

MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
8/2015 – 8/2016

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 09/09/2016

**Scheduled:** Yes

Presented by

**Nevada County Association of  
REALTORS®**

(530) 272-2627

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

336 Crown Point Circle  
Grass Valley, CA 95945

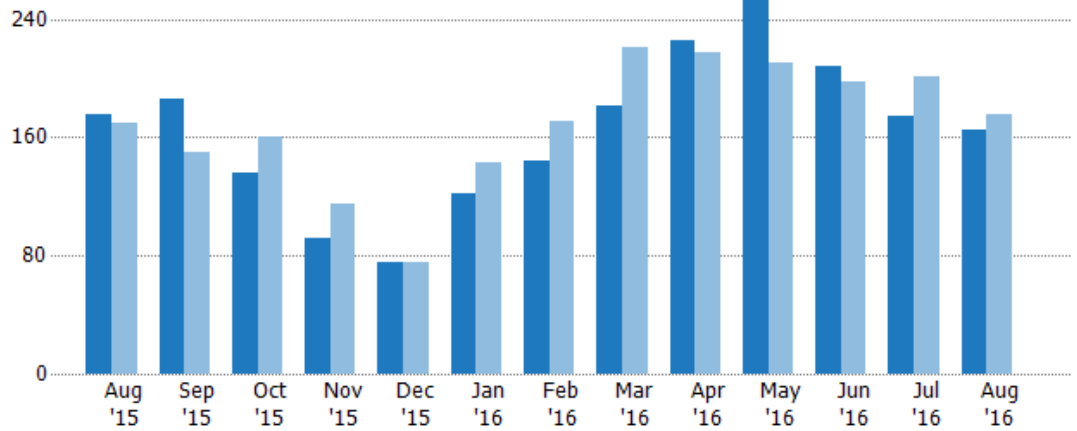
## New Listings

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.
Aug '16	165	-6.3%
Aug '15	176	3.5%
Aug '14	170	14.7%



Current Year	176	186	136	92	75	122	144	181	225	256	208	174	165
Prior Year	170	150	160	115	75	143	171	221	217	210	198	201	176
Percent Change from Prior Year	4%	24%	-15%	-20%	0	-15%	-16%	-18%	4%	22%	5%	-13%	-6%

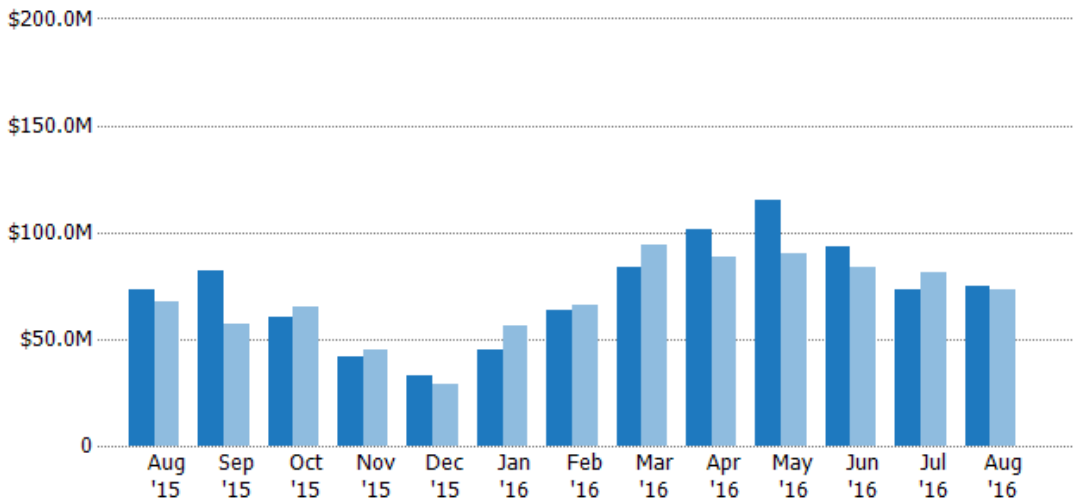
## New Listing Volume

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.
Aug '16	\$74.5M	1.7%
Aug '15	\$73.3M	8.3%
Aug '14	\$67.6M	11.7%



Current Year	\$73.3M	\$82M	\$59.9M	\$42M	\$32.7M	\$44.6M	\$63.6M	\$83.4M	\$102M	\$115M	\$93.6M	\$73.4M	\$74.5M
Prior Year	\$67.6M	\$57.2M	\$65.4M	\$44.9M	\$28.9M	\$56.4M	\$65.7M	\$93.8M	\$88.2M	\$89.9M	\$83.4M	\$81.1M	\$73.3M
Percent Change from Prior Year	8%	43%	-8%	-6%	13%	-21%	-3%	-11%	15%	28%	12%	-9%	2%

