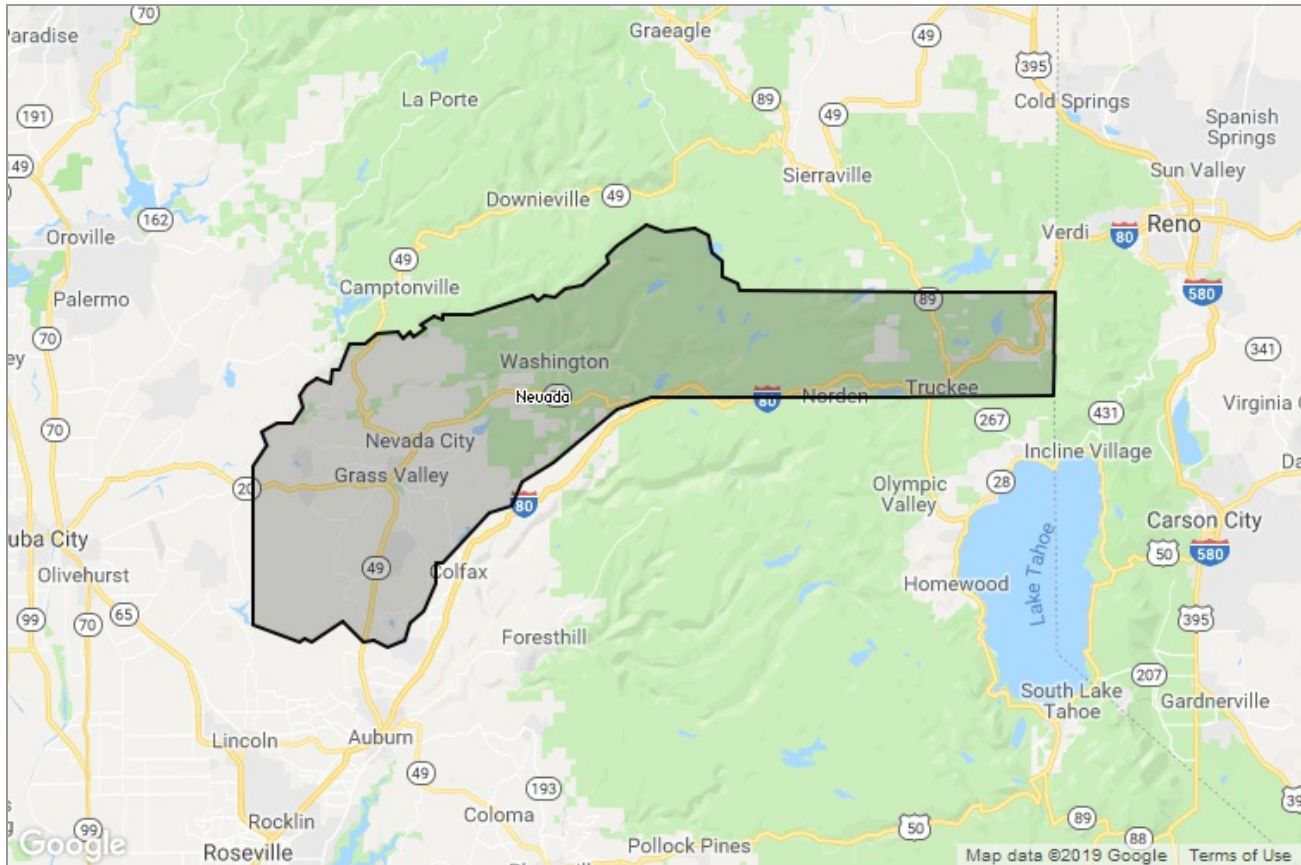


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
1/2018 – 1/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 02/04/2019

Scheduled: Yes

Presented by

**Nevada County Association of
REALTORS®**

California Appraisal License: 00871064

(530) 272-2627

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

336 Crown Point Circle
Grass Valley, CA 95945

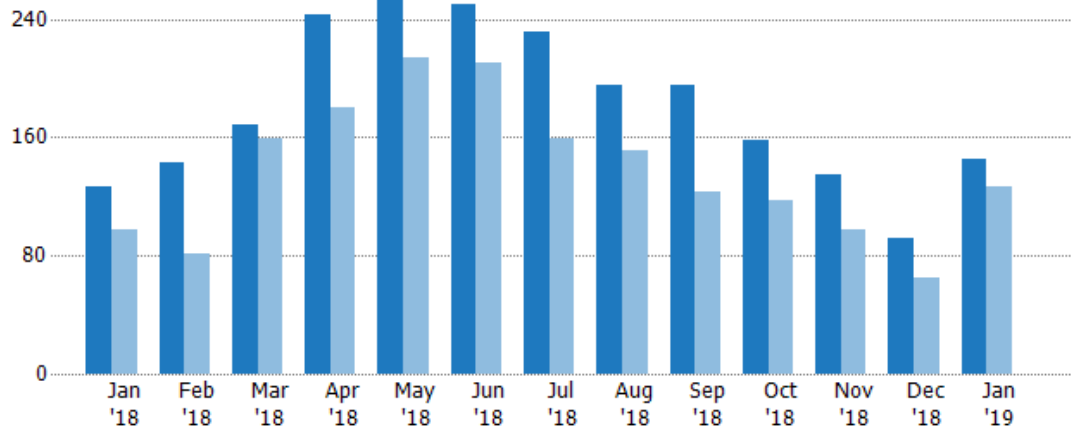
New Listings

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

Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Jan '19	145	14.2%
Jan '18	127	30.9%
Jan '17	97	9.3%



