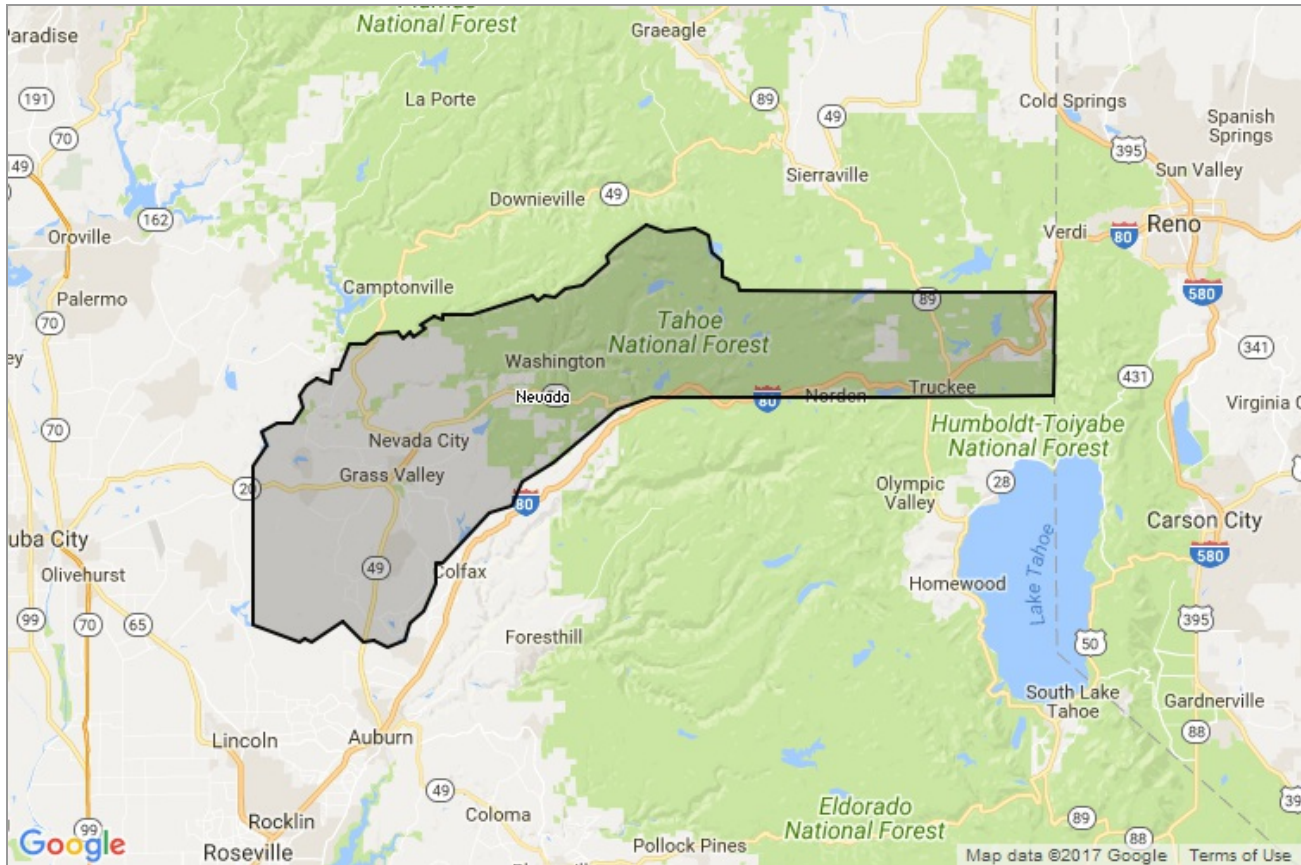


MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
11/2016 – 11/2017

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 12/07/2017

**Scheduled:** Yes

Presented by

**Nevada County Association of  
REALTORS®**

(530) 272-2627

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

336 Crown Point Circle  
Grass Valley, CA 95945

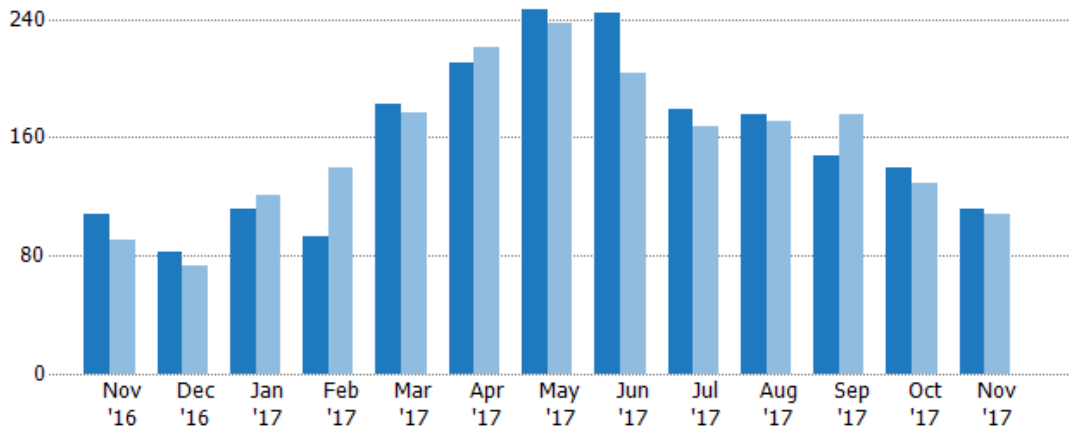
## New Listings

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.
Nov '17	111	2.8%
Nov '16	108	18.7%
Nov '15	91	26.4%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	108	83	112	93	183	210	246	244	179	175	148	140	111
Prior Year	91	73	121	140	177	221	237	203	167	171	176	129	108
Percent Change from Prior Year	19%	14%	-7%	-34%	3%	-5%	4%	20%	7%	2%	-16%	9%	3%

