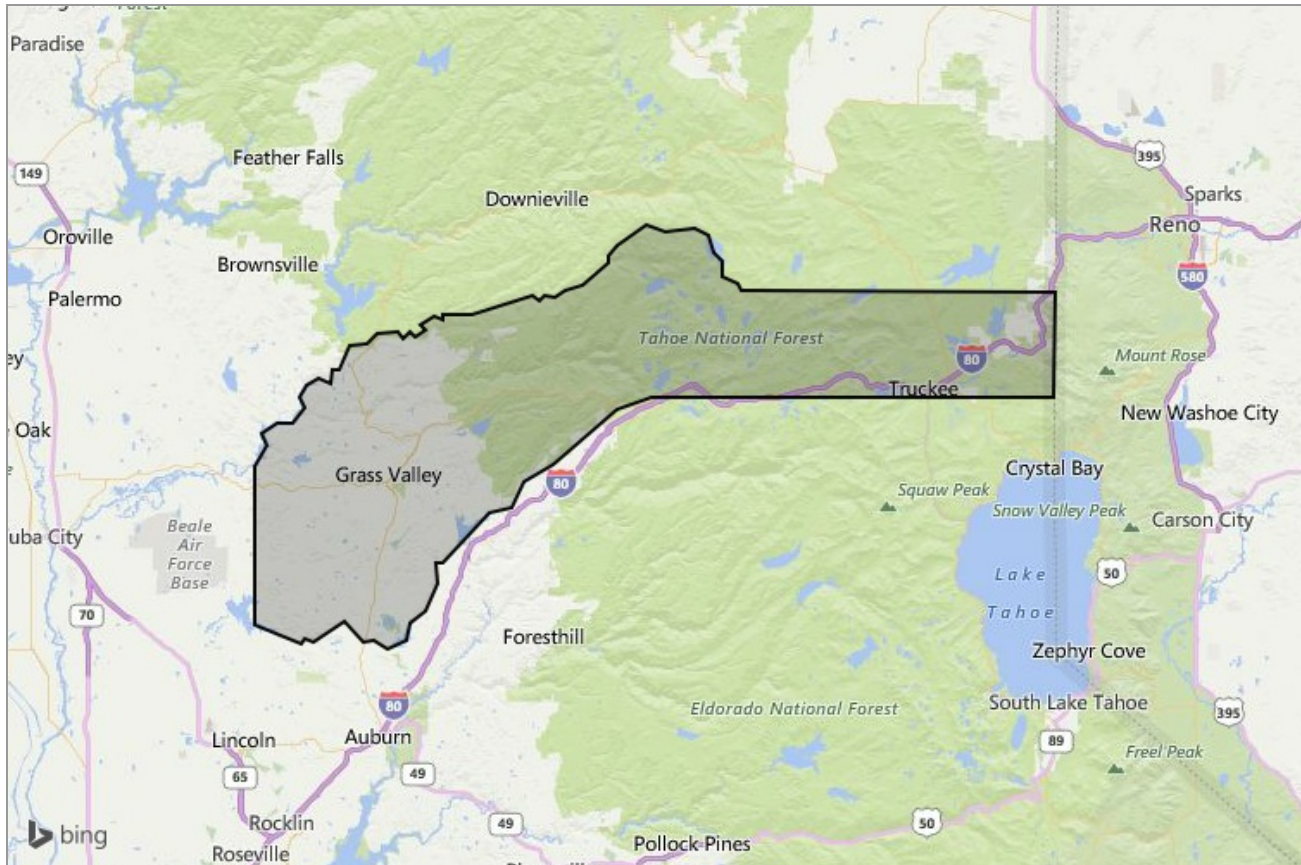


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
2/2016 – 2/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 03/08/2017

Scheduled: Yes

Presented by

**Nevada County Association of
REALTORS®**

(530) 272-2627

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

336 Crown Point Circle
Grass Valley, CA 95945

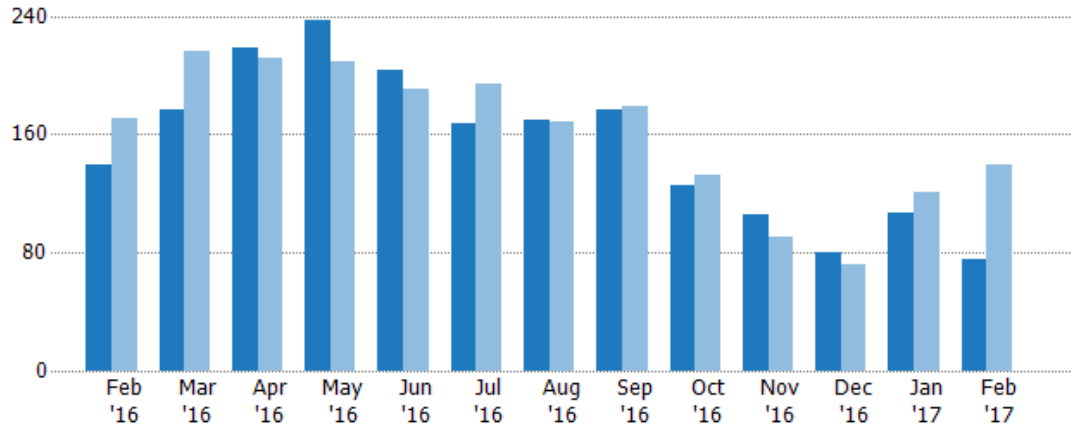
New Listings

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.
Feb '17	76	-45.7%
Feb '16	140	-18.1%
Feb '15	171	-10.5%



