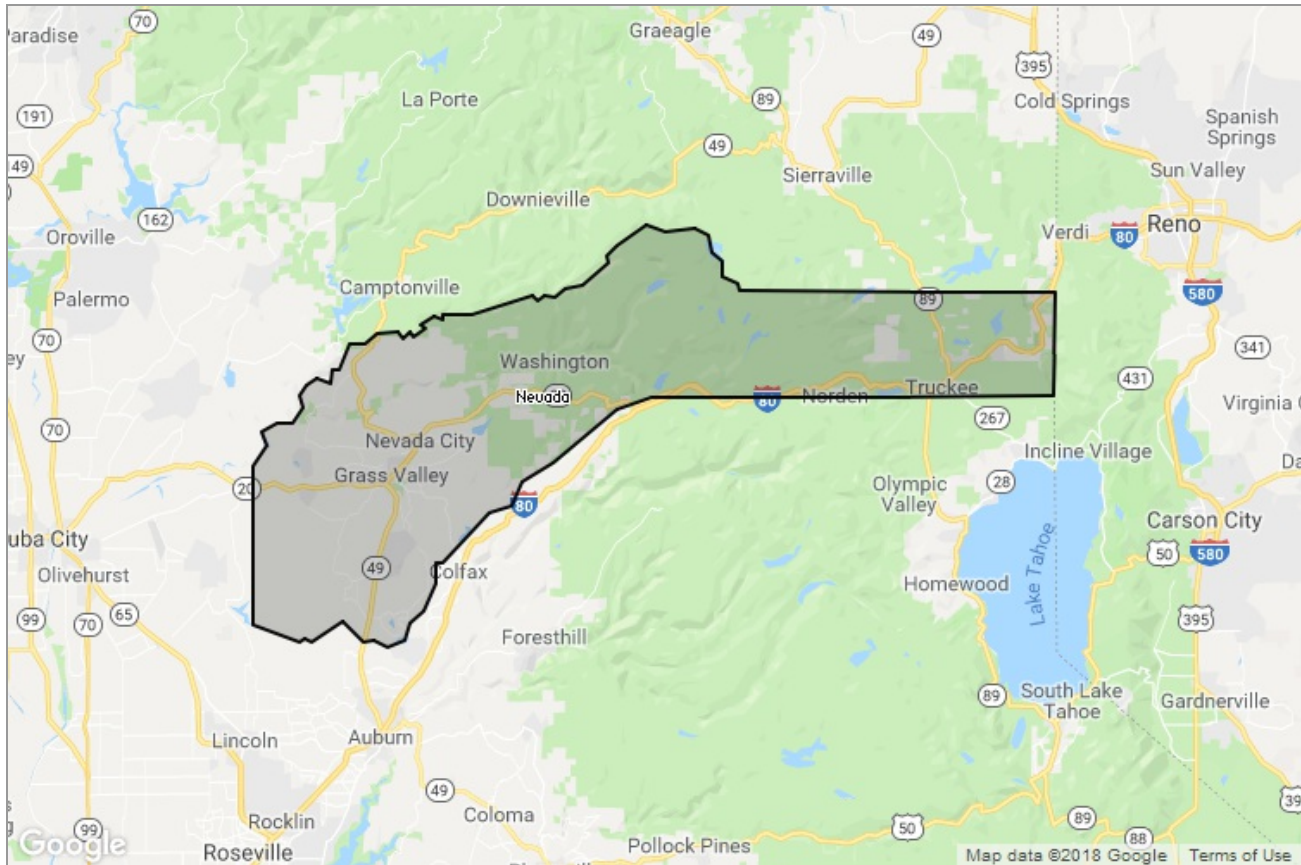


MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
11/2017 – 11/2018

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 12/05/2018

**Scheduled:** Yes

Presented by

**Nevada County Association of  
REALTORS®**

(530) 272-2627

Other: <http://www.nevadacountyraor.com/>

336 Crown Point Circle  
Grass Valley, CA 95945

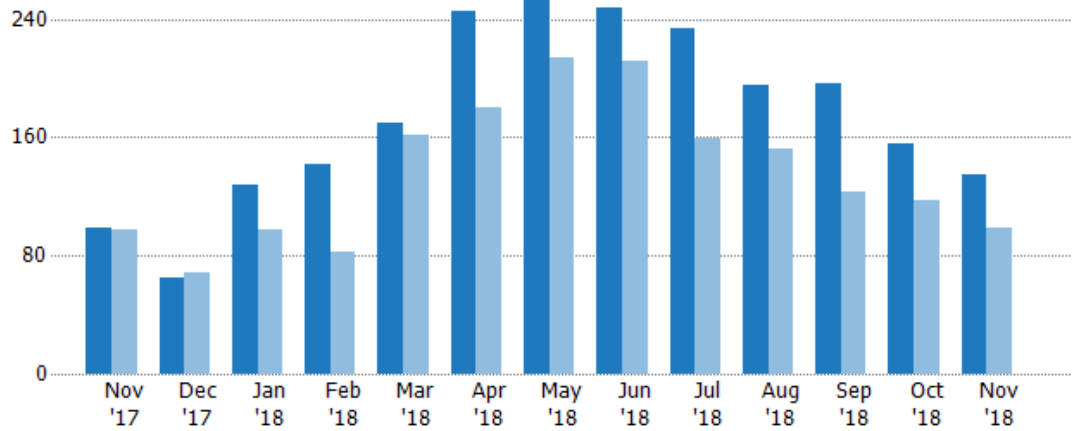
## New Listings

The number of new residential listings that were added each month.

### Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Nov '18	135	36.4%
Nov '17	99	2.1%
Nov '16	97	-22.7%



Current Year	99	65	128	142	170	245	259	248	234	195	196	156	135
Prior Year	97	69	97	82	161	180	214	211	159	152	123	117	99
Percent Change from Prior Year	2%	-6%	32%	73%	6%	36%	21%	18%	47%	28%	59%	33%	36%

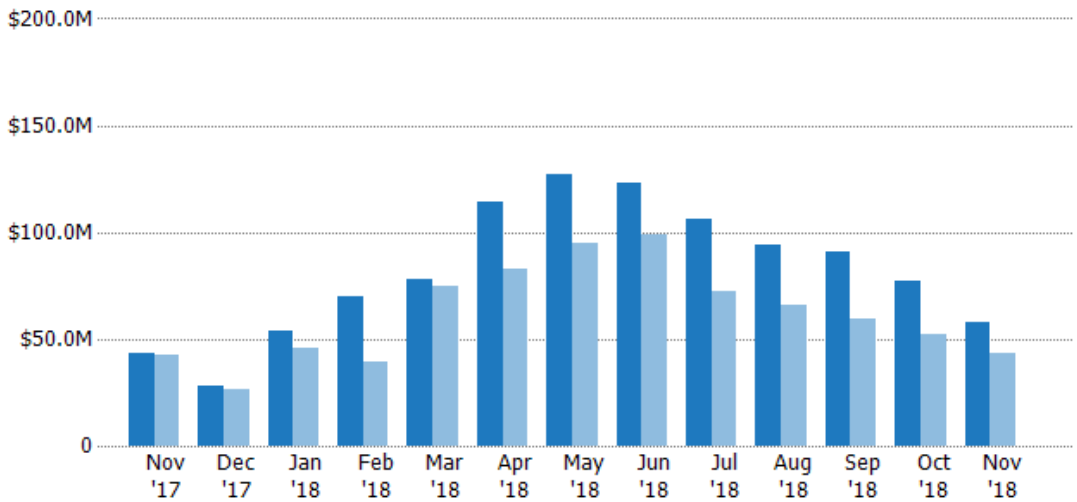
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

County: Nevada County, California

Month/Year	Volume	% Chg.
Nov '18	\$57.7M	33.6%
Nov '17	\$43.2M	1.2%
Nov '16	\$42.7M	-21.2%



Current Year	\$43.2M	\$28.1M	\$53.6M	\$69.8M	\$78M	\$114M	\$127M	\$123M	\$106M	\$93.9M	\$91.2M	\$77.1M	\$57.7M
Prior Year	\$42.7M	\$26.4M	\$46.1M	\$39M	\$74.9M	\$83.1M	\$94.5M	\$98.8M	\$72.1M	\$65.6M	\$59.1M	\$52.5M	\$43.2M
Percent Change from Prior Year	1%	6%	16%	79%	4%	37%	34%	25%	47%	43%	54%	47%	34%

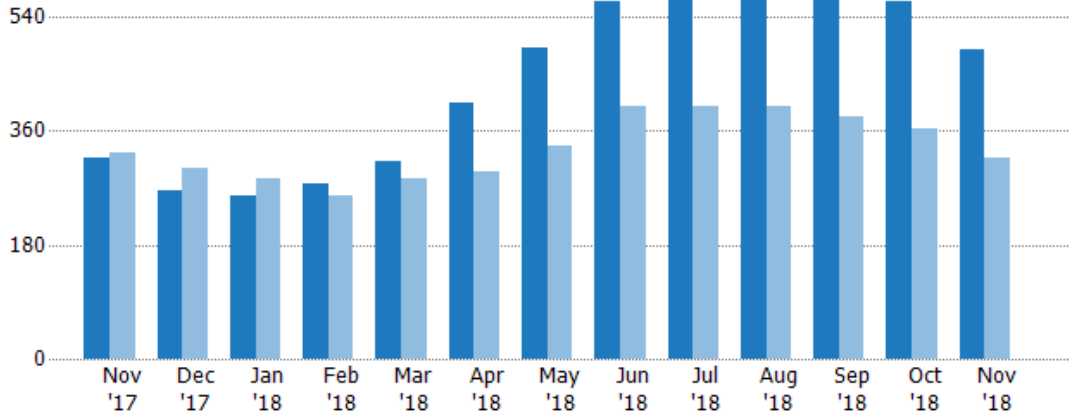
### Active Listings

The number of active residential listings at the end of each month.

**Filters Used**

County: Nevada County, California

Month/Year	Count	% Chg.
Nov '18	489	53.8%
Nov '17	318	-1.9%
Nov '16	324	5.2%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	318	266	258	276	313	405	491	563	597	608	593	564	489
Prior Year	324	300	285	257	285	296	335	399	399	398	381	362	318
Percent Change from Prior Year	-2%	-11%	-9%	7%	10%	37%	47%	41%	50%	53%	56%	56%	54%

