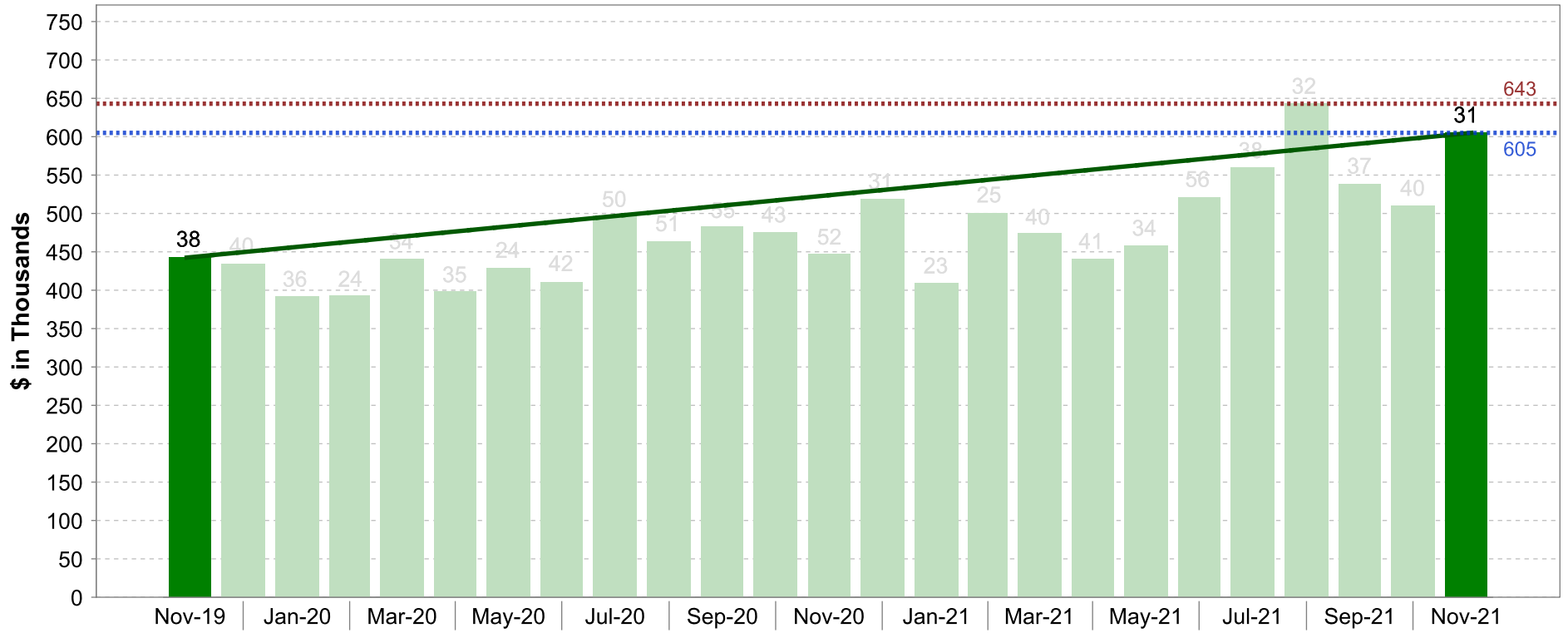


# Market Dynamics

## Median Price (Sold)

### 2 Years (Monthly) 11/01/19 - 11/30/21



**KEY INFORMATION**

	Nov-19	Nov-21	Median Price Change	Percent Change
<b>Sold</b>	442,500	605,000	162,500	36.7

