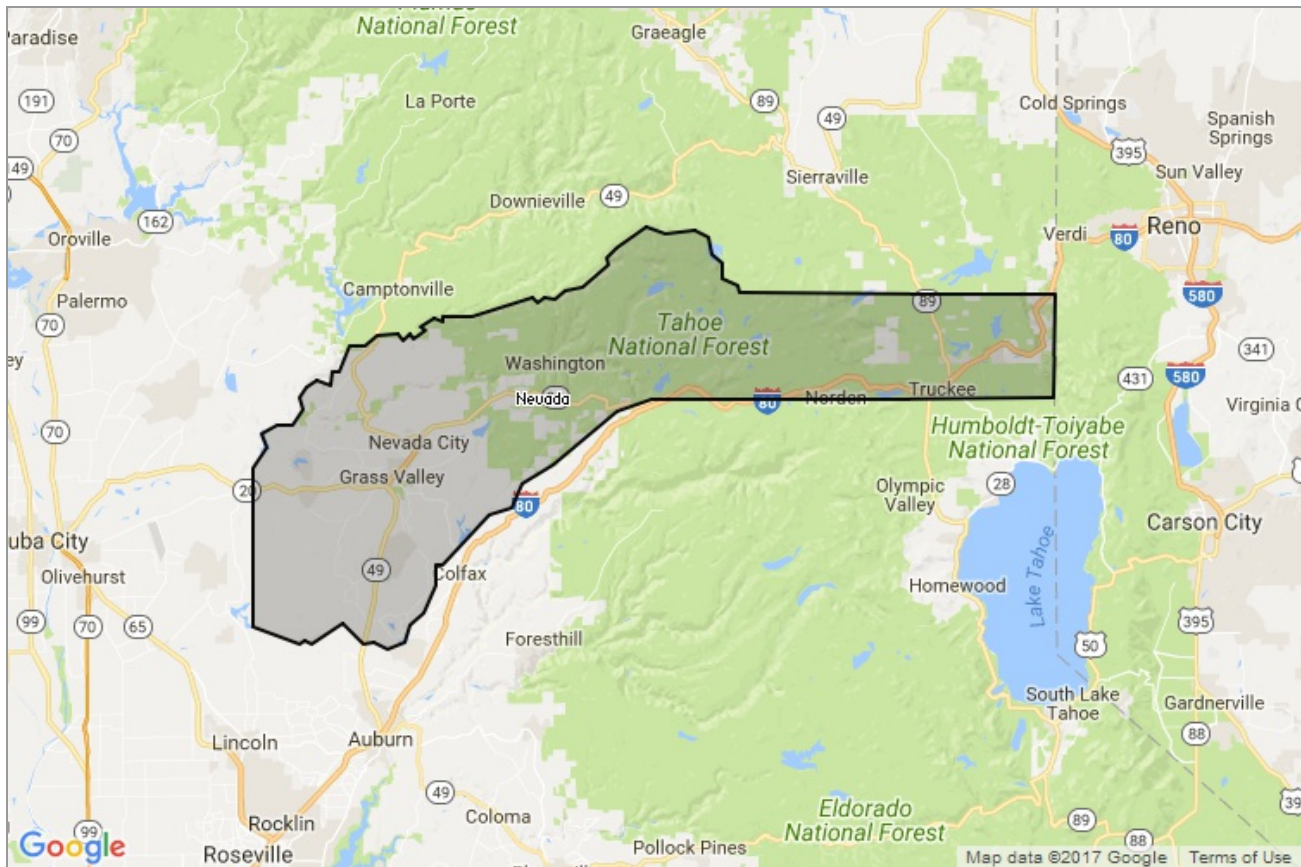


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
10/2016 – 10/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 11/07/2017

Scheduled: Yes

Presented by

**Nevada County Association of
REALTORS®**

(530) 272-2627

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

336 Crown Point Circle
Grass Valley, CA 95945

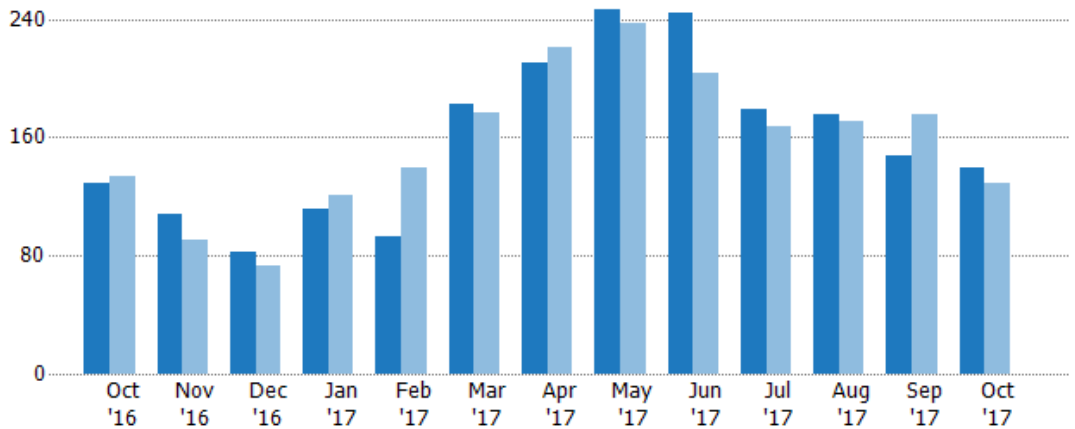
New Listings

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 '17	140	8.5%
Oct '16	129	-3.7%
Oct '15	134	16.4%