Current Year	140	177	218	237	203	167	170	177	126	106	80	107	76
Prior Year	171	216	212	209	191	194	169	179	132	91	72	121	140
Percent Change from Prior Year	-18%	-18%	3%	13%	6%	-14%	1%	-1%	-5%	16%	11%	-12%	-46%

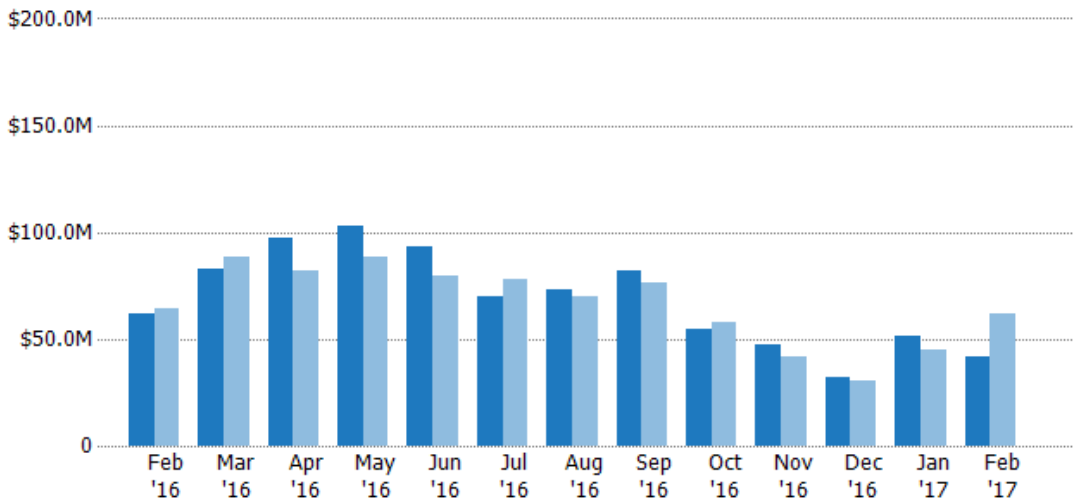
New Listing Volume

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.
Feb '17	\$42M	-31.8%
Feb '16	\$61.5M	-4.8%
Feb '15	\$64.6M	-13.5%



Current Year	\$61.5M	\$82.5M	\$97.3M	\$103M	\$93.2M	\$69.6M	\$73.1M	\$82.1M	\$54.6M	\$47.7M	\$31.9M	\$51.6M	\$42M
Prior Year	\$64.6M	\$88.2M	\$82.4M	\$88.5M	\$79.3M	\$77.7M	\$69.6M	\$76.2M	\$58.1M	\$41.4M	\$30.8M	\$44.6M	\$61.5M
Percent Change from Prior Year	-5%	-6%	18%	16%	18%	-10%	5%	8%	-6%	15%	4%	16%	-32%

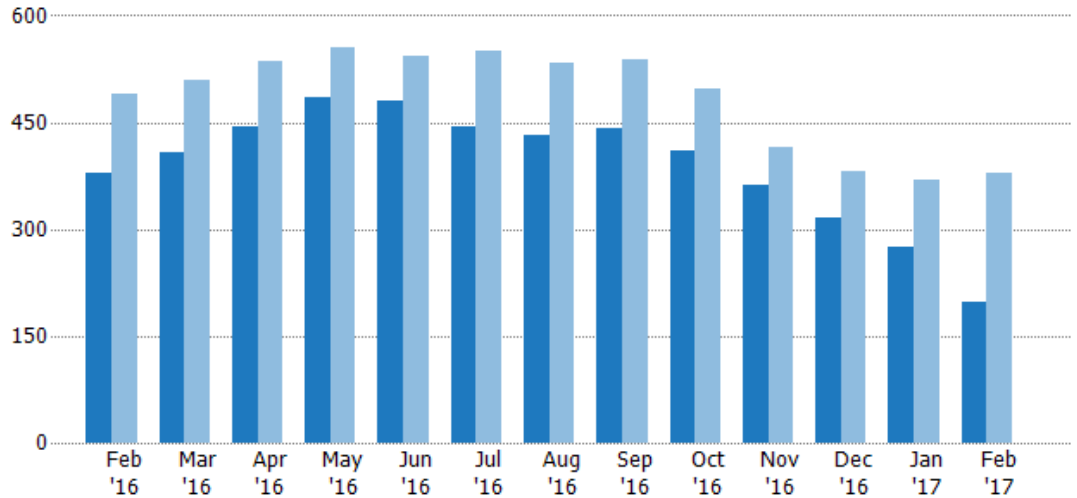
Active Listings

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.
Feb '17	197	-47.9%
Feb '16	378	-23%
Feb '15	491	-5.3%



Current Year	378	408	443	484	480	444	431	442	409	363	315	276	197
Prior Year	491	509	535	554	542	550	533	539	498	415	382	369	378
Percent Change from Prior Year	-23%	-20%	-17%	-13%	-11%	-19%	-19%	-18%	-18%	-13%	-18%	-25%	-48%

