

MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
7/2015 – 7/2016

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 08/08/2016

**Scheduled:** Yes

Presented by

**Nevada County Association of  
REALTORS®**

(530) 272-2627

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

336 Crown Point Circle  
Grass Valley, CA 95945

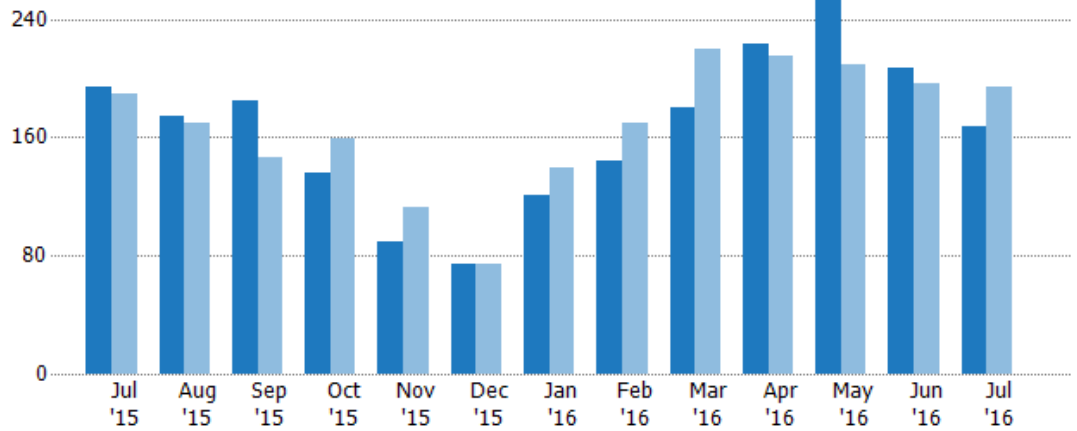
## New Listings

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.
Jul '16	167	-13.9%
Jul '15	194	2.1%
Jul '14	190	4.7%



Current Year	194	174	185	136	89	74	121	144	180	223	254	207	167
Prior Year	190	170	146	159	113	74	140	170	220	215	209	197	194
Percent Change from Prior Year	2%	2%	27%	-14%	-21%	0	-14%	-15%	-18%	4%	22%	5%	-14%

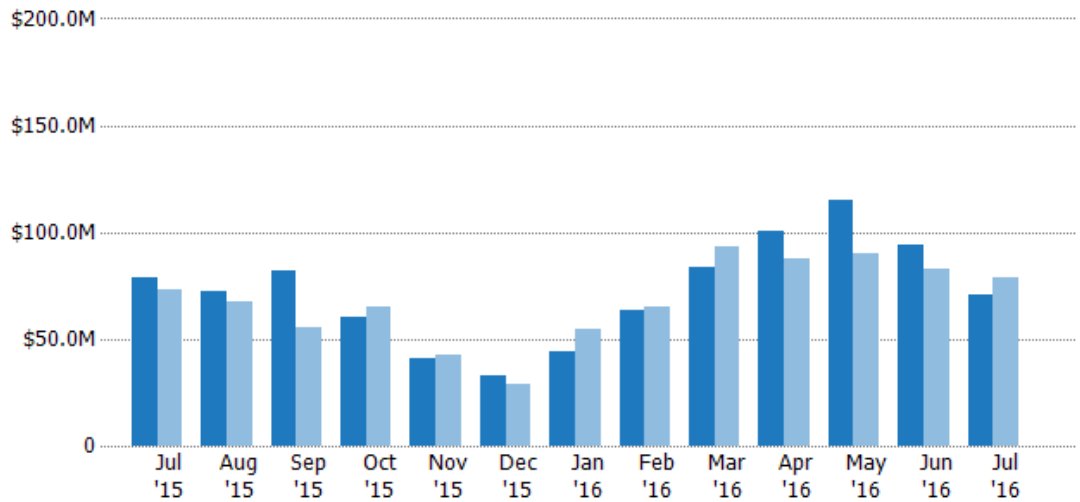
## New Listing Volume

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.
Jul '16	\$71M	-10.2%
Jul '15	\$79.1M	8.5%
Jul '14	\$72.9M	-3.8%



Current Year	\$79.1M	\$72.4M	\$81.8M	\$59.9M	\$41.2M	\$32.6M	\$44.1M	\$63.8M	\$83.3M	\$101M	\$115M	\$94.2M	\$71M
Prior Year	\$72.9M	\$67.6M	\$55.1M	\$65.2M	\$42.9M	\$28.5M	\$54.6M	\$65M	\$93.3M	\$87.6M	\$89.7M	\$82.9M	\$79.1M
Percent Change from Prior Year	9%	7%	48%	-8%	-4%	14%	-19%	-2%	-11%	15%	28%	14%	-10%