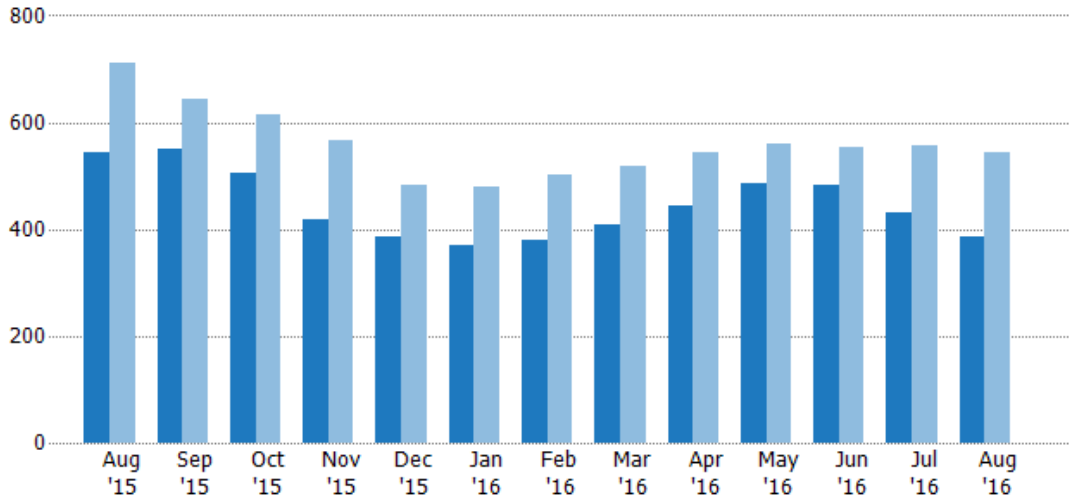
## Active Listings

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.
Aug '16	386	-29%
Aug '15	544	-23.5%
Aug '14	711	-22.6%



	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Current Year	544	550	506	418	387	371	379	410	444	486	483	431	386
Prior Year	711	642	614	565	482	479	501	518	543	561	552	558	544
Percent Change from Prior Year	-23%	-14%	-18%	-26%	-20%	-23%	-24%	-21%	-18%	-13%	-13%	-23%	-29%

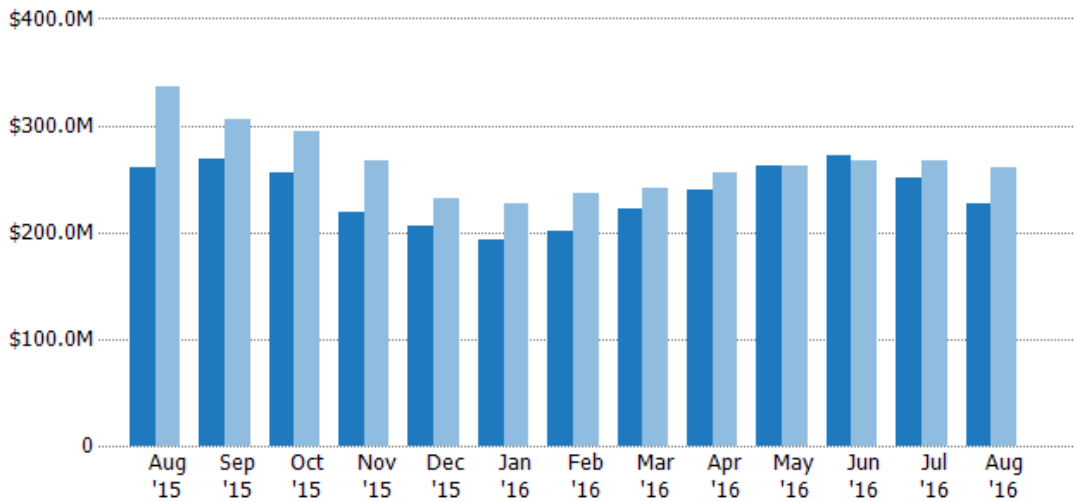
## Active Listing Volume

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.
Aug '16	\$227M	-13%
Aug '15	\$261M	-22.2%
Aug '14	\$336M	-26.5%



	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Current Year	\$261M	\$269M	\$256M	\$218M	\$206M	\$194M	\$200M	\$221M	\$240M	\$263M	\$273M	\$252M	\$227M
Prior Year	\$336M	\$306M	\$294M	\$267M	\$232M	\$227M	\$237M	\$241M	\$256M	\$263M	\$267M	\$267M	\$261M
Percent Change from Prior Year	-22%	-12%	-13%	-18%	-11%	-15%	-15%	-8%	-6%	0	2%	-6%	-13%

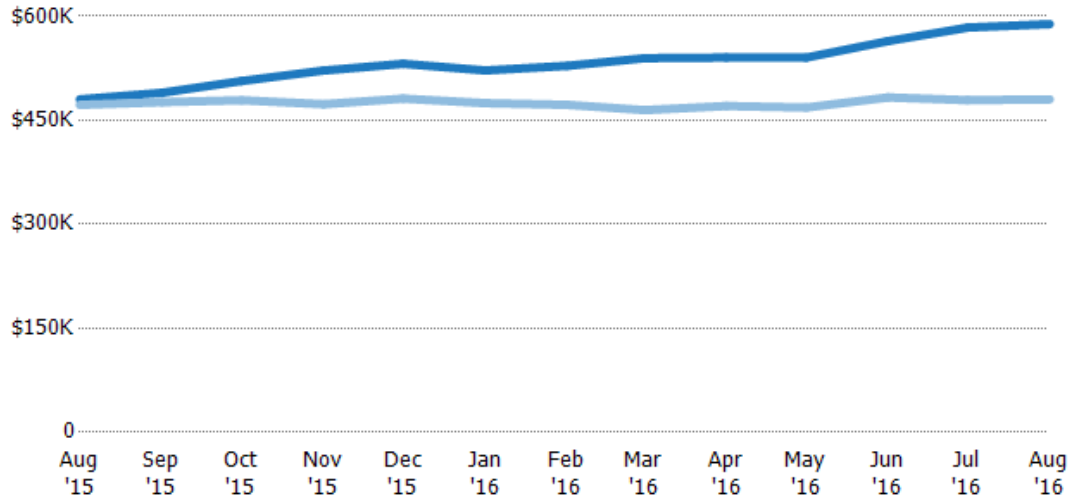
## Average Listing Price

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.
Aug '16	\$589K	22.6%
Aug '15	\$480K	1.7%
Aug '14	\$472K	-5%