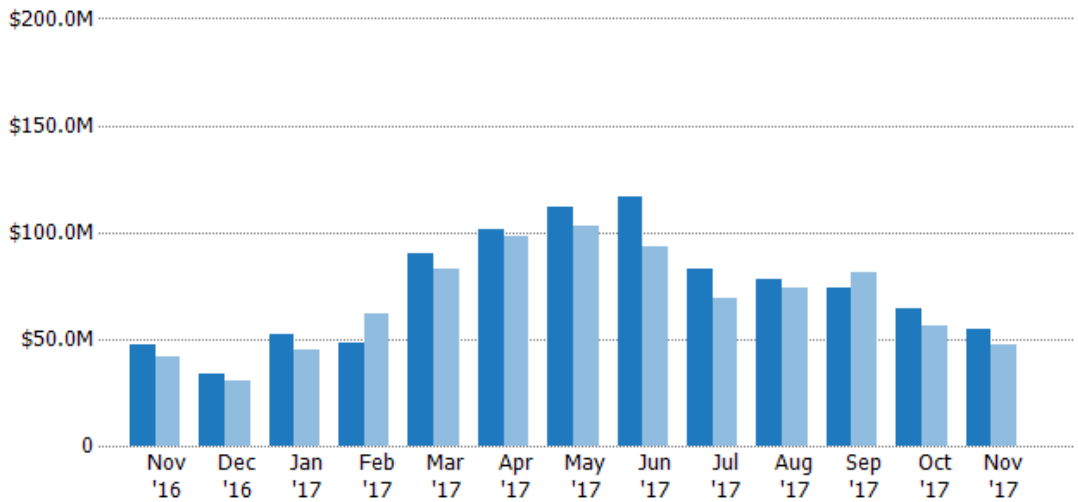
## New Listing Volume

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.
Nov '17	\$54.4M	15.9%
Nov '16	\$47M	13.4%
Nov '15	\$41.4M	8.9%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	\$47M	\$34M	\$52.3M	\$48.3M	\$90M	\$101M	\$112M	\$117M	\$82.6M	\$77.8M	\$73.6M	\$63.9M	\$54.4M
Prior Year	\$41.4M	\$30.8M	\$44.7M	\$61.5M	\$82.4M	\$98.2M	\$103M	\$92.9M	\$69.5M	\$74.1M	\$81M	\$55.9M	\$47M
Percent Change from Prior Year	13%	10%	17%	-21%	9%	3%	8%	26%	19%	5%	-9%	14%	16%

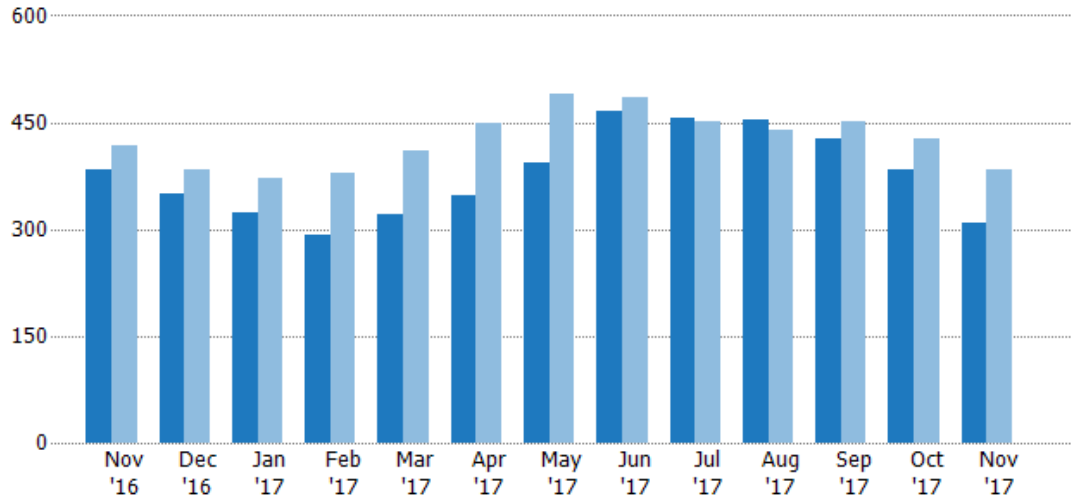
## Active Listings

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.
Nov '17	308	-19.6%
Nov '16	383	-8.4%
Nov '15	418	34.2%



Current Year	383	349	324	291	320	347	394	465	455	454	426	383	308
Prior Year	418	383	371	379	410	449	489	485	451	440	452	428	383
Percent Change from Prior Year	-8%	-9%	-13%	-23%	-22%	-23%	-19%	-4%	1%	3%	-6%	-11%	-20%