Current Year	127	143	169	243	256	250	231	195	195	158	135	92	145
Prior Year	97	81	159	180	214	210	159	151	123	117	98	65	127
Percent Change from Prior Year	31%	77%	6%	35%	20%	19%	45%	29%	59%	35%	38%	42%	14%

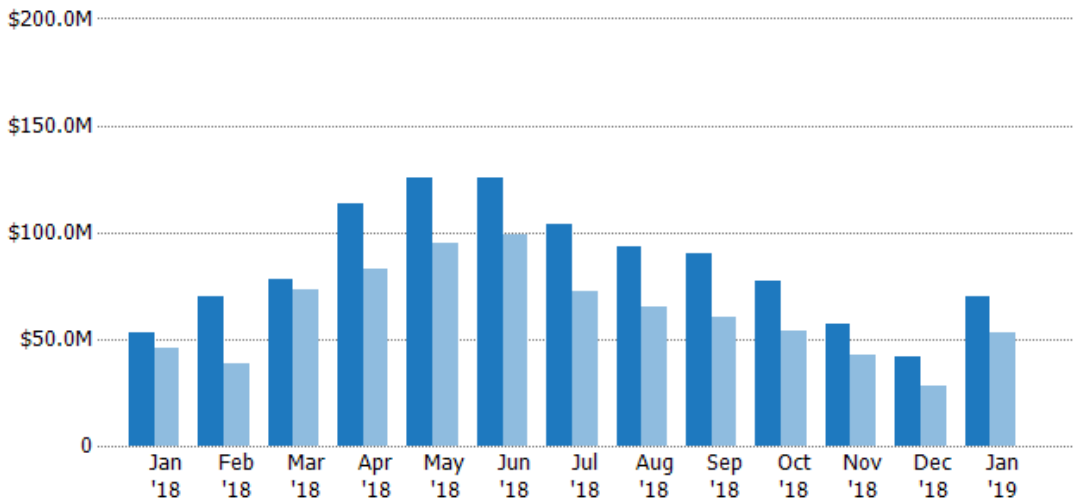
New Listing Volume

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

Filters Used

County: Nevada County, California

Month/Year	Volume	% Chg.
Jan '19	\$69.7M	31.2%
Jan '18	\$53.1M	15.2%
Jan '17	\$46.1M	-15.8%



Current Year	\$53.1M	\$70.2M	\$77.6M	\$113M	\$125M	\$125M	\$104M	\$93.5M	\$90M	\$77.1M	\$57.1M	\$41.9M	\$69.7M
Prior Year	\$46.1M	\$38.8M	\$73.5M	\$83.1M	\$94.5M	\$98.6M	\$72.1M	\$65.5M	\$60.2M	\$53.7M	\$42.9M	\$27.8M	\$53.1M
Percent Change from Prior Year	15%	81%	6%	36%	33%	27%	44%	43%	49%	44%	33%	51%	31%

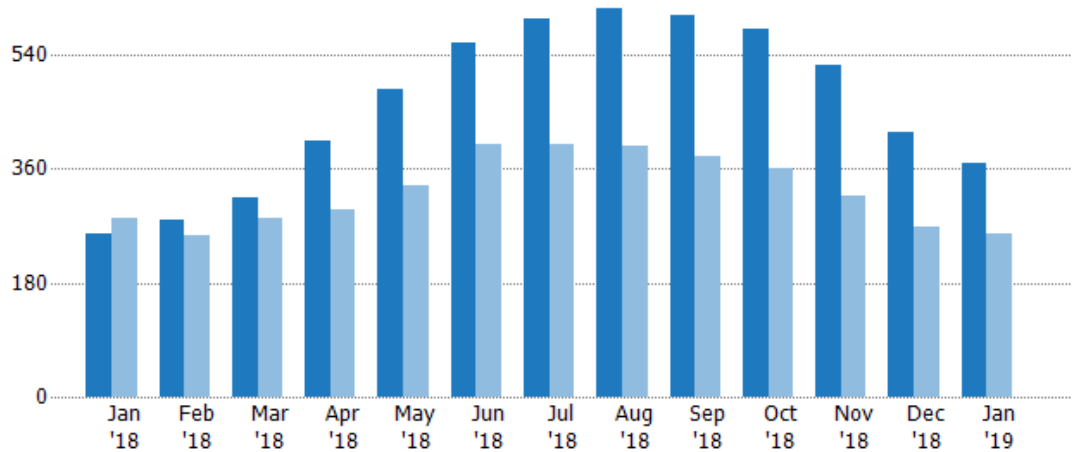
Active Listings

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

Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Jan '19	370	43.4%
Jan '18	258	-8.5%
Jan '17	282	6.7%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	258	278	314	404	486	560	596	613	602	580	524	418	370
Prior Year	282	255	281	295	334	399	399	397	379	360	316	268	258
Percent Change from Prior Year	-9%	9%	12%	37%	46%	40%	49%	54%	59%	61%	66%	56%	43%

