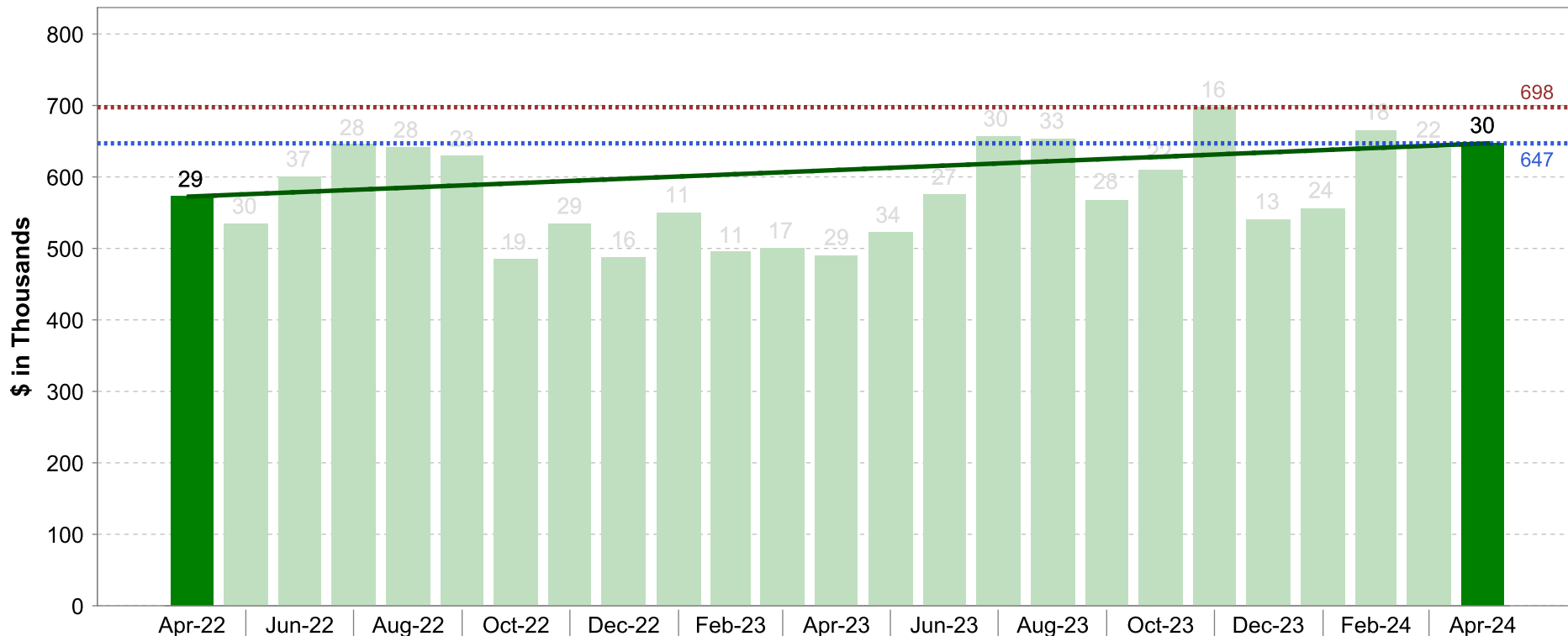


Market Dynamics

RE/MAX Gold - CA

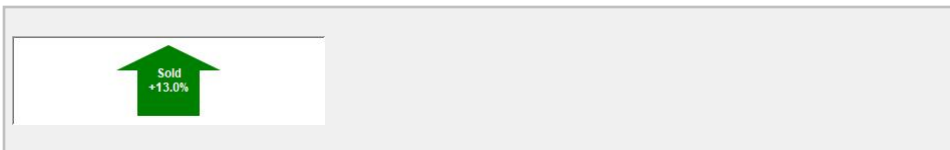
Median Price (Sold)
2 Years (Monthly) 04/01/22 - 04/30/24



■ Sold

KEY INFORMATION

| | Apr-22 | Apr-24 | Median Price Change | Percent Change |
|-------------|---------|---------|---------------------|----------------|
| Sold | 572,500 | 647,000 | 74,500 | 13.0 |



