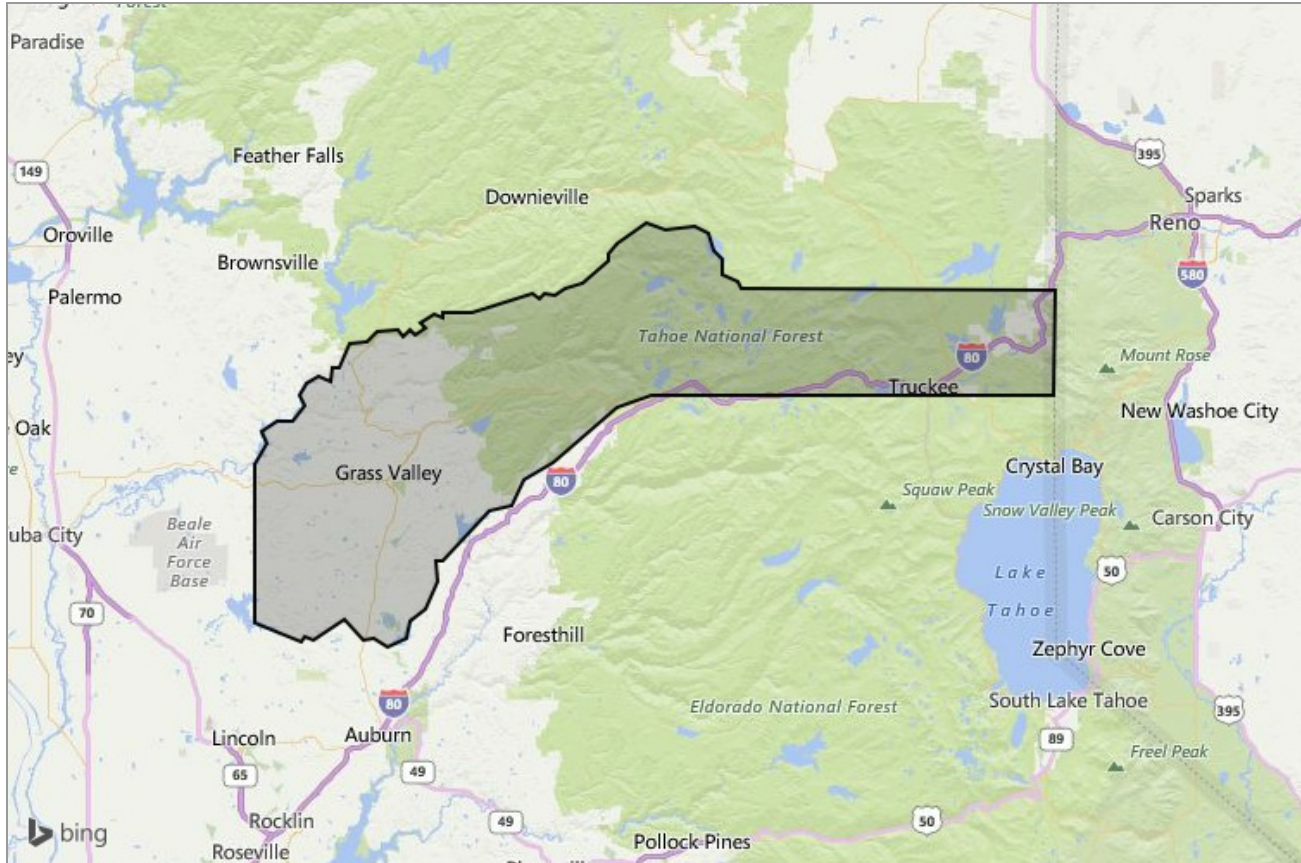


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
12/2015 – 12/2016

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 01/06/2017

Scheduled: Yes

Presented by

**Nevada County Association of
REALTORS®**

(530) 272-2627

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

336 Crown Point Circle
Grass Valley, CA 95945

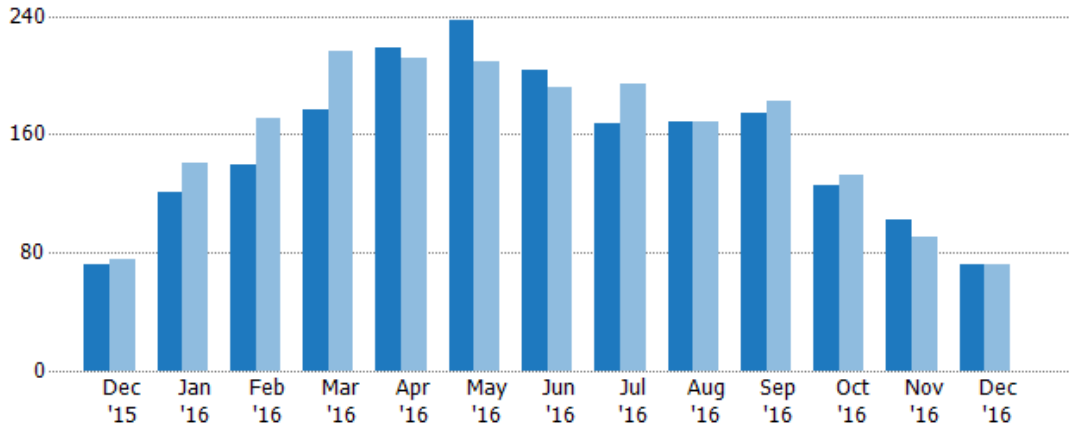
New Listings

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.
Dec '16	72	%
Dec '15	72	-4%
Dec '14	75	12%



	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Current Year	72	121	140	177	219	237	203	167	169	174	126	102	72
Prior Year	75	141	171	216	212	209	192	194	169	182	133	91	72
Percent Change from Prior Year	-4%	-14%	-18%	-18%	3%	13%	6%	-14%	0	-4%	-5%	12%	0

