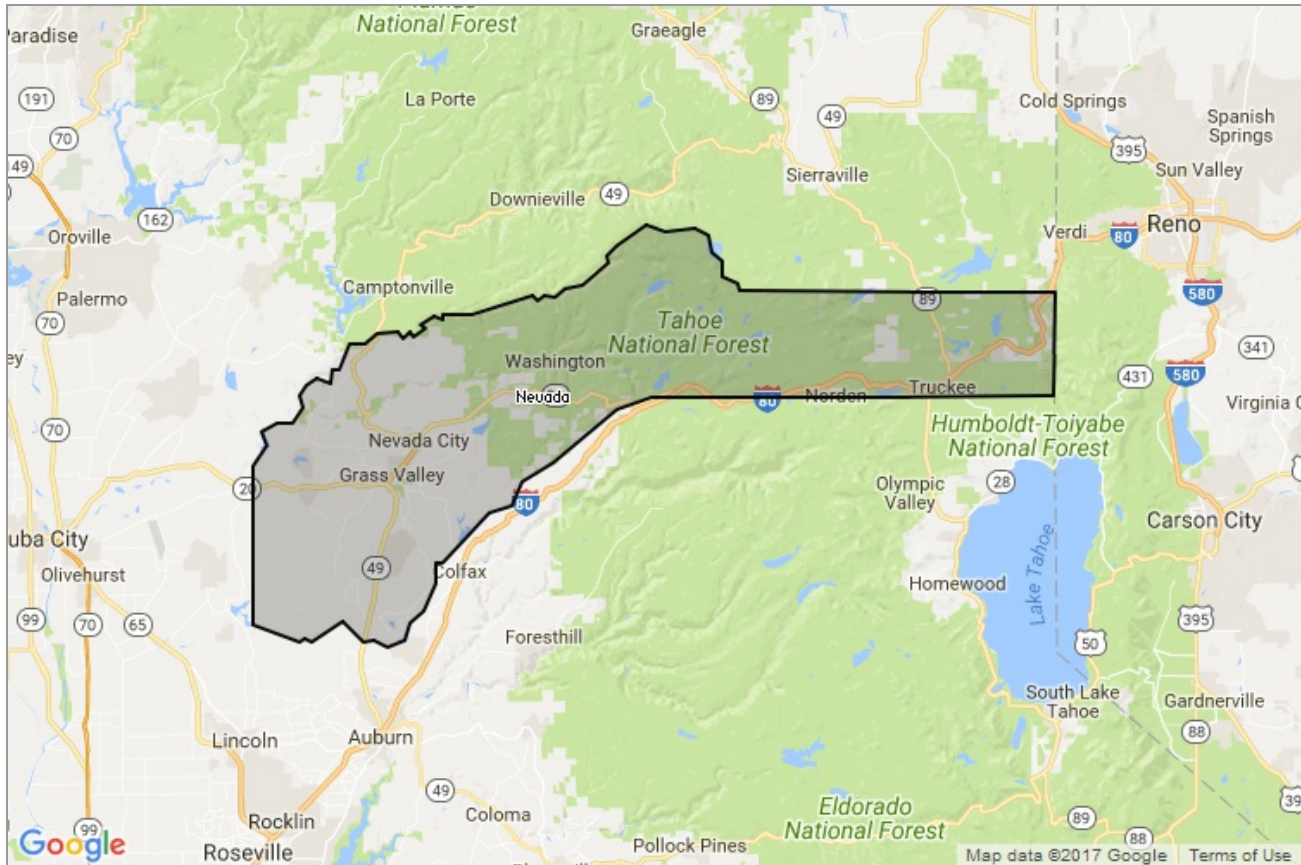


MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
9/2016 – 9/2017

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 10/06/2017

**Scheduled:** Yes

Presented by

**Nevada County Association of  
REALTORS®**

(530) 272-2627

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

336 Crown Point Circle  
Grass Valley, CA 95945

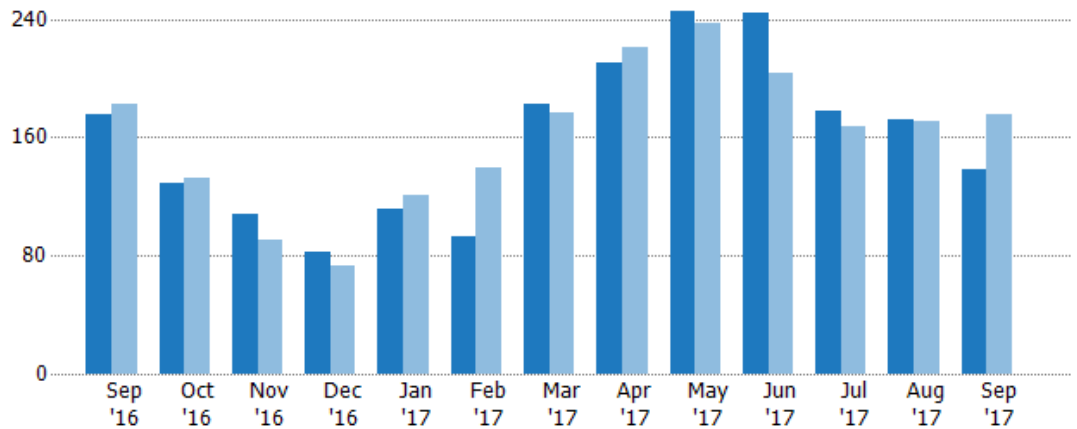
## New Listings

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.
Sep '17	138	-21.6%
Sep '16	176	-3.8%
Sep '15	183	-20.8%