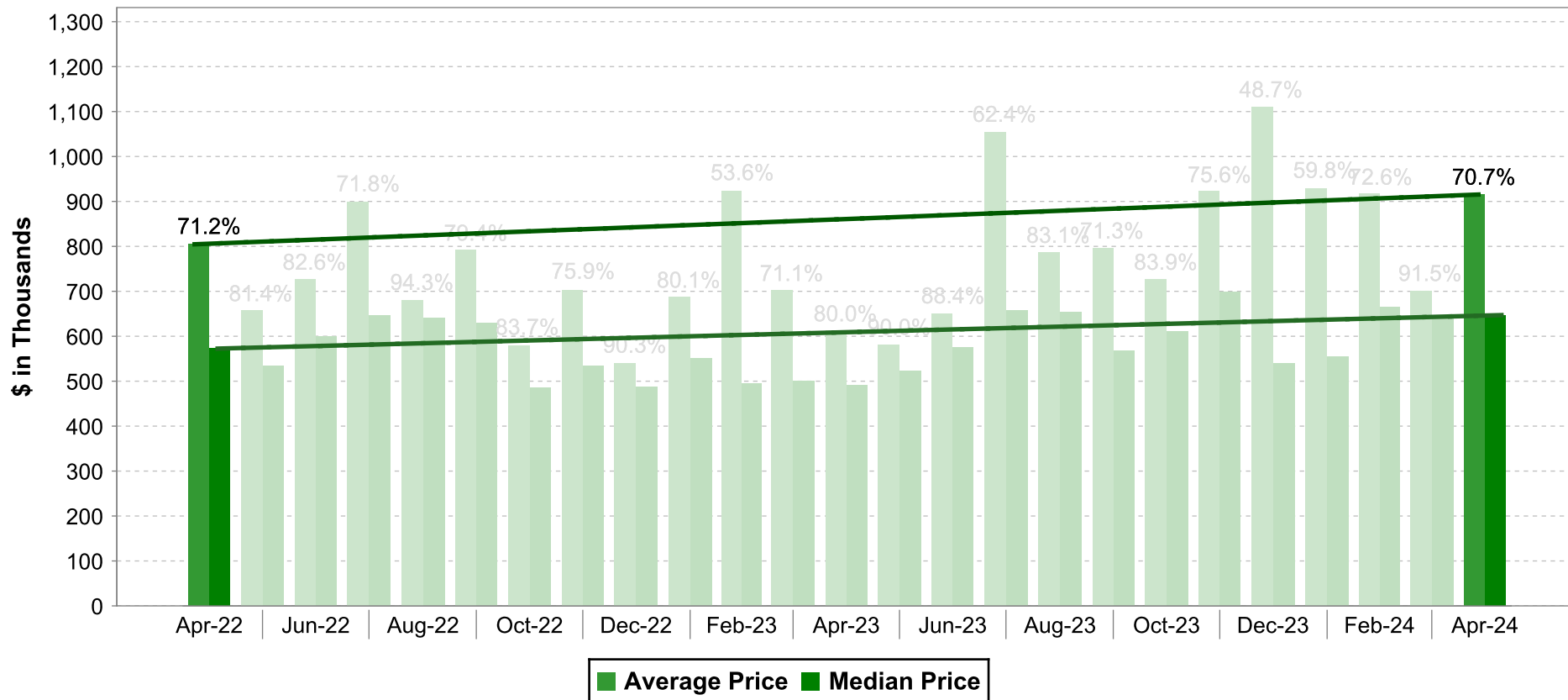
| | | | | | | |
|------------------------|--|-------------------|-------------------------------|----------------------|-----------------------|----------------------|
| MLS: NNRMLS | Period: 2 Years (Monthly) | Price: All | Construction Type: All | Bedrooms: All | Bathrooms: All | Lot Size: All |
| Property Types: | Residential: (Single Family Residence) | | | | | Sq Ft: All |
| Cities: | Gardnerville | | | | | |

