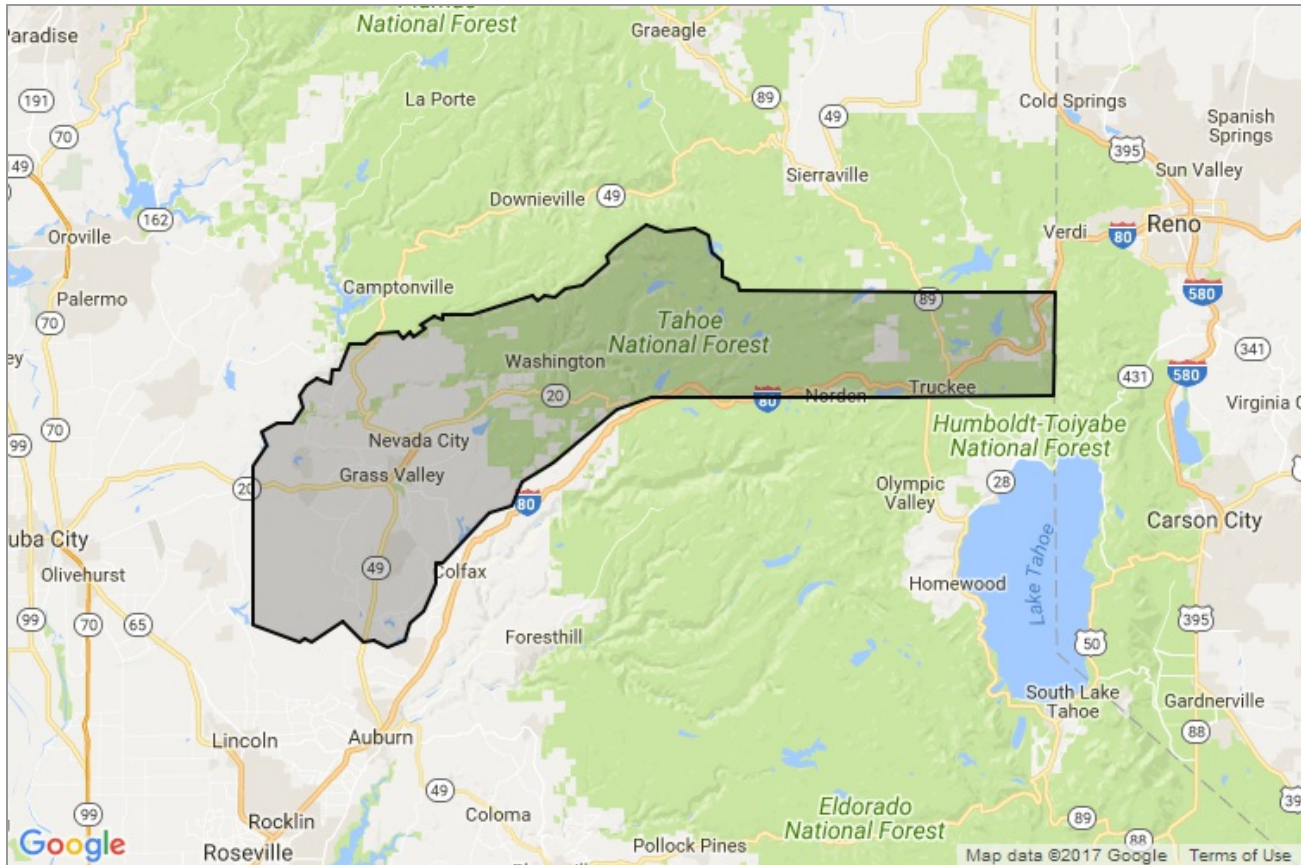


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
6/2016 – 6/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 07/06/2017

Scheduled: Yes

Presented by

**Nevada County Association of
REALTORS®**

(530) 272-2627

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

336 Crown Point Circle
Grass Valley, CA 95945

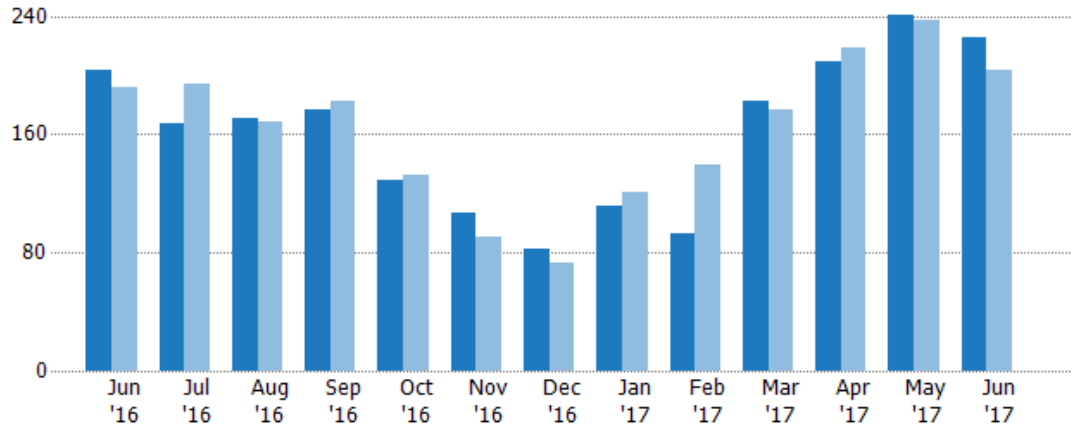
New Listings

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.
Jun '17	225	10.8%
Jun '16	203	5.7%
Jun '15	192	20.8%