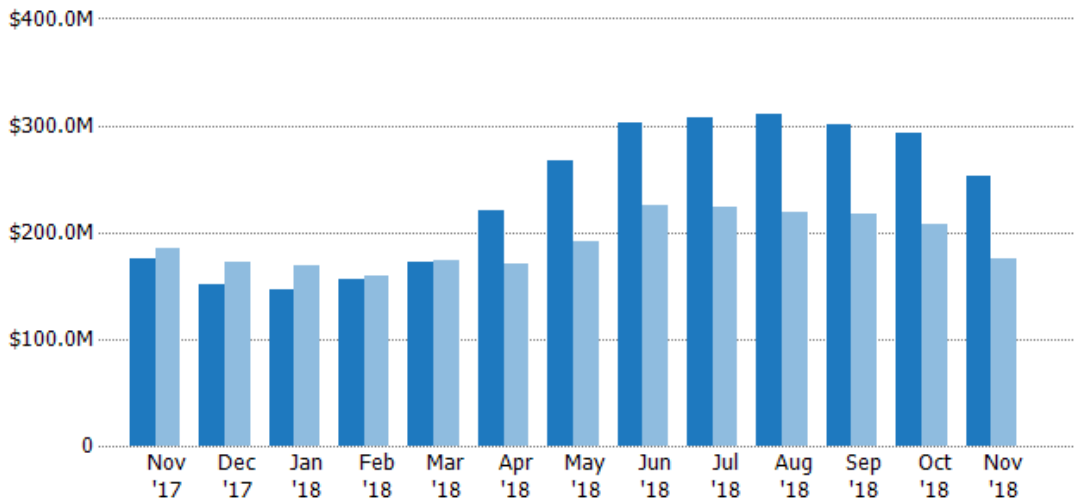
### Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

**Filters Used**

County: Nevada County, California

Month/Year	Volume	% Chg.
Nov '18	\$252M	44.4%
Nov '17	\$175M	-5.5%
Nov '16	\$185M	-9.3%



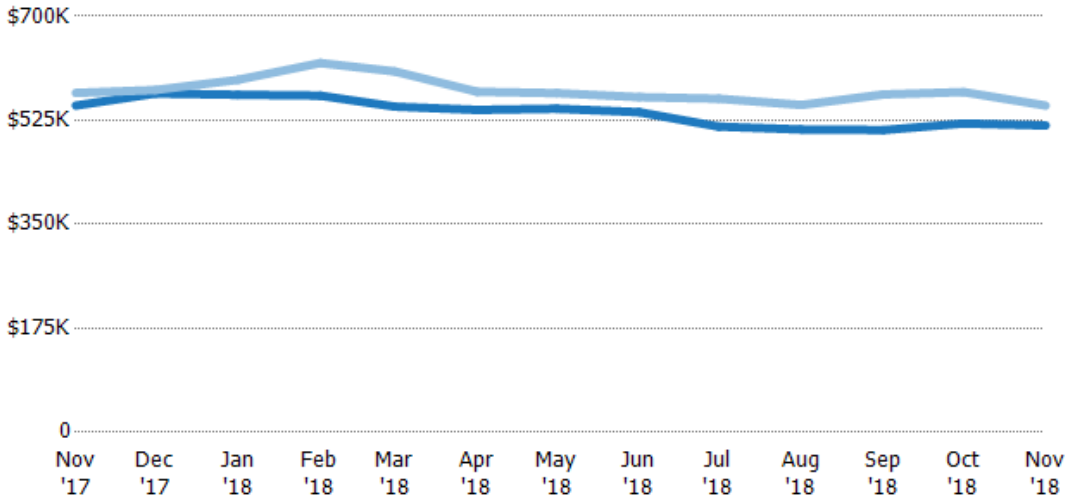
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$175M	\$152M	\$147M	\$156M	\$172M	\$220M	\$267M	\$303M	\$307M	\$310M	\$302M	\$293M	\$252M
Prior Year	\$185M	\$173M	\$169M	\$160M	\$173M	\$170M	\$191M	\$225M	\$224M	\$219M	\$217M	\$207M	\$175M
Percent Change from Prior Year	-6%	-12%	-13%	-2%	-1%	30%	40%	35%	37%	41%	39%	41%	44%

## Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

County: Nevada County, California



Month/Year	Price	% Chg.
Nov '18	\$516K	-6.1%
Nov '17	\$550K	-3.7%
Nov '16	\$571K	-13.9%

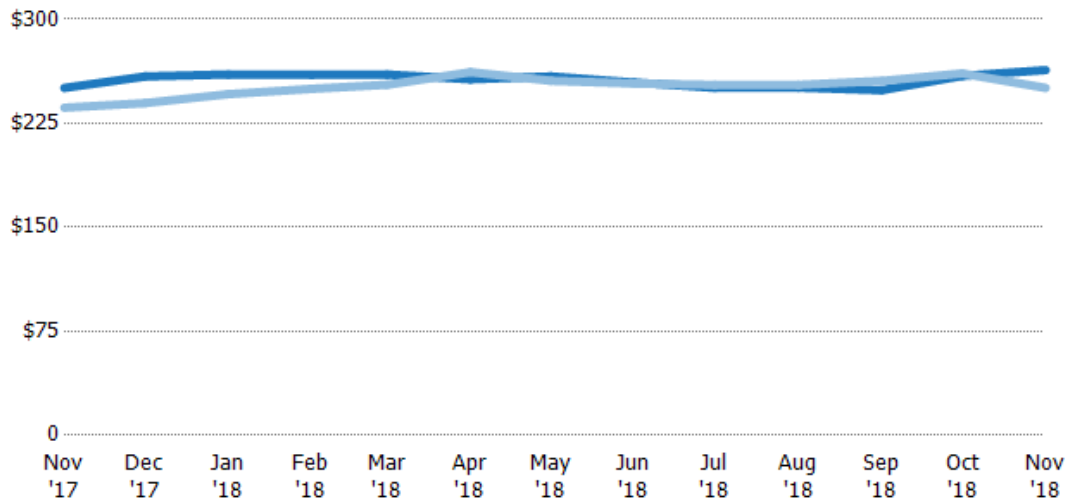
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$550K	\$570K	\$568K	\$566K	\$548K	\$542K	\$544K	\$539K	\$514K	\$510K	\$509K	\$520K	\$516K
Prior Year	\$571K	\$576K	\$593K	\$621K	\$607K	\$573K	\$571K	\$564K	\$561K	\$551K	\$569K	\$573K	\$550K
Percent Change from Prior Year	-4%	-1%	-4%	-9%	-10%	-5%	-5%	-5%	-8%	-7%	-11%	-9%	-6%