Market Dynamics
Median Price (Sold)
2 Years (Monthly) 04/01/22 - 04/30/24

RE/MAX Gold - CA

| Time Period | FOR SALE | | UNDER CONTRACT | | SOLD | | OFF MAKRET | | NEW LISTINGS | |
|-------------|-----------|--------------|----------------|--------------|-----------|--------------|------------|--------------|--------------|--------------|
| | Median \$ | # Properties | Median \$ | # Properties | Median \$ | # Properties | Median \$ | # Properties | Median \$ | # Properties |
| Apr-24 | 818,150 | 83 | 619,000 | 21 | 647,000 | 30 | 1,350,000 | 9 | 716,000 | 27 |
| Mar-24 | 840,000 | 75 | 547,500 | 16 | 640,000 | 22 | 575,000 | 3 | 675,000 | 25 |
| Feb-24 | 895,000 | 71 | 692,000 | 21 | 665,000 | 18 | | 0 | 756,950 | 14 |
| Jan-24 | 785,000 | 91 | 575,000 | 27 | 555,000 | 24 | 710,000 | 7 | 642,500 | 26 |
| Dec-23 | 749,900 | 94 | 579,000 | 21 | 540,000 | 13 | 575,000 | 8 | 674,950 | 12 |
| Nov-23 | 749,900 | 108 | 719,000 | 17 | 697,500 | 16 | 719,000 | 9 | 709,500 | 22 |
| Oct-23 | 791,575 | 112 | 735,500 | 17 | 610,000 | 22 | 1,375,000 | 9 | 798,150 | 27 |
| Sep-23 | 735,500 | 121 | 588,000 | 22 | 567,500 | 28 | 831,950 | 14 | 650,000 | 29 |
| Aug-23 | 704,950 | 126 | 580,000 | 29 | 653,000 | 33 | 645,000 | 5 | 679,000 | 49 |
| Jul-23 | 739,000 | 109 | 749,000 | 29 | 656,810 | 30 | 1,395,000 | 3 | 624,000 | 51 |
| Jun-23 | 799,000 | 99 | 628,950 | 30 | 575,000 | 27 | 700,000 | 11 | 849,900 | 45 |
| May-23 | 749,950 | 86 | 605,038 | 28 | 522,000 | 34 | 722,000 | 4 | 664,000 | 34 |
| Apr-23 | 634,950 | 90 | 525,000 | 36 | 490,000 | 29 | 987,500 | 2 | 584,450 | 40 |
| Mar-23 | 604,000 | 80 | 479,000 | 25 | 500,000 | 17 | 1,485,000 | 5 | 485,000 | 27 |
| Feb-23 | 650,000 | 79 | 489,500 | 22 | 495,000 | 11 | 1,187,500 | 4 | 562,450 | 20 |
| Jan-23 | 742,000 | 74 | 739,450 | 10 | 549,900 | 11 | 847,000 | 5 | 515,000 | 13 |
| Dec-22 | 729,950 | 82 | 479,900 | 10 | 487,500 | 16 | 699,000 | 11 | 735,000 | 15 |
| Nov-22 | 662,499 | 94 | 517,450 | 20 | 534,000 | 29 | 899,000 | 7 | 499,250 | 12 |
| Oct-22 | 595,000 | 115 | 499,900 | 27 | 485,000 | 19 | 849,500 | 6 | 507,450 | 24 |
| Sep-22 | 582,000 | 120 | 545,900 | 21 | 629,000 | 23 | 568,700 | 8 | 545,450 | 34 |
| Aug-22 | 650,000 | 124 | 587,500 | 24 | 641,000 | 28 | 724,500 | 14 | 600,000 | 33 |
| Jul-22 | 671,250 | 128 | 675,000 | 29 | 645,500 | 28 | 925,000 | 8 | 627,000 | 46 |
| Jun-22 | 682,000 | 108 | 650,000 | 21 | 600,000 | 37 | 737,000 | 5 | 652,500 | 56 |
| May-22 | 650,000 | 86 | 545,000 | 33 | 534,500 | 30 | 459,000 | 1 | 595,000 | 51 |
| Apr-22 | 649,000 | 71 | 612,000 | 36 | 572,500 | 29 | | 0 | 549,500 | 40 |

Market Dynamics Sold Average vs. Median Price 2 Years (Monthly) 04/01/22 - 04/30/24



KEY INFORMATION

| | Apr-22 | Apr-24 | Price Change | Percent Change |
|----------------|---------|---------|--------------|----------------|
| Average | 804,616 | 915,329 | 110,714 | 13.8 |
| Median | 572,500 | 647,000 | 74,500 | 13.0 |

Average
+13.8%

Median
+13.0%

| | | | | | | |
|------------------------|--|-------------------|-------------------------------|----------------------|-----------------------|----------------------|
| MLS: NNRMLS | Period: 2 Years (Monthly) | Price: All | Construction Type: All | Bedrooms: All | Bathrooms: All | Lot Size: All |
| Property Types: | Residential: (Single Family Residence) | | | | | Sq Ft: All |
| Cities: | Gardnerville | | | | | |

Market Dynamics
Sold Average vs. Median Price
2 Years (Monthly) 04/01/22 - 04/30/24

