



MARKET CONDITION REPORT

Northern Nevada

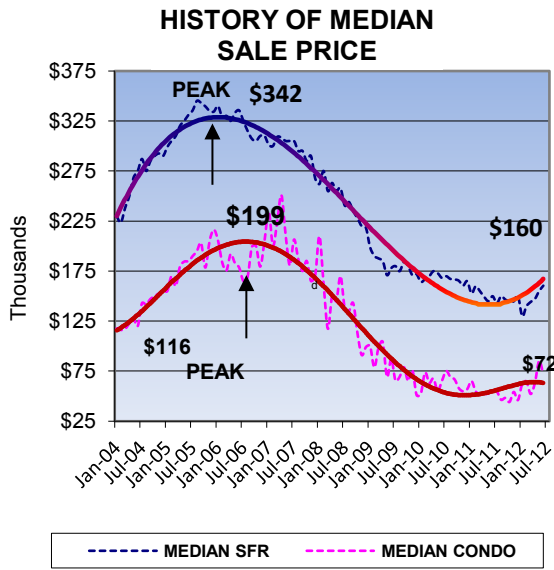
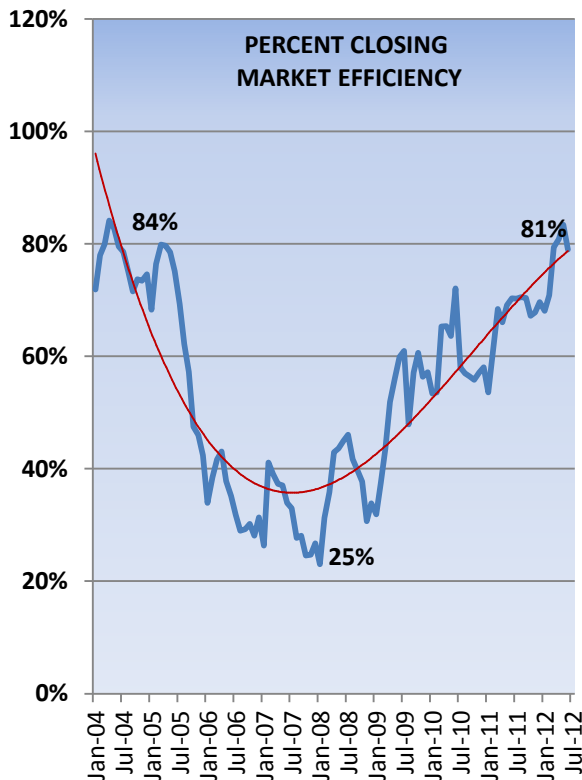


