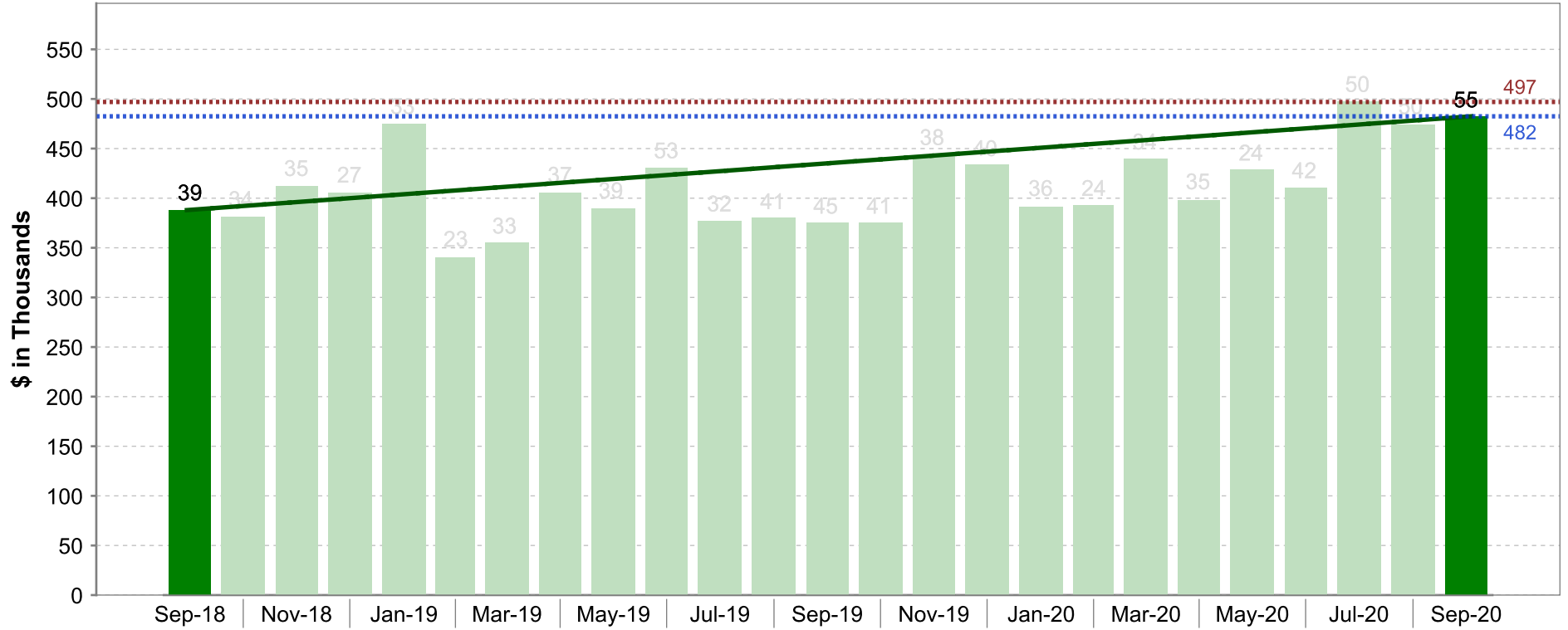


Market Dynamics

Median Price (Sold)

2 Years (Monthly) 09/01/18 - 09/30/20

RE/MAX Realty Affiliates-Reno



■ Sold

KEY INFORMATION

	Sep-18	Sep-20	Median Price Change	Percent Change
Sold	388,000	482,500	94,500	24.4