	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	129	108	83	112	93	183	210	246	244	179	175	148	140
Prior Year	134	91	73	121	140	177	221	237	203	167	171	176	129
Percent Change from Prior Year	-4%	19%	14%	-7%	-34%	3%	-5%	4%	20%	7%	2%	-16%	9%

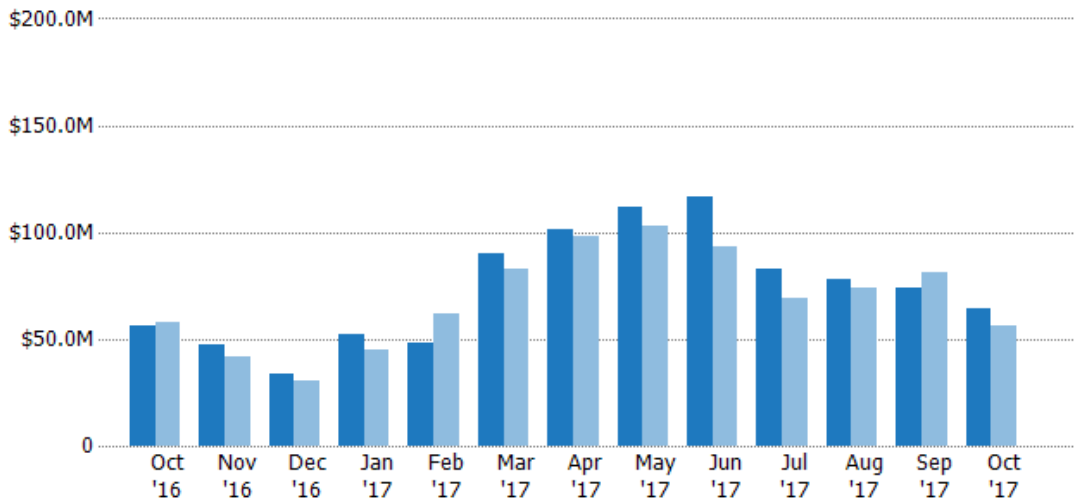
New Listing Volume

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 '17	\$64.3M	15%
Oct '16	\$55.9M	-4%
Oct '15	\$58.2M	7.9%



	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	\$55.9M	\$47.2M	\$34.1M	\$52.3M	\$48.4M	\$90.2M	\$101M	\$112M	\$117M	\$83.1M	\$77.9M	\$73.8M	\$64.3M
Prior Year	\$58.2M	\$41.4M	\$30.8M	\$44.7M	\$61.5M	\$82.4M	\$98.2M	\$103M	\$92.9M	\$69.5M	\$74.1M	\$81M	\$55.9M
Percent Change from Prior Year	-4%	14%	11%	17%	-21%	9%	3%	8%	26%	20%	5%	-9%	15%

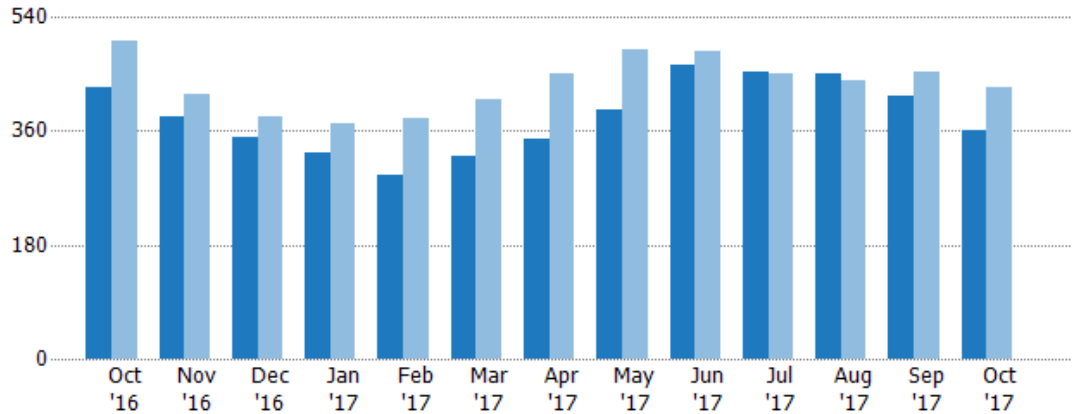
Active Listings

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 '17	360	-15.9%
Oct '16	428	-14.6%
Oct '15	501	21.8%



Current Year	428	383	349	324	291	320	346	393	463	452	450	415	360
Prior Year	501	418	383	371	379	410	449	489	485	451	440	452	428
Percent Change from Prior Year	-15%	-8%	-9%	-13%	-23%	-22%	-23%	-20%	-5%	0%	2%	-8%	-16%