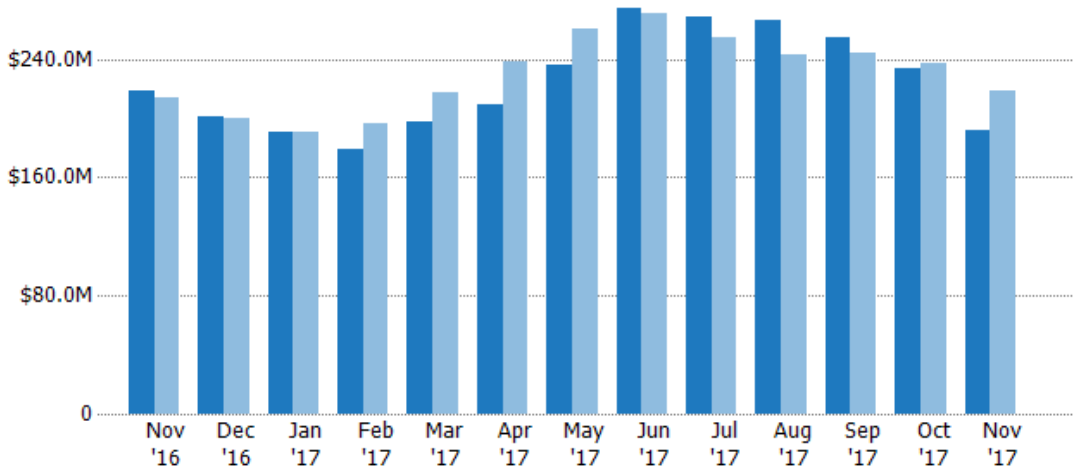
## Active Listing Volume

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.
Nov '17	\$192M	-12.3%
Nov '16	\$219M	2%
Nov '15	\$214M	21.7%



Current Year	\$219M	\$201M	\$190M	\$179M	\$198M	\$209M	\$236M	\$274M	\$268M	\$266M	\$255M	\$234M	\$192M
Prior Year	\$214M	\$200M	\$190M	\$196M	\$217M	\$239M	\$260M	\$271M	\$254M	\$243M	\$244M	\$238M	\$219M
Percent Change from Prior Year	2%	0%	0%	-9%	-9%	-12%	-9%	1%	5%	10%	5%	-2%	-12%

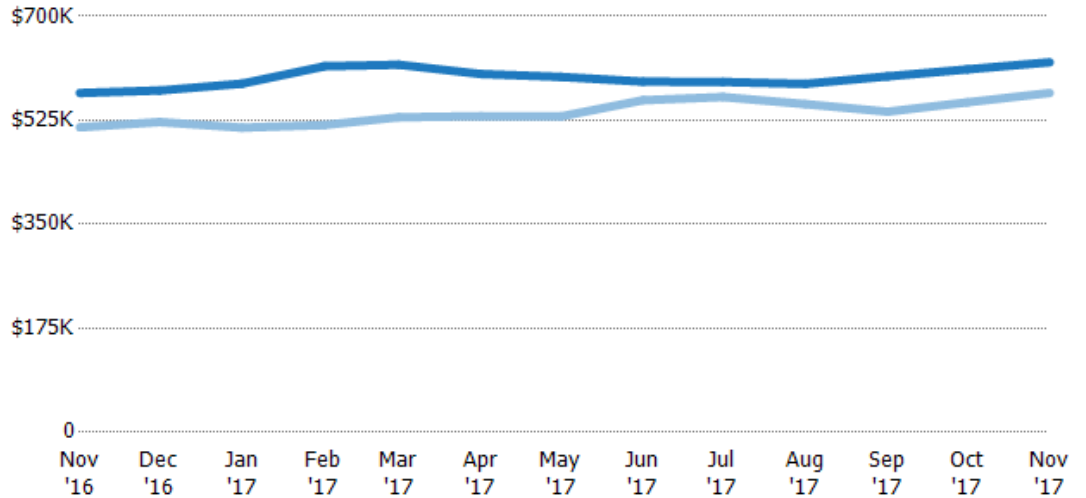
## Average Listing Price

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.
Nov '17	\$623K	9%
Nov '16	\$571K	11.3%
Nov '15	\$513K	-9.3%



Current Year	\$571K	\$575K	\$587K	\$616K	\$619K	\$603K	\$598K	\$590K	\$589K	\$586K	\$599K	\$611K	\$623K
Prior Year	\$513K	\$522K	\$513K	\$517K	\$530K	\$532K	\$531K	\$559K	\$564K	\$552K	\$539K	\$555K	\$571K
Percent Change from Prior Year	11%	10%	14%	19%	17%	13%	13%	6%	4%	6%	11%	10%	9%

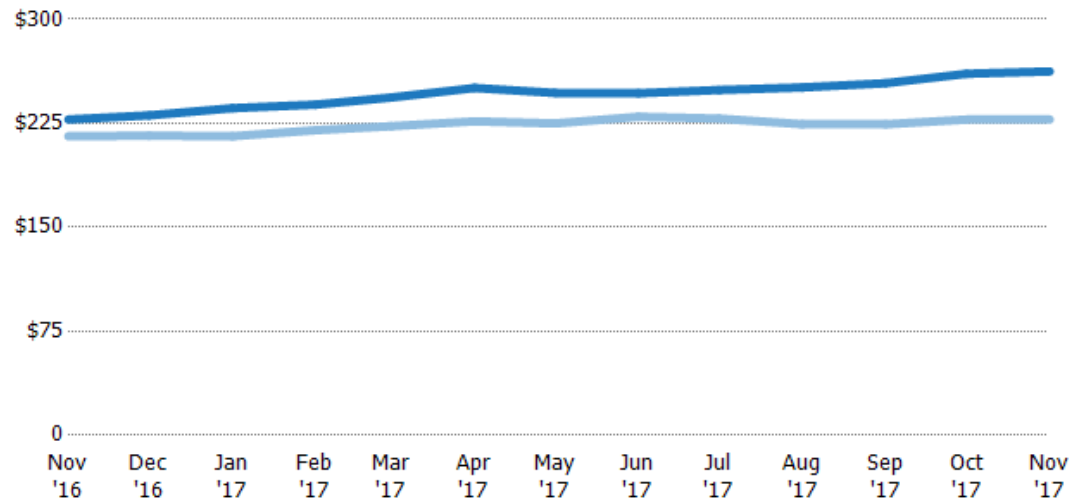
## Average Listing Price per Sq Ft

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.
Nov '17	\$262	15.2%
Nov '16	\$228	5.6%
Nov '15	\$216	-9.9%