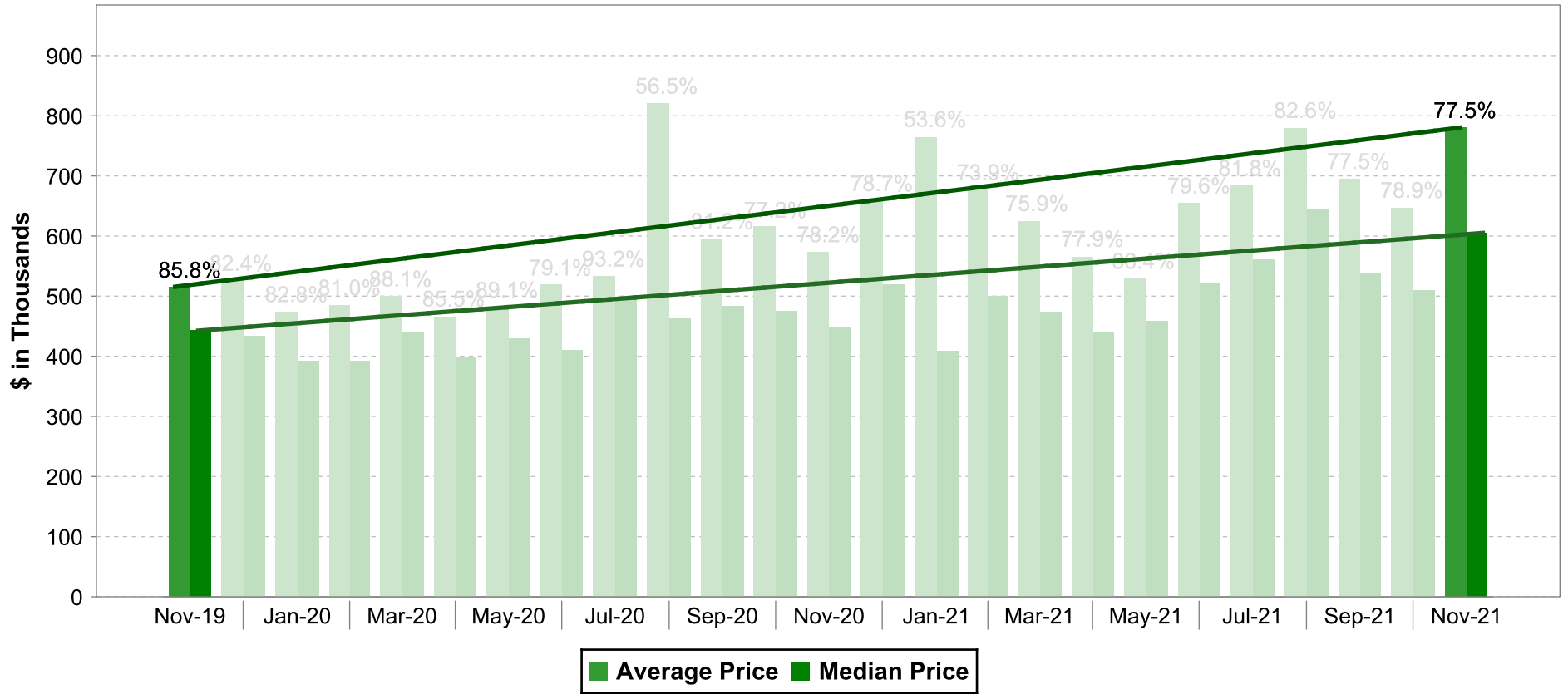
<b>MLS:</b> NNRMLS	<b>Period:</b> 2 Years (Monthly)	<b>Price:</b> All	<b>Construction Type:</b> All	<b>Bedrooms:</b> All	<b>Bathrooms:</b> All	<b>Lot Size:</b> All
<b>Property Types:</b> Gardnerville	Residential: (Single Family Residence)					<b>Sq Ft:</b> All

**Market Dynamics**  
**Median Price (Sold)**  
**2 Years (Monthly) 11/01/19 - 11/30/21**

**RE/MAX Gold**

Time Period	FOR SALE		UNDER CONTRACT		SOLD		OFF MARKET		NEW LISTINGS	
	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties
Nov-21	692,500	82	600,000	41	605,000	31	744,975	8	599,000	31
Oct-21	685,000	97	624,500	42	510,000	40	604,950	4	550,000	39
Sep-21	630,000	98	525,000	35	538,000	37	599,000	5	534,450	40
Aug-21	615,000	105	454,450	40	643,000	32	850,000	7	600,000	47
Jul-21	649,000	87	643,500	26	560,000	38	799,000	3	582,000	48
Jun-21	635,000	97	549,700	52	520,500	56	674,500	6	562,450	58
May-21	648,000	85	565,000	44	458,025	34	3,232,500	2	623,500	48
Apr-21	596,250	82	489,000	41	440,000	41	1,042,200	4	519,900	51
Mar-21	549,900	75	435,000	41	473,750	40	575,000	3	435,000	37
Feb-21	527,500	68	473,750	30	500,000	25		0	485,750	44
Jan-21	493,750	58	463,450	32	409,000	23	394,975	2	434,900	28
Dec-20	635,000	53	474,500	20	519,080	31	489,000	3	481,950	18
Nov-20	724,450	66	572,450	28	447,500	52	757,000	3	510,000	29
Oct-20	525,000	90	435,000	48	475,000	43	899,500	5	399,750	38
Sep-20	544,000	105	475,000	46	482,500	55	445,871	7	469,450	50
Aug-20	539,000	107	476,950	50	463,000	51	449,500	2	407,500	42
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