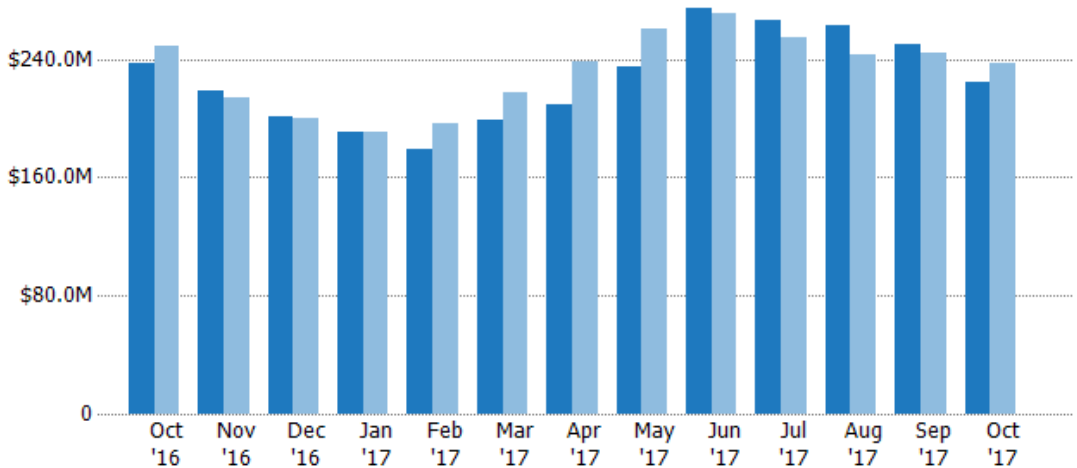
Active Listing Volume

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.
Oct '17	\$224M	-5.6%
Oct '16	\$238M	-4.5%
Oct '15	\$249M	15.8%



Current Year	\$238M	\$219M	\$201M	\$190M	\$179M	\$198M	\$209M	\$235M	\$274M	\$266M	\$263M	\$250M	\$224M
Prior Year	\$249M	\$214M	\$200M	\$190M	\$196M	\$217M	\$239M	\$260M	\$271M	\$254M	\$243M	\$244M	\$238M
Percent Change from Prior Year	-5%	2%	1%	0%	-8%	-9%	-13%	-9%	1%	5%	8%	2%	-6%

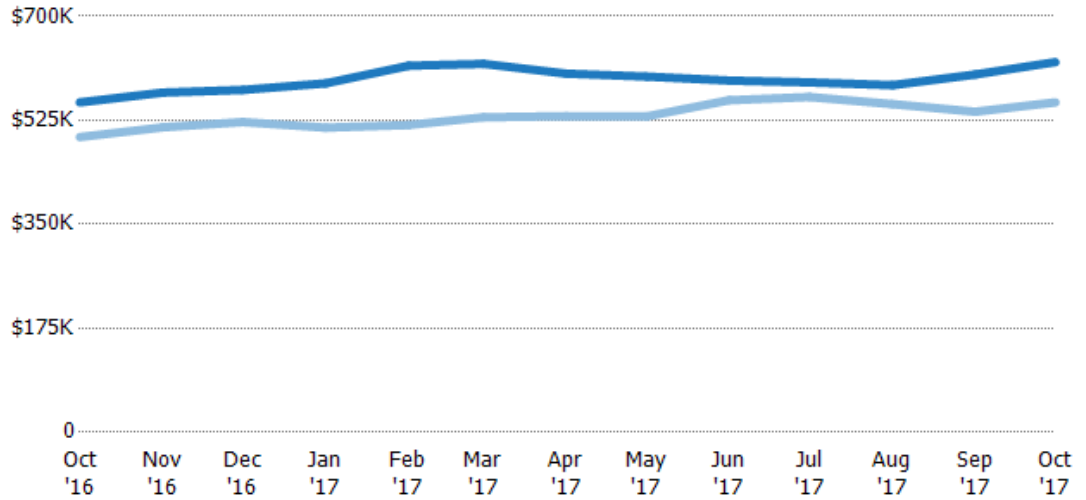
Average Listing Price

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 '17	\$623K	12.2%
Oct '16	\$555K	11.7%
Oct '15	\$497K	-4.9%



	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	\$555K	\$572K	\$576K	\$587K	\$617K	\$620K	\$604K	\$599K	\$592K	\$589K	\$584K	\$602K	\$623K
Prior Year	\$497K	\$513K	\$522K	\$513K	\$517K	\$530K	\$532K	\$531K	\$559K	\$564K	\$552K	\$539K	\$555K
Percent Change from Prior Year	12%	11%	10%	15%	19%	17%	13%	13%	6%	4%	6%	12%	12%

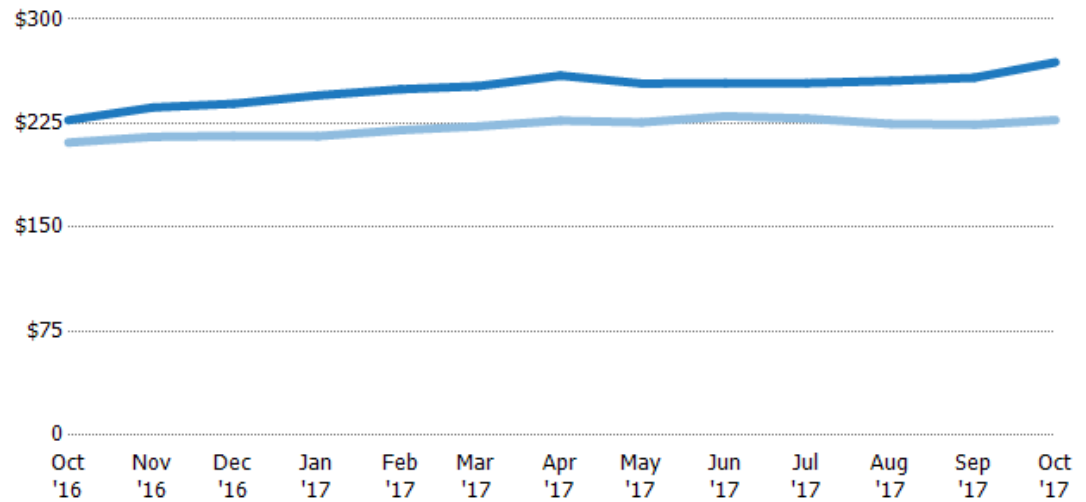
Average Listing Price per Sq Ft

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 '17	\$269	18.4%
Oct '16	\$227	7.6%
Oct '15	\$211	-7%