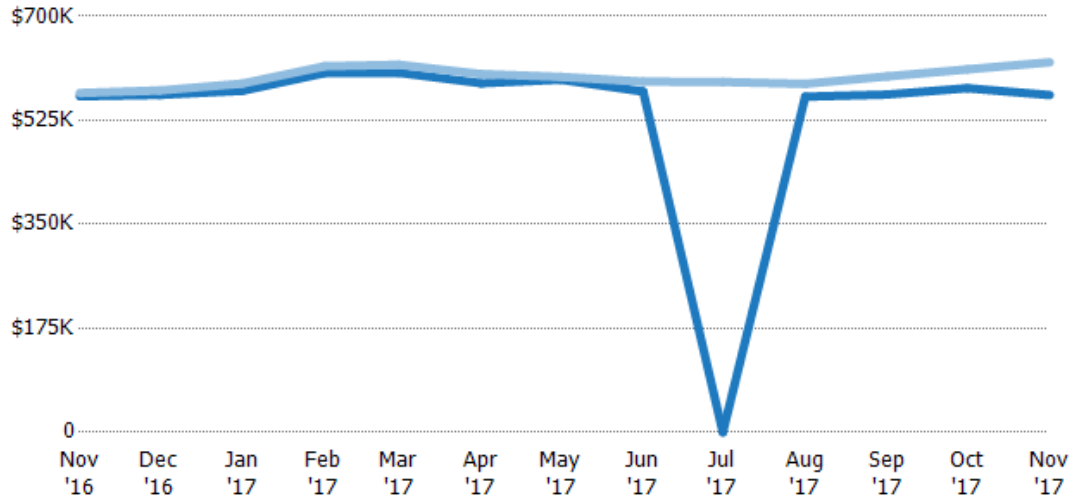
Current Year	\$228	\$231	\$236	\$238	\$244	\$250	\$247	\$247	\$249	\$251	\$254	\$261	\$262
Prior Year	\$216	\$216	\$216	\$220	\$223	\$226	\$225	\$230	\$228	\$224	\$224	\$228	\$228
Percent Change from Prior Year	6%	7%	9%	8%	9%	11%	10%	7%	9%	12%	13%	14%	15%

## 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

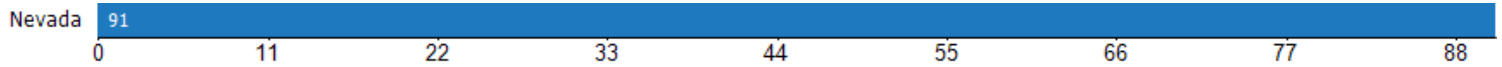


	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Avg Est Value	\$565K	\$568K	\$575K	\$604K	\$605K	\$587K	\$593K	\$573K	\$0	\$565K	\$568K	\$579K	\$567K
Avg Listing Price	\$571K	\$575K	\$587K	\$616K	\$619K	\$603K	\$598K	\$590K	\$589K	\$586K	\$599K	\$611K	\$623K
Avg Listing Price as a % of Avg Est Value	101%	101%	102%	102%	102%	103%	101%	103%	100%	104%	105%	105%	110%

## 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



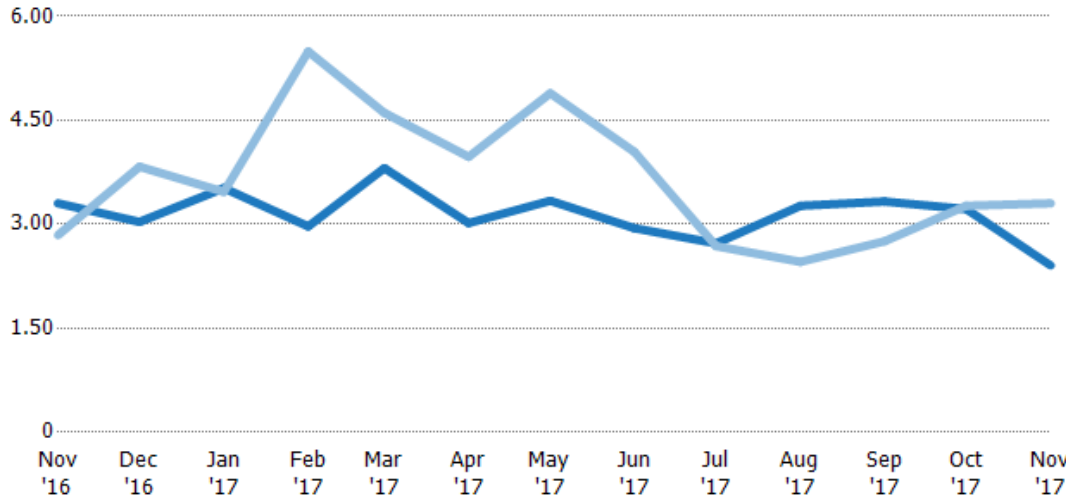
### Months of Inventory

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.
Nov '17	2.41	-27.1%
Nov '16	3.3	16.1%
Nov '15	2.84	41.9%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	3.3	3.03	3.52	2.97	3.81	3.02	3.34	2.94	2.72	3.27	3.33	3.22	2.41
Prior Year	2.84	3.83	3.47	5.49	4.61	3.97	4.89	4.04	2.68	2.46	2.76	3.27	3.3
Percent Change from Prior Year	16%	-21%	2%	-46%	-17%	-24%	-32%	-27%	1%	33%	21%	-1%	-27%