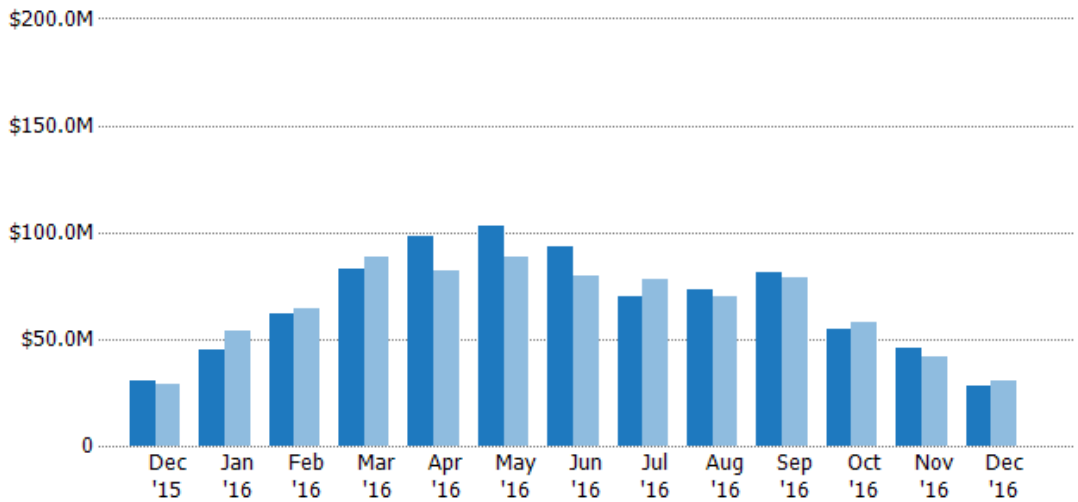
New Listing Volume

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.
Dec '16	\$27.9M	-9.2%
Dec '15	\$30.8M	7.9%
Dec '14	\$28.5M	-6%



	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Current Year	\$30.8M	\$44.6M	\$61.6M	\$82.5M	\$98.1M	\$103M	\$93.4M	\$69.6M	\$73.1M	\$81.3M	\$54.9M	\$45.8M	\$27.9M
Prior Year	\$28.5M	\$53.6M	\$64.6M	\$88.2M	\$82.4M	\$88.5M	\$79.4M	\$77.7M	\$69.6M	\$78.5M	\$58.2M	\$41.4M	\$30.8M
Percent Change from Prior Year	8%	-17%	-5%	-6%	19%	17%	18%	-10%	5%	4%	-6%	11%	-9%

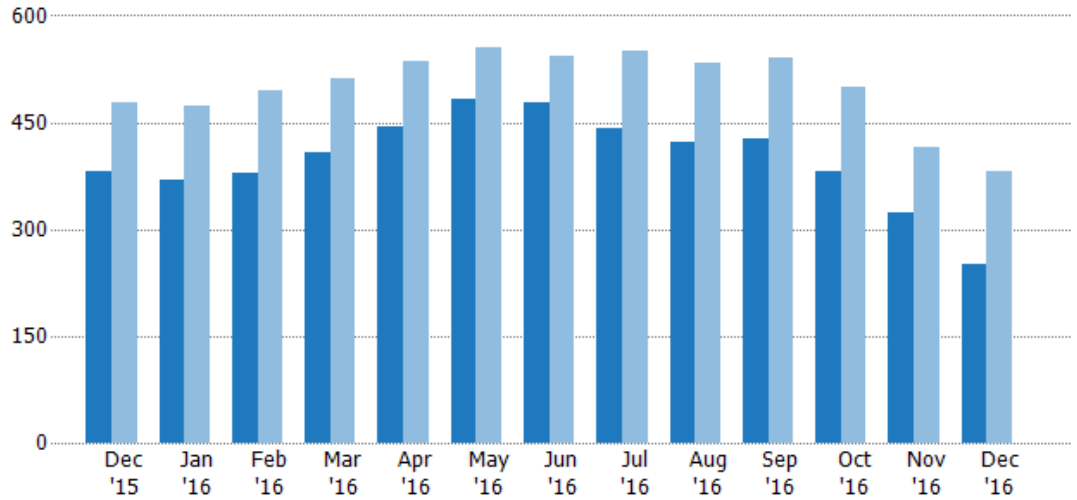
Active Listings

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.
Dec '16	250	-34.6%
Dec '15	382	-20.1%
Dec '14	478	-8.8%



	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Current Year	382	369	378	408	443	483	478	441	422	428	381	323	250
Prior Year	478	472	494	511	537	554	543	551	534	540	499	416	382
Percent Change from Prior Year	-20%	-22%	-23%	-20%	-18%	-13%	-12%	-20%	-21%	-21%	-24%	-22%	-35%

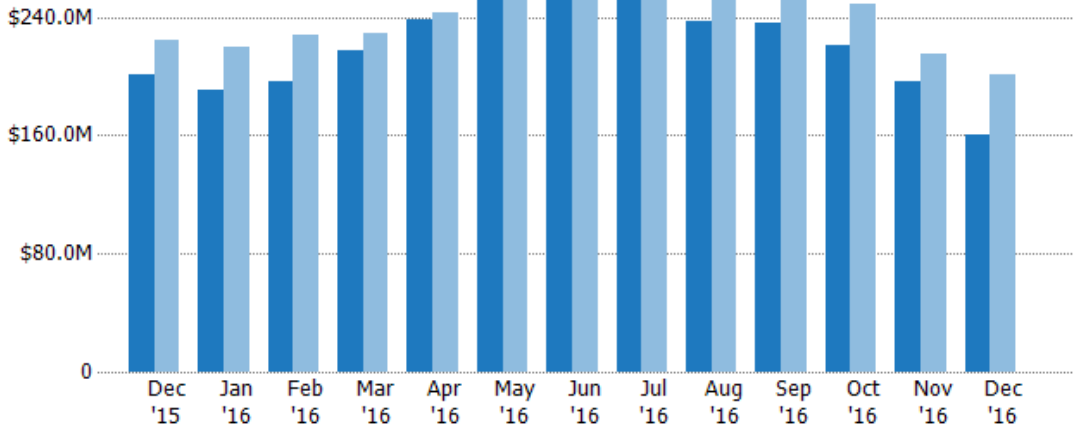
Active Listing Volume

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.
Dec '16	\$160M	-20.4%
Dec '15	\$201M	-10.7%
Dec '14	\$225M	-15.7%