	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	176	129	108	83	112	93	183	210	245	244	178	172	138
Prior Year	183	133	91	73	121	140	177	221	237	203	167	171	176
Percent Change from Prior Year	-4%	-3%	19%	14%	-7%	-34%	3%	-5%	3%	20%	7%	1%	-22%

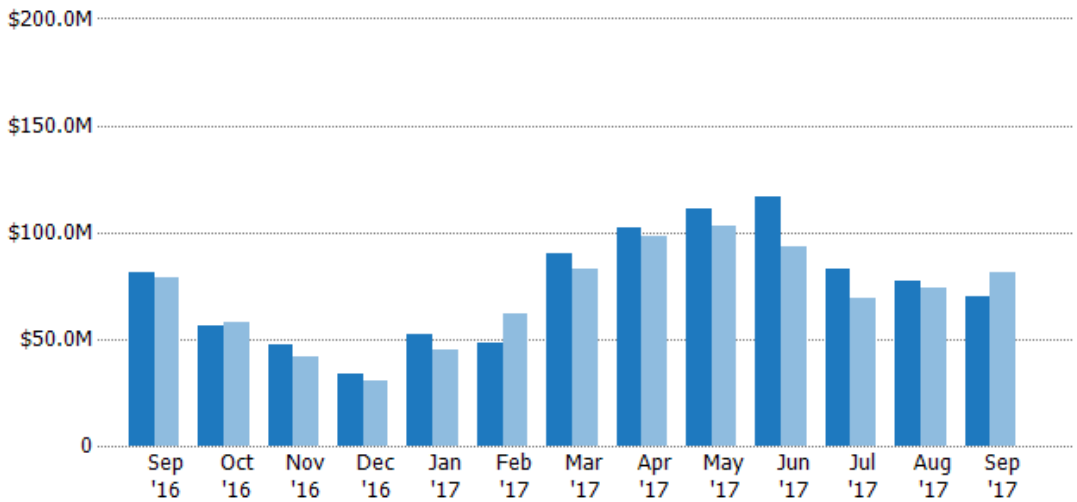
## New Listing Volume

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.
Sep '17	\$70M	-13.6%
Sep '16	\$81M	3.1%
Sep '15	\$78.6M	-32.1%



	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	\$81M	\$55.9M	\$47.3M	\$34.1M	\$52.3M	\$48.4M	\$90M	\$102M	\$111M	\$117M	\$83M	\$77.4M	\$70M
Prior Year	\$78.6M	\$58.2M	\$41.4M	\$30.8M	\$44.7M	\$61.5M	\$82.4M	\$98.2M	\$103M	\$92.9M	\$69.5M	\$74.1M	\$81M
Percent Change from Prior Year	3%	-4%	14%	11%	17%	-21%	9%	4%	8%	26%	19%	5%	-14%

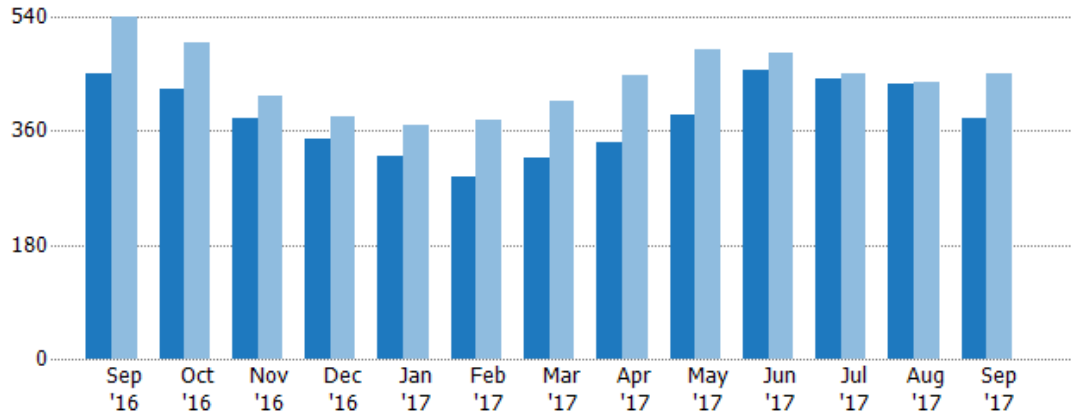
## Active Listings

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.
Sep '17	379	-15.8%
Sep '16	450	-16.5%
Sep '15	539	18%



	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	450	425	380	346	321	287	316	341	386	455	442	433	379
Prior Year	539	498	415	381	369	377	408	447	488	484	450	438	450
Percent Change from Prior Year	-17%	-15%	-8%	-9%	-13%	-24%	-23%	-24%	-21%	-6%	-2%	-1%	-16%