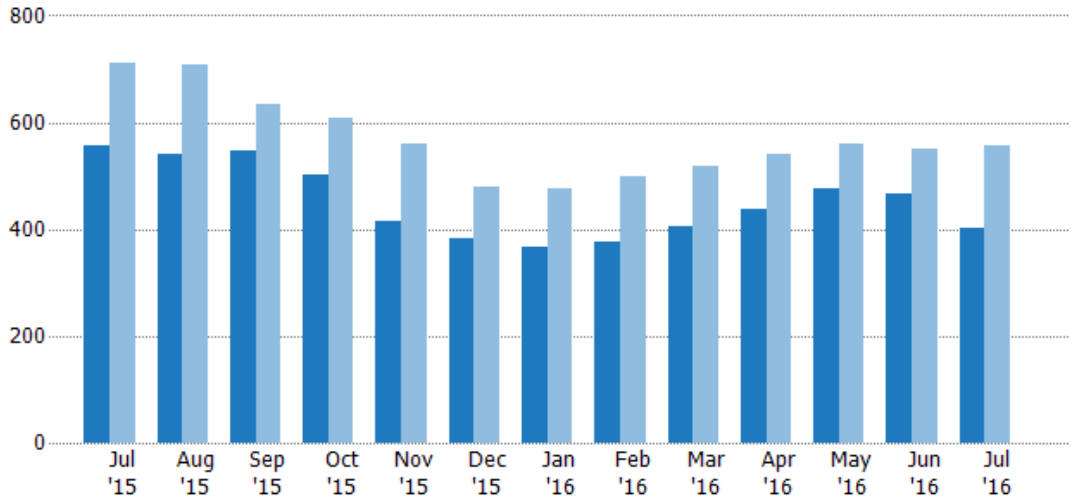
## Active Listings

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.
Jul '16	402	-27.8%
Jul '15	557	-21.5%
Jul '14	710	-27%



Current Year	557	540	547	502	414	382	366	375	406	437	475	468	402
Prior Year	710	707	635	608	560	478	475	499	517	542	559	550	557
Percent Change from Prior Year	-22%	-24%	-14%	-17%	-26%	-20%	-23%	-25%	-21%	-19%	-15%	-15%	-28%

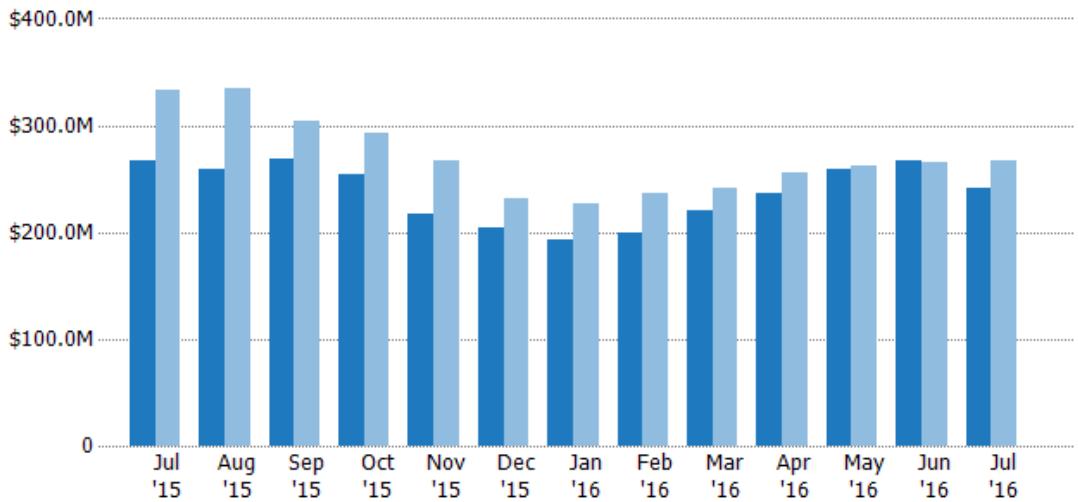
## Active Listing Volume

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.
Jul '16	\$241M	-9.6%
Jul '15	\$267M	-19.7%
Jul '14	\$333M	-28.9%



Current Year	\$267M	\$260M	\$268M	\$255M	\$217M	\$205M	\$192M	\$199M	\$220M	\$237M	\$259M	\$267M	\$241M
Prior Year	\$333M	\$335M	\$304M	\$293M	\$266M	\$232M	\$227M	\$236M	\$241M	\$255M	\$262M	\$266M	\$267M
Percent Change from Prior Year	-20%	-22%	-12%	-13%	-19%	-12%	-15%	-16%	-9%	-7%	-1%	1%	-10%

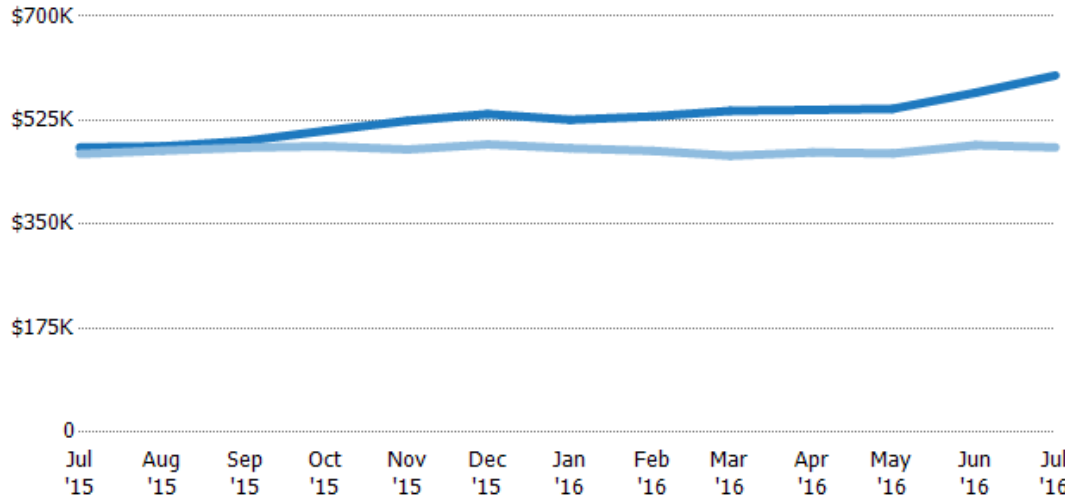
## Average Listing Price

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.
Jul '16	\$600K	25.2%
Jul '15	\$479K	2.4%
Jul '14	\$468K	-2.5%



