

The Greater Reno-Tahoe Real Estate Report

*Housing Market Trends for:
Reno, Sparks, Carson City, Carson Valley, Lake Tahoe, Dayton, and Fernley*

A FREE monthly report by



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Introduction

Report Overview

This report is published monthly by Mitch Argon, Broker/Owner of CalNeva Realty. This report is published and distributed for free.

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CalNeva Realty Overview

CalNeva Realty provides professional real estate services to clients throughout Greater Reno-Tahoe. We represent clients who are selling or buying real estate and operate a full-service licensed brokerage as members of Sierra Nevada Association of REALTORS (SNAR) and Northern Nevada Regional Multiple Listing Service (NNRMLS).

For Further Information

For further insight into the Greater Reno-Tahoe real estate market, visit our blog at www.FreeNevadaMove.com/blog. There are frequent entries with additional market comparisons, recent homes sold, and other useful information.

If you have a need for Greater Reno-Tahoe real estate market data not contained in this report, please feel free to contact Mitch Argon (775-315-4424 or Mitch.Argon@FreeNevadaMove.com) for further assistance.

Annual Trends

About the Charts

Annual Median Home Price Trend (page 5)

This chart shows the annual median home price from 2002 to the present year for each city/area in the region. For the current year, the chart will display the median price on a "year to date" or "YTD" basis. The YTD median price will be from January 1st of the current year to the last day of the month prior to the current issue of this report. The median price in this chart will be more stable than the median home prices for each month (see Monthly Reports) due to the increased number of homes that are used to compute the median price on an annual basis. In the Lake Tahoe market, there are significantly fewer homes sold each month so the YTD median price may be more volatile until April or May for the current year.

The median price rose dramatically (about 24% annually across the region) from 2002 to late 2005 when the real estate markets began the transition into a Buyer's Market. Bucking this trend is the Lake Tahoe market, which has continued to increase, largely due to limited supply and a worldwide audience of home buyers who are buying second homes/vacation homes and whose financial resources are less sensitive to interest rates and other factors.

Annual Number of Homes Sold (page 6)

This chart shows the annual number of homes sold from 2002 to the present year for each city/area in the region. For the current year, the chart will display the number of homes sold on a "year to date" or "YTD" basis. As a result, the current year will be substantially lower in January and increase each month until you will be able to approximate how many homes will be sold during the current year.

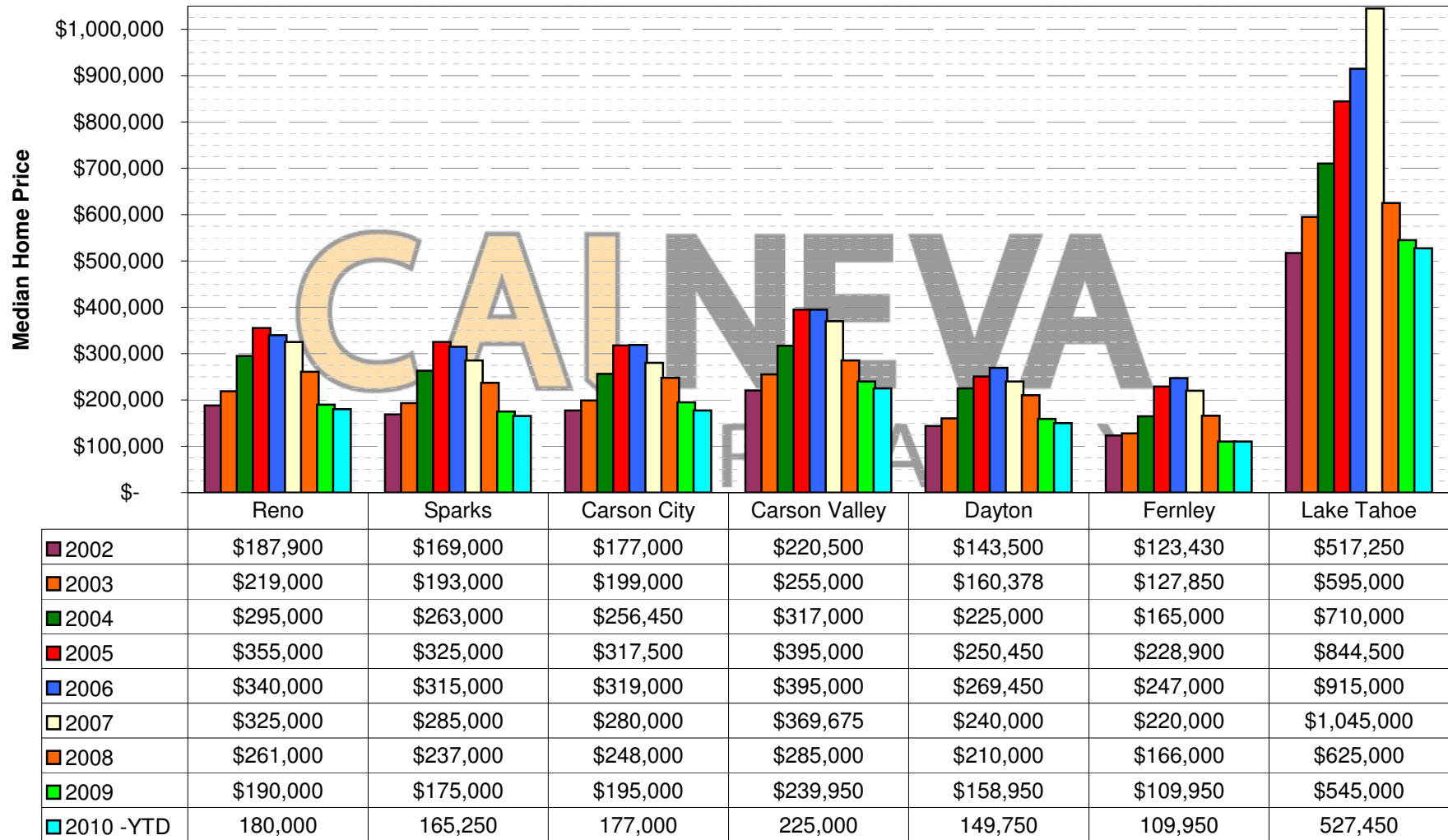
The number of homes sold increased steadily from 2002 to 2005/2006, which was a recent peak for most markets. The sharp decline in the number of homes sold in 2006 and 2007 was reversed in the larger markets in 2008. Distressed properties, lower prices, and federal tax incentives for first time home buyers were all contributing factors to increased home sales in 2009.

Annual Sold Price to List Price % (page 7)

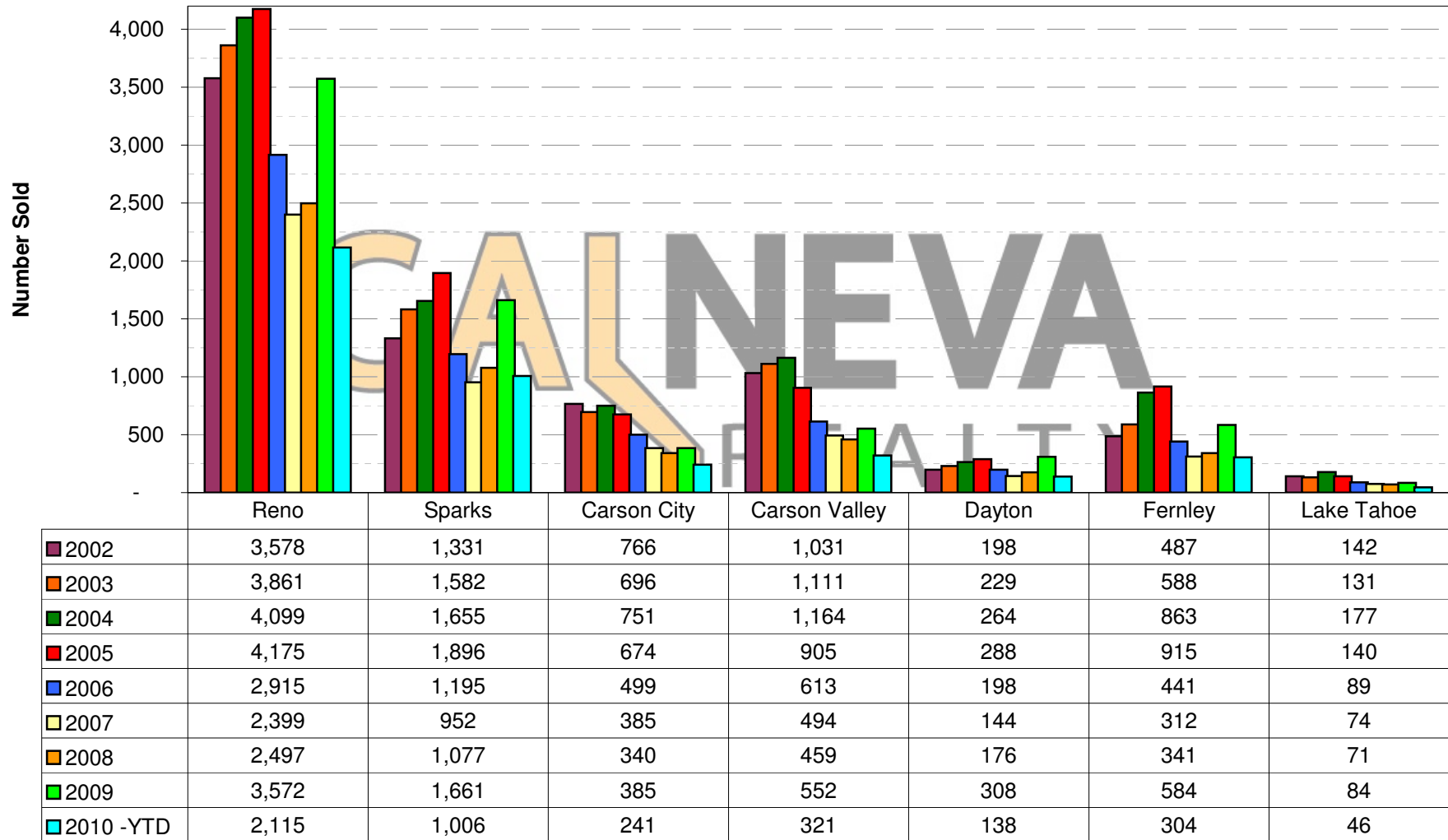
This chart shows what buyers are "actually paying" for homes relative to the "list price" from 2002 to the current year. Year to Date (YTD) for the current year reflects this measurement from January 1st to the last day of the month prior to the current issue.

Not surprisingly, you will see this percentage decrease during a Buyer's market and increase during a Seller's market and the trendline closely corresponds to median price increase trends.

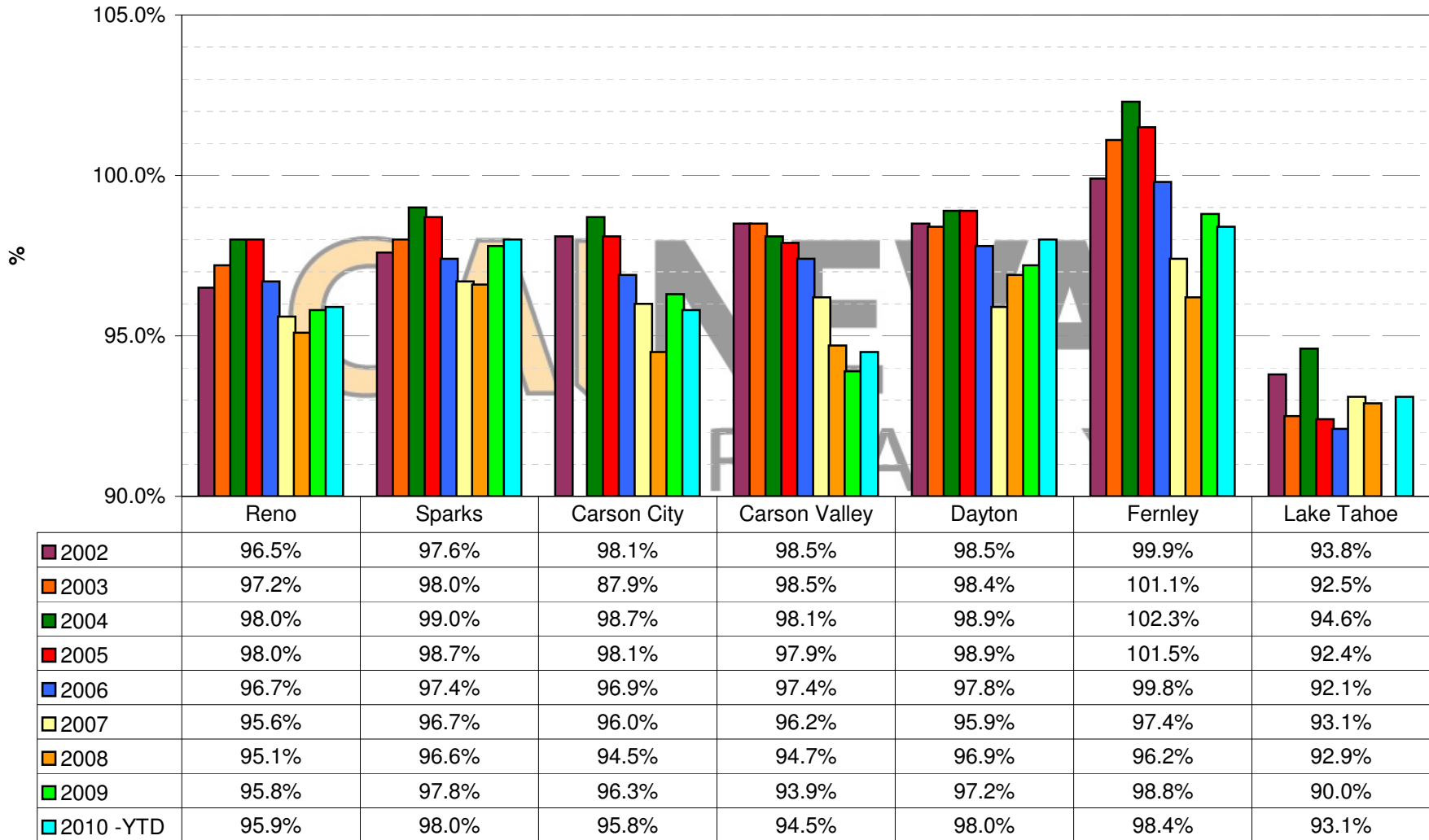
Greater Reno-Tahoe Annual - Median Home Price Trend



Greater Reno-Tahoe Annual - Number of Homes Sold



Greater Reno-Tahoe Annual - Sold Price to List Price Ratio (as %)



Recent "Peak to Trough" Median Price Summary

	<u>Peak Price</u>	<u>Month</u>	<u>Trough Price</u>	<u>Month</u>	<u>% Decline</u>
Reno	\$ 379,000	August, 2005	\$ 170,000	January, 2010	55%
Sparks	\$ 346,000	September, 2005	\$ 162,900	July, 2010	53%
Carson City	\$ 346,000	August, 2005	\$ 167,500	June, 2009	52%
Carson Valley*	\$ 432,000	September, 2005	\$ 215,000	February, 2010	50%
Fernley	\$ 262,000	May, 2006	\$ 86,500	September, 2009	67%
Dayton	\$ 305,000	July, 2006	\$ 127,450	December, 2009	58%
Lake Tahoe**	\$ 1,673,000	November, 2005	\$ 344,000	February, 2009	79%

* Includes Minden, Gardnerville, Genoa, and Topaz areas

** Due to low transaction volume, this number varies greatly and is not 100% representative of the Lake Tahoe market. This summary is for single family (stick built) homes only.

Monthly Trends

About the Charts

Median Home Prices by City (page 9)

This chart shows the monthly median price over the last 24 months for each city in the region. The table below the chart displays the median price (rounded up to the nearest thousand) for each month.

You will notice that the median price can fluctuate from month to month. As a result, you will want to look at the 'trendline' for a specific city over a period of 4-6 months or more. Also, the Lake Tahoe area is omitted from this report due to the substantially higher median price over other areas in the region; by including Lake Tahoe, the increased scale renders the other market's trend lines extremely difficult to reasonably view. You can see the Lake Tahoe median price trend (over the last 24 months) on a later chart dedicated to Lake Tahoe real estate.

