



MARKET CONDITION REPORT

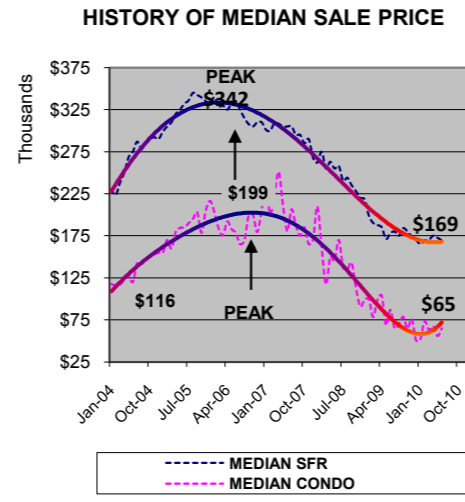
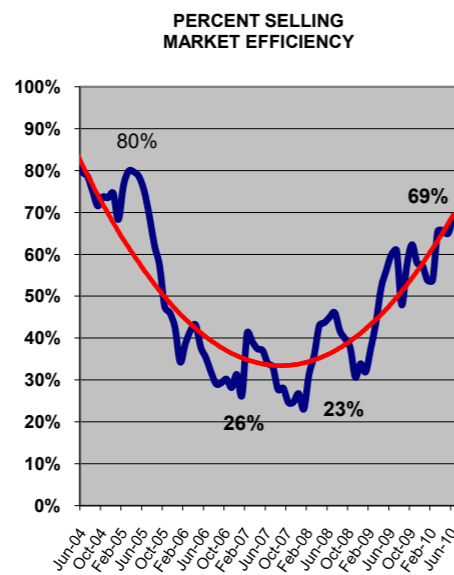
RENO AREA

June-10

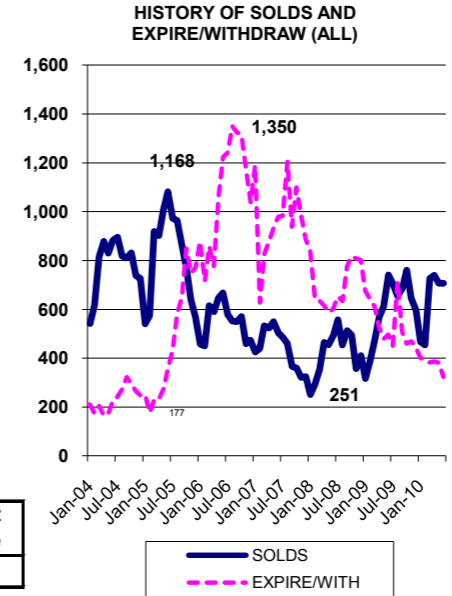
SINGLE FAMILY RESIDENCE

CITY	SUPPLY ON MARKET	DEMAND SOLD MONTH	EXPIRE WITHDRAW MONTH	IN ESCROW	PERCENT SELLING	WEEKS SUPPLY GIVEN DEMAND	DAYS ON MARKET SOLD	MARKET SPEED	MEDIAN LIST PRICE	MEDIAN IN ESCROW PRICE	MEDIAN CLOSE PRICE
Reno	2,398	305	140	139	69%	36	142	25	\$224	\$189	\$183
Sparks	929	158	68	69	70%	27	147	34	\$170	\$169	\$166
WASHOE COUNTY TOTAL	3,327	462	208	208	69%	33	144	28	\$206	\$182	\$177
Fernley	213	42	13	20	77%	24	119	39	\$115	\$111	\$110
Dayton	187	21	16	13	56%	42	141	22	\$160	\$159	\$151
Yerington	68	4	7	3	38%	77	140	12	\$158	\$91	\$91
LYON COUNTY TOTAL	468	67	35	36	66%	33	127	28	\$131	\$125	\$122
Gardnerville	290	30	23	9	57%	43	161	21	\$330	\$179	\$178
Minden	129	15	9	6	64%	39	168	23	\$320	\$277	\$262
DOUGLAS COUNTY TOTAL	419	45	31	15	59%	42	163	21	\$326	\$212	\$206
Fallon (Churchill County)	192	18	19	4	49%	49	155	18	\$170	\$127	\$125
Carson City (Carson County)	400	51	31	13	63%	35	134	26	\$255	\$180	\$175
TOTAL	4,806	642	323	276	67%	34	143	27	\$215	\$177	\$172

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. Areas with the highest Market Speed are the most desirable to buyers. "Weeks Supply Given Demand" is the **Absorb Rate** (the number of weeks required to exhaust supply given demand).



Closed 2009	Closed 2110	Change in Sales	Percent Change
3,887	4,448	561	+14%



CONDO/TOWNHOME

CITY	SUPPLY ON MARKET	DEMAND SOLD MONTH	EXPIRE WITHDRAW MONTH	IN ESCROW	PERCENT SELLING	WEEKS SUPPLY GIVEN DEMAND	DAYS ON MARKET SOLD	MARKET SPEED	MEDIAN LIST PRICE	MEDIAN IN ESCROW PRICE	MEDIAN CLOSE PRICE
Reno	450	69	49	27	59%	30	127	31	\$85	\$61	\$58
Sparks	119	20	17	5	55%	27	117	34	\$74	\$67	\$65
WASHOE TOTAL	569	89	65	32	58%	29	124	31	\$83	\$62	\$59
Carson City	36	5	5	0	50%	31	87	28	\$108	\$107	\$104
TOTAL	605	94	70	32	57%	29	122	31	\$84	\$64	\$62

COURTESY OF FIRST CENTENNIAL TITLE

MARKET CONDITION REPORT

Reno-Sparks Area

June 2010

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

NOTE: The measure Months Supply has been replaced by “Weeks Supply Given Demand” which is the classic Absorb Rate widely used in commercial real estate business. Both measures express the relationship between supply and demand. The Absorb Rate differs in that it includes properties in escrow as a part of the supply chain. The higher this measure the looser the market, the lower the measure the tighter the market.

THE BIG PICTURE

- **OVERVIEW:** No significant change in market key measures from last month.
- **SUPPLY (ON MARKET):** Little change. A slight increase over last month.
- **DEMAND (SOLD PER MONTH):** Demand rising but at a slow pace.
- **FAILURES (EXPIRE-WITHDRAW):** Holding constant in the current range.
- **IN ESCROW (FUTURE CLOSINGS):** SFR and Condo inventory in escrow is in decline. This suggests that the recent surge of closings is not being replaced by new escrow entry signaling a slower or constant market.
- **PERCENT SELLING:** No significant movement.
- **WEEKS SUPPLY GIVEN DEMAND (Absorb Rate):** Note the elevated Absorb Rate in Yerington, versus the slow Market Speed. Absorb Rate outcomes like that of Yerington usually signal relative area overpricing. These two measures are loosely linked. As the ratio of supply to demand increases generally the market is slow or is entering a slowing stage.
- **MARKET SPEED:** The pace of the market, which had been rising consistently, has peaked. The best performing Reno sub-market remains the perennial favorite, Fernley SFR, returning a Market Speed of 39 (up 4 points from last month). The slowest is Yerington SFR at 12 (up 4 points from last month).
- **PRICES:** Prices gyrating from month to month with a slight positive propensity. See History of Median Sale Price Graph.

MCR TIP: Low relative Absorb Rate areas indicate pockets of demand relative to supply. Thus, Washoe County is a tighter market than Douglas County by about 25%