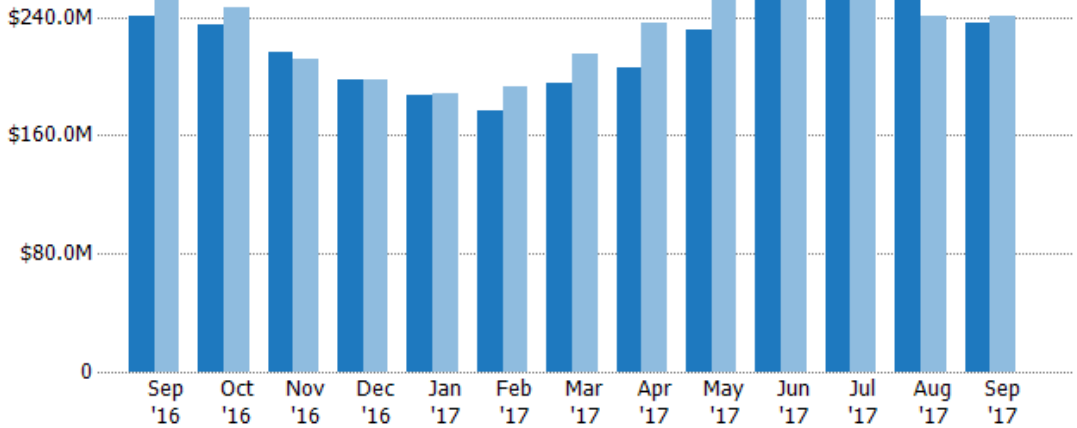
## Active Listing Volume

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.
Sep '17	\$236M	-2.1%
Sep '16	\$241M	-7.2%
Sep '15	\$260M	15.3%



	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	\$241M	\$235M	\$216M	\$198M	\$187M	\$176M	\$195M	\$205M	\$231M	\$270M	\$263M	\$257M	\$236M
Prior Year	\$260M	\$246M	\$212M	\$198M	\$188M	\$194M	\$215M	\$236M	\$258M	\$269M	\$253M	\$240M	\$241M
Percent Change from Prior Year	-7%	-5%	2%	0%	0%	-9%	-9%	-13%	-10%	0%	4%	7%	-2%

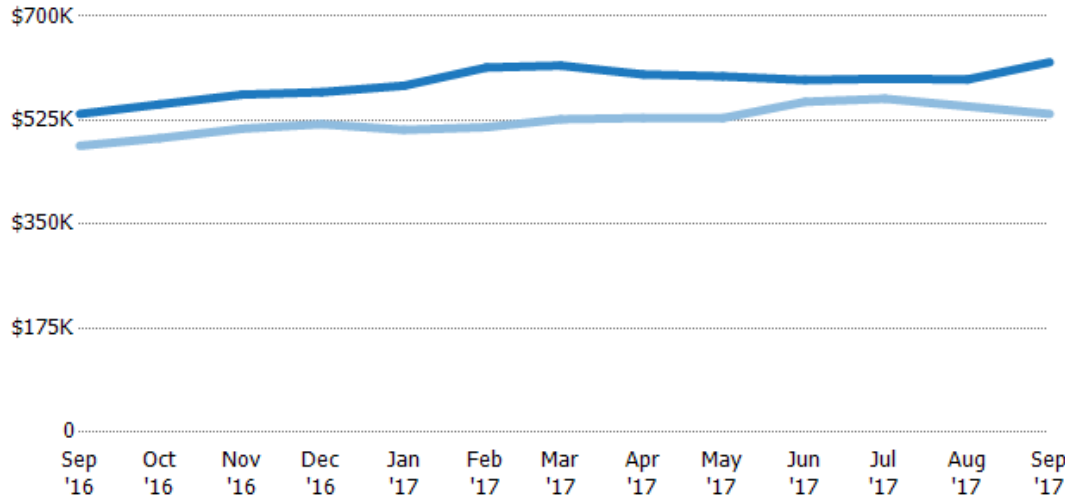
## Average Listing Price

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.
Sep '17	\$623K	16.2%
Sep '16	\$536K	11.1%
Sep '15	\$482K	-2.3%



	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	\$536K	\$552K	\$568K	\$572K	\$583K	\$614K	\$617K	\$602K	\$599K	\$593K	\$595K	\$594K	\$623K
Prior Year	\$482K	\$495K	\$511K	\$518K	\$509K	\$513K	\$527K	\$529K	\$529K	\$556K	\$561K	\$548K	\$536K
Percent Change from Prior Year	11%	12%	11%	10%	15%	20%	17%	14%	13%	7%	6%	8%	16%