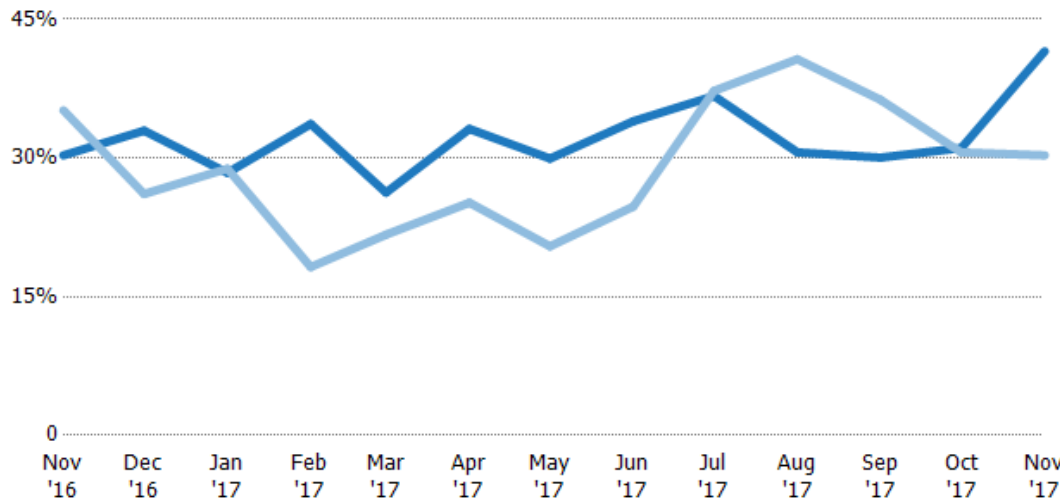
### Absorption Rate

The percentage of inventory sold per month.

**Filters Used**

County: Nevada County, California

Month/Year	Rate	Chg.
Nov '17	42%	-11.3%
Nov '16	30%	4.9%
Nov '15	35%	-29.6%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	30%	33%	28%	34%	26%	33%	30%	34%	37%	31%	30%	31%	42%
Prior Year	35%	26%	29%	18%	22%	25%	20%	25%	37%	41%	36%	31%	30%
Change from Prior Year	5%	-7%	0%	-15%	-5%	-8%	-10%	-9%	1%	10%	6%	0%	-11%

## Absorption Rate (By County)

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

Filters Used: County: Nevada County, California



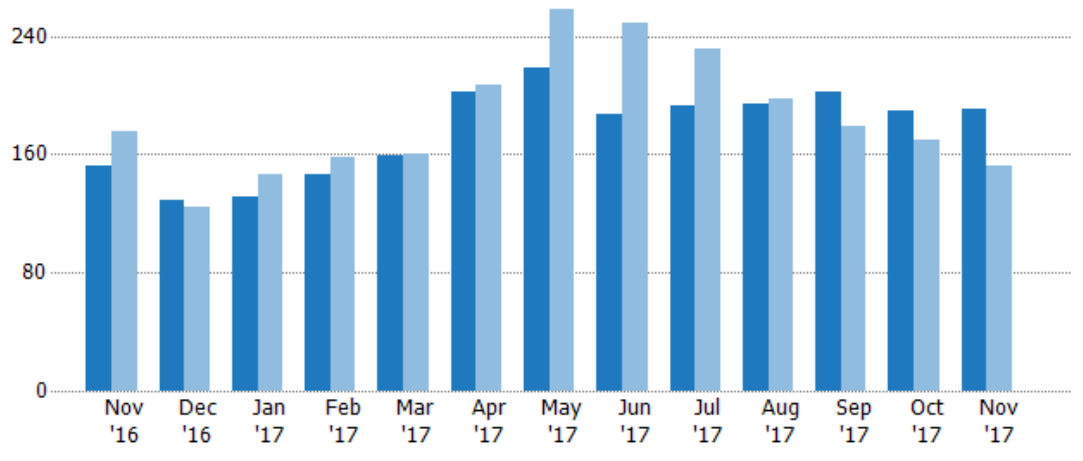
## Pending Sales

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.
Nov '17	191	25.7%
Nov '16	152	-13.6%
Nov '15	176	-17.6%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	152	129	131	146	159	202	218	187	193	194	202	189	191
Prior Year	176	124	146	158	160	207	258	249	231	198	179	170	152
Percent Change from Prior Year	-14%	4%	-10%	-8%	-1%	-2%	-16%	-25%	-16%	-2%	13%	11%	26%