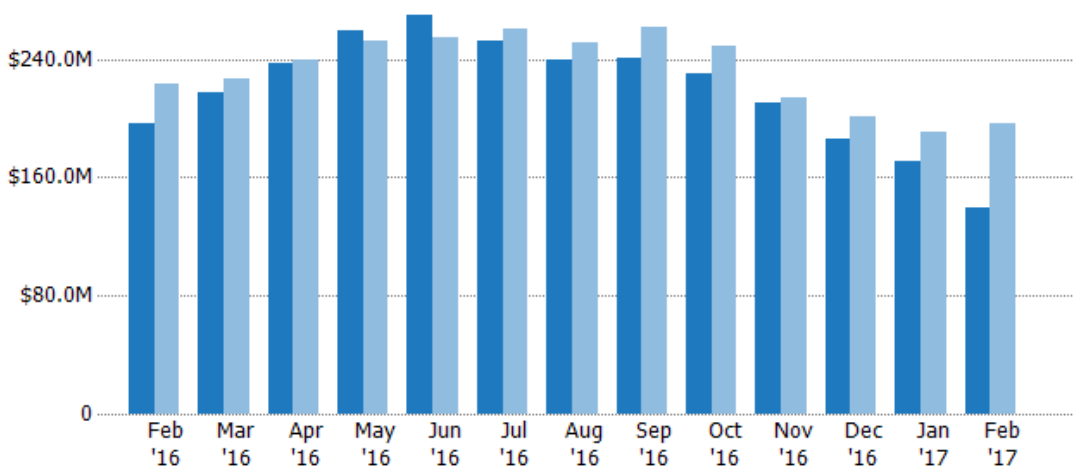
Active Listing Volume

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.
Feb '17	\$139M	-29.2%
Feb '16	\$197M	-11.8%
Feb '15	\$223M	-9.4%



Current Year	\$197M	\$217M	\$238M	\$259M	\$270M	\$253M	\$239M	\$241M	\$230M	\$210M	\$186M	\$171M	\$139M
Prior Year	\$223M	\$227M	\$239M	\$253M	\$255M	\$260M	\$251M	\$262M	\$249M	\$214M	\$201M	\$191M	\$197M
Percent Change from Prior Year	-12%	-4%	-1%	3%	6%	-3%	-5%	-8%	-8%	-2%	-7%	-10%	-29%

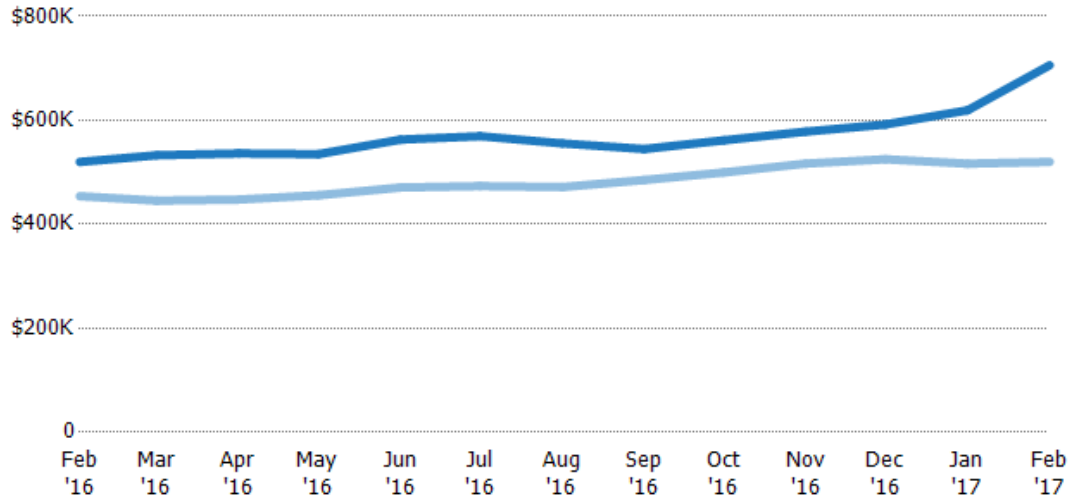
Average Listing Price

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.
Feb '17	\$706K	35.8%
Feb '16	\$520K	14.5%
Feb '15	\$454K	-4.4%



	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	\$520K	\$533K	\$536K	\$535K	\$563K	\$569K	\$556K	\$545K	\$561K	\$578K	\$592K	\$619K	\$706K
Prior Year	\$454K	\$445K	\$447K	\$456K	\$471K	\$473K	\$472K	\$485K	\$500K	\$517K	\$525K	\$517K	\$520K
Percent Change from Prior Year	15%	20%	20%	17%	20%	20%	18%	12%	12%	12%	13%	20%	36%

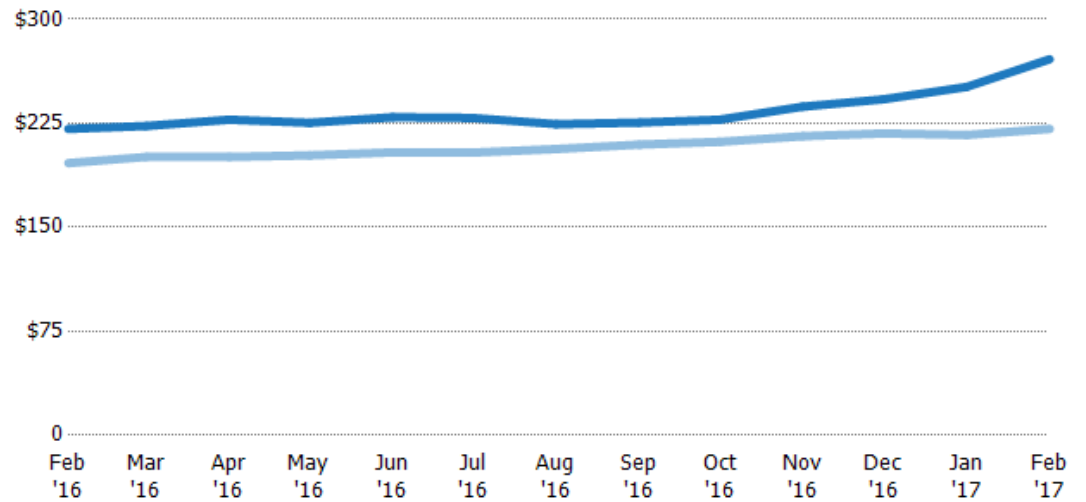
Average Listing Price per Sq Ft

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.
Feb '17	\$271	22.7%
Feb '16	\$221	12.6%
Feb '15	\$196	-2.9%



