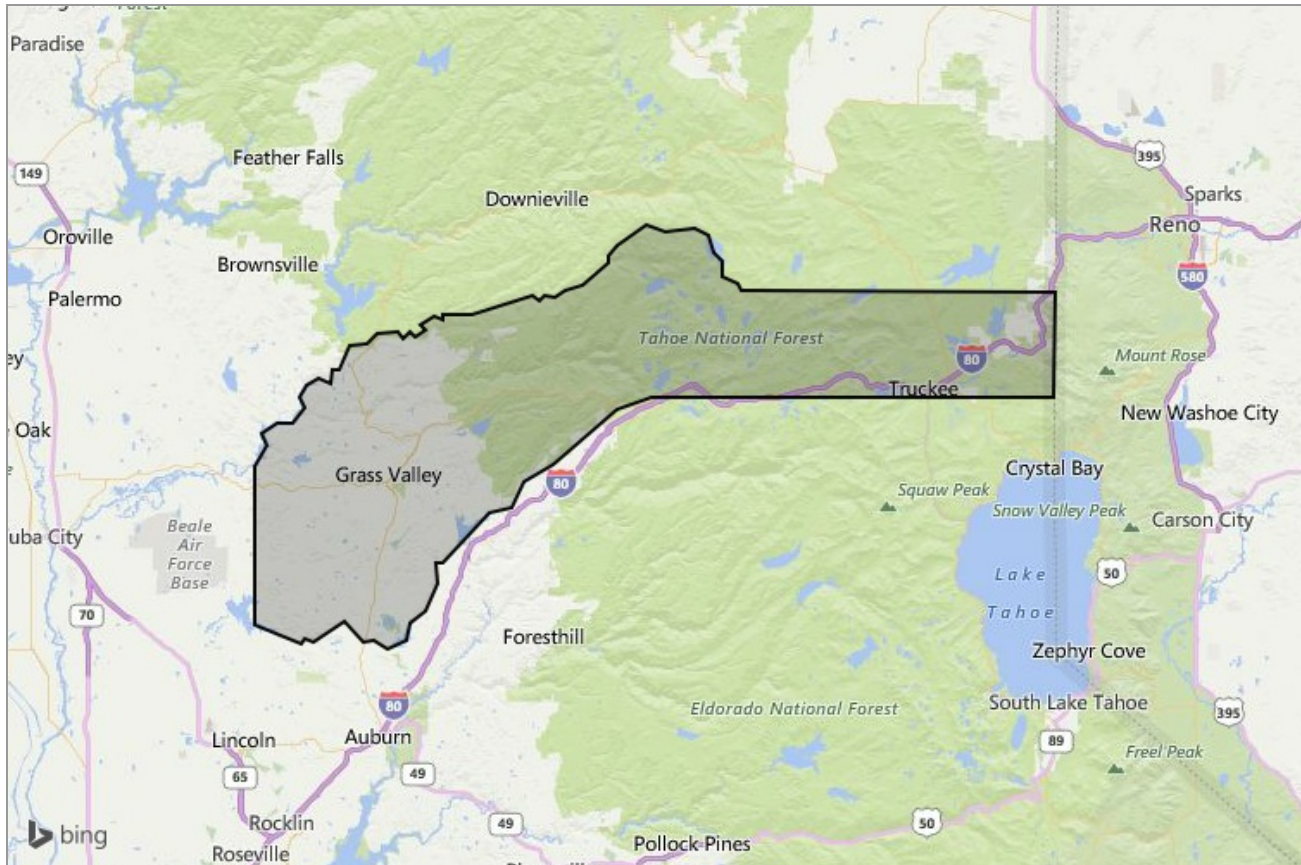


MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
3/2016 – 3/2017

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 04/07/2017

**Scheduled:** Yes

Presented by

**Nevada County Association of  
REALTORS®**

(530) 272-2627

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

336 Crown Point Circle  
Grass Valley, CA 95945

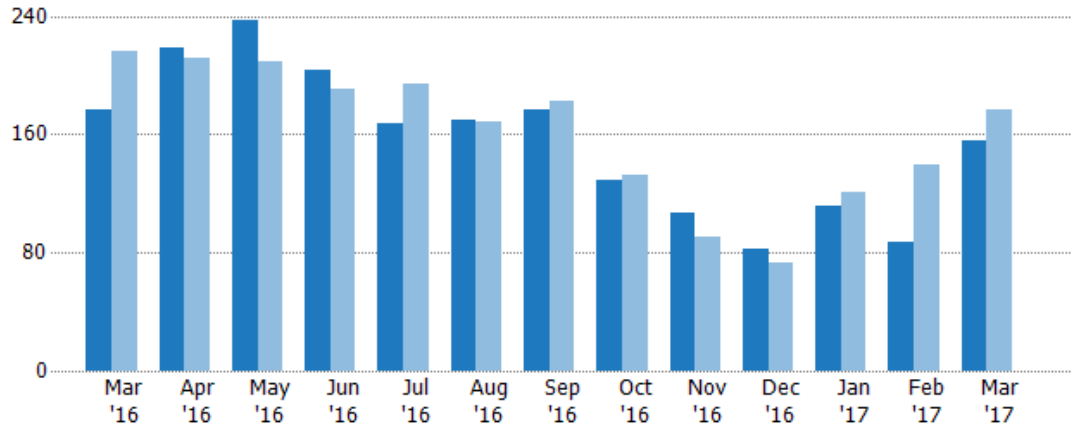
## New Listings

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.
Mar '17	156	-11.9%
Mar '16	177	-18.1%
Mar '15	216	-2.8%



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	177	219	237	203	167	170	177	129	107	82	112	87	156
Prior Year	216	212	209	191	194	169	182	132	91	73	121	140	177
Percent Change from Prior Year	-18%	3%	13%	6%	-14%	1%	-3%	-2%	18%	12%	-7%	-38%	-12%