You will notice that all markets are slowly depreciating as reflected in the chart showing annual median home price trends.

Months of Inventory by City (page 10)

This chart shows "Months of Inventory" (see page 19 for definitions) over the last 24 months for each market in the region. Just like any other open market system, an increase in inventory provides more choices for a "buyer" which leads to a Buyer's market where the home buyer will generally have more negotiating leverage. Conversely, when inventory levels are lower, home sellers have less competition (buyers have fewer choices), the home seller will have an advantage in setting and realizing a higher price. The National Association of REALTORS (NAR) uses the guideline of a 'balanced market' between 5-7 months of inventory. We use the same standard in this report.

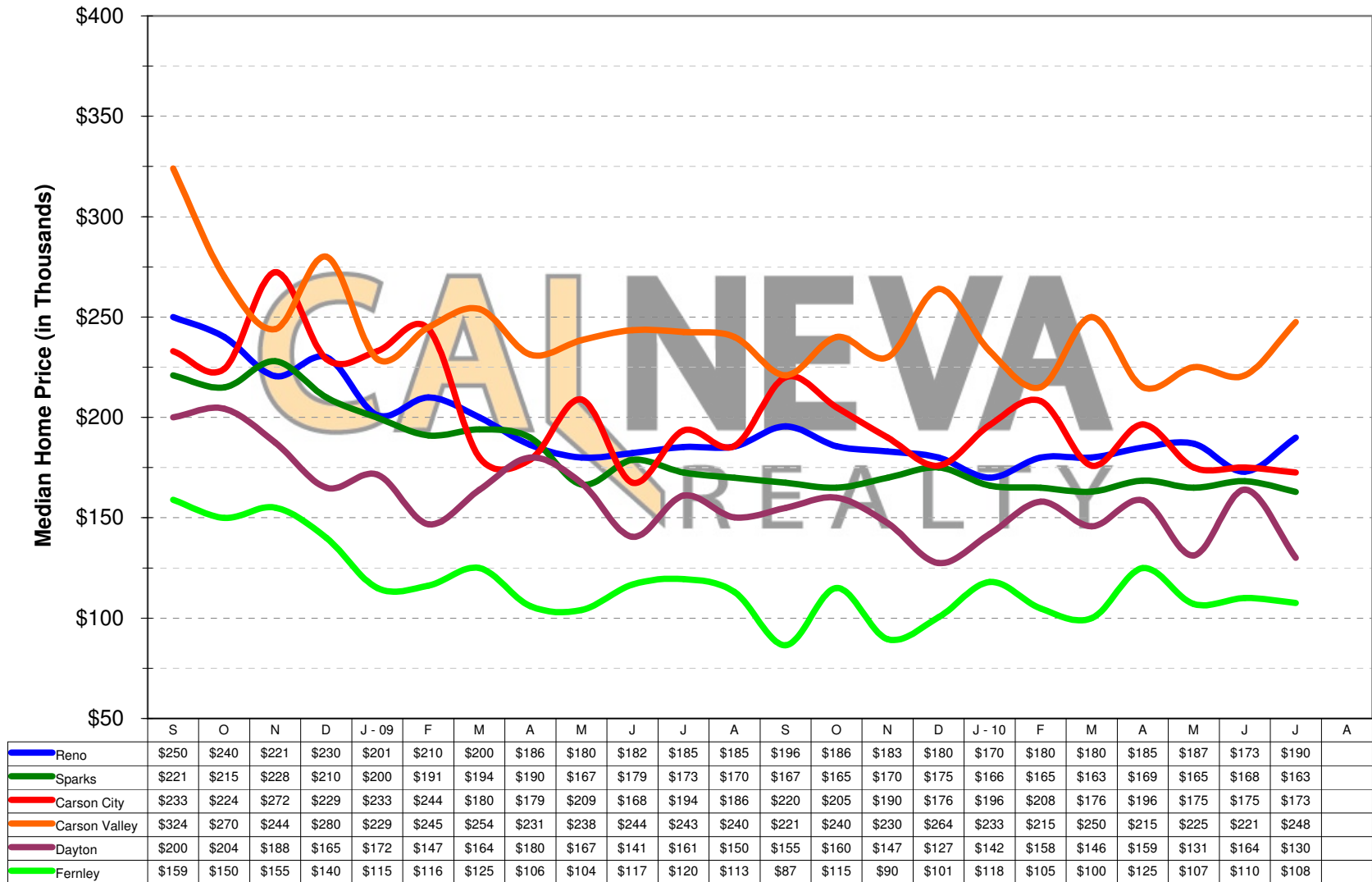
As the chart reflects, most markets are currently a Buyer's market.

Local Market Summaries (pages 12-32)

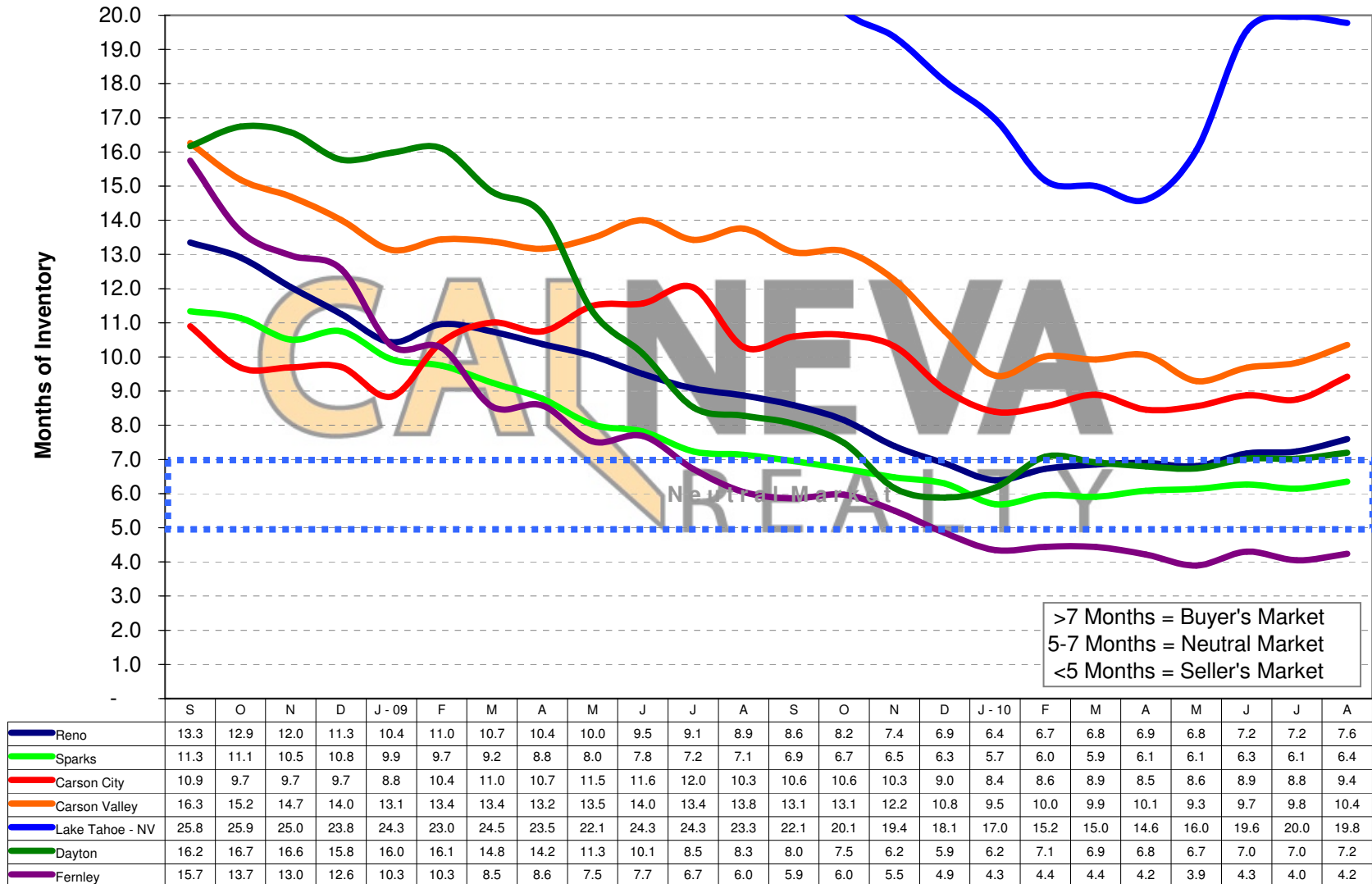
These charts (three for each local market) show the relationship between "supply" (homes on the market), recent "demand" (homes sold), and median price. In addition, the table below the chart shows months of inventory by month as well as the % change for each month over the same month in the prior year. Note that inventory and homes sold are measured on the left axis while median price is measured on the right axis.

The "Months of Inventory" charts for each market show the relationship between Months of Inventory and year over year price changes and actual median price.

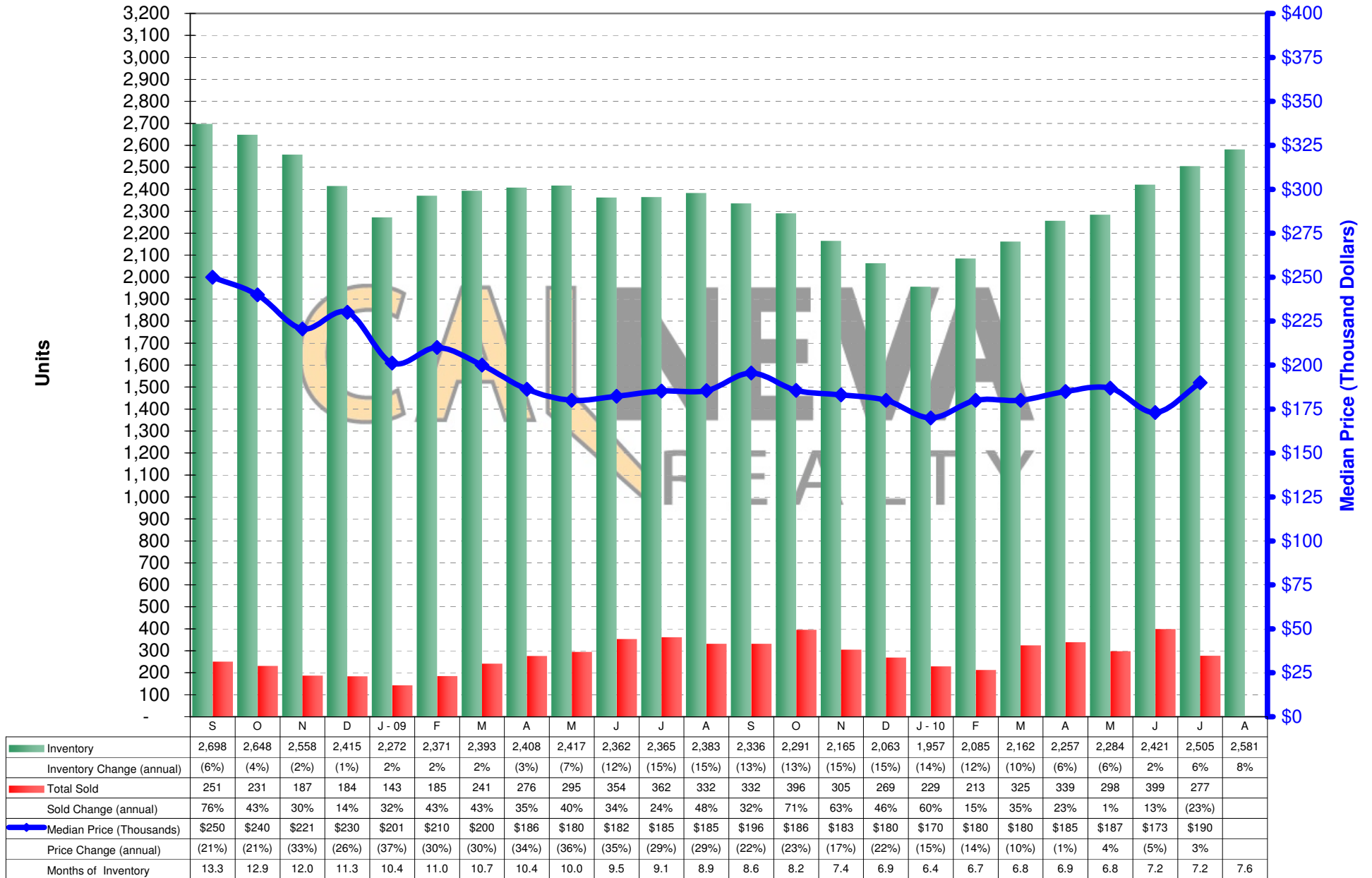
Greater Reno-Tahoe Median Home Prices by City/Area



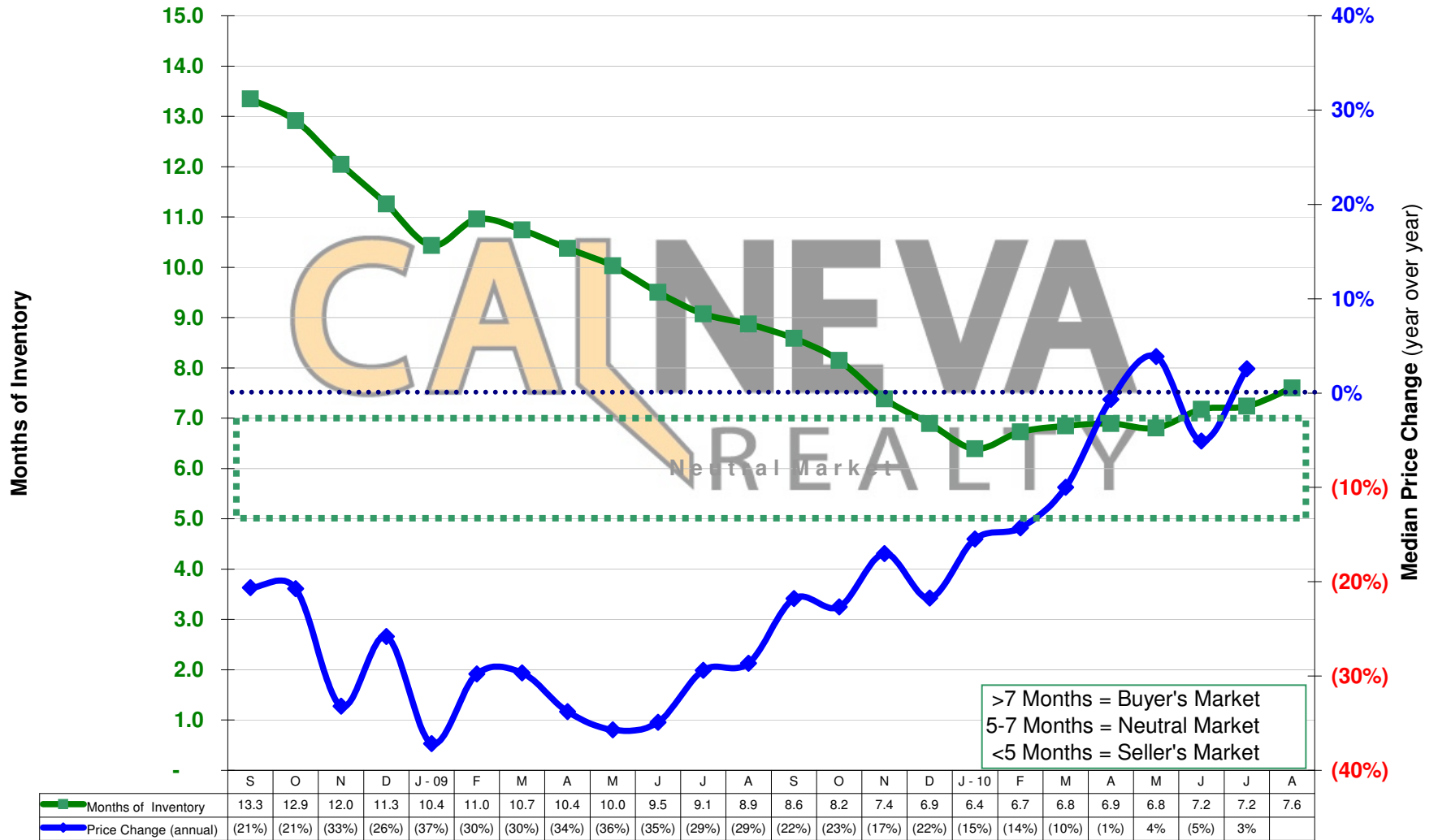
Greater Reno-Tahoe Months of Inventory by City/Area



