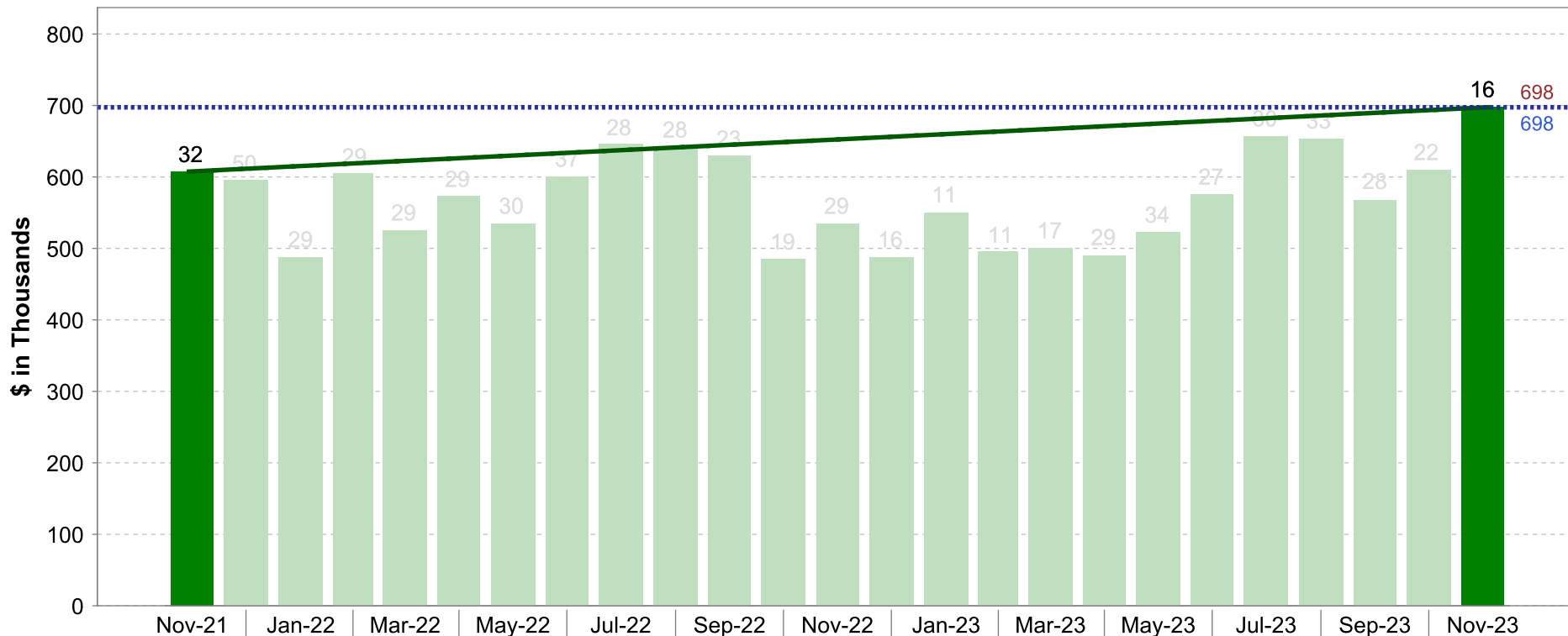


# Market Dynamics

RE/MAX Gold - CA

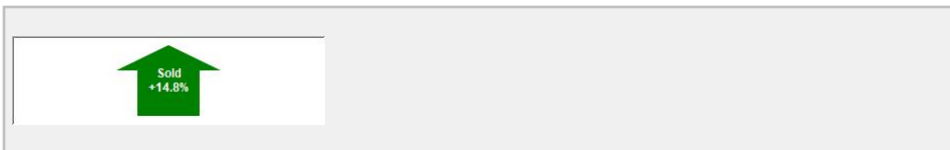
Median Price (Sold)  
2 Years (Monthly) 11/01/21 - 11/30/23