## 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.
Nov '18	\$263	5.1%
Nov '17	\$251	6%
Nov '16	\$236	-11.5%

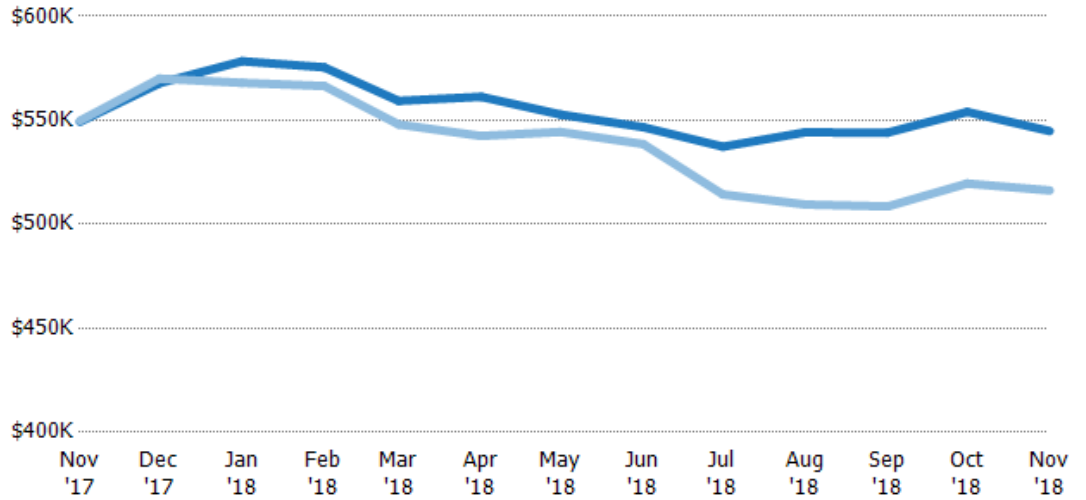
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$251	\$259	\$260	\$260	\$260	\$257	\$259	\$254	\$251	\$251	\$249	\$259	\$263
Prior Year	\$236	\$240	\$246	\$250	\$253	\$262	\$256	\$254	\$253	\$253	\$256	\$261	\$251
Percent Change from Prior Year	6%	8%	6%	4%	3%	-2%	1%	0%	-1%	-1%	-3%	-1%	5%

## 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



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg Est Value	\$549K	\$568K	\$578K	\$575K	\$559K	\$561K	\$553K	\$547K	\$537K	\$544K	\$544K	\$554K	\$545K
Avg Listing Price	\$550K	\$570K	\$568K	\$566K	\$548K	\$542K	\$544K	\$539K	\$514K	\$510K	\$509K	\$520K	\$516K
Avg Listing Price as a % of Avg Est Value	100%	100%	98%	98%	98%	97%	98%	99%	96%	94%	93%	94%	95%

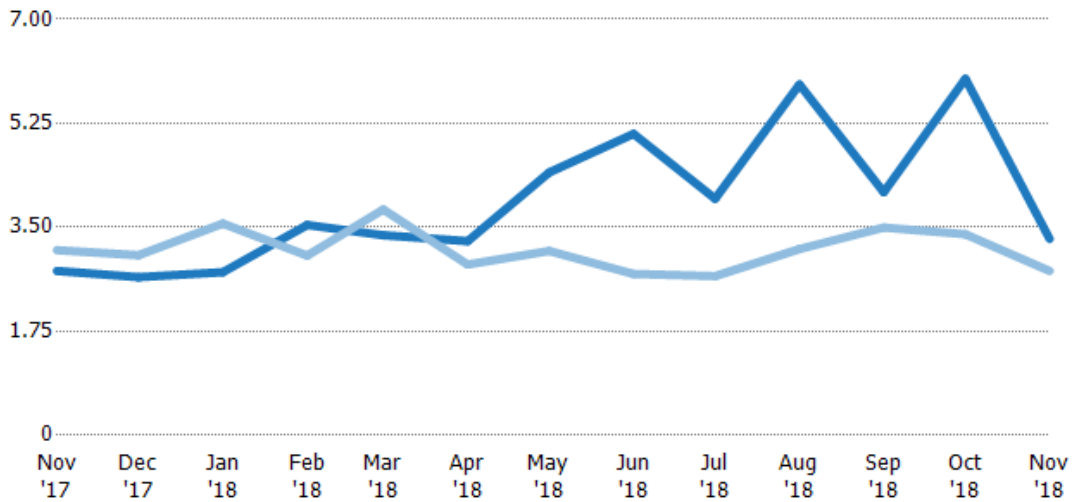
## Months of Inventory

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.
Nov '18	3.3	19.5%
Nov '17	2.77	-11.2%
Nov '16	3.12	-10.3%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	2.77	2.66	2.74	3.54	3.37	3.27	4.42	5.07	3.98	5.9	4.09	6	3.3
Prior Year	3.12	3.03	3.56	3.02	3.8	2.87	3.1	2.71	2.68	3.13	3.5	3.38	2.77
Percent Change from Prior Year	-11%	-12%	-23%	17%	-11%	14%	43%	87%	49%	88%	17%	77%	19%