	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Current Year	\$201M	\$191M	\$197M	\$218M	\$238M	\$259M	\$270M	\$253M	\$237M	\$236M	\$221M	\$196M	\$160M
Prior Year	\$225M	\$219M	\$227M	\$229M	\$243M	\$254M	\$257M	\$261M	\$253M	\$262M	\$249M	\$215M	\$201M
Percent Change from Prior Year	-11%	-13%	-13%	-5%	-2%	2%	5%	-3%	-7%	-10%	-11%	-9%	-20%

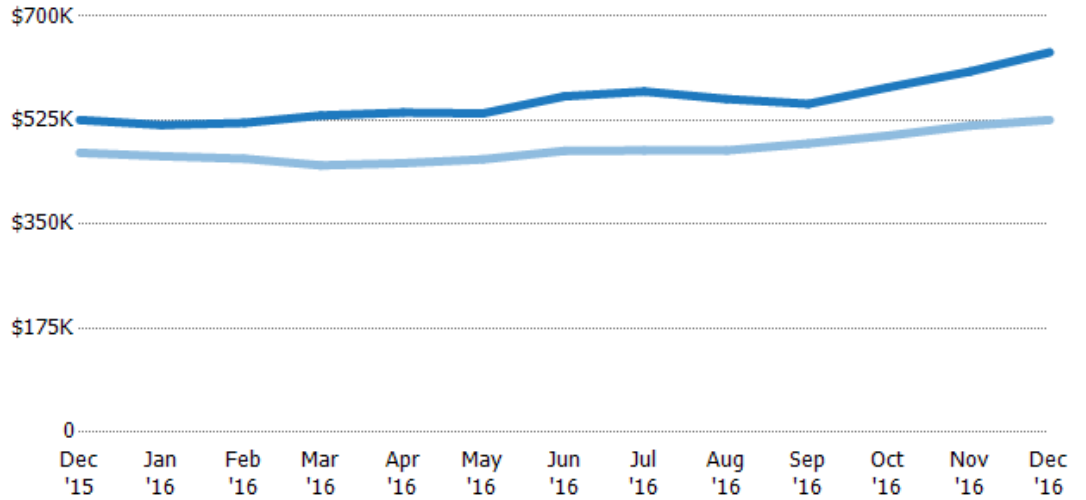
Average Listing Price

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.
Dec '16	\$639K	21.7%
Dec '15	\$525K	11.7%
Dec '14	\$470K	-7.3%



	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Current Year	\$525K	\$517K	\$521K	\$533K	\$538K	\$536K	\$565K	\$573K	\$561K	\$553K	\$580K	\$607K	\$639K
Prior Year	\$470K	\$465K	\$460K	\$449K	\$453K	\$459K	\$473K	\$474K	\$474K	\$486K	\$499K	\$516K	\$525K
Percent Change from Prior Year	12%	11%	13%	19%	19%	17%	19%	21%	18%	14%	16%	18%	22%

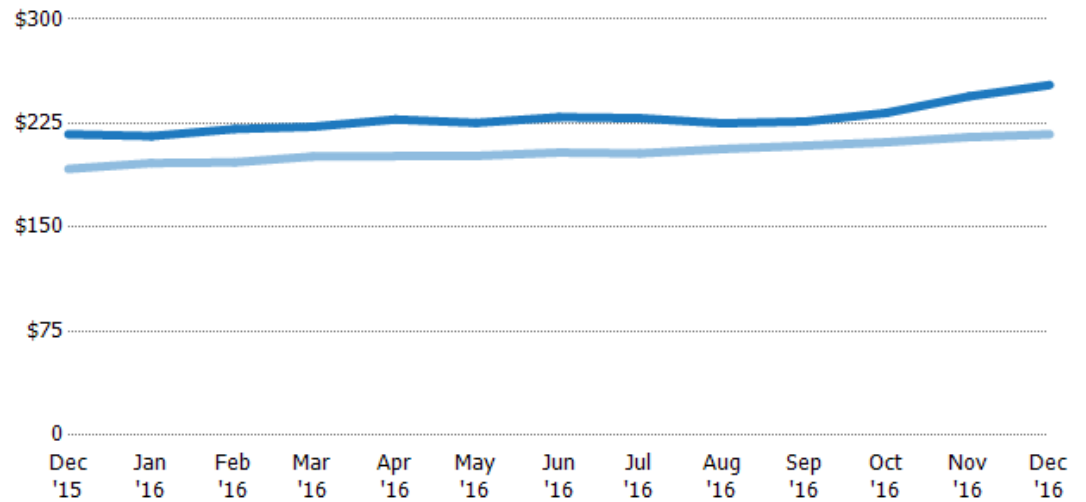
Average Listing Price per Sq Ft

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.
Dec '16	\$253	16.4%
Dec '15	\$217	13%
Dec '14	\$192	.1%



