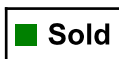
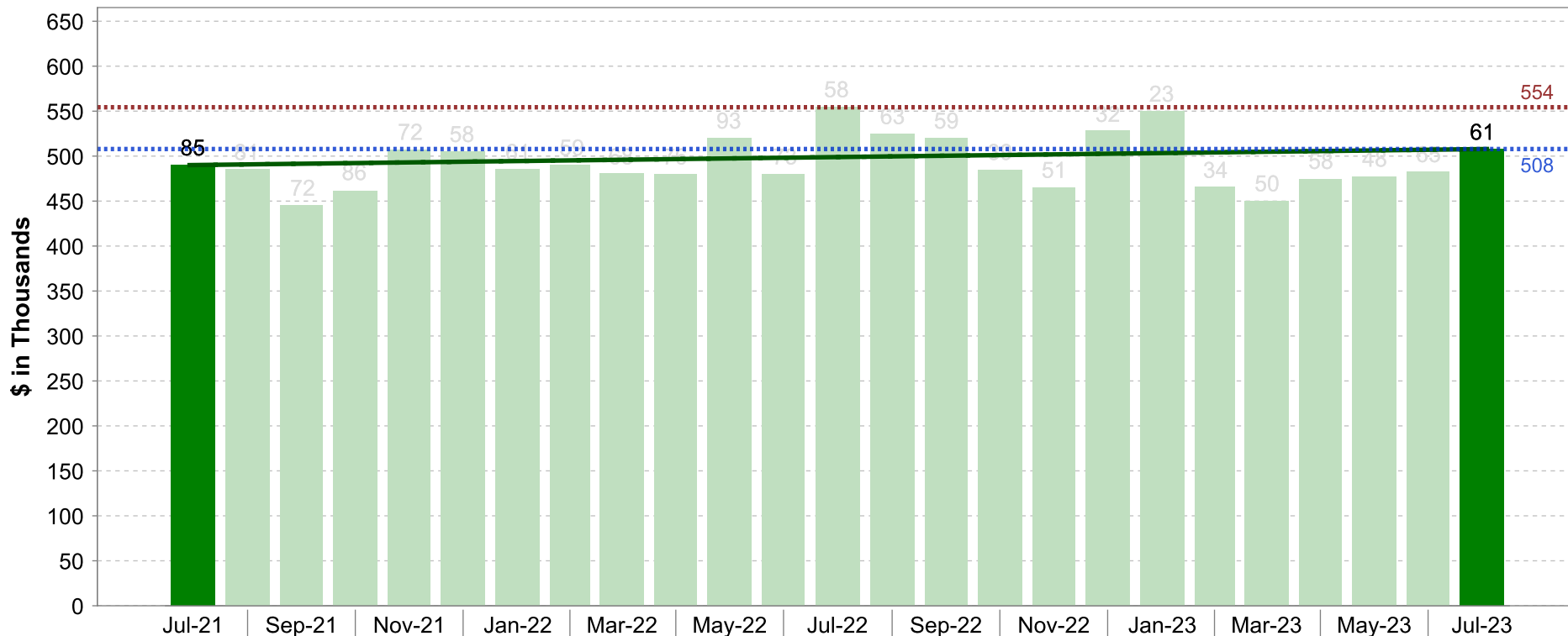


Market Dynamics

RE/MAX Gold - CA

Median Price (Sold)
2 Years (Monthly) 07/01/21 - 07/31/23



KEY INFORMATION

| | Jul-21 | Jul-23 | Median Price Change | Percent Change |
|-------------|---------|---------|---------------------|----------------|
| Sold | 490,000 | 507,900 | 17,900 | 3.7 |