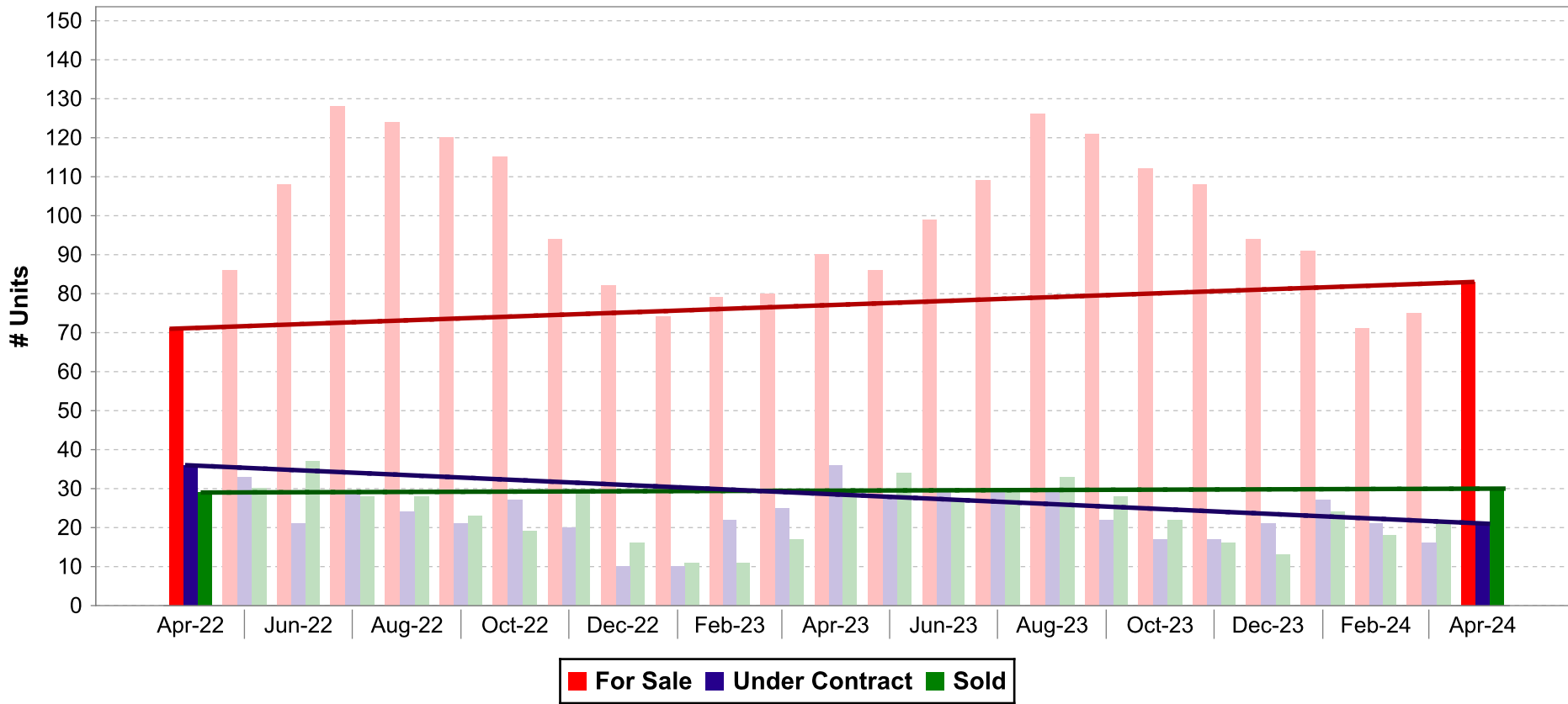
RE/MAX Gold - CA

| Time Period | # Properties Sold | Sold Average \$ | Sold Median \$ | Average \$ - Median \$ | Median \$ as % of Average \$ | Sold Avg DOM |
|-------------|-------------------|-----------------|----------------|------------------------|------------------------------|--------------|
| Apr-24 | 30 | 915,329 | 647,000 | 268,329 | 70.7 | 99 |
| Mar-24 | 22 | 699,420 | 640,000 | 59,420 | 91.5 | 110 |
| Feb-24 | 18 | 916,528 | 665,000 | 251,528 | 72.6 | 148 |
| Jan-24 | 24 | 928,076 | 555,000 | 373,076 | 59.8 | 107 |
| Dec-23 | 13 | 1,109,500 | 540,000 | 569,500 | 48.7 | 72 |
| Nov-23 | 16 | 922,156 | 697,500 | 224,656 | 75.6 | 98 |
| Oct-23 | 22 | 727,286 | 610,000 | 117,286 | 83.9 | 64 |
| Sep-23 | 28 | 796,479 | 567,500 | 228,979 | 71.2 | 70 |
| Aug-23 | 33 | 785,778 | 653,000 | 132,778 | 83.1 | 78 |
| Jul-23 | 30 | 1,052,851 | 656,810 | 396,040 | 62.4 | 73 |
| Jun-23 | 27 | 650,754 | 575,000 | 75,754 | 88.4 | 68 |
| May-23 | 34 | 580,133 | 522,000 | 58,133 | 90.0 | 66 |
| Apr-23 | 29 | 612,362 | 490,000 | 122,362 | 80.0 | 86 |
| Mar-23 | 17 | 702,907 | 500,000 | 202,907 | 71.1 | 170 |
| Feb-23 | 11 | 923,686 | 495,000 | 428,686 | 53.6 | 133 |
| Jan-23 | 11 | 686,900 | 549,900 | 137,000 | 80.1 | 125 |
| Dec-22 | 16 | 539,875 | 487,500 | 52,375 | 90.3 | 97 |
| Nov-22 | 29 | 703,114 | 534,000 | 169,114 | 76.0 | 87 |
| Oct-22 | 19 | 579,600 | 485,000 | 94,600 | 83.7 | 70 |
| Sep-22 | 23 | 791,870 | 629,000 | 162,870 | 79.4 | 71 |
| Aug-22 | 28 | 679,967 | 641,000 | 38,967 | 94.3 | 66 |
| Jul-22 | 28 | 899,411 | 645,500 | 253,911 | 71.8 | 89 |
| Jun-22 | 37 | 726,811 | 600,000 | 126,811 | 82.5 | 68 |
| May-22 | 30 | 656,367 | 534,500 | 121,867 | 81.4 | 48 |
| Apr-22 | 29 | 804,616 | 572,500 | 232,116 | 71.2 | 63 |