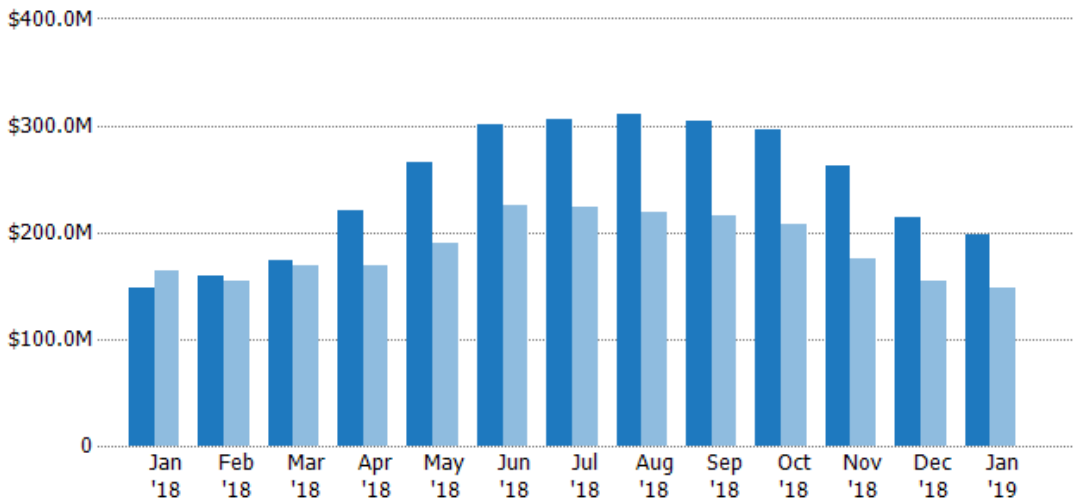
Active Listing Volume

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.
Jan '19	\$198M	33.8%
Jan '18	\$148M	-9.5%
Jan '17	\$164M	-13.1%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$148M	\$159M	\$173M	\$221M	\$265M	\$301M	\$306M	\$311M	\$304M	\$297M	\$263M	\$214M	\$198M
Prior Year	\$164M	\$155M	\$168M	\$168M	\$190M	\$225M	\$224M	\$219M	\$216M	\$208M	\$176M	\$154M	\$148M
Percent Change from Prior Year	-10%	3%	3%	31%	40%	34%	37%	42%	41%	43%	50%	39%	34%

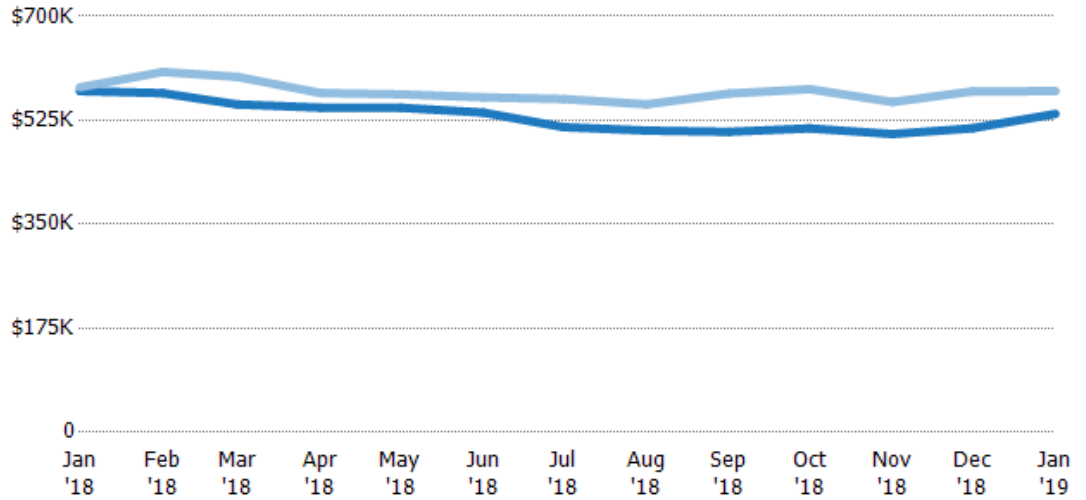
Average Listing Price

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

Filters Used

County: Nevada County, California

Month/Year	Price	% Chg.
Jan '19	\$536K	-6.7%
Jan '18	\$574K	-1.1%
Jan '17	\$580K	-18.6%



Current Year	\$574K	\$571K	\$552K	\$546K	\$546K	\$538K	\$513K	\$508K	\$506K	\$511K	\$502K	\$512K	\$536K
Prior Year	\$580K	\$606K	\$598K	\$571K	\$569K	\$564K	\$561K	\$552K	\$570K	\$577K	\$556K	\$574K	\$574K
Percent Change from Prior Year	-1%	-6%	-8%	-4%	-4%	-5%	-8%	-8%	-11%	-11%	-10%	-11%	-7%

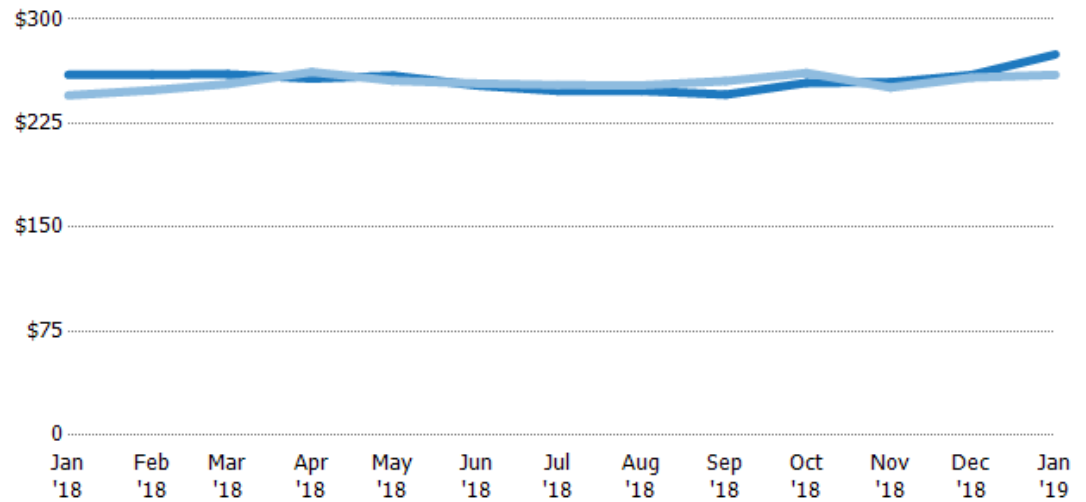
Average Listing Price per Sq Ft

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.
Jan '19	\$275	5.6%
Jan '18	\$260	6.1%
Jan '17	\$245	-15.5%

