

AREA REPORT

REDDING

FULL MARKET SUMMARY

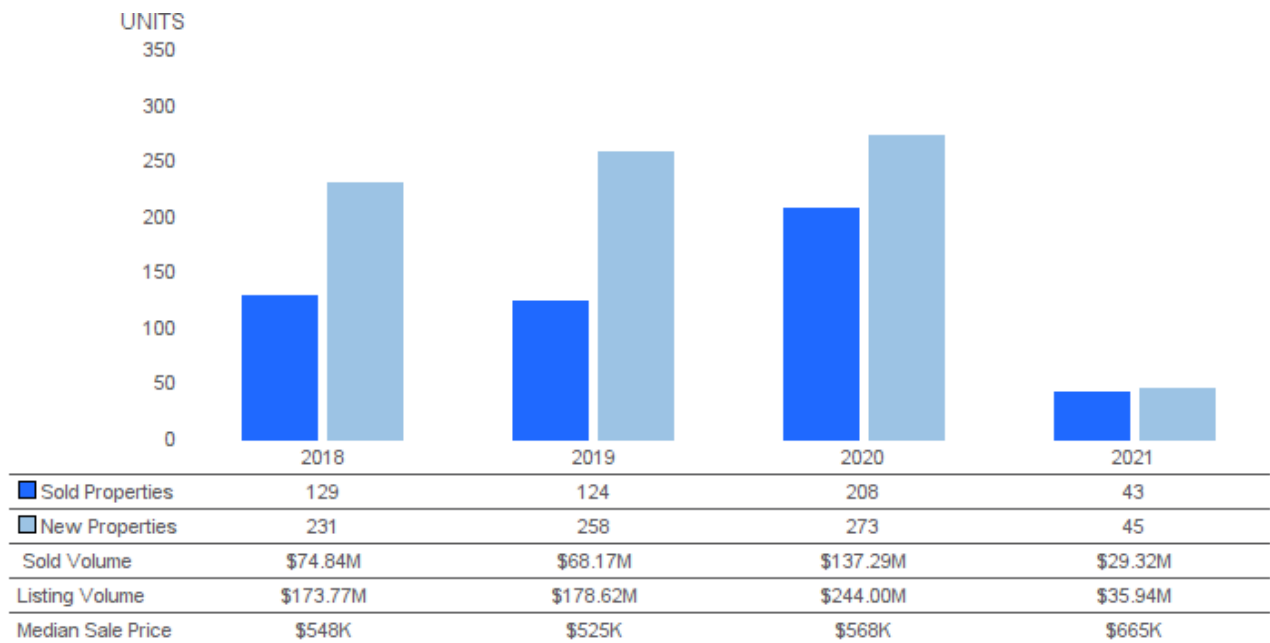
March 2021 | Single Family Homes ?

	Month to Date			Year to Date		
	March 2021	March 2020	% Change	YTD 2021	YTD 2020	% Change
New Listings	19	27	-29.63% ↓	42	59	-28.81% ↓
Sold Listings	10	12	-16.67% ↓	42	30	40% ↑
Median List Price (Solds)	\$782,000	\$480,000	62.92% ↑	\$657,450	\$549,500	19.65% ↑
Median Sold Price	\$768,500	\$454,000	69.27% ↑	\$650,000	\$513,750	26.52% ↑
Median Days on Market	101	109	-7.34% ↓	67	132	-49.24% ↓
Average List Price (Solds)	\$852,180	\$472,283	80.44% ↑	\$683,737	\$573,373	19.25% ↑
Average Sold Price	\$847,510	\$452,166	87.43% ↑	\$680,411	\$552,100	23.24% ↑
Average Days on Market	105	137	-23.36% ↓	79	155	-49.03% ↓
List/Sold Price Ratio	101.3%	95.5%	6.07% ↑	100.2%	96%	4.35% ↑

SOLD AND NEW PROPERTIES (UNITS)

March 2021 | Single Family Homes ?

Sold Properties | Number of properties sold during the year
New Properties | Number of properties listed during the year.