### Market Dynamics Sold Average vs. Median Price 2 Years (Monthly) 11/01/19 - 11/30/21



■ Average Price ■ Median Price

KEY INFORMATION

	Nov-19	Nov-21	Price Change	Percent Change
<b>Average</b>	515,563	780,184	264,621	51.3
<b>Median</b>	442,500	605,000	162,500	36.7

Average  
+51.3%

Median  
+36.7%

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

**Market Dynamics**  
**Sold Average vs. Median Price**  
**2 Years (Monthly) 11/01/19 - 11/30/21**

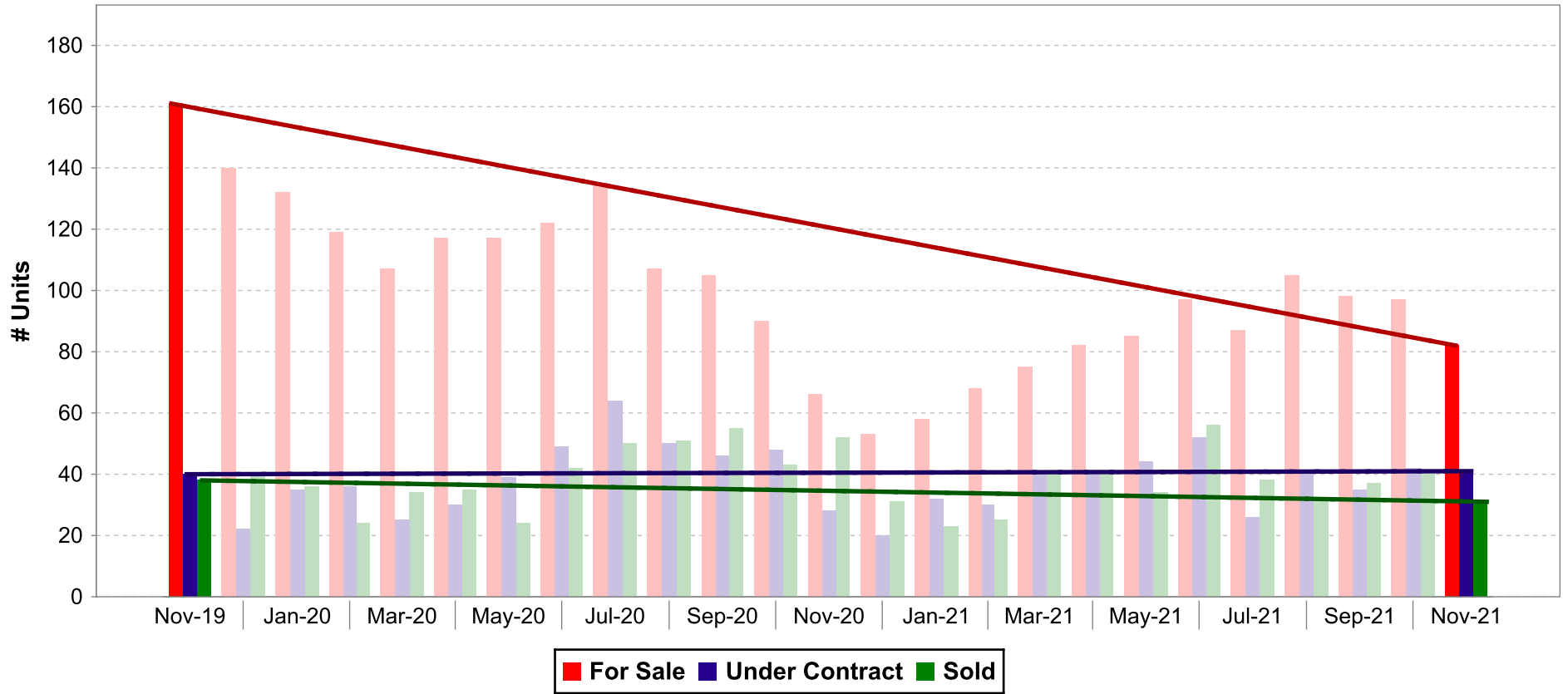
**RE/MAX Gold**

Time Period	# Properties Sold	Sold Average \$	Sold Median \$	Average \$ - Median \$	Median \$ as % of Average \$	Sold Avg DOM
Nov-21	31	780,184	605,000	175,184	77.5	69
Oct-21	40	646,762	510,000	136,762	78.8	67
Sep-21	37	694,600	538,000	156,600	77.5	57
Aug-21	32	778,716	643,000	135,716	82.6	89
Jul-21	38	684,452	560,000	124,452	81.8	70
Jun-21	56	654,264	520,500	133,764	79.6	55
May-21	34	529,904	458,025	71,879	86.4	57
Apr-21	41	564,700	440,000	124,700	77.9	61
Mar-21	40	624,072	473,750	150,322	75.9	61
Feb-21	25	676,596	500,000	176,596	73.9	83
Jan-21	23	763,109	409,000	354,109	53.6	81
Dec-20	31	659,235	519,080	140,155	78.7	93
Nov-20	52	572,510	447,500	125,010	78.2	71
Oct-20	43	615,241	475,000	140,241	77.2	107
Sep-20	55	593,981	482,500	111,481	81.2	70
Aug-20	51	820,172	463,000	357,172	56.5	76
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

## Market Dynamics

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

#### 2 Years (Monthly) 11/01/19 - 11/30/21



**KEY INFORMATION**

	Nov-19	Nov-21	# Units Change	Percent Change
<b>For Sale</b>	161.0	82.0	-79.0	-49.1
<b>Under Contract</b>	40.0	41.0	1.0	2.5
<b>Sold</b>	38.0	31.0	-7.0	-18.4