Jun-12

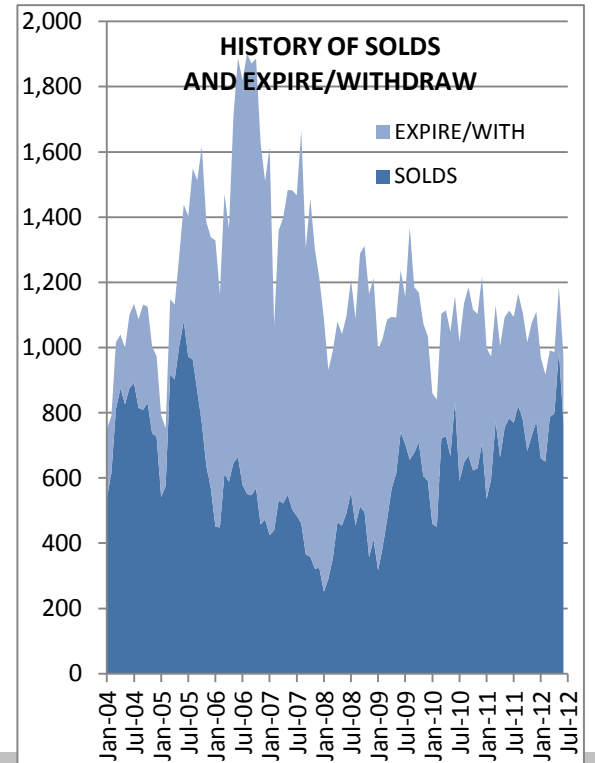
SINGLE FAMILY RESIDENCE

CITY	SUPPLY ON MARKET	DEMAND SOLD MONTH	EXPIRE WITHDRAW MONTH	PERCENT SELLING	IN ESCROW	WEEKS SUPPLY GIVEN DEMAND	DAYS ON MARKET SOLD	RATIO OF SUPPLY TO DEMAND	MEDIAN LIST PRICE	MEDIAN IN ESCROW PRICE	MEDIAN CLOSE PRICE
Reno	1,628	327	69	83%	225	25	148	5.0	\$210	\$180	\$178
Sparks	652	144	47	76%	90	22	130	4.5	\$170	\$161	\$162
WASHOE COUNTY TOTAL	2,280	470	115	80%	315	24	143	4.9	\$198	\$174	\$173
Fernley	177	45	13	78%	26	20	126	3.9	\$95	\$98	\$93
Dayton	133	32	7	83%	25	22	127	4.2	\$125	\$125	\$120
Yerington	48	3	2	63%	3	88	75	19.2	\$132	\$90	\$82
LYON COUNTY TOTAL	358	79	21	79%	54	23	125	4.5	\$108	\$109	\$103
Gardnerville	226	27	10	73%	15	39	154	8.4	\$296	\$189	\$182
Minden	102	18	11	63%	7	27	140	5.8	\$307	\$250	\$240
DOUGLAS COUNTY TOTAL	328	45	21	68%	22	34	149	7.4	\$300	\$213	\$205
Fallon (Churchill County)	124	17	17	50%	14	35	205	7.3	\$139	\$129	\$114
Carson City (Carson County)	310	65	16	80%	22	22	150	4.8	\$178	\$135	\$131
TOTAL	3,400	676	189	78%	427	25	143	5.0	\$195	\$164	\$161

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.** Weeks Supply Given Demand is the **absorption rate** (the number of weeks required to exhaust current supply given current demand).



Closed 2011	Closed 2012	Change in Sales	Percent Change
4,664	5,019	355	8%



CONDO/TOWNHOME

CITY	SUPPLY ON MARKET	DEMAND SOLD MONTH	EXPIRE WITHDRAW MONTH	PERCENT SELLING	IN ESCROW	WEEKS SUPPLY GIVEN DEMAND	DAYS ON MARKET SOLD	RATIO OF SUPPLY TO DEMAND	MEDIAN LIST PRICE	MEDIAN IN ESCROW PRICE	MEDIAN CLOSE PRICE
Reno	271	71	11	87%	47	20	98	3.8	\$75	\$85	\$82
Sparks	59	15	4	81%	17	22	160	3.9	\$50	\$49	\$48
WASHOE TOTAL	330	86	14	86%	64	20	109	3.9	\$71	\$79	\$76
Carson City	36	6	1	85%	1	29	194	6.5	\$68	\$66	\$66
TOTAL	366	91	15	86%	65	21	114	4.0	\$70	\$78	\$75

MARKET CONDITION REPORT
Reno-Sparks Area
June 2012

Provided by First Centennial Title

THE BIG PICTURE

- **OVERVIEW:** Demand has cooled somewhat from last month while supply is very constant in the current range.
- **PERCENT SELLING (MARKET EFFICIENCY):** Is now very favorable to the seller (up for the 3rd month) and pointing to a market where increasing prices are more likely.
- **WEEKS SUPPLY GIVEN DEMAND (ABSORPTION RATE):** The absorption rate has shifted upward. This is not a good sign for further price increases. In order to sustain meaningful increases in price, further reductions in the absorption rate are necessary.
- **RATIO OF SUPPLY TO DEMAND:** Very slight positive change this month. **NOTE:** An average ratio of 4.8 sellers to every buyer is on the upper side of the range to sustain a positive price trend. The ratio is being driven upward by declining supply and increasing demand. This is different than other areas where supply has been the central actor (declining) and demand holds constant. At the current ratio, supply and demand prices will neither advance nor decline in a meaningful way. As an example, in the Las Vegas market there is a ratio of supply to demand of about 1.05. This ratio is consistent with a rapidly unambiguous rising price schedule driven by rock bottom listing inventory.

