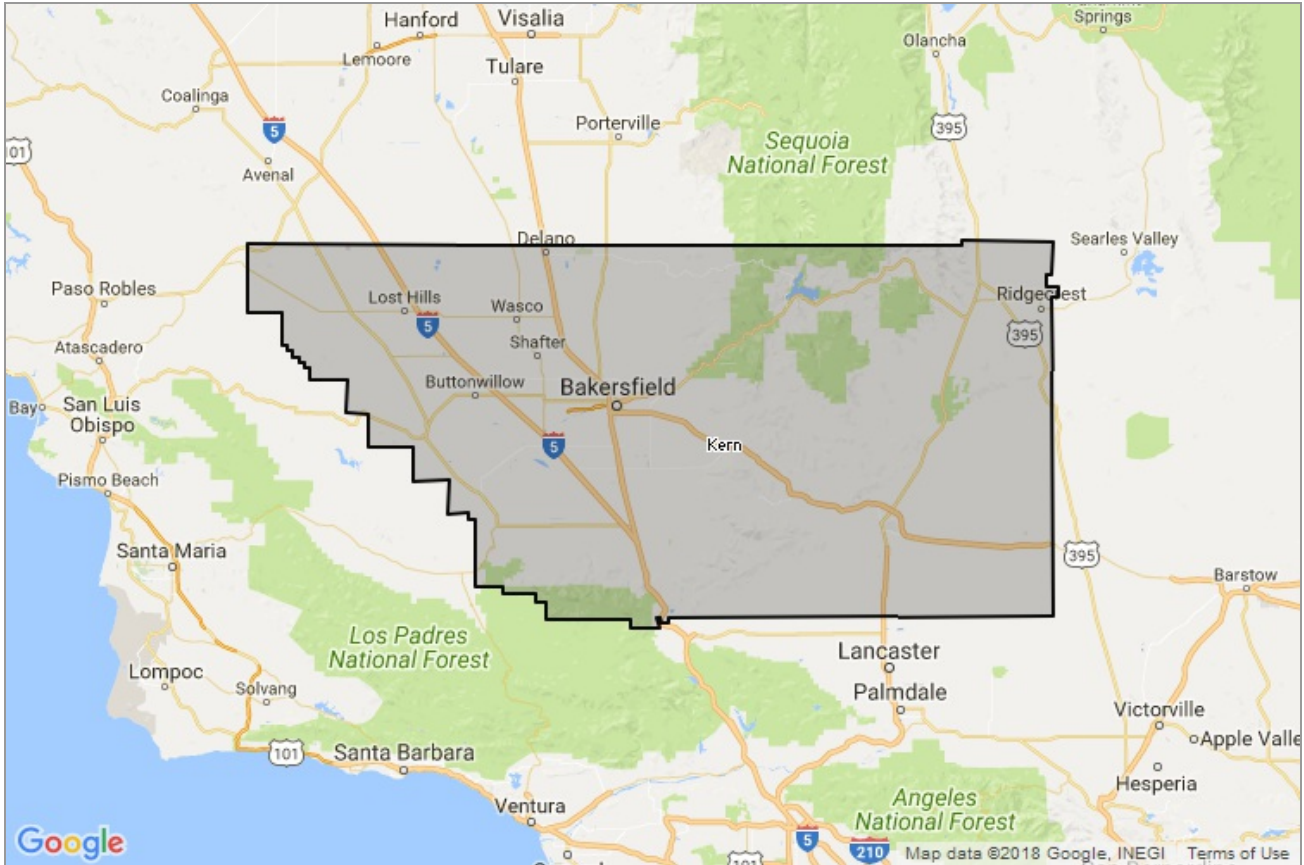


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
4/2017 – 4/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 05/09/2018