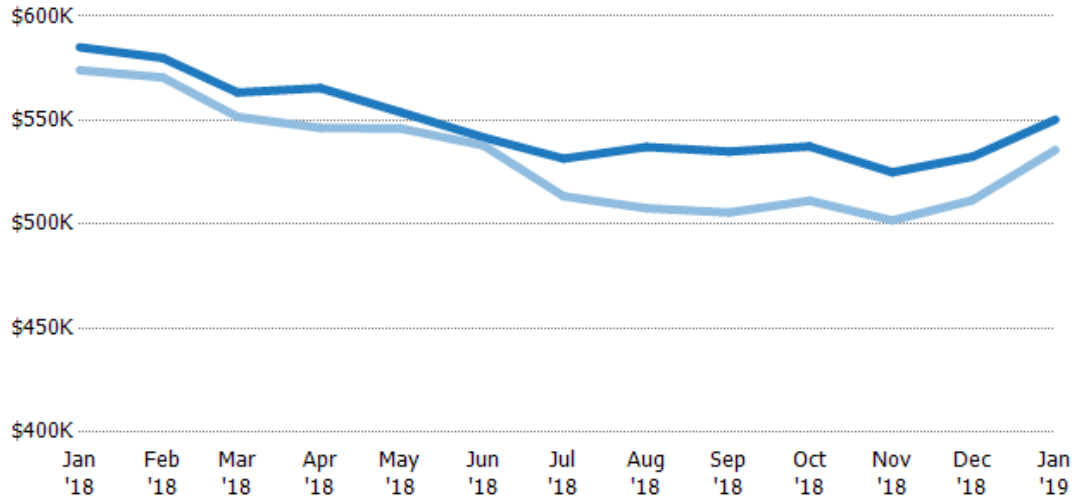


Current Year	\$260	\$260	\$260	\$257	\$259	\$252	\$248	\$248	\$246	\$254	\$255	\$260	\$275
Prior Year	\$245	\$249	\$253	\$262	\$256	\$254	\$253	\$252	\$255	\$261	\$251	\$258	\$260
Percent Change from Prior Year	6%	5%	3%	-2%	1%	-1%	-2%	-2%	-4%	-3%	2%	1%	6%

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



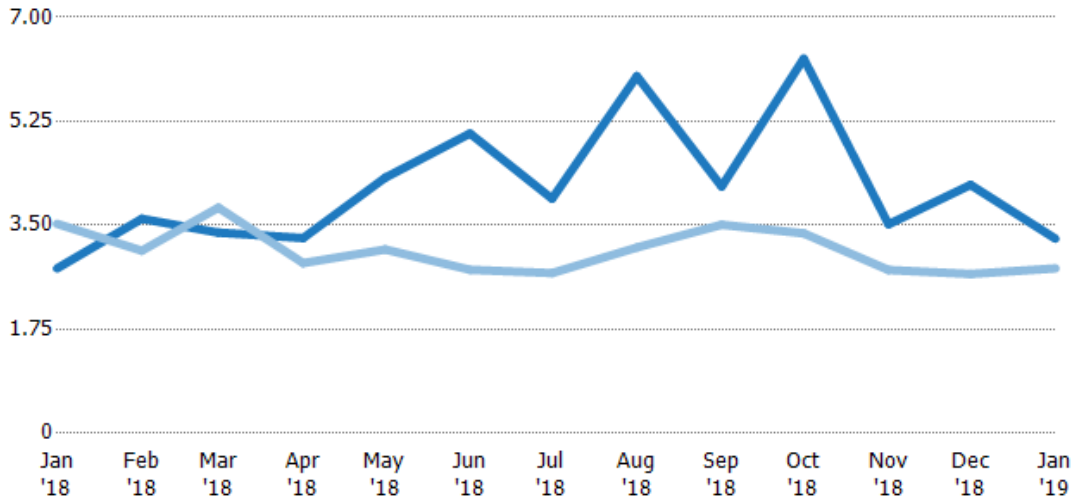
Avg Est Value	\$585K	\$580K	\$563K	\$565K	\$554K	\$542K	\$532K	\$537K	\$535K	\$537K	\$525K	\$532K	\$550K
Avg Listing Price	\$574K	\$571K	\$552K	\$546K	\$546K	\$538K	\$513K	\$508K	\$506K	\$511K	\$502K	\$512K	\$536K
Avg Listing Price as a % of Avg Est Value	98%	98%	98%	97%	99%	99%	97%	95%	95%	95%	96%	96%	97%

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.
Jan '19	3.27	18%
Jan '18	2.77	-21.3%
Jan '17	3.53	-4.1%



