

MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
5/2015 – 5/2016

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 06/09/2016

Scheduled: Yes

Presented by

Tehachapi Association of REALTORS®

(661) 822-7652

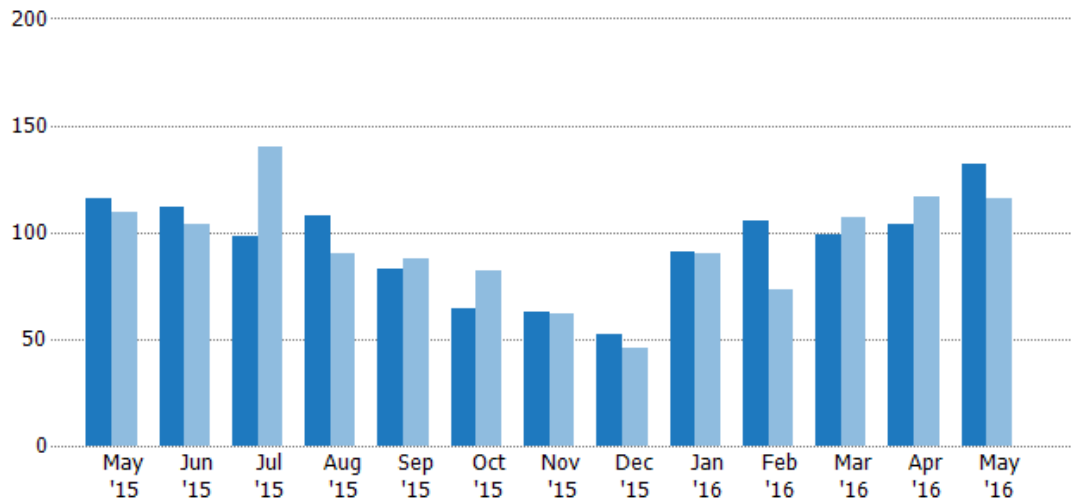
<http://www.tehachapiar.com/>

803 Tucker Rd.
Tehachapi, CA 93561

New Listings

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

Month/Year	Count	% Chg.
May '16	132	13.8%
May '15	116	6.4%
May '14	109	1.8%

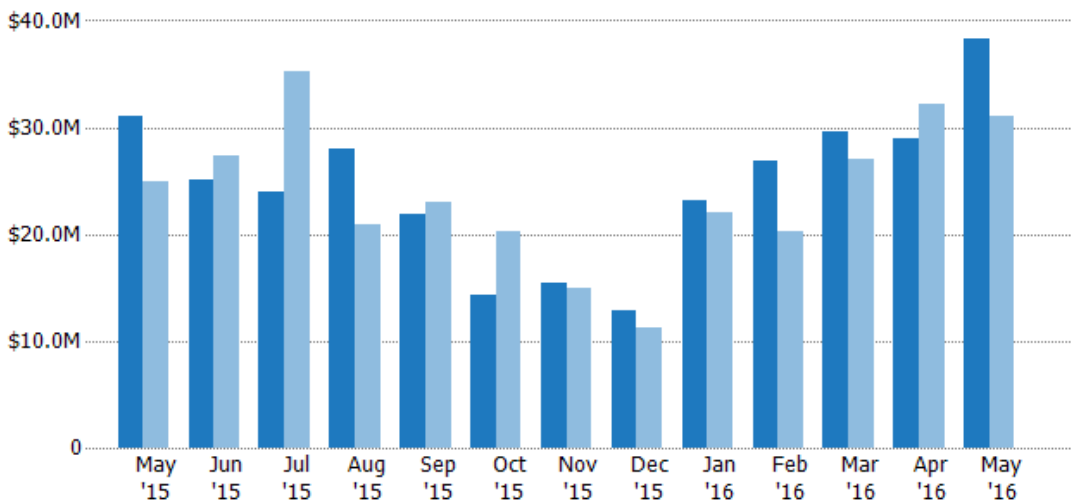


Current Year	116	112	98	108	83	64	63	52	91	105	99	104	132
Prior Year	109	104	140	90	88	82	62	46	90	73	107	117	116
Percent Change from Prior Year	6%	8%	-30%	20%	-6%	-22%	2%	13%	1%	44%	-7%	-11%	14%

New Listing Volume

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

Month/Year	Volume	% Chg.
May '16	\$38.3M	23.2%
May '15	\$31.1M	24.8%
May '14	\$24.9M	5.8%