Scheduled: No

Presented by

Tehachapi Association of REALTORS®

(661) 822-7652

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

803 Tucker Rd.
Tehachapi, CA 93561

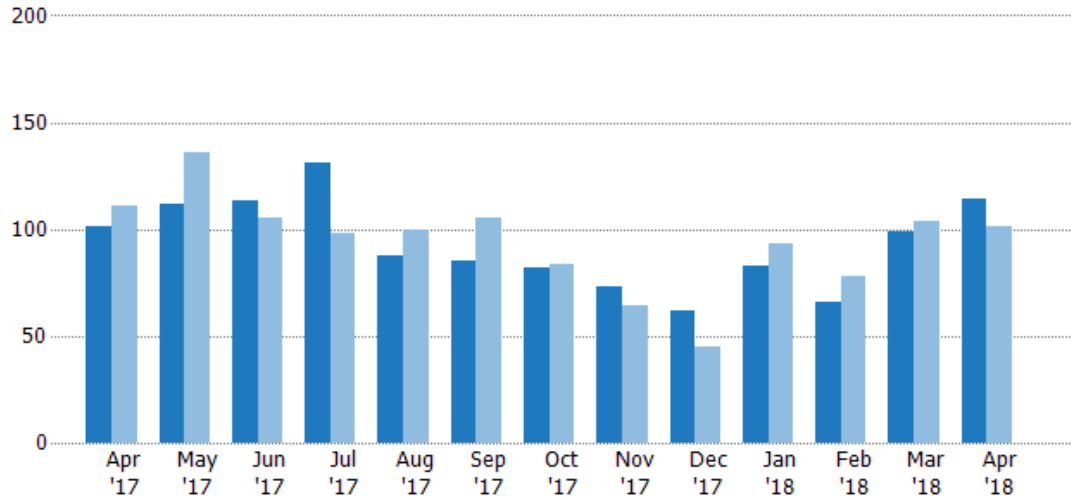
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

County: Kern County, California

Month/Year	Count	% Chg.
Apr '18	114	12.9%
Apr '17	101	-9%
Apr '16	111	13.5%



Current Year	101	112	113	131	88	85	82	73	62	83	66	99	114
Prior Year	111	136	105	98	100	105	84	64	45	93	78	104	101
Percent Change from Prior Year	-9%	-18%	8%	34%	-12%	-19%	-2%	14%	38%	-11%	-15%	-5%	13%

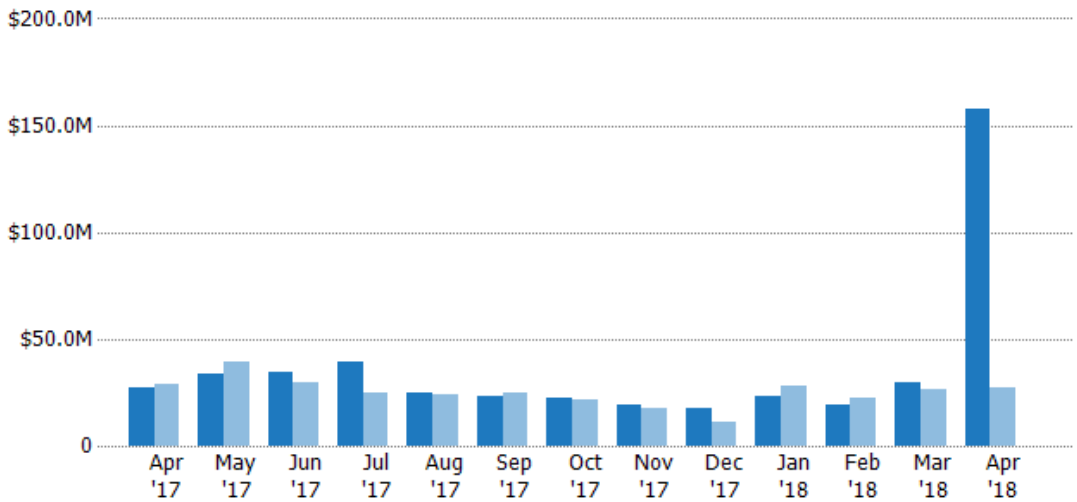
New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

County: Kern County, California

Month/Year	Volume	% Chg.
Apr '18	\$157M	478.2%
Apr '17	\$27.2M	-5.1%
Apr '16	\$28.7M	13%