Current Year	203	167	171	177	129	107	83	112	93	183	209	241	225
Prior Year	192	194	169	182	133	91	73	121	140	177	219	237	203
Percent Change from Prior Year	6%	-14%	1%	-3%	-3%	18%	14%	-7%	-34%	3%	-5%	2%	11%

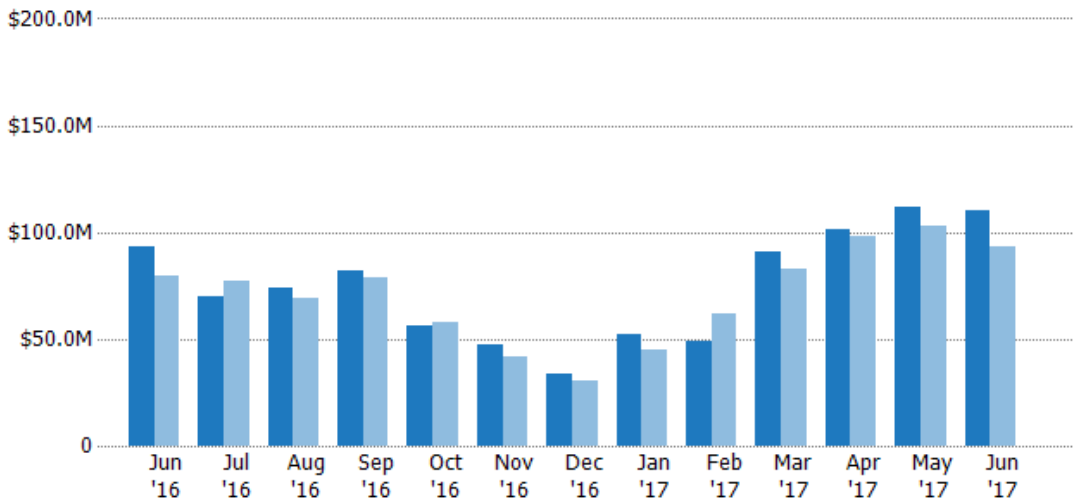
New Listing Volume

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.
Jun '17	\$110M	18.3%
Jun '16	\$92.9M	17%
Jun '15	\$79.4M	10.3%



Current Year	\$92.9M	\$69.5M	\$74.1M	\$81.9M	\$56M	\$47.1M	\$34.1M	\$52.6M	\$48.8M	\$90.7M	\$101M	\$111M	\$110M
Prior Year	\$79.4M	\$77.3M	\$69.1M	\$78.5M	\$58.2M	\$41.4M	\$30.8M	\$44.7M	\$61.5M	\$82.5M	\$97.9M	\$103M	\$92.9M
Percent Change from Prior Year	17%	-10%	7%	4%	-4%	14%	11%	18%	-21%	10%	4%	8%	18%

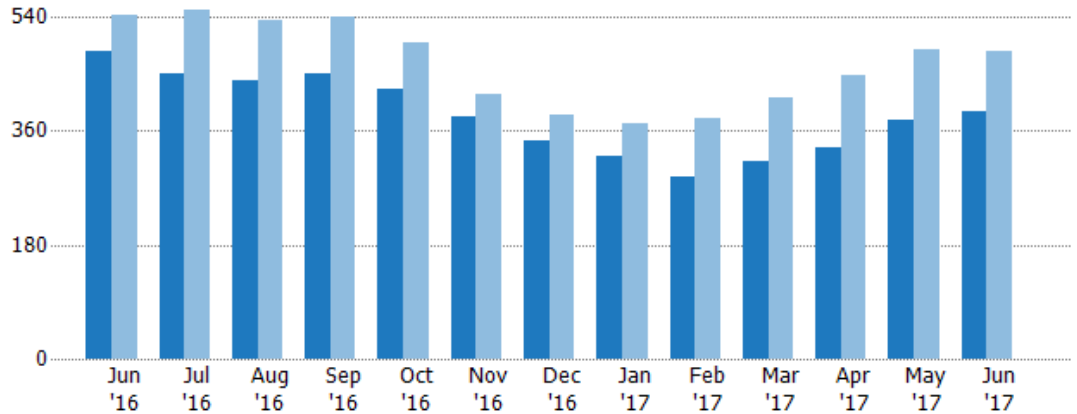
Active Listings

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.
Jun '17	391	-19.5%
Jun '16	486	-10.5%
Jun '15	543	26.7%



Current Year	486	451	439	450	425	382	344	321	287	311	334	376	391
Prior Year	543	551	534	541	500	417	384	371	380	411	447	488	486
Percent Change from Prior Year	-10%	-18%	-18%	-17%	-15%	-8%	-10%	-13%	-24%	-24%	-25%	-23%	-20%