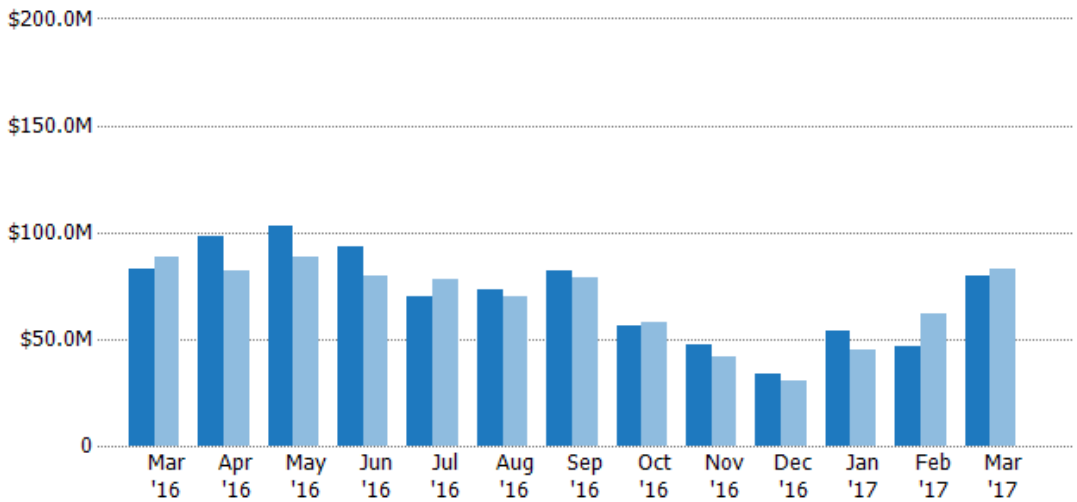
## New Listing Volume

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.
Mar '17	\$79.6M	-3.5%
Mar '16	\$82.5M	-6.5%
Mar '15	\$88.2M	-3.8%



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	\$82.5M	\$97.9M	\$103M	\$93.2M	\$69.6M	\$73.1M	\$82M	\$56.2M	\$47.7M	\$33.7M	\$54M	\$46.4M	\$79.6M
Prior Year	\$88.2M	\$82.4M	\$88.5M	\$79.3M	\$77.7M	\$69.6M	\$78.5M	\$58.1M	\$41.4M	\$30.8M	\$44.6M	\$61.5M	\$82.5M
Percent Change from Prior Year	-6%	19%	16%	18%	-10%	5%	5%	-3%	15%	9%	21%	-25%	-3%

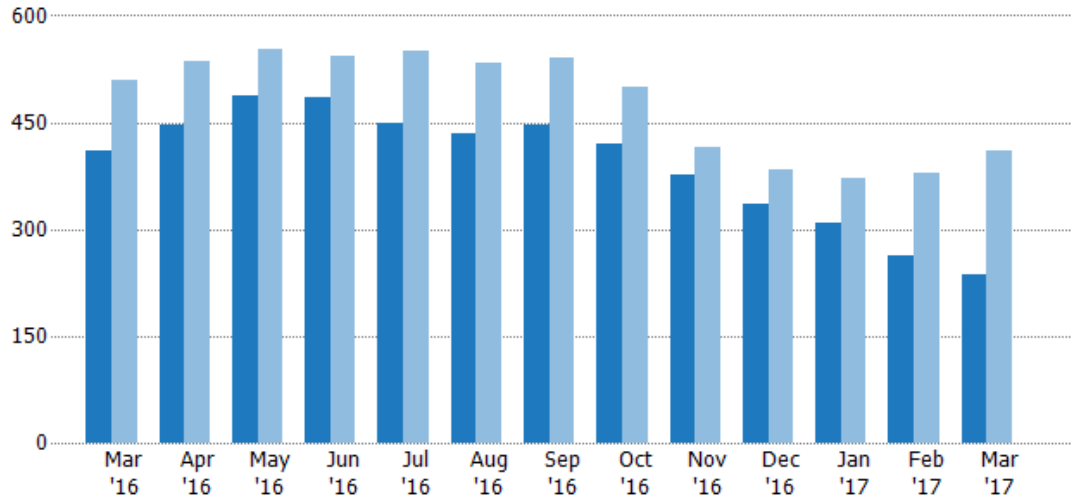
## Active Listings

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.
Mar '17	236	-42.6%
Mar '16	411	-19.4%
Mar '15	510	1%



Current Year	411	447	488	484	448	435	446	420	377	336	309	262	236
Prior Year	510	536	553	542	550	533	541	499	416	384	371	380	411
Percent Change from Prior Year	-19%	-17%	-12%	-11%	-19%	-18%	-18%	-16%	-9%	-13%	-17%	-31%	-43%

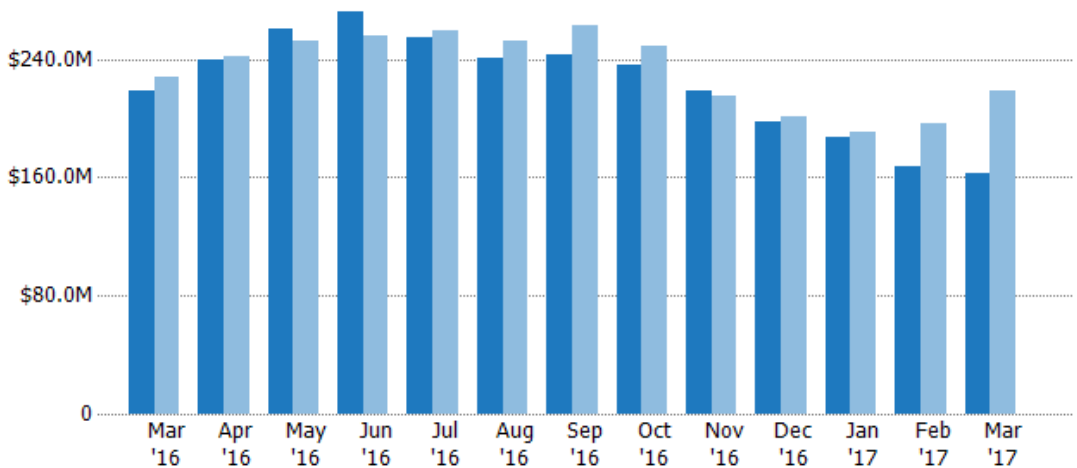
## Active Listing Volume

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.
Mar '17	\$163M	-25.3%
Mar '16	\$219M	-4.2%
Mar '15	\$228M	1.9%