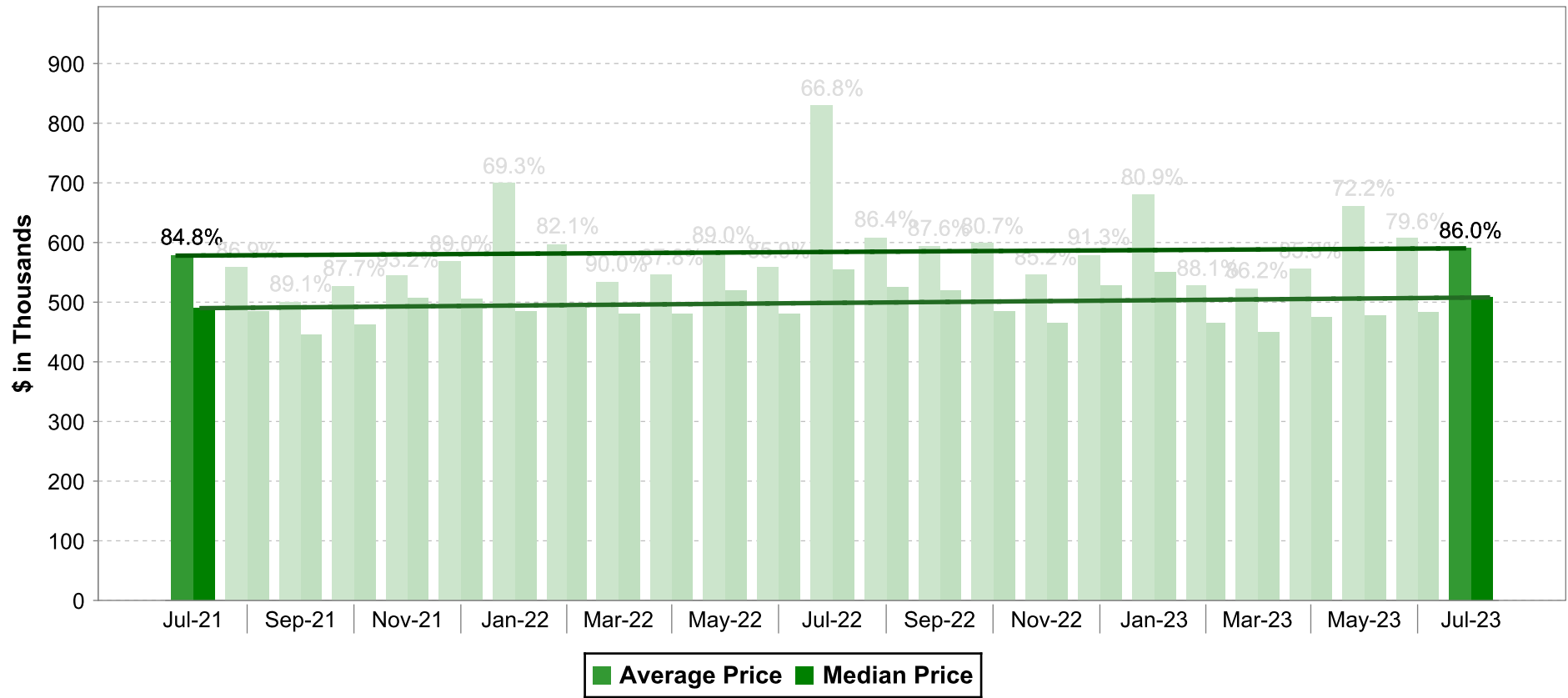
| | | | | | | |
|------------------------|--|-------------------|-------------------------------|----------------------|-----------------------|----------------------|
| MLS: NNRMLS | Period: 2 Years (Monthly) | Price: All | Construction Type: All | Bedrooms: All | Bathrooms: All | Lot Size: All |
|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