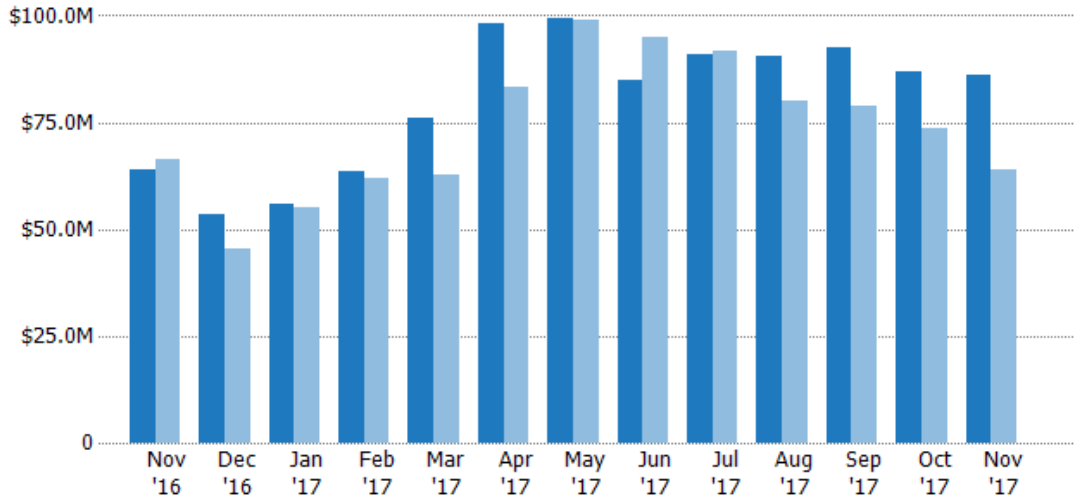
### Pending Sales Volume

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.
Nov '17	\$86M	34.5%
Nov '16	\$64M	-3.4%
Nov '15	\$66.3M	-18.2%



Current Year	\$64M	\$53.3M	\$55.9M	\$63.7M	\$75.9M	\$98.4M	\$100M	\$85M	\$90.7M	\$90.4M	\$92.6M	\$86.8M	\$86M
Prior Year	\$66.3M	\$45.4M	\$55M	\$61.8M	\$62.7M	\$83.4M	\$98.9M	\$94.7M	\$91.6M	\$80.2M	\$78.9M	\$73.5M	\$64M
Percent Change from Prior Year	-3%	17%	2%	3%	21%	18%	1%	-10%	-1%	13%	17%	18%	34%

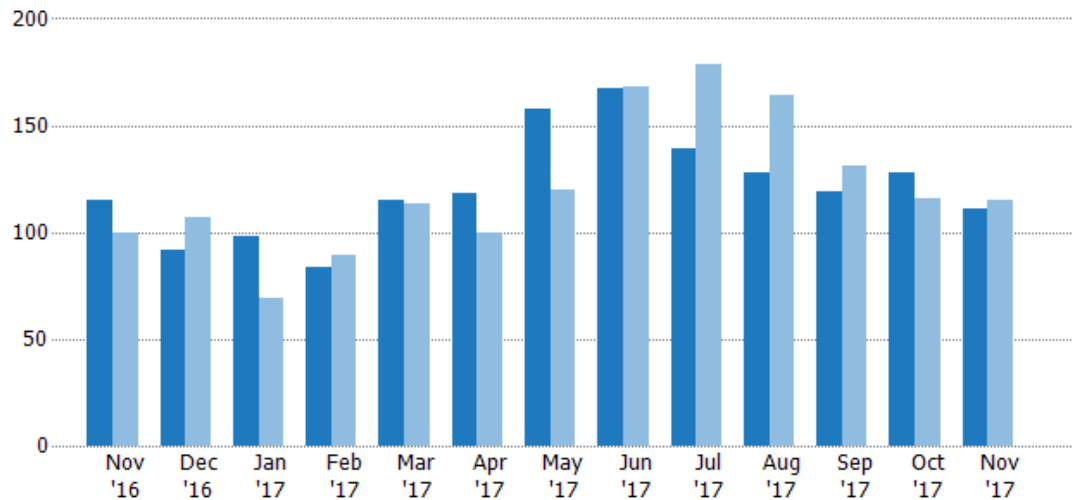
### Closed Sales

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

**Filters Used**

County: Nevada County, California

Month/Year	Count	% Chg.
Nov '17	111	-3.5%
Nov '16	115	15%
Nov '15	100	0%



Current Year	115	92	98	84	115	118	158	167	139	128	119	128	111
Prior Year	100	107	69	89	113	100	120	168	179	164	131	116	115
Percent Change from Prior Year	15%	-14%	42%	-6%	2%	18%	32%	-1%	-22%	-22%	-9%	10%	-3%



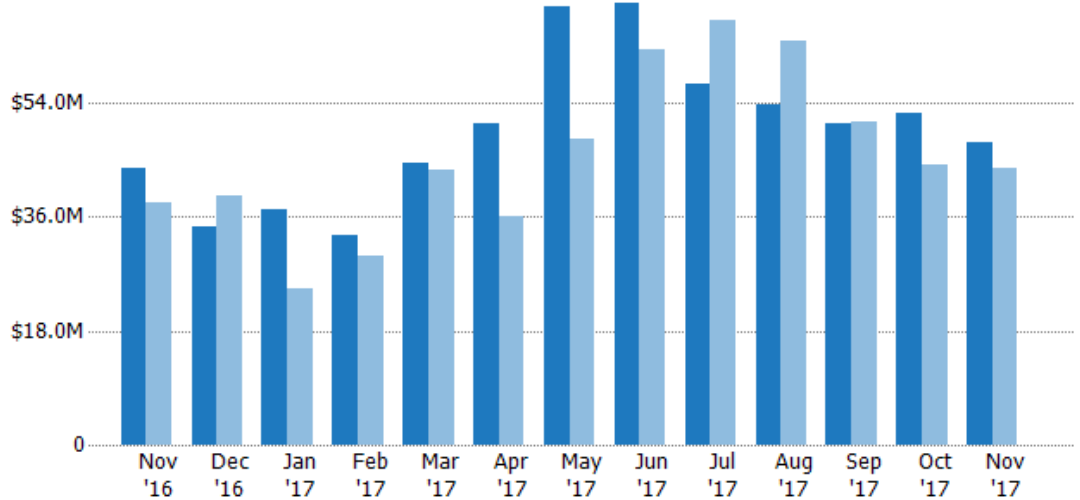
## Closed Sales Volume

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.
Nov '17	\$47.8M	9.7%
Nov '16	\$43.6M	14%
Nov '15	\$38.3M	-12.7%