	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Current Year	\$480K	\$490K	\$507K	\$522K	\$531K	\$522K	\$529K	\$539K	\$541K	\$540K	\$564K	\$584K	\$589K
Prior Year	\$472K	\$476K	\$479K	\$473K	\$481K	\$475K	\$472K	\$465K	\$471K	\$468K	\$483K	\$479K	\$480K
Percent Change from Prior Year	2%	3%	6%	10%	10%	10%	12%	16%	15%	15%	17%	22%	23%

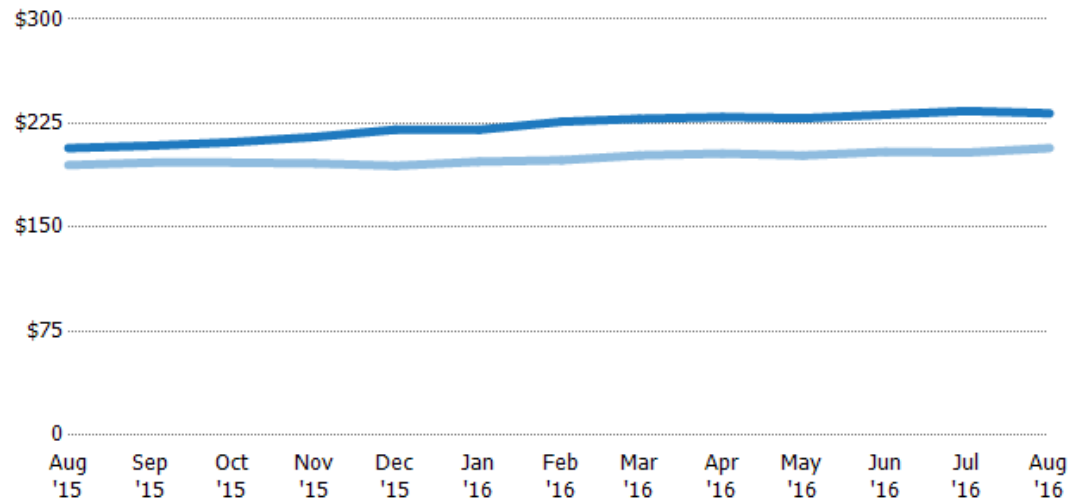
## Average Listing Price per Sq Ft

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.
Aug '16	\$232	12.1%
Aug '15	\$207	6.3%
Aug '14	\$195	.9%



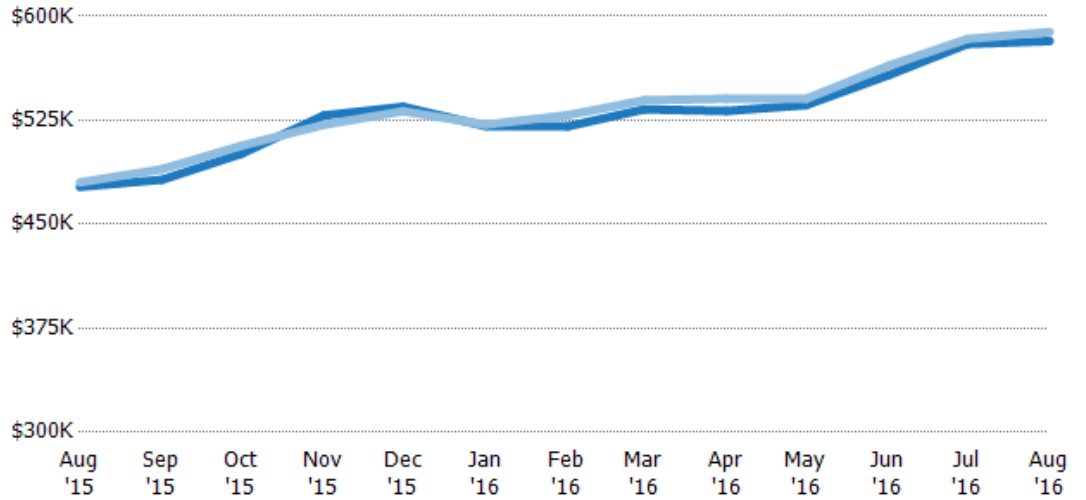
	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Current Year	\$207	\$209	\$211	\$215	\$220	\$220	\$226	\$228	\$229	\$229	\$231	\$234	\$232
Prior Year	\$195	\$197	\$197	\$196	\$194	\$197	\$198	\$202	\$203	\$202	\$204	\$204	\$207
Percent Change from Prior Year	6%	6%	7%	10%	13%	12%	14%	13%	13%	13%	13%	15%	12%