Market Dynamics
Median Price (Sold)
2 Years (Monthly) 07/01/21 - 07/31/23

RE/MAX Gold - CA

| Time Period | FOR SALE | | UNDER CONTRACT | | SOLD | | OFF MARKET | | NEW LISTINGS | |
|-------------|-----------|--------------|----------------|--------------|-----------|--------------|------------|--------------|--------------|--------------|
| | Median \$ | # Properties | Median \$ | # Properties | Median \$ | # Properties | Median \$ | # Properties | Median \$ | # Properties |
| Jul-23 | 618,500 | 182 | 477,450 | 54 | 507,900 | 61 | 895,000 | 9 | 579,950 | 73 |
| Jun-23 | 622,000 | 180 | 490,000 | 61 | 482,942 | 65 | 634,500 | 10 | 470,000 | 71 |
| May-23 | 626,500 | 182 | 481,596 | 66 | 477,000 | 48 | 670,000 | 7 | 609,900 | 77 |
| Apr-23 | 605,482 | 159 | 509,500 | 46 | 474,500 | 58 | 662,000 | 8 | 550,000 | 58 |
| Mar-23 | 538,000 | 161 | 469,000 | 55 | 450,000 | 50 | 708,052 | 5 | 549,950 | 47 |
| Feb-23 | 490,500 | 167 | 465,805 | 45 | 465,360 | 34 | 419,975 | 8 | 487,750 | 34 |
| Jan-23 | 538,450 | 206 | 582,000 | 52 | 550,000 | 23 | 665,000 | 21 | 621,200 | 52 |
| Dec-22 | 537,000 | 209 | 549,900 | 28 | 527,896 | 32 | 599,900 | 27 | 470,000 | 41 |
| Nov-22 | 538,450 | 206 | 429,500 | 26 | 465,000 | 51 | 571,500 | 12 | 499,500 | 37 |
| Oct-22 | 510,000 | 227 | 467,000 | 48 | 484,000 | 39 | 527,250 | 10 | 497,250 | 44 |
| Sep-22 | 500,000 | 246 | 497,500 | 42 | 520,000 | 59 | 470,000 | 21 | 466,362 | 88 |
| Aug-22 | 549,900 | 233 | 529,450 | 56 | 525,000 | 63 | 589,850 | 19 | 484,700 | 67 |
| Jul-22 | 552,500 | 230 | 519,900 | 55 | 554,338 | 58 | 539,900 | 9 | 499,000 | 79 |
| Jun-22 | 579,250 | 222 | 494,000 | 62 | 480,000 | 73 | 485,000 | 9 | 524,925 | 112 |
| May-22 | 575,000 | 173 | 497,500 | 60 | 520,000 | 93 | 449,900 | 3 | 495,000 | 83 |
| Apr-22 | 555,000 | 181 | 490,950 | 90 | 479,750 | 76 | 575,000 | 1 | 499,500 | 92 |
| Mar-22 | 549,900 | 177 | 499,000 | 80 | 480,500 | 68 | 457,500 | 8 | 549,000 | 108 |
| Feb-22 | 515,000 | 141 | 475,000 | 71 | 490,000 | 59 | 3,526,500 | 1 | 480,000 | 75 |
| Jan-22 | 529,000 | 137 | 500,000 | 67 | 485,000 | 61 | 809,975 | 4 | 525,000 | 70 |
| Dec-21 | 525,000 | 125 | 499,000 | 49 | 505,000 | 58 | 593,500 | 9 | 469,900 | 43 |
| Nov-21 | 550,488 | 152 | 515,000 | 59 | 507,000 | 72 | 470,000 | 11 | 492,000 | 50 |
| Oct-21 | 579,000 | 185 | 516,950 | 74 | 461,500 | 86 | 449,000 | 9 | 560,962 | 90 |
| Sep-21 | 539,000 | 202 | 485,000 | 97 | 445,000 | 72 | 749,825 | 10 | 529,950 | 95 |
| Aug-21 | 495,500 | 181 | 430,000 | 69 | 485,000 | 81 | 539,900 | 5 | 455,000 | 87 |
| Jul-21 | 499,900 | 166 | 485,000 | 69 | 490,000 | 85 | 491,000 | 3 | 495,500 | 111 |

Market Dynamics Sold Average vs. Median Price 2 Years (Monthly) 07/01/21 - 07/31/23



■ Average Price ■ Median Price

KEY INFORMATION

| | Jul-21 | Jul-23 | Price Change | Percent Change |
|----------------|---------|---------|--------------|----------------|
| Average | 577,976 | 590,260 | 12,284 | 2.1 |
| Median | 490,000 | 507,900 | 17,900 | 3.7 |

Average
+2.1%

Median
+3.7%

| | | | | | | |
|------------------------|--|-------------------|-------------------------------|----------------------|-----------------------|----------------------|
| 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: | Carson City | | | | | |

Market Dynamics
Sold Average vs. Median Price
2 Years (Monthly) 07/01/21 - 07/31/23

