



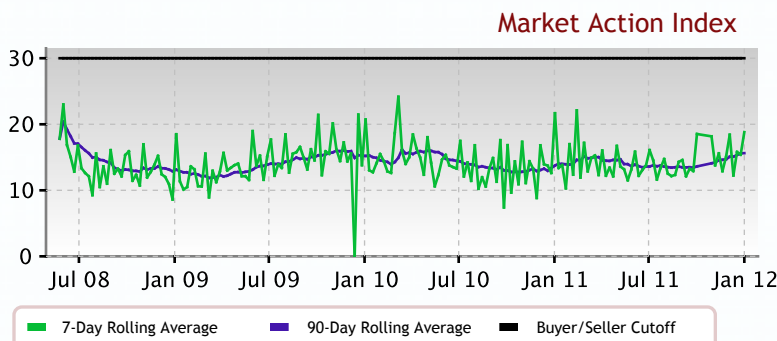
## This Week

The median list price in RENO, NV this week is \$177,500.

Inventory has been lightening lately and the Market Action Index has been trending up. Though days-on-market is increasing, these are mildly positive indications for the market.

## Supply and Demand

- Home sales have been exceeding new inventory for several weeks. Since this is a Buyer's market prices are not yet moving higher as excess inventory is consumed. However, as the supply and demand trends continue, the market moves into the Seller's zone, and we are likely to see upward pressure on pricing.



The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies Seller's Market conditions. Below 30, conditions favor the buyer.

## Quartiles

### Characteristics per Quartile

Investigate the market in quartiles - where each quartile is 25% of homes ordered by price.

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 505,000	3476	0.50 - 1.0 acre	4.0	3.5	13	433	5	38	263	Most expensive 25% of properties
Upper/Second	\$ 220,000	2161	8,001 - 10,000 sqft	4.0	2.5	11	433	24	34	167	Upper-middle 25% of properties
Lower/Third	\$ 140,000	1733	6,501 - 8,000 sqft	3.0	2.0	15	434	20	33	149	Lower-middle 25% of properties
Bottom/Fourth	\$ 89,000	1344	6,501 - 8,000 sqft	3.0	2.0	32	434	25	33	162	Least expensive 25% of properties

Real-Time Market Profile			Trend
Median List Price	\$ 177,500		↔↔
Asking Price Per Square Foot	\$ 94		↓↓↓
Average Days on Market (DOM)	185		↑↑
Percent of Properties with Price Decrease	39 %		
Percent Relisted (reset DOM)	n/a		
Percent Flip (price increased)	6 %		
Median House Size (sq ft)	1982		
Median Lot Size	8,001 - 10,000 sqft		
Median Number of Bedrooms	3.0		
Median Number of Bathrooms	2.5		
Market Action Index	Strong Buyer's	15.6	↑↑

↔↔ No change    ↑↑ Strong upward trend    ↓↓↓ Strong downward trend  
 ↑ Slight upward trend    ↓ Slight downward trend

## Price

- The market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this trend.