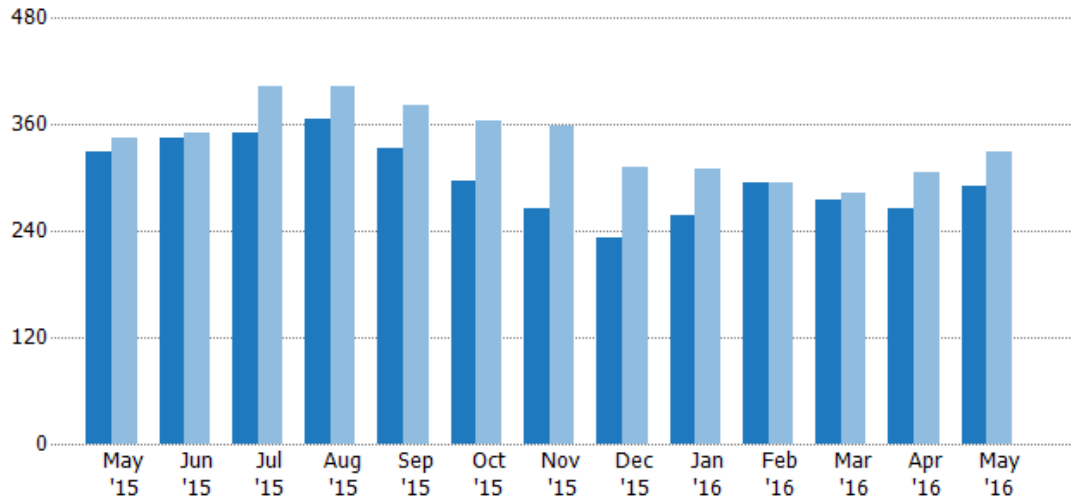


Current Year	\$31.1M	\$25M	\$24M	\$28M	\$21.9M	\$14.4M	\$15.4M	\$12.8M	\$23.2M	\$26.9M	\$29.6M	\$28.9M	\$38.3M
Prior Year	\$24.9M	\$27.3M	\$35.2M	\$20.9M	\$23.1M	\$20.3M	\$14.9M	\$11.2M	\$22.1M	\$20.3M	\$27.1M	\$32.2M	\$31.1M
Percent Change from Prior Year	25%	-8%	-32%	34%	-5%	-29%	3%	15%	5%	32%	9%	-10%	23%

Active Listings

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

Month/Year	Count	% Chg.
May '16	290	-11.9%
May '15	329	-4.6%
May '14	345	-22.3%

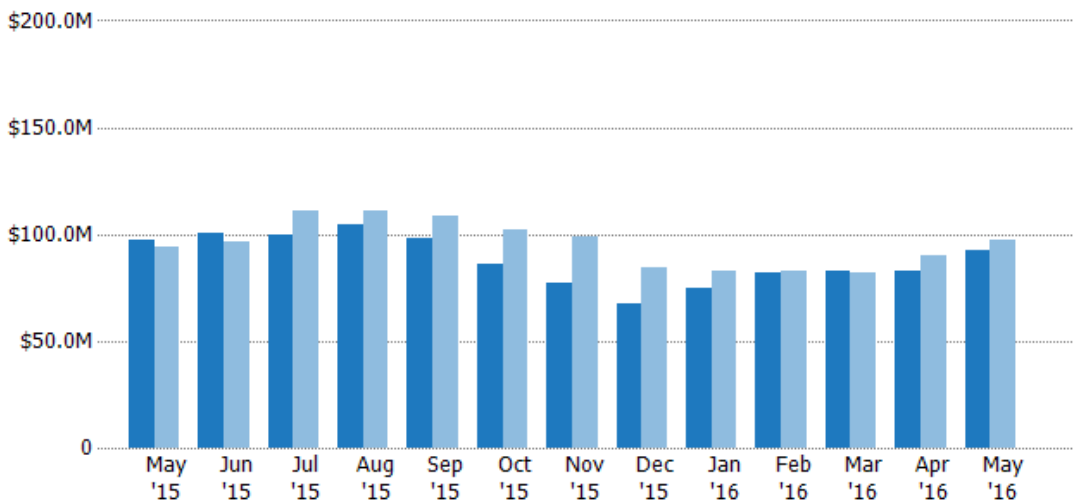


	May '15	Jun '15	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16
Current Year	329	345	350	366	334	296	265	233	258	294	276	266	290
Prior Year	345	351	404	403	381	364	359	312	309	294	282	306	329
Percent Change from Prior Year	-5%	-2%	-13%	-9%	-12%	-19%	-26%	-25%	-17%	0	-2%	-13%	-12%

Active Listing Volume

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

Month/Year	Volume	% Chg.
May '16	\$92.2M	-5.5%
May '15	\$97.6M	3.9%
May '14	\$93.9M	-21.5%

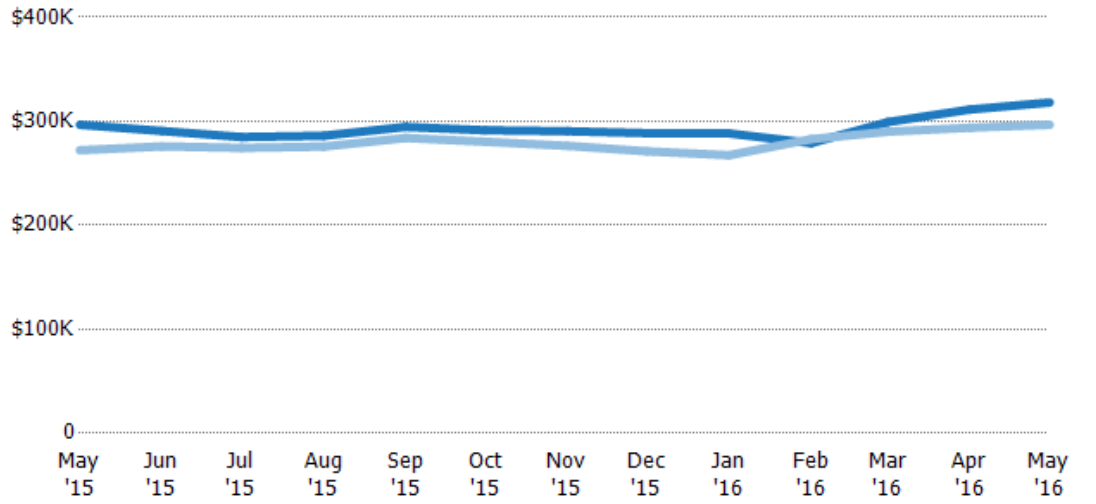


	May '15	Jun '15	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16
Current Year	\$97.6M	\$100M	\$100M	\$105M	\$98.4M	\$86.3M	\$77M	\$67.2M	\$74.4M	\$82M	\$82.6M	\$82.8M	\$92.2M
Prior Year	\$93.9M	\$96.8M	\$111M	\$111M	\$108M	\$102M	\$99.2M	\$84.6M	\$82.6M	\$83.2M	\$81.8M	\$89.9M	\$97.6M
Percent Change from Prior Year	4%	4%	-10%	-6%	-9%	-15%	-22%	-21%	-10%	-1%	1%	-8%	-5%