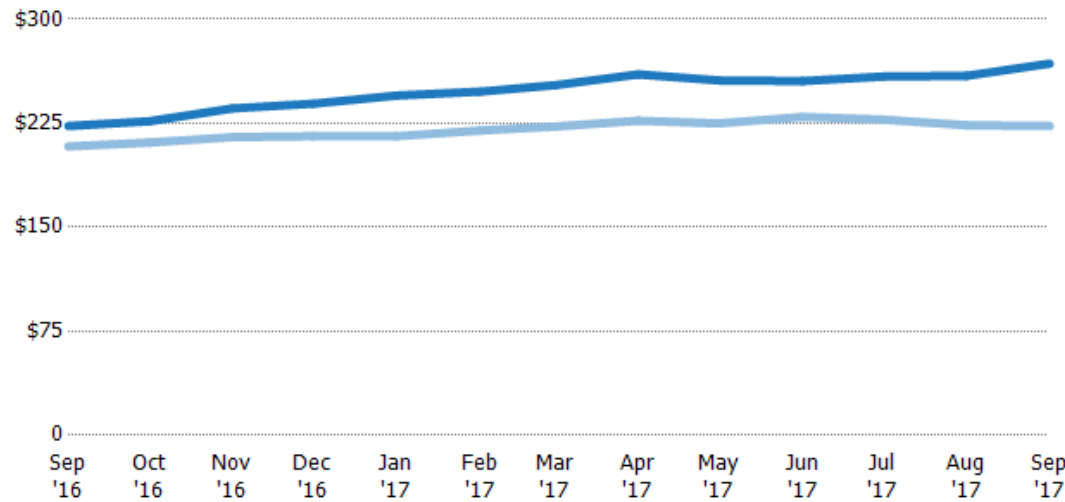
## Average Listing Price per Sq Ft

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.
Sep '17	\$268	20.2%
Sep '16	\$223	7.1%
Sep '15	\$208	-5.6%



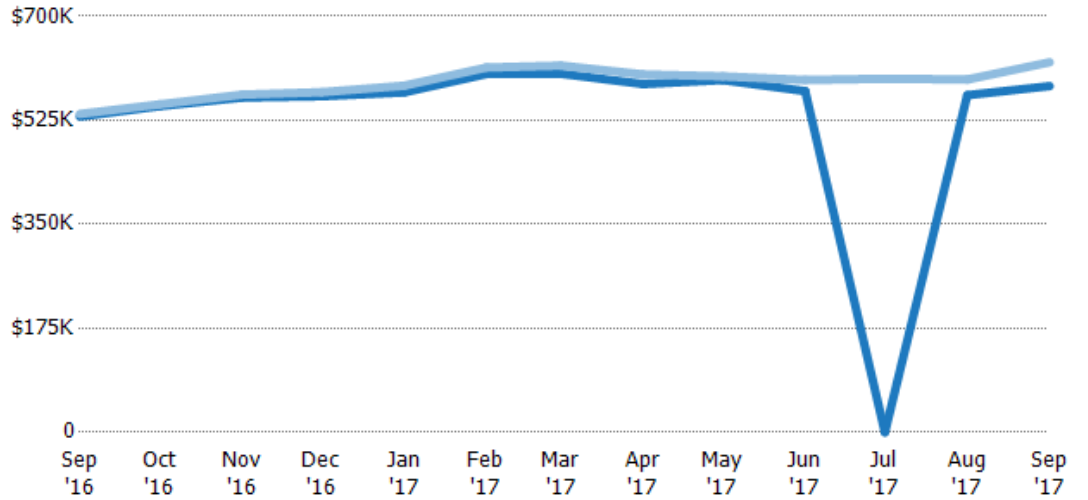
	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	\$223	\$226	\$236	\$239	\$245	\$248	\$252	\$260	\$256	\$255	\$259	\$259	\$268
Prior Year	\$208	\$211	\$215	\$216	\$216	\$220	\$223	\$227	\$225	\$230	\$228	\$224	\$223
Percent Change from Prior Year	7%	7%	10%	11%	14%	13%	13%	15%	14%	11%	14%	16%	20%

## 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



	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Avg Est Value	\$531K	\$549K	\$563K	\$566K	\$572K	\$603K	\$603K	\$586K	\$593K	\$574K	\$0	\$567K	\$583K
Avg Listing Price	\$536K	\$552K	\$568K	\$572K	\$583K	\$614K	\$617K	\$602K	\$599K	\$593K	\$595K	\$594K	\$623K
Avg Listing Price as a % of Avg Est Value	101%	101%	101%	101%	102%	102%	102%	103%	101%	103%	100%	105%	107%

## 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



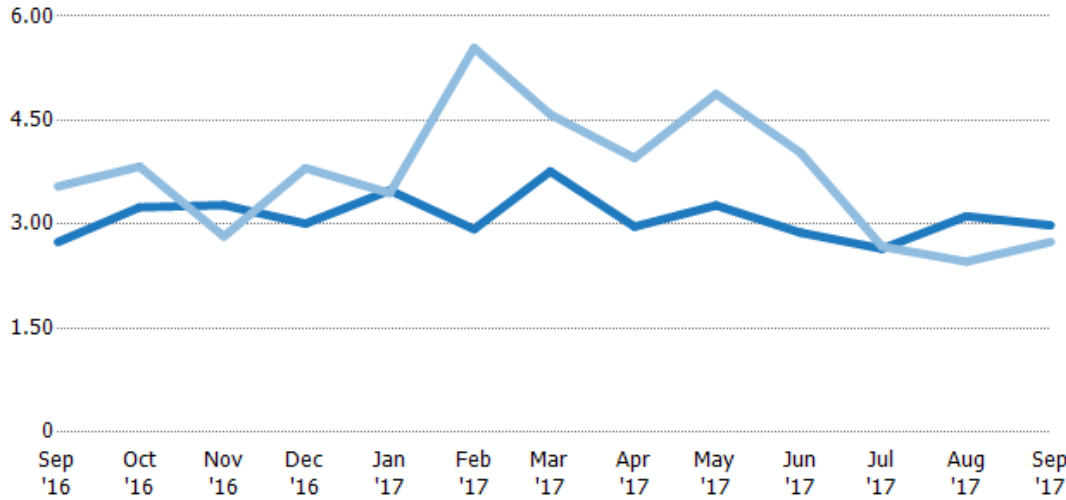
### Months of Inventory

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.
Sep '17	2.98	8.8%
Sep '16	2.74	-22.6%
Sep '15	3.55	40.1%