■ Sold

### KEY INFORMATION

	Nov-21	Nov-23	Median Price Change	Percent Change
<b>Sold</b>	607,500	697,500	90,000	14.8



<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>	Gardnerville					

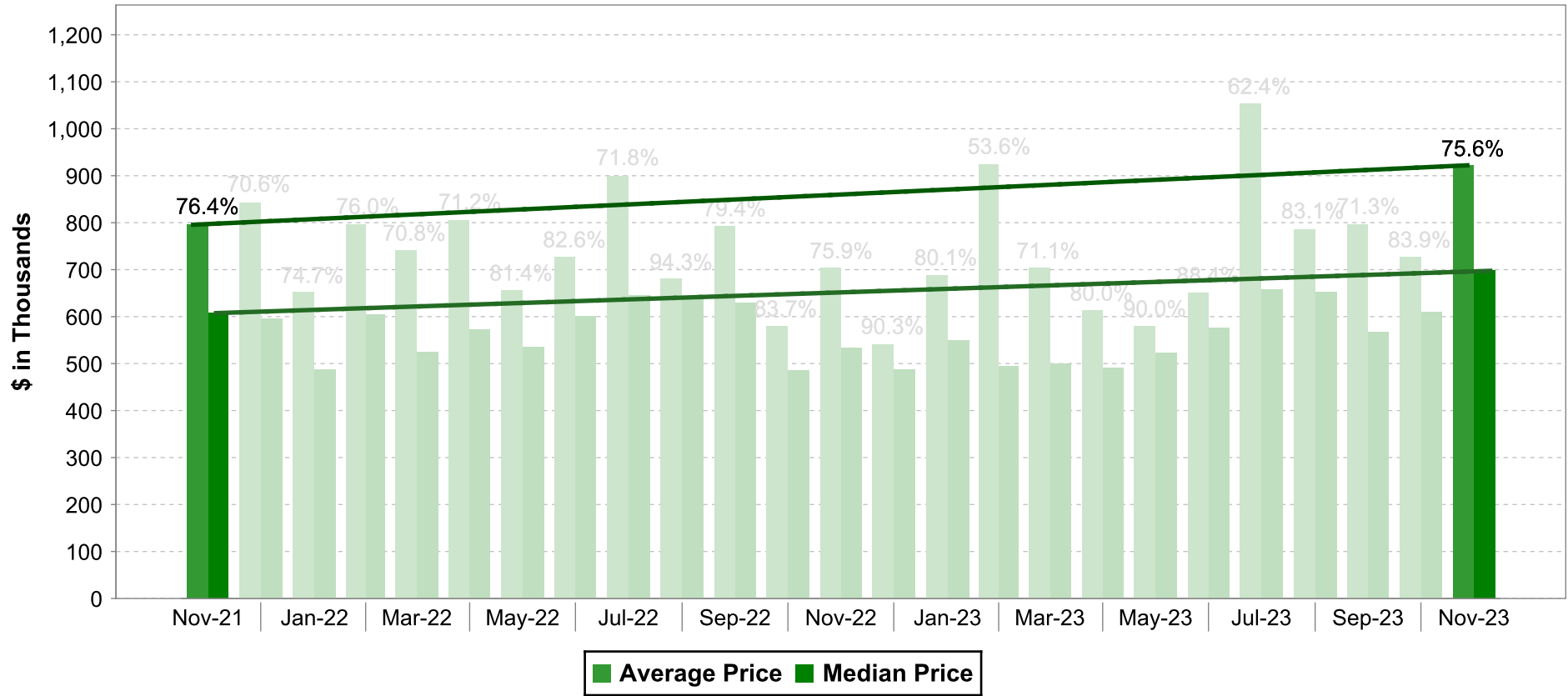
**Market Dynamics**  
**Median Price (Sold)**  
**2 Years (Monthly) 11/01/21 - 11/30/23**