Sold +24.4%

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

Market Dynamics
Median Price (Sold)
2 Years (Monthly) 09/01/18 - 09/30/20

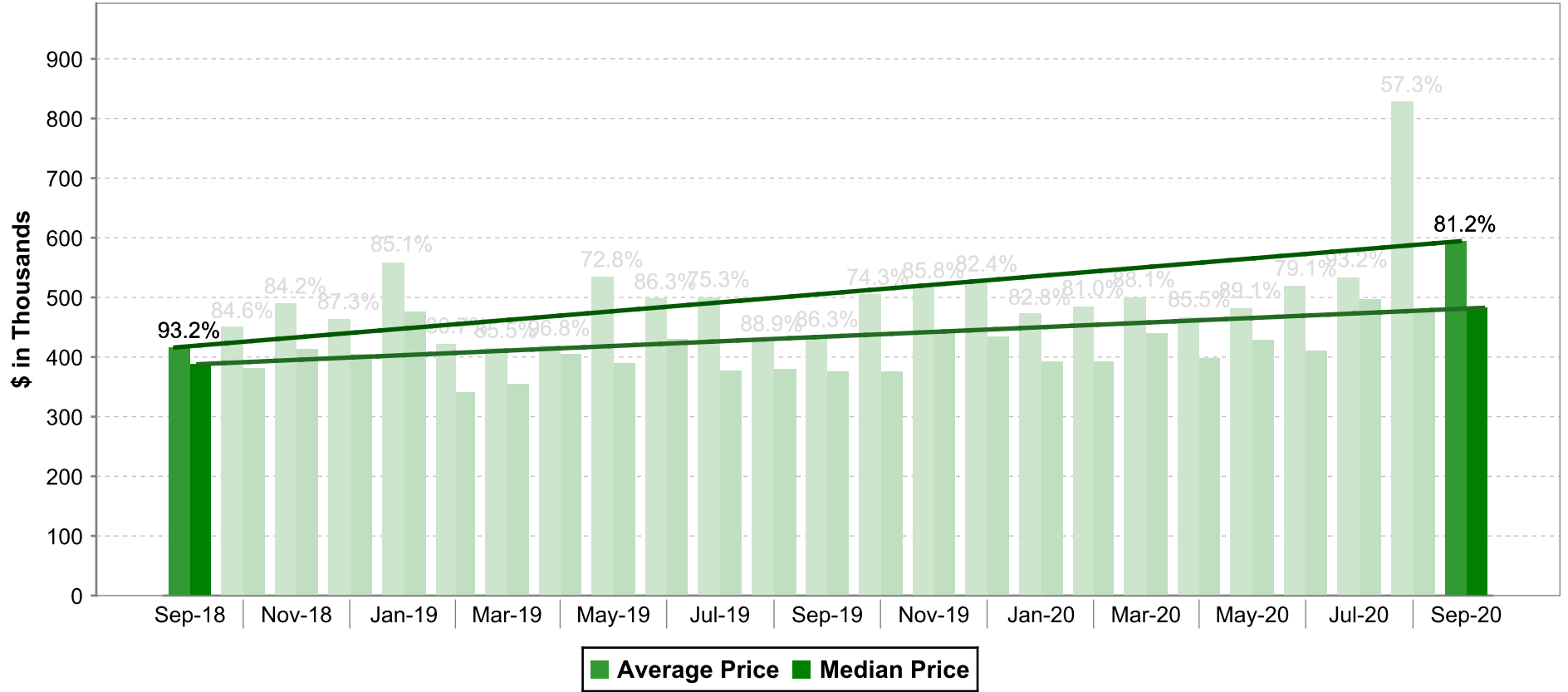
RE/MAX Realty Affiliates-Reno

Time Period	FOR SALE		UNDER CONTRACT		SOLD		OFF MAKRET		NEW LISTINGS	
	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties
Sep-20	525,000	93	475,000	51	482,500	55	440,436	6	450,000	43
Aug-20	534,250	106	476,950	54	474,000	50	449,500	2	399,999	41
Jul-20	559,000	135	480,000	64	496,990	50	624,450	6	471,162	66
Jun-20	626,950	122	485,000	49	410,500	42	499,700	4	499,000	47
May-20	544,000	117	419,000	39	428,749	24	1,199,000	3	429,000	34
Apr-20	540,000	117	389,900	30	398,000	35	841,650	4	499,000	37
Mar-20	560,000	107	400,500	25	440,000	34	547,250	2	472,500	32
Feb-20	525,000	119	432,450	36	392,500	24	647,450	8	405,200	34
Jan-20	499,250	132	399,900	35	391,500	36	388,950	12	445,000	35
Dec-19	492,500	140	381,495	22	433,500	40	535,000	21	390,000	30
Nov-19	525,000	161	463,500	40	442,500	38	539,995	11	450,000	33
Oct-19	520,000	184	412,950	42	375,000	41	452,000	14	479,000	23
Sep-19	499,000	207	417,000	40	374,900	45	1,820,000	6	397,500	46
Aug-19	499,000	216	374,900	43	380,000	41	609,450	12	435,000	65
Jul-19	499,498	200	365,000	39	376,500	32	532,500	10	415,000	53
Jun-19	478,750	196	399,000	42	430,000	53	464,999	7	420,000	60
May-19	499,995	191	454,000	46	389,000	39	599,000	9	409,900	61
Apr-19	485,000	179	395,000	41	405,160	37	410,950	8	454,500	64
Mar-19	479,500	154	409,500	36	355,000	33	579,000	3	475,000	39
Feb-19	455,000	155	359,000	33	340,000	23	399,999	7	402,000	42
Jan-19	467,767	155	405,950	31	475,124	33	524,900	11	385,000	32
Dec-18	467,767	151	419,900	21	405,000	27	369,578	7	418,900	21
Nov-18	459,900	163	436,115	29	412,390	35	397,000	4	359,000	37
Oct-18	466,362	159	392,000	31	381,000	34	1,384,500	2	445,000	33
Sep-18	462,400	170	439,000	41	388,000	39	735,000	3	431,249	46

Market Dynamics

Sold Average vs. Median Price 2 Years (Monthly) 09/01/18 - 09/30/20

RE/MAX Realty Affiliates-Reno



■ Average Price ■ Median Price

KEY INFORMATION

	Sep-18	Sep-20	Price Change	Percent Change
Average	416,128	594,163	178,035	42.8
Median	388,000	482,500	94,500	24.4

Average
+42.8%

Median
+24.4%

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

Market Dynamics
Sold Average vs. Median Price
2 Years (Monthly) 09/01/18 - 09/30/20