## 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



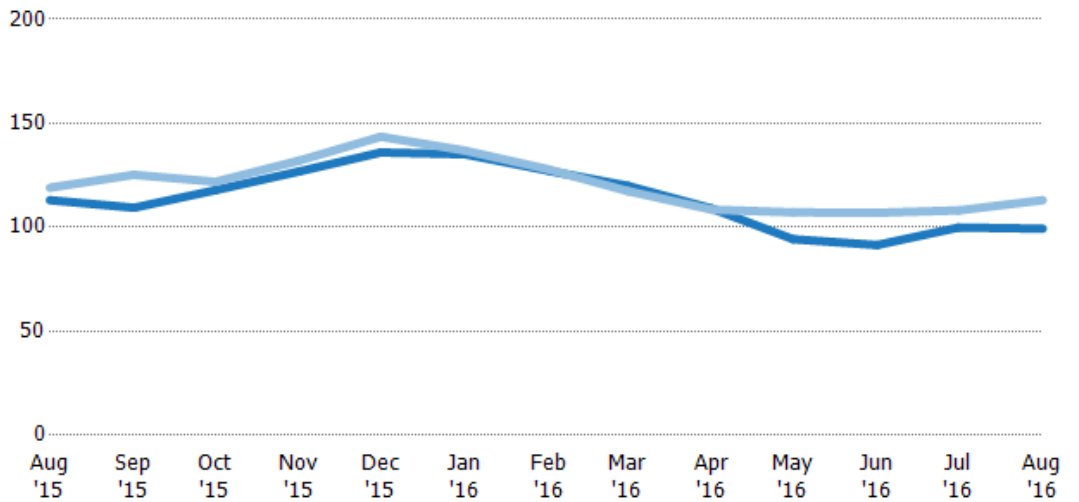
	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Avg Est Value	\$477K	\$482K	\$501K	\$528K	\$535K	\$521K	\$521K	\$533K	\$532K	\$536K	\$557K	\$580K	\$582K
Avg Listing Price	\$480K	\$490K	\$507K	\$522K	\$531K	\$522K	\$529K	\$539K	\$541K	\$540K	\$564K	\$584K	\$589K
Avg Listing Price as a % of Avg Est Value	101%	102%	101%	99%	99%	100%	102%	101%	102%	101%	101%	101%	101%

## Average Days in RPR

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.

**Filters Used**

County: Nevada County, California



Month/Year	Days	% Chg.
Aug '16	99.3	-12.1%
Aug '15	113	-5%
Aug '14	119	-3.6%

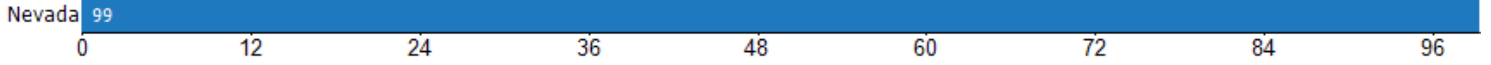
  

	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Current Year	113	109	118	127	136	135	127	120	109	94.3	91.5	100	99.3
Prior Year	119	125	122	132	144	137	128	117	108	107	107	108	113
Percent Change from Prior Year	-5%	-13%	-3%	-4%	-5%	-1%	-1%	2%	0	-12%	-14%	-8%	-12%

## 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



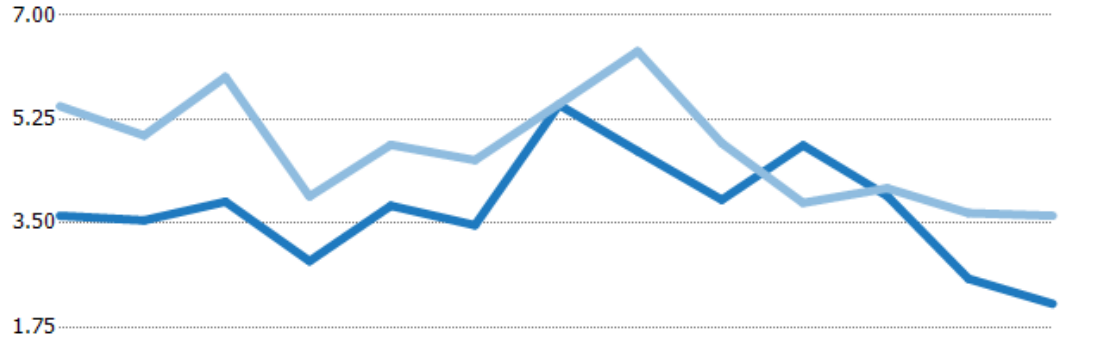
## Months of Inventory

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.
Aug '16	2.14	-40.9%
Aug '15	3.63	-33.7%
Aug '14	5.47	-32.1%



	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Current Year	3.63	3.55	3.86	2.86	3.79	3.47	5.49	4.71	3.89	4.81	3.96	2.57	2.14
Prior Year	5.47	4.98	5.96	3.95	4.82	4.56	5.51	6.4	4.85	3.84	4.09	3.67	3.63
Percent Change from Prior Year	-34%	-29%	-35%	-28%	-21%	-24%	0	-26%	-20%	25%	-3%	-30%	-41%