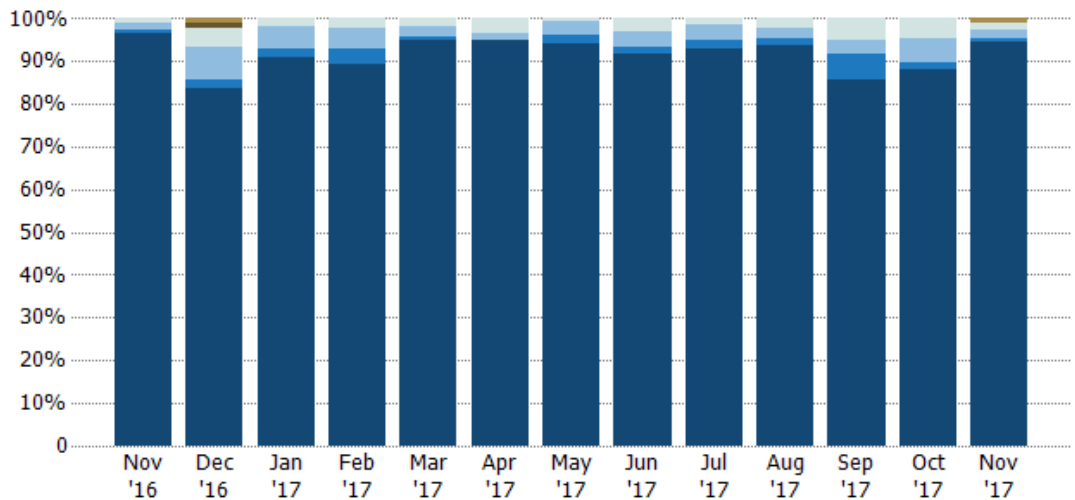
Current Year	\$43.6M	\$34.4M	\$37.1M	\$33M	\$44.5M	\$50.7M	\$69.3M	\$69.9M	\$56.9M	\$53.7M	\$50.8M	\$52.3M	\$47.8M
Prior Year	\$38.3M	\$39.4M	\$24.8M	\$29.7M	\$43.4M	\$36.1M	\$48.3M	\$62.4M	\$67.1M	\$63.7M	\$51M	\$44.3M	\$43.6M
Percent Change from Prior Year	14%	-13%	50%	11%	3%	40%	43%	12%	-15%	-16%	0%	18%	10%

## 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

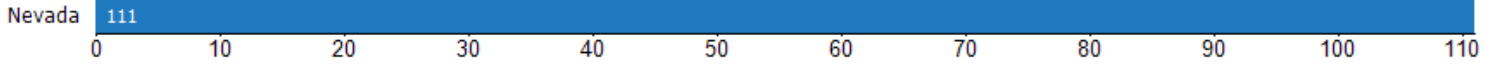


Other	-	1%	-	-	-	-	-	-	-	-	-	-	1%
Lot/Land	-	1%	-	-	-	-	-	-	-	-	-	-	-
Multifamily/Multiplex	1%	4%	2%	2%	2%	3%	1%	3%	1%	2%	5%	5%	2%
Mbale/Manufactured	2%	8%	5%	5%	3%	2%	3%	4%	4%	2%	3%	5%	2%
Condo/Townhouse	1%	2%	2%	4%	1%	-	2%	2%	2%	2%	6%	2%	1%
Single Family Residence	97%	84%	91%	89%	95%	95%	94%	92%	93%	94%	86%	88%	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