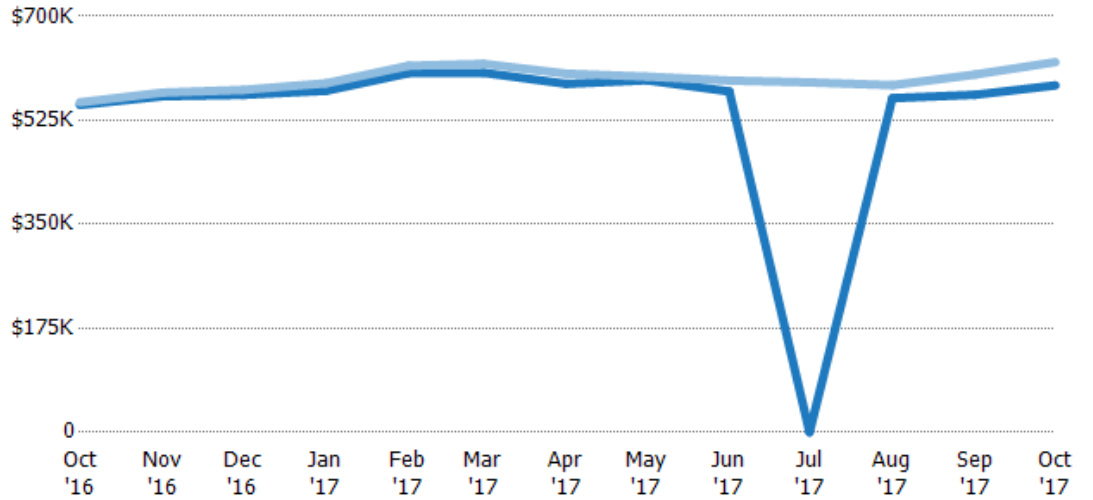
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	\$227	\$236	\$239	\$245	\$250	\$252	\$259	\$254	\$254	\$254	\$256	\$258	\$269
Prior Year	\$211	\$215	\$216	\$216	\$220	\$223	\$227	\$226	\$230	\$228	\$225	\$224	\$227
Percent Change from Prior Year	8%	10%	11%	14%	13%	13%	14%	12%	10%	11%	14%	15%	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 '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Avg Est Value	\$551K	\$565K	\$568K	\$575K	\$604K	\$605K	\$586K	\$592K	\$573K	\$0	\$562K	\$568K	\$584K
Avg Listing Price	\$555K	\$572K	\$576K	\$587K	\$617K	\$620K	\$604K	\$599K	\$592K	\$589K	\$584K	\$602K	\$623K
Avg Listing Price as a % of Avg Est Value	101%	101%	101%	102%	102%	102%	103%	101%	103%	100%	104%	106%	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



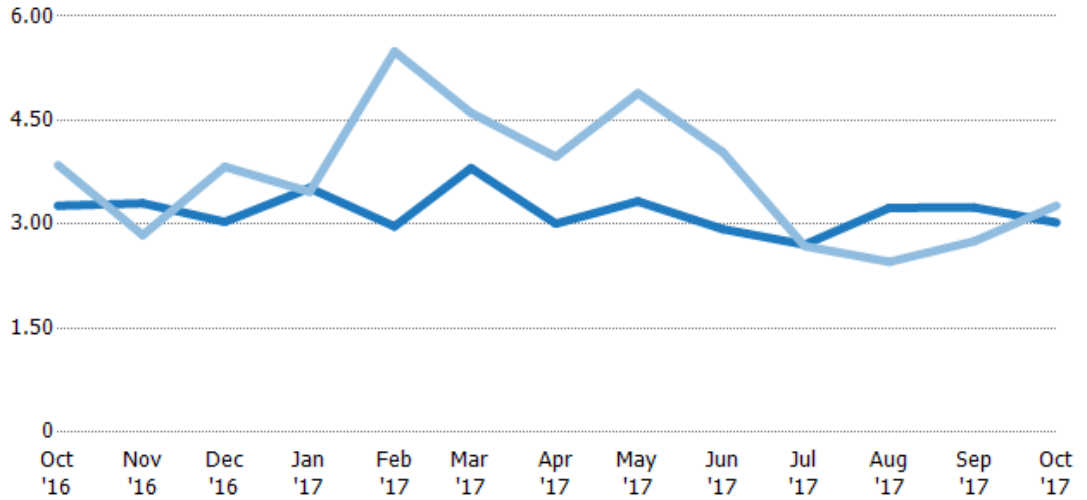
Months of Inventory

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.
Oct '17	3.03	-7.4%
Oct '16	3.27	-15.2%
Oct '15	3.85	55.2%



Current Year	3.27	3.3	3.03	3.52	2.97	3.81	3.01	3.33	2.93	2.71	3.24	3.24	3.03
Prior Year	3.85	2.84	3.83	3.47	5.49	4.61	3.97	4.89	4.04	2.68	2.46	2.76	3.27
Percent Change from Prior Year	-15%	16%	-21%	2%	-46%	-17%	-24%	-32%	-27%	1%	32%	18%	-7%