	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	2.74	3.24	3.28	3.01	3.49	2.93	3.76	2.97	3.27	2.88	2.65	3.12	2.98
Prior Year	3.55	3.83	2.82	3.81	3.45	5.54	4.58	3.96	4.88	4.03	2.68	2.46	2.74
Percent Change from Prior Year	-23%	-15%	16%	-21%	1%	-47%	-18%	-25%	-33%	-29%	-1%	27%	9%

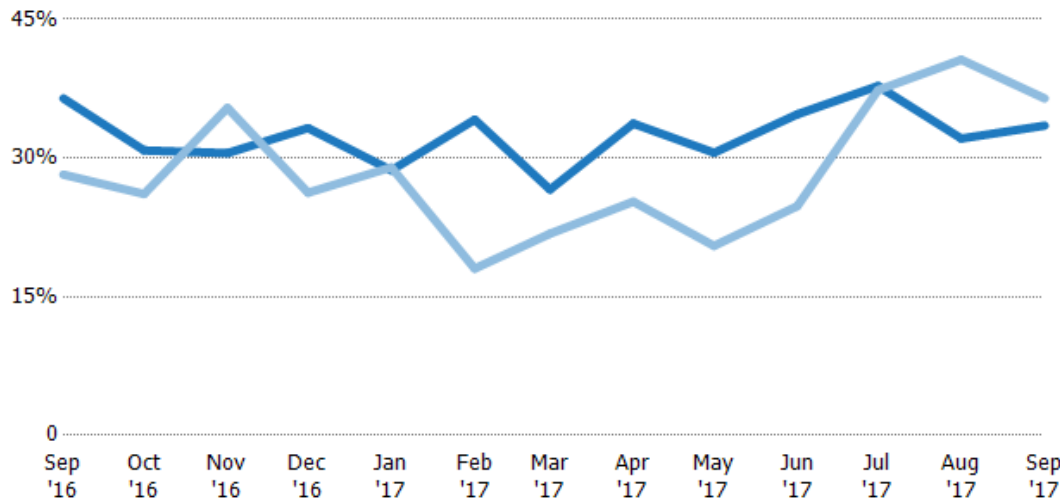
### Absorption Rate

The percentage of inventory sold per month.

**Filters Used**

County: Nevada County, California

Month/Year	Rate	Chg.
Sep '17	34%	2.9%
Sep '16	36%	-8.2%
Sep '15	28%	-28.7%



	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	36%	31%	31%	33%	29%	34%	27%	34%	31%	35%	38%	32%	34%
Prior Year	28%	26%	35%	26%	29%	18%	22%	25%	20%	25%	37%	41%	36%
Change from Prior Year	-8%	-5%	5%	-7%	0%	-16%	-5%	-8%	-10%	-10%	0%	9%	3%

## Absorption Rate (By County)

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

Filters Used: County: Nevada County, California



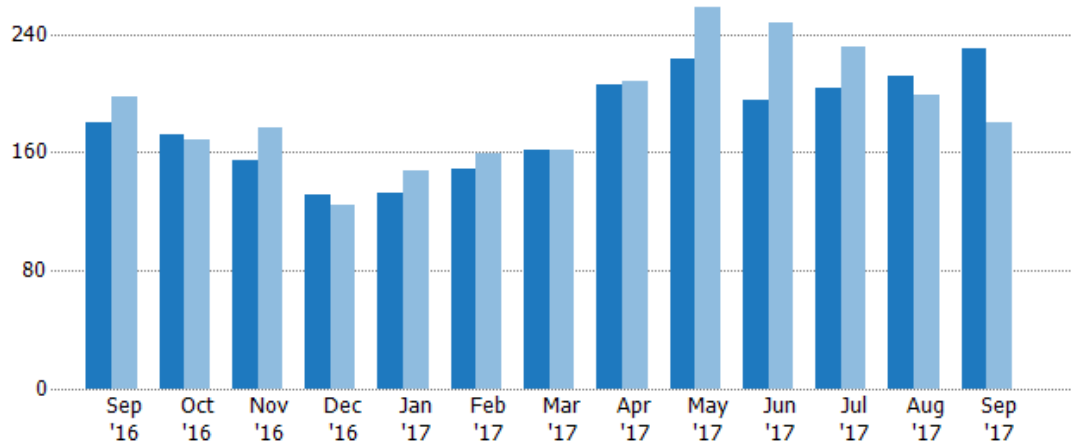
## Pending Sales

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.
Sep '17	230	27.8%
Sep '16	180	-9.1%
Sep '15	198	3%



Current Year	180	172	154	131	133	149	162	206	223	195	204	211	230
Prior Year	198	168	177	124	147	159	161	208	258	248	231	199	180
Percent Change from Prior Year	-9%	2%	-13%	6%	-10%	-6%	1%	-1%	-14%	-21%	-12%	6%	28%