Average Listing Price

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

Month/Year	Price	% Chg.
May '16	\$318K	7.2%
May '15	\$297K	9%
May '14	\$272K	1%

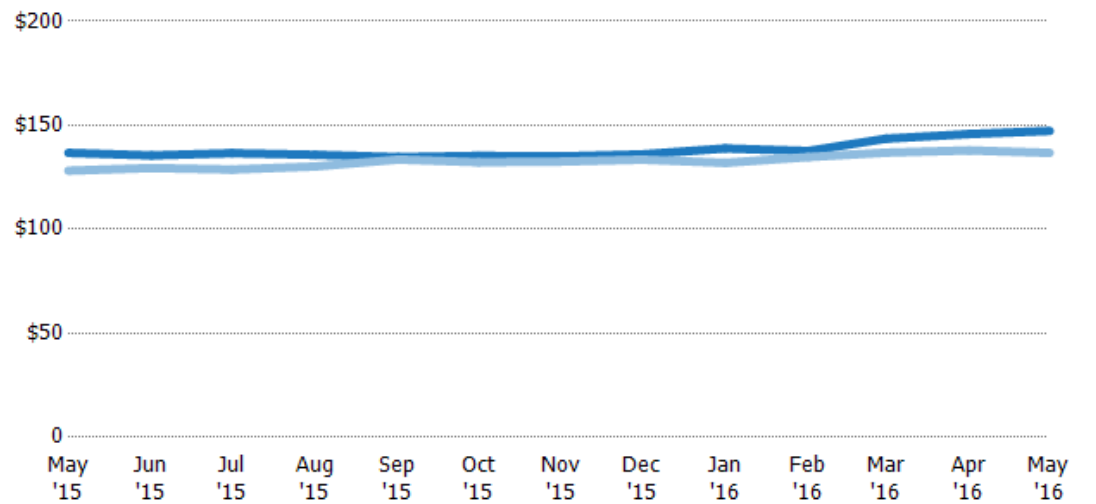


Current Year	\$297K	\$291K	\$285K	\$286K	\$295K	\$291K	\$290K	\$289K	\$288K	\$279K	\$299K	\$311K	\$318K
Prior Year	\$272K	\$276K	\$274K	\$276K	\$284K	\$280K	\$276K	\$271K	\$267K	\$283K	\$290K	\$294K	\$297K
Percent Change from Prior Year	9%	5%	4%	4%	4%	4%	5%	6%	8%	-1%	3%	6%	7%

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.

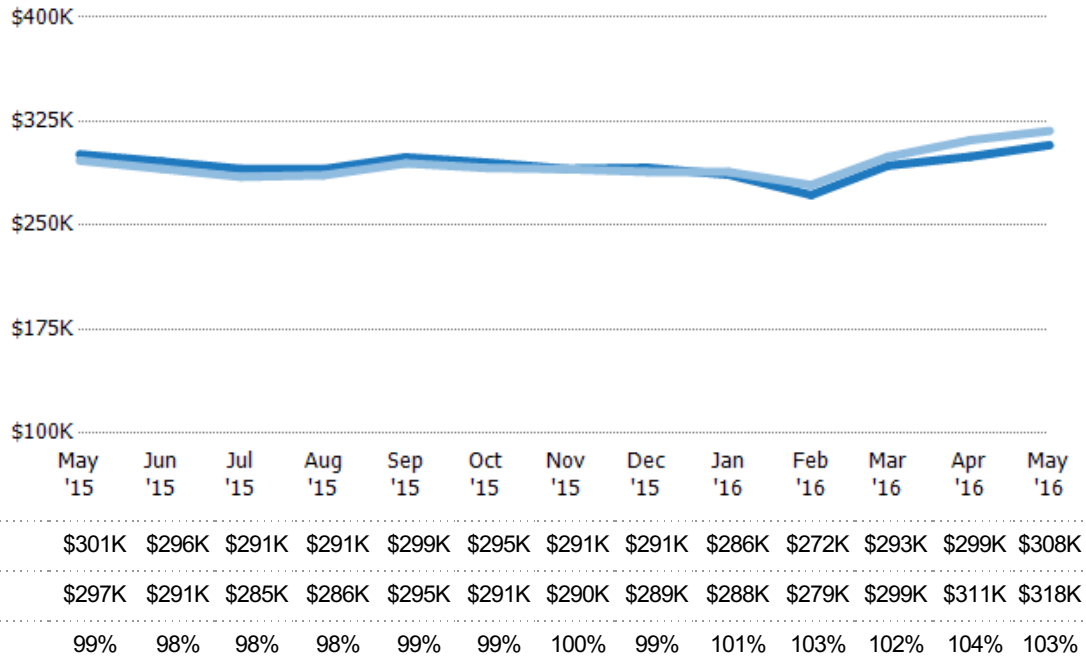
Month/Year	Price/sq ft	% Chg.
May '16	\$147	7.7%
May '15	\$137	6.7%
May '14	\$128	-3.1%