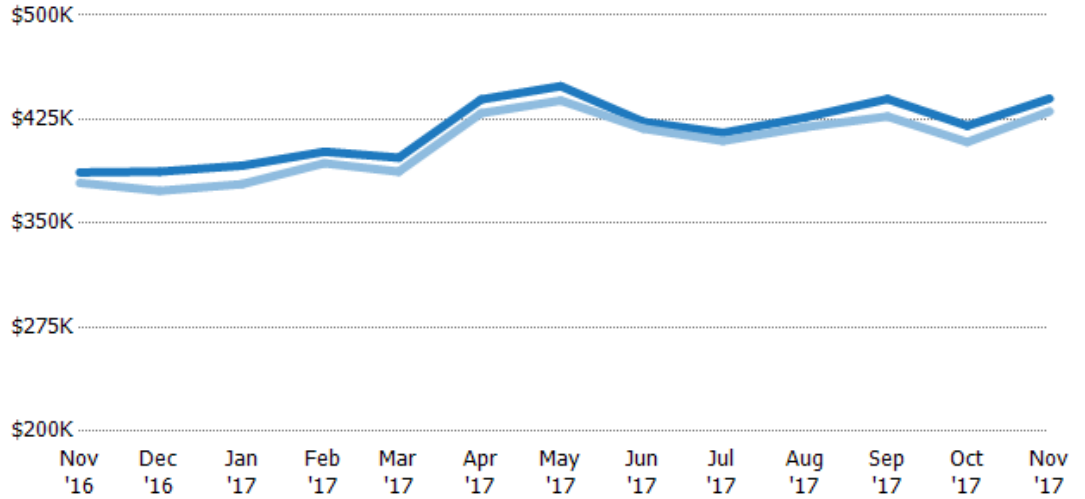


## Average Sales Price vs Average Listing Price

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

Filters Used

County: Nevada County, California



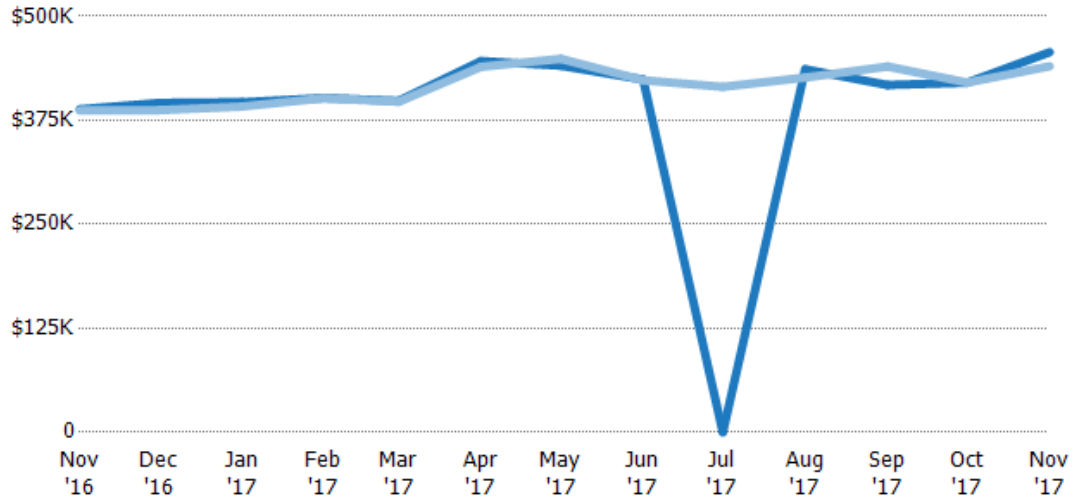
	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Avg List Price	\$387K	\$387K	\$392K	\$402K	\$397K	\$439K	\$449K	\$423K	\$415K	\$426K	\$440K	\$420K	\$440K
Avg Sales Price	\$379K	\$373K	\$378K	\$393K	\$387K	\$429K	\$439K	\$418K	\$409K	\$419K	\$427K	\$409K	\$431K
Avg Sales Price as a % of Avg List Price	98%	96%	97%	98%	97%	98%	98%	99%	99%	98%	97%	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



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Avg Est Value	\$388K	\$396K	\$397K	\$402K	\$398K	\$446K	\$441K	\$424K	\$0	\$436K	\$417K	\$420K	\$457K
Avg Sales Price	\$387K	\$387K	\$392K	\$402K	\$397K	\$439K	\$449K	\$423K	\$415K	\$426K	\$440K	\$420K	\$440K
Avg Sales Price as a % of Avg Est Value	100%	98%	99%	100%	100%	98%	102%	100%	100%	98%	105%	100%	96%

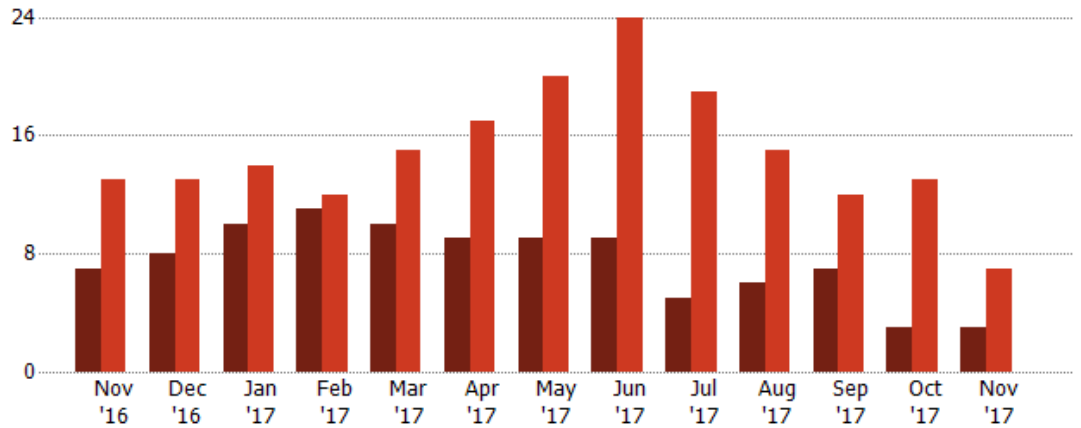
## Distressed Listings

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.
Nov '17	3	-57.1%
Nov '16	7	-46.2%
Nov '15	13	92.3%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	7	8	10	11	10	9	9	9	5	6	7	3	3
Prior Year	13	13	14	12	15	17	20	24	19	15	12	13	7
Percent Change from Prior Year	-46%	-38%	-29%	-8%	-33%	-47%	-55%	-63%	-74%	-60%	-42%	-77%	-57%

## 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:** 12/07/2017

**Scheduled:** Yes

**Report Date Range:** From 11/2016 To: 11/2017

### 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 11/2017 data

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