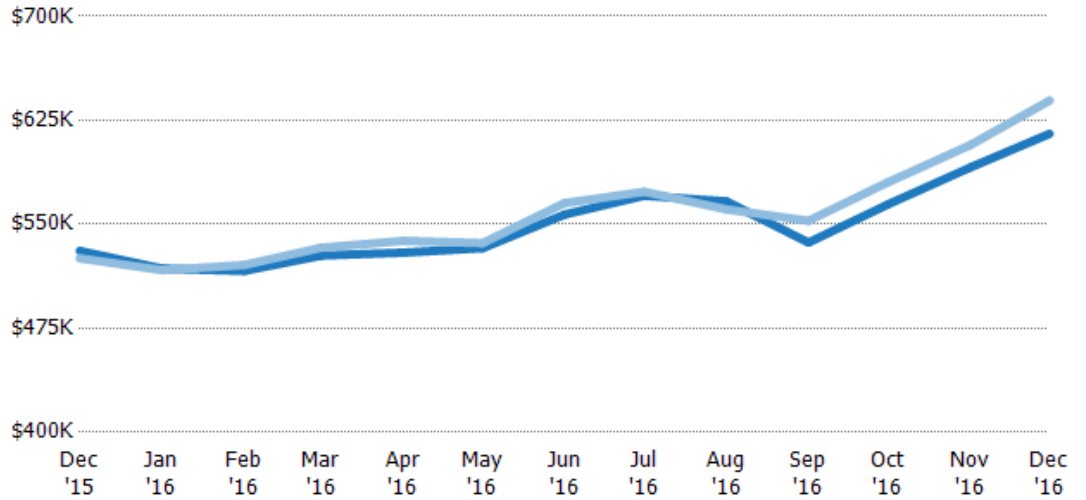
	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Current Year	\$217	\$216	\$221	\$222	\$228	\$225	\$229	\$229	\$225	\$226	\$232	\$244	\$253
Prior Year	\$192	\$196	\$197	\$201	\$201	\$201	\$204	\$203	\$206	\$209	\$211	\$215	\$217
Percent Change from Prior Year	13%	10%	12%	11%	13%	12%	12%	13%	9%	8%	10%	14%	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



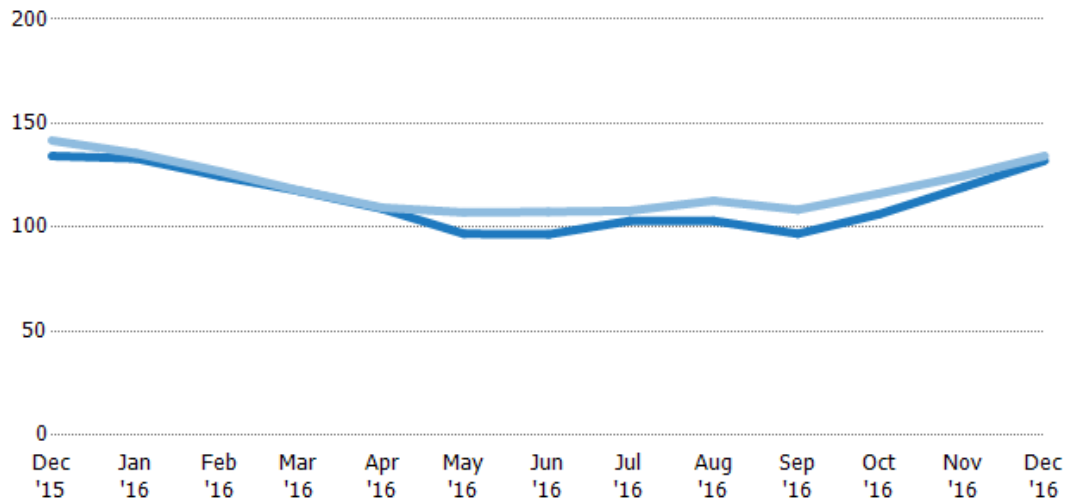
	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Avg Est Value	\$531K	\$518K	\$516K	\$527K	\$530K	\$533K	\$557K	\$571K	\$566K	\$537K	\$564K	\$591K	\$615K
Avg Listing Price	\$525K	\$517K	\$521K	\$533K	\$538K	\$536K	\$565K	\$573K	\$561K	\$553K	\$580K	\$607K	\$639K
Avg Listing Price as a % of Avg Est Value	99%	100%	101%	101%	102%	101%	101%	101%	99%	103%	103%	103%	104%

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



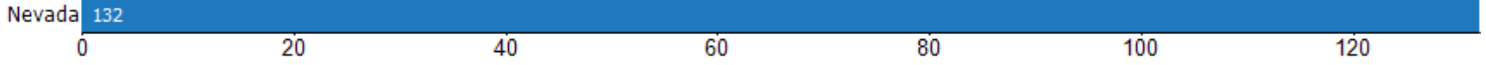
Month/Year	Days	% Chg.
Dec '16	132	-1.7%
Dec '15	134	-5.3%
Dec '14	142	-4.2%

	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Current Year	134	133	125	118	109	96.8	96.6	103	103	96.9	106	119	132
Prior Year	142	136	127	118	109	107	107	108	113	108	116	125	134
Percent Change from Prior Year	-5%	-2%	-2%	0	-1%	-10%	-10%	-4%	-9%	-11%	-9%	-4%	-2%