Current Year	\$27.2M	\$33.7M	\$34.5M	\$38.9M	\$24.8M	\$23.4M	\$22.7M	\$19.1M	\$17.7M	\$23M	\$19.6M	\$30M	\$157M
Prior Year	\$28.7M	\$39M	\$30M	\$24.9M	\$23.8M	\$24.5M	\$21.7M	\$17.3M	\$11.4M	\$27.9M	\$22.2M	\$26.3M	\$27.2M
Percent Change from Prior Year	-5%	-14%	15%	56%	4%	-4%	5%	11%	55%	-18%	-12%	14%	478%

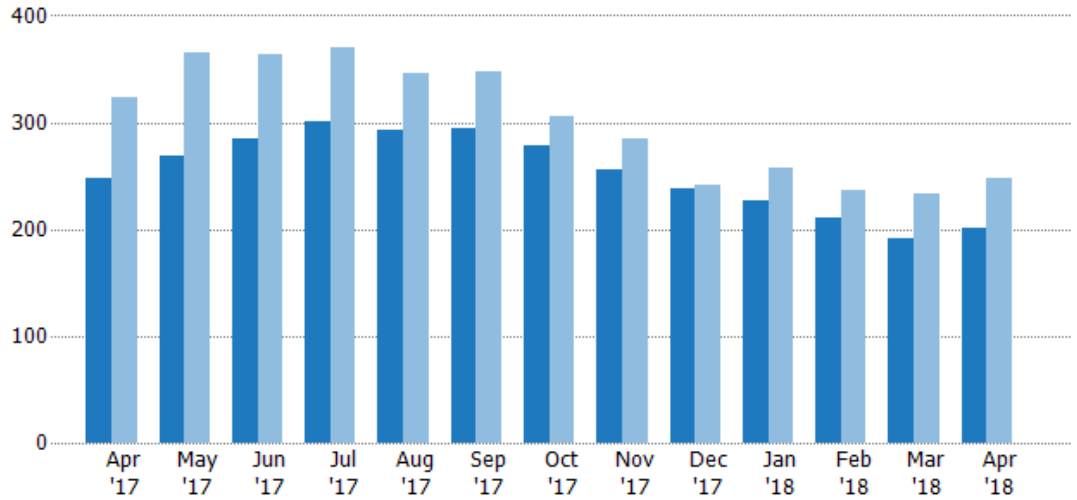
Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Kem County, California

Month/Year	Count	% Chg.
Apr '18	201	-18.6%
Apr '17	247	-23.8%
Apr '16	324	1.2%



Current Year	247	268	285	301	292	294	278	256	238	226	210	191	201
Prior Year	324	366	363	370	346	347	306	285	242	257	237	233	247
Percent Change from Prior Year	-24%	-27%	-21%	-19%	-16%	-15%	-9%	-10%	-2%	-12%	-11%	-18%	-19%

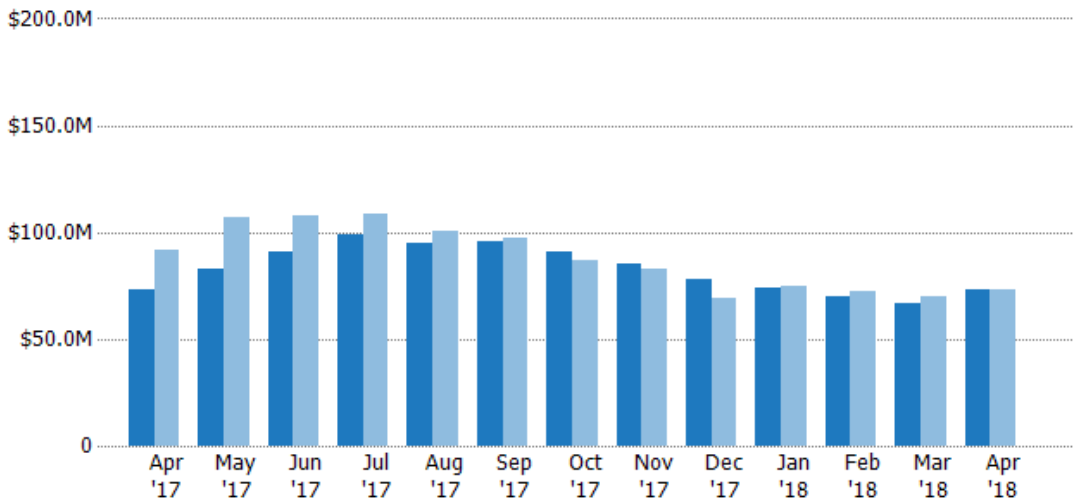
Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Kem County, California