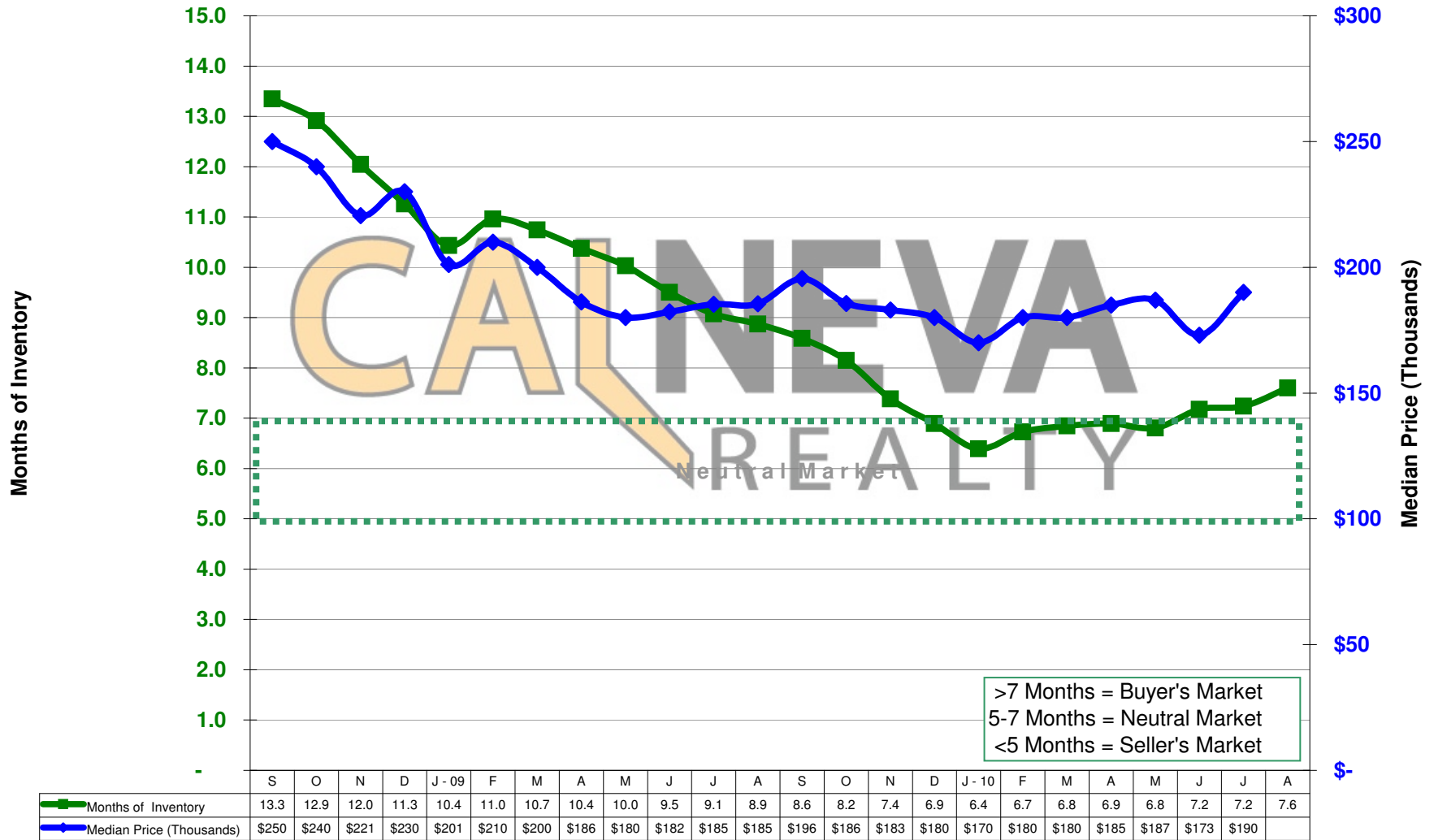
Reno Housing Trends



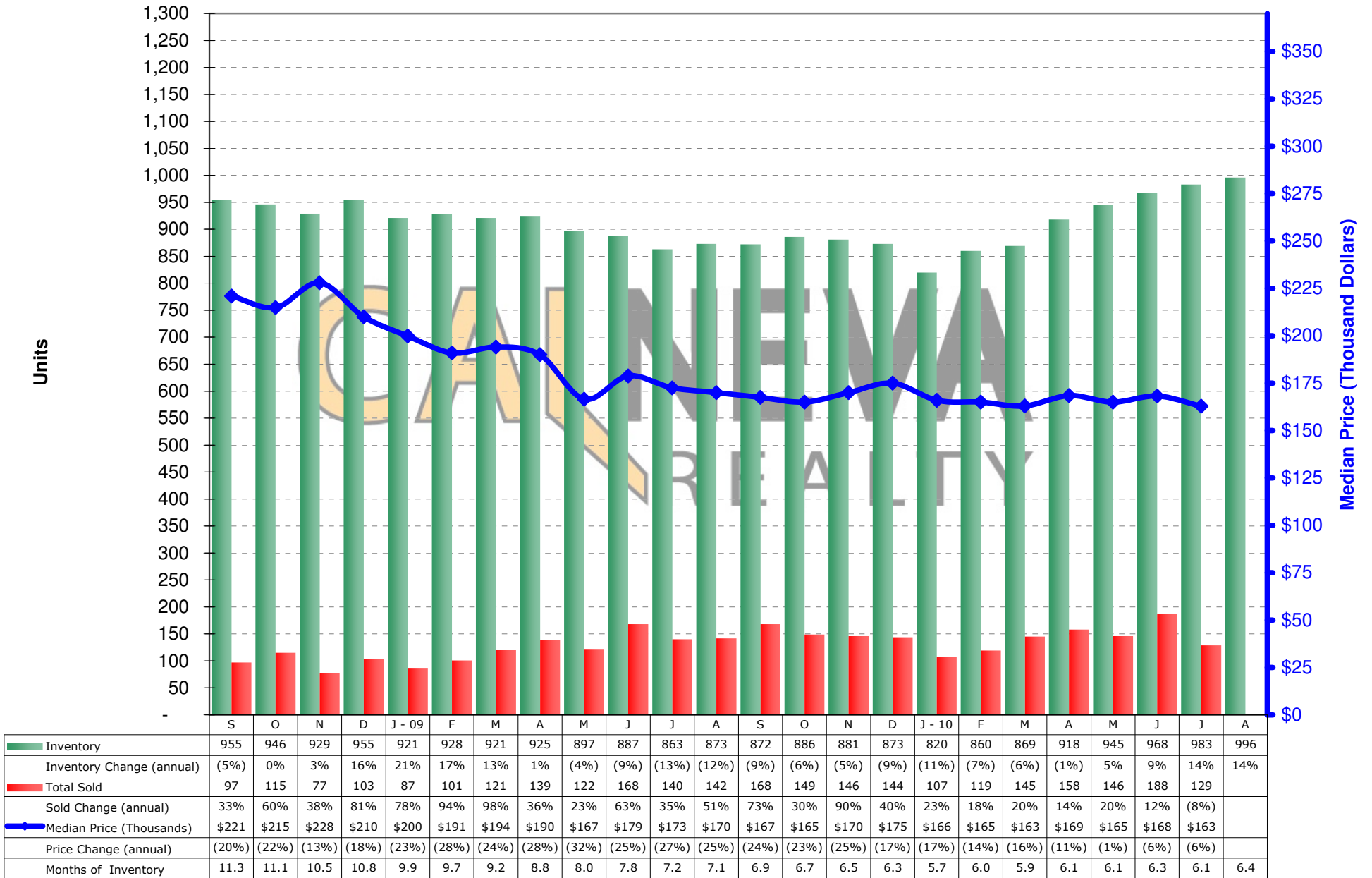
Reno, NV Months of Inventory to Median Price Change (Year over Year)



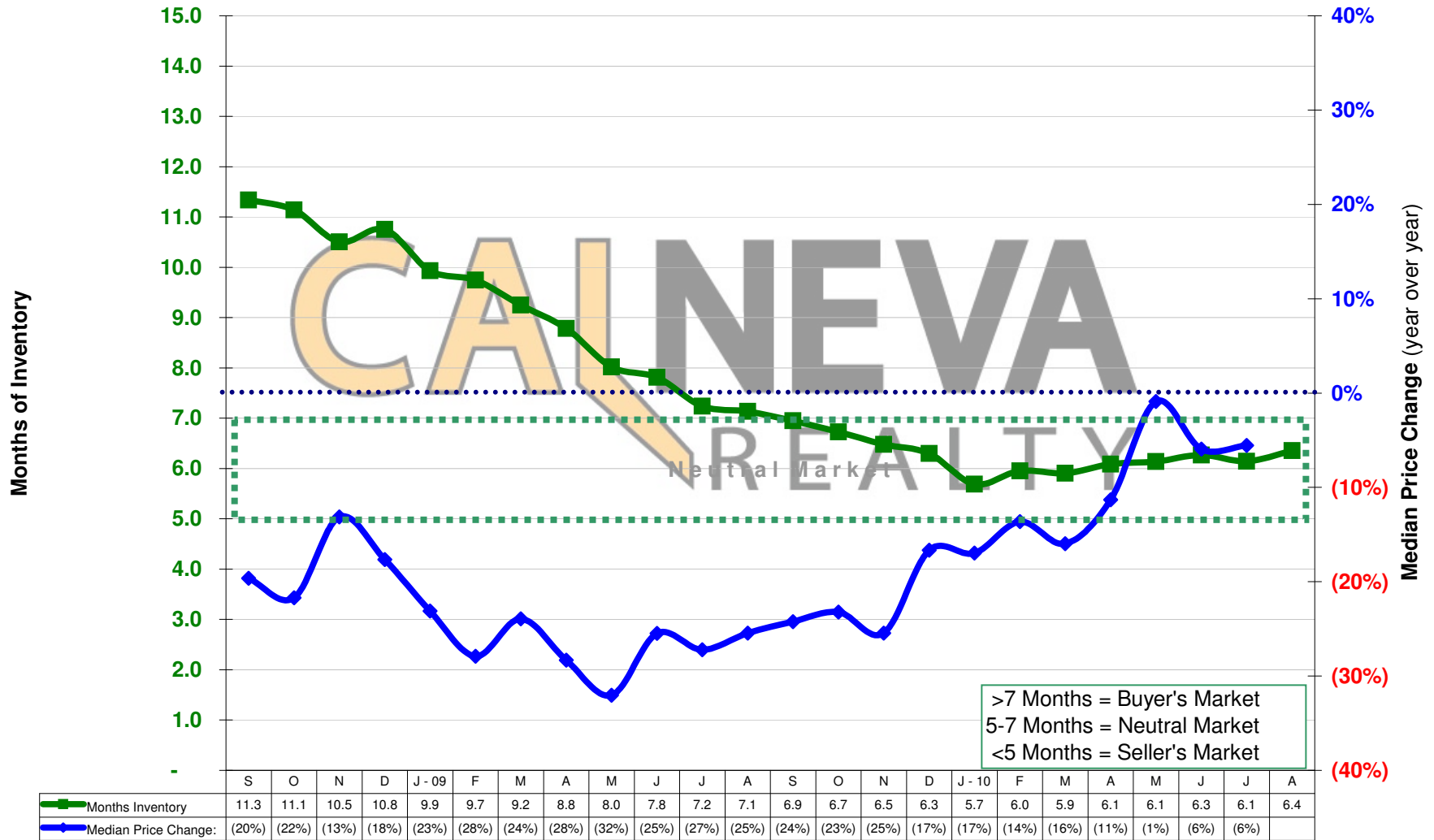
Reno, NV Months of Inventory to Median Price