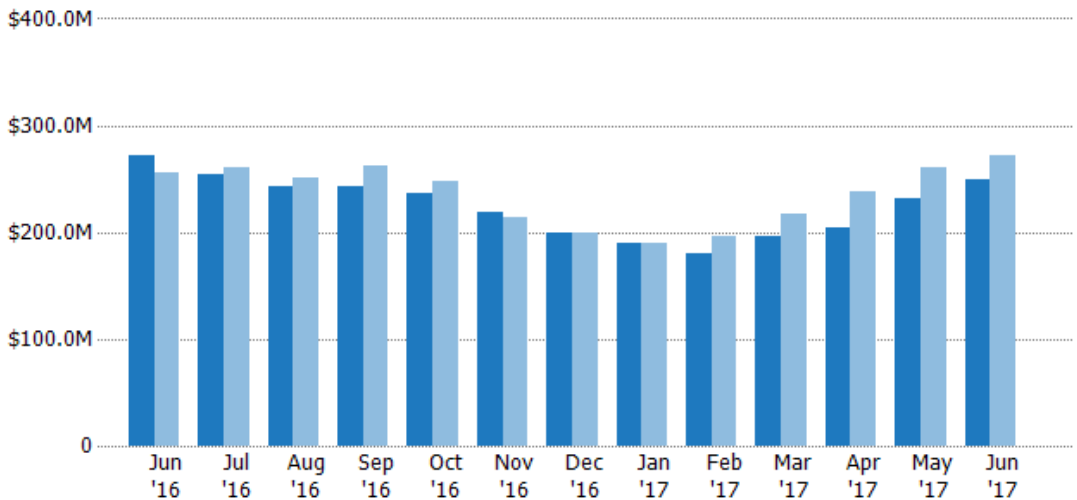
Active Listing Volume

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.
Jun '17	\$250M	-8%
Jun '16	\$272M	6%
Jun '15	\$256M	26.1%



Current Year	\$272M	\$255M	\$242M	\$243M	\$237M	\$219M	\$199M	\$190M	\$179M	\$196M	\$205M	\$231M	\$250M
Prior Year	\$256M	\$260M	\$252M	\$262M	\$249M	\$214M	\$200M	\$190M	\$196M	\$218M	\$239M	\$260M	\$272M
Percent Change from Prior Year	6%	-2%	-4%	-7%	-5%	2%	0%	0%	-9%	-10%	-14%	-11%	-8%

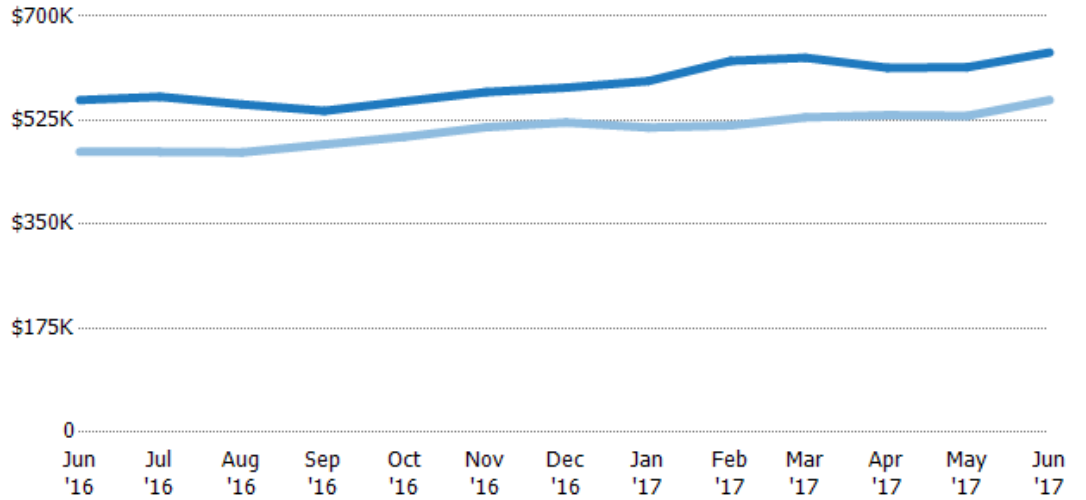
Average Listing Price

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.
Jun '17	\$639K	14.3%
Jun '16	\$559K	18.5%
Jun '15	\$472K	-0.4%



	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Current Year	\$559K	\$565K	\$552K	\$541K	\$557K	\$573K	\$580K	\$591K	\$625K	\$630K	\$613K	\$614K	\$639K
Prior Year	\$472K	\$472K	\$471K	\$484K	\$497K	\$513K	\$521K	\$513K	\$516K	\$530K	\$534K	\$532K	\$559K
Percent Change from Prior Year	18%	20%	17%	12%	12%	12%	11%	15%	21%	19%	15%	15%	14%