Month/Year	Volume	% Chg.
Apr '18	\$73.3M	-0.2%
Apr '17	\$73.4M	-19.8%
Apr '16	\$91.6M	-0.8%



Current Year	\$73.4M	\$82.7M	\$90.6M	\$98.6M	\$94.5M	\$95.9M	\$91.2M	\$85.2M	\$77.7M	\$74M	\$70.2M	\$66.3M	\$73.3M
Prior Year	\$91.6M	\$107M	\$108M	\$109M	\$101M	\$97.4M	\$86.6M	\$83.1M	\$69.5M	\$74.8M	\$72.3M	\$70.1M	\$73.4M
Percent Change from Prior Year	-20%	-23%	-16%	-9%	-6%	-1%	5%	3%	12%	-1%	-3%	-5%	0%

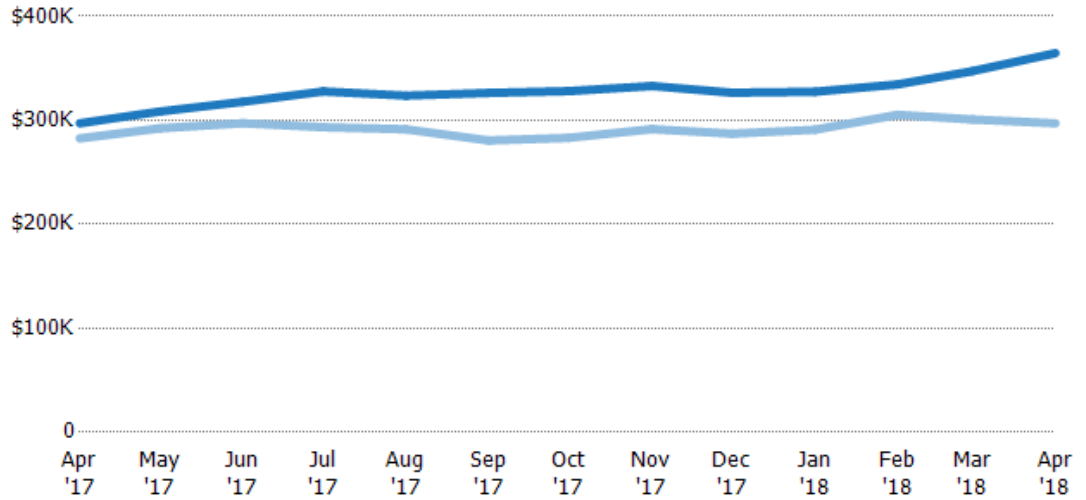
Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Kem County, California

Month/Year	Price	% Chg.
Apr '18	\$365K	22.7%
Apr '17	\$297K	5.1%
Apr '16	\$283K	-2%



Current Year	\$297K	\$308K	\$318K	\$328K	\$324K	\$326K	\$328K	\$333K	\$326K	\$327K	\$335K	\$347K	\$365K
Prior Year	\$283K	\$292K	\$297K	\$293K	\$291K	\$281K	\$283K	\$291K	\$287K	\$291K	\$305K	\$301K	\$297K
Percent Change from Prior Year	5%	6%	7%	12%	11%	16%	16%	14%	14%	13%	10%	15%	23%