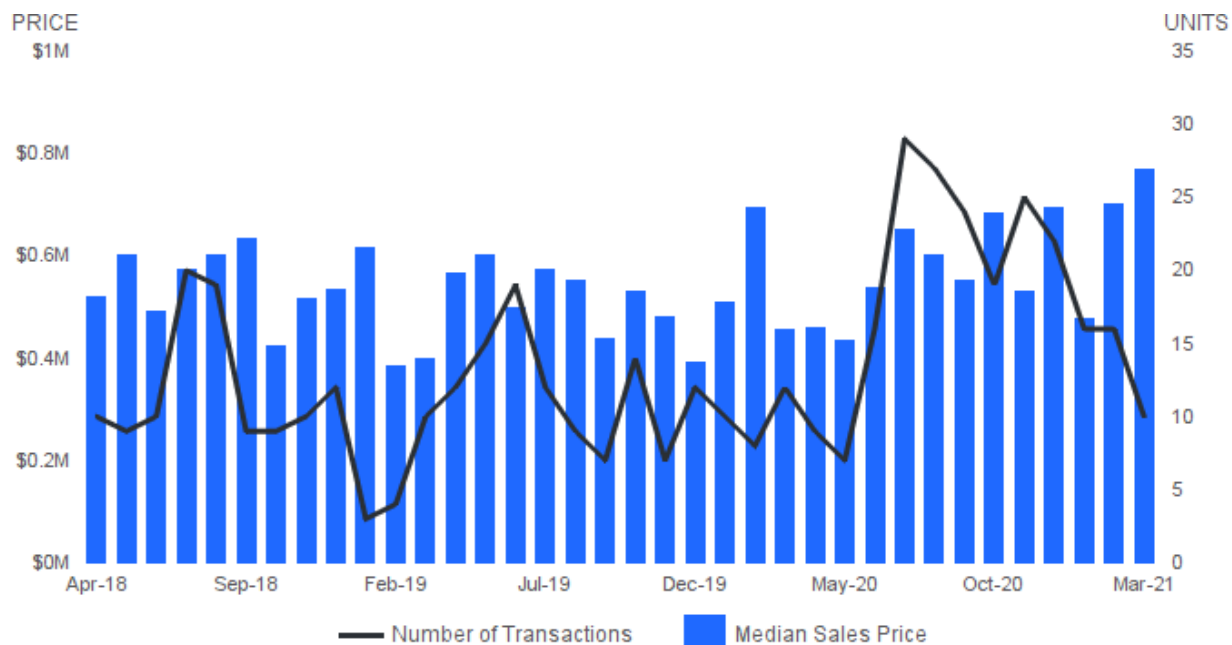


MEDIAN SALES PRICE AND NUMBER OF SALES

March 2021 | Single Family Homes ?

Median Sales Price | Price of the "middle" property sold - an equal number of sales were above and below this price.

Number of Sales | Number of properties sold.

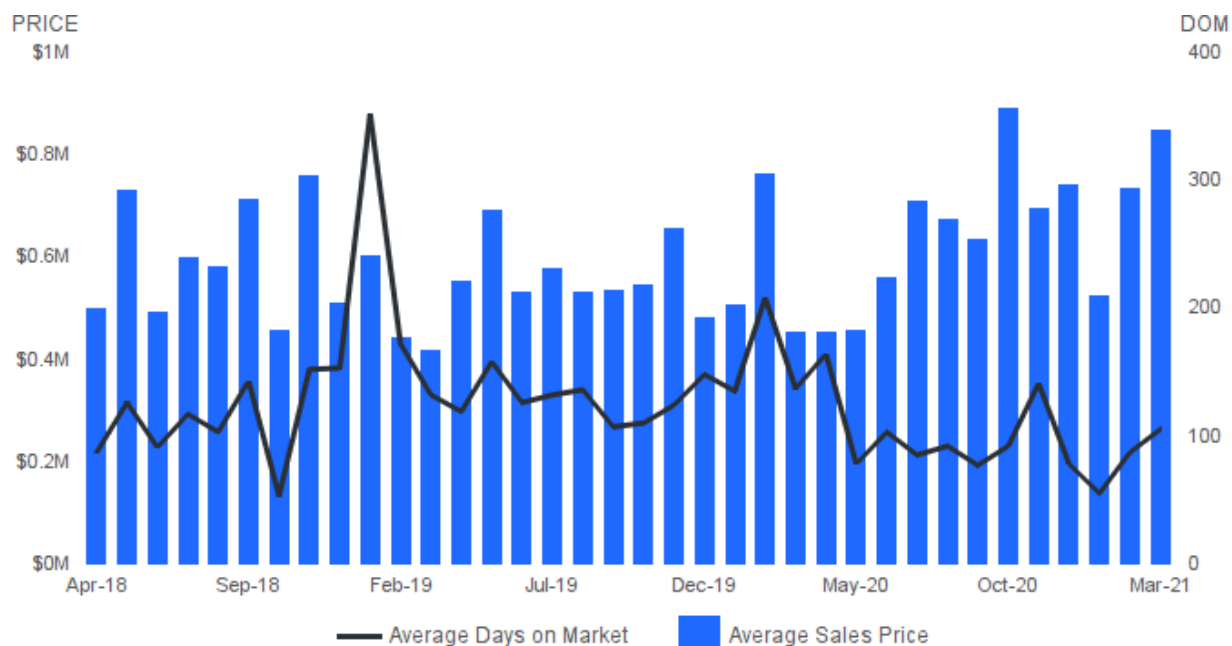


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

March 2021 | Single Family Homes ?