For Sale  
-49.1%

UC  
+2.5%

Sold  
-18.4%

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

## Market Dynamics

### Supply & Demand - # Units (FS, UC, Sold) 2 Years (Monthly) 11/01/19 - 11/30/21

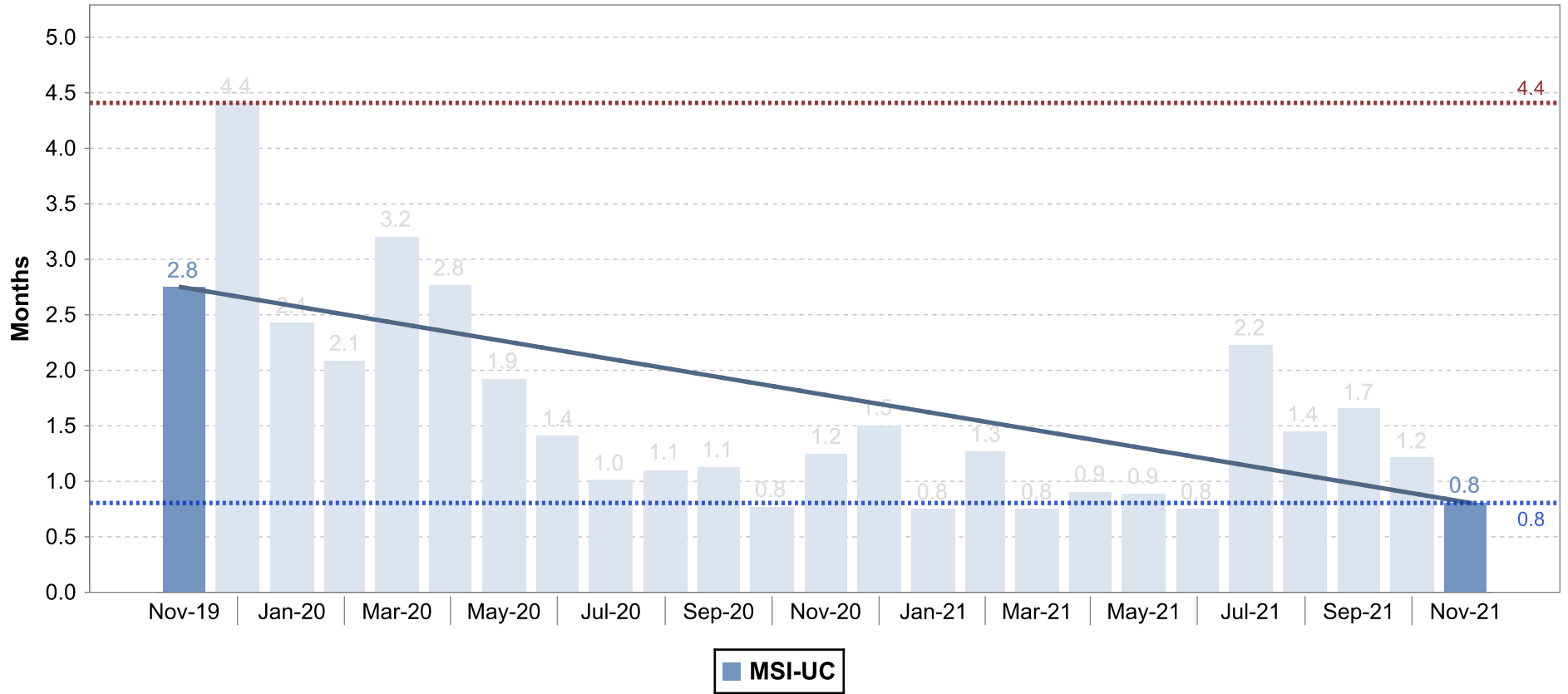
RE/MAX Gold

Time Period	FOR SALE		UNDER CONTRACT		SOLD		Off Market		NEW LISTINGS
	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties
Nov-21	82	56	41	43	31	69	8	79	31
Oct-21	97	51	42	56	40	67	4	70	39
Sep-21	98	47	35	59	37	57	5	98	40
Aug-21	105	48	40	73	32	89	7	100	47
Jul-21	87	44	26	52	38	70	3	40	48
Jun-21	97	33	52	50	56	55	6	46	58
May-21	85	40	44	72	34	57	2	90	48
Apr-21	82	44	41	47	41	61	4	147	51
Mar-21	75	43	41	54	40	61	3	45	37
Feb-21	68	42	30	61	25	83	0		44
Jan-21	58	57	32	77	23	81	2	52	28
Dec-20	53	79	20	84	31	93	3	284	18
Nov-20	66	85	28	79	52	71	3	395	29
Oct-20	90	74	48	79	43	107	5	152	38
Sep-20	105	89	46	105	55	70	7	178	50
Aug-20	107	96	50	95	51	76	2	28	42
Jul-20	135	88	64	82	50	82	6	203	66
Jun-20	122	105	49	95	42	126	4	130	47
May-20	117	113	39	99	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