Market Dynamics

Supply & Demand - # Units (FS, UC, Sold)

2 Years (Monthly) 04/01/22 - 04/30/24



KEY INFORMATION

| | Apr-22 | Apr-24 | # Units Change | Percent Change |
|-----------------------|--------|--------|----------------|----------------|
| For Sale | 71.0 | 83.0 | 12.0 | 16.9 |
| Under Contract | 36.0 | 21.0 | -15.0 | -41.7 |
| Sold | 29.0 | 30.0 | 1.0 | 3.4 |

For Sale
+16.9%

UC
-41.7%

Sold
+3.4%

| | | | | | | |
|------------------------|--|-------------------|-------------------------------|----------------------|-----------------------|----------------------|
| MLS: NNRMLS | Period: 2 Years (Monthly) | Price: All | Construction Type: All | Bedrooms: All | Bathrooms: All | Lot Size: All |
| Property Types: | Residential: (Single Family Residence) | | | | | Sq Ft: All |
| Cities: | Gardnerville | | | | | |

Market Dynamics

Supply & Demand - # Units (FS, UC, Sold)

2 Years (Monthly) 04/01/22 - 04/30/24

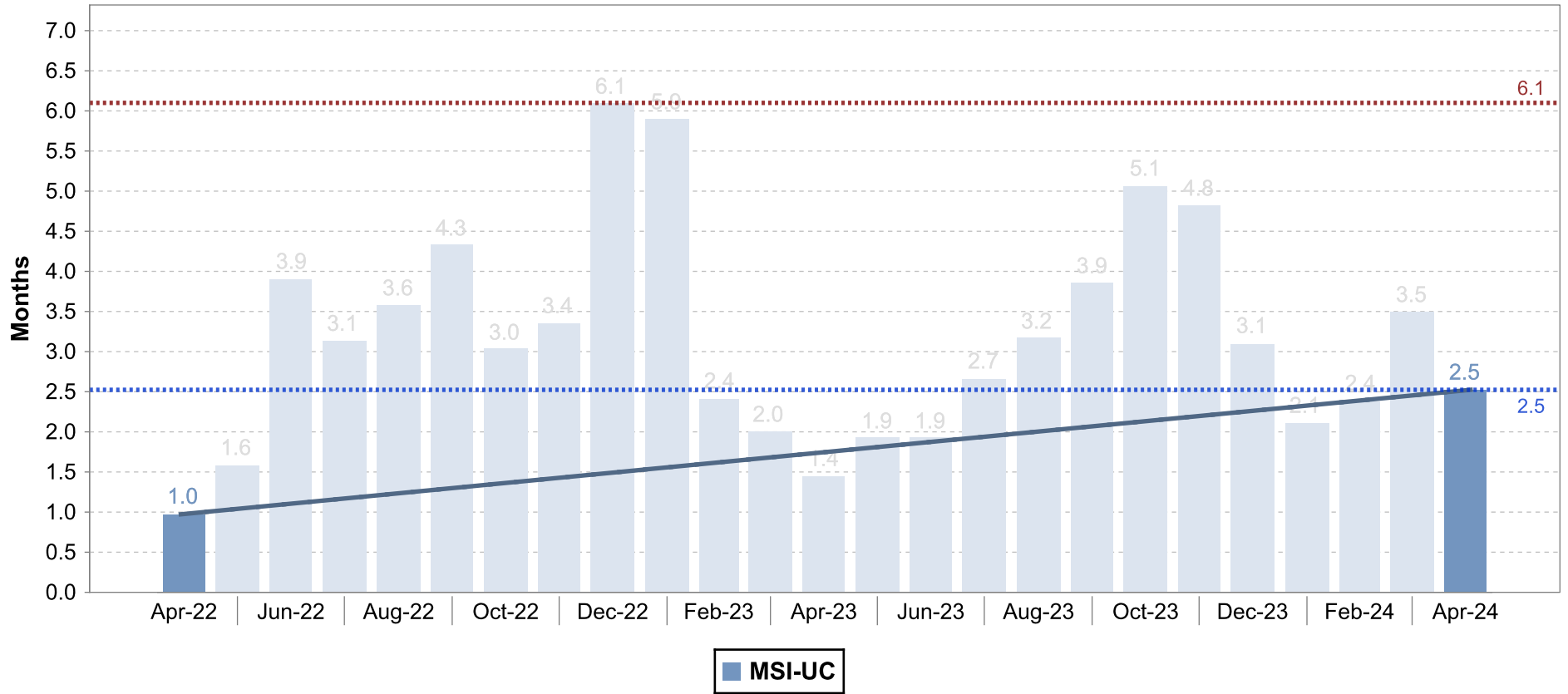
RE/MAX Gold - CA

| Time Period | FOR SALE | | UNDER CONTRACT | | SOLD | | Off Market | | NEW LISTINGS |
|-------------|--------------|-------------|----------------|-------------|--------------|-------------|--------------|-------------|--------------|
| | # Properties | Average DOM | # Properties | Average DOM | # Properties | Average DOM | # Properties | Average DOM | # Properties |
| Apr-24 | 83 | 99 | 21 | 39 | 30 | 99 | 9 | 111 | 27 |
| Mar-24 | 75 | 97 | 16 | 65 | 22 | 110 | 3 | 31 | 25 |
| Feb-24 | 71 | 102 | 21 | 118 | 18 | 148 | 0 | | 14 |
| Jan-24 | 91 | 94 | 27 | 101 | 24 | 107 | 7 | 180 | 26 |
| Dec-23 | 94 | 104 | 21 | 125 | 13 | 72 | 8 | 151 | 12 |
| Nov-23 | 108 | 90 | 17 | 114 | 16 | 98 | 9 | 84 | 22 |
| Oct-23 | 112 | 88 | 17 | 109 | 22 | 64 | 9 | 190 | 27 |