Current Year	\$137	\$136	\$137	\$136	\$135	\$135	\$135	\$136	\$139	\$138	\$144	\$146	\$147
Prior Year	\$128	\$129	\$129	\$130	\$134	\$132	\$133	\$134	\$132	\$135	\$137	\$138	\$137
Percent Change from Prior Year	7%	5%	6%	4%	1%	2%	2%	2%	5%	2%	5%	6%	8%

Average Listing Price vs Average Est Value

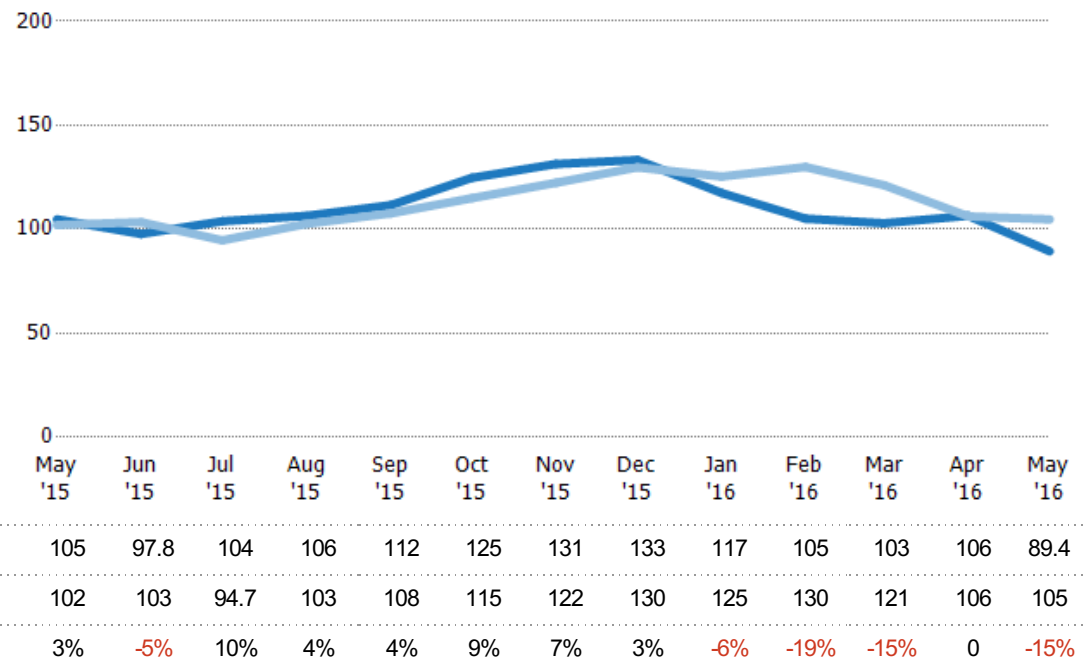
The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.



Average Days in RPR

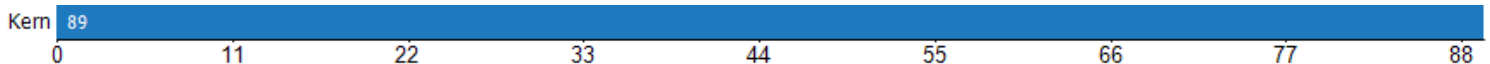
The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Month/Year	Days	% Chg.
May '16	89.4	-14.6%
May '15	105	2.7%
May '14	102	-3.4%



Average Days in RPR (By County)

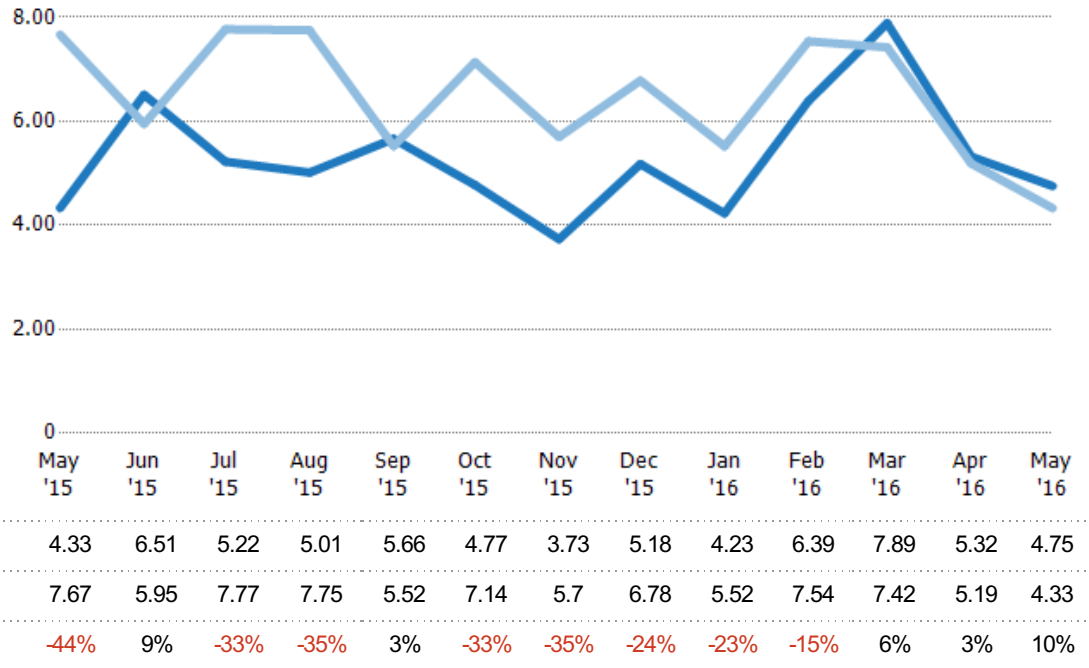
The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.



Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

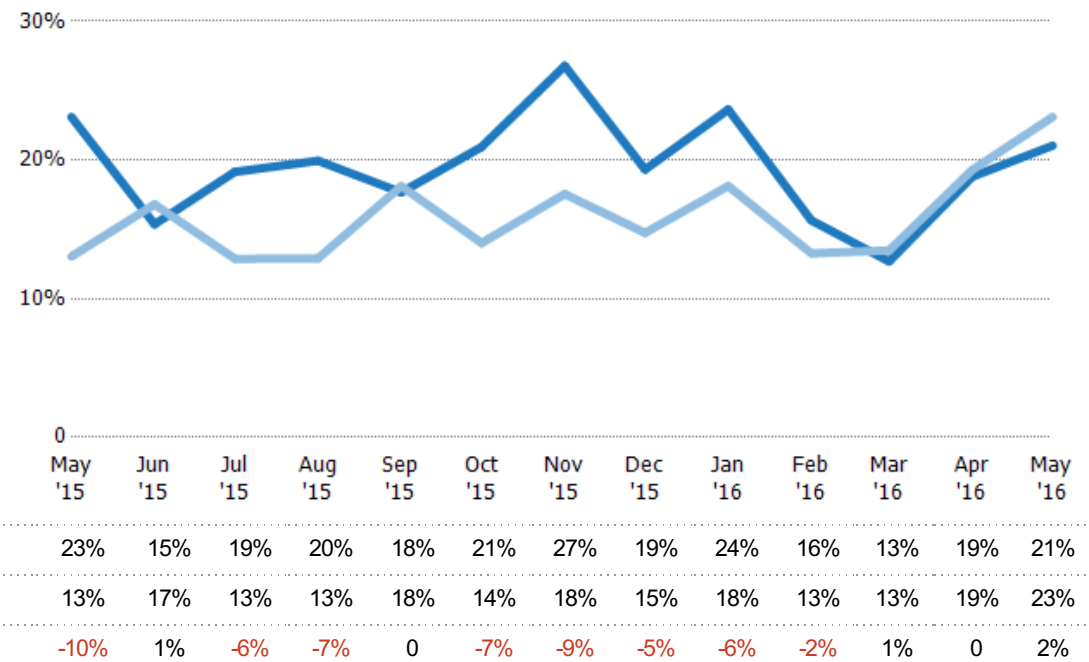
Month/Year	Months	% Chg.
May '16	4.75	9.8%
May '15	4.33	-43.5%
May '14	7.67	-25.6%



Absorption Rate

The percentage of inventory sold per month.

Month/Year	Rate	Chg.
May '16	21%	2.1%
May '15	23%	-10.1%
May '14	13%	34.4%



Absorption Rate (By County)

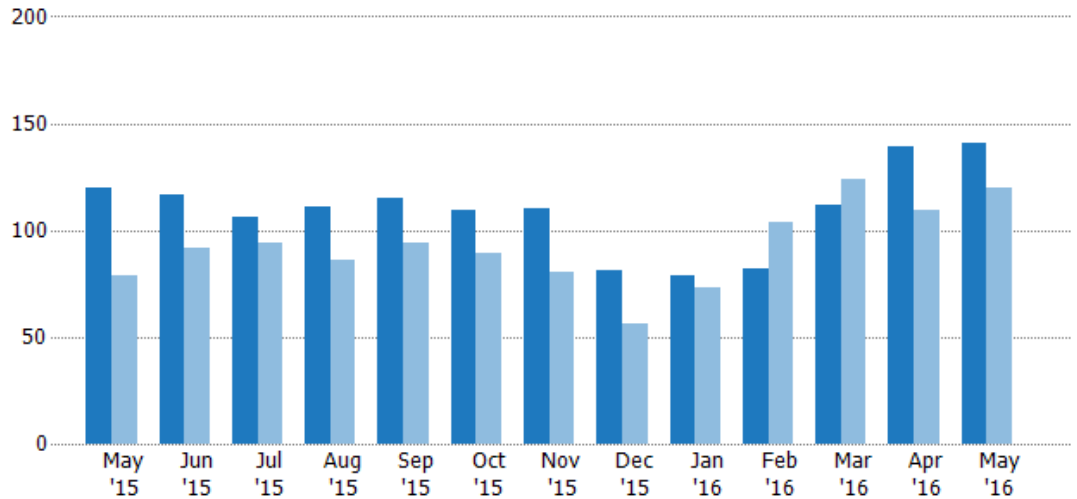
The percentage of the inventory sold during the last month by county.



Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Month/Year	Count	% Chg.
May '16	141	17.5%
May '15	120	51.9%
May '14	79	32.9%