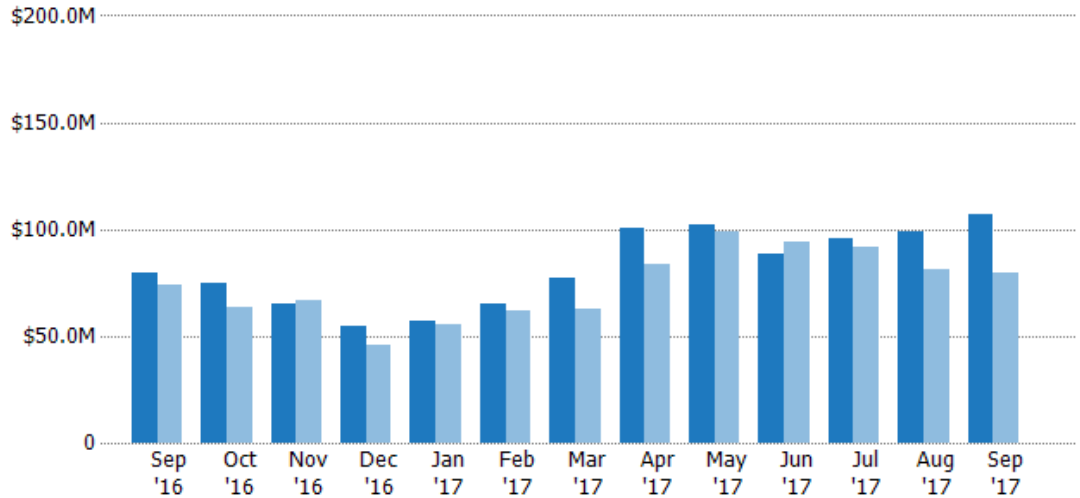
### Pending Sales Volume

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.
Sep '17	\$107M	34.1%
Sep '16	\$79.8M	8%
Sep '15	\$73.9M	-1.1%



Current Year	\$79.8M	\$74.7M	\$65.2M	\$54.5M	\$57.1M	\$65.2M	\$77.3M	\$100M	\$102M	\$88.2M	\$95.9M	\$99M	\$107M
Prior Year	\$73.9M	\$63.5M	\$66.4M	\$45.5M	\$55.2M	\$61.9M	\$62.9M	\$83.6M	\$98.5M	\$94.2M	\$91.6M	\$81.1M	\$79.8M
Percent Change from Prior Year	8%	18%	-2%	20%	4%	5%	23%	20%	3%	-6%	5%	22%	34%

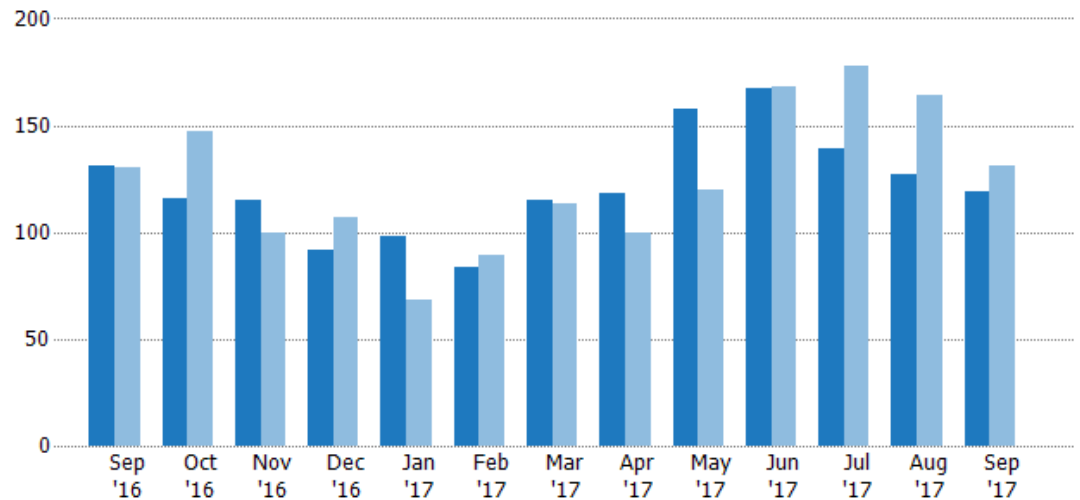
### Closed Sales

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

**Filters Used**

County: Nevada County, California

Month/Year	Count	% Chg.
Sep '17	119	-9.2%
Sep '16	131	0.8%
Sep '15	130	-21.5%



Current Year	131	116	115	92	98	84	115	118	158	167	139	127	119
Prior Year	130	147	100	107	68	89	113	100	120	168	178	164	131
Percent Change from Prior Year	1%	-21%	15%	-14%	44%	-6%	2%	18%	32%	-1%	-22%	-23%	-9%