	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Current Year	\$479K	\$481K	\$490K	\$507K	\$524K	\$535K	\$526K	\$532K	\$541K	\$543K	\$544K	\$571K	\$600K
Prior Year	\$468K	\$474K	\$479K	\$481K	\$476K	\$484K	\$478K	\$474K	\$465K	\$471K	\$469K	\$483K	\$479K
Percent Change from Prior Year	2%	1%	2%	5%	10%	11%	10%	12%	16%	15%	16%	18%	25%

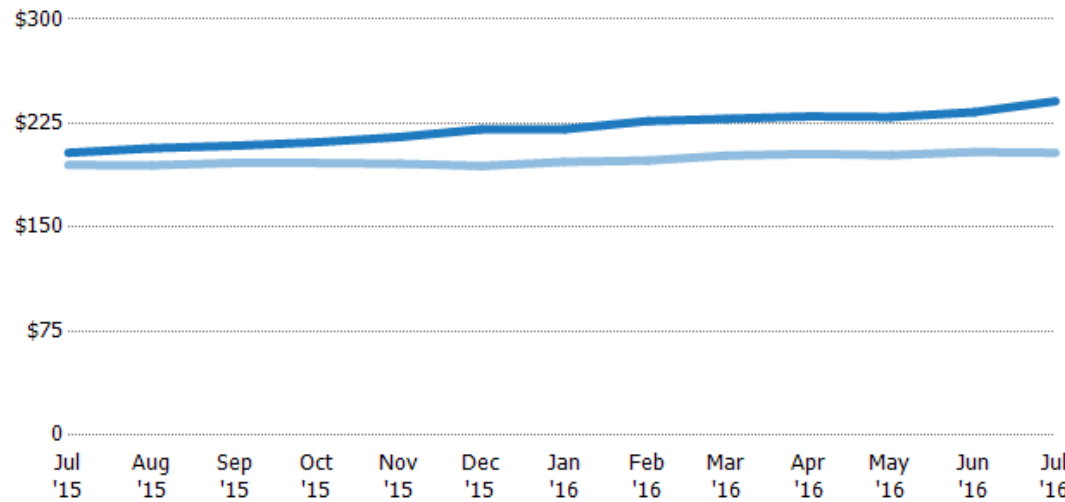
## Average Listing Price per Sq Ft

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.
Jul '16	\$241	18.3%
Jul '15	\$204	4.5%
Jul '14	\$195	1%



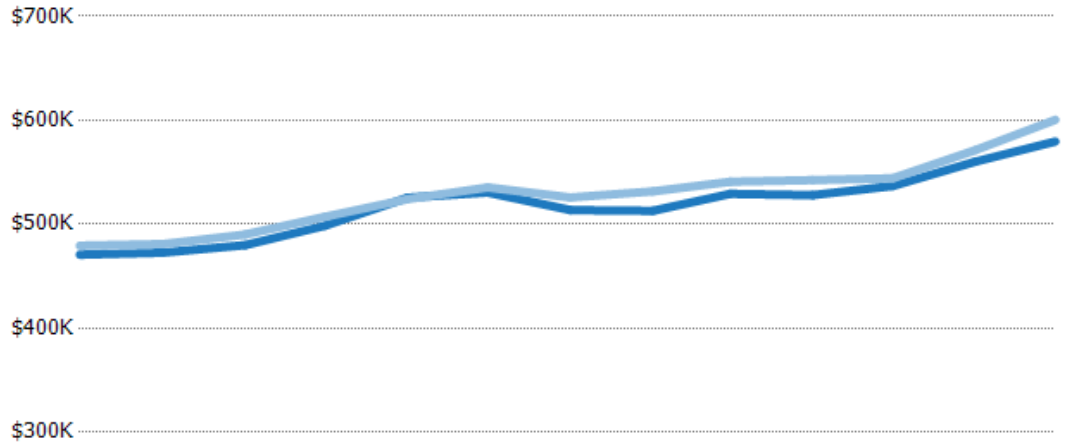
	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Current Year	\$204	\$207	\$209	\$211	\$215	\$221	\$221	\$227	\$228	\$230	\$229	\$233	\$241
Prior Year	\$195	\$195	\$196	\$196	\$196	\$194	\$197	\$198	\$202	\$203	\$202	\$204	\$204
Percent Change from Prior Year	5%	6%	6%	8%	10%	14%	12%	14%	13%	13%	14%	14%	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