| Sep-23 | 121 | 72 | 22 | 58 | 28 | 70 | 14 | 74 | 29 |
| Aug-23 | 126 | 62 | 29 | 62 | 33 | 78 | 5 | 180 | 49 |
| Jul-23 | 109 | 66 | 29 | 80 | 30 | 73 | 3 | 200 | 51 |
| Jun-23 | 99 | 77 | 30 | 66 | 27 | 68 | 11 | 129 | 45 |
| May-23 | 86 | 83 | 28 | 72 | 34 | 66 | 4 | 100 | 34 |
| Apr-23 | 90 | 76 | 36 | 63 | 29 | 86 | 2 | 148 | 40 |
| Mar-23 | 80 | 99 | 25 | 101 | 17 | 170 | 5 | 188 | 27 |
| Feb-23 | 79 | 108 | 22 | 102 | 11 | 133 | 4 | 174 | 20 |
| Jan-23 | 74 | 122 | 10 | 150 | 11 | 125 | 5 | 184 | 13 |
| Dec-22 | 82 | 119 | 10 | 129 | 16 | 97 | 11 | 136 | 15 |
| Nov-22 | 94 | 102 | 20 | 92 | 29 | 87 | 7 | 85 | 12 |
| Oct-22 | 115 | 86 | 27 | 84 | 19 | 70 | 6 | 181 | 24 |
| Sep-22 | 120 | 73 | 21 | 83 | 23 | 71 | 8 | 74 | 34 |
| Aug-22 | 124 | 62 | 24 | 66 | 28 | 66 | 14 | 49 | 33 |
| Jul-22 | 128 | 54 | 29 | 60 | 28 | 89 | 8 | 142 | 46 |
| Jun-22 | 108 | 44 | 21 | 50 | 37 | 68 | 5 | 48 | 56 |
| May-22 | 86 | 38 | 33 | 48 | 30 | 48 | 1 | 11 | 51 |
| Apr-22 | 71 | 39 | 36 | 51 | 29 | 63 | 0 | | 40 |

Market Dynamics

Months Supply of Inventory (UC Calculation)

2 Years (Monthly) 04/01/22 - 04/30/24



■ **MSI-UC**
KEY INFORMATION

| | Apr-22 | Apr-24 | MSI Change | Percent Change |
|---------------|--------|--------|------------|----------------|
| MSI-UC | 1.0 | 2.5 | 1.6 | 159.6 |



| | | | | | | |
|------------------------|--|-------------------|-------------------------------|----------------------|-----------------------|----------------------|
| MLS: NNRMLS | Period: 2 Years (Monthly) | Price: All | Construction Type: All | Bedrooms: All | Bathrooms: All | Lot Size: All |
| Property Types: | Residential: (Single Family Residence) | | | | | Sq Ft: All |
| Cities: | Gardnerville | | | | | |