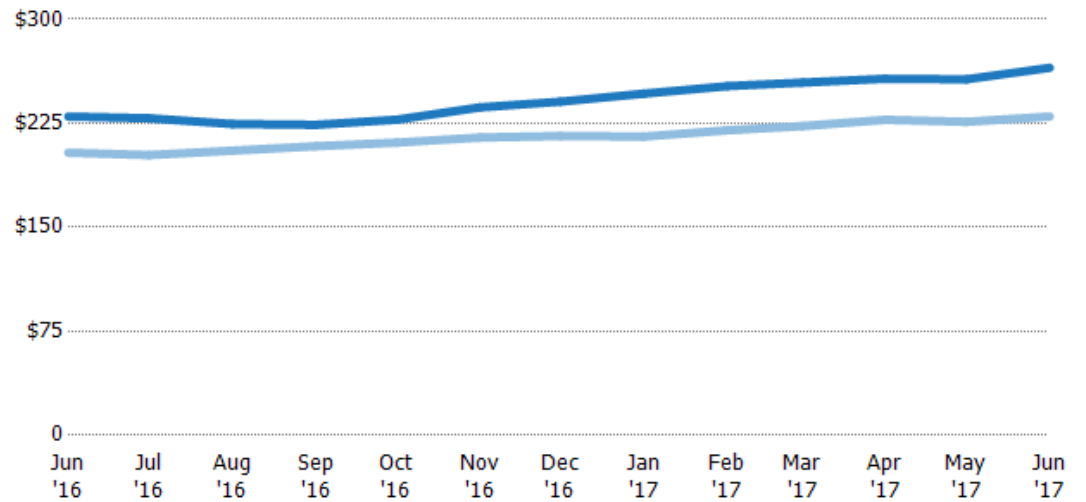
Average Listing Price per Sq Ft

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.
Jun '17	\$265	15.3%
Jun '16	\$230	12.8%
Jun '15	\$204	-4%



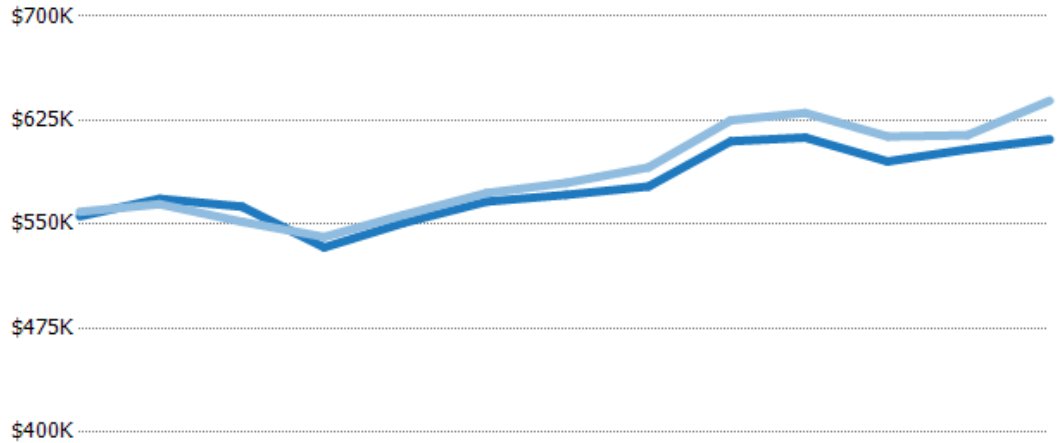
	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Current Year	\$230	\$229	\$225	\$224	\$228	\$236	\$241	\$246	\$252	\$254	\$257	\$257	\$265
Prior Year	\$204	\$202	\$205	\$208	\$211	\$215	\$216	\$215	\$220	\$223	\$227	\$226	\$230
Percent Change from Prior Year	13%	13%	9%	7%	8%	10%	11%	14%	14%	14%	13%	14%	15%

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



	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Avg Est Value	\$556K	\$568K	\$563K	\$533K	\$551K	\$566K	\$571K	\$577K	\$610K	\$613K	\$595K	\$604K	\$611K
Avg Listing Price	\$559K	\$565K	\$552K	\$541K	\$557K	\$573K	\$580K	\$591K	\$625K	\$630K	\$613K	\$614K	\$639K
Avg Listing Price as a % of Avg Est Value	101%	99%	98%	101%	101%	101%	102%	102%	102%	103%	103%	102%	105%

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



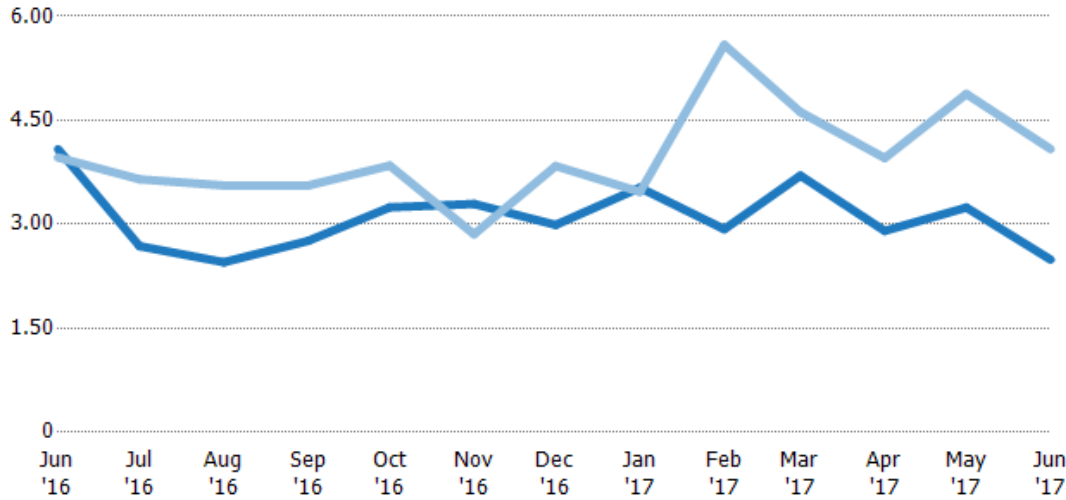
Months of Inventory

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.
Jun '17	2.49	-39%
Jun '16	4.08	3%
Jun '15	3.96	36.7%