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
Nov-23	749,900	105	550,000	17	697,500	16	719,000	11	705,000	21
Oct-23	799,999	111	767,750	18	610,000	22	1,375,000	9	815,000	27
Sep-23	737,750	120	588,000	22	567,500	28	831,950	14	650,000	28
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
Mar-22	649,000	59	560,000	25	524,900	29	599,000	3	584,000	38
Feb-22	760,000	45	617,000	22	605,000	29	1,669,500	2	609,500	22
Jan-22	560,000	59	487,000	36	487,000	29		0	489,000	21
Dec-21	605,000	68	554,000	28	595,000	50	2,482,500	2	518,000	25
Nov-21	685,000	85	605,000	36	607,500	32	744,975	6	590,000	32

## Market Dynamics

### Sold Average vs. Median Price 2 Years (Monthly) 11/01/21 - 11/30/23



**KEY INFORMATION**

	Nov-21	Nov-23	Price Change	Percent Change
<b>Average</b>	795,647	922,156	126,509	15.9
<b>Median</b>	607,500	697,500	90,000	14.8

Average  
+15.9%

Median  
+14.8%

<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>	Gardnerville					

**Market Dynamics**  
**Sold Average vs. Median Price**  
**2 Years (Monthly) 11/01/21 - 11/30/23**

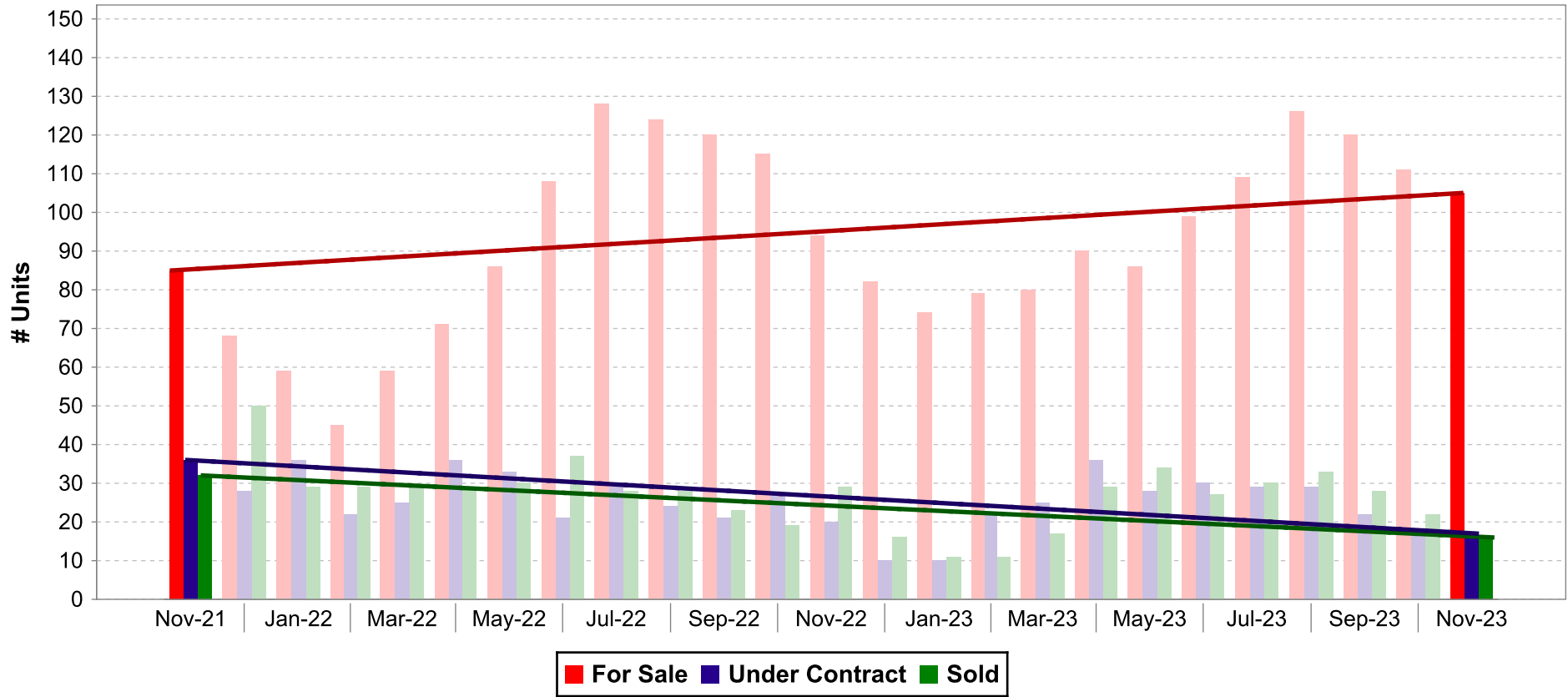
RE/MAX Gold - CA

Time Period	# Properties Sold	Sold Average \$	Sold Median \$	Average \$ - Median \$	Median \$ as % of Average \$	Sold Avg DOM
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
Mar-22	29	740,945	524,900	216,045	70.8	73
Feb-22	29	795,599	605,000	190,599	76.0	90
Jan-22	29	651,580	487,000	164,580	74.7	76
Dec-21	50	842,340	595,000	247,340	70.6	76
Nov-21	32	795,647	607,500	188,147	76.3	71

## Market Dynamics

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

#### 2 Years (Monthly) 11/01/21 - 11/30/23



**KEY INFORMATION**

	Nov-21	Nov-23	# Units Change	Percent Change
<b>For Sale</b>	85.0	105.0	20.0	23.5
<b>Under Contract</b>	36.0	17.0	-19.0	-52.8
<b>Sold</b>	32.0	16.0	-16.0	-50.0