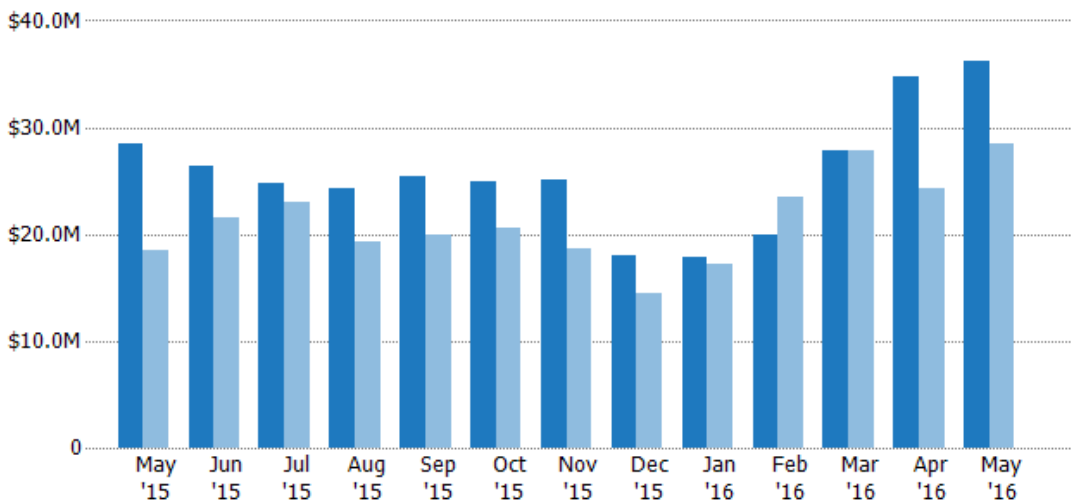


Current Year	120	117	106	111	115	109	110	81	79	82	112	139	141
Prior Year	79	92	94	86	94	89	80	56	73	104	124	109	120
Percent Change from Prior Year	52%	27%	13%	29%	22%	22%	38%	45%	8%	-21%	-10%	28%	18%

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.

Month/Year	Volume	% Chg.
May '16	\$36.1M	26.7%
May '15	\$28.5M	54.1%
May '14	\$18.5M	12.3%

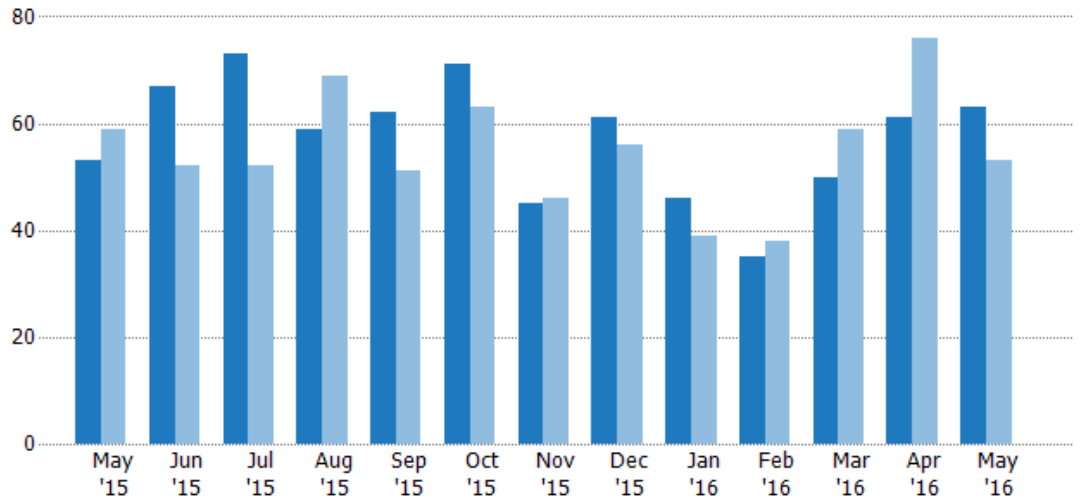


Current Year	\$28.5M	\$26.4M	\$24.8M	\$24.4M	\$25.5M	\$24.9M	\$25.1M	\$18M	\$17.8M	\$20M	\$27.8M	\$34.7M	\$36.1M
Prior Year	\$18.5M	\$21.5M	\$23M	\$19.2M	\$20M	\$20.5M	\$18.6M	\$14.5M	\$17.3M	\$23.5M	\$27.9M	\$24.3M	\$28.5M
Percent Change from Prior Year	54%	23%	8%	27%	27%	21%	35%	25%	3%	-15%	0	42%	27%

Closed Sales

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

Month/Year	Count	% Chg.
May '16	63	18.9%
May '15	53	-10.2%
May '14	59	-3.4%

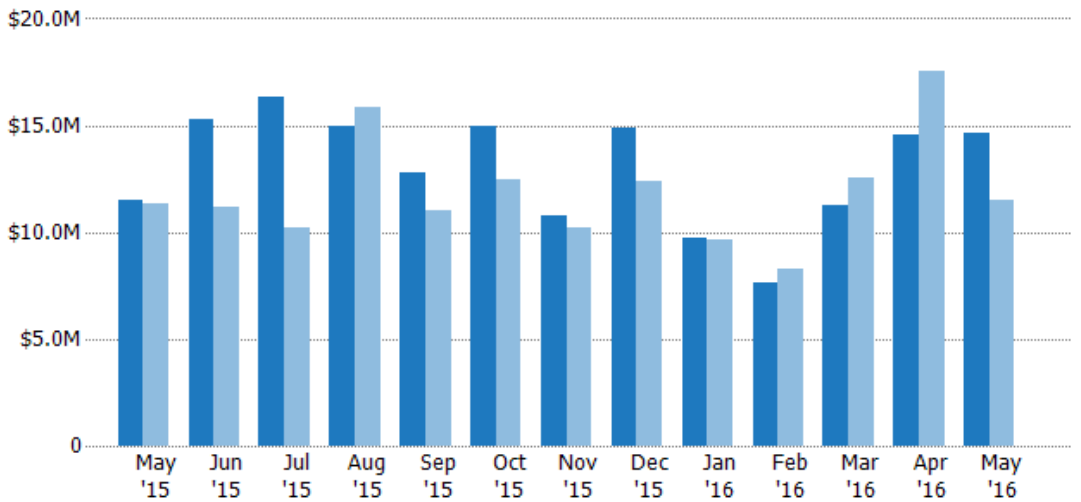


	May '15	Jun '15	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16
Current Year	53	67	73	59	62	71	45	61	46	35	50	61	63
Prior Year	59	52	52	69	51	63	46	56	39	38	59	76	53
Percent Change from Prior Year	-10%	29%	40%	-14%	22%	13%	-2%	9%	18%	-8%	-15%	-20%	19%

Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

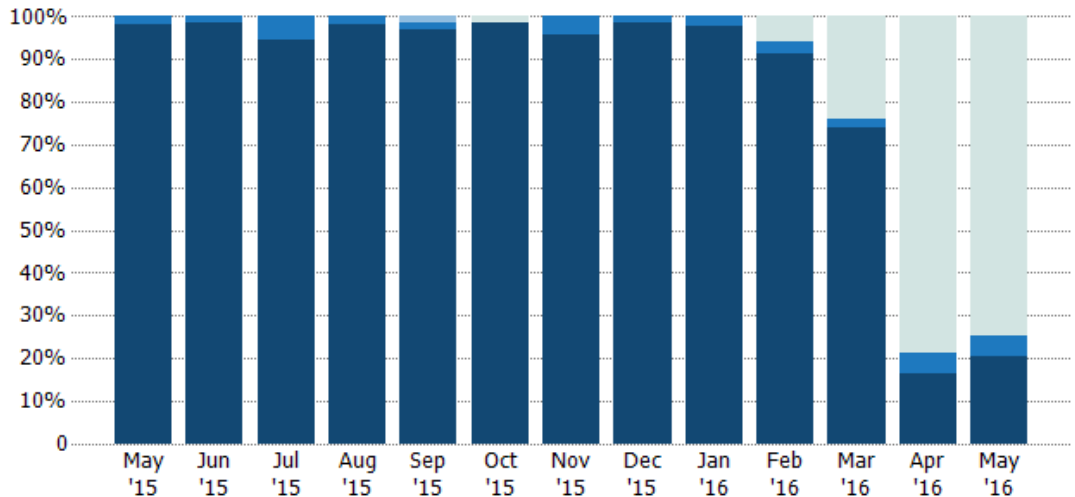
Month/Year	Volume	% Chg.
May '16	\$14.6M	27.4%
May '15	\$11.5M	1.4%
May '14	\$11.3M	-8.2%



	May '15	Jun '15	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16
Current Year	\$11.5M	\$15.3M	\$16.3M	\$15M	\$12.8M	\$14.9M	\$10.8M	\$14.8M	\$9.74M	\$7.64M	\$11.3M	\$14.6M	\$14.6M
Prior Year	\$11.3M	\$11.2M	\$10.2M	\$15.8M	\$11M	\$12.5M	\$10.2M	\$12.4M	\$9.64M	\$8.25M	\$12.5M	\$17.6M	\$11.5M
Percent Change from Prior Year	1%	36%	59%	-5%	16%	19%	5%	20%	1%	-7%	-10%	-17%	27%

Closed Sales by Property Type

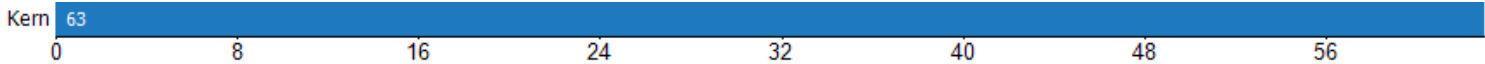
The percentage of single-family, condominium and townhome properties sold each month by property type.



Property Type	May '15	Jun '15	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16
Other	-	-	-	-	-	1%	-	-	-	6%	24%	79%	75%
Mobile/Manufactured	-	-	-	-	2%	-	-	-	-	-	-	-	-
Condo/Townhouse	2%	1%	5%	2%	2%	-	4%	2%	2%	3%	2%	5%	5%
Single Family Residence	98%	99%	95%	98%	97%	99%	96%	98%	98%	91%	74%	16%	21%

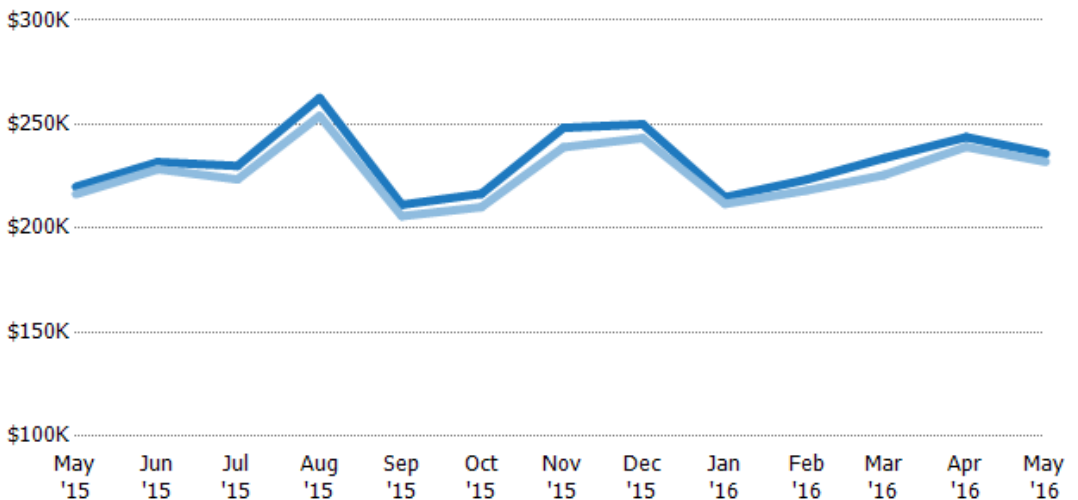
Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.