Current Year	\$219M	\$239M	\$261M	\$272M	\$255M	\$241M	\$242M	\$236M	\$218M	\$198M	\$187M	\$168M	\$163M
Prior Year	\$228M	\$242M	\$252M	\$256M	\$259M	\$252M	\$263M	\$249M	\$215M	\$201M	\$191M	\$197M	\$219M
Percent Change from Prior Year	-4%	-1%	3%	6%	-2%	-4%	-8%	-6%	2%	-2%	-2%	-15%	-25%

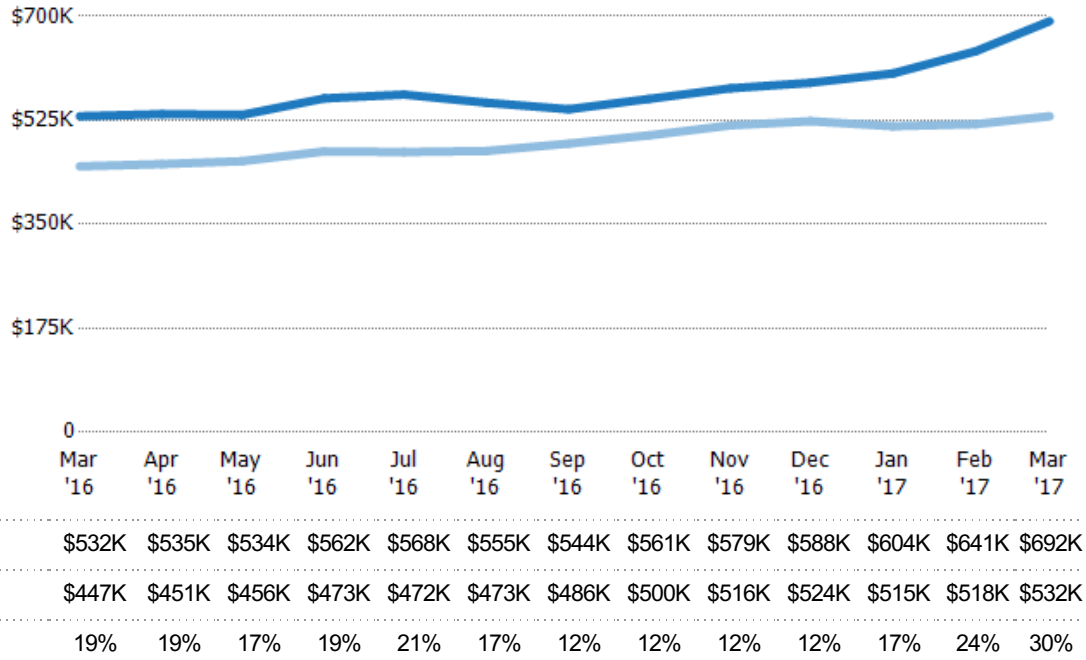
## Average Listing Price

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.
Mar '17	\$692K	30.1%
Mar '16	\$532K	18.8%
Mar '15	\$447K	1.3%



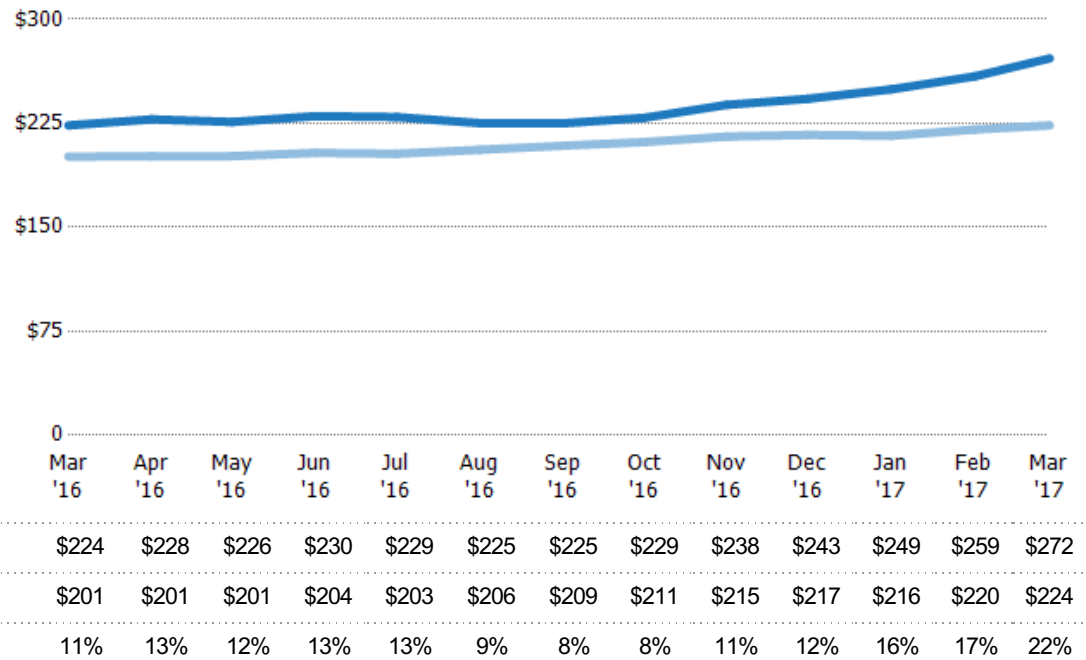
## Average Listing Price per Sq Ft

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.
Mar '17	\$272	21.6%
Mar '16	\$224	11.2%
Mar '15	\$201	-1.7%