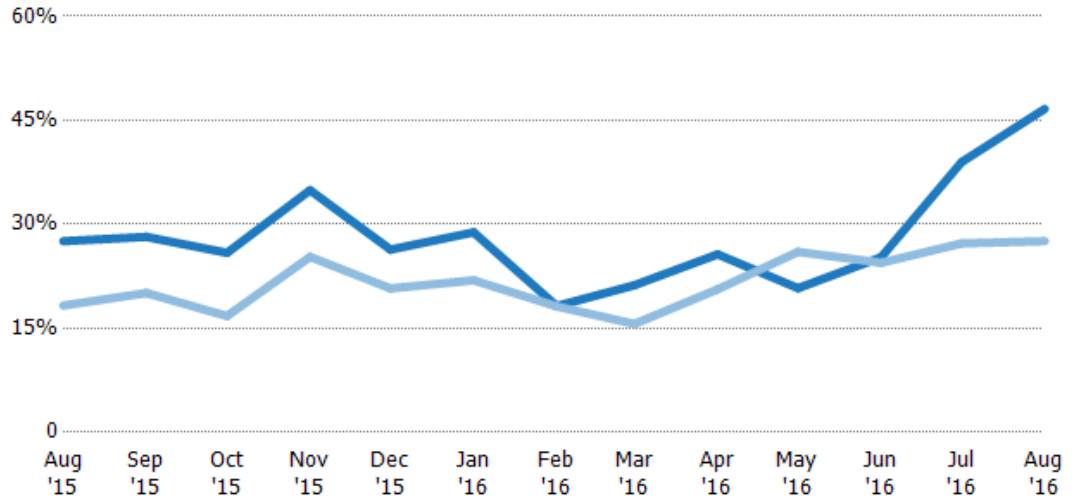
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

County: Nevada County, California

Month/Year	Rate	Chg.
Aug '16	47%	-19.1%
Aug '15	28%	-9.3%
Aug '14	18%	47.2%

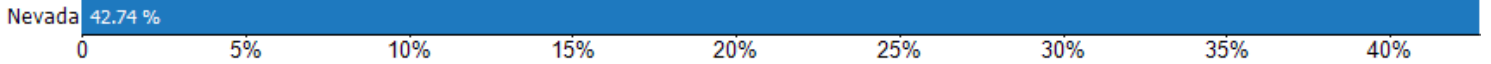


Current Year	28%	28%	26%	35%	26%	29%	18%	21%	26%	21%	25%	39%	47%
Prior Year	18%	20%	17%	25%	21%	22%	18%	16%	21%	26%	24%	27%	28%
Change from Prior Year	-9%	-8%	-9%	-10%	-6%	-7%	0	-6%	-5%	5%	-1%	-12%	-19%

## Absorption Rate (By County)

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

Filters Used: County: Nevada County, California



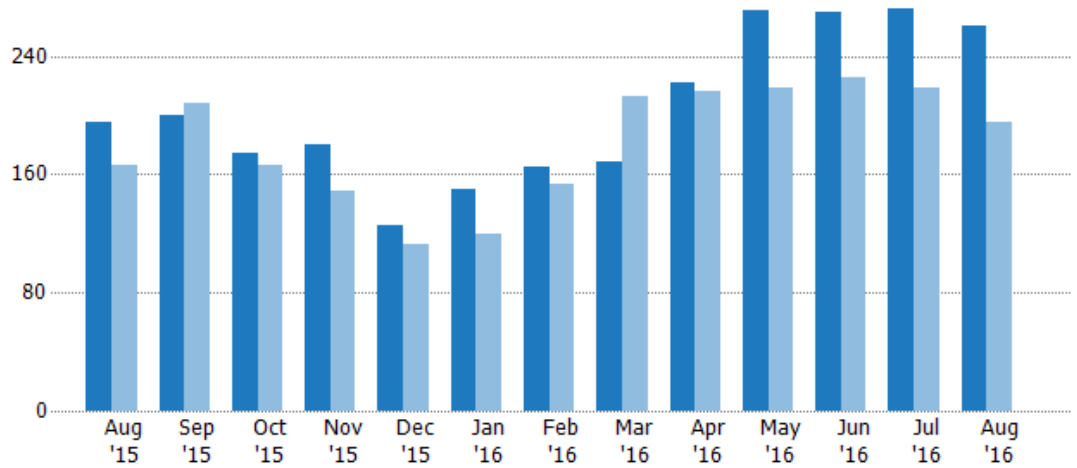
## Pending Sales

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.
Aug '16	261	33.8%
Aug '15	195	17.5%
Aug '14	166	18.1%



Current Year	195	200	174	180	125	150	165	168	222	271	270	272	261
Prior Year	166	208	166	149	113	120	153	213	216	219	226	219	195
Percent Change from Prior Year	17%	-4%	5%	21%	11%	25%	8%	-21%	3%	24%	19%	24%	34%