	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Avg Est Value	\$471K	\$473K	\$480K	\$499K	\$526K	\$531K	\$514K	\$513K	\$529K	\$528K	\$537K	\$560K	\$580K
Avg Listing Price	\$479K	\$481K	\$490K	\$507K	\$524K	\$535K	\$526K	\$532K	\$541K	\$543K	\$544K	\$571K	\$600K
Avg Listing Price as a % of Avg Est Value	102%	102%	102%	102%	100%	101%	102%	104%	102%	103%	101%	102%	104%

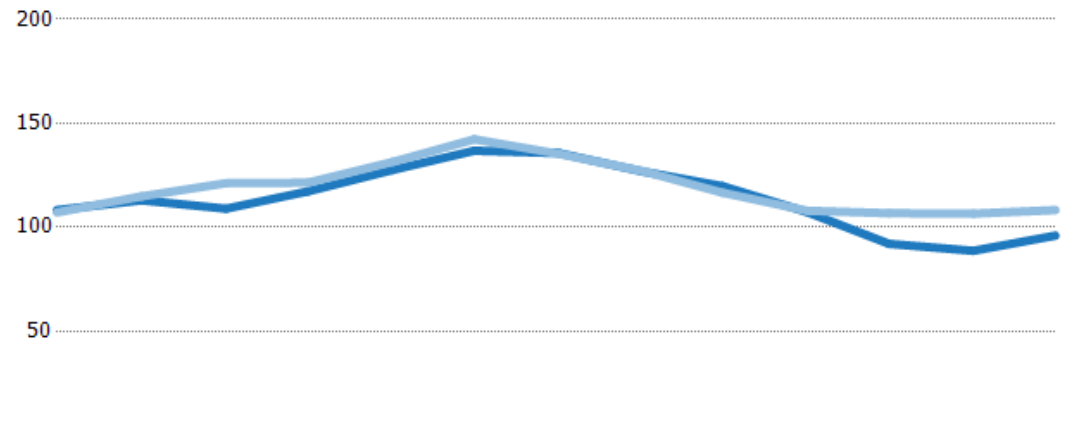
## Average Days in RPR

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.
Jul '16	96	-11.3%
Jul '15	108	1%
Jul '14	107	-8.3%



	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Current Year	108	113	109	117	128	137	136	127	120	107	92.1	88.7	96
Prior Year	107	115	121	121	131	142	135	127	117	108	107	107	108
Percent Change from Prior Year	1%	-2%	-10%	-3%	-3%	-4%	0	0	3%	-1%	-14%	-17%	-11%

## 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



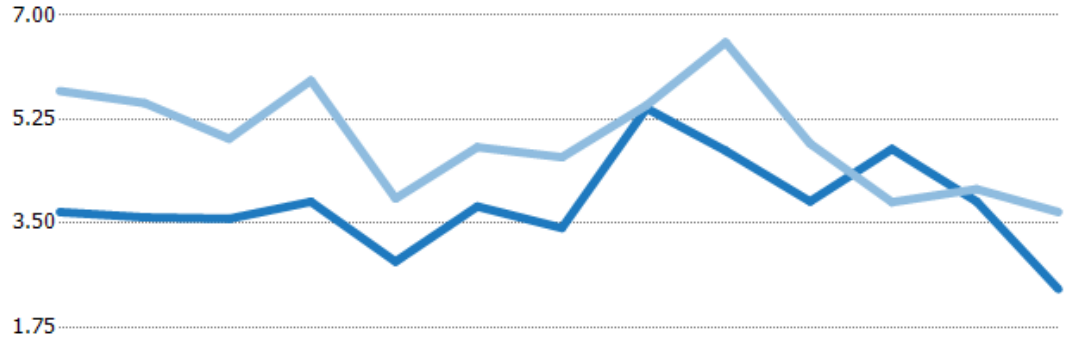
## Months of Inventory

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.
Jul '16	2.39	-35.1%
Jul '15	3.69	-35.6%
Jul '14	5.73	-25.8%



	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Current Year	3.69	3.6	3.58	3.86	2.86	3.78	3.42	5.43	4.72	3.87	4.75	3.87	2.39
Prior Year	5.73	5.52	4.92	5.9	3.92	4.78	4.61	5.48	6.54	4.84	3.86	4.07	3.69
Percent Change from Prior Year	-36%	-35%	-27%	-35%	-27%	-21%	-26%	-1%	-28%	-20%	23%	-5%	-35%

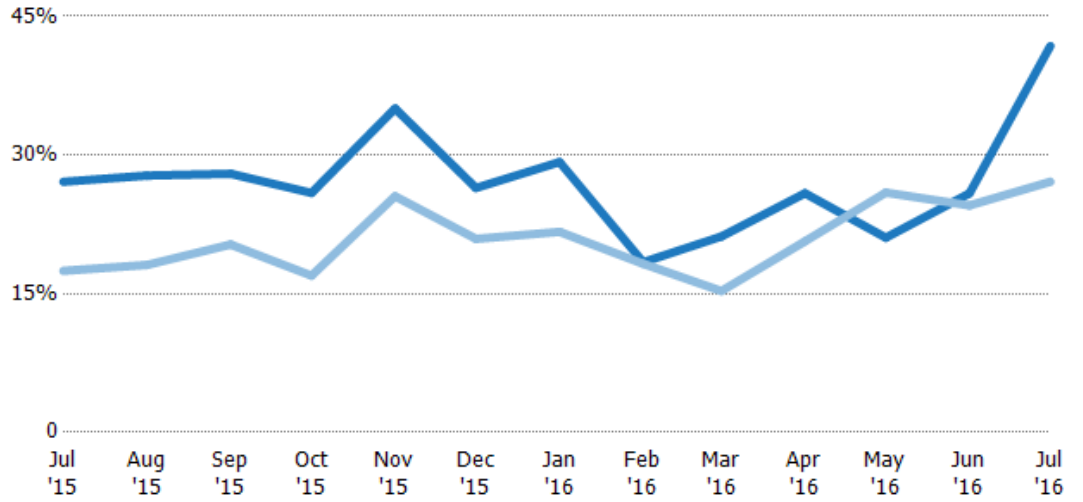
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Nevada County, California

