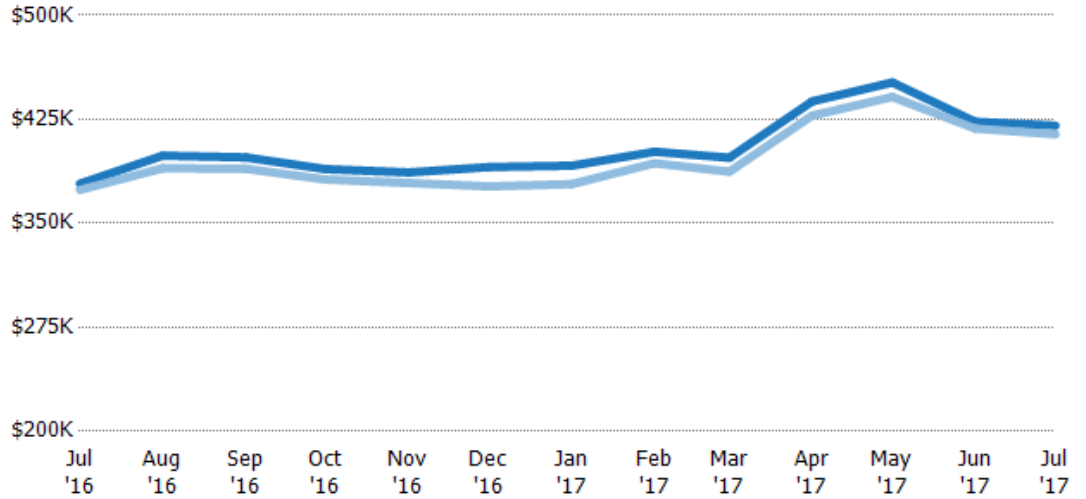


## Average Sales Price vs Average Listing Price

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

Filters Used

County: Nevada County, California



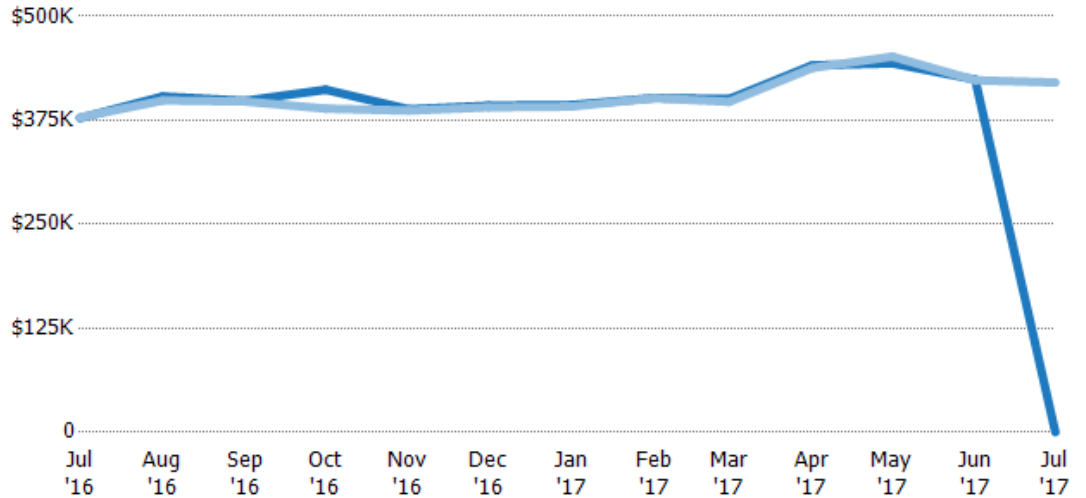
	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Avg List Price	\$379K	\$399K	\$398K	\$389K	\$387K	\$391K	\$392K	\$402K	\$397K	\$438K	\$452K	\$423K	\$420K
Avg Sales Price	\$374K	\$390K	\$389K	\$382K	\$379K	\$377K	\$378K	\$393K	\$387K	\$428K	\$441K	\$418K	\$414K
Avg Sales Price as a % of Avg List Price	99%	98%	98%	98%	98%	96%	97%	98%	97%	98%	98%	99%	99%

## 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



Avg Est Value	\$378K	\$404K	\$398K	\$412K	\$388K	\$393K	\$393K	\$402K	\$401K	\$441K	\$443K	\$424K	\$0
Avg Sales Price	\$379K	\$399K	\$398K	\$389K	\$387K	\$391K	\$392K	\$402K	\$397K	\$438K	\$452K	\$423K	\$420K
Avg Sales Price as a % of Avg Est Value	100%	99%	100%	94%	100%	99%	100%	100%	99%	99%	102%	100%	100%

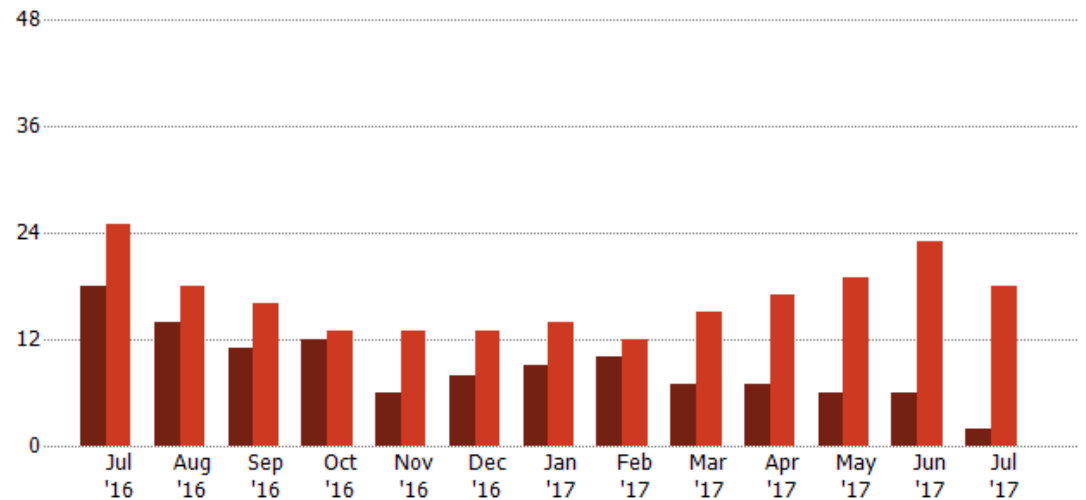
## Distressed Listings

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.
Jul '17	2	-88.9%
Jul '16	18	-28%
Jul '15	25	60%

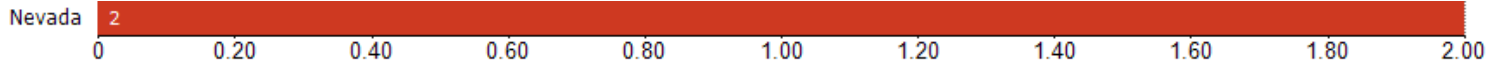


Current Year	18	14	11	12	6	8	9	10	7	7	6	6	2
Prior Year	25	18	16	13	13	13	14	12	15	17	19	23	18
Percent Change from Prior Year	-28%	-22%	-31%	-8%	-54%	-38%	-36%	-17%	-53%	-59%	-68%	-74%	-89%

## 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:** 08/07/2017

**Scheduled:** Yes

**Report Date Range:** From 7/2016 To: 7/2017

### 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 7/2017 data

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