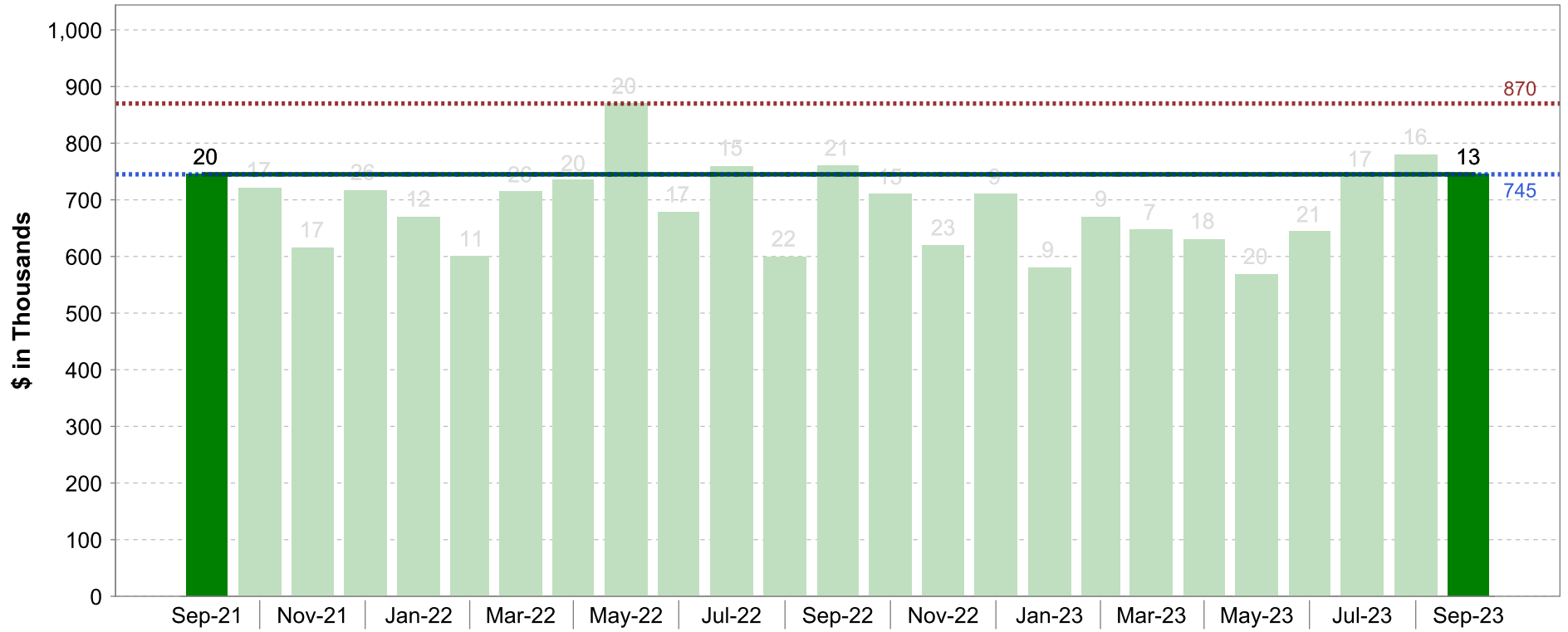


# Market Dynamics

RE/MAX Gold - CA

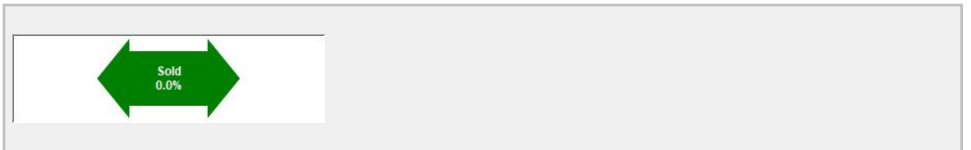
Median Price (Sold)  
2 Years (Monthly) 09/01/21 - 09/30/23



