



MARKET CONDITION REPORT

Northern Nevada Area

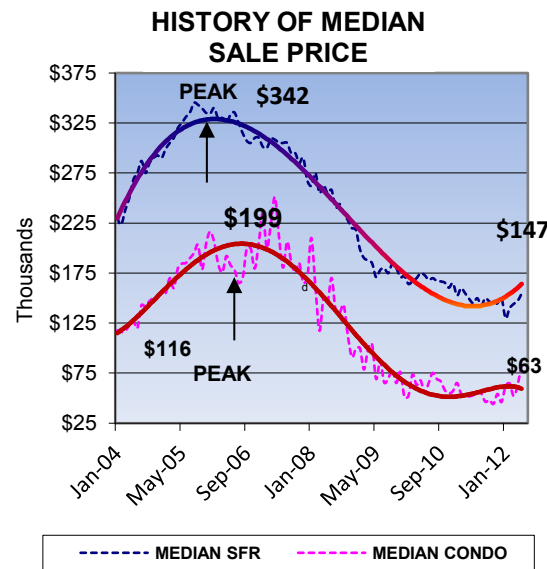
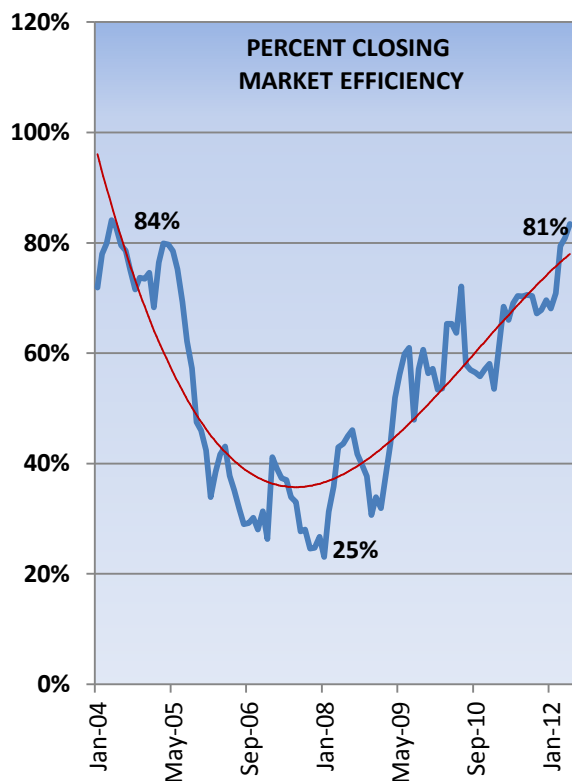


May-12

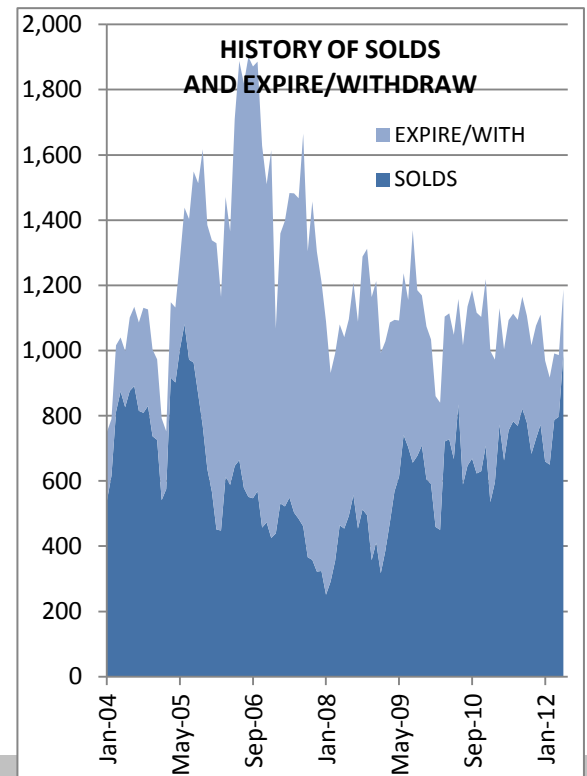
SINGLE FAMILY RESIDENCE

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	1,592	321	80	80%	241	25	150	5.0	\$201	\$180	\$179
Sparks	649	165	40	81%	87	19	127	3.9	\$173	\$155	\$155
WASHOE COUNTY TOTAL	2,241	486	120	80%	328	23	142	4.6	\$192	\$172	\$171
Fernley	190	49	8	87%	29	19	101	3.9	\$97	\$85	\$84
Dayton	142	37	5	88%	21	19	126	3.8	\$125	\$118	\$118
Yerington	52	3	1	83%	1	92	163	20.8	\$125	\$98	\$100
LYON COUNTY TOTAL	384	89	13	87%	51	21	114	4.3	\$109	\$99	\$99
Gardnerville	202	32	12	74%	15	29	140	6.3	\$289	\$189	\$179
Minden	108	21	8	74%	8	24	153	5.1	\$309	\$250	\$243
DOUGLAS COUNTY TOTAL	310	53	19	74%	23	27	145	5.8	\$297	\$213	\$204
Fallon (Churchill County)	132	20	15	58%	10	31	180	6.6	\$131	\$116	\$114
Carson City (Carson County)	299	67	14	83%	24	21	149	4.5	\$169	\$147	\$145
TOTAL	3,366	715	180	80%	436	23	140	4.7	\$189	\$162	\$160

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
3,791	4,178	387	10%



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	257	74	12	86%	47	18	121	3.5	\$80	\$75	\$73
Sparks	68	11	4	75%	12	33	137	6.5	\$48	\$63	\$63
WASHOE TOTAL	325	84	16	84%	59	20	123	3.9	\$76	\$74	\$72
Carson City	32	6	1	85%	3	28	136	5.8	\$67	\$60	\$60
TOTAL	357	90	17	84%	62	20	124	4.0	\$73	\$73	\$71

MARKET CONDITION REPORT

Reno-Sparks Area

May 2012

Provided by First Centennial Title

THE BIG PICTURE

- **OVERVIEW:** Demand and price increased from last month for both SFR and Condo as the market continues to firm and shows signs of momentum on the demand side.
- **PERCENT SELLING (MARKET EFFICIENCY):** Is now very favorable to the seller (up for the 2nd month) and pointing to a market where increasing prices are much more likely.
- **WEEKS SUPPLY GIVEN DEMAND (ABSORPTION RATE):** The absorption rate declined and is holding constant for SFR. It declined two weeks for CONDO. The sustained negative movement of the absorption rate appears to be putting positive pressure on the price schedule (more so for Condo). However, the fall in the absorption rate is not as dramatic as other markets (Las Vegas). Consequently, price increases will most likely move at a slower pace in the Reno area market.
- **RATIO OF SUPPLY TO DEMAND:** Very slight change this month. The overall ratio of supply to demand is in decline and has reached a point where price is beginning to react from an overall perspective. **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.