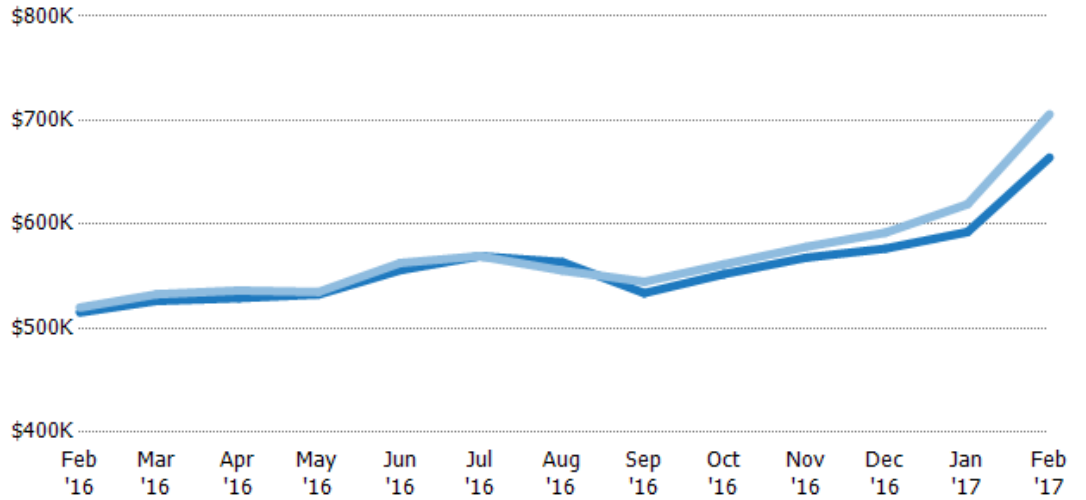
	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	\$221	\$223	\$228	\$225	\$229	\$229	\$224	\$226	\$228	\$237	\$242	\$251	\$271
Prior Year	\$196	\$201	\$201	\$202	\$204	\$204	\$206	\$210	\$212	\$216	\$218	\$217	\$221
Percent Change from Prior Year	13%	11%	13%	12%	12%	12%	9%	8%	8%	10%	11%	16%	23%

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



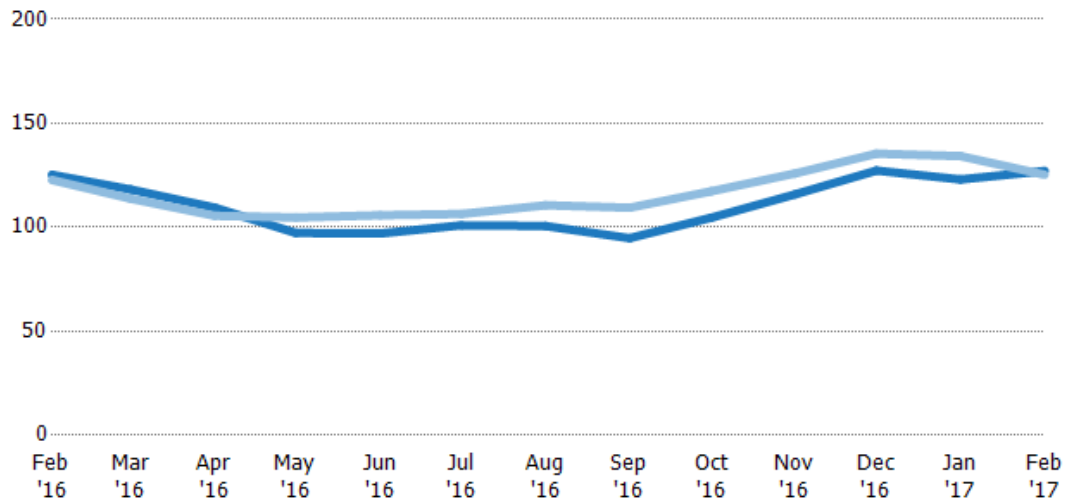
	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Avg Est Value	\$515K	\$526K	\$529K	\$532K	\$556K	\$569K	\$564K	\$534K	\$552K	\$568K	\$577K	\$593K	\$664K
Avg Listing Price	\$520K	\$533K	\$536K	\$535K	\$563K	\$569K	\$556K	\$545K	\$561K	\$578K	\$592K	\$619K	\$706K
Avg Listing Price as a % of Avg Est Value	101%	101%	101%	100%	101%	100%	99%	102%	102%	102%	103%	105%	106%

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



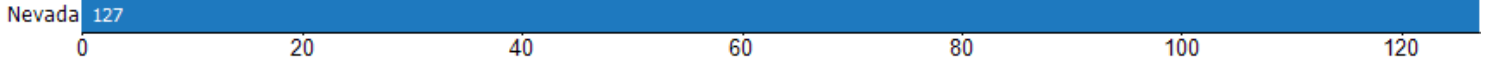
Month/Year	Days	% Chg.
Feb '17	127	1.5%
Feb '16	125	2.1%
Feb '15	123	-1.6%

	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	125	118	109	97.2	97	101	101	94.8	105	116	127	123	127
Prior Year	123	114	106	105	106	106	111	109	117	126	135	134	125
Percent Change from Prior Year	2%	4%	4%	-7%	-8%	-5%	-9%	-13%	-11%	-8%	-6%	-8%	1%