■ Sold

### KEY INFORMATION

	Sep-21	Sep-23	Median Price Change	Percent Change
<b>Sold</b>	745,000	745,000	0	0.0



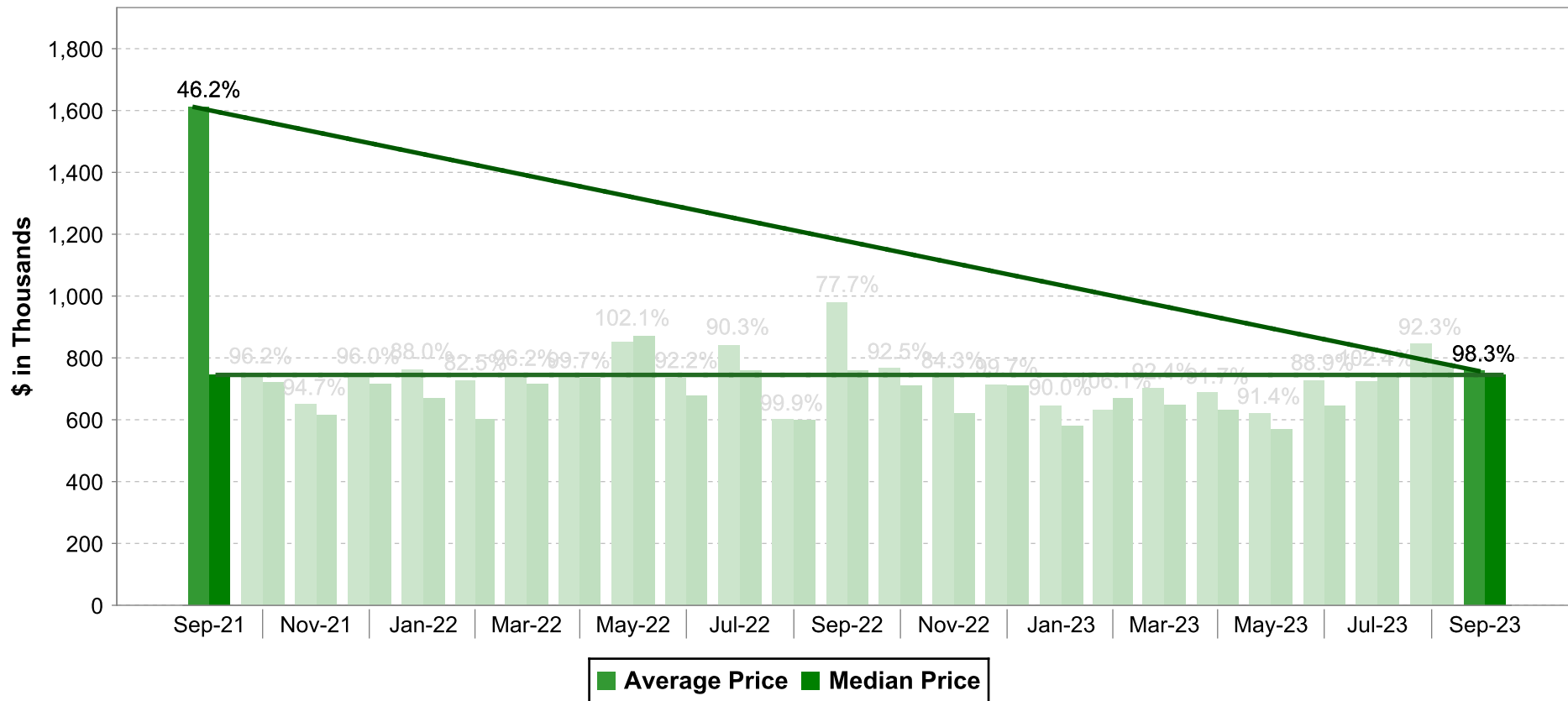
<b>MLS:</b> NNRMLS	<b>Period:</b> 2 Years (Monthly)	<b>Price:</b> All	<b>Construction Type:</b> All	<b>Bedrooms:</b> All	<b>Bathrooms:</b> All	<b>Lot Size:</b> All
<b>Property Types:</b>	Residential: (Single Family Residence)					<b>Sq Ft:</b> All
<b>Cities:</b>	Minden					