	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Current Year	4.08	2.68	2.45	2.76	3.24	3.29	2.99	3.53	2.93	3.7	2.9	3.24	2.49
Prior Year	3.96	3.65	3.56	3.56	3.85	2.86	3.84	3.47	5.59	4.62	3.96	4.88	4.08
Percent Change from Prior Year	3%	-26%	-31%	-22%	-16%	15%	-22%	2%	-48%	-20%	-27%	-34%	-39%

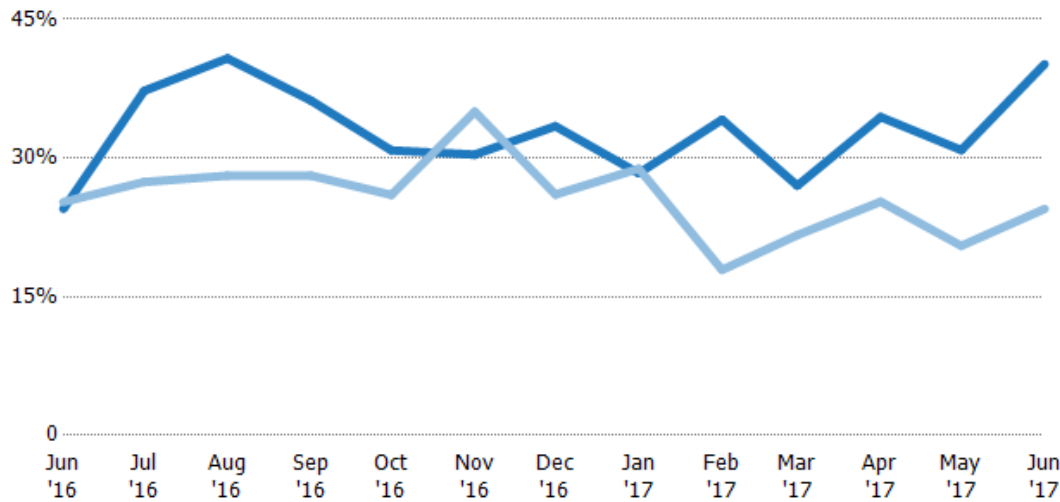
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Nevada County, California

Month/Year	Rate	Chg.
Jun '17	40%	-15.7%
Jun '16	24%	0.8%
Jun '15	25%	-26.9%

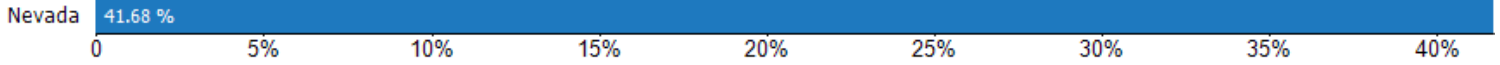


	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Current Year	24%	37%	41%	36%	31%	30%	33%	28%	34%	27%	34%	31%	40%
Prior Year	25%	27%	28%	28%	26%	35%	26%	29%	18%	22%	25%	20%	24%
Change from Prior Year	1%	-10%	-13%	-8%	-5%	5%	-7%	1%	-16%	-5%	-9%	-10%	-16%

Absorption Rate (By County)

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

Filters Used: County: Nevada County, California



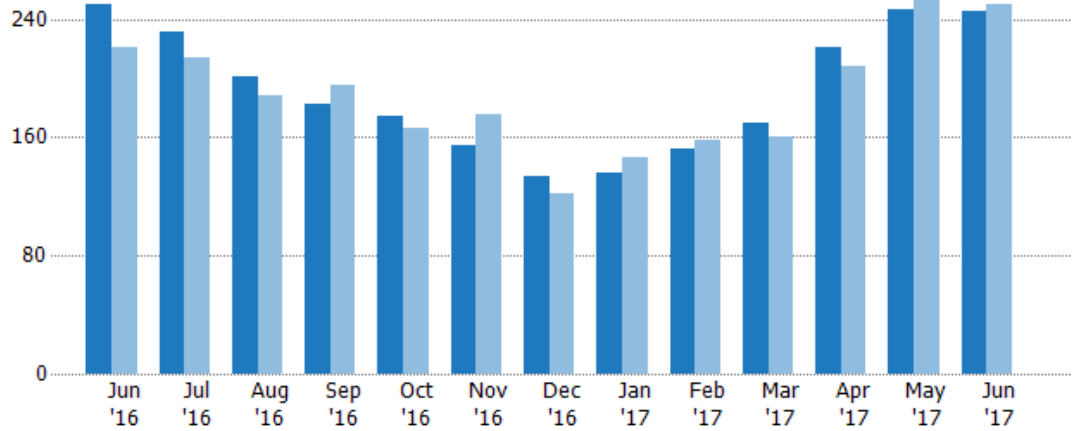
Pending Sales

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.
Jun '17	245	-2%
Jun '16	250	13.1%
Jun '15	221	-15.8%



Current Year	250	231	201	183	174	155	134	136	152	170	221	247	245
Prior Year	221	214	188	195	166	175	122	146	158	160	208	259	250
Percent Change from Prior Year	13%	8%	7%	-6%	5%	-11%	10%	-7%	-4%	6%	6%	-5%	-2%