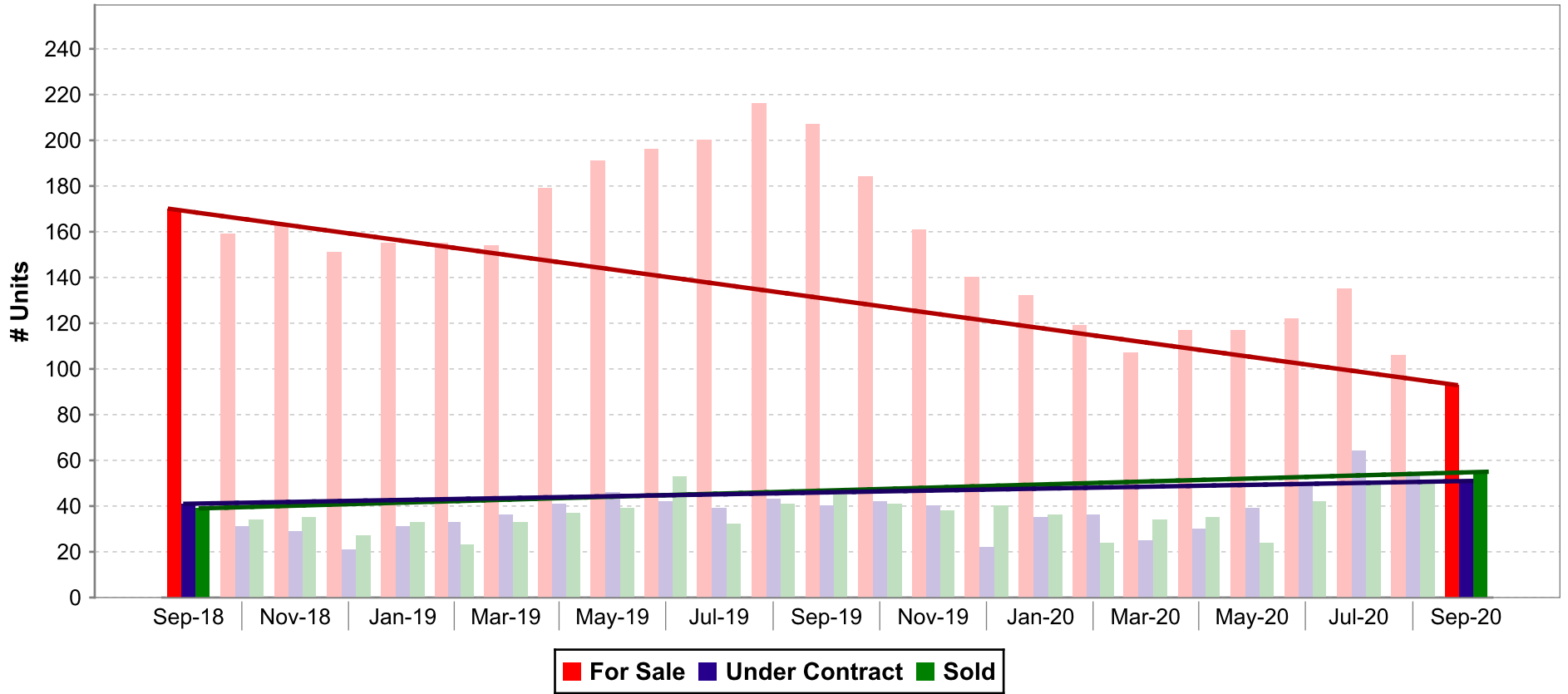
RE/MAX Realty Affiliates-Reno

Time Period	# Properties Sold	Sold Average \$	Sold Median \$	Average \$ - Median \$	Median \$ as % of Average \$	Sold Avg DOM
Sep-20	55	594,163	482,500	111,663	81.2	70
Aug-20	50	827,576	474,000	353,576	57.3	78
Jul-20	50	533,008	496,990	36,019	93.2	82
Jun-20	42	519,134	410,500	108,634	79.1	126
May-20	24	481,040	428,749	52,291	89.1	127
Apr-20	35	465,668	398,000	67,668	85.5	102
Mar-20	34	499,511	440,000	59,511	88.1	129
Feb-20	24	484,600	392,500	92,100	81.0	78
Jan-20	36	472,933	391,500	81,433	82.8	102
Dec-19	40	525,921	433,500	92,421	82.4	120
Nov-19	38	515,563	442,500	73,063	85.8	106
Oct-19	41	504,470	375,000	129,470	74.3	94
Sep-19	45	434,619	374,900	59,719	86.3	104
Aug-19	41	427,209	380,000	47,209	89.0	89
Jul-19	32	500,034	376,500	123,534	75.3	84
Jun-19	53	498,010	430,000	68,010	86.3	75
May-19	39	534,082	389,000	145,082	72.8	111
Apr-19	37	418,686	405,160	13,526	96.8	105
Mar-19	33	415,061	355,000	60,061	85.5	104
Feb-19	23	421,056	340,000	81,056	80.8	107
Jan-19	33	558,562	475,124	83,438	85.1	146
Dec-18	27	463,771	405,000	58,771	87.3	104
Nov-18	35	489,996	412,390	77,606	84.2	112
Oct-18	34	450,313	381,000	69,313	84.6	93
Sep-18	39	416,128	388,000	28,128	93.2	80

Market Dynamics

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

2 Years (Monthly) 09/01/18 - 09/30/20



■ For Sale
 ■ Under Contract
 ■ Sold

KEY INFORMATION

	Sep-18	Sep-20	# Units Change	Percent Change
For Sale	170.0	93.0	-77.0	-45.3
Under Contract	41.0	51.0	10.0	24.4
Sold	39.0	55.0	16.0	41.0