Market Dynamics

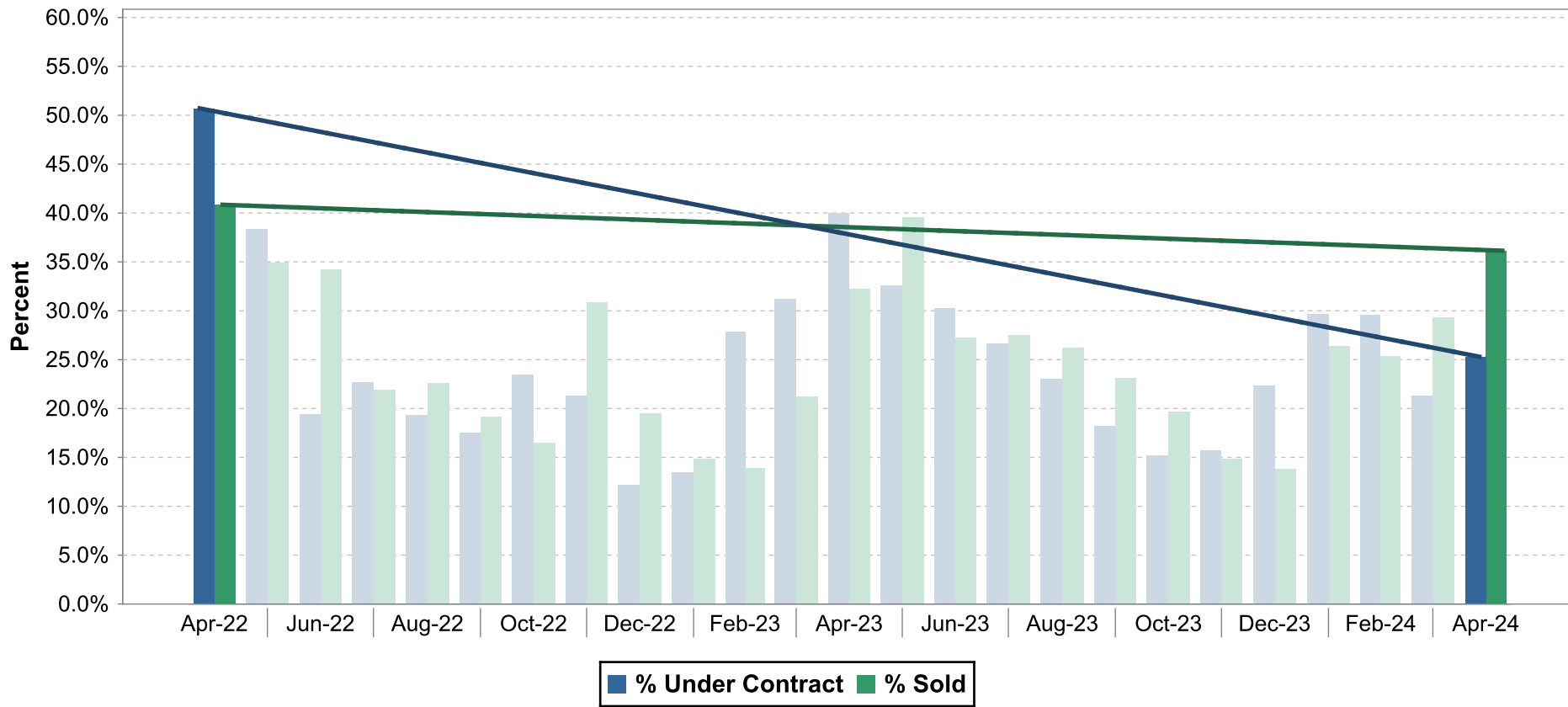
Months Supply of Inventory (UC Calculation) 2 Years (Monthly) 04/01/22 - 04/30/24

