



MARKET CONDITION REPORT

RENO AREA



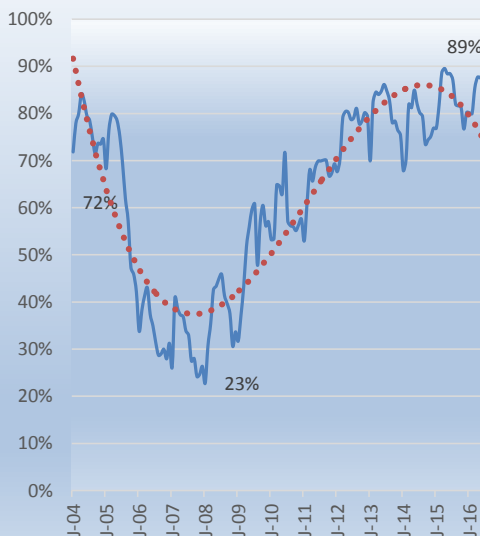
June-2016

SINGLE FAMILY RESIDENCE

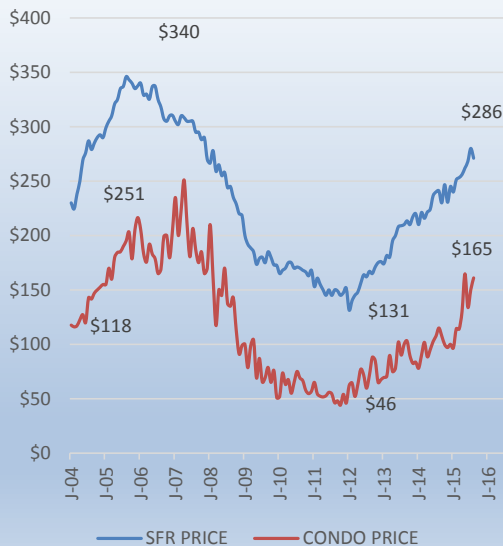
| CITY | SUPPLY ON MARKET | DEMAND SOLD MONTH | EXPIRE WITHDRAW MONTH | PERCENT SELLING | DAYS ON MARKET SOLD | IN ESCROW | WEEKS SUPPLY GIVEN DEMAND | RATIO OF SUPPLY TO DEMAND | MEDIAN LIST PRICE | MEDIAN IN ESCROW PRICE | MEDIAN CLOSE PRICE |
|------------------------------------|------------------|-------------------|-----------------------|-----------------|---------------------|--------------|---------------------------|---------------------------|-------------------|------------------------|--------------------|
| Reno | 908 | 399 | 72 | 85% | 79 | 689 | 17 | 2.3 | \$457 | \$331 | \$330 |
| Sparks | 333 | 187 | 24 | 89% | 75 | 336 | 16 | 1.8 | \$340 | \$290 | \$286 |
| WASHOE COUNTY TOTAL | 1,241 | 586 | 96 | 86% | 78 | 1,025 | 17 | 2.1 | \$426 | \$318 | \$316 |
| Fernley | 95 | 49 | 9 | 85% | 78 | 75 | 15 | 1.9 | \$235 | \$197 | \$191 |
| Dayton | 51 | 26 | 4 | 88% | 79 | 54 | 18 | 2.0 | \$326 | \$223 | \$219 |
| Yerington | 61 | 11 | 2 | 85% | 176 | 18 | 31 | 5.5 | \$170 | \$122 | \$117 |
| LYON COUNTY TOTAL | 207 | 86 | 14 | 86% | 91 | 147 | 18 | 2.4 | \$254 | \$195 | \$190 |
| Gardnerville | 139 | 39 | 8 | 84% | 101 | 98 | 27 | 3.6 | \$565 | \$319 | \$314 |
| Minden | 78 | 58 | 4 | 94% | 115 | 56 | 10 | 1.3 | \$479 | \$357 | \$354 |
| DOUGLAS COUNTY TOTAL | 217 | 97 | 12 | 89% | 110 | 154 | 17 | 2.2 | \$513 | \$342 | \$338 |
| Fallon (Churchill County) | 70 | 63 | 4 | 94% | 107 | 53 | 8 | 1.1 | \$230 | \$170 | \$167 |
| Carson City (Carson County) | 152 | 142 | 11 | 93% | 97 | 141 | 9 | 1.1 | \$375 | \$275 | \$271 |
| TOTAL | 1,887 | 973 | 136 | 88% | 87 | 1,520 | 15 | 1.9 | \$406 | \$294 | \$291 |

The **Ratio of Supply to Demand** measures the number of units of supply relative to the number of closings per month (demand). All other things being equal, the **smaller** this number, the tighter the area market. **Green** formatting signals relatively **tight** markets in the area segment. **Red** formatting signals relatively loose markets. **Weeks Supply Given Demand** is the **absorption rate** (the number of weeks required to exhaust current supply given current demand). **Summation outcomes (DOM and prices) are weighted averages.**

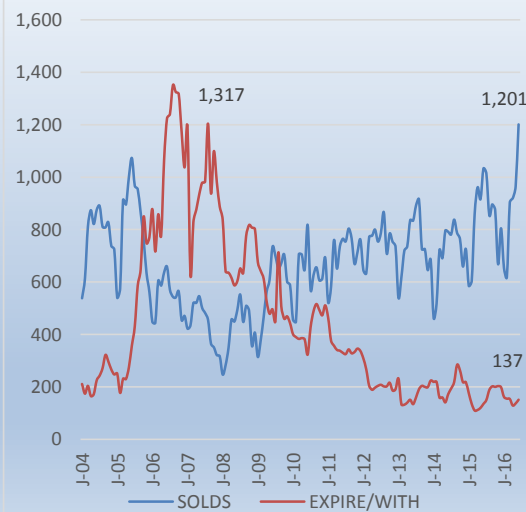
MARKET EFFICIENCY
PERCENT SELLING



MEDIAN PRICE HISTORY



HISTORY OF CLOSE (SOLDS) AND EXPIRE/WITHDRAW



CONDO/TOWNHOME

| CITY | SUPPLY ON MARKET | DEMAND SOLD MONTH | EXPIRE WITHDRAW MONTH | PERCENT SELLING | DAYS ON MARKET SOLD | IN ESCROW | WEEKS SUPPLY GIVEN DEMAND | RATIO OF SUPPLY TO DEMAND | MEDIAN LIST PRICE | MEDIAN IN ESCROW PRICE | MEDIAN CLOSE PRICE |
|---------------------|------------------|-------------------|-----------------------|-----------------|---------------------|------------|---------------------------|---------------------------|-------------------|------------------------|--------------------|
| Reno | 107 | 70 | 10 | 88% | 77 | 145 | 16 | 1.5 | \$205 | \$200 | \$199 |
| Sparks | 15 | 22 | 4 | 86% | 74 | 33 | 9 | 0.7 | \$150 | \$139 | \$130 |
| WASHOE TOTAL | 122 | 92 | 13 | 88% | 76 | 178 | 14 | 1.3 | \$192 | \$185 | \$183 |
| Carson City | 11 | 9 | 2 | 81% | 58 | 11 | 11 | 1.3 | \$150 | \$120 | \$123 |
| TOTAL | 133 | 101 | 15 | 87% | 75 | 189 | 14 | 1.3 | \$194 | \$180 | \$178 |