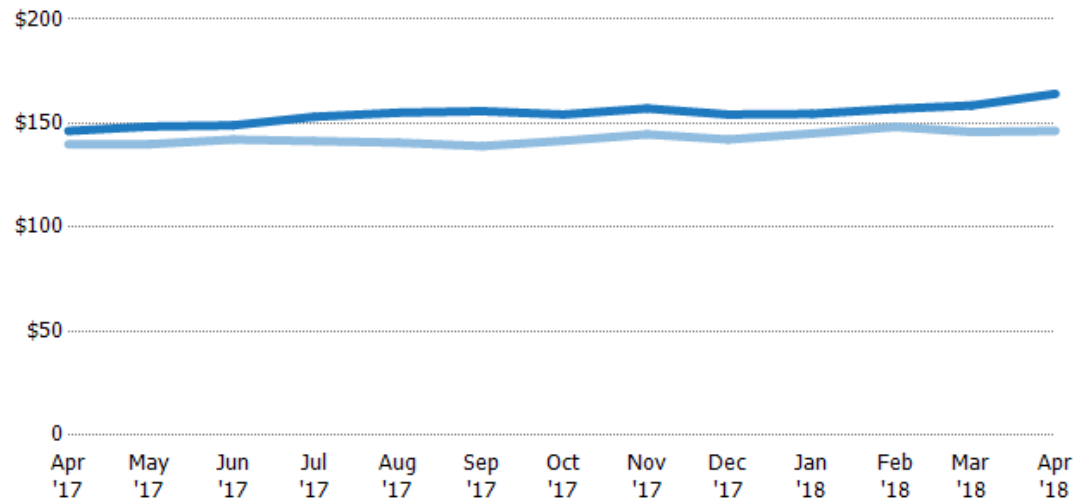
Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

County: Kem County, California

Month/Year	Price/sq ft	% Chg.
Apr '18	\$164	12.2%
Apr '17	\$146	4.6%
Apr '16	\$140	-1.6%



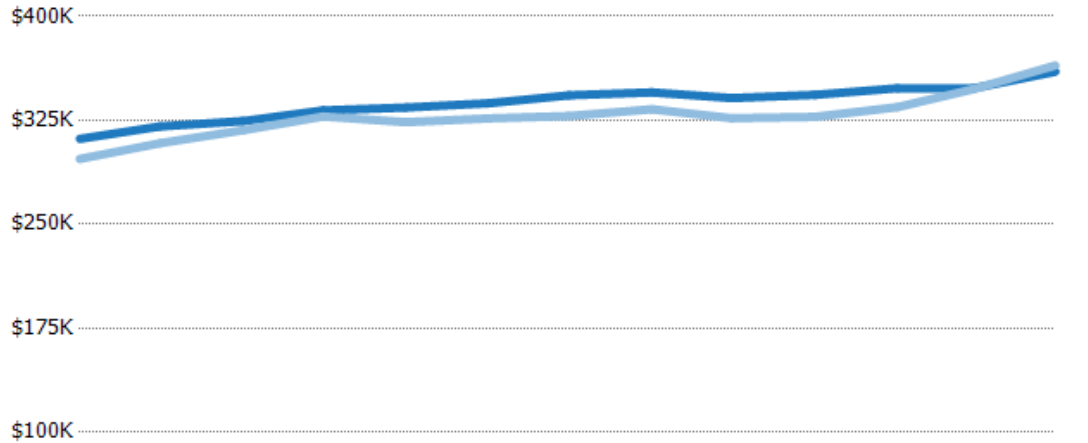
Current Year	\$146	\$148	\$149	\$153	\$155	\$156	\$154	\$157	\$154	\$155	\$157	\$159	\$164
Prior Year	\$140	\$140	\$142	\$141	\$141	\$139	\$142	\$145	\$142	\$145	\$148	\$146	\$146
Percent Change from Prior Year	5%	6%	5%	8%	10%	12%	9%	9%	8%	7%	6%	9%	12%

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: Kern County, California



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	\$312K	\$321K	\$324K	\$332K	\$334K	\$337K	\$343K	\$345K	\$341K	\$343K	\$348K	\$348K	\$360K
Avg Listing Price	\$297K	\$308K	\$318K	\$328K	\$324K	\$326K	\$328K	\$333K	\$326K	\$327K	\$335K	\$347K	\$365K
Avg Listing Price as a % of Avg Est Value	95%	96%	98%	99%	97%	97%	96%	96%	96%	95%	96%	100%	101%

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: 05/09/2018

Scheduled: No

Report Date Range: From 4/2017 To: 4/2018

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: Kern 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 4/2018 data

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