



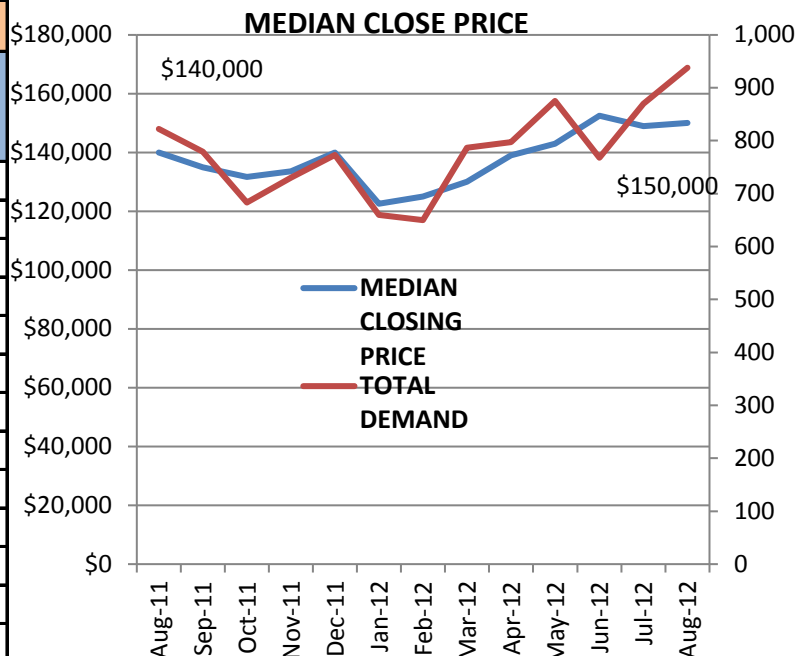
# MCR

## MARKET CONDITION REPORT

Distribution: September 2012  
Evaluation: August-September 2012

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

MEDIAN AND AVERAGE PRICE					DEMAND
MONTH	MEDIAN CLOSING PRICE	CHANGE	AVERAGE CLOSING PRICE	CHANGE	TOTAL DEMAND
Aug-11	\$140,000		\$174,324		822
Sep-11	\$134,950	-\$5,050	\$166,184	-\$8,140	779
Oct-11	\$131,699	-\$3,251	\$164,971	-\$1,212	683
Nov-11	\$133,500	\$1,801	\$159,751	-\$5,220	730
Dec-11	\$139,900	\$6,400	\$163,034	\$3,282	773
Jan-12	\$122,500	-\$17,400	\$151,796	-\$11,238	660
Feb-12	\$125,000	\$2,500	\$155,564	\$3,769	650
Mar-12	\$130,000	\$5,000	\$161,328	\$5,764	787
Apr-12	\$139,000	\$9,000	\$169,202	\$7,874	797
May-12	\$143,000	\$4,000	\$174,592	\$5,390	875
Jun-12	\$152,500	\$9,500	\$186,102	\$11,510	768
Jul-12	\$149,000	-\$3,500	\$179,189	-\$6,914	870
Aug-12	\$150,000	\$1,000	\$177,826	-\$1,363	938
TREND	+\$1,361	+\$657	+\$1,302	+\$735	12



Notice that all trend indicators are positive (Green) which means that prices are increasing at an increasing rate. On a percentage basis, price gains are greater on the lower end of the price schedule. Observe also that demand is moving up at the rate of 12 closings per month. This may be near peak and is likely to back off as the holidays approach.

### SINGLE FAMILY RESIDENCE AND CONDO

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	164	65	37	64%	127	165	2.5	\$249	\$138	\$141
Dayton	35	35	17	67%	137	104	1.0	\$187	\$120	\$116
Fallon	64	22	19	54%	142	56	2.9	\$137	\$129	\$122
Fernley	47	40	17	71%	128	145	1.2	\$120	\$93	\$91
Gardnerville	126	35	18	67%	150	85	3.6	\$450	\$170	\$195
Minden	68	21	8	74%	150	40	3.2	\$327	\$239	\$263
Reno	686	399	176	69%	127	1,335	1.7	\$375	\$152	\$165
Sparks	159	162	47	78%	128	606	1.0	\$230	\$149	\$160
Yerington	34	4	5	44%	152	13	8.5	\$136	\$95	\$70
TOTALS	1,383	782	341	70%	71	2,549	1.8	\$345	\$145	\$156

Note the graph. Price is rising at an increasing rate due to a tight market (low ratio of supply to demand 1.8). 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. Note the rather difficult situation in Yerington where there are 8.5 sellers for every buyer (this is improving). Furthermore, observe that buyers like Gardnerville but at the lower price point. Median Ask at \$450 indicates an abundance of higher-end property on the market relative to demand in that area. Usually, as price rises, supply will begin to rise also as sellers are attracted to the more promising price schedule.