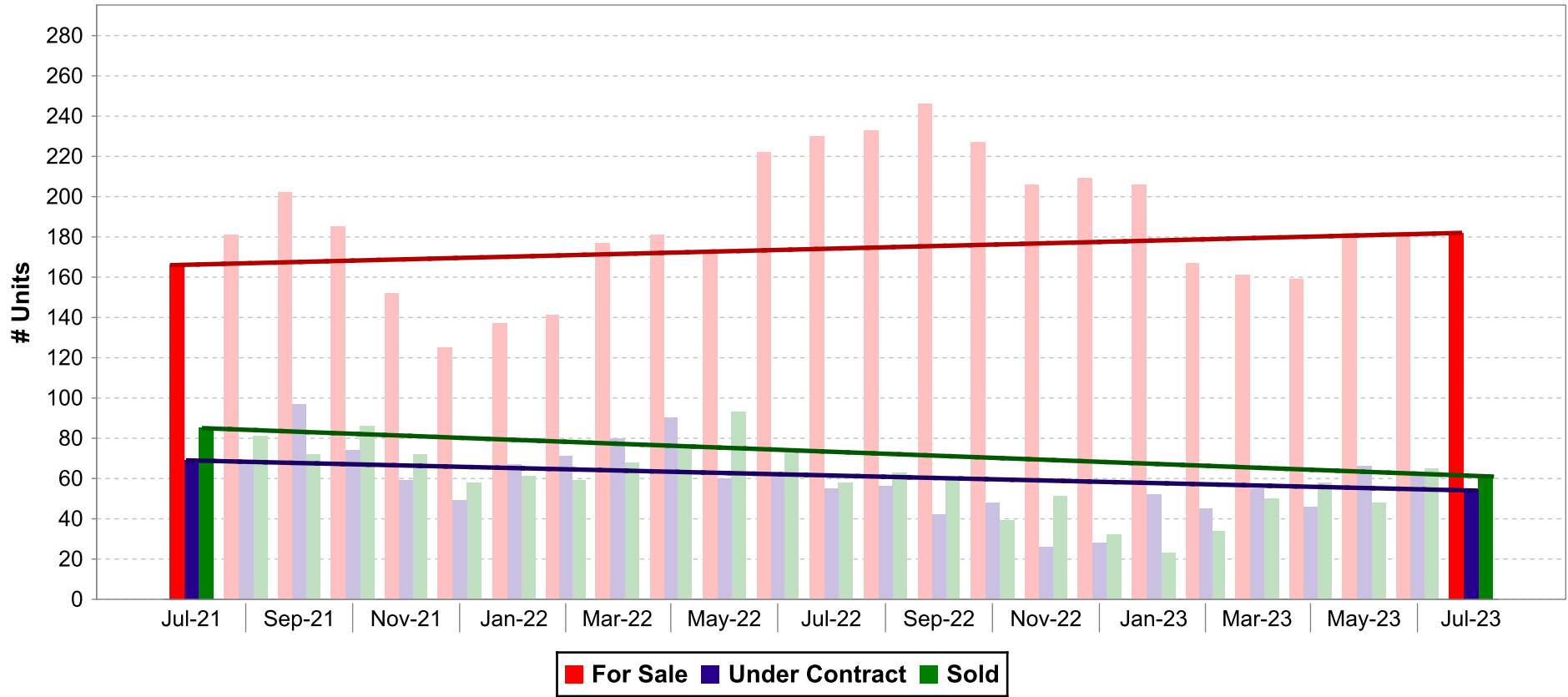
RE/MAX Gold - CA

| Time Period | # Properties Sold | Sold Average \$ | Sold Median \$ | Average \$ - Median \$ | Median \$ as % of Average \$ | Sold Avg DOM |
|-------------|-------------------|-----------------|----------------|------------------------|------------------------------|--------------|
| Jul-23 | 61 | 590,260 | 507,900 | 82,360 | 86.0 | 92 |
| Jun-23 | 65 | 606,801 | 482,942 | 123,859 | 79.6 | 102 |
| May-23 | 48 | 660,437 | 477,000 | 183,437 | 72.2 | 80 |
| Apr-23 | 58 | 556,088 | 474,500 | 81,588 | 85.3 | 129 |
| Mar-23 | 50 | 521,929 | 450,000 | 71,929 | 86.2 | 99 |
| Feb-23 | 34 | 528,123 | 465,360 | 62,763 | 88.1 | 96 |
| Jan-23 | 23 | 679,970 | 550,000 | 129,970 | 80.9 | 87 |
| Dec-22 | 32 | 577,982 | 527,896 | 50,086 | 91.3 | 103 |
| Nov-22 | 51 | 545,561 | 465,000 | 80,561 | 85.2 | 99 |
| Oct-22 | 39 | 599,671 | 484,000 | 115,671 | 80.7 | 80 |
| Sep-22 | 59 | 593,537 | 520,000 | 73,537 | 87.6 | 93 |
| Aug-22 | 63 | 607,855 | 525,000 | 82,855 | 86.4 | 79 |
| Jul-22 | 58 | 829,484 | 554,338 | 275,146 | 66.8 | 75 |
| Jun-22 | 73 | 558,943 | 480,000 | 78,943 | 85.9 | 68 |
| May-22 | 93 | 583,979 | 520,000 | 63,979 | 89.0 | 54 |
| Apr-22 | 76 | 546,579 | 479,750 | 66,829 | 87.8 | 64 |
| Mar-22 | 68 | 533,987 | 480,500 | 53,487 | 90.0 | 63 |
| Feb-22 | 59 | 596,555 | 490,000 | 106,555 | 82.1 | 72 |
| Jan-22 | 61 | 700,089 | 485,000 | 215,089 | 69.3 | 102 |
| Dec-21 | 58 | 567,673 | 505,000 | 62,673 | 89.0 | 69 |
| Nov-21 | 72 | 543,913 | 507,000 | 36,913 | 93.2 | 66 |
| Oct-21 | 86 | 526,229 | 461,500 | 64,729 | 87.7 | 53 |
| Sep-21 | 72 | 499,666 | 445,000 | 54,666 | 89.1 | 72 |
| Aug-21 | 81 | 557,987 | 485,000 | 72,987 | 86.9 | 67 |
| Jul-21 | 85 | 577,976 | 490,000 | 87,976 | 84.8 | 67 |