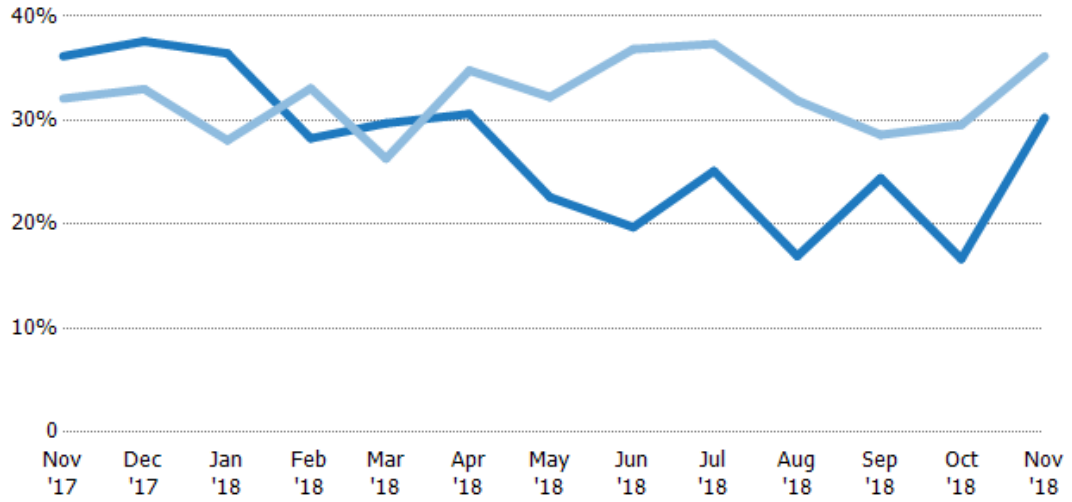
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Nevada County, California

Month/Year	Rate	Chg.
Nov '18	30%	5.9%
Nov '17	36%	-4.1%
Nov '16	32%	11.5%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	36%	38%	36%	28%	30%	31%	23%	20%	25%	17%	24%	17%	30%
Prior Year	32%	33%	28%	33%	26%	35%	32%	37%	37%	32%	29%	30%	36%
Change from Prior Year	-4%	-5%	-8%	5%	-3%	4%	10%	17%	12%	15%	4%	13%	6%

## Absorption Rate (By County)

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

Filters Used: County: Nevada County, California



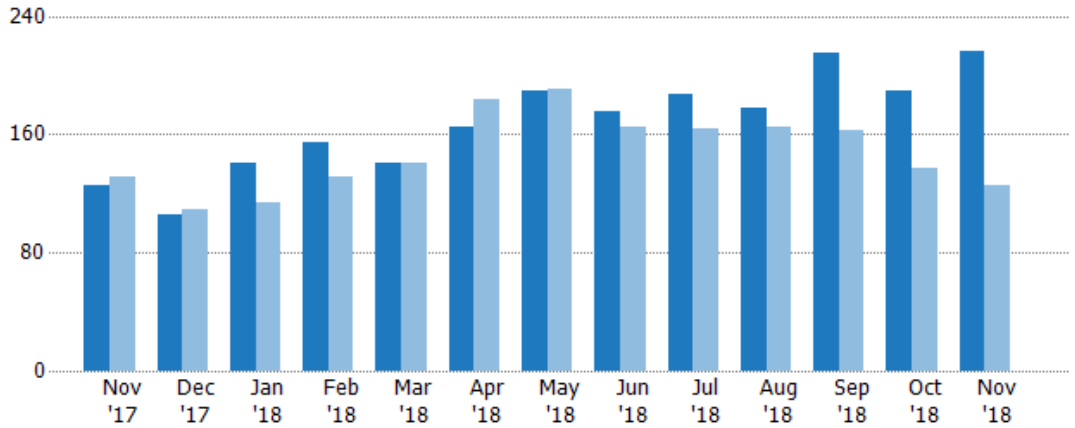
## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Nov '18	216	71.4%
Nov '17	126	-3.8%
Nov '16	131	10.7%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	126	106	141	154	141	165	190	176	187	178	215	190	216
Prior Year	131	109	114	131	141	184	191	165	164	165	163	137	126
Percent Change from Prior Year	-4%	-3%	24%	18%	0%	-10%	-1%	7%	14%	8%	32%	39%	71%