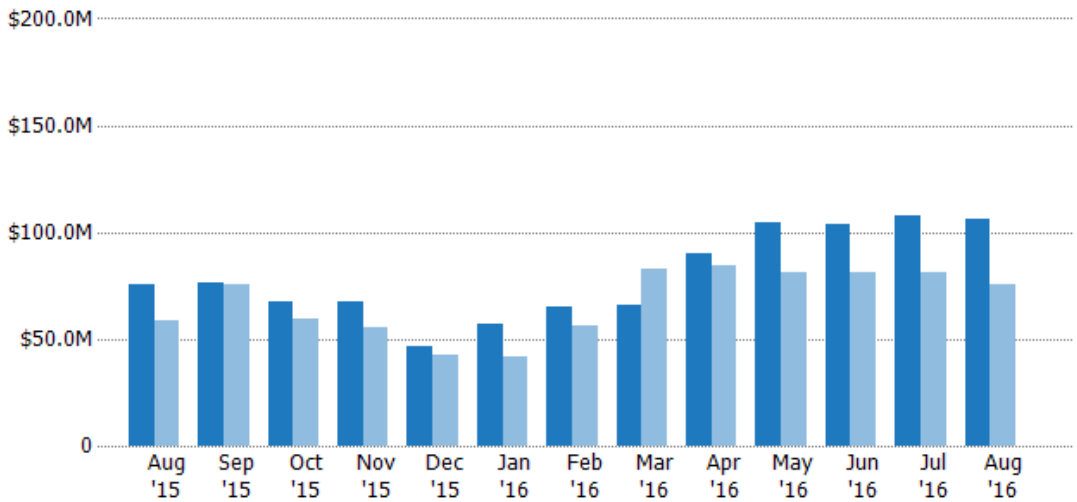
## Pending Sales Volume

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.
Aug '16	\$106M	41%
Aug '15	\$75.4M	28.8%
Aug '14	\$58.6M	14.5%



Current Year	\$75.4M	\$76.6M	\$67.1M	\$67.8M	\$46.2M	\$57M	\$64.8M	\$66.2M	\$89.8M	\$105M	\$104M	\$107M	\$106M
Prior Year	\$58.6M	\$75.5M	\$59.5M	\$55.3M	\$42.2M	\$41.9M	\$56.1M	\$83.1M	\$84.8M	\$81.5M	\$80.9M	\$81.2M	\$75.4M
Percent Change from Prior Year	29%	1%	13%	23%	10%	36%	15%	-20%	6%	29%	28%	32%	41%



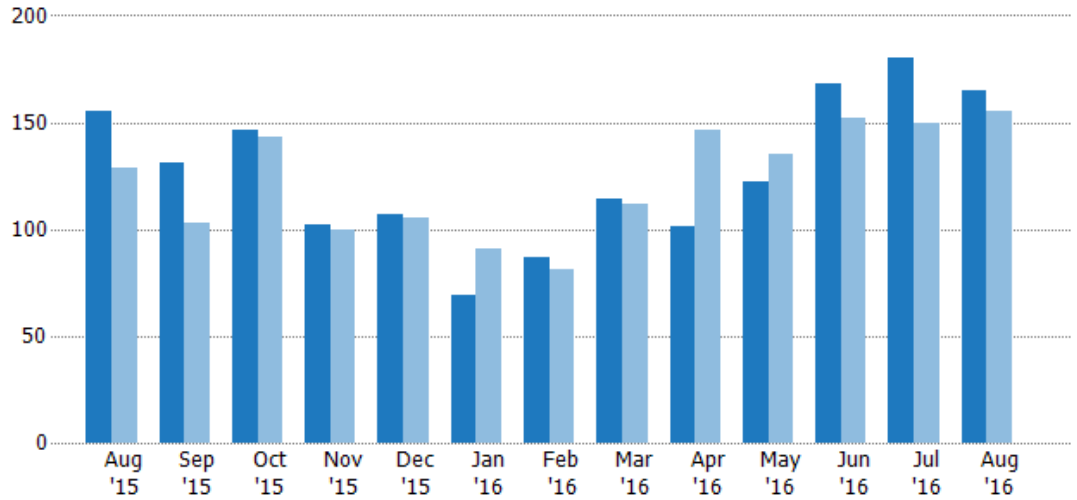
## Closed Sales

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

### Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Aug '16	165	6.5%
Aug '15	155	20.2%
Aug '14	129	10.9%



	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Current Year	155	131	146	102	107	69	87	114	101	122	168	180	165
Prior Year	129	103	143	100	105	91	81	112	146	135	152	150	155
Percent Change from Prior Year	20%	27%	2%	2%	2%	-24%	7%	2%	-31%	-10%	11%	20%	6%

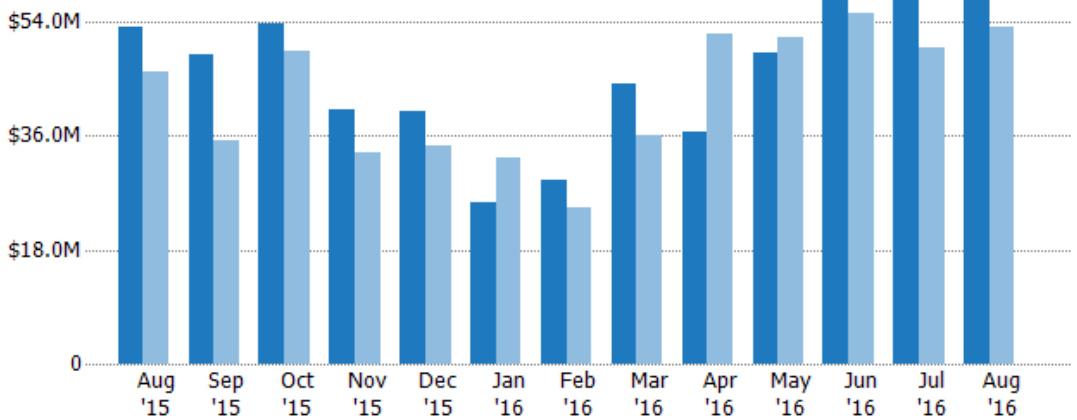
## Closed Sales Volume

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.
Aug '16	\$64M	20.5%
Aug '15	\$53.1M	14.9%
Aug '14	\$46.2M	-2%