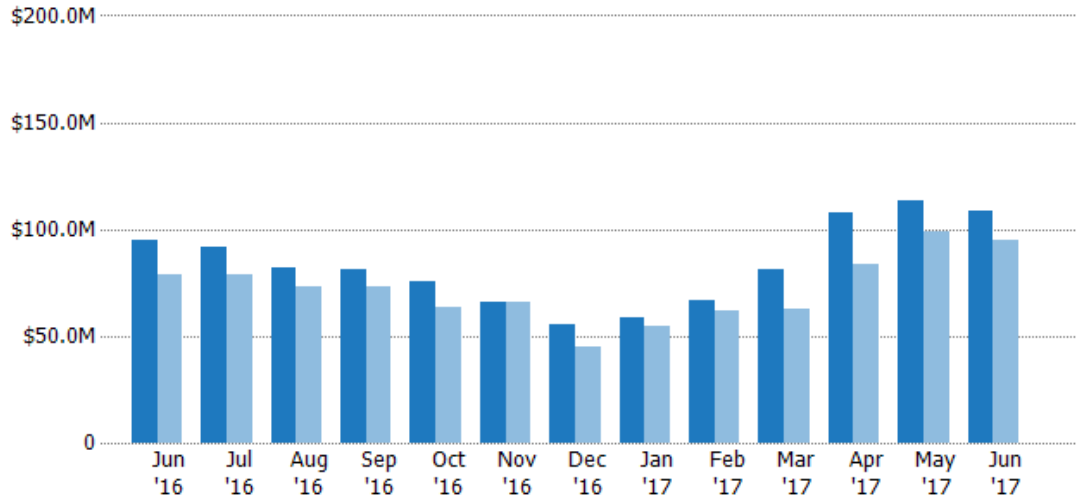
Pending Sales Volume

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.
Jun '17	\$109M	14.5%
Jun '16	\$95.2M	20.4%
Jun '15	\$79M	-18%



Current Year	\$95.2M	\$91.8M	\$81.8M	\$80.9M	\$75.4M	\$65.8M	\$55.7M	\$58.4M	\$66.4M	\$81.3M	\$108M	\$113M	\$109M
Prior Year	\$79M	\$79M	\$73.3M	\$73.4M	\$63.1M	\$66.1M	\$45.1M	\$55M	\$61.8M	\$62.7M	\$83.9M	\$99.3M	\$95.2M
Percent Change from Prior Year	20%	16%	12%	10%	19%	0%	24%	6%	8%	30%	28%	14%	14%

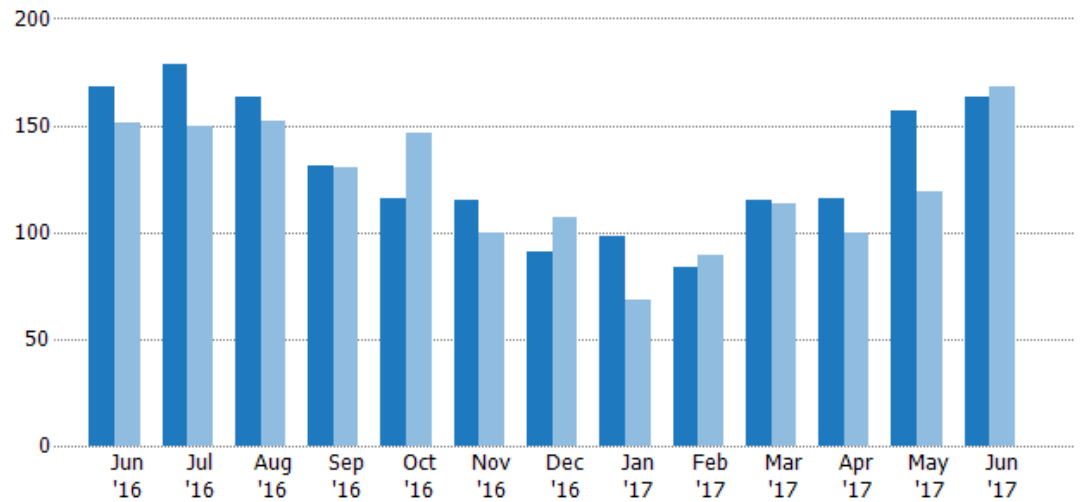
Closed Sales

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

Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Jun '17	163	-3%
Jun '16	168	11.3%
Jun '15	151	-17.9%



Current Year	168	179	163	131	116	115	91	98	84	115	116	157	163
Prior Year	151	150	152	130	146	100	107	68	89	113	100	119	168
Percent Change from Prior Year	11%	19%	7%	1%	-21%	15%	-15%	44%	-6%	2%	16%	32%	-3%

