

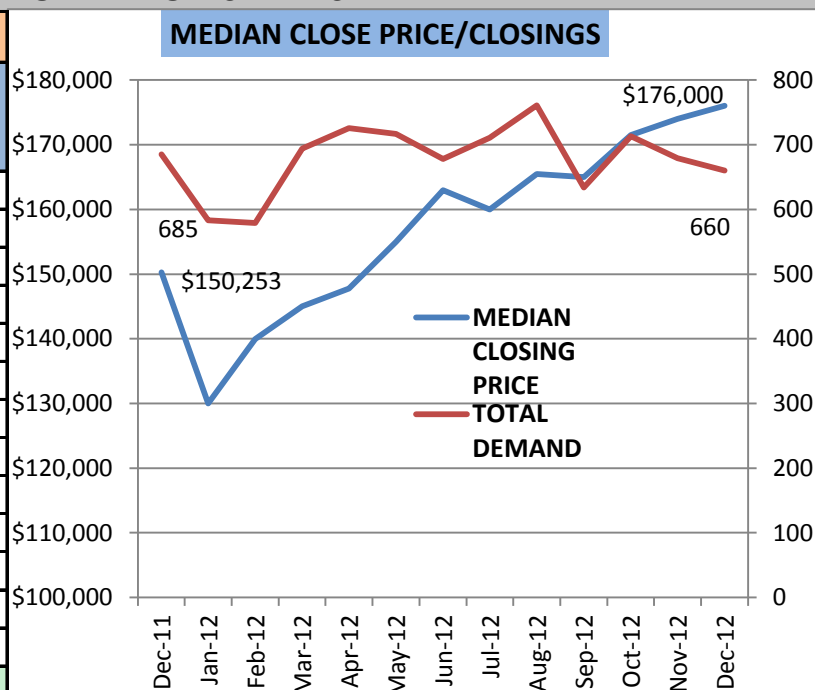


# MCR MARKET CONDITION REPORT

Distribution: January 2013  
Evaluation: November-December 2012

## 13 MONTH RENO AREA HISTORICAL INFORMATION-SFR-RESALE

MEDIAN AND AVERAGE PRICE					DEMAND
MONTH	MEDIAN CLOSING PRICE	CHANGE	AVERAGE CLOSING PRICE	CHANGE	TOTAL DEMAND
Dec-11	\$150,253		\$177,158		685
Jan-12	\$130,000	-\$20,253	\$165,125	-\$12,033	583
Feb-12	\$139,950	\$9,950	\$167,658	\$2,533	579
Mar-12	\$145,000	\$5,050	\$175,994	\$8,336	694
Apr-12	\$147,750	\$2,750	\$180,554	\$4,560	726
May-12	\$155,000	\$7,250	\$189,170	\$8,616	717
Jun-12	\$163,000	\$8,000	\$199,932	\$10,762	678
Jul-12	\$160,000	-\$3,000	\$197,517	-\$2,415	711
Aug-12	\$165,500	\$5,500	\$196,737	-\$780	761
Sep-12	\$165,000	-\$500	\$198,458	\$1,722	634
Oct-12	\$171,500	\$6,500	\$205,484	\$7,025	713
Nov-12	\$174,000	\$2,500	\$208,713	\$3,229	679
Dec-12	\$176,000	\$2,000	\$225,220	\$16,507	660
TREND	+\$3,303	+\$543	+\$4,207	+\$893	4



The above table represents the last 13 months of activity. Notice that all price trend indicators remain positive (green) which means prices are rising at an increasing rate. See the upper side of the price schedule (average price) is moving in lockstep with the median price scale. Observe also that demand is moving up at the rate of 4 closings per month. This rate of increase in demand is down from last month by 2 units, and is behind last year by 25 units, signaling a slowing in demand in the short run. Because the ratio of supply to demand remains very tight (and still in decline), the current rise in prices will most likely continue.

## SINGLE FAMILY RESIDENCE

AREA	LISTINGS (SUPPLY)	CLOSED PER MONTH (DEMAND)	EXPIRE/WITH MONTH	SELLING PROBABILITY	DAYS ON MARKET	IN ESCROW	RATIO OF SUPPLY TO DEMAND	MEDIAN LIST PRICE (000)	MEDIAN PRICE IN ESCROW (000)	MEDIAN CLOSE PRICE (000)
Carson City	118	56	27	68%	126	116	2.1	\$289	\$149	\$160
Dayton	42	28	19	60%	146	79	1.5	\$190	\$111	\$120
Fallon	57	17	15	54%	156	52	3.4	\$145	\$123	\$124
Fernley	58	40	19	68%	146	97	1.5	\$108	\$100	\$97
Gardnerville	82	31	31	50%	156	62	2.6	\$450	\$195	\$183
Minden	41	19	12	61%	171	28	2.2	\$372	\$305	\$225
Reno	398	313	156	67%	141	896	1.3	\$415	\$162	\$203
Sparks	111	146	37	80%	131	387	0.8	\$229	\$160	\$178
Yerington	31	5	6	45%	174	11	7	\$125	\$95	\$110
TOTALS	938	652	320	67%	140	1,728	1.4	\$286	\$155	\$175

The above table represents the current market. Price is rising at an increasing rate due to a tight market (low ratio of supply to demand (1.4)). The reader should assume that price (all other things being equal) will continue to increase on a consistent basis as long as this ratio remains in this range. Usually, as price rises, supply will begin to rise also as sellers are attracted to the more promising price schedule. That has not occurred as of this report, but can reasonably be expected to occur in the new year. Sparks is looking very strong (seller perspective) where there is a significant excess of demand over supply. Yerington remains weak at 7 to 1 ratio of supply to demand. Single Family Residence comprises about 88% of total market activity.