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



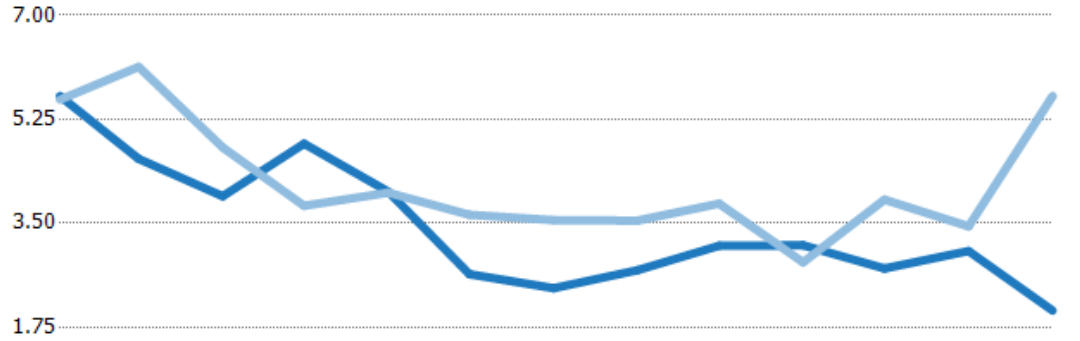
Months of Inventory

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.
Feb '17	2.03	-64%
Feb '16	5.64	1.1%
Feb '15	5.58	-3.1%



	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	5.64	4.58	3.96	4.84	4.03	2.64	2.41	2.71	3.12	3.13	2.74	3.03	2.03
Prior Year	5.58	6.13	4.78	3.79	4.01	3.64	3.55	3.55	3.83	2.84	3.9	3.45	5.64
Percent Change from Prior Year	1%	-25%	-17%	28%	0	-27%	-32%	-24%	-18%	10%	-30%	-12%	-64%

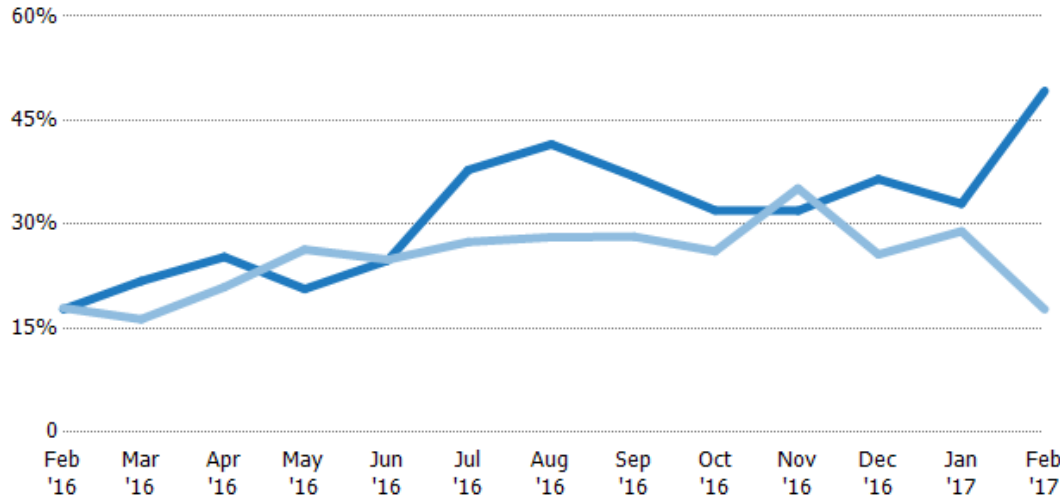
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Nevada County, California

Month/Year	Rate	Chg.
Feb '17	49%	-31.5%
Feb '16	18%	0.2%
Feb '15	18%	3.2%



Current Year	18%	22%	25%	21%	25%	38%	42%	37%	32%	32%	37%	33%	49%
Prior Year	18%	16%	21%	26%	25%	27%	28%	28%	26%	35%	26%	29%	18%
Change from Prior Year	0	-6%	-4%	6%	0	-10%	-13%	-9%	-6%	3%	-11%	-4%	-32%

Absorption Rate (By County)

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

Filters Used: County: Nevada County, California



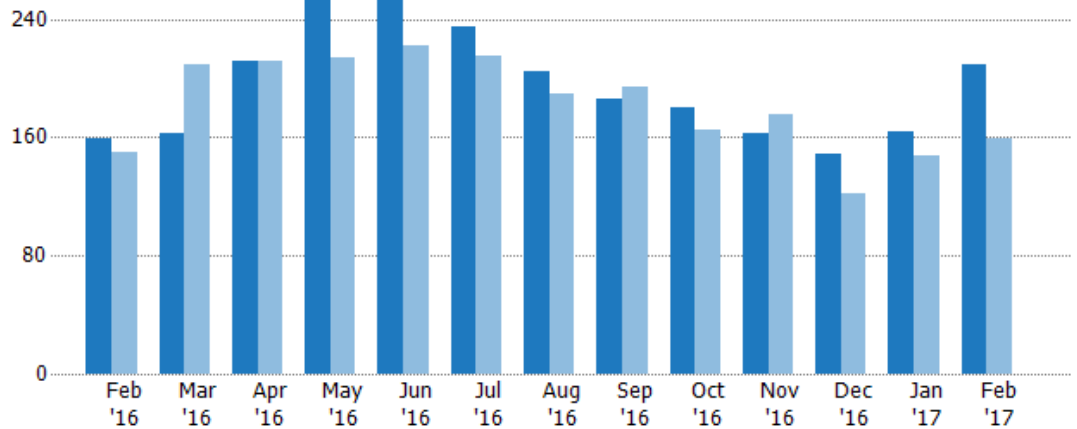
Pending Sales

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.
Feb '17	209	31.4%
Feb '16	159	6%
Feb '15	150	-11.3%