Market Dynamics

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

2 Years (Monthly) 07/01/21 - 07/31/23



KEY INFORMATION

| | Jul-21 | Jul-23 | # Units Change | Percent Change |
|-----------------------|--------|--------|----------------|----------------|
| For Sale | 166.0 | 182.0 | 16.0 | 9.6 |
| Under Contract | 69.0 | 54.0 | -15.0 | -21.7 |
| Sold | 85.0 | 61.0 | -24.0 | -28.2 |

For Sale
+9.6%

UC
-21.7%

Sold
-28.2%

| | | | | | | |
|------------------------|--|-------------------|-------------------------------|----------------------|-----------------------|----------------------|
| 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: | Carson City | | | | | |

Market Dynamics

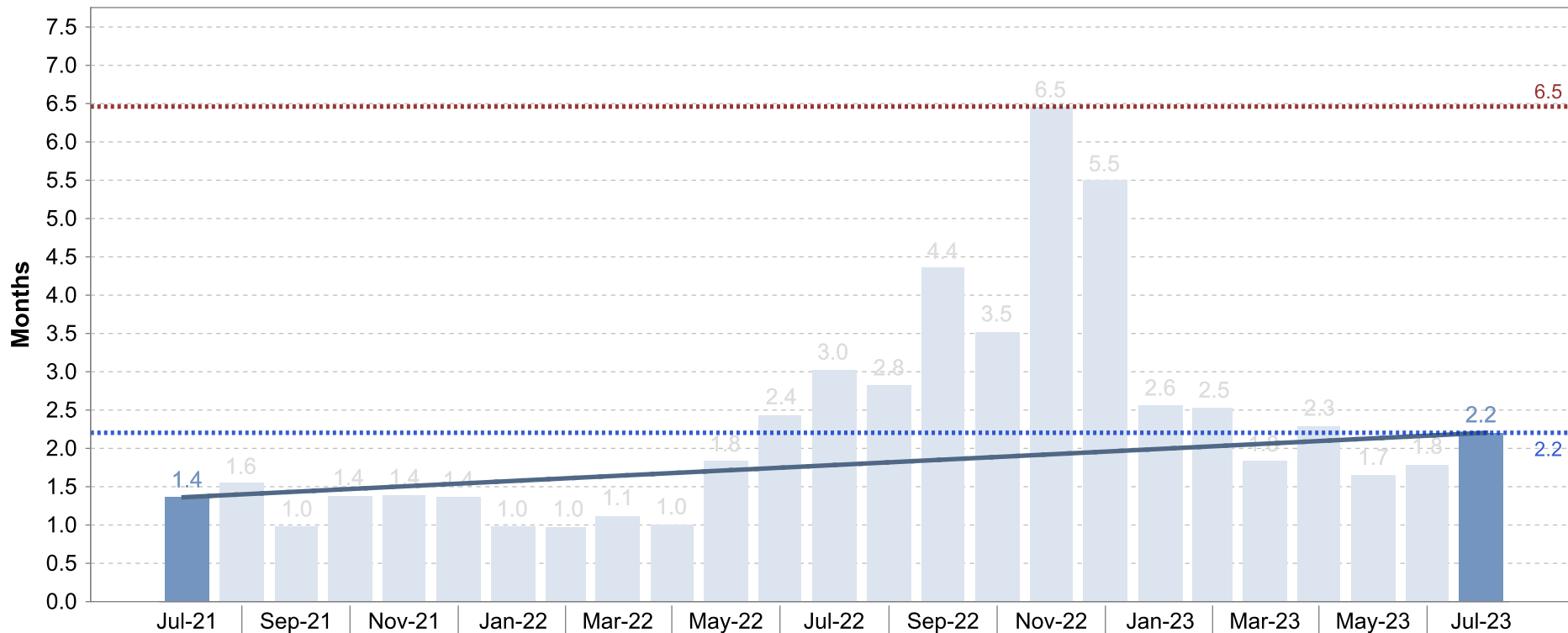
Supply & Demand - # Units (FS, UC, Sold)