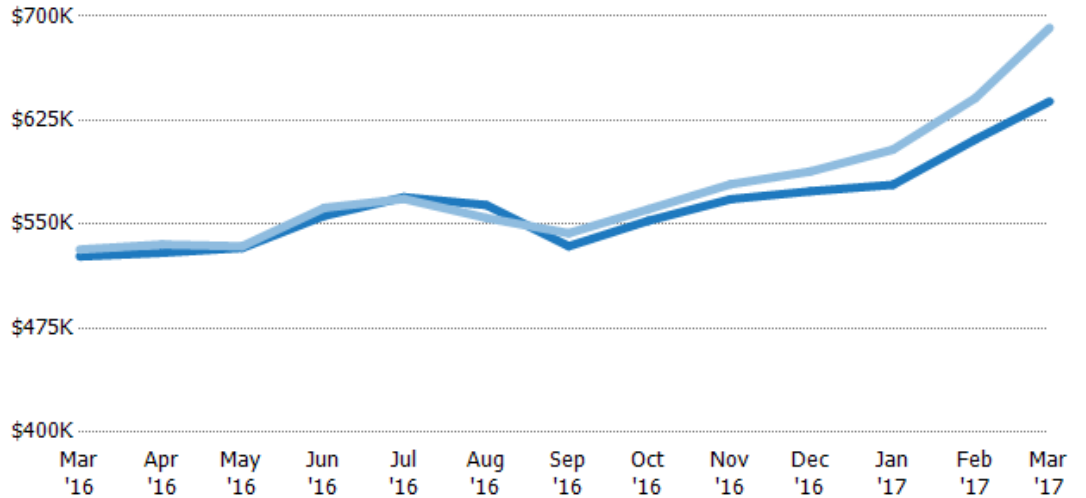


## Average Listing Price vs Average Est Value

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



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Avg Est Value	\$527K	\$529K	\$533K	\$556K	\$570K	\$564K	\$534K	\$553K	\$568K	\$574K	\$578K	\$611K	\$639K
Avg Listing Price	\$532K	\$535K	\$534K	\$562K	\$568K	\$555K	\$544K	\$561K	\$579K	\$588K	\$604K	\$641K	\$692K
Avg Listing Price as a % of Avg Est Value	101%	101%	100%	101%	100%	98%	102%	102%	102%	103%	104%	105%	108%

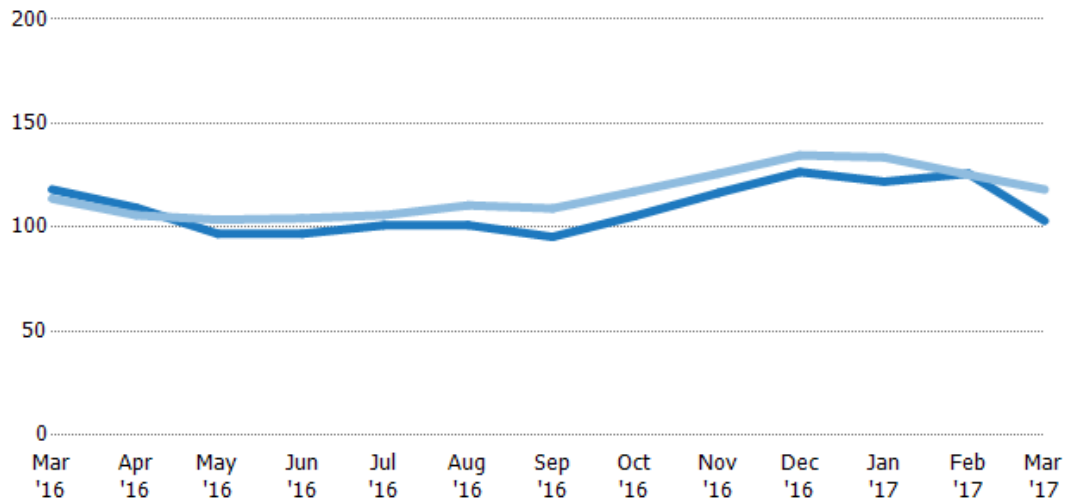
## Average Days in RPR

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.
Mar '17	103	-12.8%
Mar '16	118	3.9%
Mar '15	114	-1.5%

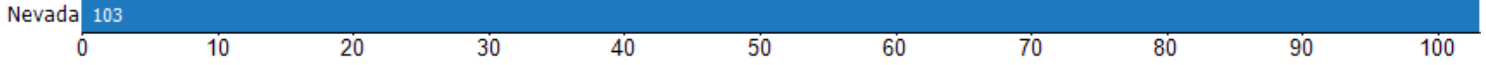


	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	118	109	96.8	96.9	101	101	95.4	105	117	127	122	126	103
Prior Year	114	106	104	104	106	111	109	117	126	135	134	125	118
Percent Change from Prior Year	4%	3%	-7%	-7%	-5%	-9%	-13%	-10%	-7%	-6%	-9%	0%	-13%