	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	159	163	211	262	253	235	205	186	180	163	149	164	209
Prior Year	150	209	211	214	222	215	189	194	165	176	122	147	159
Percent Change from Prior Year	6%	-22%	0	22%	14%	9%	8%	-4%	9%	-7%	22%	12%	31%

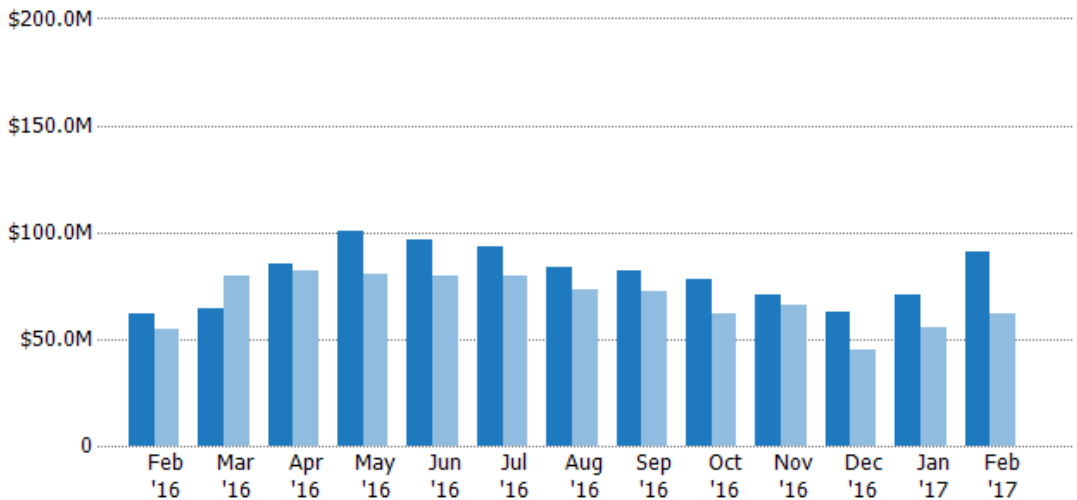
Pending Sales Volume

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.
Feb '17	\$90.7M	46.5%
Feb '16	\$61.9M	12.8%
Feb '15	\$54.9M	-17.8%



	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	\$61.9M	\$64M	\$85.1M	\$101M	\$96.4M	\$93.4M	\$83.5M	\$82.2M	\$77.8M	\$70.7M	\$62.9M	\$71.1M	\$90.7M
Prior Year	\$54.9M	\$79.9M	\$81.8M	\$80M	\$79.2M	\$79.2M	\$73.5M	\$72.6M	\$61.5M	\$66.2M	\$45.2M	\$55.2M	\$61.9M
Percent Change from Prior Year	13%	-20%	4%	26%	22%	18%	14%	13%	27%	7%	39%	29%	46%

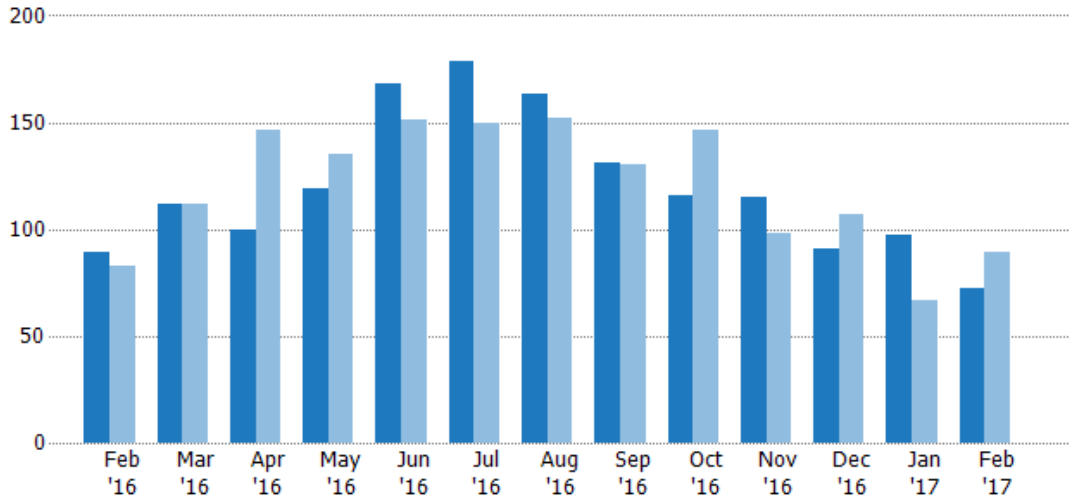
Closed Sales

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

Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Feb '17	72	-19.1%
Feb '16	89	7.2%
Feb '15	83	-9.6%



	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	89	112	100	119	168	179	163	131	116	115	91	97	72
Prior Year	83	112	146	135	151	150	152	130	146	98	107	67	89
Percent Change from Prior Year	7%	0	-32%	-12%	11%	19%	7%	1%	-21%	17%	-15%	45%	-19%