| Time Period | MSI | NAR MSI | # For Sale Last Day of Month | # Under Contract | # Sold |
|-------------|-----|---------|------------------------------|------------------|--------|
| Apr-24 | 2.5 | 1.8 | 53 | 21 | 30 |
| Mar-24 | 3.5 | 2.5 | 56 | 16 | 22 |
| Feb-24 | 2.4 | 2.8 | 50 | 21 | 18 |
| Jan-24 | 2.1 | 2.4 | 57 | 27 | 24 |
| Dec-23 | 3.1 | 5.0 | 65 | 21 | 13 |
| Nov-23 | 4.8 | 5.1 | 82 | 17 | 16 |
| Oct-23 | 5.1 | 3.9 | 86 | 17 | 22 |
| Sep-23 | 3.9 | 3.0 | 85 | 22 | 28 |
| Aug-23 | 3.2 | 2.8 | 92 | 29 | 33 |
| Jul-23 | 2.7 | 2.6 | 77 | 29 | 30 |
| Jun-23 | 1.9 | 2.1 | 58 | 30 | 27 |
| May-23 | 1.9 | 1.6 | 54 | 28 | 34 |
| Apr-23 | 1.4 | 1.8 | 52 | 36 | 29 |
| Mar-23 | 2.0 | 2.9 | 50 | 25 | 17 |
| Feb-23 | 2.4 | 4.8 | 53 | 22 | 11 |
| Jan-23 | 5.9 | 5.4 | 59 | 10 | 11 |
| Dec-22 | 6.1 | 3.8 | 61 | 10 | 16 |
| Nov-22 | 3.4 | 2.3 | 67 | 20 | 29 |
| Oct-22 | 3.0 | 4.3 | 82 | 27 | 19 |
| Sep-22 | 4.3 | 4.0 | 91 | 21 | 23 |
| Aug-22 | 3.6 | 3.1 | 86 | 24 | 28 |
| Jul-22 | 3.1 | 3.2 | 91 | 29 | 28 |
| Jun-22 | 3.9 | 2.2 | 82 | 21 | 37 |
| May-22 | 1.6 | 1.7 | 52 | 33 | 30 |
| Apr-22 | 1.0 | 1.2 | 35 | 36 | 29 |

Market Dynamics

RE/MAX Gold - CA

Sales Absorption 2 Years (Monthly) 04/01/22 - 04/30/24



% Under Contract **% Sold**

KEY INFORMATION

| | Apr-22 | Apr-24 | Change | Percent Change |
|------------------|--------|--------|--------|----------------|
| % Under Contract | 50.70 | 25.30 | -25.40 | -50.1 |
| % Sold | 40.85 | 36.14 | -4.70 | -11.5 |



MLS: NNRMLS
Period: 2 Years (Monthly)
Price: All
Construction Type: All
Bedrooms: All
Bathrooms: All
Lot Size: All
Property Types: Residential: (Single Family Residence)
Sq Ft: All
Cities: Gardnerville

Market Dynamics
Sales Absorption
2 Years (Monthly) 04/01/22 - 04/30/24

RE/MAX Gold - CA

| Time Period | % of Properties Under Contract | % of Properties Sold | # Properties For Sale | # Properties Under Contract | # Properties Sold |
|-------------|--------------------------------|----------------------|-----------------------|-----------------------------|-------------------|
| Apr-24 | 25.3 | 36.1 | 83 | 21 | 30 |
| Mar-24 | 21.3 | 29.3 | 75 | 16 | 22 |
| Feb-24 | 29.6 | 25.4 | 71 | 21 | 18 |
| Jan-24 | 29.7 | 26.4 | 91 | 27 | 24 |
| Dec-23 | 22.3 | 13.8 | 94 | 21 | 13 |
| Nov-23 | 15.7 | 14.8 | 108 | 17 | 16 |
| Oct-23 | 15.2 | 19.6 | 112 | 17 | 22 |
| Sep-23 | 18.2 | 23.1 | 121 | 22 | 28 |
| Aug-23 | 23.0 | 26.2 | 126 | 29 | 33 |
| Jul-23 | 26.6 | 27.5 | 109 | 29 | 30 |
| Jun-23 | 30.3 | 27.3 | 99 | 30 | 27 |
| May-23 | 32.6 | 39.5 | 86 | 28 | 34 |
| Apr-23 | 40.0 | 32.2 | 90 | 36 | 29 |
| Mar-23 | 31.2 | 21.2 | 80 | 25 | 17 |
| Feb-23 | 27.8 | 13.9 | 79 | 22 | 11 |
| Jan-23 | 13.5 | 14.9 | 74 | 10 | 11 |
| Dec-22 | 12.2 | 19.5 | 82 | 10 | 16 |
| Nov-22 | 21.3 | 30.8 | 94 | 20 | 29 |
| Oct-22 | 23.5 | 16.5 | 115 | 27 | 19 |
| Sep-22 | 17.5 | 19.2 | 120 | 21 | 23 |
| Aug-22 | 19.4 | 22.6 | 124 | 24 | 28 |
| Jul-22 | 22.7 | 21.9 | 128 | 29 | 28 |
| Jun-22 | 19.4 | 34.3 | 108 | 21 | 37 |
| May-22 | 38.4 | 34.9 | 86 | 33 | 30 |
| Apr-22 | 50.7 | 40.8 | 71 | 36 | 29 |