# Market Dynamics

## Months Supply of Inventory (UC Calculation)

### 2 Years (Monthly) 11/01/19 - 11/30/21



**MSI-UC**  
KEY INFORMATION

	Nov-19	Nov-21	MSI Change	Percent Change
<b>MSI-UC</b>	2.8	0.8	-1.9	-70.7



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

**Market Dynamics**  
**Months Supply of Inventory (UC Calculation)**  
**2 Years (Monthly) 11/01/19 - 11/30/21**

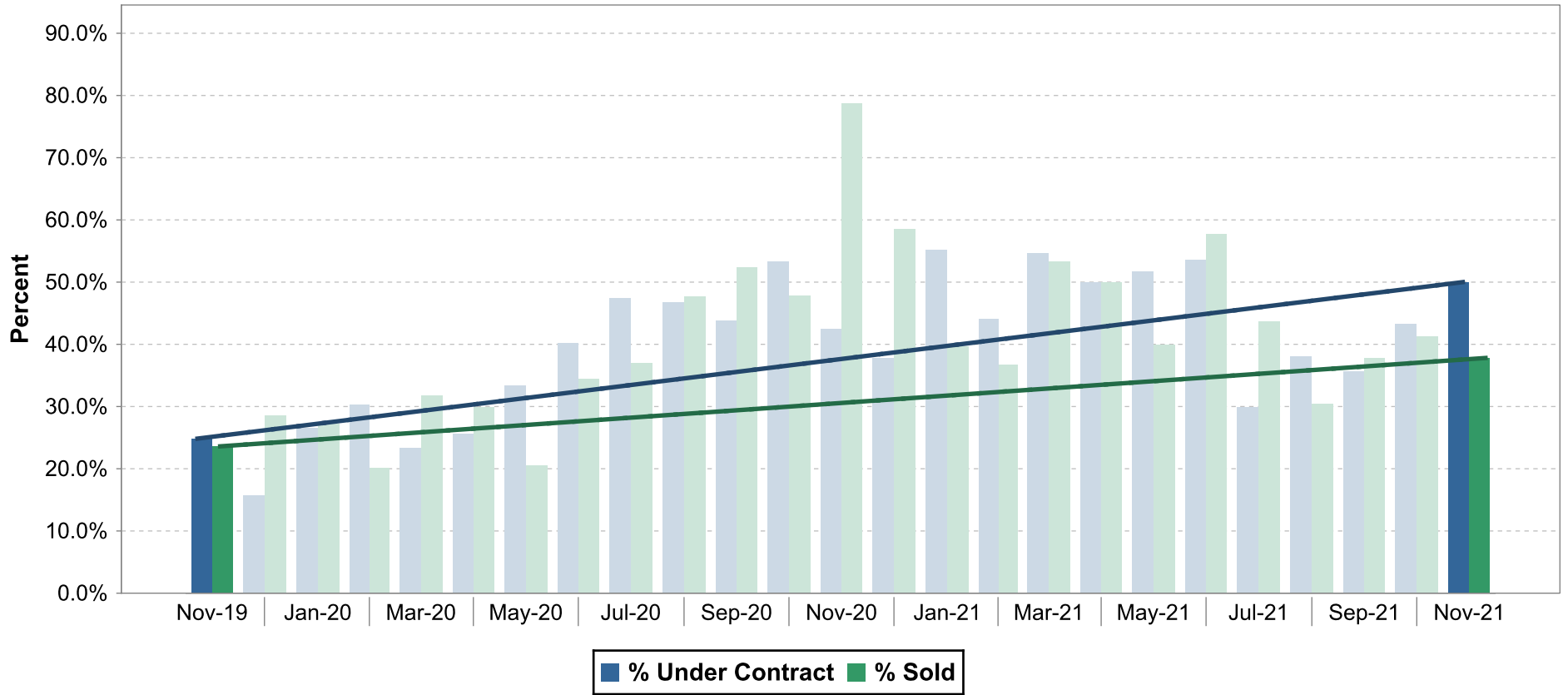
<b>Time Period</b>	<b>MSI</b>	<b>NAR MSI</b>	<b># For Sale Last Day of Month</b>	<b># Under Contract</b>	<b># Sold</b>
Nov-21	0.8	1.1	33	41	31
Oct-21	1.2	1.3	51	42	40
Sep-21	1.7	1.6	58	35	37
Aug-21	1.4	1.8	58	40	32
Jul-21	2.2	1.5	58	26	38
Jun-21	0.8	0.7	39	52	56
May-21	0.9	1.1	39	44	34
Apr-21	0.9	0.9	37	41	41
Mar-21	0.8	0.8	31	41	40
Feb-21	1.3	1.5	38	30	25
Jan-21	0.8	1.0	24	32	23
Dec-20	1.5	1.0	30	20	31
Nov-20	1.2	0.7	35	28	52
Oct-20	0.8	0.9	37	48	43
Sep-20	1.1	0.9	52	46	55
Aug-20	1.1	1.1	55	50	51
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