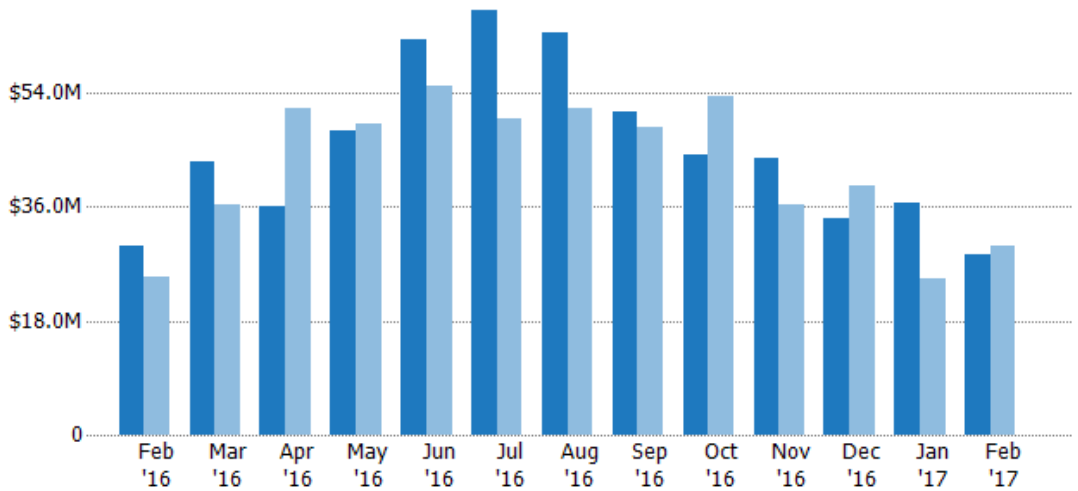
Closed Sales Volume

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.
Feb '17	\$28.6M	-3.9%
Feb '16	\$29.7M	19.3%
Feb '15	\$24.9M	-6.1%



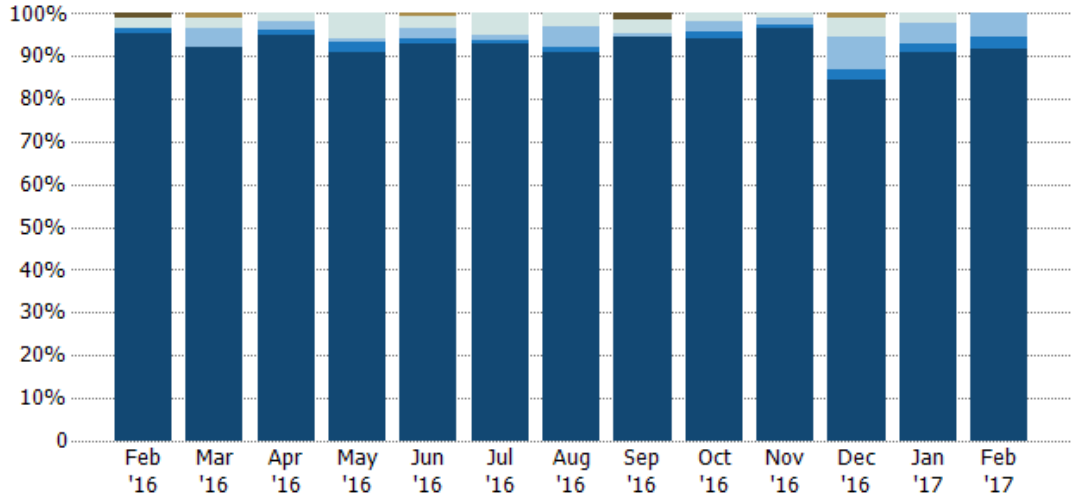
	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	\$29.7M	\$43M	\$36.1M	\$48.1M	\$62.4M	\$67.1M	\$63.5M	\$51M	\$44.3M	\$43.6M	\$34.3M	\$36.7M	\$28.6M
Prior Year	\$24.9M	\$36.2M	\$51.6M	\$49M	\$55.1M	\$50M	\$51.6M	\$48.6M	\$53.5M	\$36.3M	\$39.4M	\$24.7M	\$29.7M
Percent Change from Prior Year	19%	19%	-30%	-2%	13%	34%	23%	5%	-17%	20%	-13%	49%	-4%

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

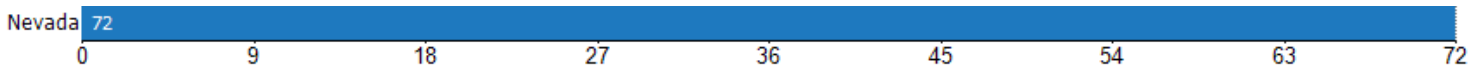


Other	-	1%	-	-	1%	-	-	-	-	-	1%	-	-
Lot/Land	1%	-	-	-	-	-	-	2%	-	-	-	-	-
Multifamily/Multiplex	2%	3%	2%	6%	3%	5%	3%	3%	2%	1%	4%	2%	-
Mobile/Manufactured	-	4%	2%	1%	2%	1%	5%	1%	3%	2%	8%	5%	6%
Condo/Townhouse	1%	-	1%	3%	1%	1%	1%	-	2%	1%	2%	2%	3%
Single Family Residence	96%	92%	95%	91%	93%	93%	91%	95%	94%	97%	85%	91%	92%