## 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



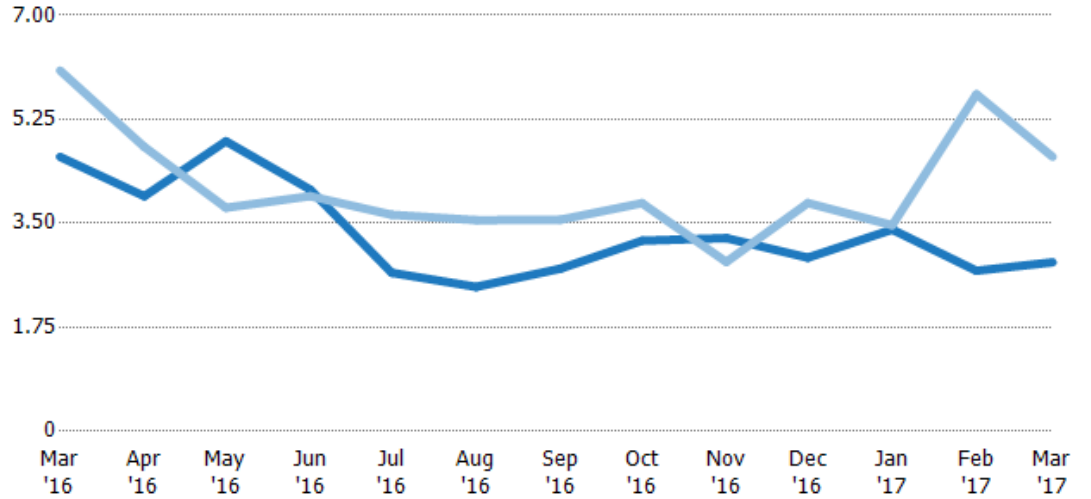
## Months of Inventory

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.
Mar '17	2.84	-38.4%
Mar '16	4.62	-23.9%
Mar '15	6.07	13.1%



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	4.62	3.96	4.88	4.07	2.67	2.43	2.74	3.21	3.25	2.92	3.4	2.7	2.84
Prior Year	6.07	4.79	3.76	3.96	3.64	3.55	3.56	3.84	2.85	3.84	3.47	5.67	4.62
Percent Change from Prior Year	-24%	-17%	30%	3%	-27%	-32%	-23%	-16%	14%	-24%	-2%	-52%	-38%

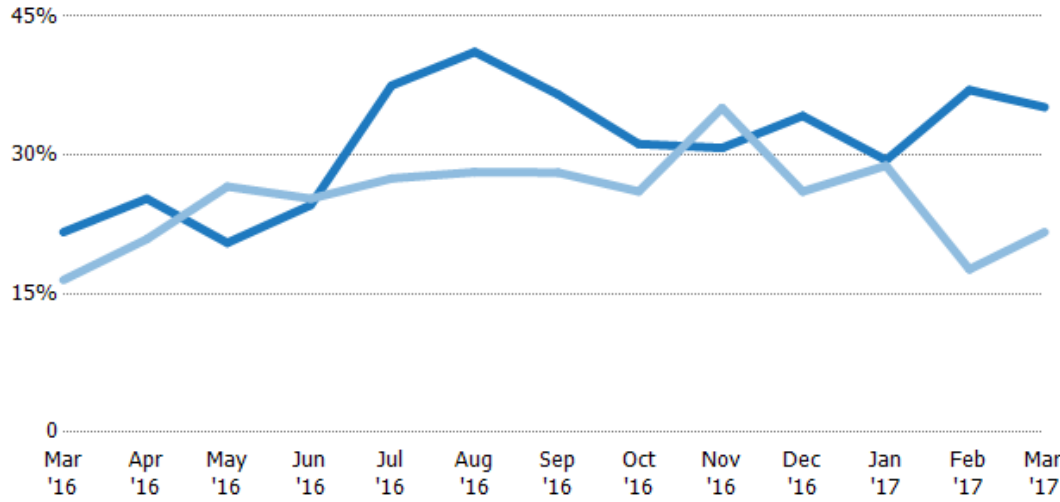
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

County: Nevada County, California

Month/Year	Rate	Chg.
Mar '17	35%	-13.5%
Mar '16	22%	-5.2%
Mar '15	16%	-11.6%

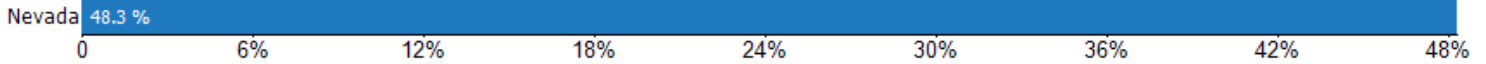


	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	22%	25%	20%	25%	38%	41%	37%	31%	31%	34%	29%	37%	35%
Prior Year	16%	21%	27%	25%	27%	28%	28%	26%	35%	26%	29%	18%	22%
Change from Prior Year	-5%	-4%	6%	1%	-10%	-13%	-8%	-5%	4%	-8%	-1%	-19%	-14%

## Absorption Rate (By County)

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

Filters Used: County: Nevada County, California



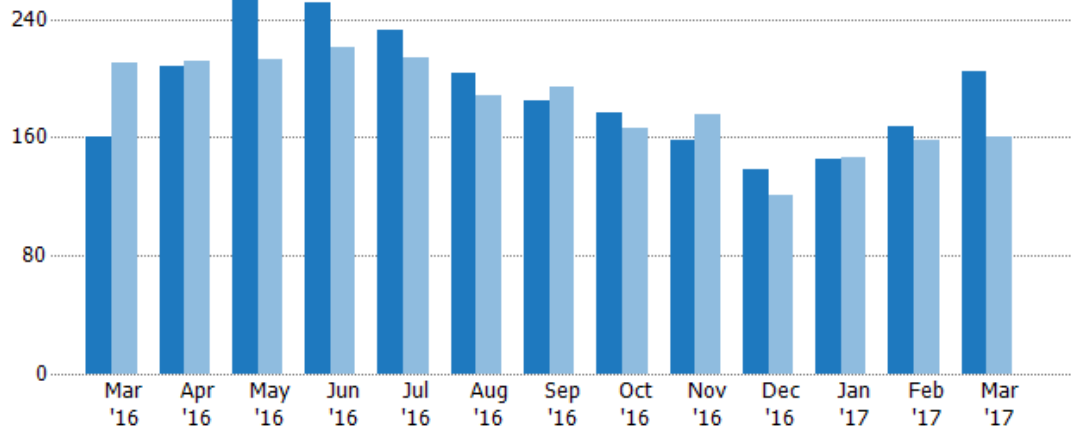
### Pending Sales

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.
Mar '17	205	28.1%
Mar '16	160	-23.8%
Mar '15	210	-31.4%