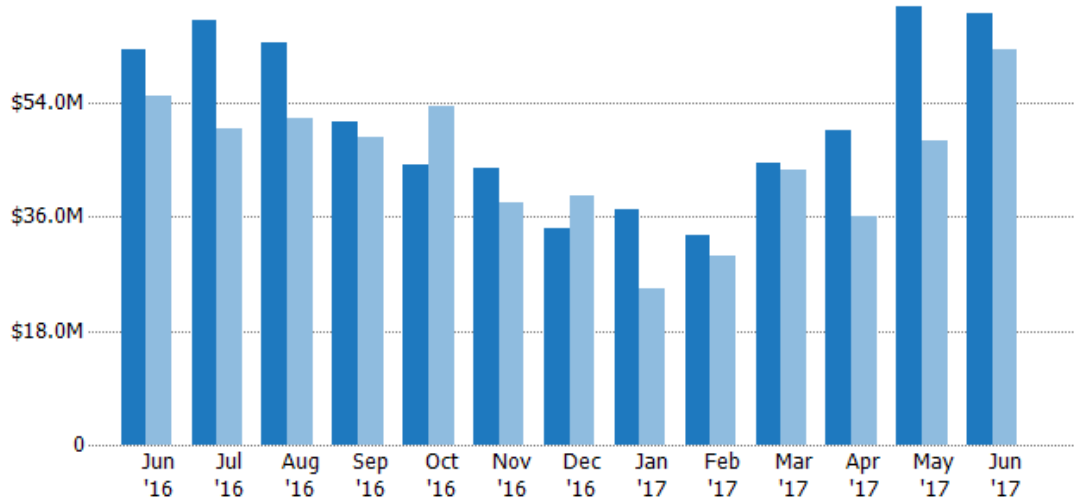
Closed Sales Volume

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.
Jun '17	\$68.2M	9.3%
Jun '16	\$62.4M	13.1%
Jun '15	\$55.1M	-24.9%



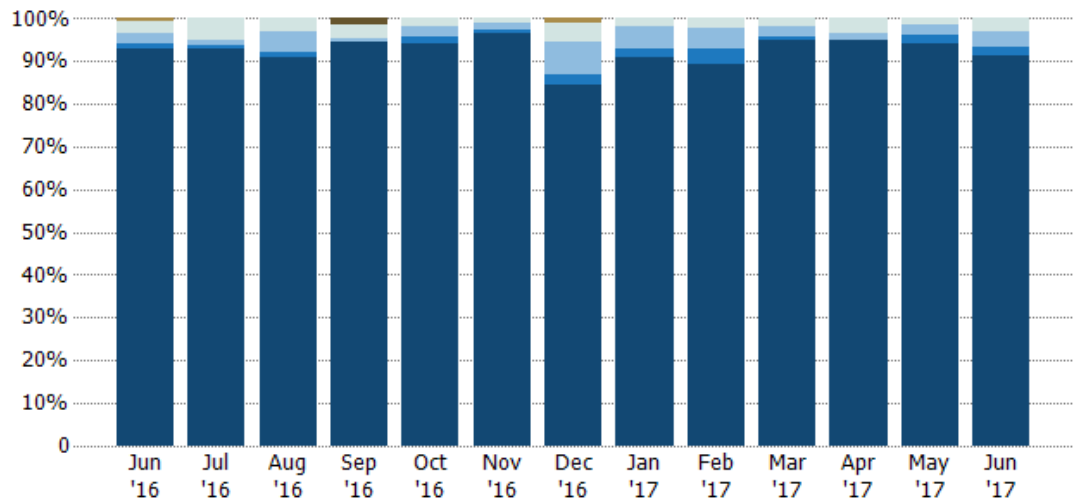
Current Year	\$62.4M	\$67.1M	\$63.5M	\$51M	\$44.3M	\$43.6M	\$34.3M	\$37.1M	\$33M	\$44.5M	\$49.6M	\$69.3M	\$68.2M
Prior Year	\$55.1M	\$50M	\$51.6M	\$48.6M	\$53.5M	\$38.3M	\$39.4M	\$24.8M	\$29.7M	\$43.4M	\$36.1M	\$48.1M	\$62.4M
Percent Change from Prior Year	13%	34%	23%	5%	-17%	14%	-13%	50%	11%	3%	37%	44%	9%