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

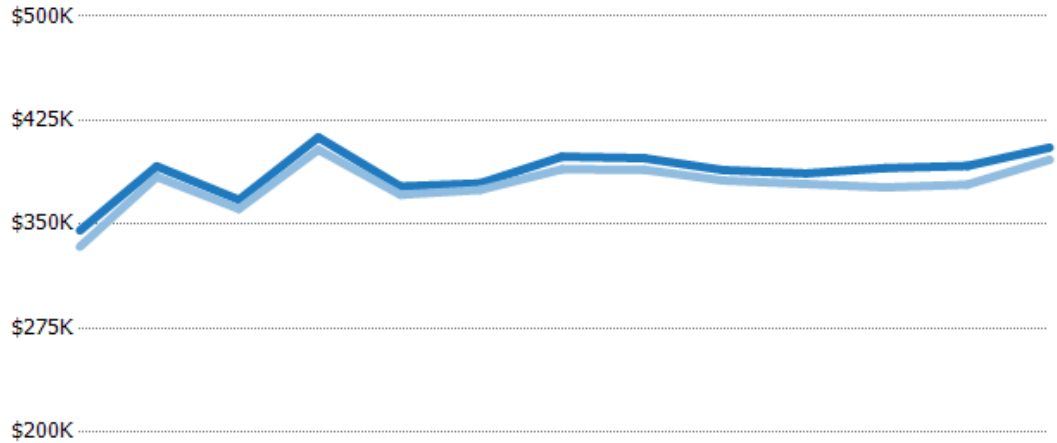


Average Sales Price vs Average Listing Price

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

Filters Used

County: Nevada County, California



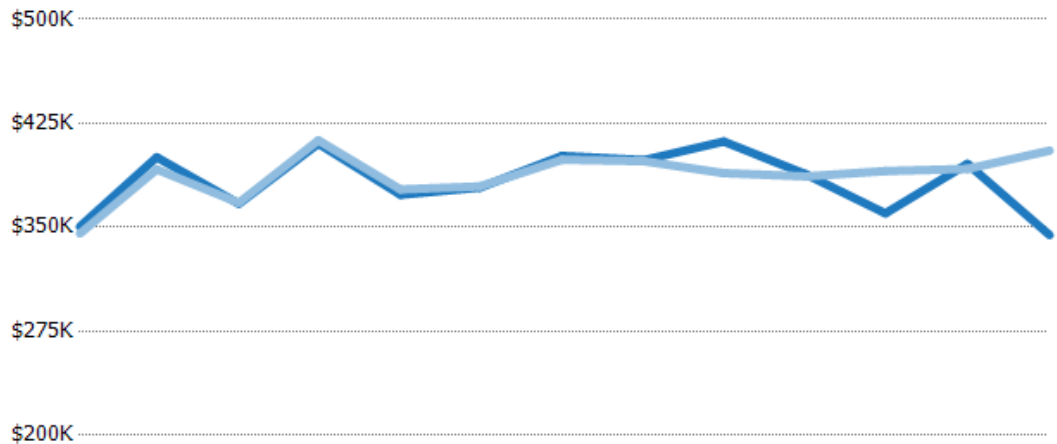
	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Avg List Price	\$345K	\$392K	\$368K	\$413K	\$377K	\$379K	\$399K	\$398K	\$389K	\$387K	\$391K	\$392K	\$405K
Avg Sales Price	\$334K	\$384K	\$361K	\$404K	\$371K	\$375K	\$390K	\$389K	\$382K	\$379K	\$377K	\$379K	\$397K
Avg Sales Price as a % of Avg List Price	97%	98%	98%	98%	98%	99%	98%	98%	98%	98%	96%	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



	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Avg Est Value	\$350K	\$401K	\$367K	\$410K	\$373K	\$379K	\$402K	\$398K	\$412K	\$388K	\$360K	\$396K	\$344K
Avg Sales Price	\$345K	\$392K	\$368K	\$413K	\$377K	\$379K	\$399K	\$398K	\$389K	\$387K	\$391K	\$392K	\$405K
Avg Sales Price as a % of Avg Est Value	99%	98%	100%	101%	101%	100%	99%	100%	94%	100%	108%	99%	118%

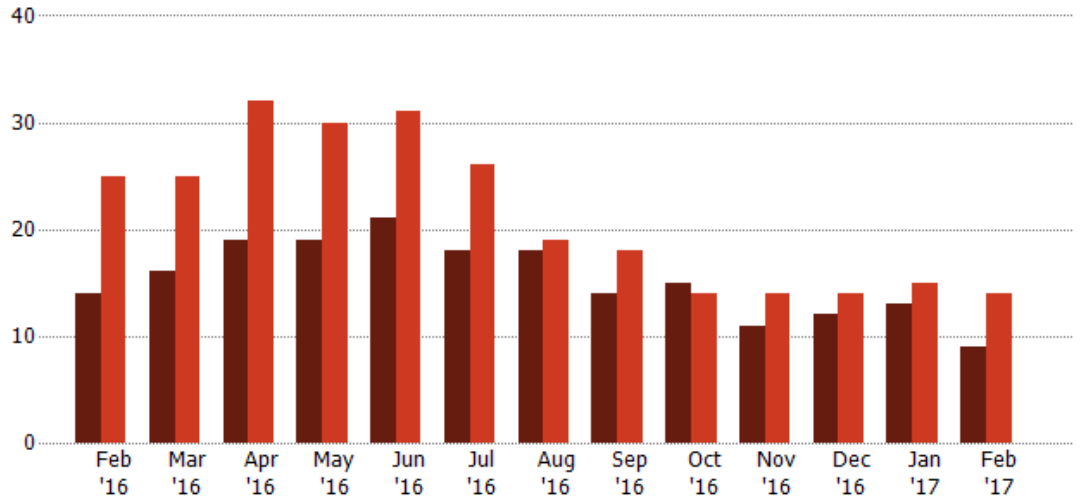
Distressed Listings

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.
Feb '17	9	-35.7%
Feb '16	14	-44%
Feb '15	25	8%

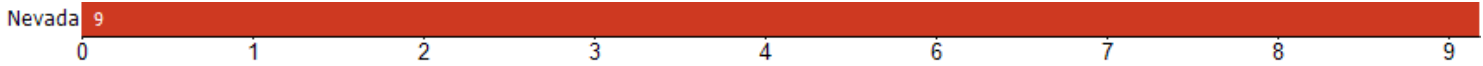


Current Year	14	16	19	19	21	18	18	14	15	11	12	13	9
Prior Year	25	25	32	30	31	26	19	18	14	14	14	15	14
Percent Change from Prior Year	-44%	-36%	-41%	-37%	-32%	-31%	-5%	-22%	7%	-21%	-14%	-13%	-36%

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: 03/08/2017

Scheduled: Yes

Report Date Range: From 2/2016 To: 2/2017

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
- 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 2/2017 data

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