Month/Year	Rate	Chg.
Jul '16	42%	-14.7%
Jul '15	27%	-9.6%
Jul '14	17%	34.9%



Current Year	27%	28%	28%	26%	35%	26%	29%	18%	21%	26%	21%	26%	42%
Prior Year	17%	18%	20%	17%	26%	21%	22%	18%	15%	21%	26%	25%	27%
Change from Prior Year	-10%	-10%	-8%	-9%	-9%	-6%	-8%	0	-6%	-5%	5%	-1%	-15%

## Absorption Rate (By County)

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

Filters Used: County: Nevada County, California



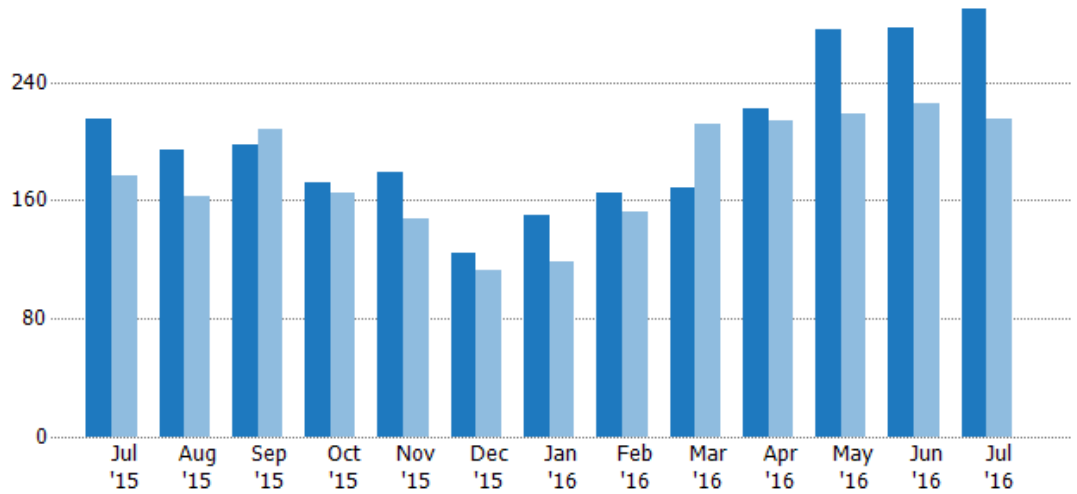
## Pending Sales

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.
Jul '16	290	34.9%
Jul '15	215	21.5%
Jul '14	177	23.7%



	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Current Year	215	194	198	172	179	124	150	165	169	222	276	277	290
Prior Year	177	163	208	165	148	113	118	152	212	214	218	226	215
Percent Change from Prior Year	21%	19%	-5%	4%	21%	10%	27%	9%	-20%	4%	27%	23%	35%

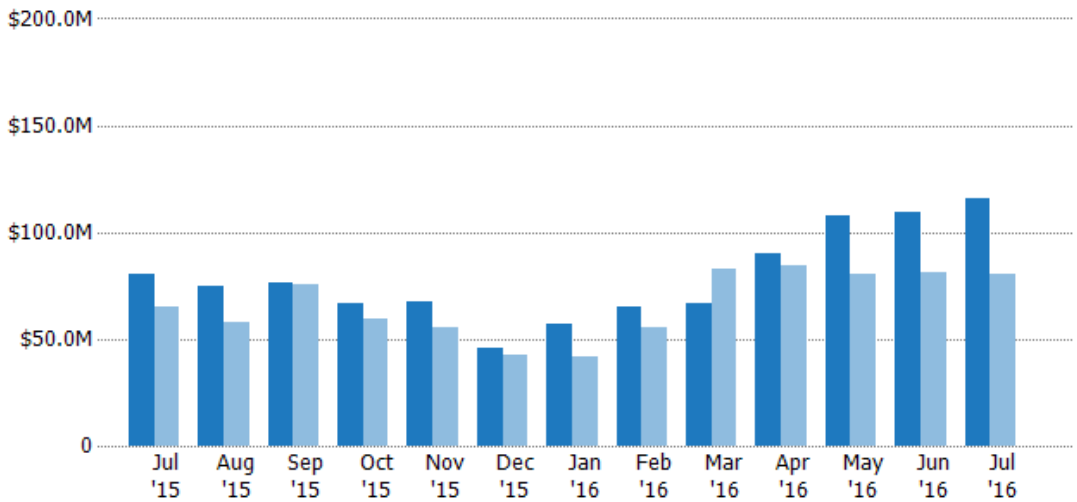
## Pending Sales Volume

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.
Jul '16	\$116M	45%
Jul '15	\$80.1M	23.9%
Jul '14	\$64.7M	11.3%