2 Years (Monthly) 07/01/21 - 07/31/23

| Time Period | FOR SALE | | UNDER CONTRACT | | SOLD | | Off Market | | NEW LISTINGS |
|-------------|--------------|-------------|----------------|-------------|--------------|-------------|--------------|-------------|--------------|
| | # Properties | Average DOM | # Properties | Average DOM | # Properties | Average DOM | # Properties | Average DOM | # Properties |
| Jul-23 | 182 | 75 | 54 | 50 | 61 | 92 | 9 | 124 | 73 |
| Jun-23 | 180 | 84 | 61 | 86 | 65 | 102 | 10 | 135 | 71 |
| May-23 | 182 | 90 | 66 | 90 | 48 | 80 | 7 | 107 | 77 |
| Apr-23 | 159 | 102 | 46 | 84 | 58 | 129 | 8 | 132 | 58 |
| Mar-23 | 161 | 110 | 55 | 99 | 50 | 99 | 5 | 173 | 47 |
| Feb-23 | 167 | 107 | 45 | 89 | 34 | 96 | 8 | 127 | 34 |
| Jan-23 | 206 | 100 | 52 | 125 | 23 | 87 | 21 | 121 | 52 |
| Dec-22 | 209 | 102 | 28 | 88 | 32 | 103 | 27 | 148 | 41 |
| Nov-22 | 206 | 91 | 26 | 76 | 51 | 99 | 12 | 98 | 37 |
| Oct-22 | 227 | 78 | 48 | 92 | 39 | 80 | 10 | 119 | 44 |
| Sep-22 | 246 | 67 | 42 | 82 | 59 | 93 | 21 | 85 | 88 |
| Aug-22 | 233 | 65 | 56 | 77 | 63 | 79 | 19 | 66 | 67 |
| Jul-22 | 230 | 56 | 55 | 74 | 58 | 75 | 9 | 30 | 79 |
| Jun-22 | 222 | 47 | 62 | 78 | 73 | 68 | 9 | 46 | 112 |
| May-22 | 173 | 47 | 60 | 56 | 93 | 54 | 3 | 56 | 83 |
| Apr-22 | 181 | 39 | 90 | 65 | 76 | 64 | 1 | 30 | 92 |
| Mar-22 | 177 | 39 | 80 | 63 | 68 | 63 | 8 | 77 | 108 |
| Feb-22 | 141 | 43 | 71 | 56 | 59 | 72 | 1 | 279 | 75 |
| Jan-22 | 137 | 49 | 67 | 72 | 61 | 102 | 4 | 56 | 70 |
| Dec-21 | 125 | 59 | 49 | 111 | 58 | 69 | 9 | 87 | 43 |
| Nov-21 | 152 | 53 | 59 | 88 | 72 | 66 | 11 | 71 | 50 |
| Oct-21 | 185 | 43 | 74 | 70 | 86 | 53 | 9 | 99 | 90 |
| Sep-21 | 202 | 37 | 97 | 62 | 72 | 72 | 10 | 52 | 95 |
| Aug-21 | 181 | 32 | 69 | 55 | 81 | 67 | 5 | 52 | 87 |
| Jul-21 | 166 | 23 | 69 | 61 | 85 | 67 | 3 | 12 | 111 |

Market Dynamics

Months Supply of Inventory (UC Calculation) 2 Years (Monthly) 07/01/21 - 07/31/23



MSI-UC

KEY INFORMATION

| | Jul-21 | Jul-23 | MSI Change | Percent Change |
|---------------|--------|--------|------------|----------------|
| MSI-UC | 1.4 | 2.2 | 0.8 | 61.8 |



| | | | | | | |
|------------------------|--|-------------------|-------------------------------|----------------------|-----------------------|----------------------|
| 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: | Carson City | | | | | |

Market Dynamics

Months Supply of Inventory (UC Calculation) 2 Years (Monthly) 07/01/21 - 07/31/23