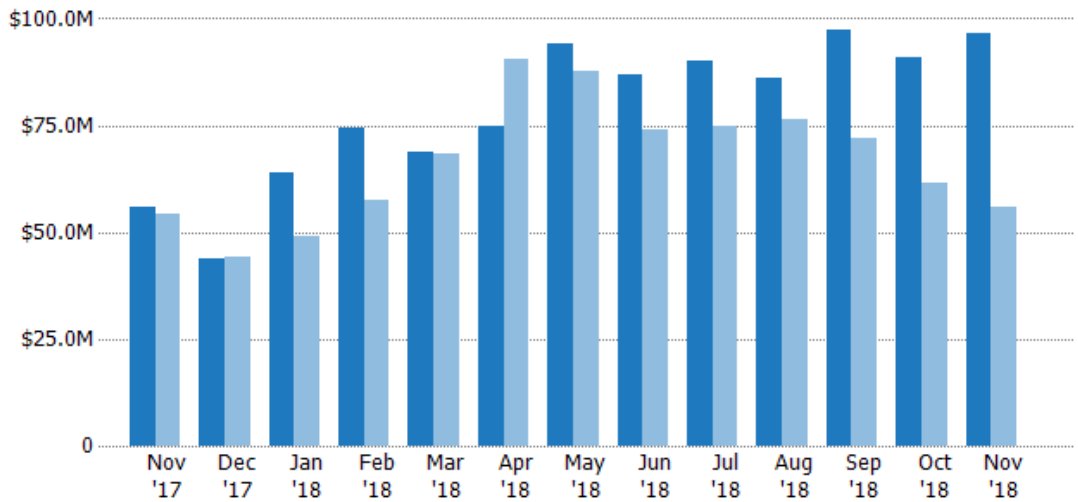
## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

County: Nevada County, California

Month/Year	Volume	% Chg.
Nov '18	\$96.6M	73%
Nov '17	\$55.8M	2.5%
Nov '16	\$54.4M	-1%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$55.8M	\$43.9M	\$63.8M	\$74.5M	\$68.8M	\$74.6M	\$94.2M	\$86.8M	\$90M	\$86M	\$97.3M	\$90.9M	\$96.6M
Prior Year	\$54.4M	\$44.2M	\$49.2M	\$57.5M	\$68.3M	\$90.6M	\$87.7M	\$73.9M	\$75M	\$76.2M	\$72.1M	\$61.4M	\$55.8M
Percent Change from Prior Year	3%	-1%	30%	30%	1%	-18%	7%	17%	20%	13%	35%	48%	73%

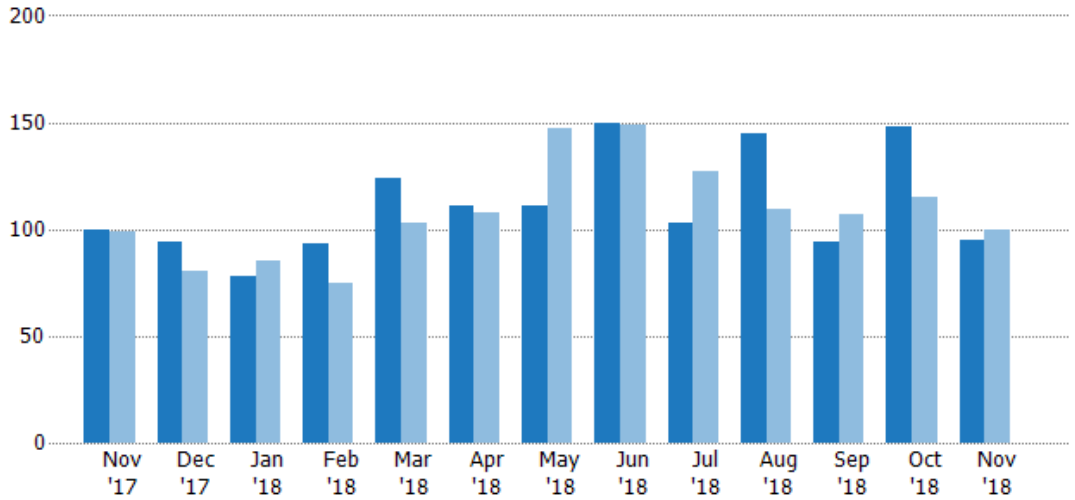
## Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Nov '18	95	-5%
Nov '17	100	1%
Nov '16	99	-20.2%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	100	94	78	93	124	111	111	150	103	145	94	148	95
Prior Year	99	80	85	75	103	108	147	149	127	109	107	115	100
Percent Change from Prior Year	1%	18%	-8%	24%	20%	3%	-24%	1%	-19%	33%	-12%	29%	-5%

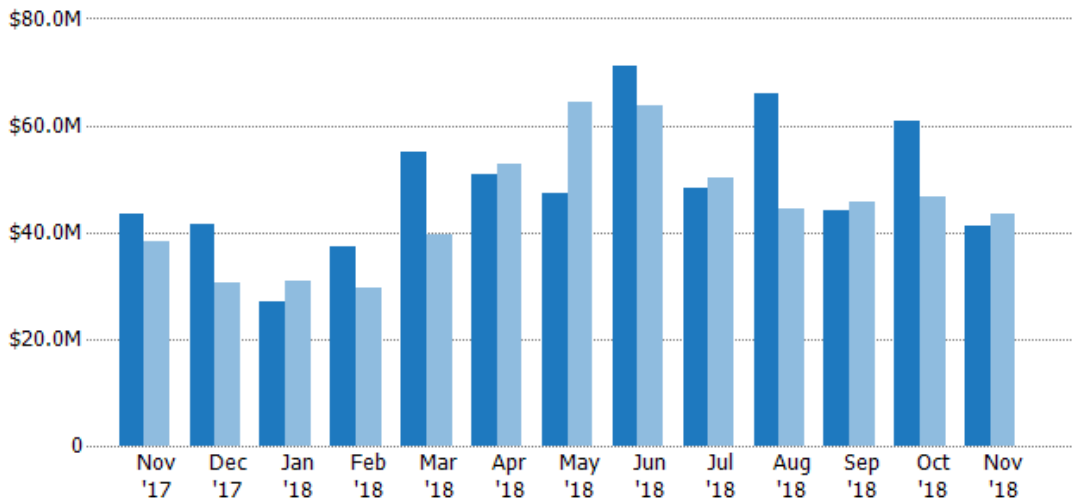
## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