	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Current Year	\$80.1M	\$75.1M	\$76.2M	\$66.7M	\$67.7M	\$46.1M	\$57M	\$64.9M	\$66.6M	\$90M	\$108M	\$109M	\$116M
Prior Year	\$64.7M	\$58M	\$75.5M	\$59.3M	\$55.1M	\$42.2M	\$41.6M	\$55.5M	\$83M	\$84.2M	\$80.1M	\$80.9M	\$80.1M
Percent Change from Prior Year	24%	29%	1%	12%	23%	9%	37%	17%	-20%	7%	35%	35%	45%



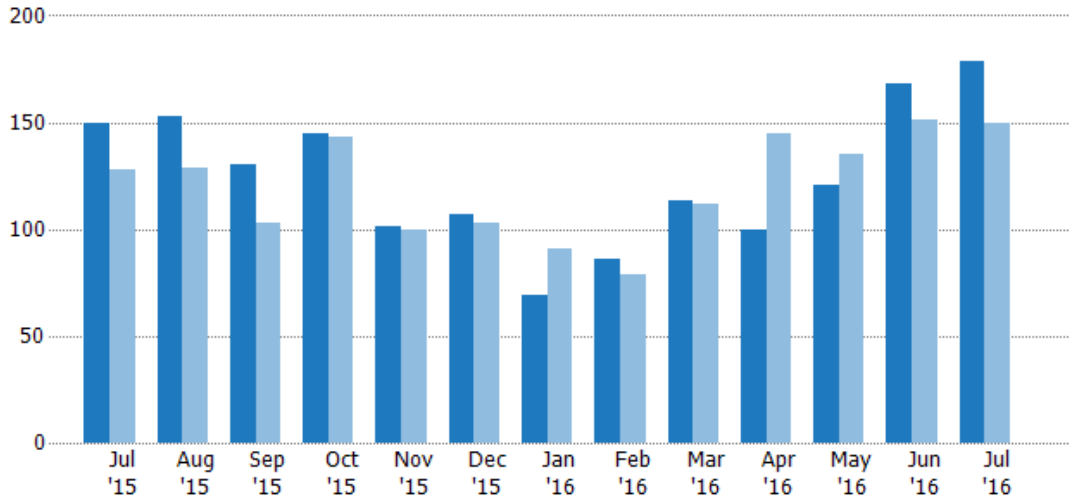
### Closed Sales

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

**Filters Used**

County: Nevada County, California

Month/Year	Count	% Chg.
Jul '16	179	19.3%
Jul '15	150	17.2%
Jul '14	128	15.6%



	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Current Year	150	153	130	145	101	107	69	86	113	100	121	168	179
Prior Year	128	129	103	143	100	103	91	79	112	145	135	151	150
Percent Change from Prior Year	17%	19%	26%	1%	1%	4%	-24%	9%	1%	-31%	-10%	11%	19%

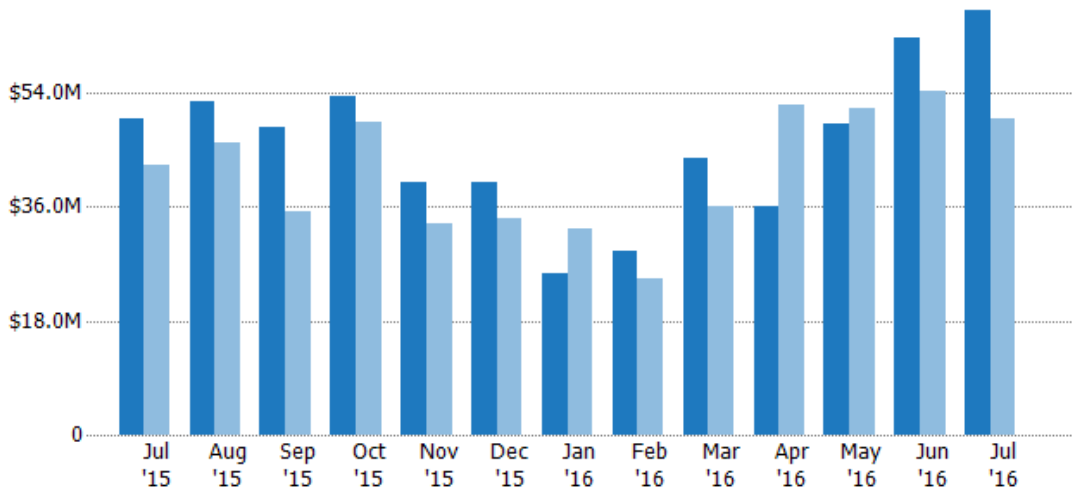
### Closed Sales Volume

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.
Jul '16	\$67.1M	34.3%
Jul '15	\$50M	17.7%
Jul '14	\$42.5M	9.3%