Current Year	2.77	3.61	3.38	3.28	4.3	5.05	3.95	6.01	4.15	6.3	3.52	4.18	3.27
Prior Year	3.53	3.07	3.8	2.86	3.09	2.75	2.7	3.13	3.51	3.36	2.75	2.68	2.77
Percent Change from Prior Year	-21%	18%	-11%	15%	39%	83%	46%	92%	18%	87%	28%	56%	18%

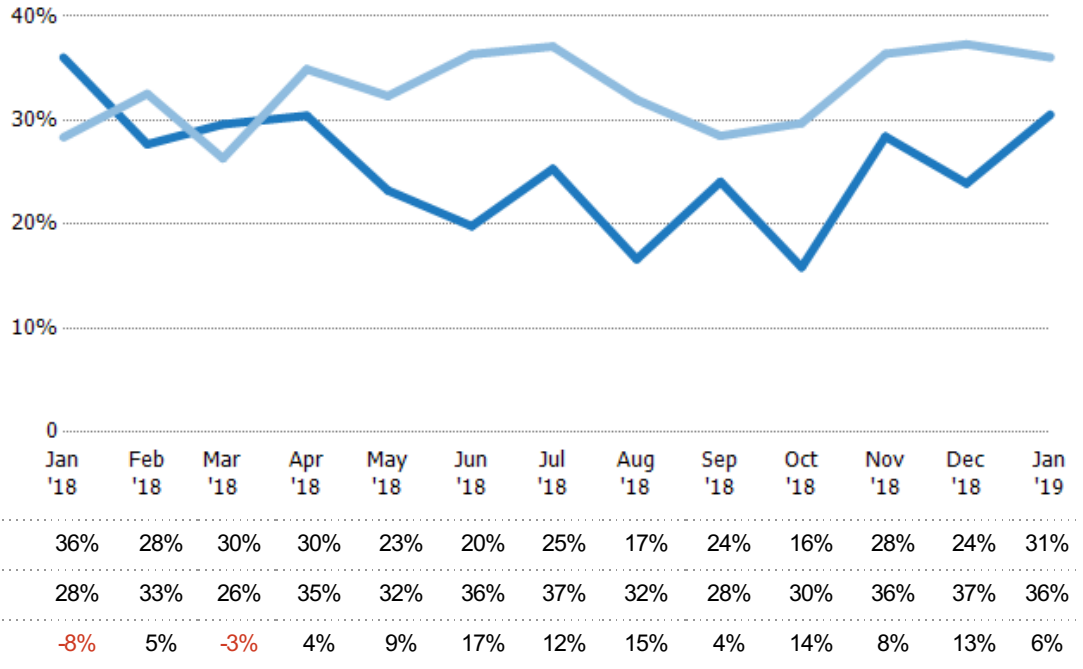
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Nevada County, California

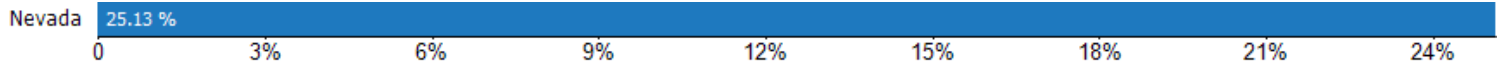
Month/Year	Rate	Chg.
Jan '19	31%	5.5%
Jan '18	36%	-7.7%
Jan '17	28%	4.2%



Absorption Rate (By County)

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

Filters Used: County: Nevada County, California



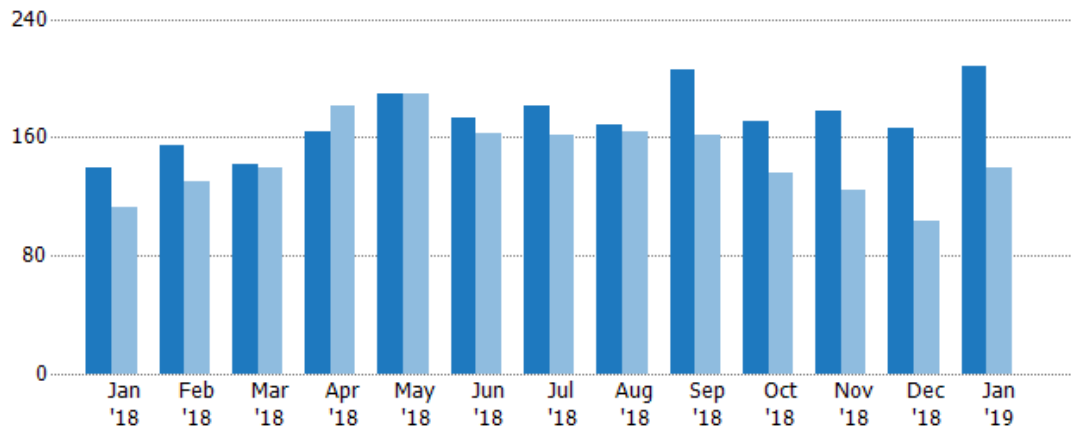
Pending Sales

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.
Jan '19	208	48.6%
Jan '18	140	23.9%
Jan '17	113	8%



Current Year	140	154	142	164	190	173	181	169	206	171	178	166	208
Prior Year	113	130	140	181	190	163	162	164	162	136	124	103	140
Percent Change from Prior Year	24%	18%	1%	-9%	0%	6%	12%	3%	27%	26%	44%	61%	49%