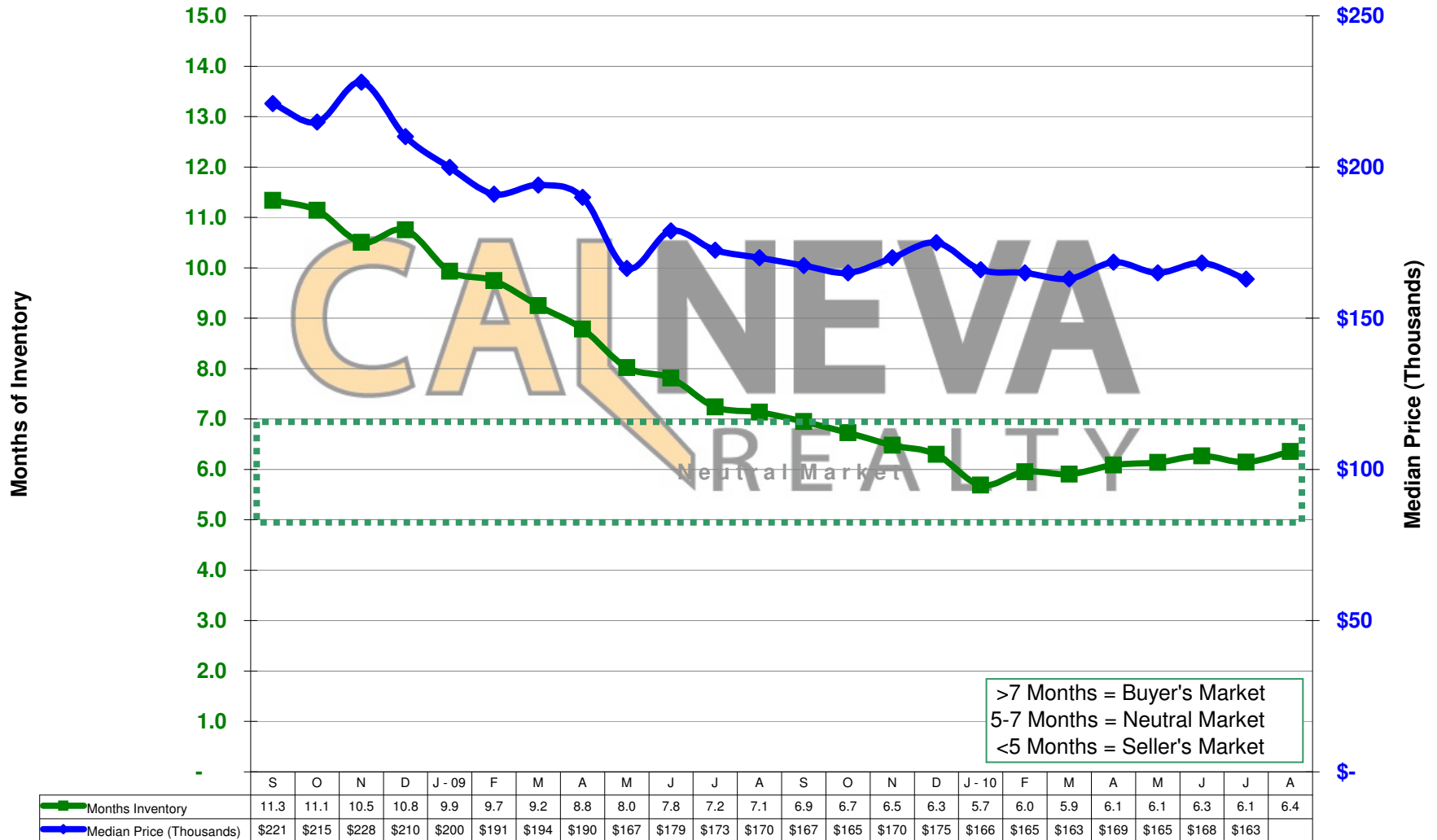
Sparks Housing Trends



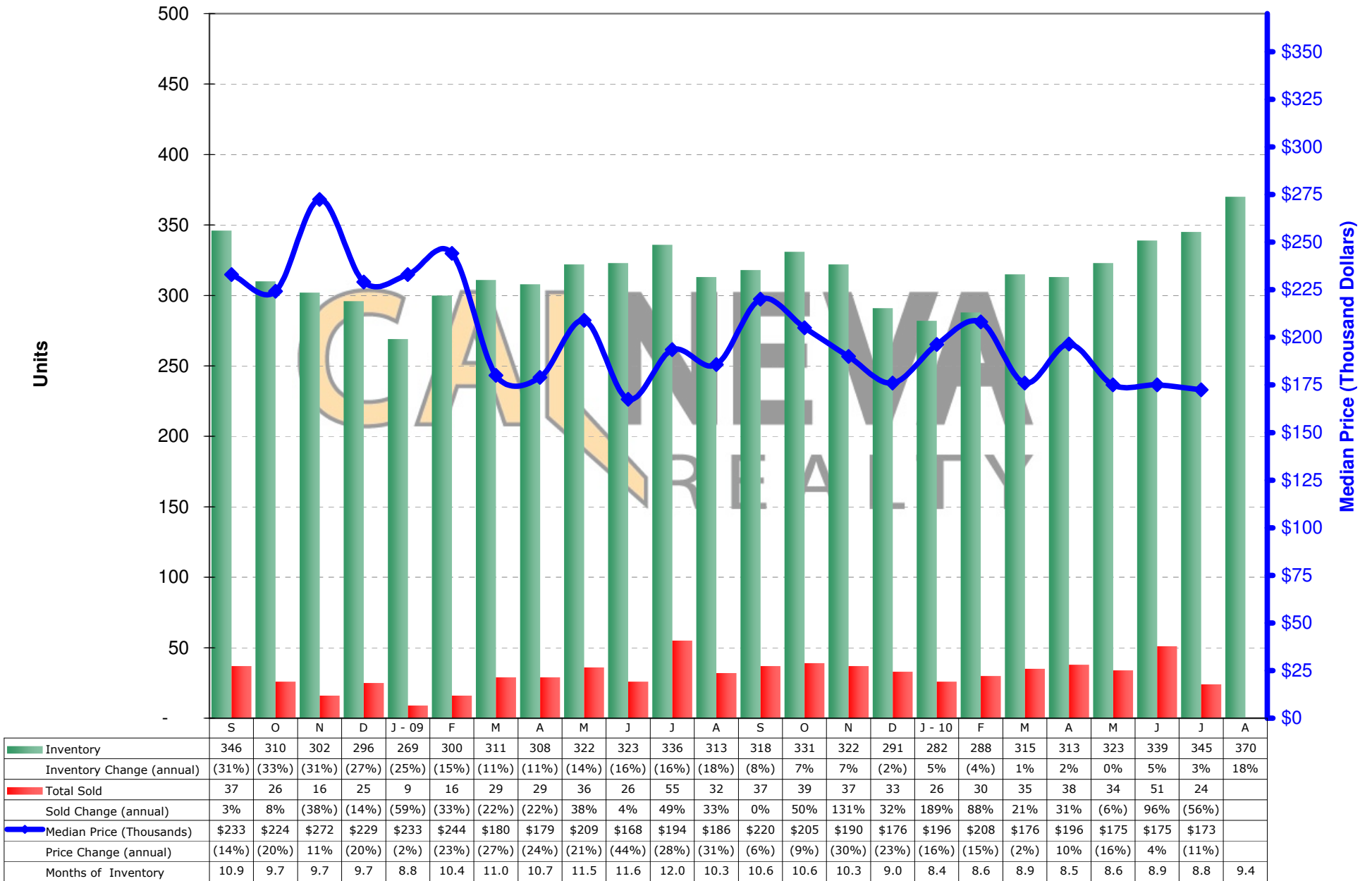
Sparks, NV Months of Inventory to Median Price Change (Year over Year)



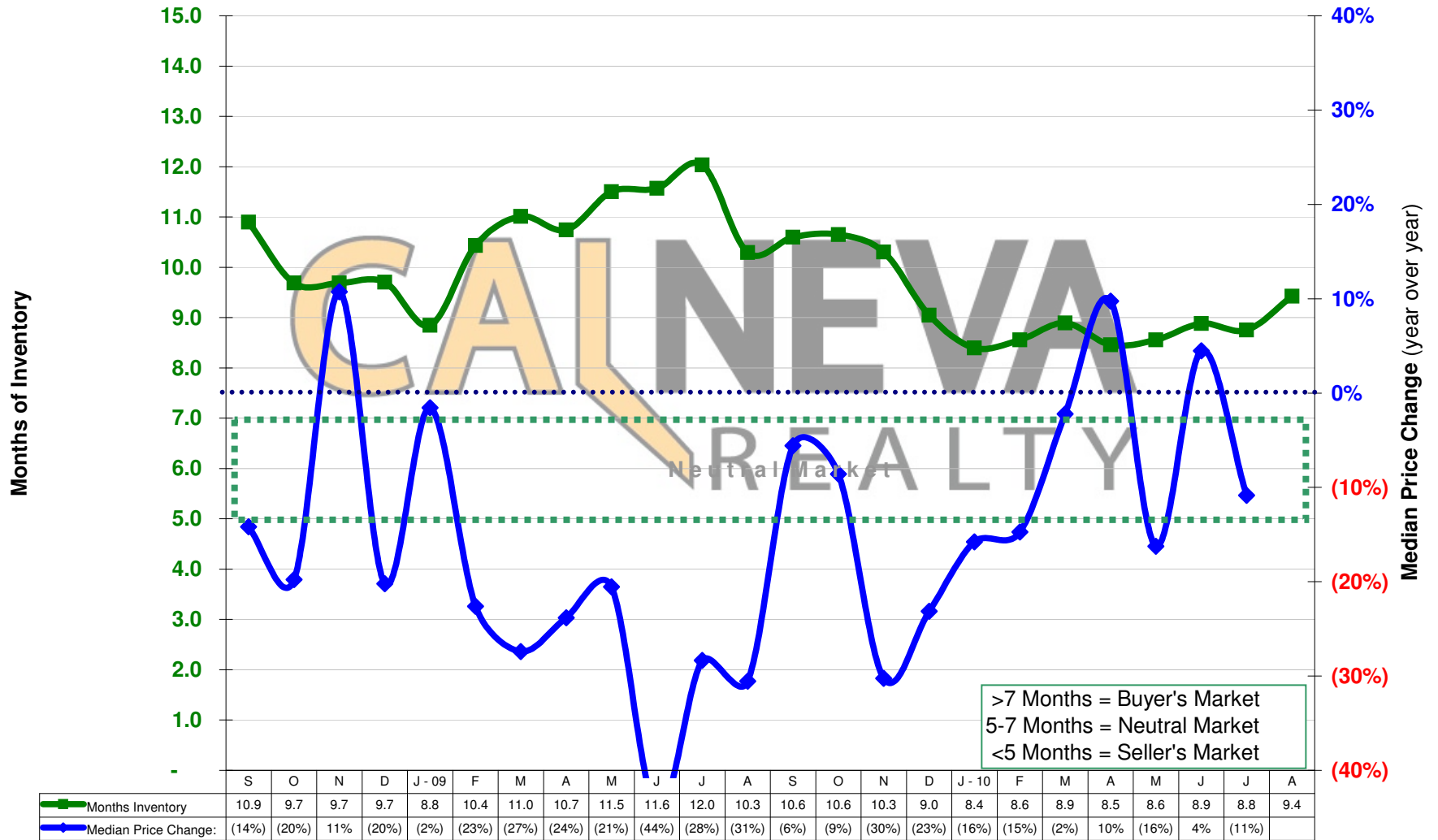
Sparks, NV Months of Inventory to Median Price



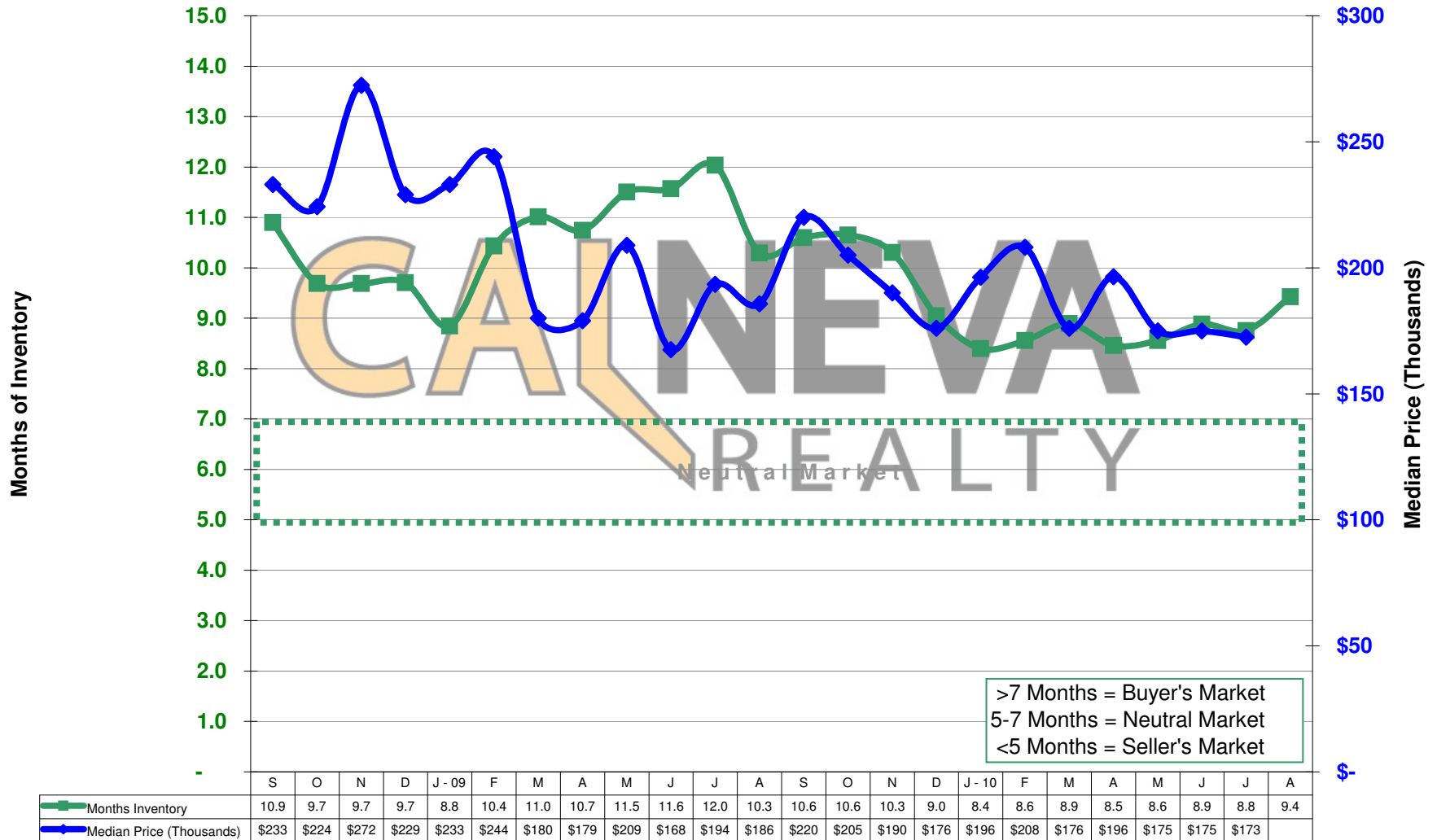
Carson City Housing Trends



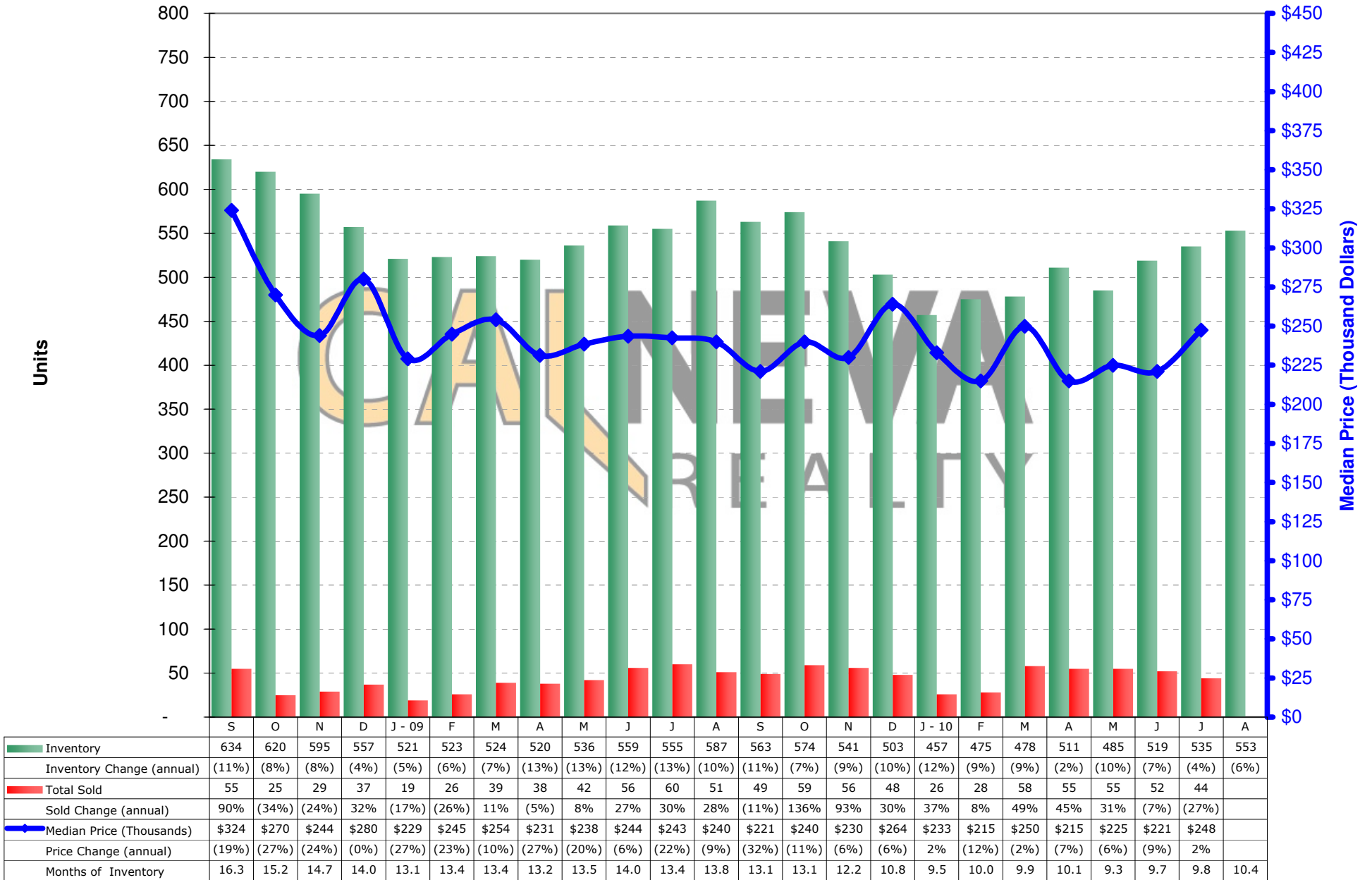
Carson City, NV Months of Inventory to Median Price Change (Year over Year)