For Sale
-45.3%

UC
+24.4%

Sold
+41.0%

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

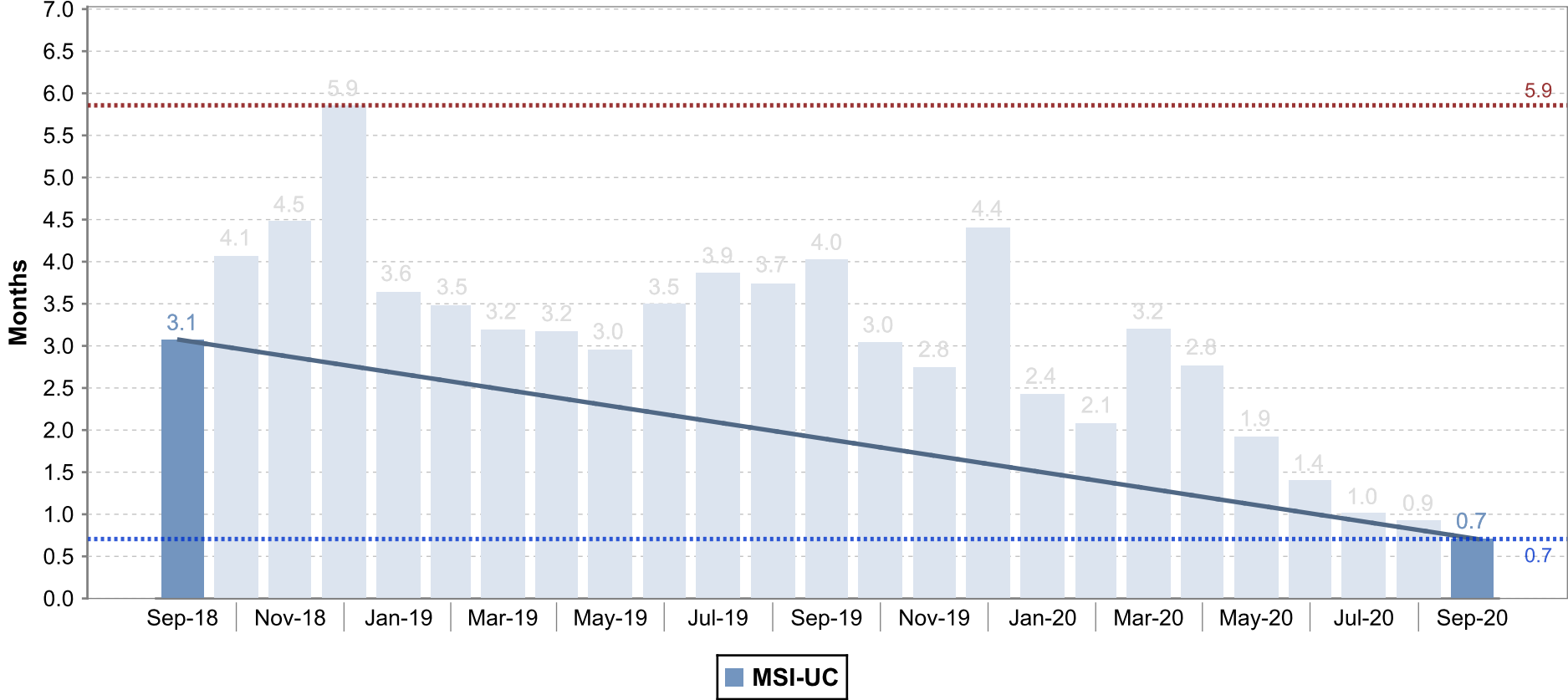
Market Dynamics

Supply & Demand - # Units (FS, UC, Sold) 2 Years (Monthly) 09/01/18 - 09/30/20

RE/MAX Realty Affiliates-Reno

Time Period	FOR SALE		UNDER CONTRACT		SOLD		Off Market		NEW LISTINGS
	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties
Sep-20	93	92	51	66	55	70	6	208	43
Aug-20	106	96	54	68	50	78	2	28	41
Jul-20	135	88	64	69	50	82	6	203	66
Jun-20	122	105	49	87	42	126	4	130	47
May-20	117	113	39	96	24	127	3	124	34
Apr-20	117	105	30	78	35	102	4	144	37
Mar-20	107	110	25	101	34	129	2	36	32
Feb-20	119	124	36	127	24	78	8	259	34
Jan-20	132	125	35	98	36	102	12	86	35
Dec-19	140	138	22	86	40	120	21	141	30
Nov-19	161	130	40	116	38	106	11	129	33