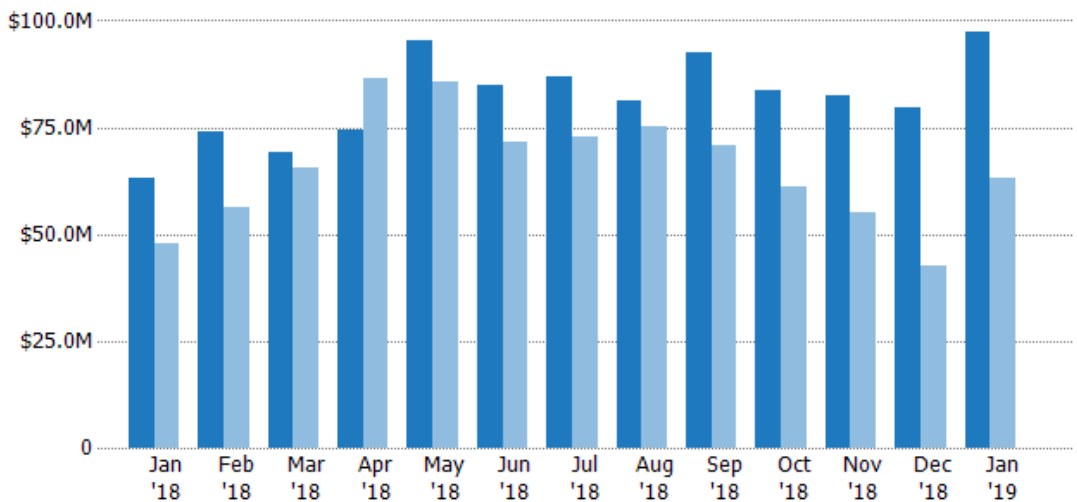
Pending Sales Volume

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.
Jan '19	\$97.3M	54.5%
Jan '18	\$63M	31.4%
Jan '17	\$48M	-3.7%



Current Year	\$63M	\$73.8M	\$69M	\$74.4M	\$95.4M	\$84.8M	\$86.8M	\$81.2M	\$92.4M	\$83.5M	\$82.5M	\$79.6M	\$97.3M
Prior Year	\$48M	\$56.3M	\$65.6M	\$86.6M	\$85.7M	\$71.7M	\$72.7M	\$75M	\$70.9M	\$61M	\$55.1M	\$42.6M	\$63M
Percent Change from Prior Year	31%	31%	5%	-14%	11%	18%	19%	8%	30%	37%	50%	87%	54%

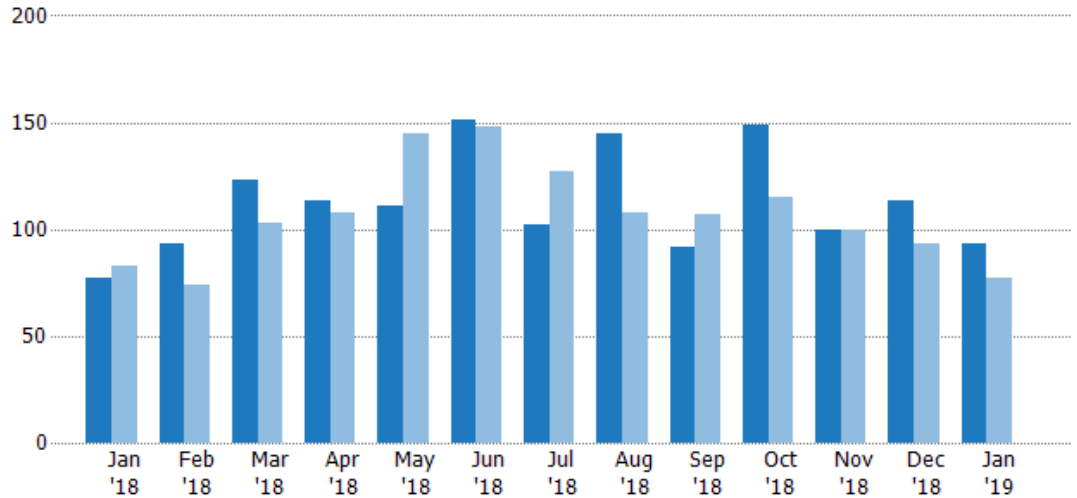
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Nevada County, California

Month/Year	Count	% Chg.
Jan '19	93	20.8%
Jan '18	77	-7.2%
Jan '17	83	-31.3%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	77	93	123	113	111	151	102	145	92	149	100	113	93
Prior Year	83	74	103	108	145	148	127	108	107	115	100	93	77
Percent Change from Prior Year	-7%	26%	19%	5%	-23%	2%	-20%	34%	-14%	30%	0%	22%	21%