**Market Dynamics**  
**Median Price (Sold)**  
**2 Years (Monthly) 09/01/21 - 09/30/23**

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
Sep-23	776,492	58	647,500	16	745,000	13	822,500	4	678,900	19
Aug-23	817,900	53	785,700	12	780,000	16	762,498	2	811,900	15
Jul-23	788,492	54	747,450	14	740,000	17	643,750	2	747,450	18
Jun-23	778,492	62	699,450	24	645,000	21	1,125,966	2	786,950	24
May-23	755,916	66	615,000	23	567,500	20	892,350	5	740,000	27
Apr-23	755,466	58	616,162	18	630,000	18	3,300,000	1	777,984	23
Mar-23	686,000	49	580,000	11	647,500	7	808,112	3	544,950	12
Feb-23	724,900	49	657,450	10	670,000	9	646,950	2	730,466	14
Jan-23	689,000	49	659,500	12	580,000	9	814,950	2	519,950	8
Dec-22	696,750	62	525,000	13	710,000	9	697,200	8	681,500	8
Nov-22	719,000	69	699,000	10	620,000	23	844,000	5	679,000	11
Oct-22	694,750	80	625,000	16	710,000	15	664,500	6	632,450	22
Sep-22	747,500	79	747,500	17	760,000	21	1,399,388	4	675,000	17
Aug-22	750,000	88	742,000	22	599,500	22	849,450	4	649,500	23
Jul-22	750,830	87	684,900	19	759,000	15	825,000	3	709,000	32
Jun-22	748,500	71	652,000	14	678,000	17	937,000	2	714,500	36
May-22	775,000	55	682,500	18	870,000	20	1,349,888	2	787,000	28
Apr-22	803,944	46	829,900	17	735,000	20	887,500	2	725,000	29
Mar-22	818,255	41	811,500	20	715,000	26	707,450	4	799,000	19
Feb-22	764,312	48	715,000	25	600,000	11	1,999,950	1	730,000	33
Jan-22	720,549	33	641,999	17	670,000	12	622,500	1	645,500	10
Dec-21	720,549	37	649,000	11	716,588	26	799,000	3	649,000	9
Nov-21	710,224	52	658,732	21	615,000	17	965,000	3	599,475	24
Oct-21	699,900	53	659,450	20	720,000	17	599,000	5	695,000	21
Sep-21	746,090	54	720,000	21	745,000	20	876,900	1	644,450	26

### Market Dynamics Sold Average vs. Median Price 2 Years (Monthly) 09/01/21 - 09/30/23



KEY INFORMATION

	Sep-21	Sep-23	Price Change	Percent Change
<b>Average</b>	1,610,825	757,842	-852,983	-53.0
<b>Median</b>	745,000	745,000	0	0.0



<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>	Residential: (Single Family Residence)					<b>Sq Ft:</b> All
<b>Cities:</b>	Minden					