## Market Dynamics

### Sales Absorption

#### 2 Years (Monthly) 11/01/19 - 11/30/21



■ % Under Contract ■ % Sold

**KEY INFORMATION**

	Nov-19	Nov-21	Change	Percent Change
% Under Contract	24.84	50.00	25.16	101.2
% Sold	23.60	37.80	14.20	60.2



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

**Market Dynamics**  
**Sales Absorption**  
**2 Years (Monthly) 11/01/19 - 11/30/21**

RE/MAX Gold

Time Period	% of Properties Under Contract	% of Properties Sold	# Properties For Sale	# Properties Under Contract	# Properties Sold
Nov-21	50.0	37.8	82	41	31
Oct-21	43.3	41.2	97	42	40
Sep-21	35.7	37.8	98	35	37
Aug-21	38.1	30.5	105	40	32
Jul-21	29.9	43.7	87	26	38
Jun-21	53.6	57.7	97	52	56
May-21	51.8	40.0	85	44	34
Apr-21	50.0	50.0	82	41	41
Mar-21	54.7	53.3	75	41	40
Feb-21	44.1	36.8	68	30	25
Jan-21	55.2	39.7	58	32	23
Dec-20	37.7	58.5	53	20	31
Nov-20	42.4	78.8	66	28	52
Oct-20	53.3	47.8	90	48	43
Sep-20	43.8	52.4	105	46	55
Aug-20	46.7	47.7	107	50	51
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