Current Year	160	208	259	251	233	203	185	177	158	138	145	167	205
Prior Year	210	211	213	221	214	188	194	166	175	121	146	158	160
Percent Change from Prior Year	-24%	-1%	22%	14%	9%	8%	-5%	7%	-10%	14%	-1%	6%	28%

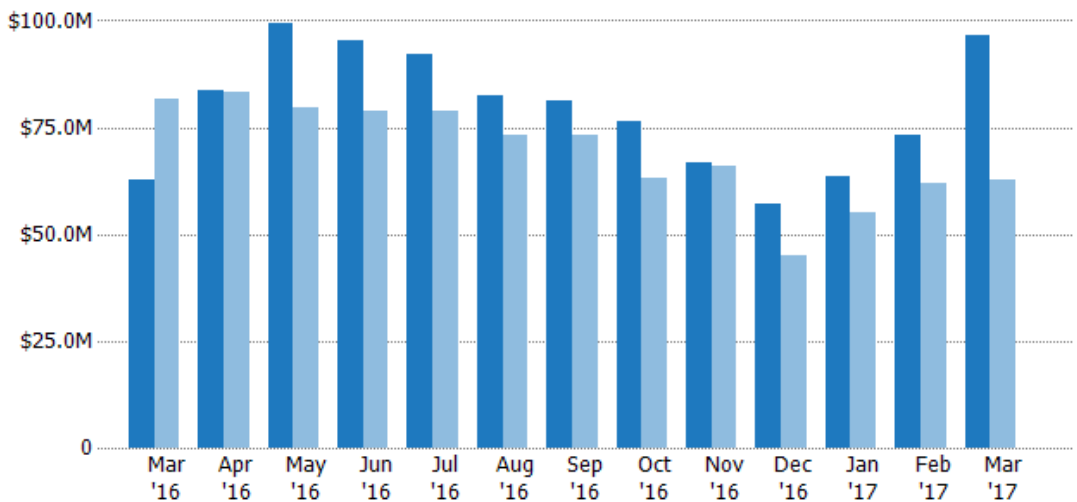
### Pending Sales Volume

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.
Mar '17	\$96.3M	53.6%
Mar '16	\$62.7M	-23.2%
Mar '15	\$81.7M	-42.3%



Current Year	\$62.7M	\$83.8M	\$99.3M	\$95.3M	\$92.3M	\$82.3M	\$81.4M	\$76.2M	\$66.7M	\$57.2M	\$63.5M	\$73.3M	\$96.3M
Prior Year	\$81.7M	\$83.5M	\$79.8M	\$79M	\$79M	\$73.3M	\$73.4M	\$63.1M	\$66.1M	\$45.1M	\$55M	\$61.8M	\$62.7M
Percent Change from Prior Year	-23%	0%	24%	21%	17%	12%	11%	21%	1%	27%	15%	19%	54%



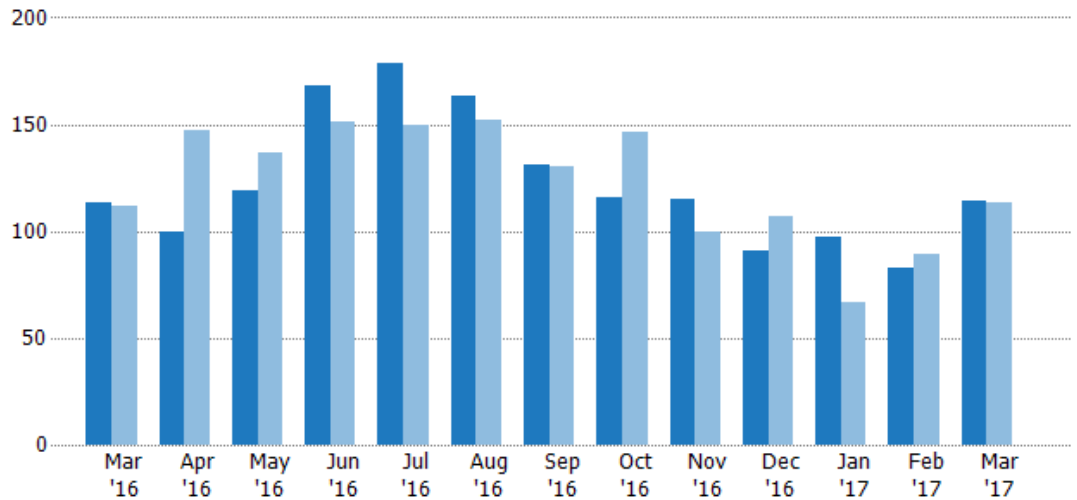
## Closed Sales

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

### Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Mar '17	114	0.9%
Mar '16	113	0.9%
Mar '15	112	-4.5%



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	113	100	119	168	179	163	131	116	115	91	97	83	114
Prior Year	112	147	137	151	150	152	130	146	100	107	67	89	113
Percent Change from Prior Year	1%	-32%	-13%	11%	19%	7%	1%	-21%	15%	-15%	45%	-7%	1%