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



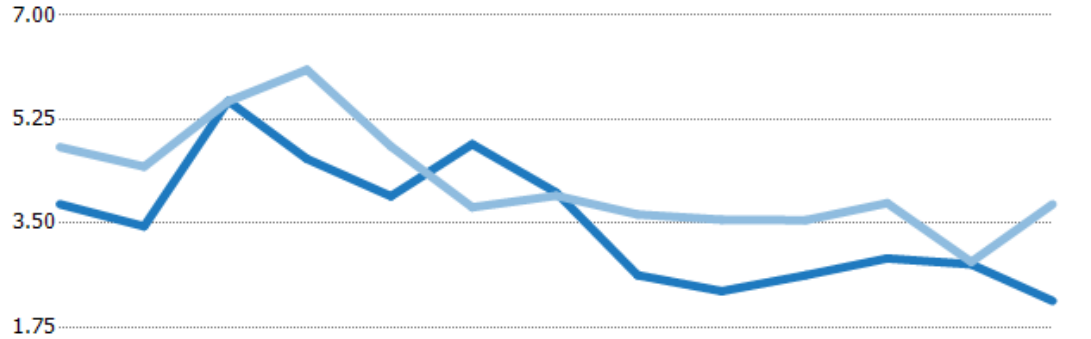
Months of Inventory

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.
Dec '16	2.19	-42.6%
Dec '15	3.82	-20.1%
Dec '14	4.78	-22.7%



	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Current Year	3.82	3.45	5.56	4.58	3.96	4.83	4.02	2.63	2.36	2.63	2.91	2.81	2.19
Prior Year	4.78	4.45	5.55	6.08	4.79	3.77	3.96	3.65	3.56	3.55	3.84	2.85	3.82
Percent Change from Prior Year	-20%	-23%	0	-25%	-18%	28%	1%	-28%	-34%	-26%	-24%	-1%	-43%

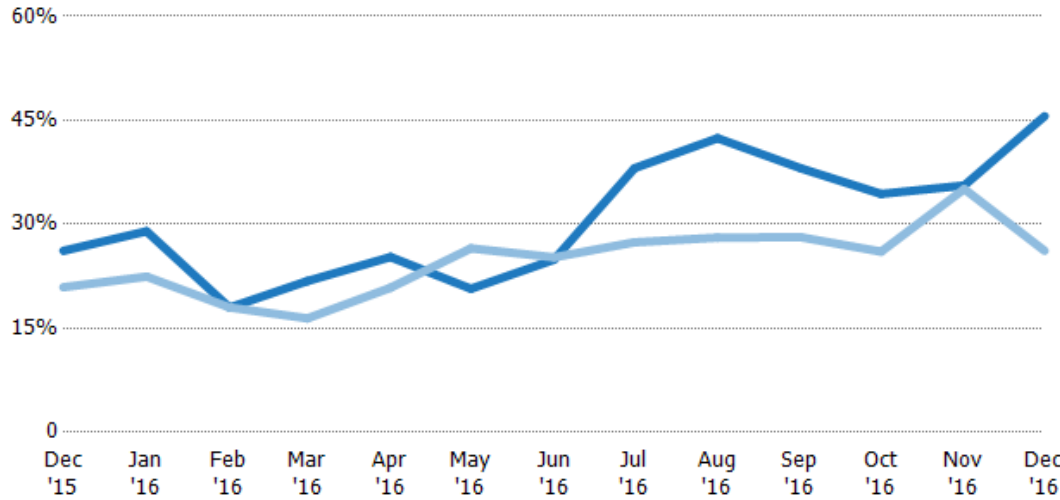
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Nevada County, California

Month/Year	Rate	Chg.
Dec '16	46%	-19.4%
Dec '15	26%	-5.3%
Dec '14	21%	29.3%



	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Current Year	26%	29%	18%	22%	25%	21%	25%	38%	42%	38%	34%	36%	46%
Prior Year	21%	22%	18%	16%	21%	27%	25%	27%	28%	28%	26%	35%	26%
Change from Prior Year	-5%	-7%	0	-5%	-4%	6%	0	-11%	-14%	-10%	-8%	-1%	-19%

Absorption Rate (By County)

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

Filters Used: County: Nevada County, California



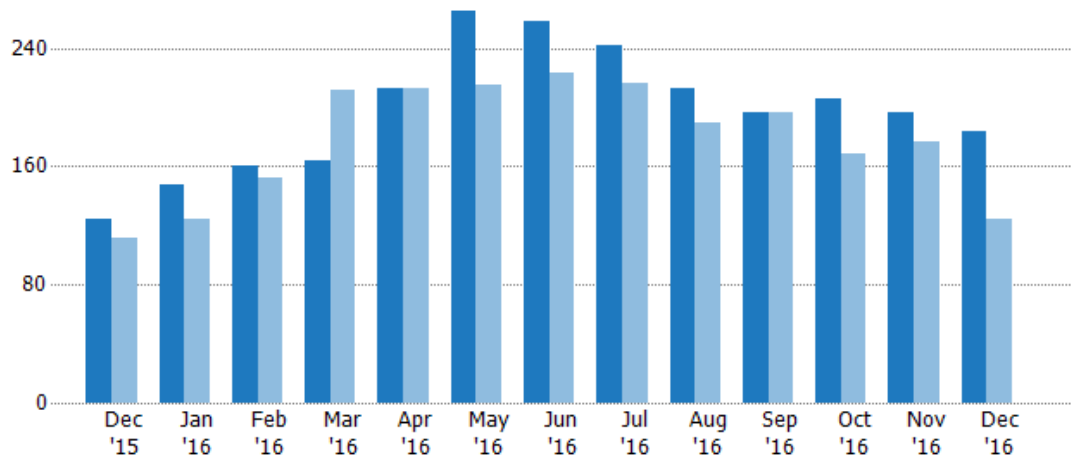
Pending Sales

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.
Dec '16	184	48.4%
Dec '15	124	10.7%
Dec '14	112	8%



	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Current Year	124	148	160	164	213	265	258	242	213	197	206	196	184
Prior Year	112	124	152	212	213	215	223	216	190	197	168	177	124
Percent Change from Prior Year	11%	19%	5%	-23%	0	23%	16%	12%	12%	0	23%	11%	48%