**Market Dynamics**  
**Sold Average vs. Median Price**  
**2 Years (Monthly) 09/01/21 - 09/30/23**

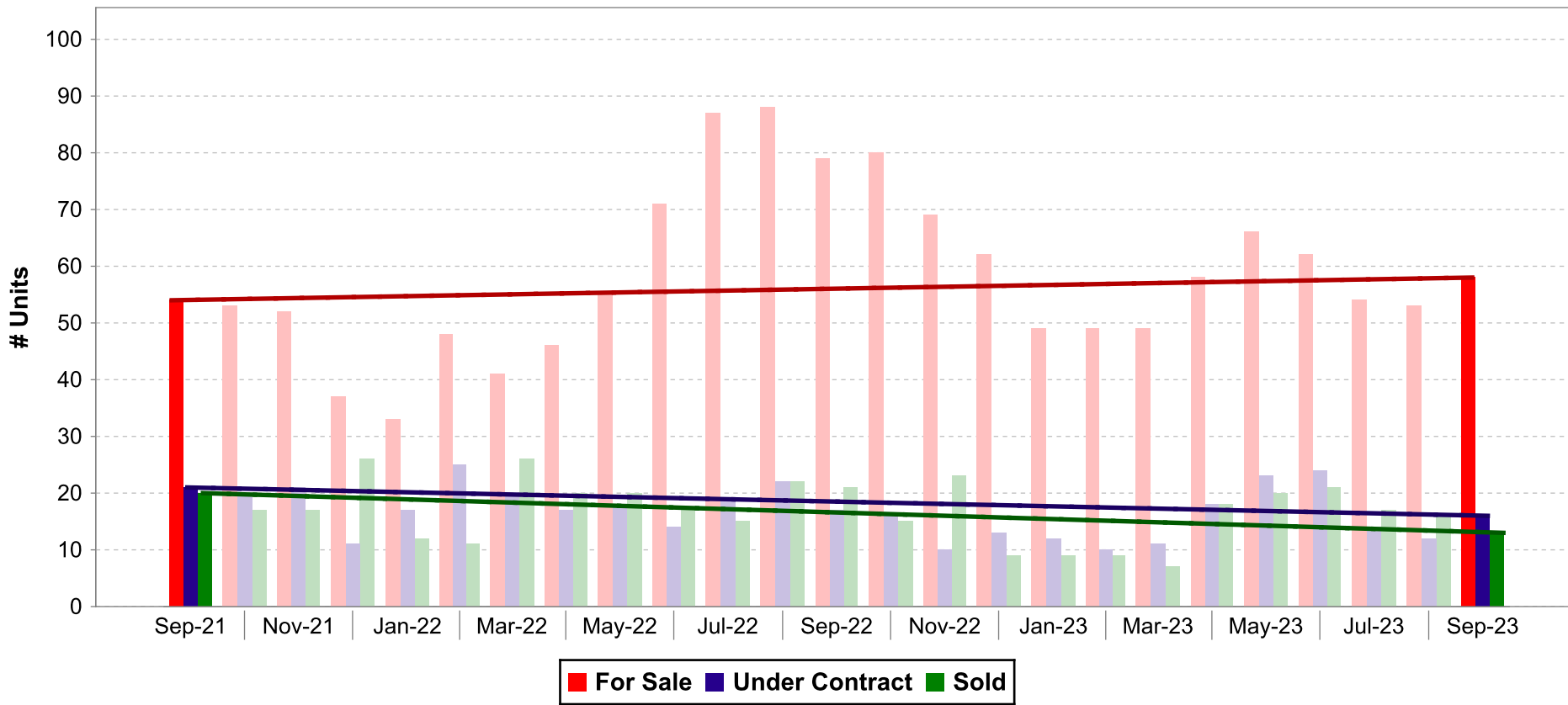
**RE/MAX Gold - CA**

Time Period	# Properties Sold	Sold Average \$	Sold Median \$	Average \$ - Median \$	Median \$ as % of Average \$	Sold Avg DOM
Sep-23	13	757,842	745,000	12,842	98.3	88
Aug-23	16	845,094	780,000	65,094	92.3	90
Jul-23	17	722,585	740,000	-17,415	102.4	67
Jun-23	21	725,467	645,000	80,467	88.9	125
May-23	20	621,143	567,500	53,643	91.4	95
Apr-23	18	687,036	630,000	57,036	91.7	121
Mar-23	7	700,564	647,500	53,064	92.4	95
Feb-23	9	631,272	670,000	-38,728	106.1	114
Jan-23	9	644,611	580,000	64,611	90.0	126
Dec-22	9	711,860	710,000	1,860	99.7	137
Nov-22	23	735,805	620,000	115,805	84.3	107
Oct-22	15	767,290	710,000	57,290	92.5	90
Sep-22	21	978,170	760,000	218,170	77.7	101
Aug-22	22	600,023	599,500	523	99.9	56
Jul-22	15	840,233	759,000	81,233	90.3	75