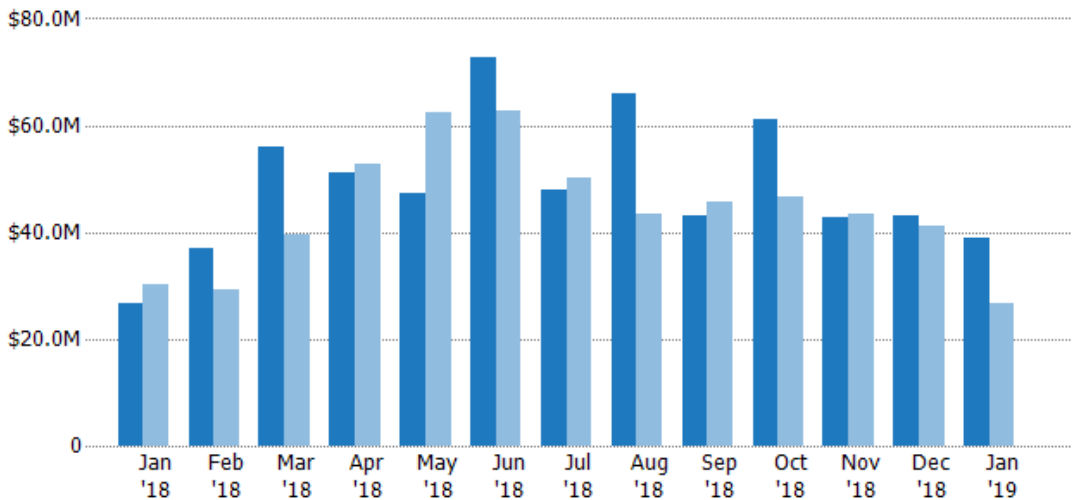
Closed Sales Volume

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

Filters Used

County: Nevada County, California

Month/Year	Volume	% Chg.
Jan '19	\$38.8M	45.5%
Jan '18	\$26.7M	-11.4%
Jan '17	\$30.1M	-29.3%



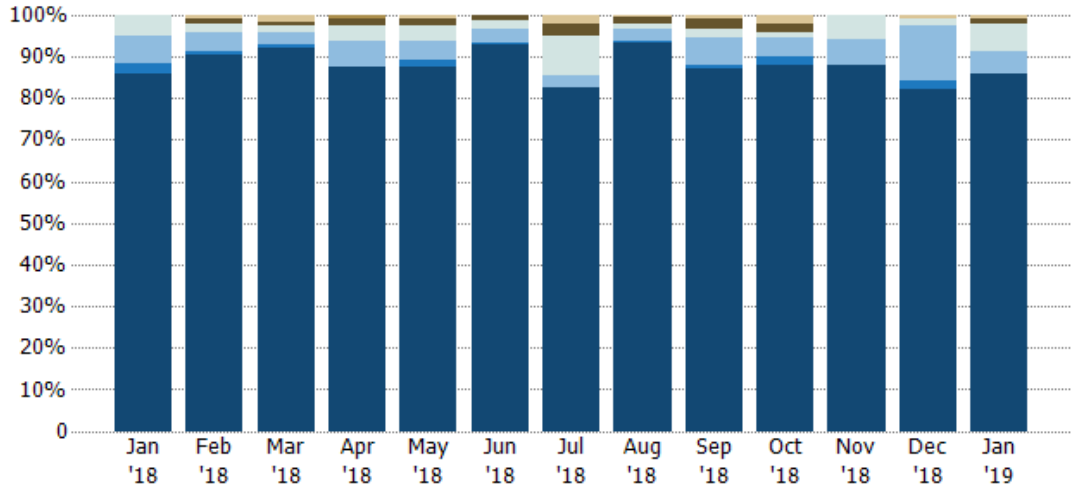
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$26.7M	\$37.1M	\$55.9M	\$51.3M	\$47.4M	\$72.6M	\$48M	\$66M	\$43.2M	\$61M	\$42.9M	\$43.2M	\$38.8M
Prior Year	\$30.1M	\$29.3M	\$39.5M	\$52.7M	\$62.4M	\$62.8M	\$50.1M	\$43.3M	\$45.7M	\$46.6M	\$43.5M	\$41.1M	\$26.7M
Percent Change from Prior Year	-11%	27%	41%	-3%	-24%	16%	-4%	52%	-5%	31%	-1%	5%	46%

Closed Sales by Property Type

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

Filters Used

County: Nevada County, California



Other	-	1%	2%	-	1%	-	2%	1%	1%	2%	-	1%	1%
Coop	-	-	-	1%	-	-	-	-	-	-	-	-	-
Lot/Land	-	1%	1%	2%	2%	1%	3%	1%	2%	2%	-	-	1%
Multifamily/Multiplex	5%	2%	2%	4%	4%	2%	10%	1%	2%	1%	6%	2%	6%
Mobile/Manufactured	6%	4%	3%	6%	5%	3%	3%	3%	7%	5%	6%	13%	5%
Condo/Townhouse	3%	1%	1%	-	2%	1%	-	1%	1%	2%	-	2%	-
Single Family Residence	86%	90%	92%	88%	87%	93%	82%	93%	87%	88%	88%	82%	86%

Closed Sales (By County)