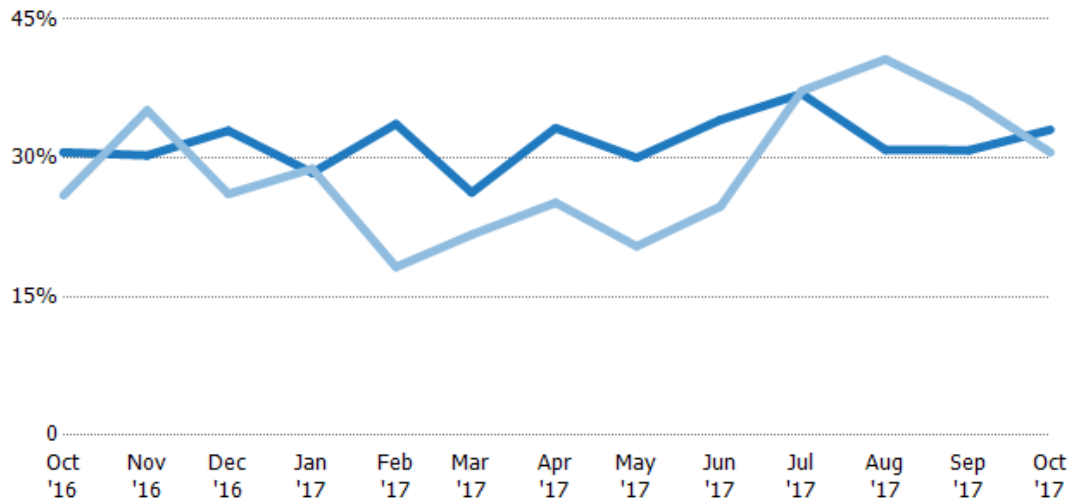
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Nevada County, California

Month/Year	Rate	Chg.
Oct '17	33%	-2.5%
Oct '16	31%	-4.7%
Oct '15	26%	-35.5%

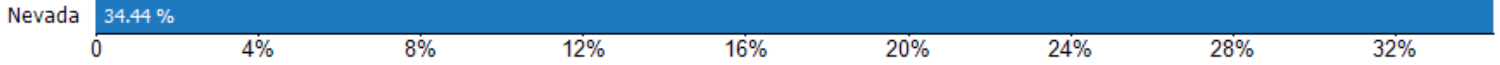


Current Year	31%	30%	33%	28%	34%	26%	33%	30%	34%	37%	31%	31%	33%
Prior Year	26%	35%	26%	29%	18%	22%	25%	20%	25%	37%	41%	36%	31%
Change from Prior Year	-5%	5%	-7%	0%	-15%	-5%	-8%	-10%	-9%	0%	10%	5%	-2%

Absorption Rate (By County)

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

Filters Used: County: Nevada County, California



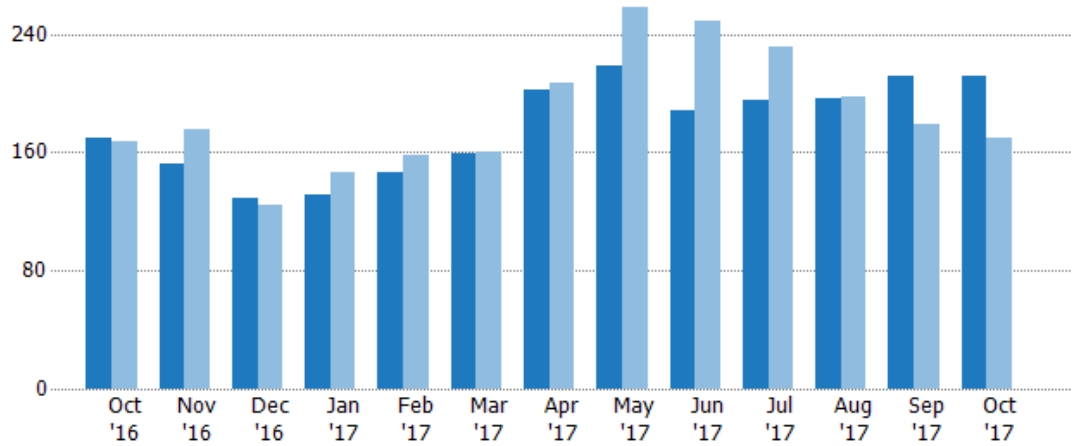
Pending Sales

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 '17	212	24.7%
Oct '16	170	1.8%
Oct '15	167	-1.2%



Current Year	170	152	129	131	146	159	202	218	188	195	197	212	212
Prior Year	167	176	124	146	158	160	207	258	249	231	198	179	170
Percent Change from Prior Year	2%	-14%	4%	-10%	-8%	-1%	-2%	-16%	-24%	-16%	-1%	18%	25%