Jun-22	17	735,169	678,000	57,169	92.2	50
May-22	20	852,357	870,000	-17,643	102.1	73
Apr-22	20	737,476	735,000	2,476	99.7	80
Mar-22	26	742,948	715,000	27,948	96.2	71
Feb-22	11	726,904	600,000	126,904	82.5	86
Jan-22	12	761,018	670,000	91,018	88.0	82
Dec-21	26	746,334	716,588	29,746	96.0	72
Nov-21	17	649,651	615,000	34,651	94.7	60
Oct-21	17	748,559	720,000	28,559	96.2	61
Sep-21	20	1,610,825	745,000	865,825	46.2	68

## Market Dynamics

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

#### 2 Years (Monthly) 09/01/21 - 09/30/23



■ For Sale   
 ■ Under Contract   
 ■ Sold

**KEY INFORMATION**

	Sep-21	Sep-23	# Units Change	Percent Change
<b>For Sale</b>	54.0	58.0	4.0	7.4
<b>Under Contract</b>	21.0	16.0	-5.0	-23.8
<b>Sold</b>	20.0	13.0	-7.0	-35.0

For Sale  
+7.4%

UC  
-23.8%

Sold  
-35.0%

<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>	Residential: (Single Family Residence)					<b>Sq Ft:</b> All
<b>Cities:</b>	Minden					