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

Filters Used: County: Nevada County, California

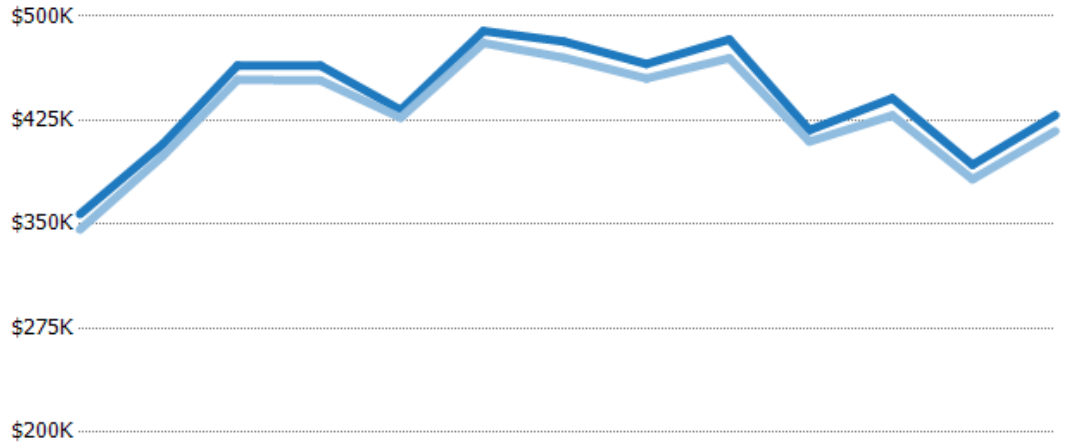


Average Sales Price vs Average Listing Price

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

Filters Used

County: Nevada County, California



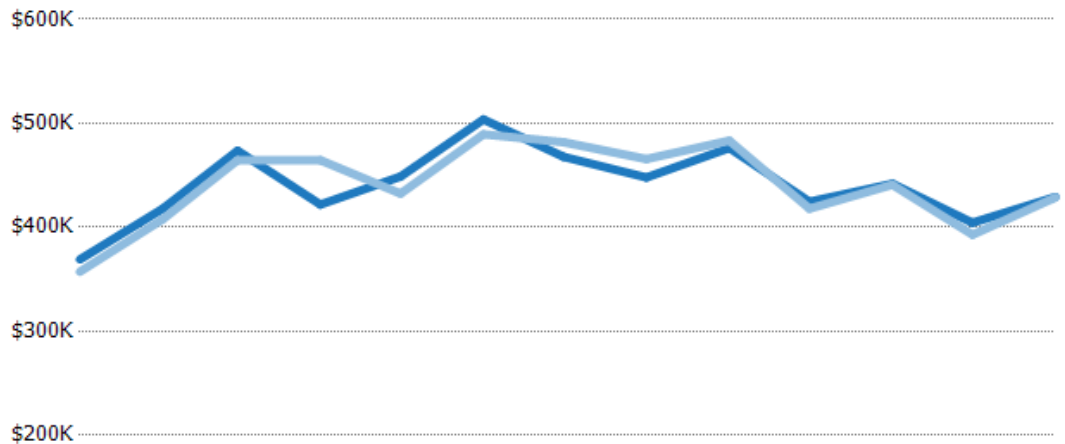
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg List Price	\$357K	\$408K	\$465K	\$464K	\$432K	\$489K	\$482K	\$466K	\$483K	\$418K	\$441K	\$393K	\$429K
Avg Sales Price	\$346K	\$399K	\$454K	\$454K	\$427K	\$481K	\$470K	\$455K	\$470K	\$410K	\$429K	\$382K	\$417K
Avg Sales Price as a % of Avg List Price	97%	98%	98%	98%	99%	98%	98%	98%	97%	98%	97%	97%	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



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Est Value	\$369K	\$418K	\$474K	\$422K	\$449K	\$504K	\$468K	\$448K	\$476K	\$425K	\$442K	\$404K	\$429K
Avg Sales Price	\$357K	\$408K	\$465K	\$464K	\$432K	\$489K	\$482K	\$466K	\$483K	\$418K	\$441K	\$393K	\$429K
Avg Sales Price as a % of Avg Est Value	97%	98%	98%	110%	96%	97%	103%	104%	101%	98%	100%	97%	100%

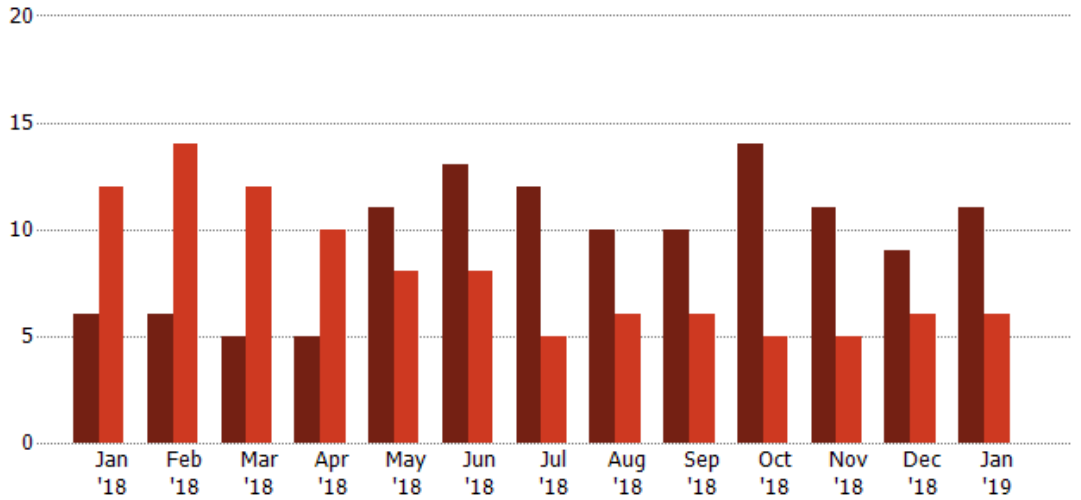
Distressed Listings

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.
Jan '19	11	83.3%
Jan '18	6	-50%
Jan '17	12	0%

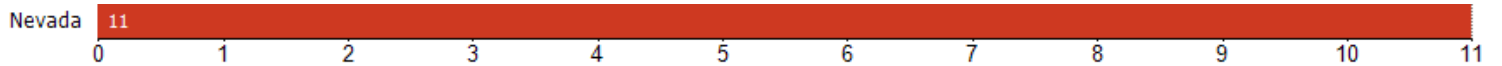


Current Year	6	6	5	5	11	13	12	10	10	14	11	9	11
Prior Year	12	14	12	10	8	8	5	6	6	5	5	6	6
Percent Change from Prior Year	-50%	-57%	-58%	-50%	38%	63%	140%	67%	67%	180%	120%	50%	83%

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: 02/04/2019

Scheduled: Yes

Report Date Range: From 1/2018 To: 1/2019

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 1/2019 data

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