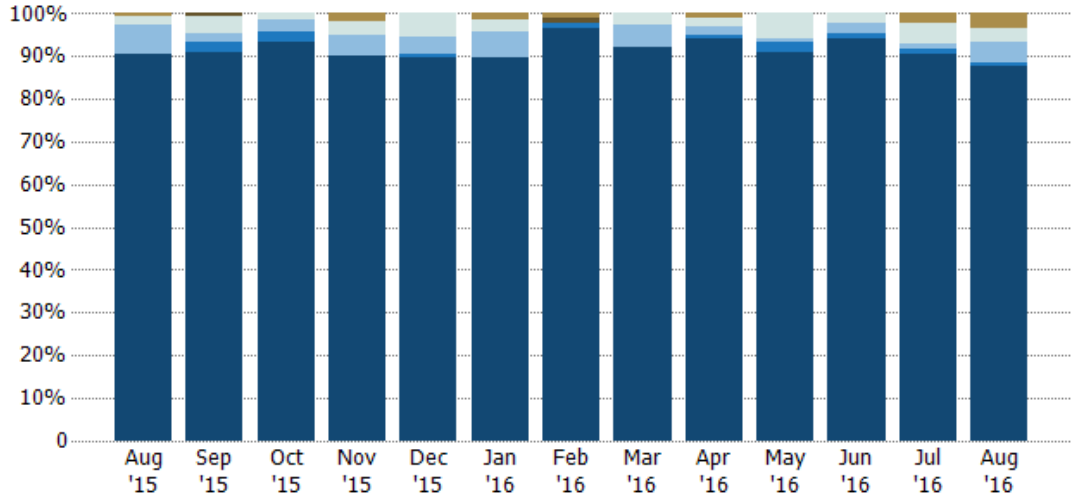
	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Current Year	\$53.1M	\$48.9M	\$53.7M	\$40.1M	\$39.7M	\$25.4M	\$28.9M	\$44.2M	\$36.5M	\$49.2M	\$62.7M	\$67.5M	\$64M
Prior Year	\$46.2M	\$35.3M	\$49.5M	\$33.4M	\$34.6M	\$32.4M	\$24.6M	\$36.1M	\$52.1M	\$51.5M	\$55.4M	\$50M	\$53.1M
Percent Change from Prior Year	15%	39%	9%	20%	15%	-22%	17%	22%	-30%	-4%	13%	35%	21%

## 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

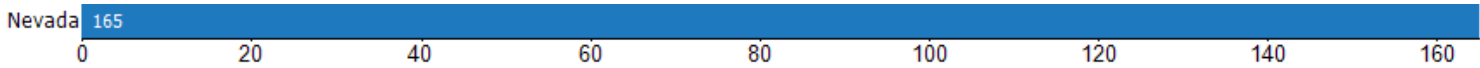


Property Type	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Other	1%	-	-	2%	-	1%	1%	-	1%	-	-	2%	4%
Lot/Land	-	1%	-	-	-	-	1%	-	-	-	-	-	-
Multifamily/Multiplex	2%	4%	1%	3%	6%	3%	-	3%	2%	6%	2%	5%	3%
Mobile/Manufactured	7%	2%	3%	5%	4%	6%	-	5%	2%	1%	2%	1%	5%
Condo/Townhouse	-	2%	3%	-	1%	-	1%	-	1%	2%	1%	1%	1%
Single Family Residence	90%	91%	93%	90%	90%	90%	97%	92%	94%	91%	94%	91%	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