Average Sales Price | Average sales price for all properties sold.

Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

March 2021 | Single Family Homes ?

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.



AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

March 2021 | Single Family Homes ?

Average Sales Price | Average sales price for all properties sold.

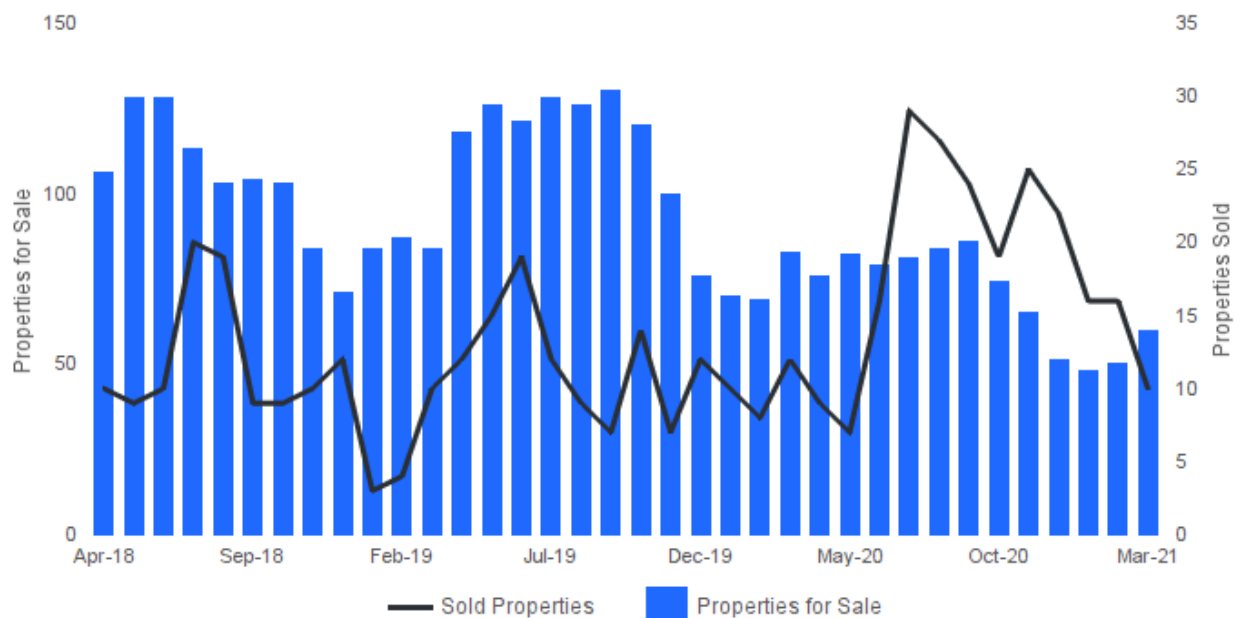
Properties for Sale | Number of properties listed for sale at the end of month.



PROPERTIES FOR SALE AND SOLD PROPERTIES

March 2021 | Single Family Homes ?

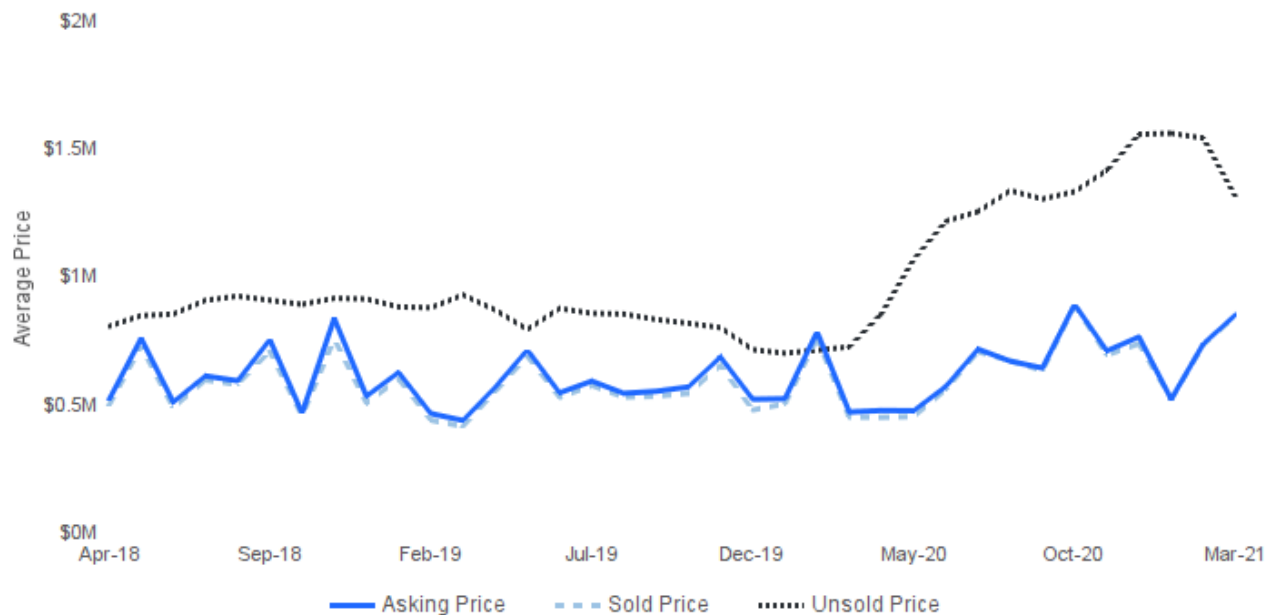
Properties for Sale | Number of properties listed for sale at the end of month.
Sold Properties | Number of properties sold.