For Sale  
+23.5%

UC  
-52.8%

Sold  
-50.0%

<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>	Gardnerville					

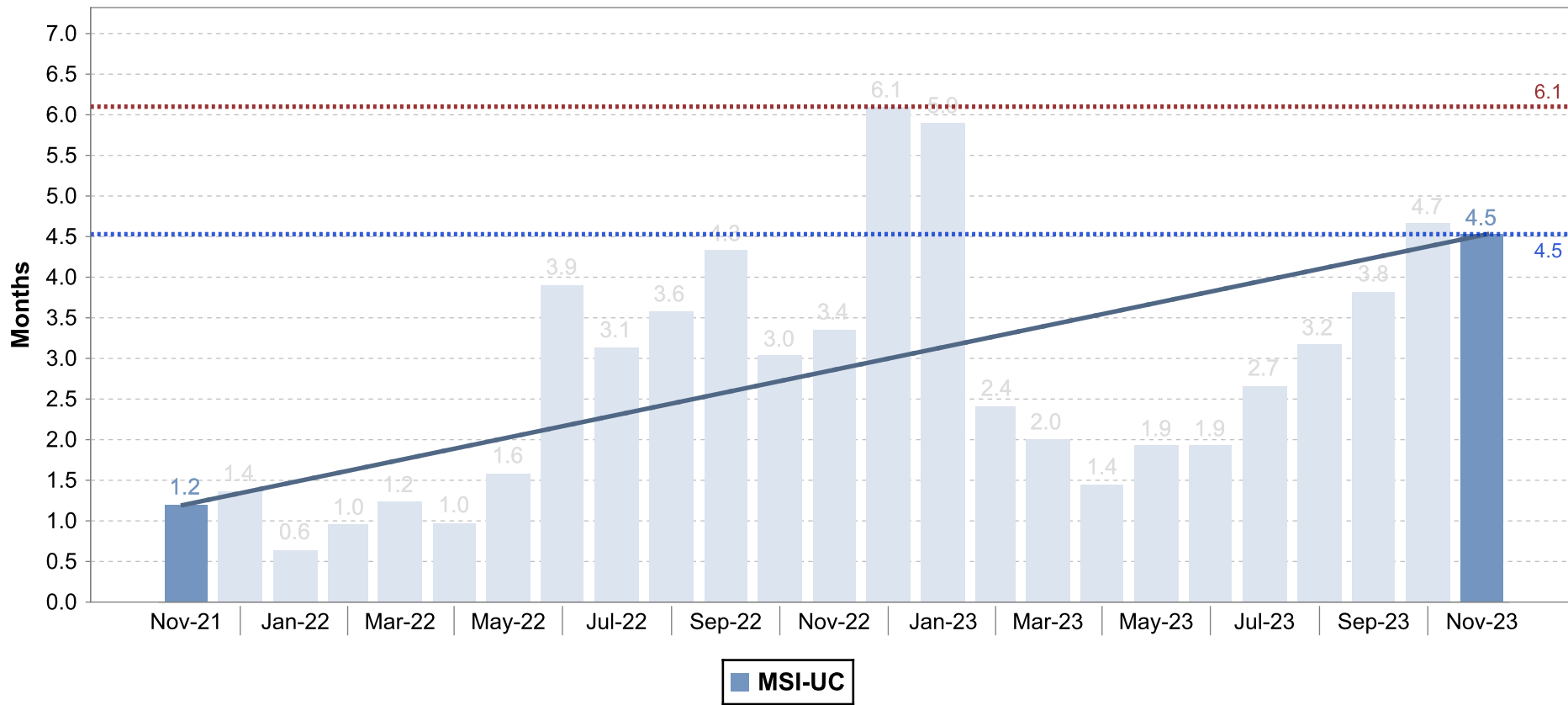
## Market Dynamics

### Supply & Demand - # Units (FS, UC, Sold) 2 Years (Monthly) 11/01/21 - 11/30/23

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
Nov-23	105	90	17	73	16	98	11	90	21
Oct-23	111	88	18	80	22	64	9	190	27
Sep-23	120	72	22	58	28	70	14	74	28
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
Mar-22	59	53	25	54	29	73	3	272	38
Feb-22	45	83	22	82	29	90	2	251	22
Jan-22	59	80	36	77	29	76	0		21
Dec-21	68	68	28	60	50	76	2	78	25
Nov-21	85	60	36	72	32	71	6	80	32