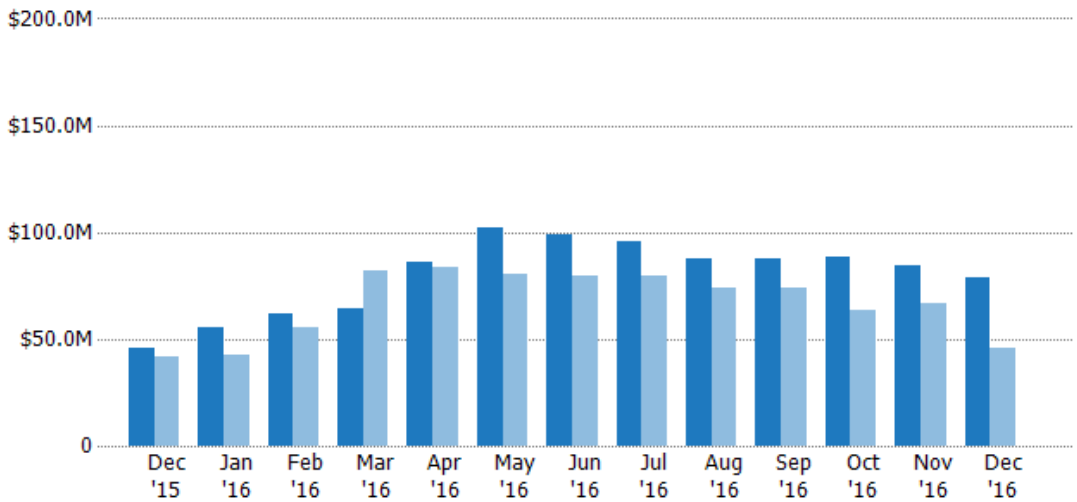
Pending Sales Volume

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.
Dec '16	\$78.4M	72.1%
Dec '15	\$45.6M	9.1%
Dec '14	\$41.8M	-4.5%



	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Current Year	\$45.6M	\$55.4M	\$62.2M	\$64.4M	\$85.7M	\$102M	\$99M	\$95.8M	\$87.3M	\$87.5M	\$88.4M	\$84.1M	\$78.4M
Prior Year	\$41.8M	\$42.4M	\$55.4M	\$82.1M	\$83.9M	\$80.3M	\$79.5M	\$79.5M	\$73.8M	\$73.8M	\$63.6M	\$66.5M	\$45.6M
Percent Change from Prior Year	9%	31%	12%	-22%	2%	27%	25%	21%	18%	19%	39%	26%	72%

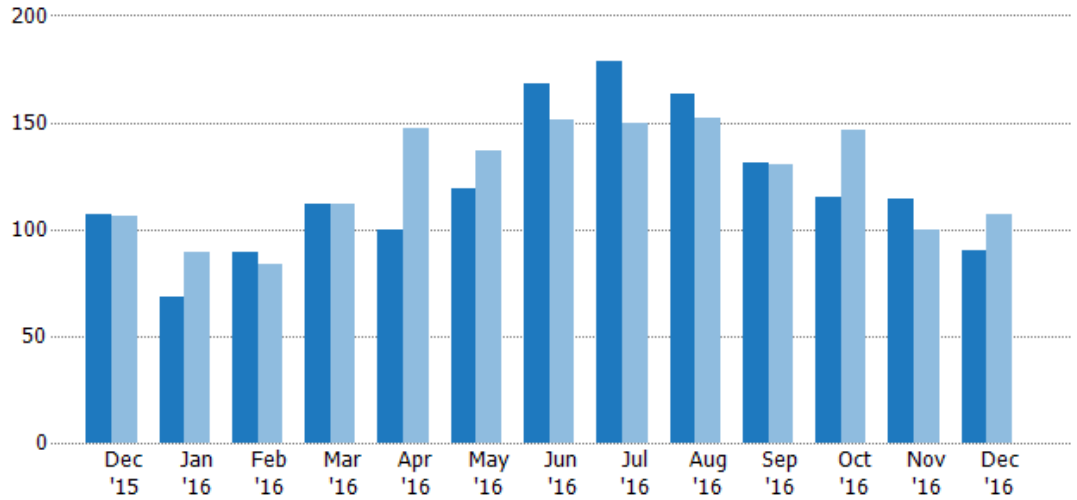
Closed Sales

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

Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Dec '16	90	-15.9%
Dec '15	107	.9%
Dec '14	106	-18.9%



	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Current Year	107	68	89	112	100	119	168	179	163	131	115	114	90
Prior Year	106	89	84	112	147	137	151	150	152	130	146	100	107
Percent Change from Prior Year	1%	-24%	6%	0	-32%	-13%	11%	19%	7%	1%	-21%	14%	-16%

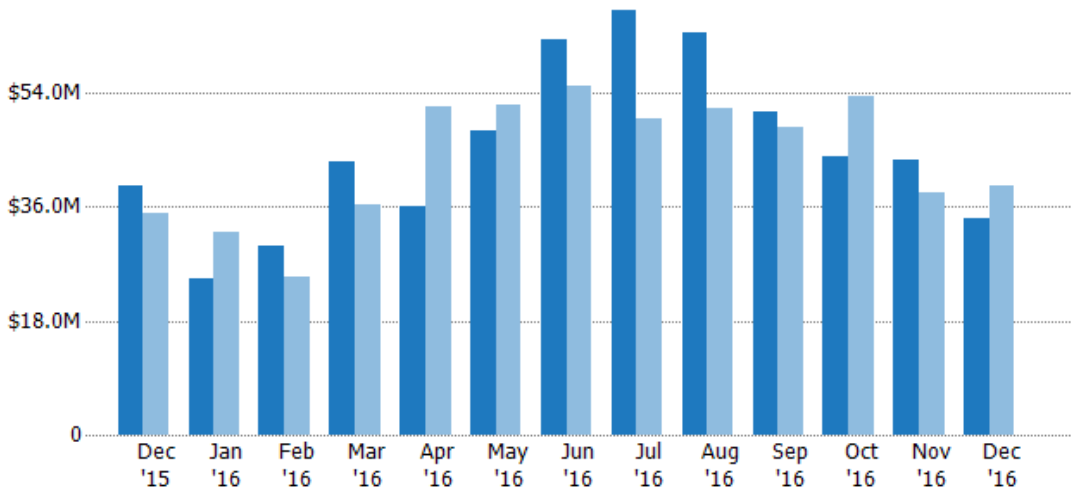
Closed Sales Volume

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.
Dec '16	\$34M	-13.5%
Dec '15	\$39.4M	12.7%
Dec '14	\$34.9M	-20.6%