AVERAGE ASKING/SOLD/UNSOLD PRICE

March 2021 | Single Family Homes ?

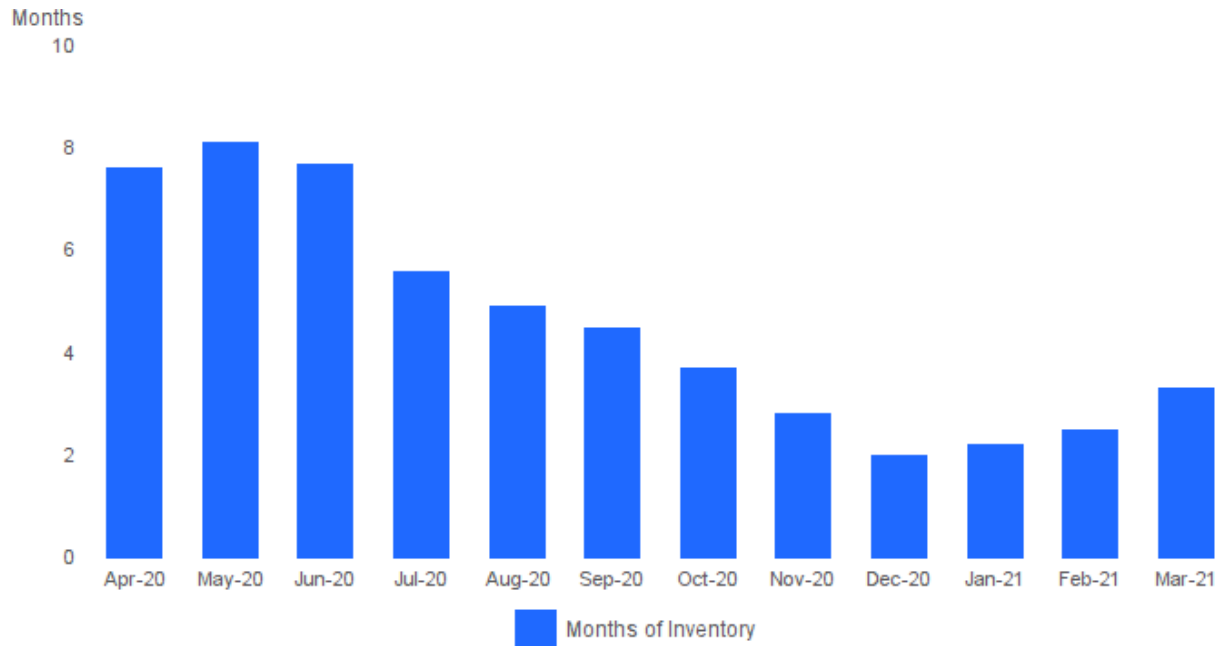
Unsold Price | the average active list price
Asking Price | the average asking price of sold properties
Sold Price | the average selling price



ABSORPTION RATE

March 2021 | Single Family Homes ?

Absorption Rate | Looks at the past year's monthly supply of inventory. In a normal market there should be a 6 month supply. The higher the rate above 6 the more aggressive a seller has to be with the competition; price and having a picture perfect property.



MONTHS SUPPLY OF INVENTORY

March 2021 | Single Family Homes ?

Months Supply of Inventory | Properties for sale divided by number of properties sold.

Units Listed | Number of properties listed for sale at the end of month.

Units Sold | Number of properties sold.