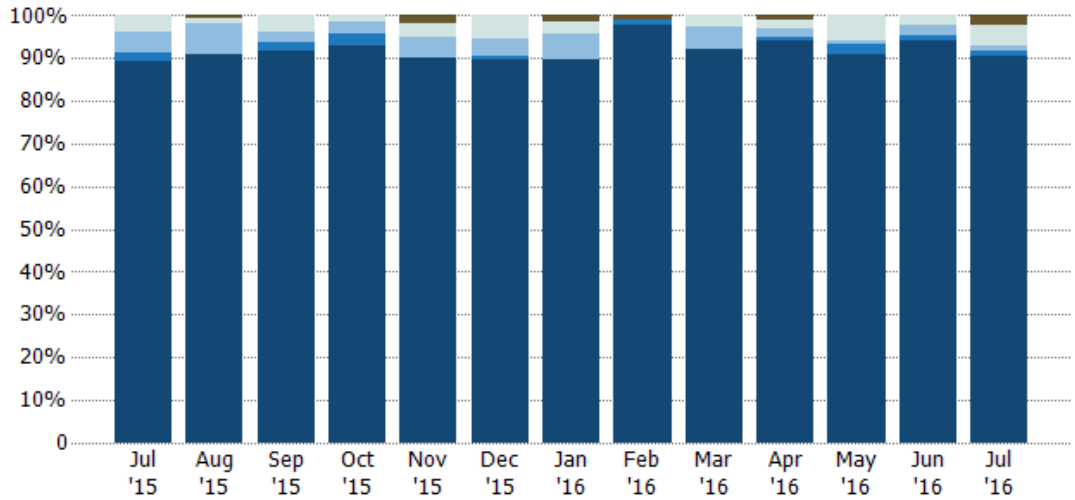
	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Current Year	\$50M	\$52.5M	\$48.6M	\$53.4M	\$39.8M	\$39.7M	\$25.4M	\$28.9M	\$43.8M	\$36.1M	\$49.1M	\$62.7M	\$67.1M
Prior Year	\$42.5M	\$46.2M	\$35.3M	\$49.5M	\$33.4M	\$34.1M	\$32.4M	\$24.5M	\$36.1M	\$52M	\$51.5M	\$54.1M	\$50M
Percent Change from Prior Year	18%	14%	38%	8%	19%	16%	-22%	18%	21%	-31%	-5%	16%	34%

## 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

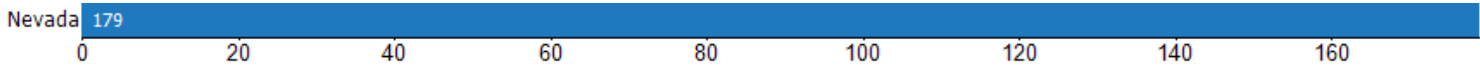


Other	-	1%	-	-	2%	-	1%	1%	-	1%	-	-	2%
Multifamily/Multiplex	4%	1%	4%	1%	3%	6%	3%	-	3%	2%	6%	2%	5%
Mobile/Manufactured	5%	7%	2%	3%	5%	4%	6%	-	5%	2%	1%	2%	1%
Condo/Townhouse	2%	-	2%	3%	-	1%	-	1%	-	1%	2%	1%	1%
Single Family Residence	89%	91%	92%	93%	90%	90%	90%	98%	92%	94%	91%	94%	91%