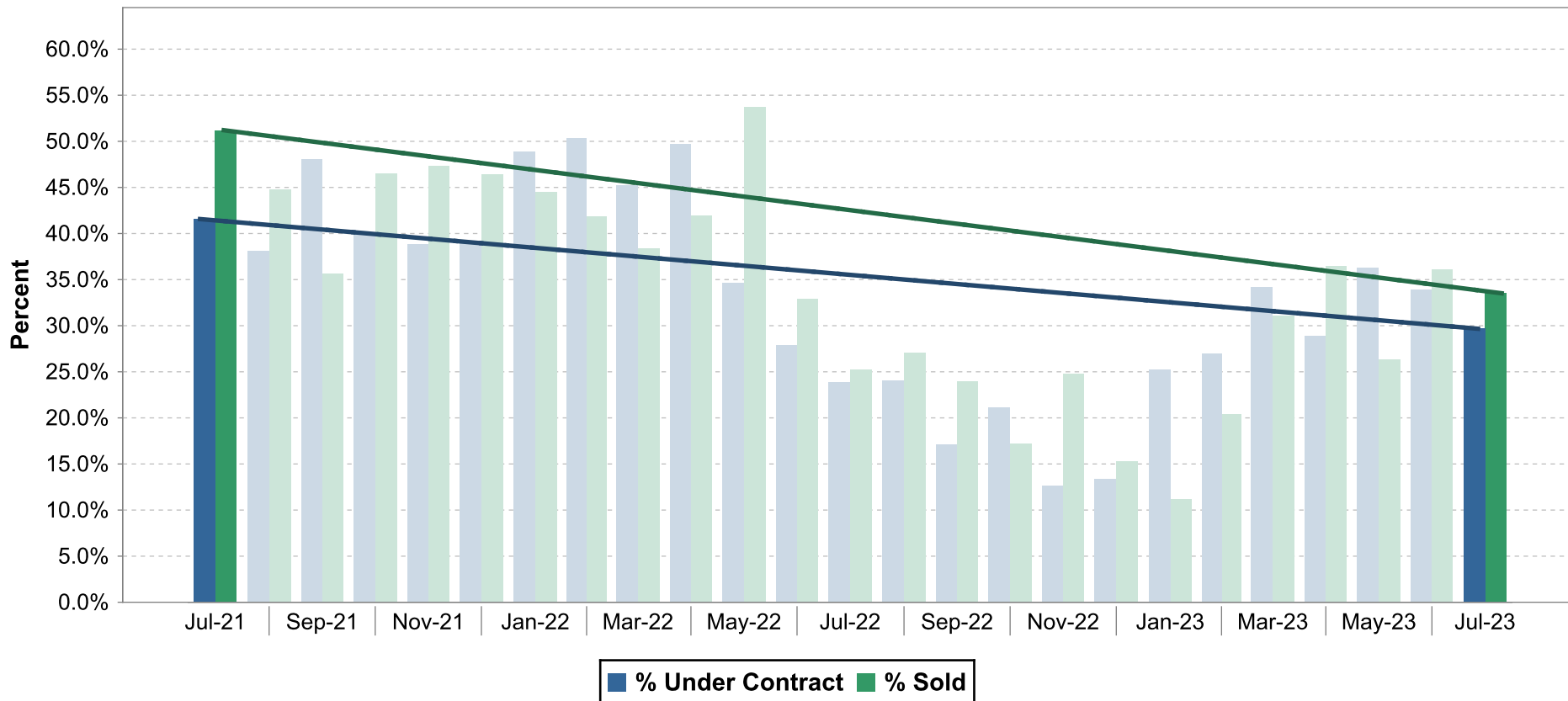
| Time Period | MSI | NAR MSI | # For Sale Last Day of Month | # Under Contract | # Sold |
|-------------|-----|---------|------------------------------|------------------|--------|
| Jul-23 | 2.2 | 2.0 | 119 | 54 | 61 |
| Jun-23 | 1.8 | 1.7 | 109 | 61 | 65 |
| May-23 | 1.7 | 2.3 | 109 | 66 | 48 |
| Apr-23 | 2.3 | 1.8 | 105 | 46 | 58 |
| Mar-23 | 1.8 | 2.0 | 101 | 55 | 50 |
| Feb-23 | 2.5 | 3.4 | 114 | 45 | 34 |
| Jan-23 | 2.6 | 5.8 | 133 | 52 | 23 |
| Dec-22 | 5.5 | 4.8 | 154 | 28 | 32 |
| Nov-22 | 6.5 | 3.3 | 168 | 26 | 51 |
| Oct-22 | 3.5 | 4.3 | 169 | 48 | 39 |
| Sep-22 | 4.4 | 3.1 | 183 | 42 | 59 |
| Aug-22 | 2.8 | 2.5 | 158 | 56 | 63 |
| Jul-22 | 3.0 | 2.9 | 166 | 55 | 58 |
| Jun-22 | 2.4 | 2.1 | 151 | 62 | 73 |
| May-22 | 1.8 | 1.2 | 110 | 60 | 93 |
| Apr-22 | 1.0 | 1.2 | 90 | 90 | 76 |
| Mar-22 | 1.1 | 1.3 | 89 | 80 | 68 |
| Feb-22 | 1.0 | 1.2 | 69 | 71 | 59 |
| Jan-22 | 1.0 | 1.1 | 66 | 67 | 61 |
| Dec-21 | 1.4 | 1.2 | 67 | 49 | 58 |
| Nov-21 | 1.4 | 1.1 | 82 | 59 | 72 |
| Oct-21 | 1.4 | 1.2 | 102 | 74 | 86 |
| Sep-21 | 1.0 | 1.3 | 95 | 97 | 72 |
| Aug-21 | 1.6 | 1.3 | 107 | 69 | 81 |
| Jul-21 | 1.4 | 1.1 | 94 | 69 | 85 |