## Market Dynamics

### Supply & Demand - # Units (FS, UC, Sold) 2 Years (Monthly) 09/01/21 - 09/30/23

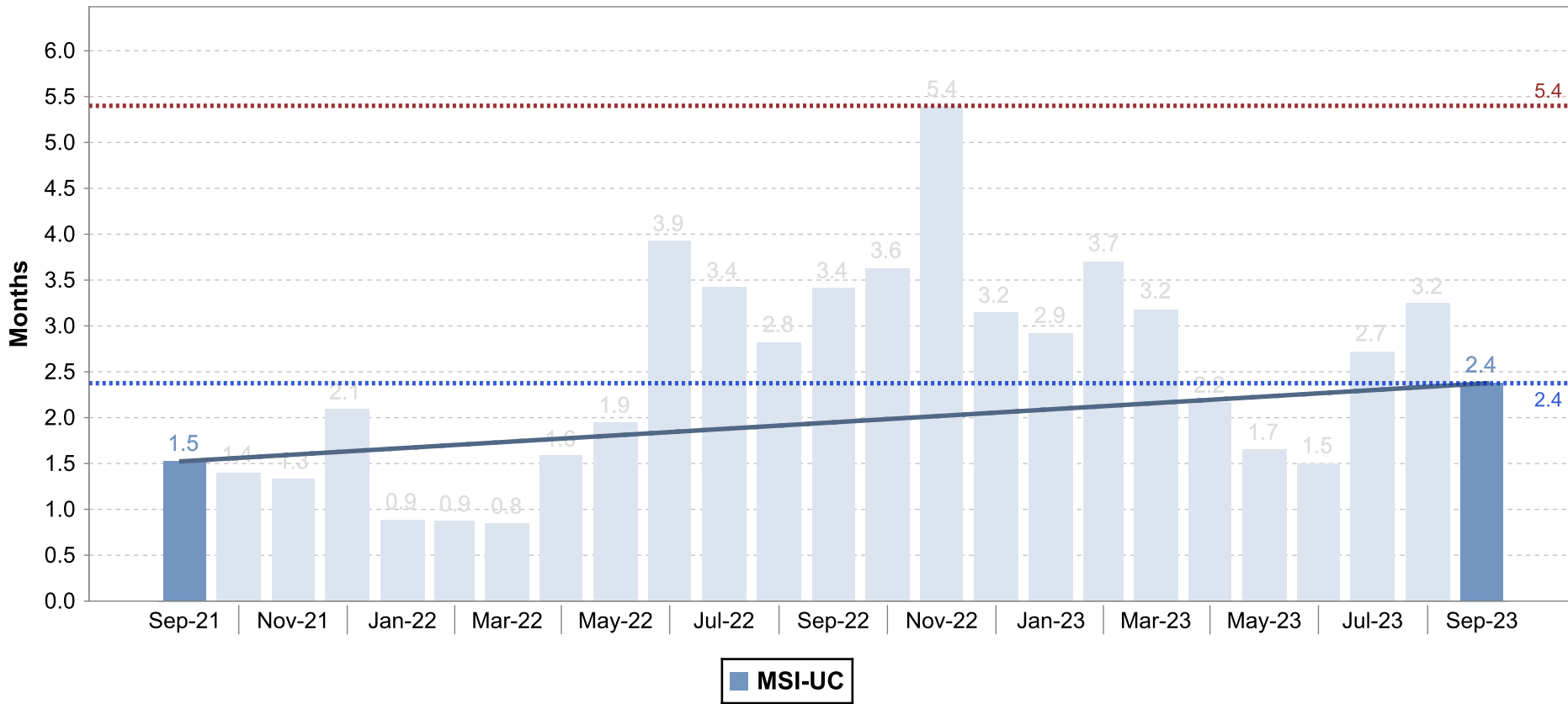
RE/MAX Gold - CA

Time Period	FOR SALE		UNDER CONTRACT		SOLD		Off Market		NEW LISTINGS
	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties
Sep-23	58	75	16	77	13	88	4	42	19
Aug-23	53	78	12	73	16	90	2	134	15
Jul-23	54	66	14	76	17	67	2	26	18
Jun-23	62	53	24	66	21	125	2	102	24
May-23	66	77	23	117	20	95	5	233	27
Apr-23	58	88	18	91	18	121	1	182	23
Mar-23	49	112	11	64	7	95	3	332	12
Feb-23	49	113	10	144	9	114	2	184	14
Jan-23	49	118	12	140	9	126	2	92	8
Dec-22	62	107	13	119	9	137	8	126	8
Nov-22	69	101	10	119	23	107	5	172	11
Oct-22	80	78	16	69	15	90	6	63	22
Sep-22	79	74	17	94	21	101	4	111	17
Aug-22	88	62	22	98	22	56	4	70	23
Jul-22	87	49	19	68	15	75	3	43	32
Jun-22	71	37	14	52	17	50	2	50	36
May-22	55	33	18	73	20	73	2	70	28
Apr-22	46	25	17	50	20	80	2	30	29
Mar-22	41	33	20	70	26	71	4	46	19
Feb-22	48	37	25	77	11	86	1	178	33
Jan-22	33	64	17	93	12	82	1	145	10
Dec-21	37	60	11	83	26	72	3	114	9
Nov-21	52	42	21	68	17	60	3	95	24
Oct-21	53	42	20	68	17	61	5	65	21
Sep-21	54	35	21	67	20	68	1	123	26

# Market Dynamics

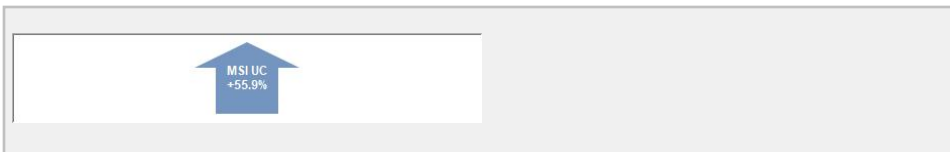
## Months Supply of Inventory (UC Calculation)