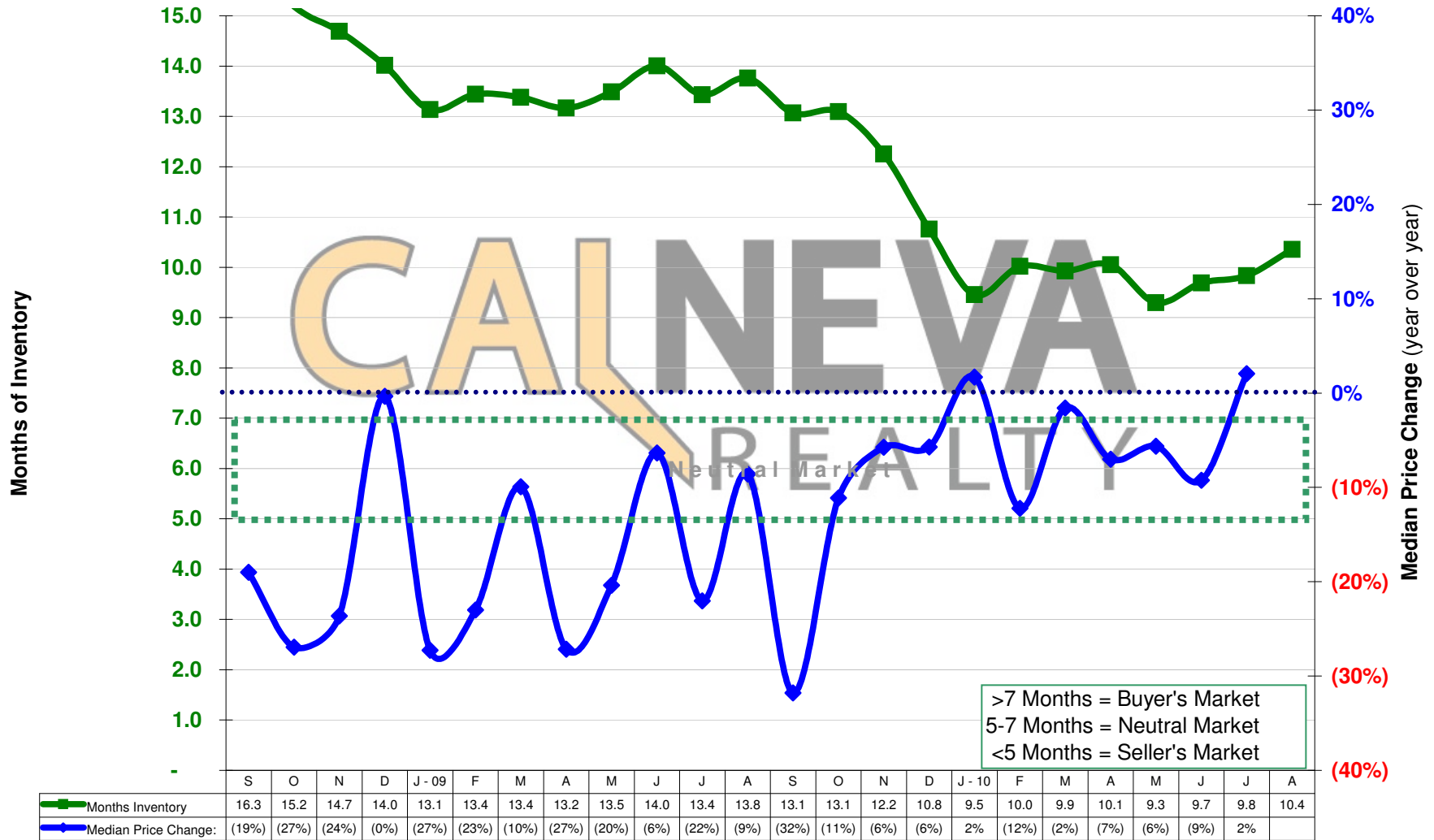
Carson City, NV Months of Inventory to Median Price



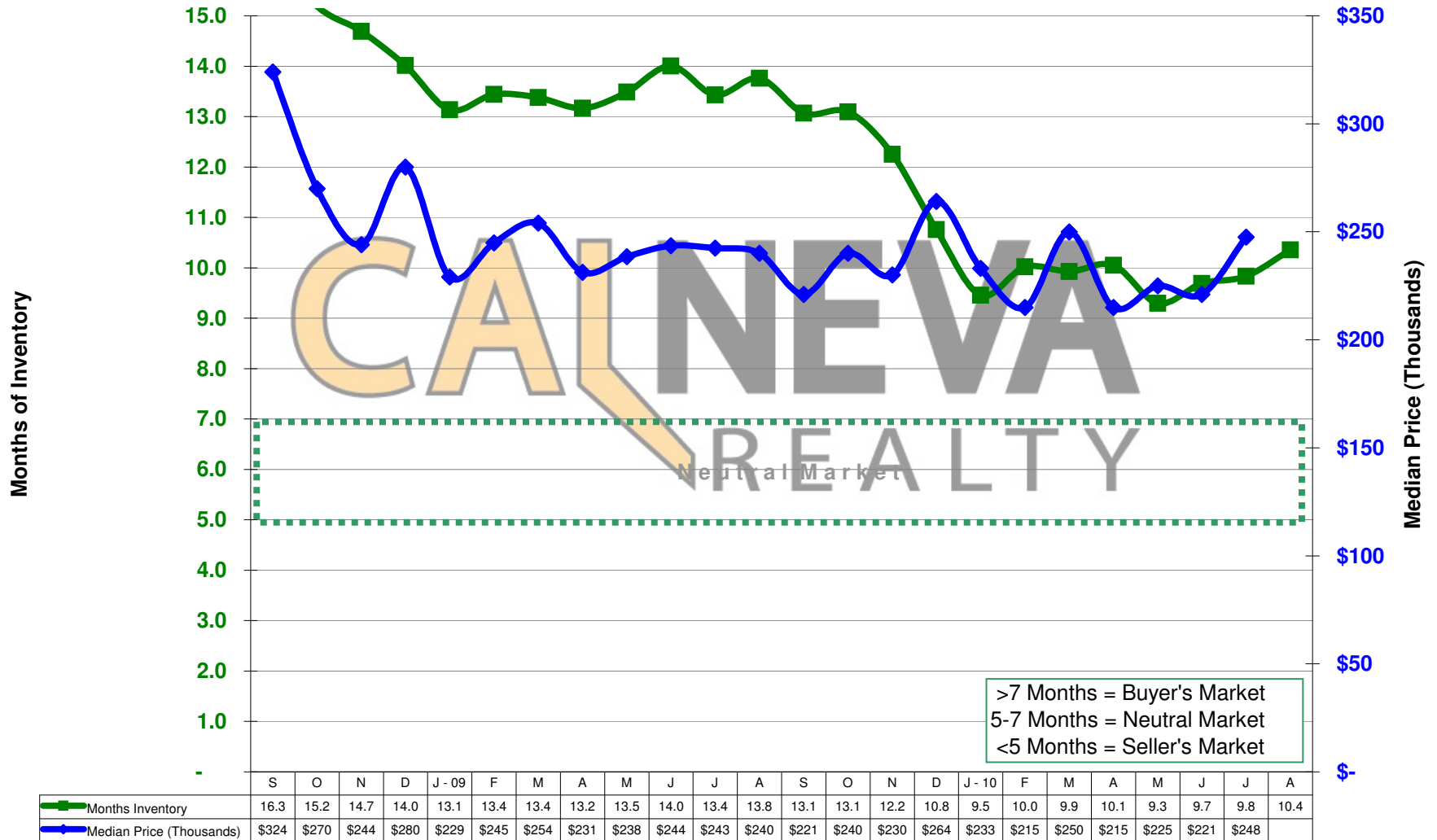
Carson Valley Housing Trends



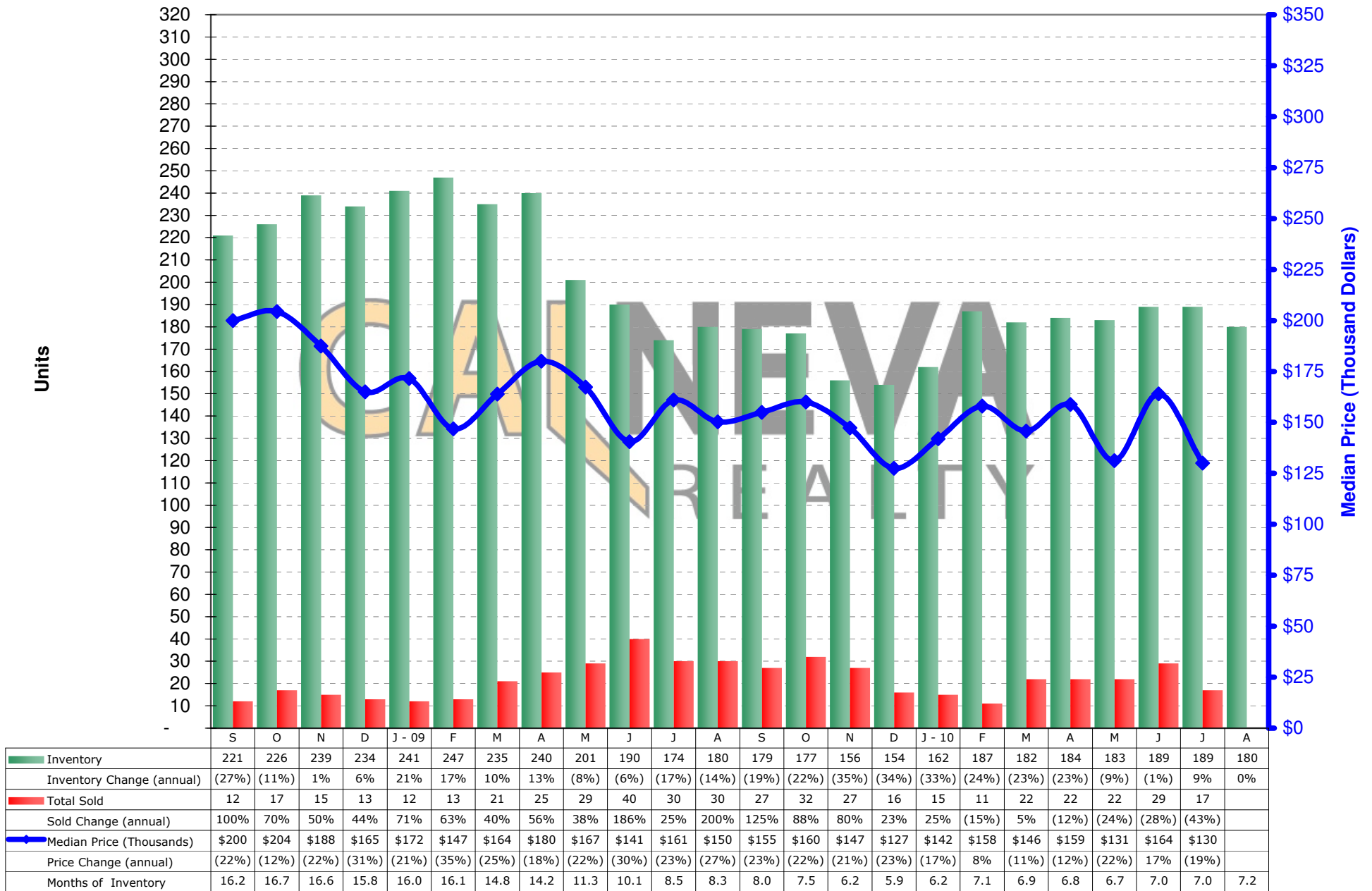
Carson Valley, NV Months of Inventory to Median Price Change (Year over Year)



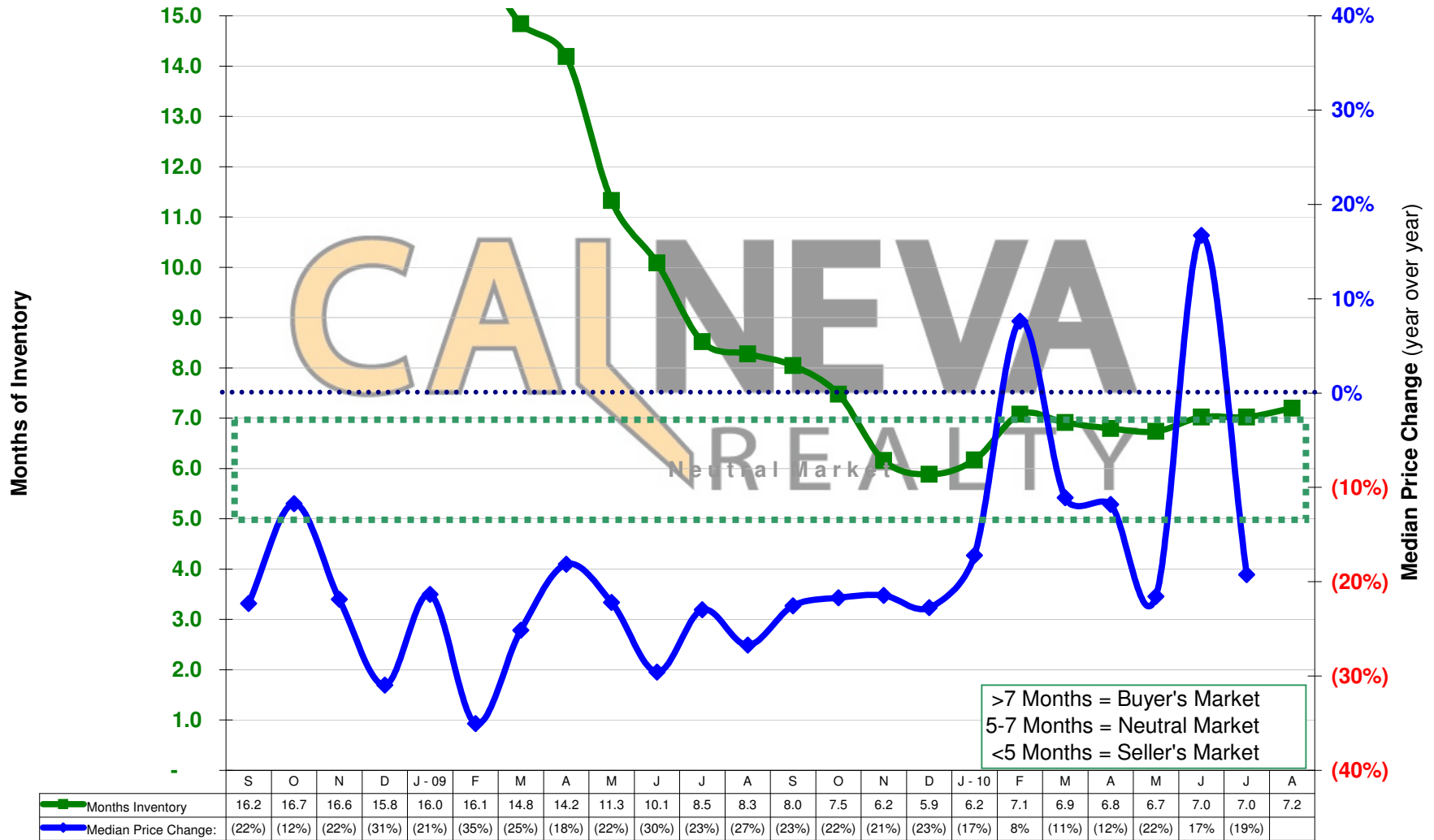
Carson Valley, NV Months of Inventory to Median Price