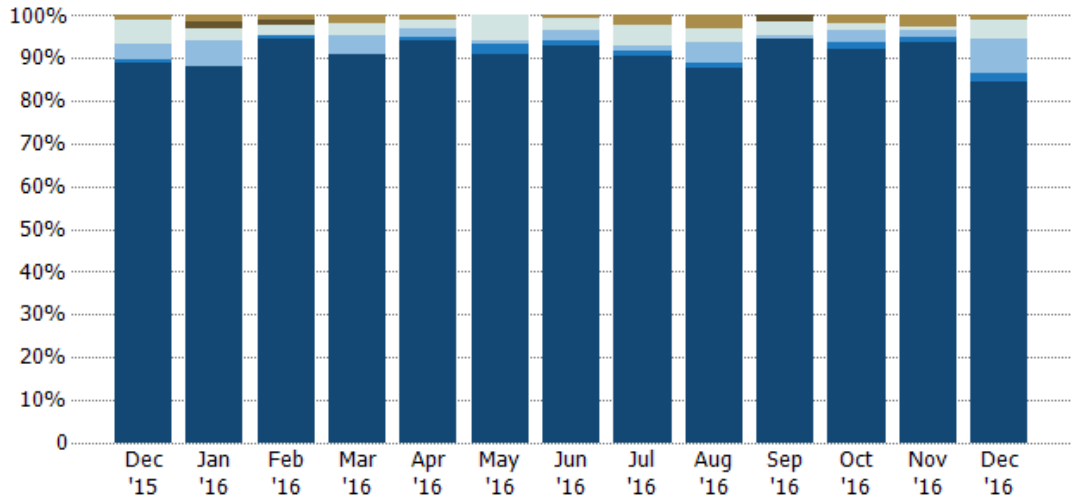
	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Current Year	\$39.4M	\$24.8M	\$29.7M	\$43M	\$36.1M	\$48.1M	\$62.4M	\$67.1M	\$63.5M	\$51M	\$43.9M	\$43.3M	\$34M
Prior Year	\$34.9M	\$31.9M	\$25M	\$36.2M	\$51.8M	\$52.1M	\$55.1M	\$50M	\$51.6M	\$48.6M	\$53.5M	\$38.3M	\$39.4M
Percent Change from Prior Year	13%	-23%	19%	19%	-30%	-8%	13%	34%	23%	5%	-18%	13%	-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

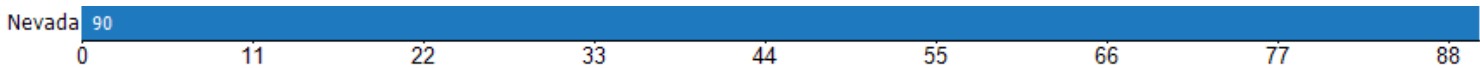


Other	1%	1%	1%	2%	1%	-	1%	2%	3%	-	2%	3%	1%
Lot/Land	-	1%	1%	-	-	-	-	-	-	2%	-	-	-
Multifamily/Multiplex	6%	3%	2%	3%	2%	6%	3%	5%	3%	3%	2%	1%	4%
Mobile/Manufactured	4%	6%	-	4%	2%	1%	2%	1%	5%	1%	3%	2%	8%
Condo/Townhouse	1%	-	1%	-	1%	3%	1%	1%	1%	-	2%	1%	2%
Single Family Residence	89%	88%	94%	91%	94%	91%	93%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