### 2 Years (Monthly) 09/01/21 - 09/30/23



**MSI-UC**  
KEY INFORMATION

	Sep-21	Sep-23	MSI Change	Percent Change
<b>MSI-UC</b>	1.5	2.4	0.9	55.9



<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>	Residential: (Single Family Residence)					<b>Sq Ft:</b> All
<b>Cities:</b>	Minden					

## Market Dynamics

### Months Supply of Inventory (UC Calculation) 2 Years (Monthly) 09/01/21 - 09/30/23

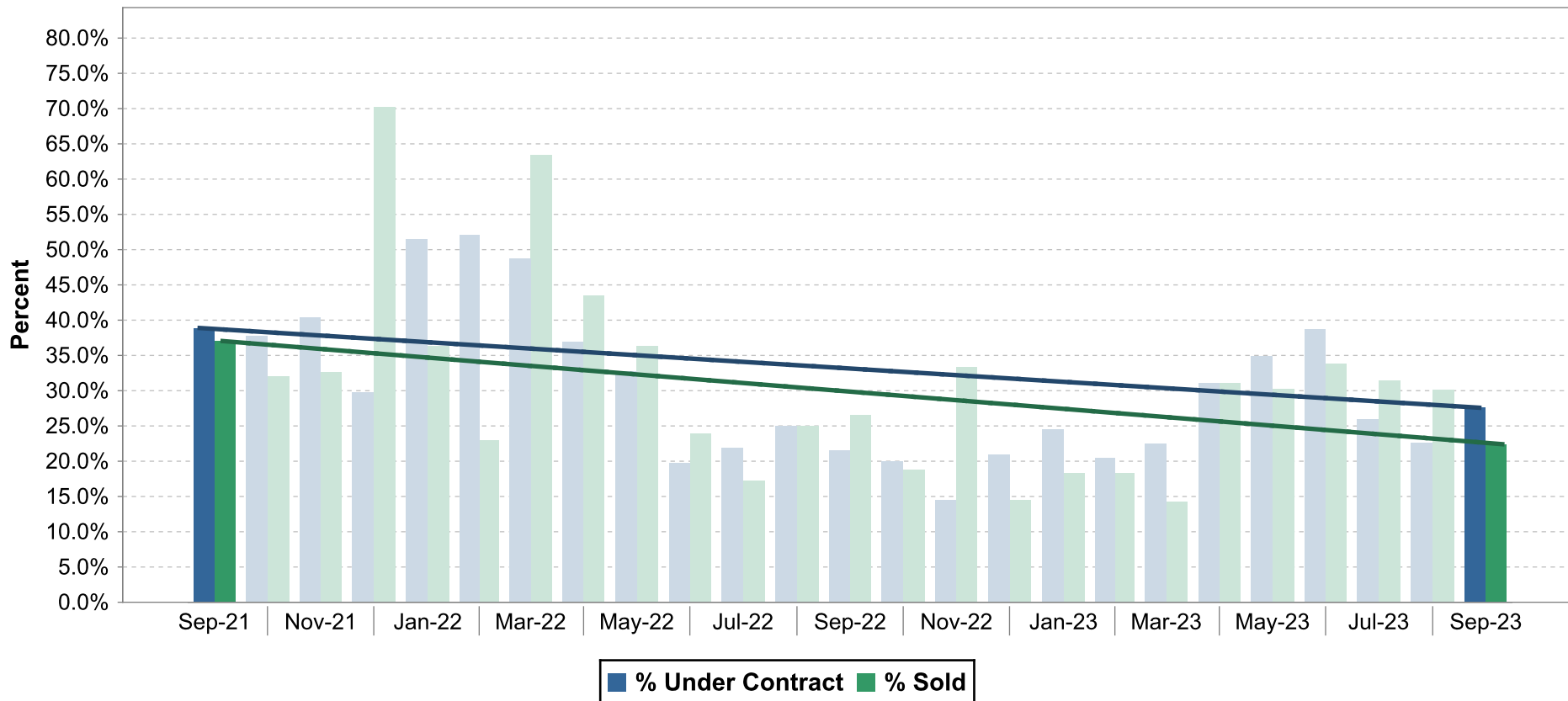
Time Period	MSI	NAR MSI	# For Sale Last Day of Month	# Under Contract	# Sold
Sep-23	2.4	2.9	38	16	13
Aug-23	3.2	2.4	39	12	16
Jul-23	2.7	2.2	38	14	17
Jun-23	1.5	1.7	36	24	21
May-23	1.7	1.9	38	23	20
Apr-23	2.2	2.2	39	18	18
Mar-23	3.2	5.0	35	11	7
Feb-23	3.7	4.1	37	10	9
Jan-23	2.9	3.9	35	12	9
Dec-22	3.2	4.6	41	13	9
Nov-22	5.4	2.3	54	10	23
Oct-22	3.6	3.9	58	16	15
Sep-22	3.4	2.8	58	17	21
Aug-22	2.8	2.8	62	22	22
Jul-22	3.4	4.3	65	19	15
Jun-22	3.9	3.2	55	14	17
May-22	1.9	1.8	35	18	20
Apr-22	1.6	1.4	27	17	20
Mar-22	0.8	0.7	17	20	26
Feb-22	0.9	2.0	22	25	11
Jan-22	0.9	1.2	15	17	12
Dec-21	2.1	0.9	23	11	26
Nov-21	1.3	1.6	28	21	17
Oct-21	1.4	1.6	28	20	17
Sep-21	1.5	1.6	32	21	20