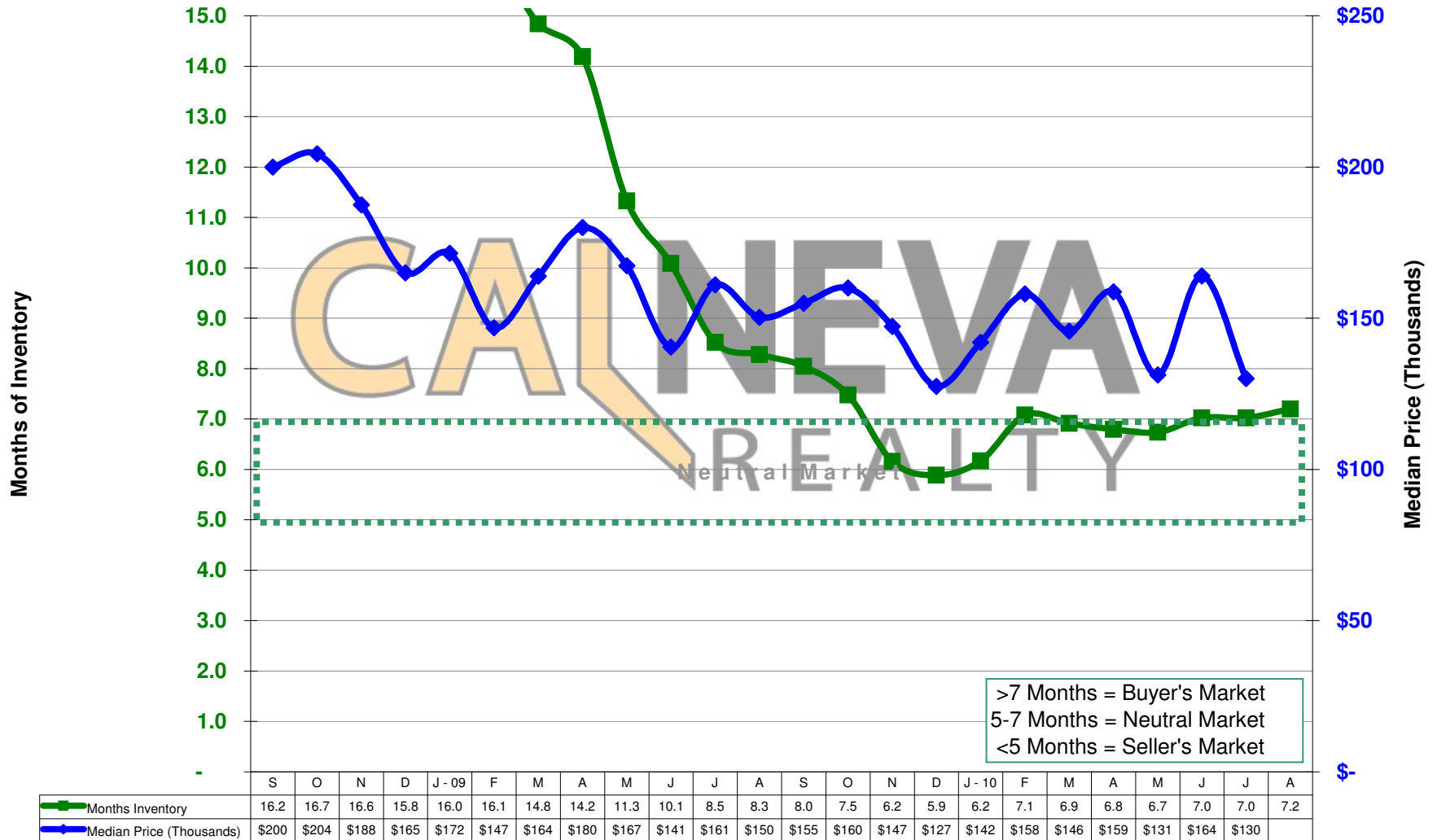
Dayton Housing Trends



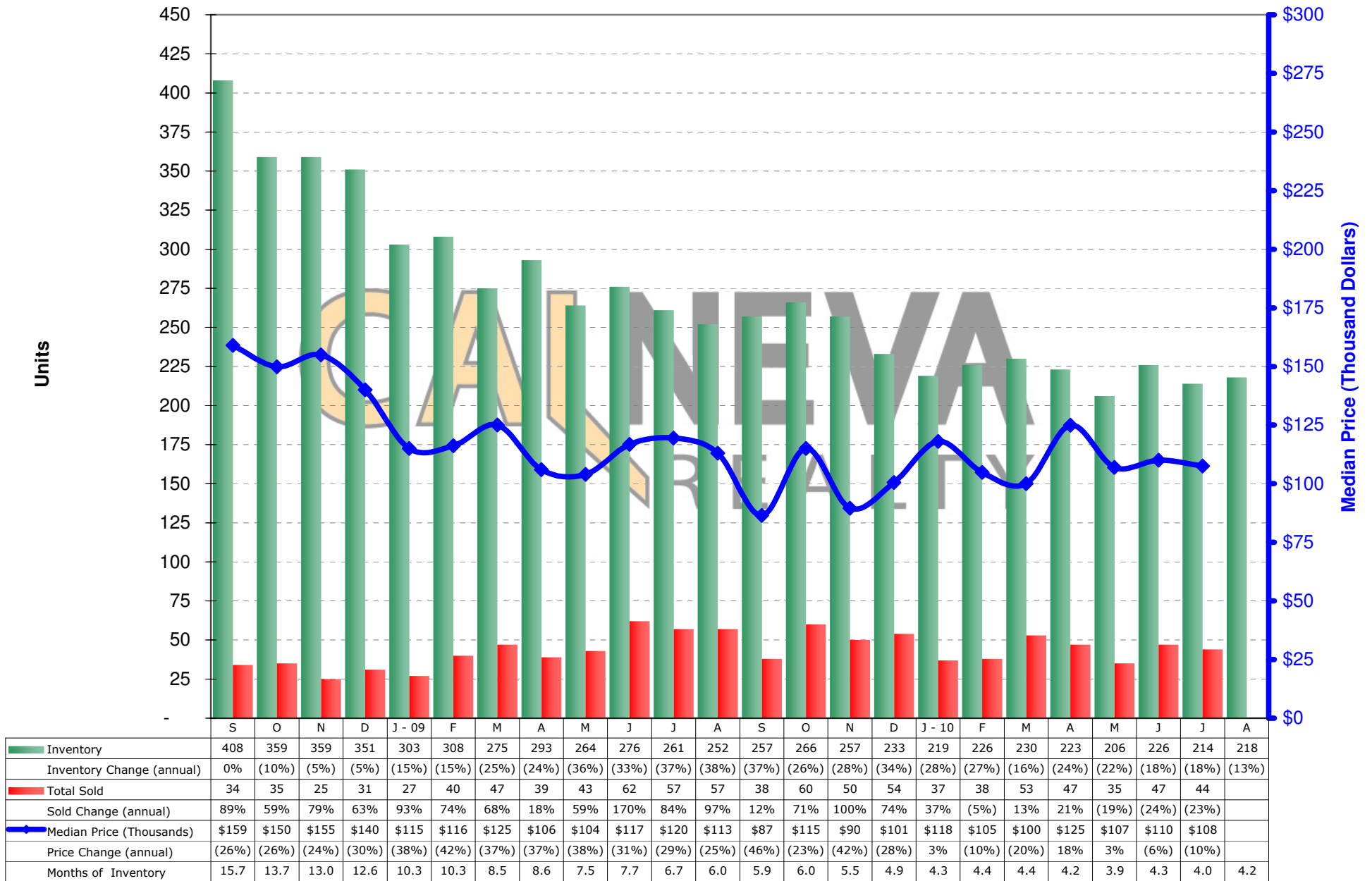
Dayton, NV Months of Inventory to Median Price Change (Year over Year)



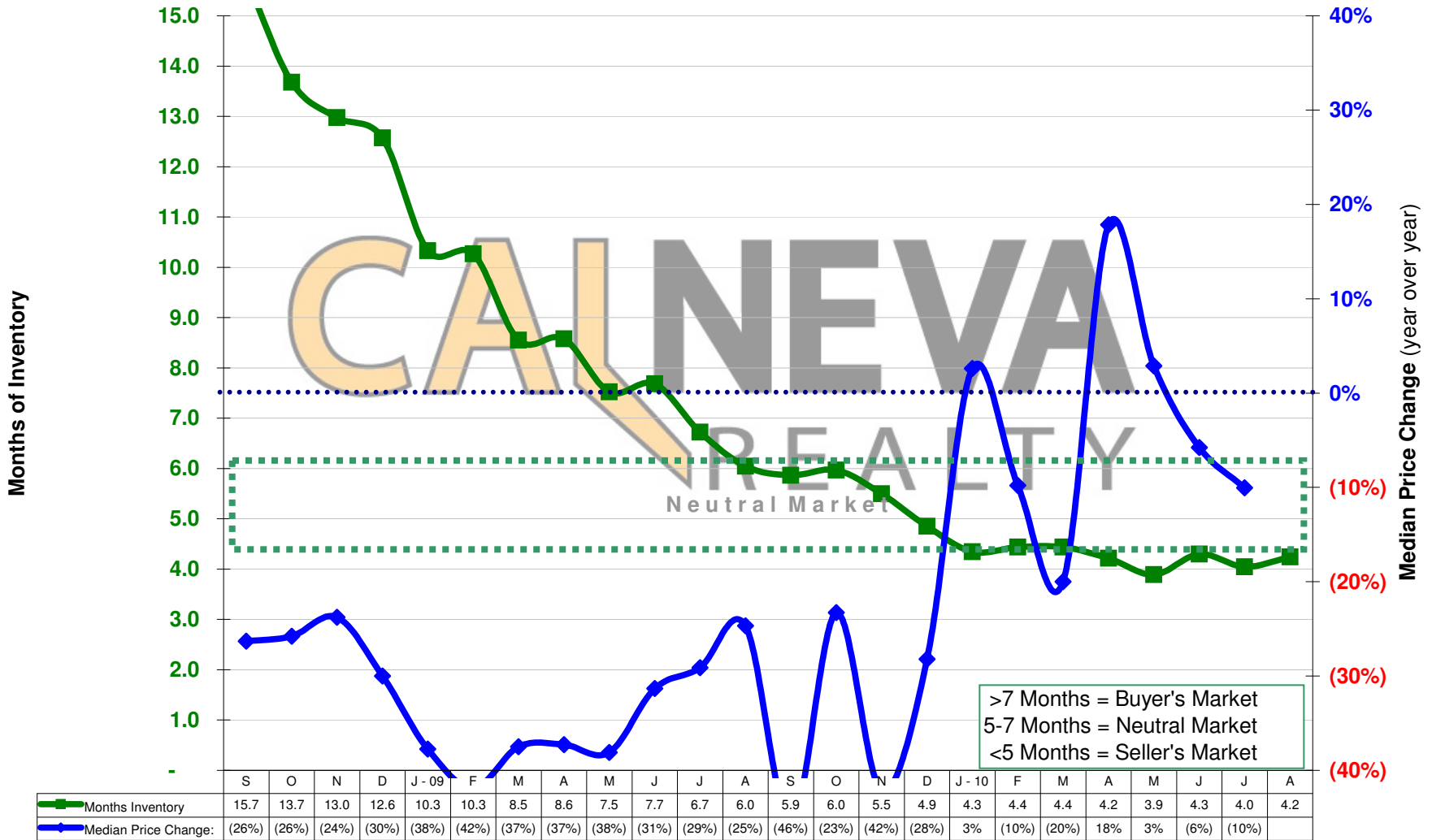
Dayton, NV Months of Inventory to Median Price



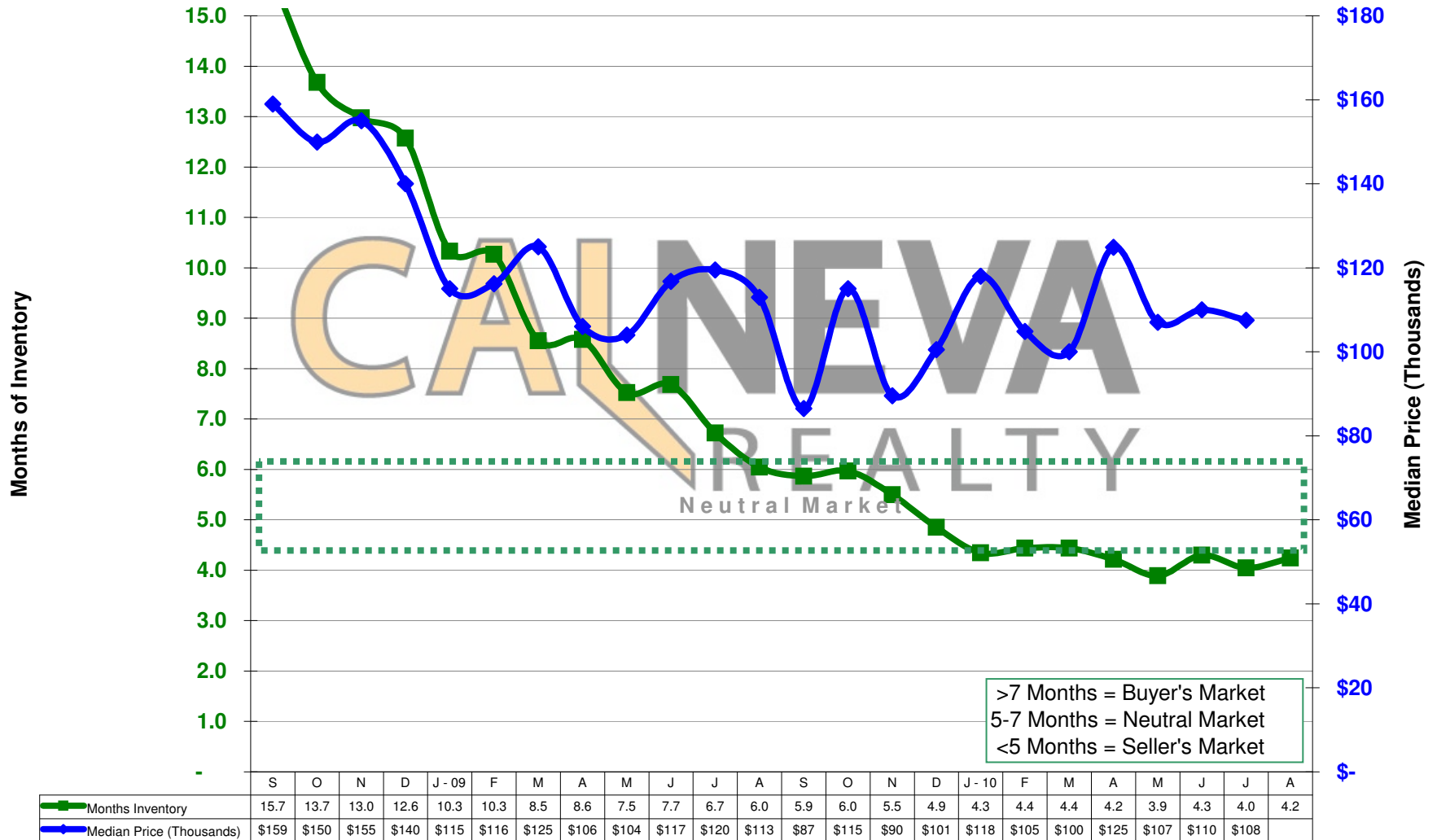
Fernley - Housing Trends



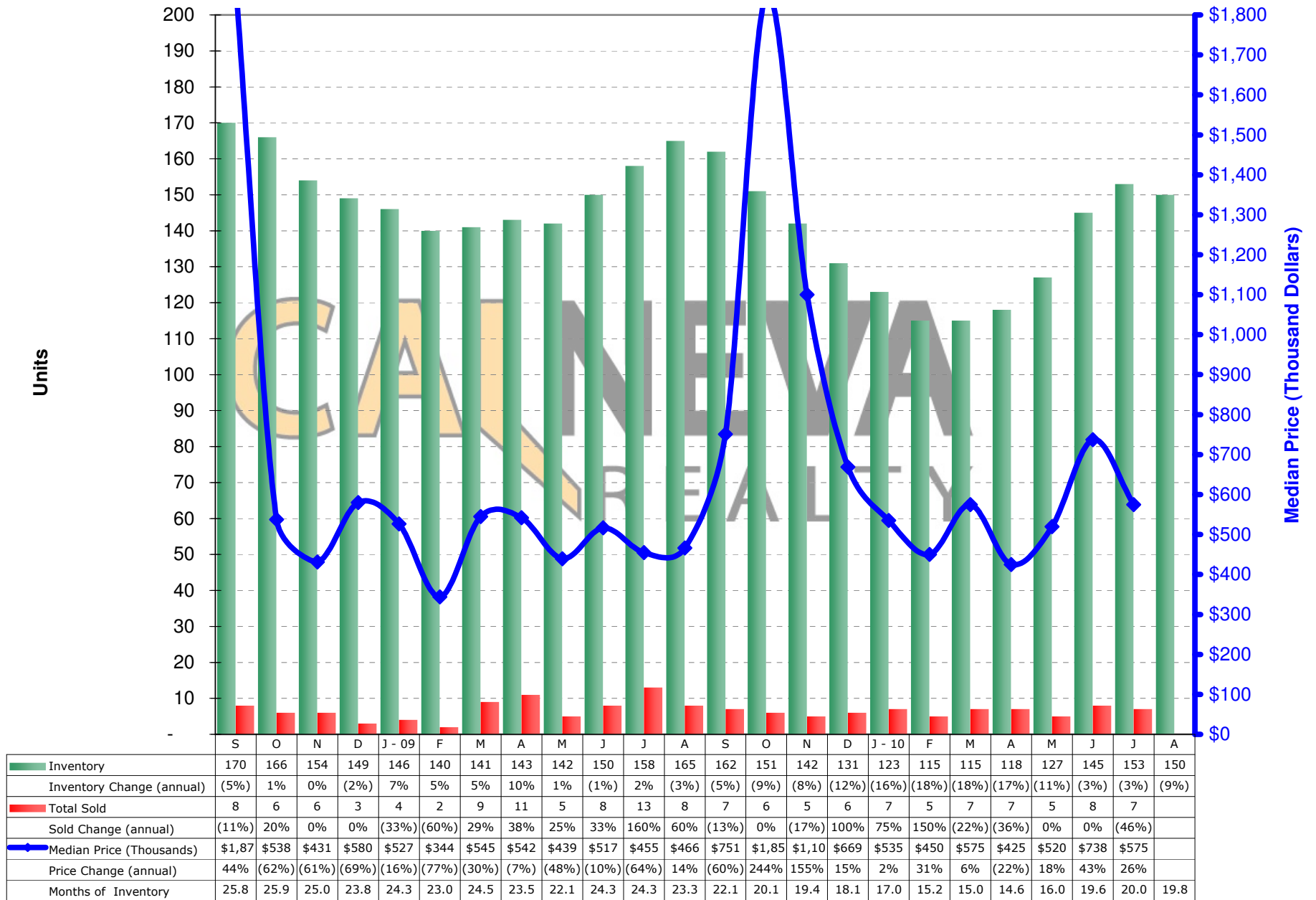
Fernley, NV Months of Inventory to Median Price Change (Year over Year)