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

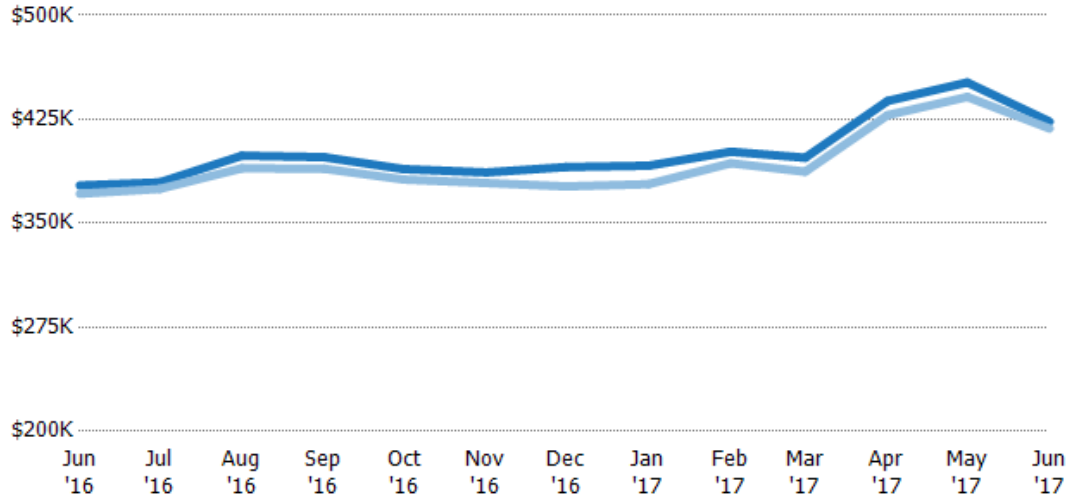


Average Sales Price vs Average Listing Price

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

Filters Used

County: Nevada County, California



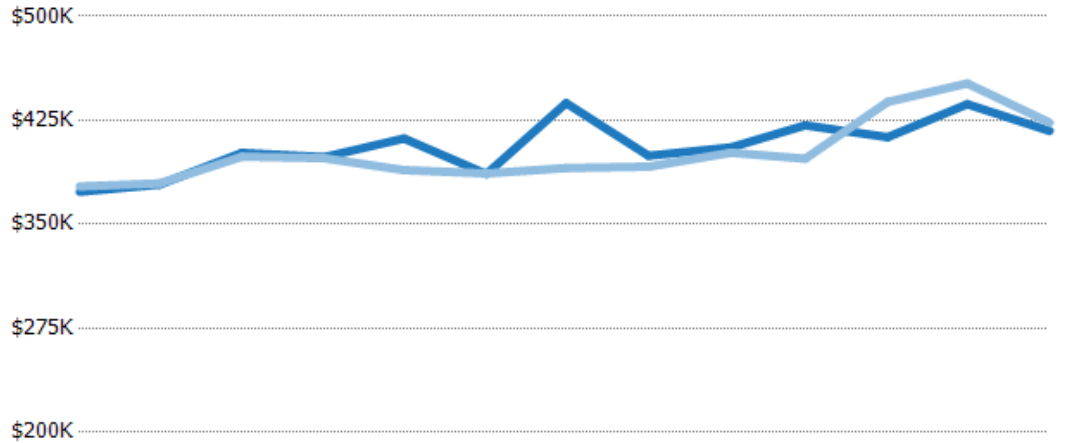
	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Avg List Price	\$377K	\$379K	\$399K	\$398K	\$389K	\$387K	\$391K	\$392K	\$402K	\$397K	\$438K	\$452K	\$423K
Avg Sales Price	\$371K	\$375K	\$390K	\$389K	\$382K	\$379K	\$377K	\$378K	\$393K	\$387K	\$428K	\$441K	\$418K
Avg Sales Price as a % of Avg List Price	98%	99%	98%	98%	98%	98%	96%	97%	98%	97%	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



	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Avg Est Value	\$373K	\$379K	\$402K	\$398K	\$412K	\$386K	\$437K	\$399K	\$405K	\$421K	\$413K	\$437K	\$417K
Avg Sales Price	\$377K	\$379K	\$399K	\$398K	\$389K	\$387K	\$391K	\$392K	\$402K	\$397K	\$438K	\$452K	\$423K
Avg Sales Price as a % of Avg Est Value	101%	100%	99%	100%	94%	100%	89%	98%	99%	94%	106%	103%	101%

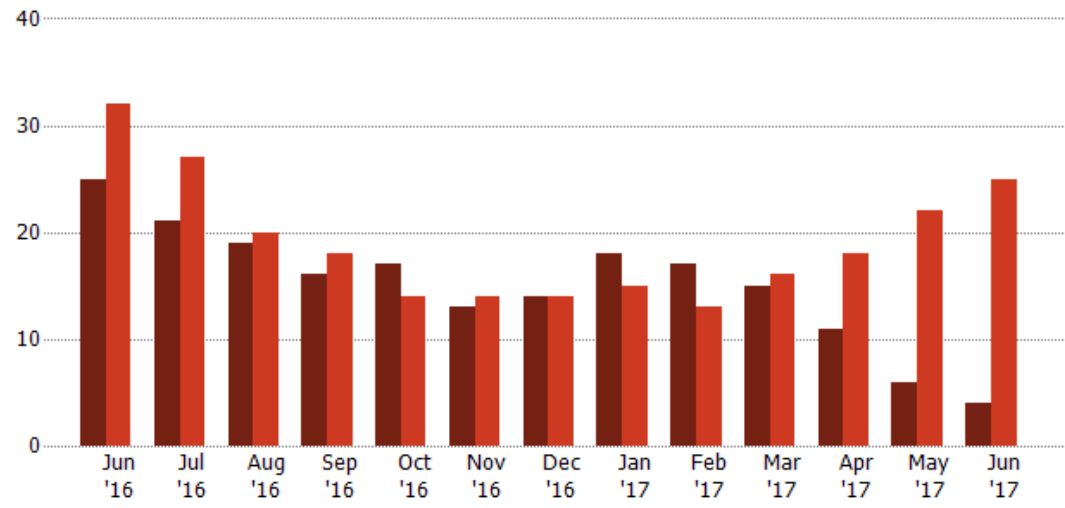
Distressed Listings

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.
Jun '17	4	-84%
Jun '16	25	-21.9%
Jun '15	32	9.4%

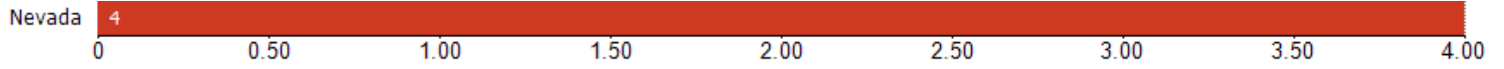


	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Current Year	25	21	19	16	17	13	14	18	17	15	11	6	4
Prior Year	32	27	20	18	14	14	14	15	13	16	18	22	25
Percent Change from Prior Year	-22%	-22%	-5%	-11%	21%	-7%	0%	20%	31%	-6%	-39%	-73%	-84%

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: 07/06/2017

Scheduled: Yes

Report Date Range: From 6/2016 To: 6/2017

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
- 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 6/2017 data

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