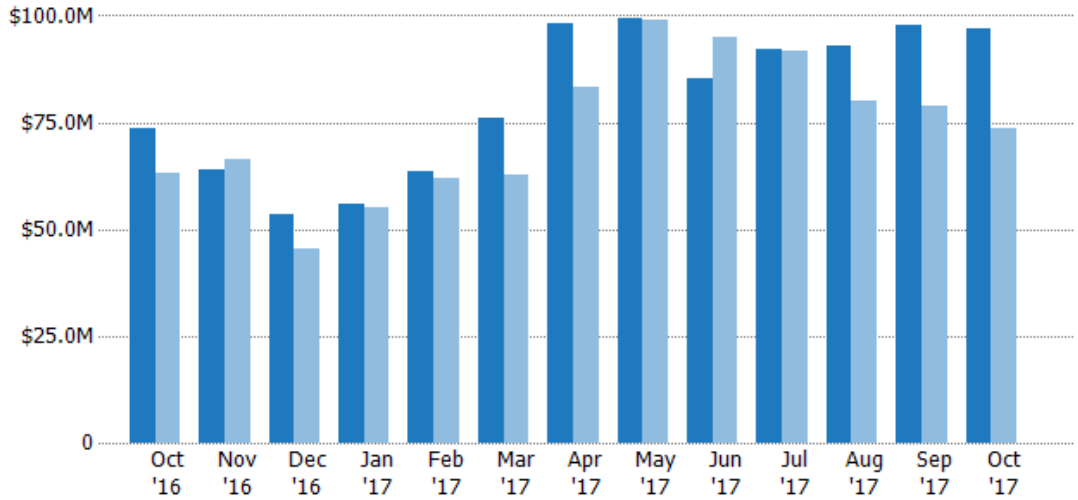
Pending Sales Volume

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 '17	\$97.1M	32.2%
Oct '16	\$73.5M	16.1%
Oct '15	\$63.3M	-6.3%



Current Year	\$73.5M	\$64M	\$53.3M	\$55.9M	\$63.7M	\$75.9M	\$98.4M	\$100M	\$85.1M	\$92.2M	\$92.7M	\$98M	\$97.1M
Prior Year	\$63.3M	\$66.3M	\$45.4M	\$55M	\$61.8M	\$62.7M	\$83.4M	\$98.9M	\$94.7M	\$91.6M	\$80.2M	\$78.9M	\$73.5M
Percent Change from Prior Year	16%	-3%	17%	2%	3%	21%	18%	1%	-10%	1%	16%	24%	32%

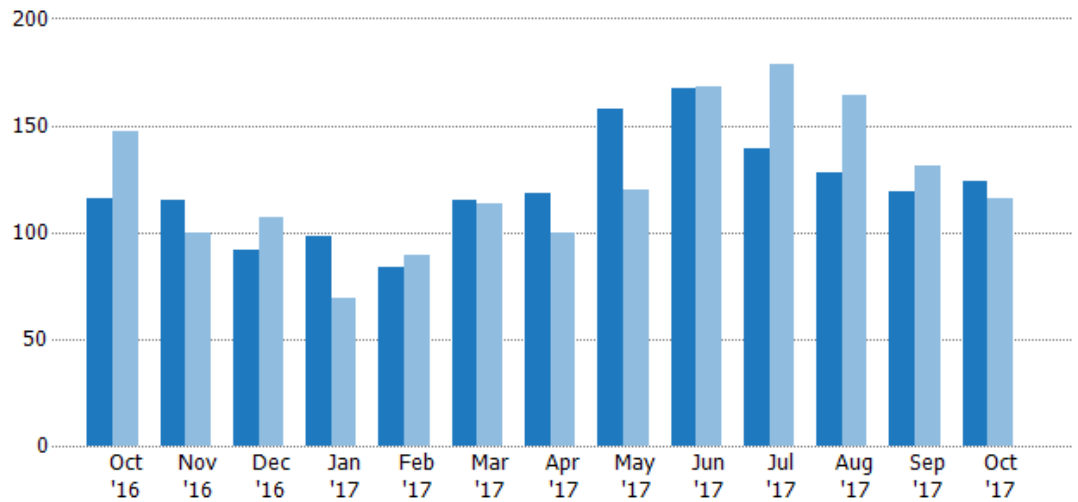
Closed Sales

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

Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Oct '17	124	6.9%
Oct '16	116	-21.1%
Oct '15	147	-5.4%



Current Year	116	115	92	98	84	115	118	158	167	139	128	119	124
Prior Year	147	100	107	69	89	113	100	120	168	179	164	131	116
Percent Change from Prior Year	-21%	15%	-14%	42%	-6%	2%	18%	32%	-1%	-22%	-22%	-9%	7%

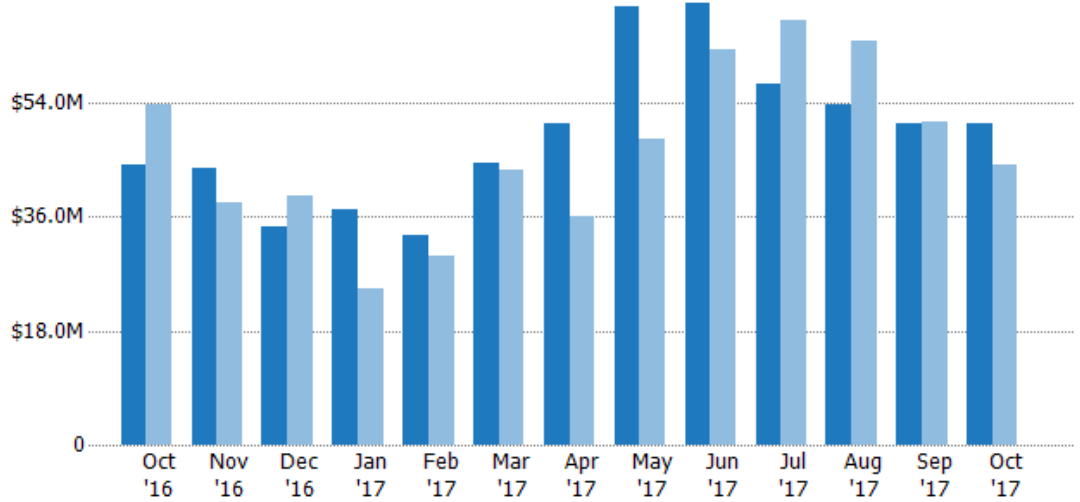
Closed Sales Volume

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 '17	\$50.6M	14.3%
Oct '16	\$44.3M	-17.4%
Oct '15	\$53.6M	-11.7%