Market Dynamics

RE/MAX Gold - CA

Sales Absorption

2 Years (Monthly) 07/01/21 - 07/31/23



% Under Contract **% Sold**

KEY INFORMATION

| | Jul-21 | Jul-23 | Change | Percent Change |
|------------------|--------|--------|--------|----------------|
| % Under Contract | 41.57 | 29.67 | -11.90 | -28.6 |
| % Sold | 51.20 | 33.52 | -17.69 | -34.5 |



| | | | | | | |
|------------------------|--|-------------------|-------------------------------|----------------------|-----------------------|----------------------|
| 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: | Carson City | | | | | |

Market Dynamics
Sales Absorption
2 Years (Monthly) 07/01/21 - 07/31/23

RE/MAX Gold - CA

| Time Period | % of Properties Under Contract | % of Properties Sold | # Properties For Sale | # Properties Under Contract | # Properties Sold |
|-------------|--------------------------------|----------------------|-----------------------|-----------------------------|-------------------|
| Jul-23 | 29.7 | 33.5 | 182 | 54 | 61 |
| Jun-23 | 33.9 | 36.1 | 180 | 61 | 65 |
| May-23 | 36.3 | 26.4 | 182 | 66 | 48 |
| Apr-23 | 28.9 | 36.5 | 159 | 46 | 58 |
| Mar-23 | 34.2 | 31.1 | 161 | 55 | 50 |
| Feb-23 | 27.0 | 20.4 | 167 | 45 | 34 |
| Jan-23 | 25.2 | 11.2 | 206 | 52 | 23 |
| Dec-22 | 13.4 | 15.3 | 209 | 28 | 32 |
| Nov-22 | 12.6 | 24.8 | 206 | 26 | 51 |
| Oct-22 | 21.2 | 17.2 | 227 | 48 | 39 |
| Sep-22 | 17.1 | 24.0 | 246 | 42 | 59 |
| Aug-22 | 24.0 | 27.0 | 233 | 56 | 63 |
| Jul-22 | 23.9 | 25.2 | 230 | 55 | 58 |
| Jun-22 | 27.9 | 32.9 | 222 | 62 | 73 |
| May-22 | 34.7 | 53.8 | 173 | 60 | 93 |
| Apr-22 | 49.7 | 42.0 | 181 | 90 | 76 |
| Mar-22 | 45.2 | 38.4 | 177 | 80 | 68 |
| Feb-22 | 50.4 | 41.8 | 141 | 71 | 59 |
| Jan-22 | 48.9 | 44.5 | 137 | 67 | 61 |
| Dec-21 | 39.2 | 46.4 | 125 | 49 | 58 |
| Nov-21 | 38.8 | 47.4 | 152 | 59 | 72 |
| Oct-21 | 40.0 | 46.5 | 185 | 74 | 86 |
| Sep-21 | 48.0 | 35.6 | 202 | 97 | 72 |
| Aug-21 | 38.1 | 44.8 | 181 | 69 | 81 |
| Jul-21 | 41.6 | 51.2 | 166 | 69 | 85 |