County: Nevada County, California

Month/Year	Volume	% Chg.
Nov '18	\$41.2M	-5.3%
Nov '17	\$43.5M	13.6%
Nov '16	\$38.3M	-22.9%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$43.5M	\$41.4M	\$27M	\$37.3M	\$55.1M	\$50.8M	\$47.4M	\$71.1M	\$48.3M	\$66M	\$44.1M	\$60.7M	\$41.2M
Prior Year	\$38.3M	\$30.5M	\$30.8M	\$29.5M	\$39.5M	\$52.7M	\$64.3M	\$63.9M	\$50.1M	\$44.4M	\$45.7M	\$46.6M	\$43.5M
Percent Change from Prior Year	14%	36%	-12%	26%	39%	-4%	-26%	11%	-4%	49%	-3%	30%	-5%

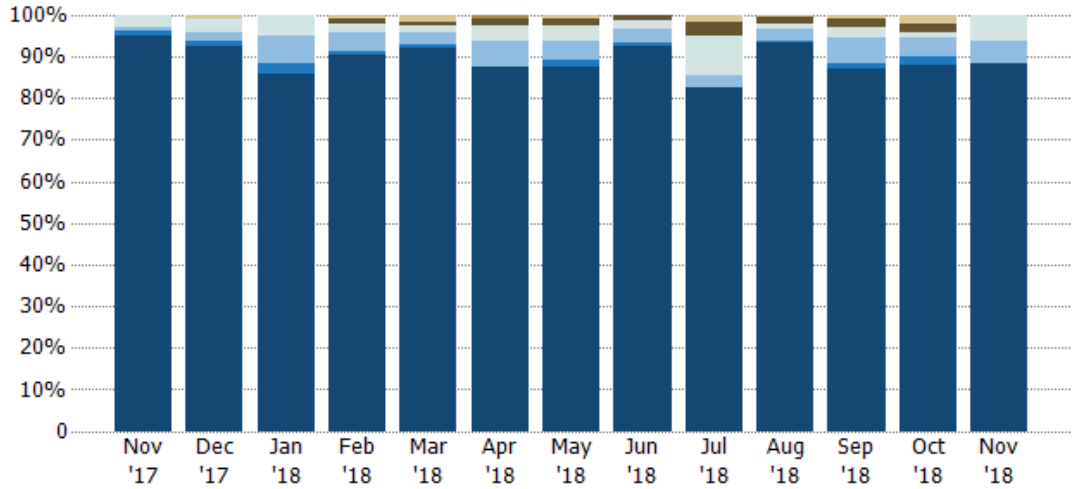


## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

County: Nevada County, California



Property Type	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Other	-	1%	-	1%	2%	-	1%	-	2%	1%	1%	2%	-
Coop	-	-	-	-	-	1%	-	-	-	-	-	-	-
Lot/Land	-	-	-	1%	1%	2%	2%	1%	3%	1%	2%	2%	-
Multifamily/Multiplex	3%	3%	5%	2%	2%	4%	4%	2%	10%	1%	2%	1%	6%
Mobile/Manufactured	1%	2%	6%	4%	3%	6%	5%	3%	3%	3%	6%	5%	5%
Condo/Townhouse	1%	1%	3%	1%	1%	-	2%	1%	-	1%	1%	2%	-
Single Family Residence	95%	93%	86%	90%	92%	87%	87%	93%	83%	93%	87%	88%	88%

## Closed Sales (By County)

The total number of residential properties sold during the last month by county.