Oct-19	184	125	42	105	41	94	14	147	23
Sep-19	207	115	40	109	45	104	6	527	46
Aug-19	216	107	43	75	41	89	12	93	65
Jul-19	200	111	39	95	32	84	10	144	53
Jun-19	196	105	42	76	53	75	7	144	60
May-19	191	110	46	102	39	111	9	176	61
Apr-19	179	118	41	112	37	105	8	143	64
Mar-19	154	130	36	99	33	104	3	77	39
Feb-19	155	130	33	91	23	107	7	138	42
Jan-19	155	146	31	133	33	146	11	231	32
Dec-18	151	156	21	117	27	104	7	125	21
Nov-18	163	139	29	125	35	112	4	212	37
Oct-18	159	136	31	97	34	93	2	470	33
Sep-18	170	125	41	116	39	80	3	279	46

Market Dynamics Months Supply of Inventory (UC Calculation) 2 Years (Monthly) 09/01/18 - 09/30/20



MSI-UC
KEY INFORMATION

	Sep-18	Sep-20	MSI Change	Percent Change
MSI-UC	3.1	0.7	-2.4	-77.0



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

Market Dynamics
Months Supply of Inventory (UC Calculation)
2 Years (Monthly) 09/01/18 - 09/30/20

RE/MAX Realty Affiliates-Reno

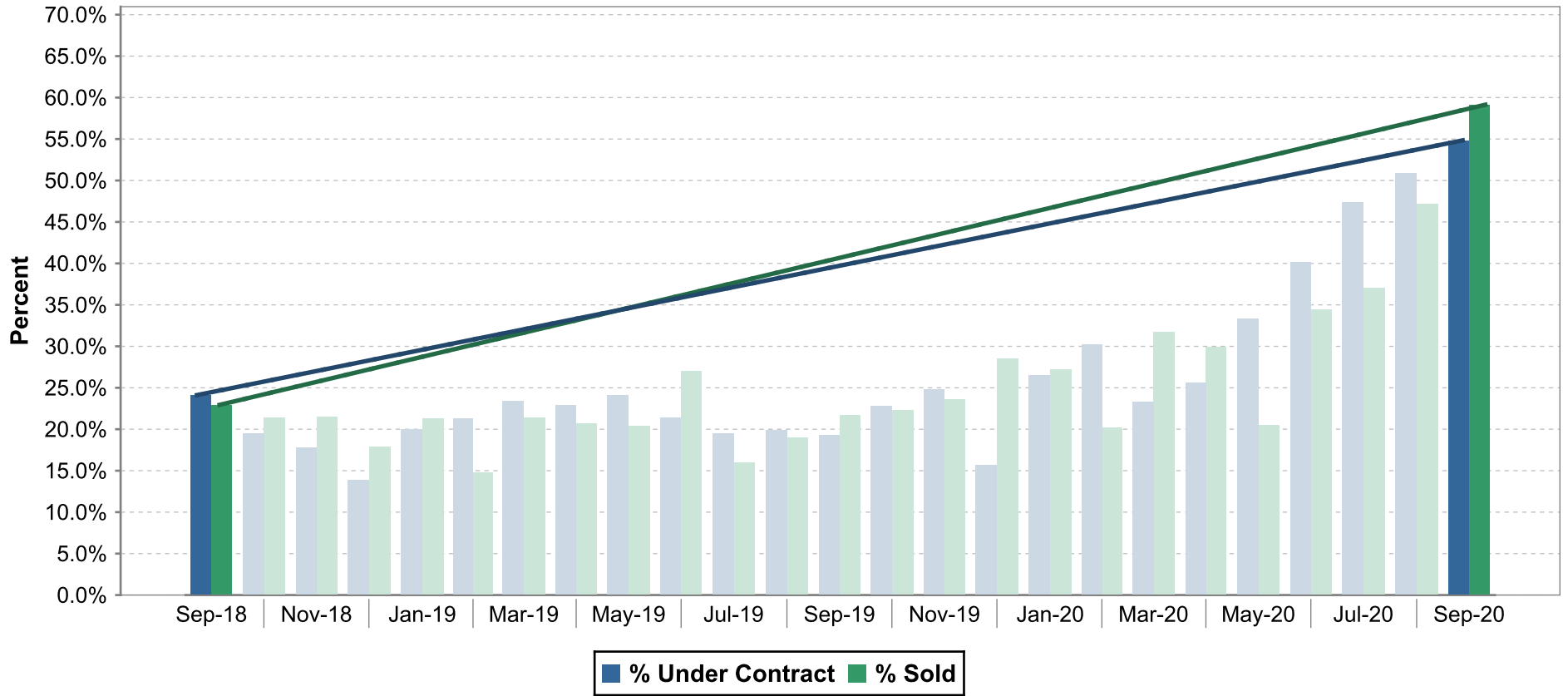
Time Period	MSI	NAR MSI	# For Sale Last Day of Month	# Under Contract	# Sold
Sep-20	0.7	0.7	36	51	55
Aug-20	0.9	1.0	50	54	50
Jul-20	1.0	1.3	65	64	50
Jun-20	1.4	1.6	69	49	42
May-20	1.9	3.1	75	39	24
Apr-20	2.8	2.4	83	30	35
Mar-20	3.2	2.4	80	25	34
Feb-20	2.1	3.1	75	36	24
Jan-20	2.4	2.4	85	35	36
Dec-19	4.4	2.4	97	22	40
Nov-19	2.8	2.9	110	40	38
Oct-19	3.0	3.1	128	42	41
Sep-19	4.0	3.6	161	40	45
Aug-19	3.7	3.9	161	43	41
Jul-19	3.9	4.7	151	39	32
Jun-19	3.5	2.8	147	42	53
May-19	3.0	3.5	136	46	39
Apr-19	3.2	3.5	130	41	37
Mar-19	3.2	3.5	115	36	33
Feb-19	3.5	5.0	115	33	23
Jan-19	3.6	3.4	113	31	33
Dec-18	5.9	4.6	123	21	27
Nov-18	4.5	3.7	130	29	35
Oct-18	4.1	3.7	126	31	34
Sep-18	3.1	3.2	126	41	39