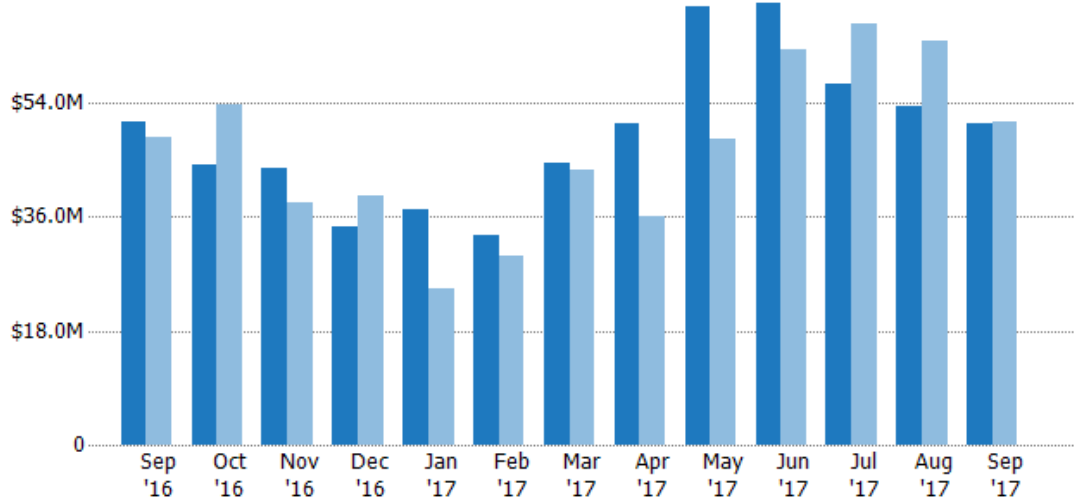
## Closed Sales Volume

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.
Sep '17	\$50.8M	-0.4%
Sep '16	\$51M	4.9%
Sep '15	\$48.6M	-28.3%



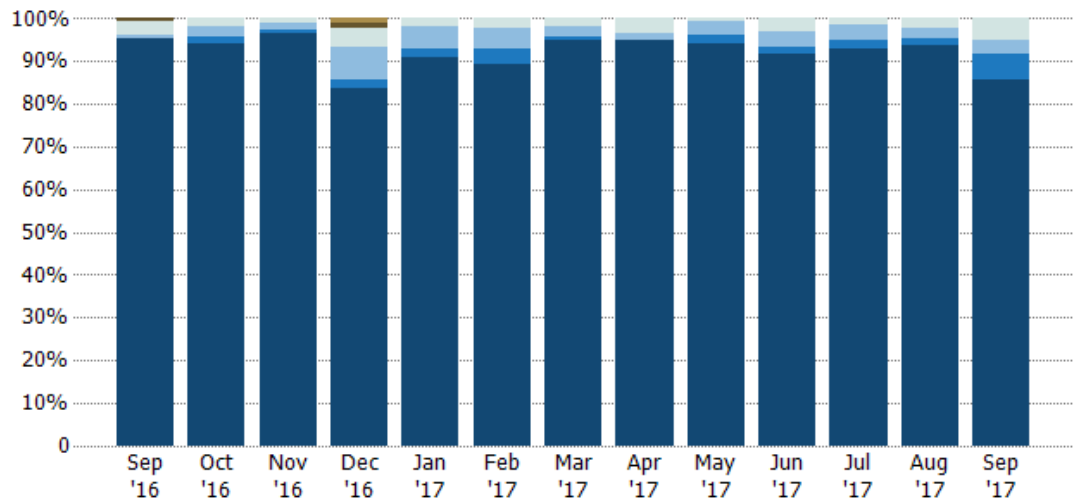
Current Year	\$51M	\$44.3M	\$43.6M	\$34.4M	\$37.1M	\$33M	\$44.5M	\$50.7M	\$69.3M	\$69.9M	\$56.9M	\$53.5M	\$50.8M
Prior Year	\$48.6M	\$53.6M	\$38.3M	\$39.4M	\$24.8M	\$29.7M	\$43.4M	\$36.1M	\$48.3M	\$62.4M	\$66.6M	\$63.7M	\$51M
Percent Change from Prior Year	5%	-17%	14%	-13%	50%	11%	3%	40%	43%	12%	-15%	-16%	0%

## 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%	-	-	1%	-	-	-	-	-	-	-	-	-
Multifamily/Multiplex	3%	2%	1%	4%	2%	2%	2%	3%	1%	3%	1%	2%	5%
Mobile/Manufactured	1%	3%	2%	8%	5%	5%	3%	2%	3%	4%	4%	2%	3%
Condo/Townhouse	-	2%	1%	2%	2%	4%	1%	-	2%	2%	2%	2%	6%
Single Family Residence	95%	94%	97%	84%	91%	89%	95%	95%	94%	92%	93%	94%	86%