Average Sales Price vs Average Listing Price

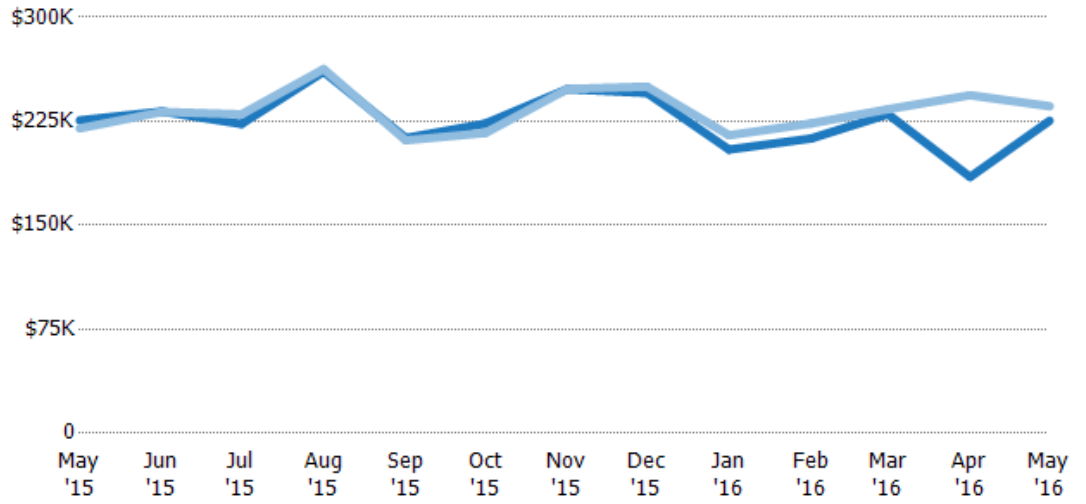
The average sales price as a percentage of the average listing price for properties sold each month.



Month	May '15	Jun '15	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16
Avg List Price	\$220K	\$232K	\$230K	\$263K	\$211K	\$217K	\$248K	\$250K	\$215K	\$223K	\$234K	\$244K	\$236K
Avg Sales Price	\$216K	\$228K	\$223K	\$254K	\$206K	\$210K	\$239K	\$243K	\$212K	\$218K	\$226K	\$239K	\$232K
Avg Sales Price as a % of Avg List Price	98%	99%	97%	97%	97%	97%	96%	97%	99%	98%	97%	98%	98%

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.

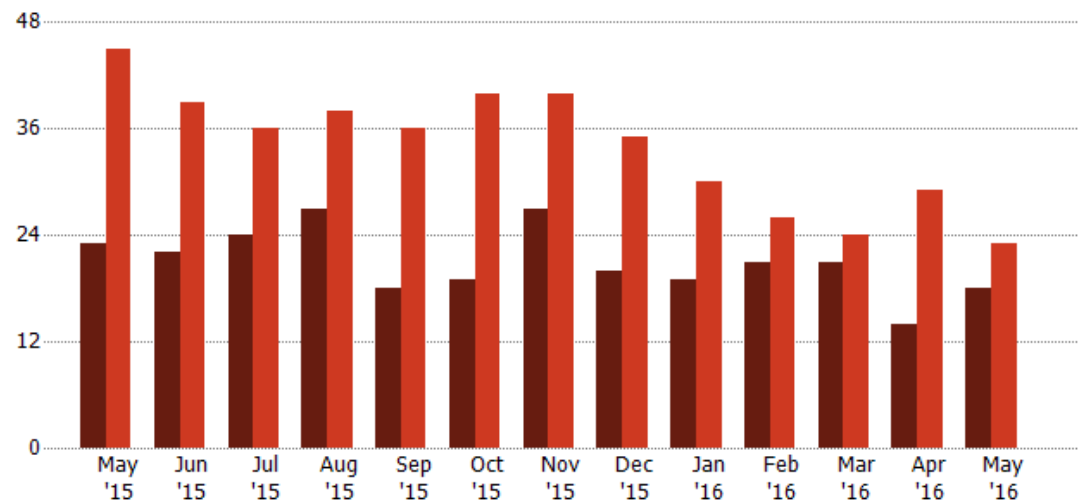


	May '15	Jun '15	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16
Avg Est Value	\$226K	\$232K	\$223K	\$261K	\$213K	\$223K	\$248K	\$245K	\$205K	\$213K	\$230K	\$185K	\$225K
Avg Sales Price	\$220K	\$232K	\$230K	\$263K	\$211K	\$217K	\$248K	\$250K	\$215K	\$223K	\$234K	\$244K	\$236K
Avg Sales Price as a % of Avg Est Value	97%	100%	103%	101%	99%	97%	100%	102%	105%	105%	102%	132%	105%

Distressed Listings

The number of distressed single-family, condominium and townhome properties that were for sale at the end of each month.

Month/Year	Count	% Chg.
May '16	18	-21.7%
May '15	23	-48.9%
May '14	45	6.7%



	May '15	Jun '15	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16
Current Year	23	22	24	27	18	19	27	20	19	21	21	14	18
Prior Year	45	39	36	38	36	40	40	35	30	26	24	29	23
Percent Change from Prior Year	-49%	-44%	-33%	-29%	-50%	-53%	-33%	-43%	-37%	-19%	-13%	-52%	-22%

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.



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: 06/09/2016

Scheduled: Yes

Report Date Range: From 5/2015 To: 5/2016

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
- 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 5/2016 data

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