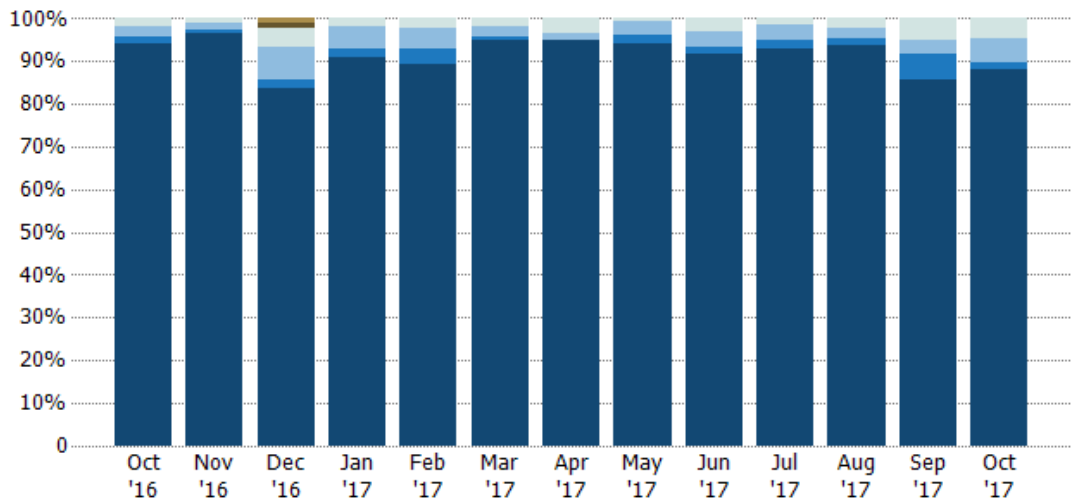
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	\$44.3M	\$43.6M	\$34.4M	\$37.1M	\$33M	\$44.5M	\$50.7M	\$69.3M	\$69.9M	\$56.9M	\$53.7M	\$50.8M	\$50.6M
Prior Year	\$53.6M	\$38.3M	\$39.4M	\$24.8M	\$29.7M	\$43.4M	\$36.1M	\$48.3M	\$62.4M	\$67.1M	\$63.7M	\$51M	\$44.3M
Percent Change from Prior Year	-17%	14%	-13%	50%	11%	3%	40%	43%	12%	-15%	-16%	0%	14%

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

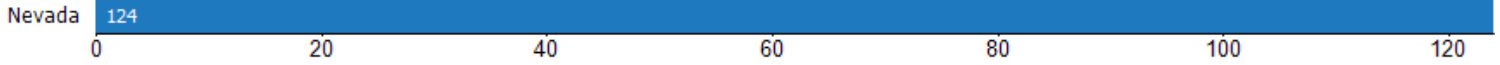


	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Other	-	-	1%	-	-	-	-	-	-	-	-	-	-
Lot/Land	-	-	1%	-	-	-	-	-	-	-	-	-	-
Multifamily/Multiplex	2%	1%	4%	2%	2%	2%	3%	1%	3%	1%	2%	5%	5%
Mbile/Manufactured	3%	2%	8%	5%	5%	3%	2%	3%	4%	4%	2%	3%	6%
Condo/Townhouse	2%	1%	2%	2%	4%	1%	-	2%	2%	2%	2%	6%	2%
Single Family Residence	94%	97%	84%	91%	89%	95%	95%	94%	92%	93%	94%	86%	88%