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

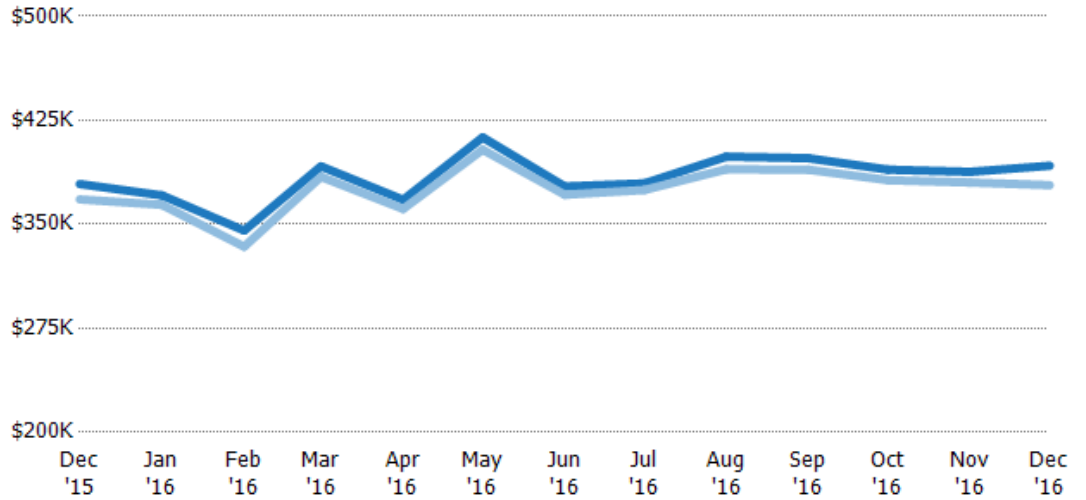


Average Sales Price vs Average Listing Price

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

Filters Used

County: Nevada County, California



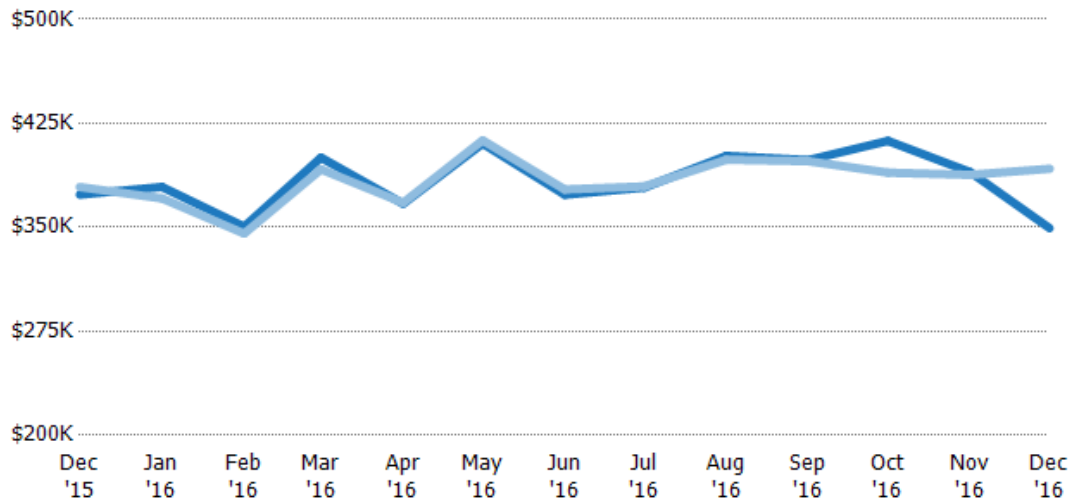
	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Avg List Price	\$379K	\$371K	\$345K	\$392K	\$368K	\$413K	\$377K	\$379K	\$399K	\$398K	\$389K	\$388K	\$392K
Avg Sales Price	\$368K	\$364K	\$334K	\$384K	\$361K	\$404K	\$371K	\$375K	\$390K	\$389K	\$382K	\$380K	\$378K
Avg Sales Price as a % of Avg List Price	97%	98%	97%	98%	98%	98%	98%	99%	98%	98%	98%	98%	96%

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



	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Avg Est Value	\$374K	\$379K	\$350K	\$400K	\$367K	\$410K	\$373K	\$379K	\$402K	\$398K	\$412K	\$390K	\$349K
Avg Sales Price	\$379K	\$371K	\$334K	\$392K	\$368K	\$413K	\$377K	\$379K	\$399K	\$398K	\$389K	\$388K	\$392K
Avg Sales Price as a % of Avg Est Value	101%	98%	99%	98%	100%	101%	101%	100%	99%	100%	94%	99%	112%

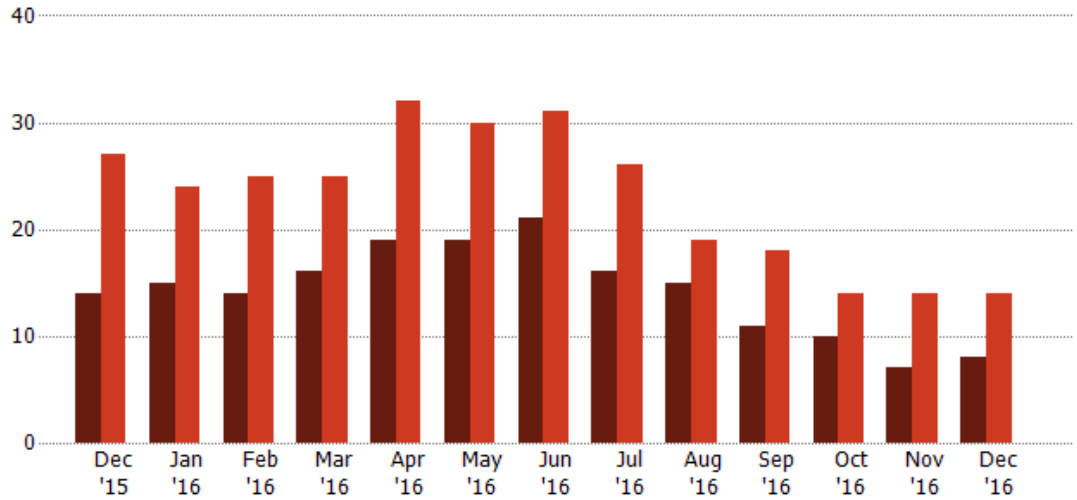
Distressed Listings

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.
Dec '16	8	-42.9%
Dec '15	14	-48.1%
Dec '14	27	-11.1%

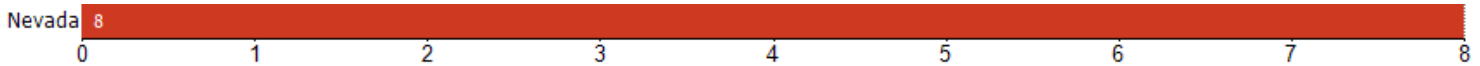


Current Year	14	15	14	16	19	19	21	16	15	11	10	7	8
Prior Year	27	24	25	25	32	30	31	26	19	18	14	14	14
Percent Change from Prior Year	-48%	-38%	-44%	-36%	-41%	-37%	-32%	-38%	-21%	-39%	-29%	-50%	-43%

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: 01/06/2017

Scheduled: Yes

Report Date Range: From 12/2015 To: 12/2016

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 12/2016 data

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