### Market Dynamics Months Supply of Inventory (UC Calculation) 2 Years (Monthly) 11/01/21 - 11/30/23



**MSI-UC**  
KEY INFORMATION

	Nov-21	Nov-23	MSI Change	Percent Change
<b>MSI-UC</b>	1.2	4.5	3.3	279.2



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

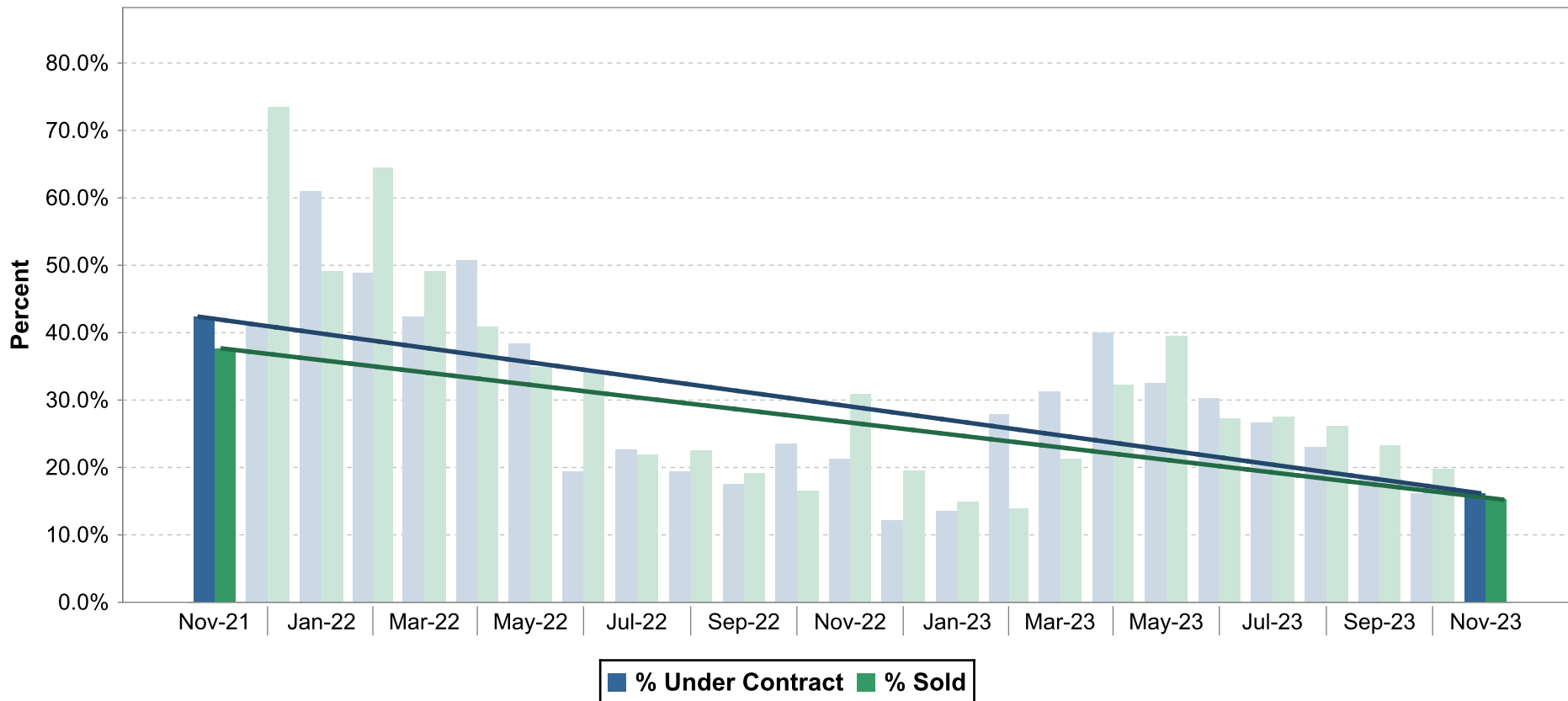
## Market Dynamics

### Months Supply of Inventory (UC Calculation) 2 Years (Monthly) 11/01/21 - 11/30/23

Time Period	MSI	NAR MSI	# For Sale Last Day of Month	# Under Contract	# Sold
Nov-23	4.5	4.8	77	17	16
Oct-23	4.7	3.8	84	18	22
Sep-23	3.8	3.0	84	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
Mar-22	1.2	1.1	31	25	29
Feb-22	1.0	0.7	21	22	29
Jan-22	0.6	0.8	23	36	29
Dec-21	1.4	0.8	38	28	50
Nov-21	1.2	1.3	43	36	32



### Market Dynamics Sales Absorption 2 Years (Monthly) 11/01/21 - 11/30/23



**% Under Contract** **% Sold**

**KEY INFORMATION**

	Nov-21	Nov-23	Change	Percent Change
% Under Contract	42.35	16.19	-26.16	-61.8
% Sold	37.65	15.24	-22.41	-59.5



<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>	Gardnerville					

**Market Dynamics**  
**Sales Absorption**  
**2 Years (Monthly) 11/01/21 - 11/30/23**

RE/MAX Gold - CA

Time Period	% of Properties Under Contract	% of Properties Sold	# Properties For Sale	# Properties Under Contract	# Properties Sold
Nov-23	16.2	15.2	105	17	16
Oct-23	16.2	19.8	111	18	22
Sep-23	18.3	23.3	120	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
Mar-22	42.4	49.2	59	25	29
Feb-22	48.9	64.4	45	22	29
Jan-22	61.0	49.2	59	36	29
Dec-21	41.2	73.5	68	28	50
Nov-21	42.4	37.6	85	36	32