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

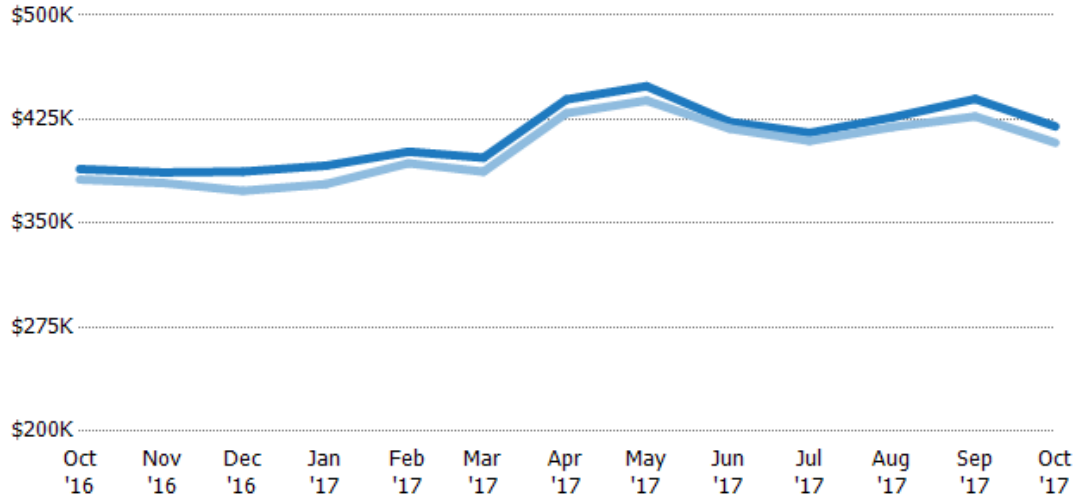


Average Sales Price vs Average Listing Price

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

Filters Used

County: Nevada County, California



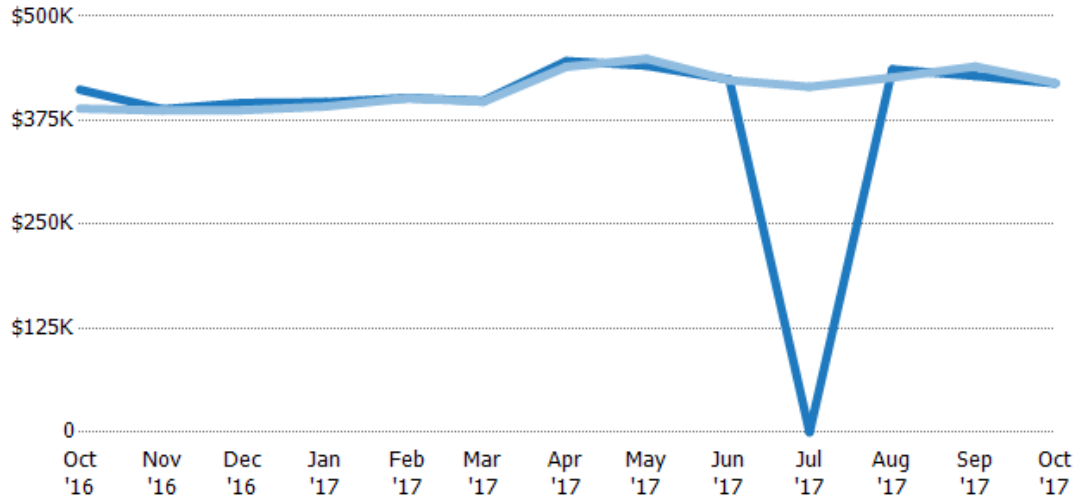
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Avg List Price	\$389K	\$387K	\$387K	\$392K	\$402K	\$397K	\$439K	\$449K	\$423K	\$415K	\$426K	\$440K	\$420K
Avg Sales Price	\$382K	\$379K	\$373K	\$378K	\$393K	\$387K	\$429K	\$439K	\$418K	\$409K	\$419K	\$427K	\$408K
Avg Sales Price as a % of Avg List Price	98%	98%	96%	97%	98%	97%	98%	98%	99%	99%	98%	97%	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



	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Avg Est Value	\$412K	\$388K	\$396K	\$397K	\$402K	\$398K	\$446K	\$441K	\$424K	\$0	\$436K	\$428K	\$419K
Avg Sales Price	\$389K	\$387K	\$387K	\$392K	\$402K	\$397K	\$439K	\$449K	\$423K	\$415K	\$426K	\$440K	\$420K
Avg Sales Price as a % of Avg Est Value	94%	100%	98%	99%	100%	100%	98%	102%	100%	100%	98%	103%	100%

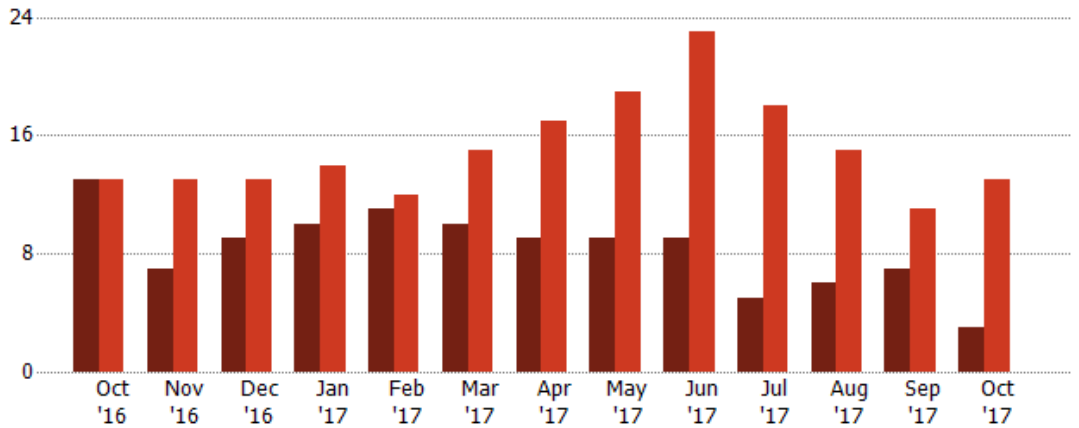
Distressed Listings

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.
Oct '17	3	-76.9%
Oct '16	13	0%
Oct '15	13	53.8%



	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	13	7	9	10	11	10	9	9	9	5	6	7	3
Prior Year	13	13	13	14	12	15	17	19	23	18	15	11	13
Percent Change from Prior Year	0%	-46%	-31%	-29%	-8%	-33%	-47%	-53%	-61%	-72%	-60%	-36%	-77%

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: 11/07/2017

Scheduled: Yes

Report Date Range: From 10/2016 To: 10/2017

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 10/2017 data

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