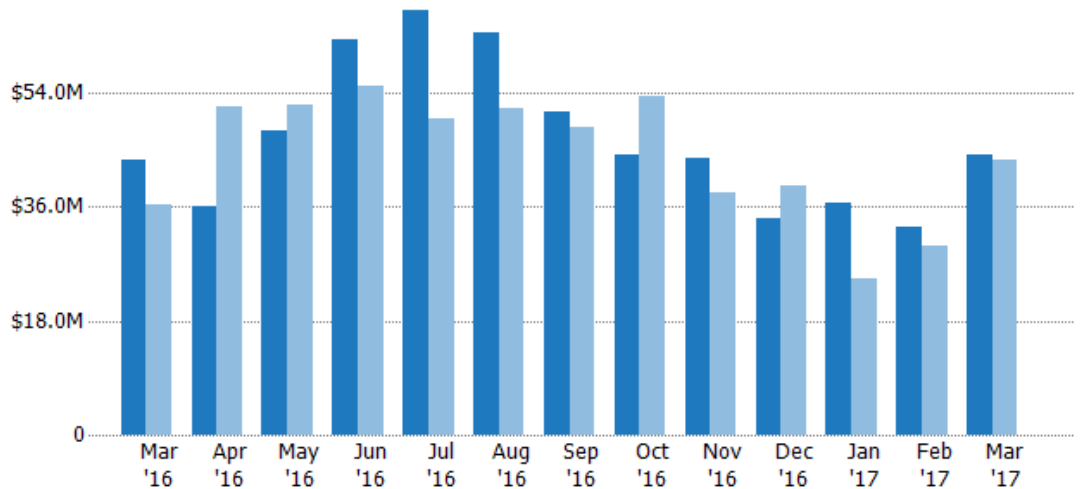
## Closed Sales Volume

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.
Mar '17	\$44.3M	2.1%
Mar '16	\$43.4M	19.7%
Mar '15	\$36.2M	-1.9%



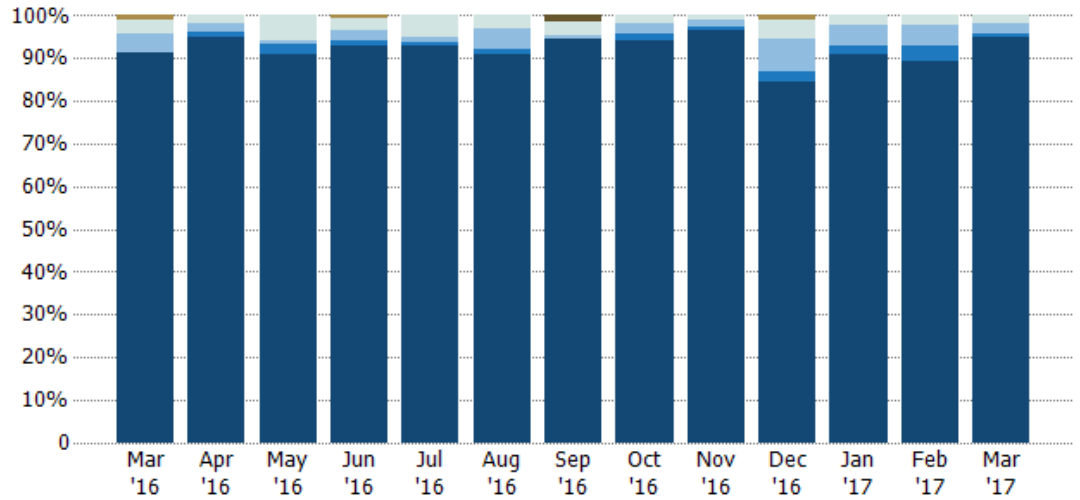
	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	\$43.4M	\$36.1M	\$48.1M	\$62.4M	\$67.1M	\$63.5M	\$51M	\$44.3M	\$43.6M	\$34.3M	\$36.7M	\$32.7M	\$44.3M
Prior Year	\$36.2M	\$51.8M	\$52.1M	\$55.1M	\$50M	\$51.6M	\$48.6M	\$53.5M	\$38.3M	\$39.4M	\$24.7M	\$29.7M	\$43.4M
Percent Change from Prior Year	20%	-30%	-8%	13%	34%	23%	5%	-17%	14%	-13%	49%	10%	2%

## 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	-	-	-	-	-	-	2%	-	-	-	-	-	-	-
Multifamily/Multiplex	4%	2%	6%	3%	5%	3%	3%	2%	1%	4%	2%	2%	2%	2%
Mobile/Manufactured	4%	2%	1%	2%	1%	5%	1%	3%	2%	8%	5%	5%	3%	3%
Condo/Townhouse	-	1%	3%	1%	1%	1%	-	2%	1%	2%	2%	4%	1%	1%
Single Family Residence	91%	95%	91%	93%	93%	91%	95%	94%	97%	85%	91%	89%	95%	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