Market Dynamics

Sales Absorption

2 Years (Monthly) 09/01/18 - 09/30/20

RE/MAX Realty Affiliates-Reno



■ % Under Contract
 ■ % Sold

KEY INFORMATION

	Sep-18	Sep-20	Change	Percent Change
% Under Contract	24.12	54.84	30.72	127.4
% Sold	22.94	59.14	36.20	157.8



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

Market Dynamics
Sales Absorption
2 Years (Monthly) 09/01/18 - 09/30/20

RE/MAX Realty Affiliates-Reno

Time Period	% of Properties Under Contract	% of Properties Sold	# Properties For Sale	# Properties Under Contract	# Properties Sold
Sep-20	54.8	59.1	93	51	55
Aug-20	50.9	47.2	106	54	50
Jul-20	47.4	37.0	135	64	50
Jun-20	40.2	34.4	122	49	42
May-20	33.3	20.5	117	39	24
Apr-20	25.6	29.9	117	30	35
Mar-20	23.4	31.8	107	25	34
Feb-20	30.2	20.2	119	36	24
Jan-20	26.5	27.3	132	35	36
Dec-19	15.7	28.6	140	22	40
Nov-19	24.8	23.6	161	40	38
Oct-19	22.8	22.3	184	42	41
Sep-19	19.3	21.7	207	40	45
Aug-19	19.9	19.0	216	43	41
Jul-19	19.5	16.0	200	39	32
Jun-19	21.4	27.0	196	42	53
May-19	24.1	20.4	191	46	39
Apr-19	22.9	20.7	179	41	37
Mar-19	23.4	21.4	154	36	33
Feb-19	21.3	14.8	155	33	23
Jan-19	20.0	21.3	155	31	33
Dec-18	13.9	17.9	151	21	27
Nov-18	17.8	21.5	163	29	35
Oct-18	19.5	21.4	159	31	34
Sep-18	24.1	22.9	170	41	39