Filters Used: County: Nevada County, California

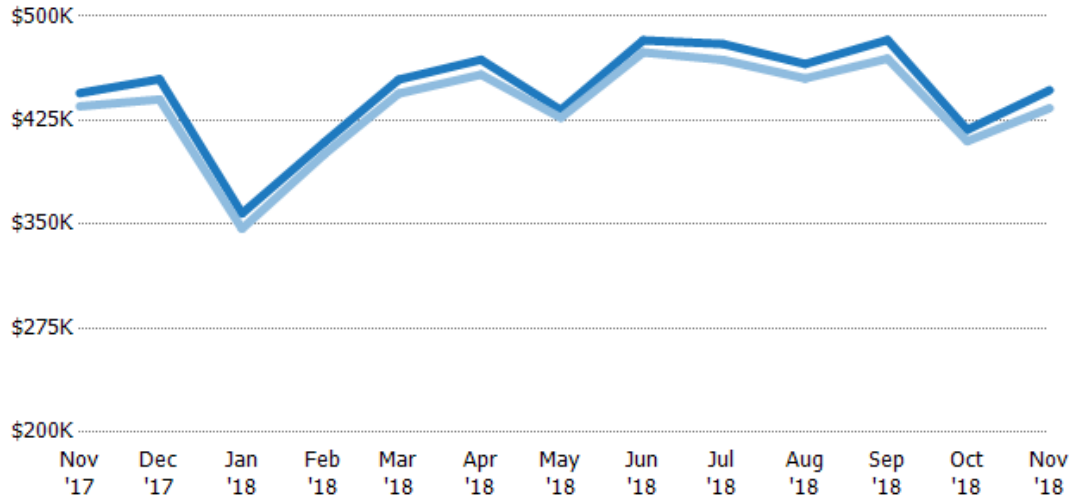


## Average Sales Price vs Average Listing Price

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

Filters Used

County: Nevada County, California



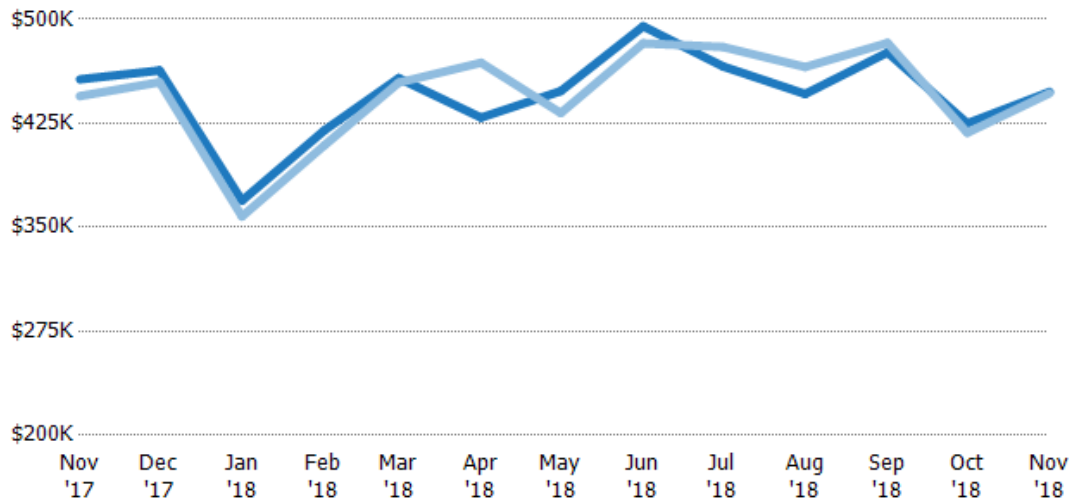
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg List Price	\$445K	\$455K	\$358K	\$409K	\$454K	\$469K	\$432K	\$483K	\$480K	\$466K	\$483K	\$418K	\$447K
Avg Sales Price	\$435K	\$440K	\$347K	\$401K	\$444K	\$458K	\$427K	\$474K	\$468K	\$455K	\$469K	\$410K	\$434K
Avg Sales Price as a % of Avg List Price	98%	97%	97%	98%	98%	98%	99%	98%	98%	98%	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



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg Est Value	\$457K	\$463K	\$369K	\$420K	\$458K	\$429K	\$448K	\$495K	\$466K	\$446K	\$476K	\$425K	\$448K
Avg Sales Price	\$445K	\$455K	\$358K	\$409K	\$454K	\$469K	\$432K	\$483K	\$480K	\$466K	\$483K	\$418K	\$447K
Avg Sales Price as a % of Avg Est Value	97%	98%	97%	97%	99%	109%	96%	98%	103%	104%	101%	98%	100%

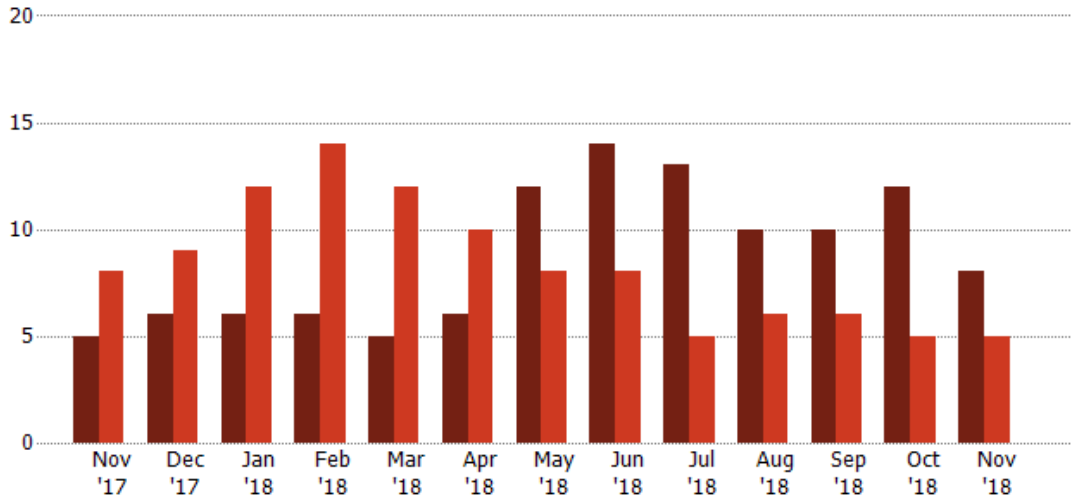
## Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

**Filters Used**

County: Nevada County, California

Month/Year	Count	% Chg.
Nov '18	8	60%
Nov '17	5	-37.5%
Nov '16	8	37.5%



Current Year	5	6	6	6	5	6	12	14	13	10	10	12	8
Prior Year	8	9	12	14	12	10	8	8	5	6	6	5	5
Percent Change from Prior Year	-38%	-33%	-50%	-57%	-58%	-40%	50%	75%	160%	67%	67%	140%	60%

## 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:** 12/05/2018

**Scheduled:** Yes

**Report Date Range:** From 11/2017 To: 11/2018

### 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
- Median 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 11/2018 data

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