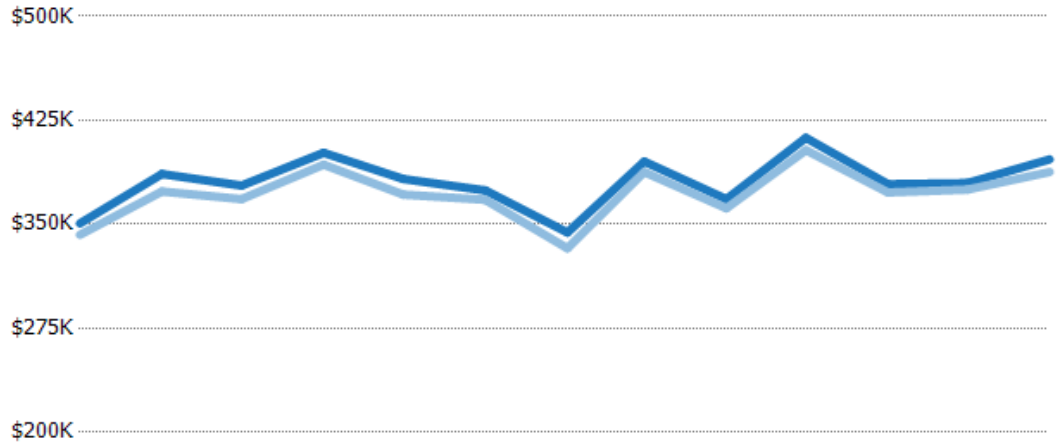


## Average Sales Price vs Average Listing Price

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

Filters Used

County: Nevada County, California



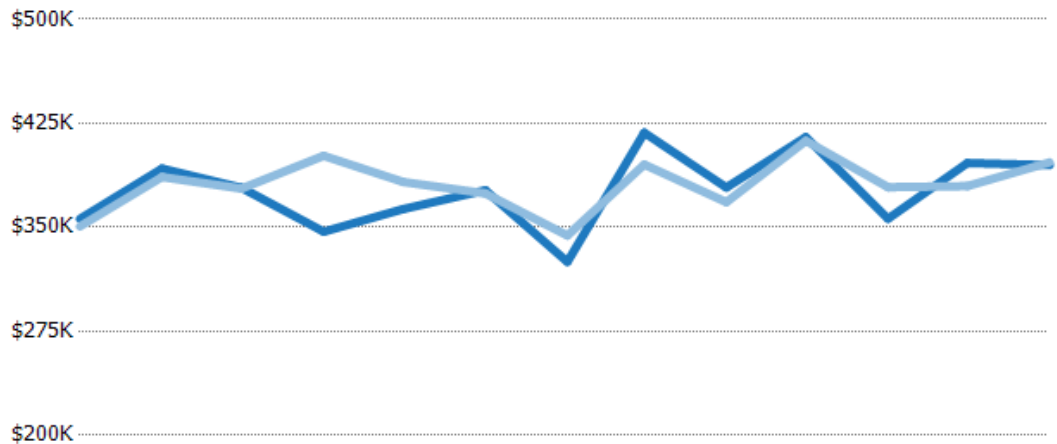
	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Avg List Price	\$351K	\$386K	\$378K	\$402K	\$383K	\$374K	\$344K	\$395K	\$368K	\$412K	\$379K	\$380K	\$397K
Avg Sales Price	\$342K	\$374K	\$368K	\$393K	\$371K	\$368K	\$333K	\$388K	\$362K	\$403K	\$373K	\$375K	\$388K
Avg Sales Price as a % of Avg List Price	98%	97%	97%	98%	97%	98%	97%	98%	98%	98%	98%	99%	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



	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Avg Est Value	\$356K	\$392K	\$378K	\$347K	\$363K	\$377K	\$325K	\$418K	\$379K	\$415K	\$356K	\$396K	\$395K
Avg Sales Price	\$351K	\$386K	\$378K	\$402K	\$383K	\$374K	\$344K	\$395K	\$368K	\$412K	\$379K	\$380K	\$397K
Avg Sales Price as a % of Avg Est Value	98%	98%	100%	116%	105%	99%	106%	95%	97%	99%	106%	96%	101%

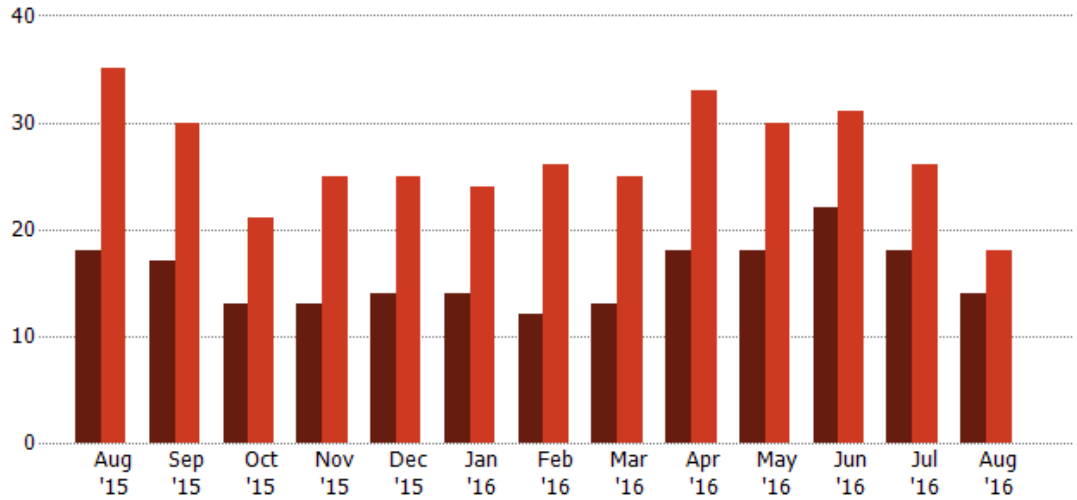
## Distressed Listings

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.
Aug '16	14	-22.2%
Aug '15	18	-48.6%
Aug '14	35	8.6%



Current Year	18	17	13	13	14	14	12	13	18	18	22	18	14
Prior Year	35	30	21	25	25	24	26	25	33	30	31	26	18
Percent Change from Prior Year	-49%	-43%	-38%	-48%	-44%	-42%	-54%	-48%	-45%	-40%	-29%	-31%	-22%

## 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:** 09/09/2016

**Scheduled:** Yes

**Report Date Range:** From 8/2015 To: 8/2016

### 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
- Average 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 8/2016 data

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