## 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

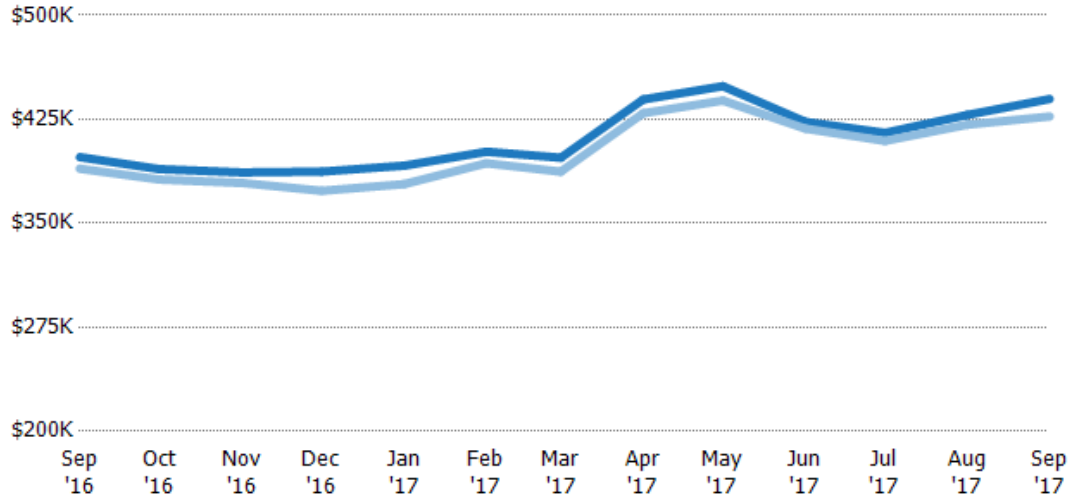


## Average Sales Price vs Average Listing Price

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

Filters Used

County: Nevada County, California



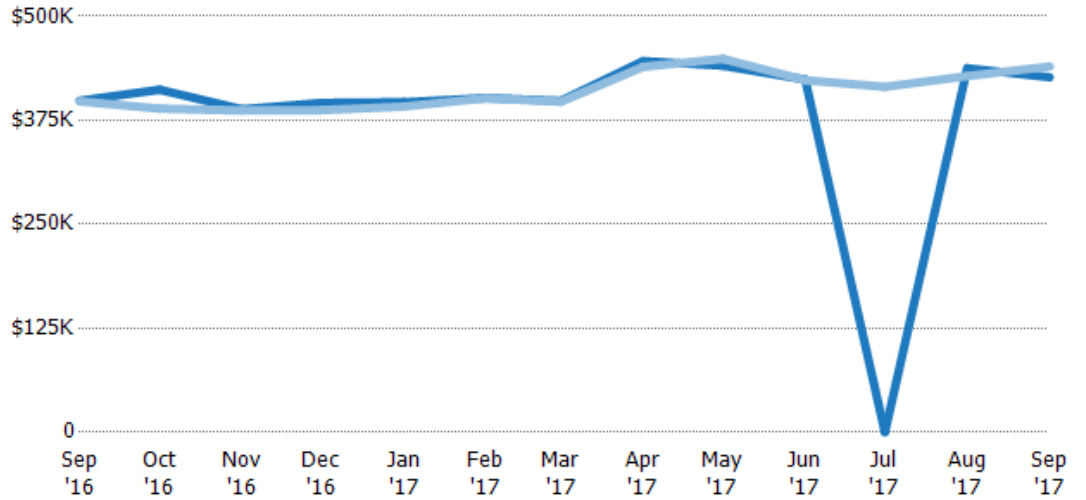
	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Avg List Price	\$398K	\$389K	\$387K	\$387K	\$392K	\$402K	\$397K	\$439K	\$449K	\$423K	\$415K	\$428K	\$440K
Avg Sales Price	\$389K	\$382K	\$379K	\$373K	\$378K	\$393K	\$387K	\$429K	\$439K	\$418K	\$409K	\$421K	\$427K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	96%	97%	98%	97%	98%	98%	99%	99%	98%	97%

## 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



	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Avg Est Value	\$398K	\$412K	\$388K	\$396K	\$397K	\$402K	\$398K	\$446K	\$441K	\$424K	\$0	\$438K	\$427K
Avg Sales Price	\$398K	\$389K	\$387K	\$387K	\$392K	\$402K	\$397K	\$439K	\$449K	\$423K	\$415K	\$428K	\$440K
Avg Sales Price as a % of Avg Est Value	100%	94%	100%	98%	99%	100%	100%	98%	102%	100%	100%	98%	103%

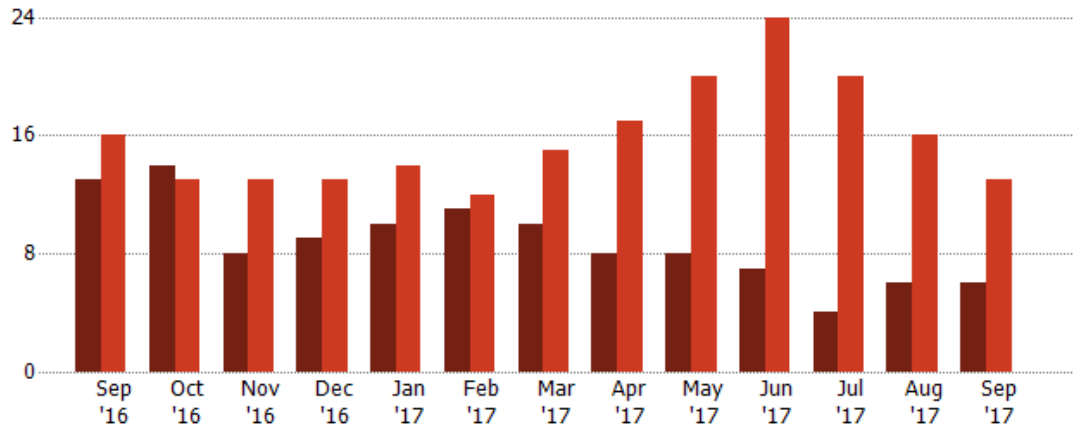
## Distressed Listings

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.
Sep '17	6	-53.8%
Sep '16	13	-18.8%
Sep '15	16	68.8%



	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	13	14	8	9	10	11	10	8	8	7	4	6	6
Prior Year	16	13	13	13	14	12	15	17	20	24	20	16	13
Percent Change from Prior Year	-19%	8%	-38%	-31%	-29%	-8%	-33%	-53%	-60%	-71%	-80%	-63%	-54%

## 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:** 10/06/2017

**Scheduled:** Yes

**Report Date Range:** From 9/2016 To: 9/2017

### 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 9/2017 data

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