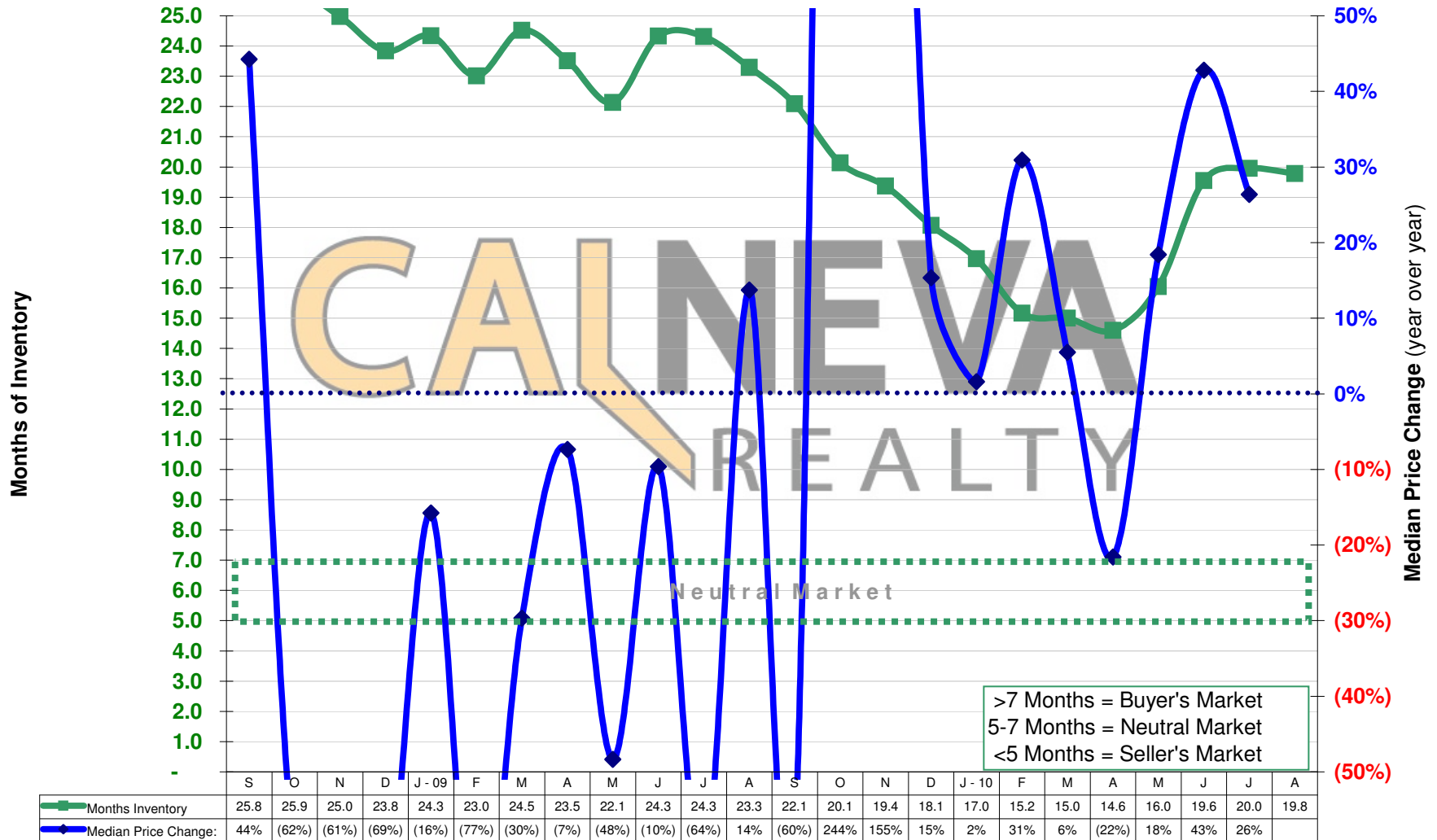
Fernley, NV Months of Inventory to Median Price



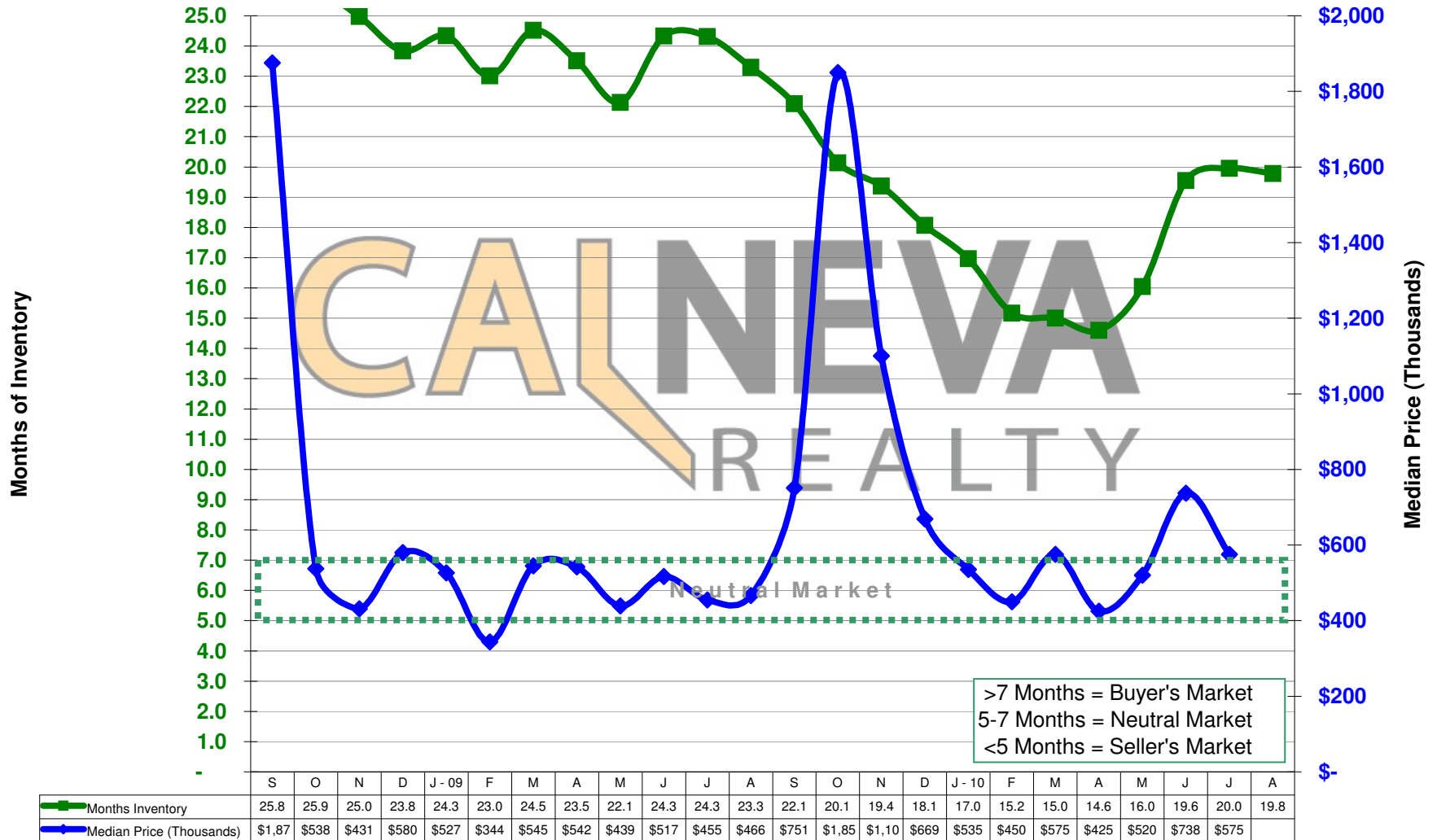
Lake Tahoe NV Housing Trends



Lake Tahoe, NV Months of Inventory to Median Price Change (Year over Year)



Lake Tahoe, NV Months of Inventory to Median Price



Distressed Property Summary

About the Charts

Bank-Owned/Short Sale SOLD (pages 35-40)

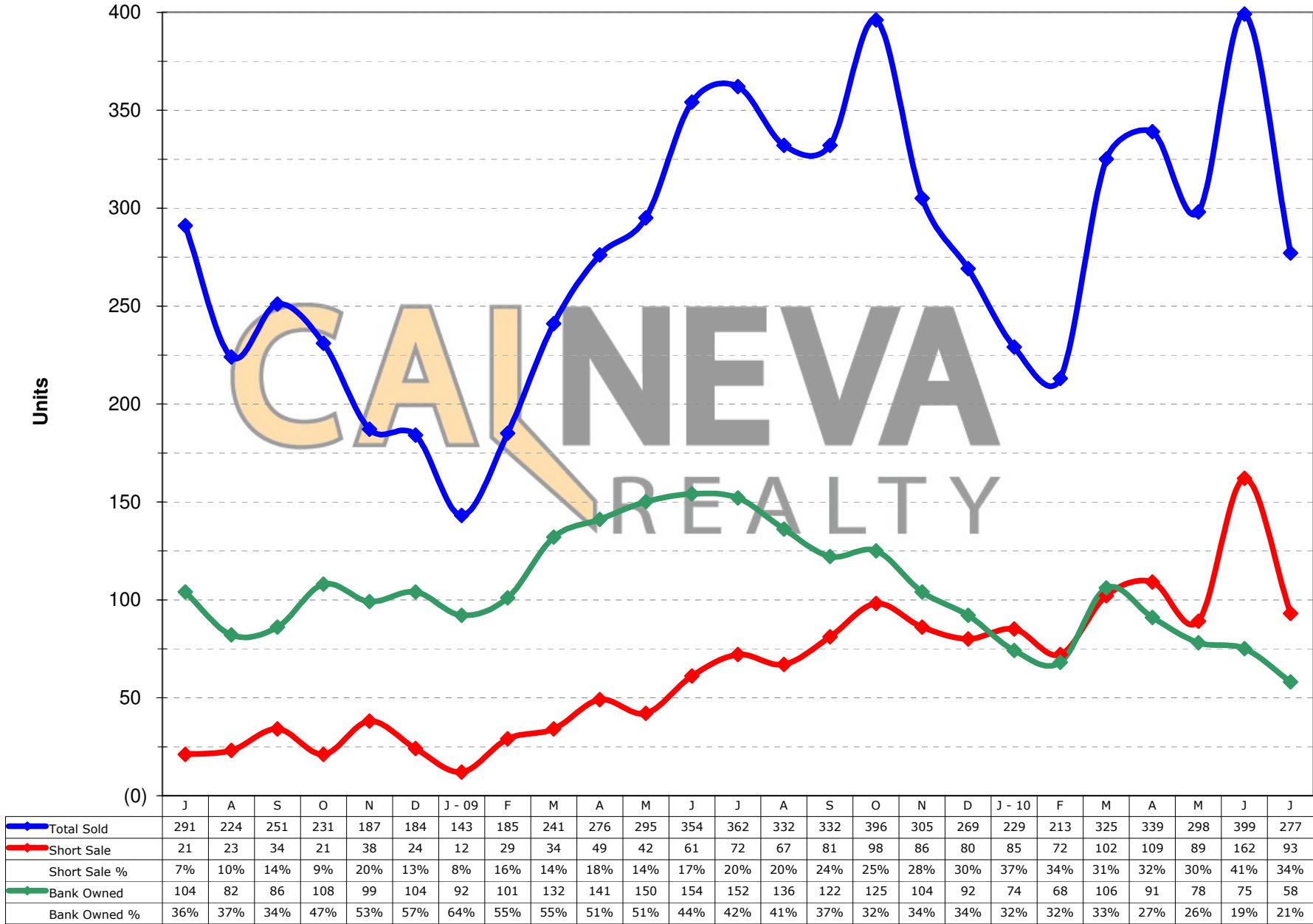
Charts in this section are organized by City and show the following:

- Total units sold (stick built only - no land, condos, manufactured)
- Total Short Sale units sold
- % of Short Sale units sold ([short sale units sold] / [total units sold]) by month
- Total Bank Owned (REO) units sold
- % of Bank Owned units sold ([bank owned units sold] / [total units sold]) by month

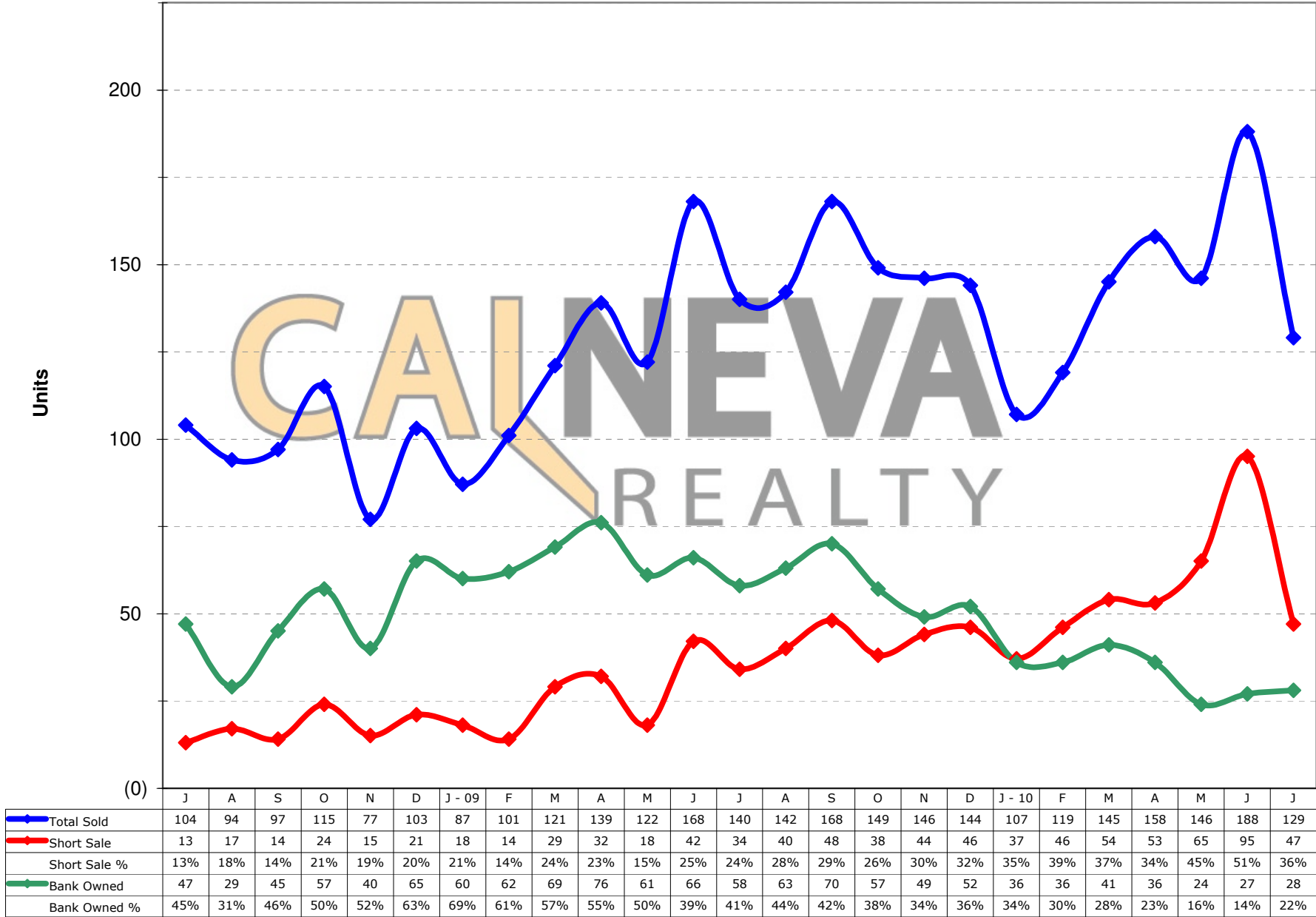
Short Sale properties and Bank Owned properties are those properties indicated with the Special Conditions of Sale as "SS" and "BO" respectively by the responsible listing agents in the Northern Nevada Regional Multiple Listing Service (NNRMLS).