## 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

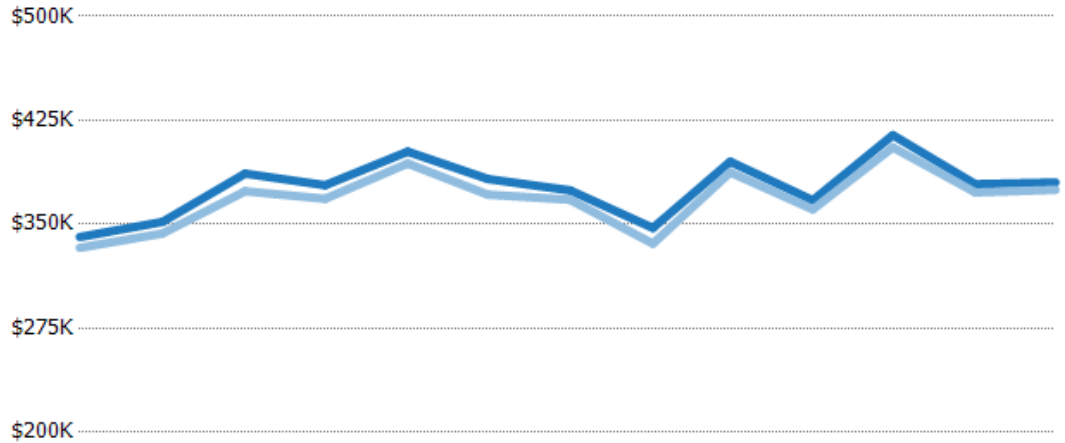


## Average Sales Price vs Average Listing Price

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

Filters Used

County: Nevada County, California



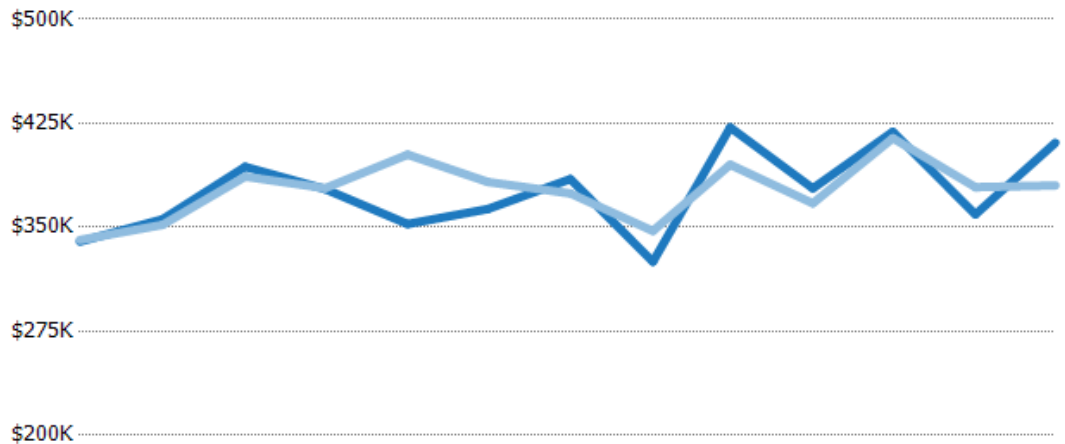
	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Avg List Price	\$341K	\$352K	\$387K	\$378K	\$402K	\$383K	\$374K	\$347K	\$395K	\$367K	\$414K	\$379K	\$380K
Avg Sales Price	\$333K	\$343K	\$374K	\$368K	\$394K	\$371K	\$368K	\$336K	\$387K	\$361K	\$405K	\$373K	\$375K
Avg Sales Price as a % of Avg List Price	98%	98%	97%	97%	98%	97%	98%	97%	98%	98%	98%	98%	99%

## 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



	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Avg Est Value	\$340K	\$356K	\$394K	\$378K	\$352K	\$363K	\$385K	\$325K	\$422K	\$378K	\$419K	\$359K	\$411K
Avg Sales Price	\$341K	\$352K	\$387K	\$378K	\$402K	\$383K	\$374K	\$347K	\$395K	\$367K	\$414K	\$379K	\$380K
Avg Sales Price as a % of Avg Est Value	100%	99%	98%	100%	114%	105%	97%	107%	94%	97%	99%	105%	93%

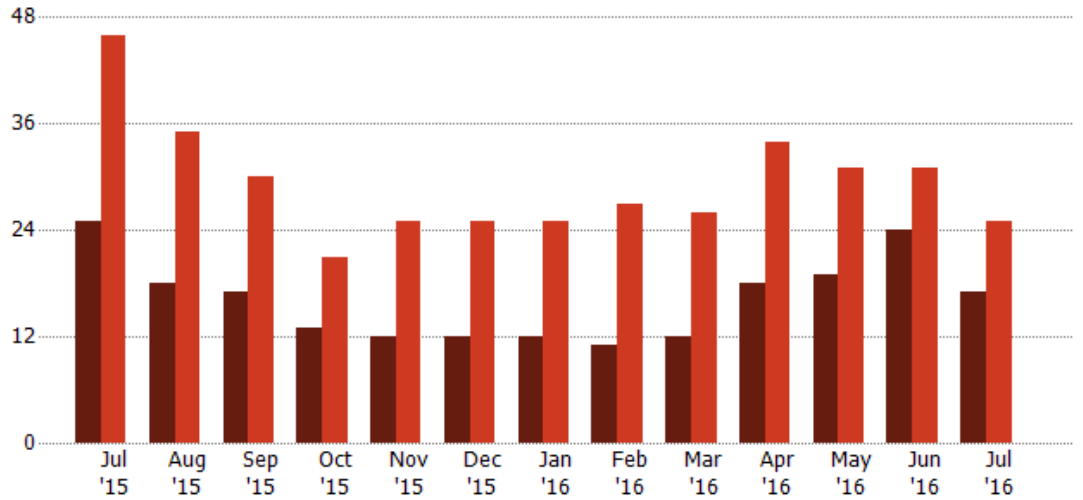
## Distressed Listings

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.
Jul '16	17	-32%
Jul '15	25	-45.7%
Jul '14	46	-28.3%

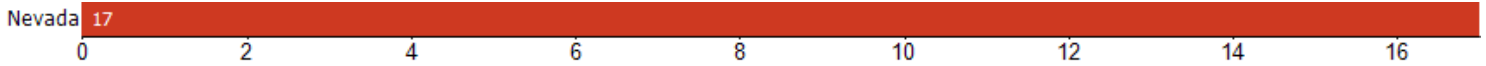


Current Year	25	18	17	13	12	12	12	11	12	18	19	24	17
Prior Year	46	35	30	21	25	25	25	27	26	34	31	31	25
Percent Change from Prior Year	-46%	-49%	-43%	-38%	-52%	-52%	-52%	-59%	-54%	-47%	-39%	-23%	-32%

## 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:** 08/08/2016

**Scheduled:** Yes

**Report Date Range:** From 7/2015 To: 7/2016

### Information Included

- |  |  |  |
|--|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet        | <input checked="" type="checkbox"/> Include Appendix | <input checked="" type="checkbox"/> Averages |
| <input type="checkbox"/> Include Key Metric Summary *          | <input type="checkbox"/> Medians                     |  |
| <input checked="" type="checkbox"/> Include Metrics By: County |  |  |

### 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 7/2016 data

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