



MARKET CONDITION REPORT

RENO AREA

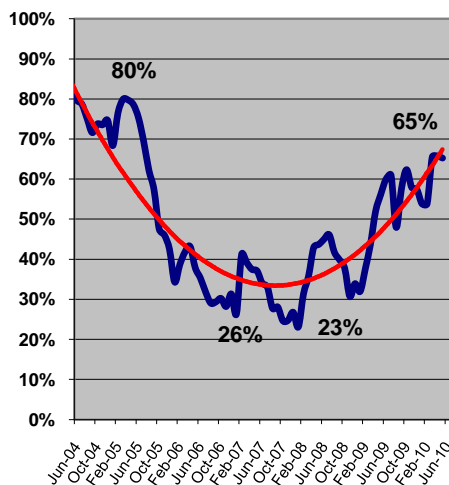
May-10

SINGLE FAMILY RESIDENCE

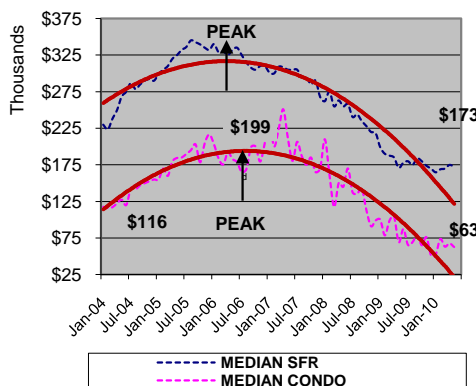
CITY	SUPPLY ON MARKET	DEMAND SOLD MONTH	EXPIRE WITHDRAW MONTH	IN ESCROW	PERCENT SELLING	MONTHS SUPPLY	DAYS ON MARKET SOLD	MARKET SPEED	MEDIAN LIST PRICE	MEDIAN IN ESCROW PRICE	MEDIAN CLOSE PRICE
Reno	2,311	295	150	153	66%	7.8	135	26	\$220	\$190	\$187
Sparks	948	148	58	72	72%	6.4	135	31	\$170	\$169	\$167
WASHOE COUNTY TOTAL	3,259	443	208	225	68%	7.4	135	27	\$203	\$183	\$180
Fernley	224	38	12	22	77%	5.9	123	34	\$115	\$112	\$110
Dayton	187	22	10	15	69%	8.7	132	23	\$165	\$151	\$151
Yerington	71	3	6	4	35%	23.7	283	8	\$156	\$132	\$131
LYON COUNTY TOTAL	482	63	27	41	70%	9.6	134	26	\$134	\$126	\$125
Gardnerville	297	26	32	7	45%	11.6	135	17	\$310	\$190	\$185
Minden	127	18	9	10	67%	7.3	158	28	\$320	\$270	\$255
DOUGLAS COUNTY TOTAL	424	43	40	17	52%	10.3	144	20	\$314	\$222	\$213
Fallon (Churchill County)	197	21	16	5	58%	9.4	178	21	\$165	\$141	\$136
Carson City (Carson County)	388	46	34	17	58%	8.4	137	24	\$247	\$186	\$179
TOTAL	4,750	616	323	305	66%	8.1	137	26	\$210	\$179	\$175

Market Speed measures the rate of conversion of listings to closings. The higher this number, the faster the market is converting. The area with the highest speed is the "quickest" area. All other things being equal, areas with the highest market speed are the most desirable to buyers.

PERCENT SELLING
MARKET EFFICIENCY

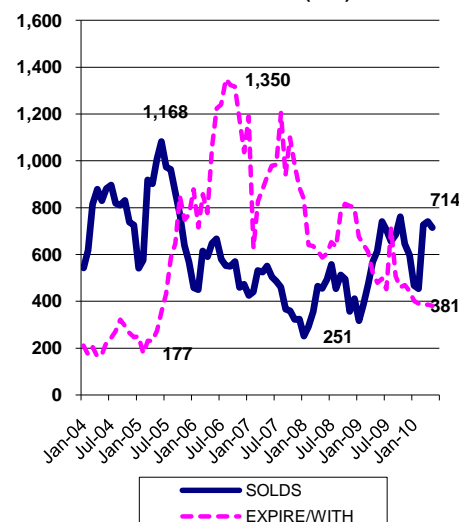


HISTORY OF MEDIAN SALE PRICE



Closed 2009	Closed 2110	Change in Sales	Percent Change
3,090	3,616	526	+17%

HISTORY OF SOLDS AND
EXPIRE/WITHDRAW (ALL)



CONDO/TOWNHOME

CITY	SUPPLY ON MARKET	DEMAND SOLD MONTH	EXPIRE WITHDRAW MONTH	IN ESCROW	PERCENT SELLING	MONTHS SUPPLY	DAYS ON MARKET SOLD	MARKET SPEED	MEDIAN LIST PRICE	MEDIAN IN ESCROW PRICE	MEDIAN CLOSE PRICE
Reno	482	65	45	34	59%	7.4	128	27	\$90	\$70	\$65
Sparks	129	16	11	5	58%	8.3	114	24	\$70	\$59	\$56
WASHOE TOTAL	611	81	56	39	59%	7.6	125	26	\$86	\$68	\$63
Carson City	43	5	3	0	67%	8.6	240	23	\$117	\$100	\$85
TOTAL	654	86	58	39	60%	7.7	132	26	\$88	\$70	\$65

COURTESY OF FIRST CENTENNIAL TITLE

MARKET CONDITION REPORT

Reno-Sparks Area

May 2010

Welcome to the Reno-Sparks Market Condition Report (MCR) provided by First Centennial Title.

THE BIG PICTURE

- **OVERVIEW:** Demand and supply stabilized from May to June. Key indicators signaled a pause in the recent positive trend (seller perspective). Prices, which appeared to have firmed, posted marginal declines. This unexpected weakness may be short term.
- **SUPPLY (ON MARKET):** Marginal increase for both types.
- **DEMAND (SOLD PER MONTH):** Demand for SFR off slightly while Condo unchanged.
- **FAILURES (EXPIRE-WITHDRAW):** Essentially holding constant in the current range.
- **IN ESCROW (FUTURE CLOSINGS):** SFR and Condo inventory in escrow in decline. This suggests that the recent surge of closings is not being replaced by new escrow entry signaling a slower market.
- **PERCENT SELLING:** No significant movement.
- **MONTHS SUPPLY:** This key measure which had been declining (market tightening) has now reversed and has begun to rise. This implies a stabilization in current demand/supply realities which would dampen the prospects for a sustained market recovery.
- **MARKET SPEED:** The pace of the market, which had been rising consistently, has peaked in the short term. The best performing Reno sub-market remains the perennial favorite, Fernley SFR, returning a Market Speed of 34 (down 12 points from last month). This is a significant slowdown. The slowest is Yerington SFR at 8 (down 10 points from last month), also a significant retreat.
- **PRICES:** SFR holding; Condo still weak and in decline.

MCR TIP: When Months Supply (a variation of the absorb rate) declines, the strength of demand is eroding the current base of supply. When it rises the opposite is true.