## Market Dynamics

### Sales Absorption

2 Years (Monthly) 09/01/21 - 09/30/23



■ % Under Contract ■ % Sold

**KEY INFORMATION**

	Sep-21	Sep-23	Change	Percent Change
% Under Contract	38.89	27.59	-11.30	-29.1
% Sold	37.04	22.41	-14.62	-39.5



<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>	Residential: (Single Family Residence)					<b>Sq Ft:</b> All
<b>Cities:</b>	Minden					

**Market Dynamics**  
**Sales Absorption**  
**2 Years (Monthly) 09/01/21 - 09/30/23**

RE/MAX Gold - CA

Time Period	% of Properties Under Contract	% of Properties Sold	# Properties For Sale	# Properties Under Contract	# Properties Sold
Sep-23	27.6	22.4	58	16	13
Aug-23	22.6	30.2	53	12	16
Jul-23	25.9	31.5	54	14	17
Jun-23	38.7	33.9	62	24	21
May-23	34.8	30.3	66	23	20
Apr-23	31.0	31.0	58	18	18
Mar-23	22.4	14.3	49	11	7
Feb-23	20.4	18.4	49	10	9
Jan-23	24.5	18.4	49	12	9
Dec-22	21.0	14.5	62	13	9
Nov-22	14.5	33.3	69	10	23
Oct-22	20.0	18.8	80	16	15
Sep-22	21.5	26.6	79	17	21
Aug-22	25.0	25.0	88	22	22
Jul-22	21.8	17.2	87	19	15
Jun-22	19.7	23.9	71	14	17
May-22	32.7	36.4	55	18	20
Apr-22	37.0	43.5	46	17	20
Mar-22	48.8	63.4	41	20	26
Feb-22	52.1	22.9	48	25	11
Jan-22	51.5	36.4	33	17	12
Dec-21	29.7	70.3	37	11	26
Nov-21	40.4	32.7	52	21	17
Oct-21	37.7	32.1	53	20	17
Sep-21	38.9	37.0	54	21	20