



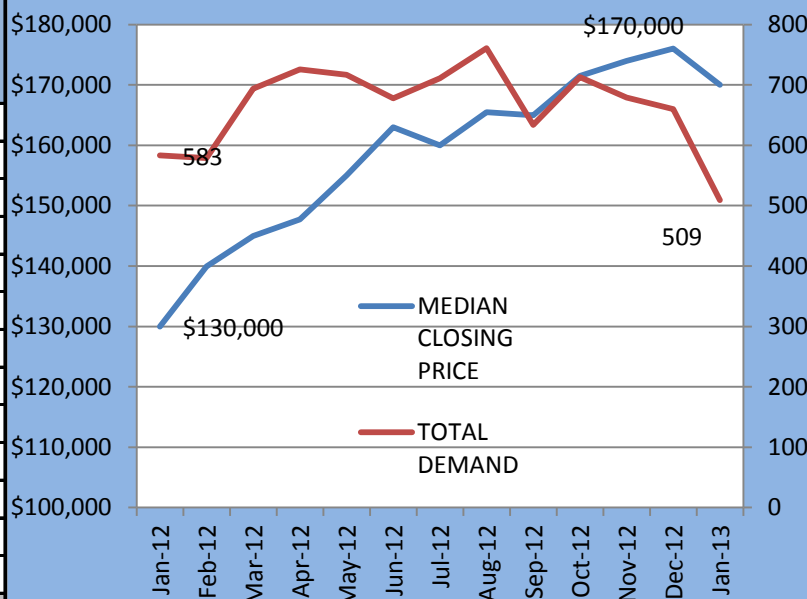
# MCR

## MARKET CONDITION REPORT

Distribution: February 2013  
Evaluation: December 2012-January 2013

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

MEDIAN AND AVERAGE PRICE					DEMAND	HISTORY OF MEDIAN PRICE AND DEMAND	
MONTH	MEDIAN CLOSING PRICE	CHANGE	AVERAGE CLOSING PRICE	CHANGE	TOTAL DEMAND		
Jan-12	\$130,000		\$165,125		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		
Jan-13	\$170,000	-\$6,000	\$215,457	-\$9,763	509		
TREND	+\$3,462	-\$788	+\$4,455	-\$365	-1		



The above table represents the last 13 months of activity. Notice that all price trend indicators remain positive (green) but the rate of increase is now negative signaling slowing in both the median and average price scales. Observe also that demand is registering a negative rate (-1) in response to a relatively slow January. This rate of increase in demand is down from last month and is behind last year, signaling a slowing in demand.

### 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	107	43	27	62%	127	125	2.5	\$267	\$160	\$150
Dayton	38	23	19	54%	160	87	1.7	\$214	\$120	\$115
Fallon	60	11	16	40%	160	56	5.7	\$145	\$125	\$134
Fernley	45	36	25	60%	160	114	1.3	\$110	\$108	\$97
Gardnerville	87	31	18	63%	167	62	2.8	\$425	\$185	\$203
Minden	44	17	12	58%	159	32	2.7	\$343	\$275	\$300
Reno	362	274	142	66%	143	919	1.3	\$395	\$175	\$199
Sparks	86	117	41	74%	133	417	.7	\$240	\$169	\$170
Yerington	28	6	8	41%	215	12	5.1	\$129	\$97	\$76
TOTALS	857	556	307	64%	144	1,824	1.5	\$329	\$163	\$170

Price is rising but the rate of increase has slowed due to a negative correction in January. Supply and demand remain tight except in Fallon and Yerington. Areas where price is below 3.0 ratio of supply to demand will most likely continue to increase on a consistent basis. Usually, as price rises, supply will begin to rise also as sellers are attracted to the more promising price schedule. Also, the normal increase in supply and demand associated with the change in market cycles will begin in March. Sparks remains very strong (seller perspective) where there is a significant excess of demand over supply. SFR comprises about 88% of total market activity.