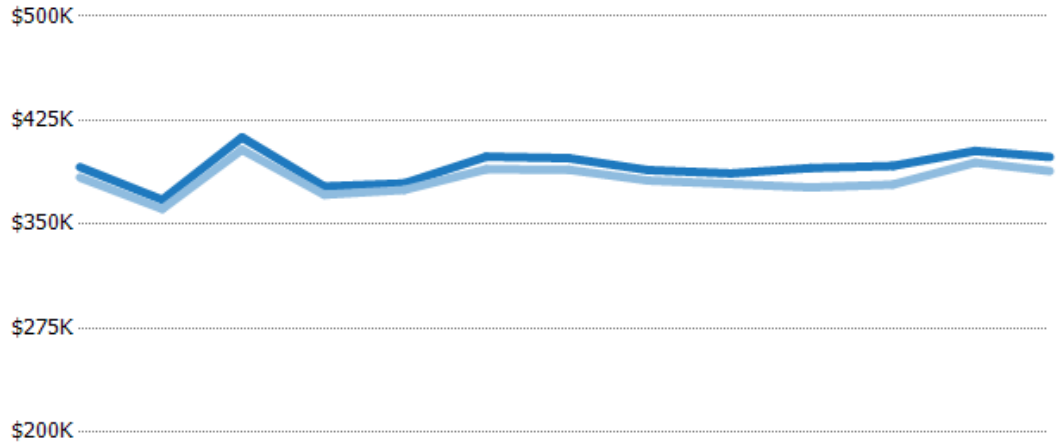


## Average Sales Price vs Average Listing Price

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

Filters Used

County: Nevada County, California



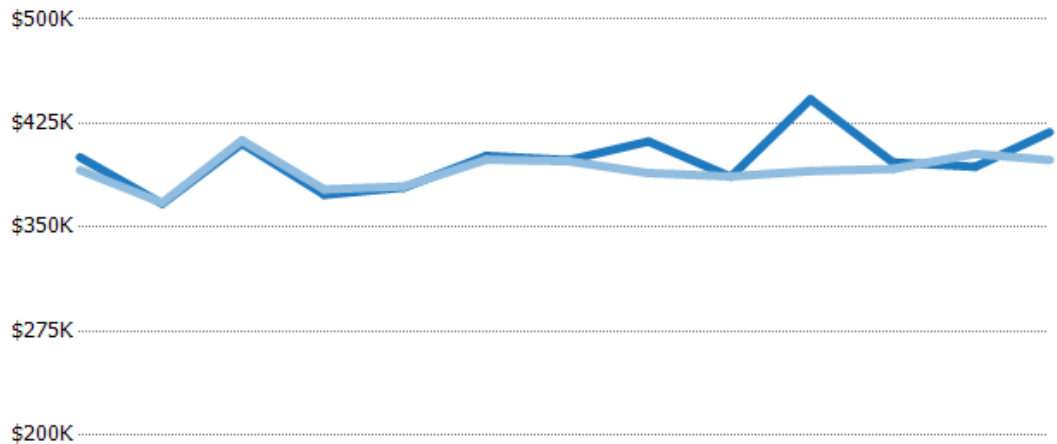
	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Avg List Price	\$391K	\$368K	\$413K	\$377K	\$379K	\$399K	\$398K	\$389K	\$387K	\$391K	\$392K	\$403K	\$398K
Avg Sales Price	\$384K	\$361K	\$404K	\$371K	\$375K	\$390K	\$389K	\$382K	\$379K	\$377K	\$379K	\$394K	\$388K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	98%	99%	98%	98%	98%	98%	96%	97%	98%	97%

## 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



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Avg Est Value	\$401K	\$367K	\$410K	\$373K	\$379K	\$402K	\$398K	\$412K	\$386K	\$442K	\$397K	\$394K	\$419K
Avg Sales Price	\$391K	\$368K	\$413K	\$377K	\$379K	\$399K	\$398K	\$389K	\$387K	\$391K	\$392K	\$403K	\$398K
Avg Sales Price as a % of Avg Est Value	98%	100%	101%	101%	100%	99%	100%	94%	100%	88%	99%	102%	95%

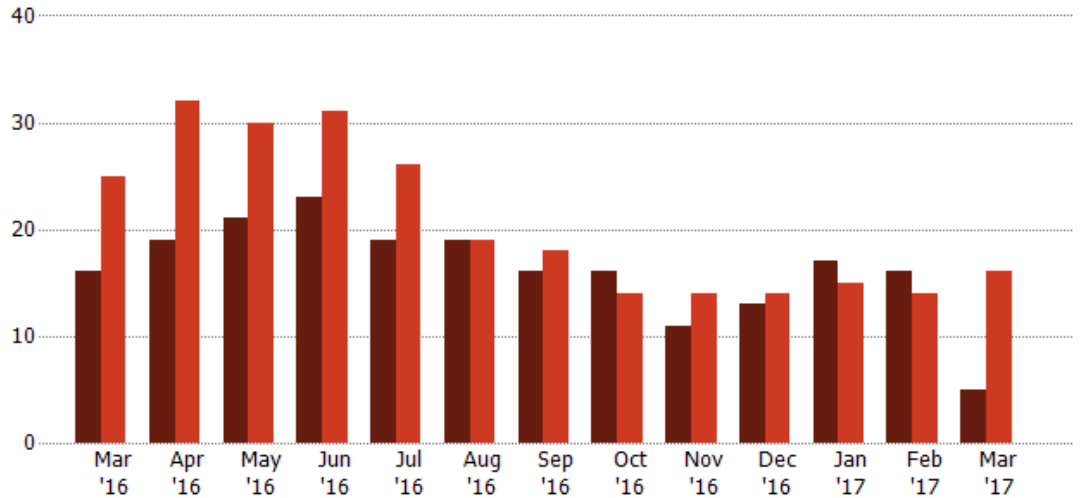
## Distressed Listings

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.
Mar '17	5	-68.8%
Mar '16	16	-36%
Mar '15	25	0%

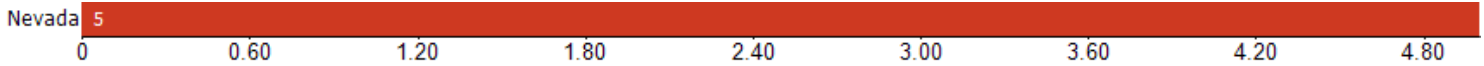


Current Year	16	19	21	23	19	19	16	16	11	13	17	16	5
Prior Year	25	32	30	31	26	19	18	14	14	14	15	14	16
Percent Change from Prior Year	-36%	-41%	-30%	-26%	-27%	0%	-11%	14%	-21%	-7%	13%	14%	-69%

## 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:** 04/07/2017

**Scheduled:** Yes

**Report Date Range:** From 3/2016 To: 3/2017

### 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 3/2017 data

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