All Distressed Property reports show 24 months of market data by City.

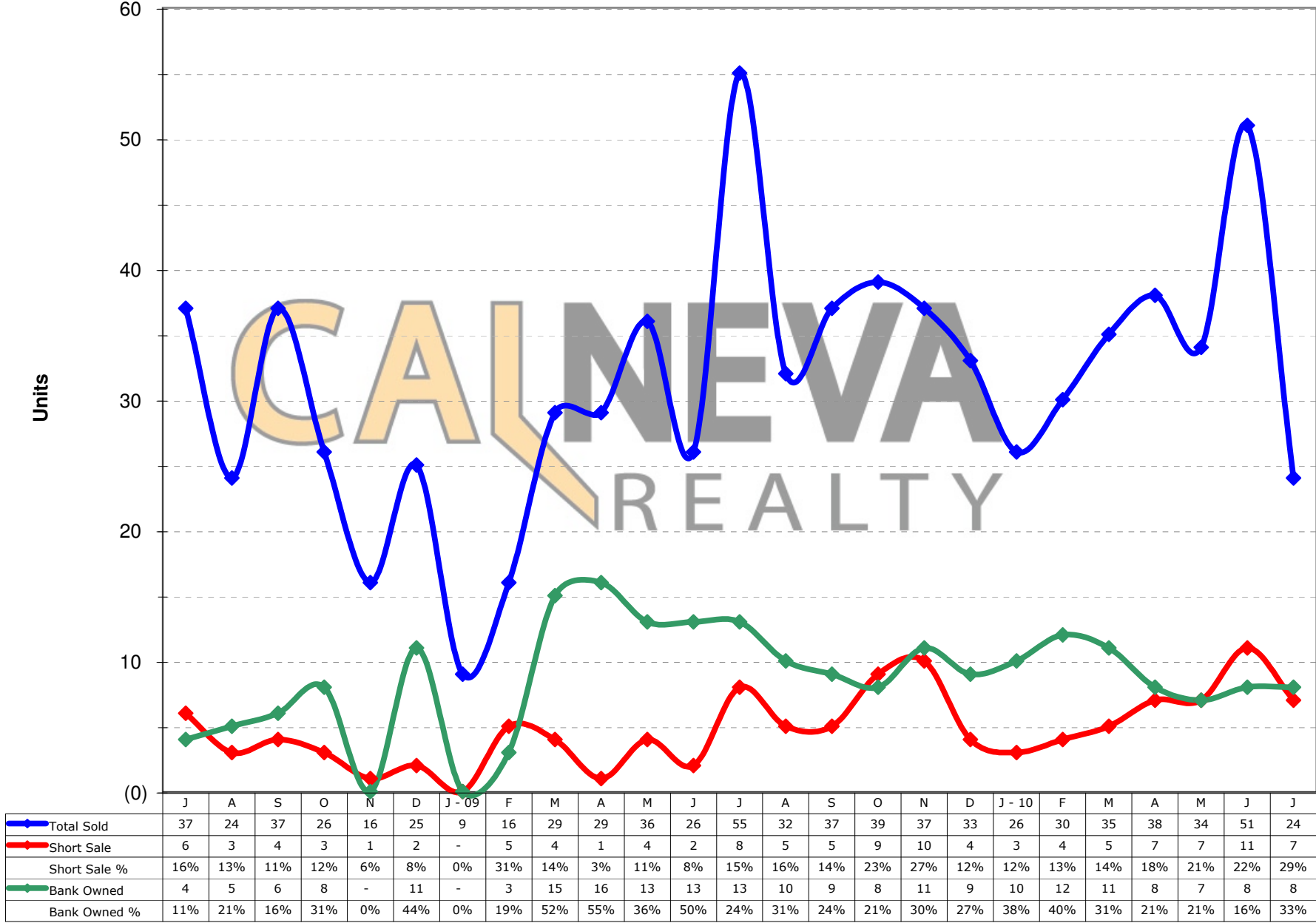
Reno, NV Bank-Owned/Short Sale - SOLD Summary



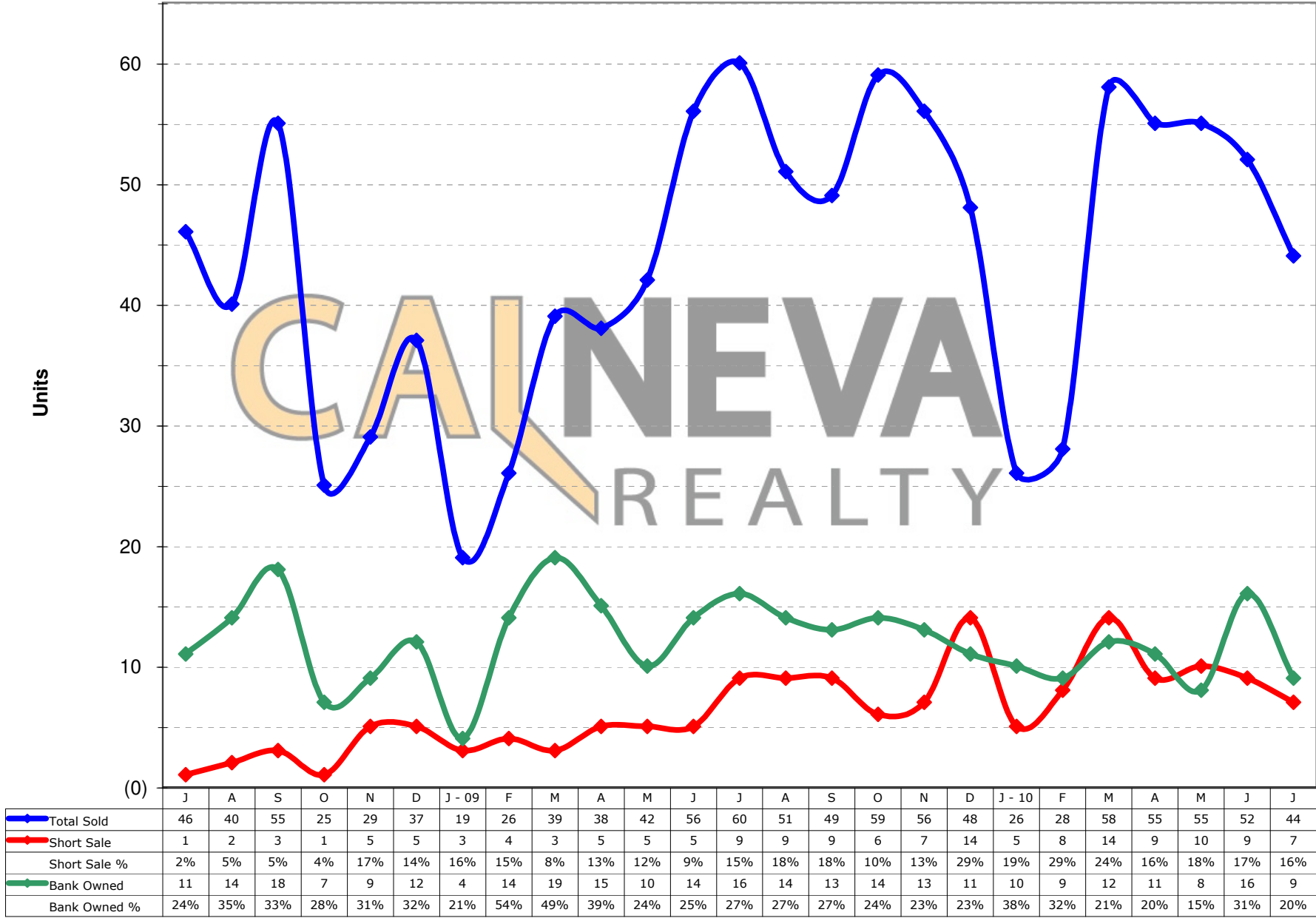
Sparks, NV Bank-Owned/Short Sale - SOLD Summary



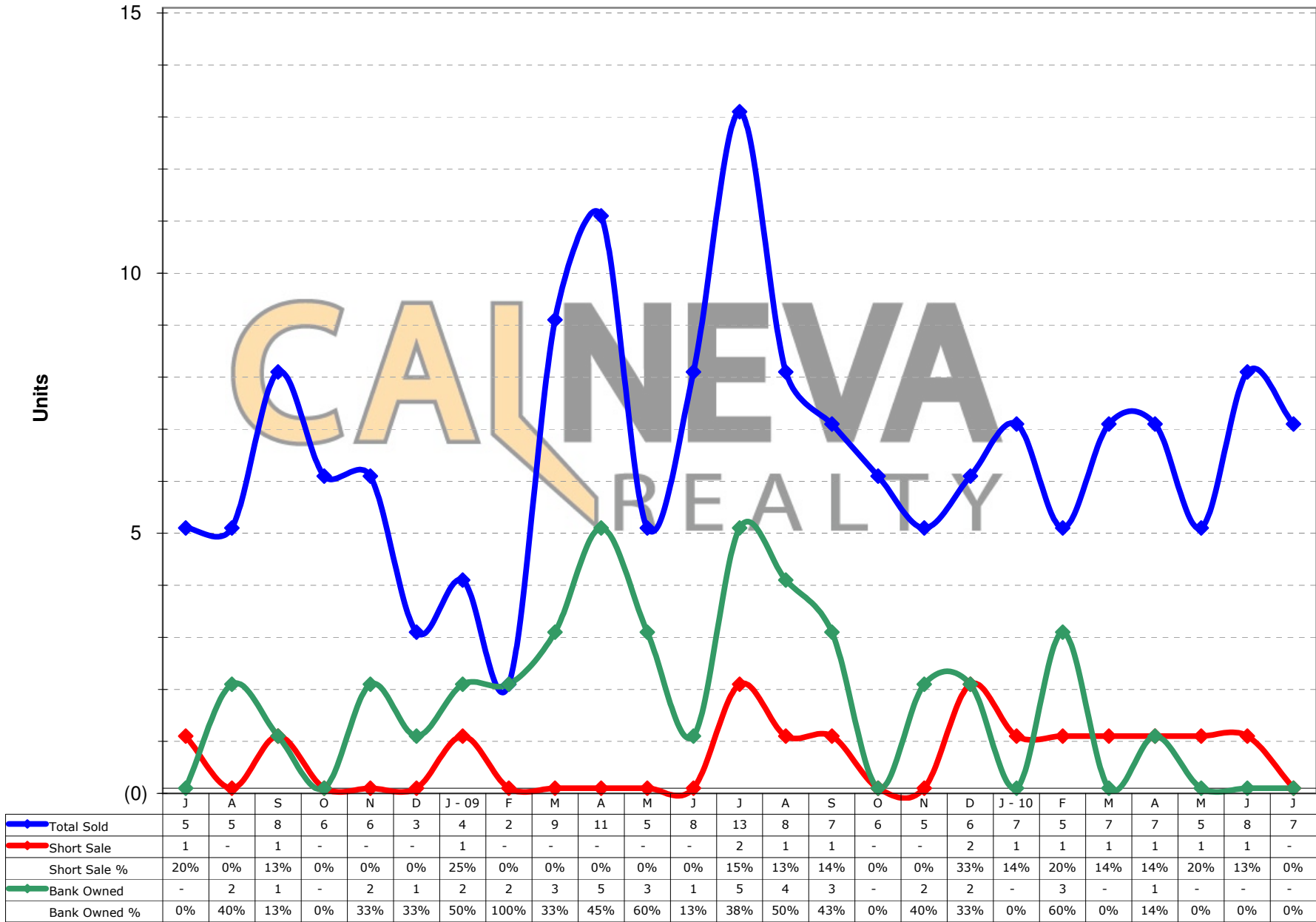
Carson City, NV Bank-Owned/Short Sale - SOLD Summary



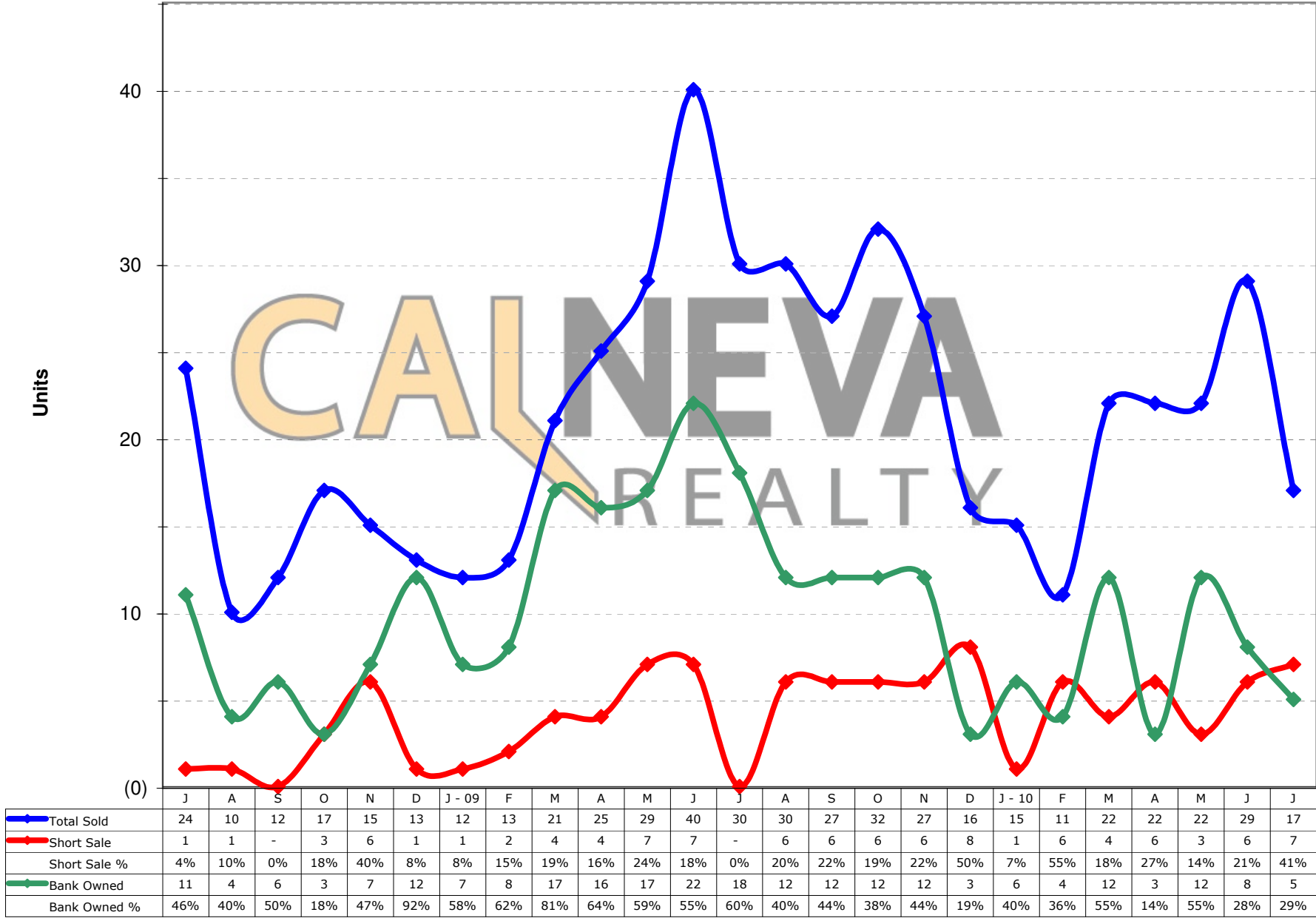
Carson Valley, NV Bank-Owned/Short Sale - SOLD Summary



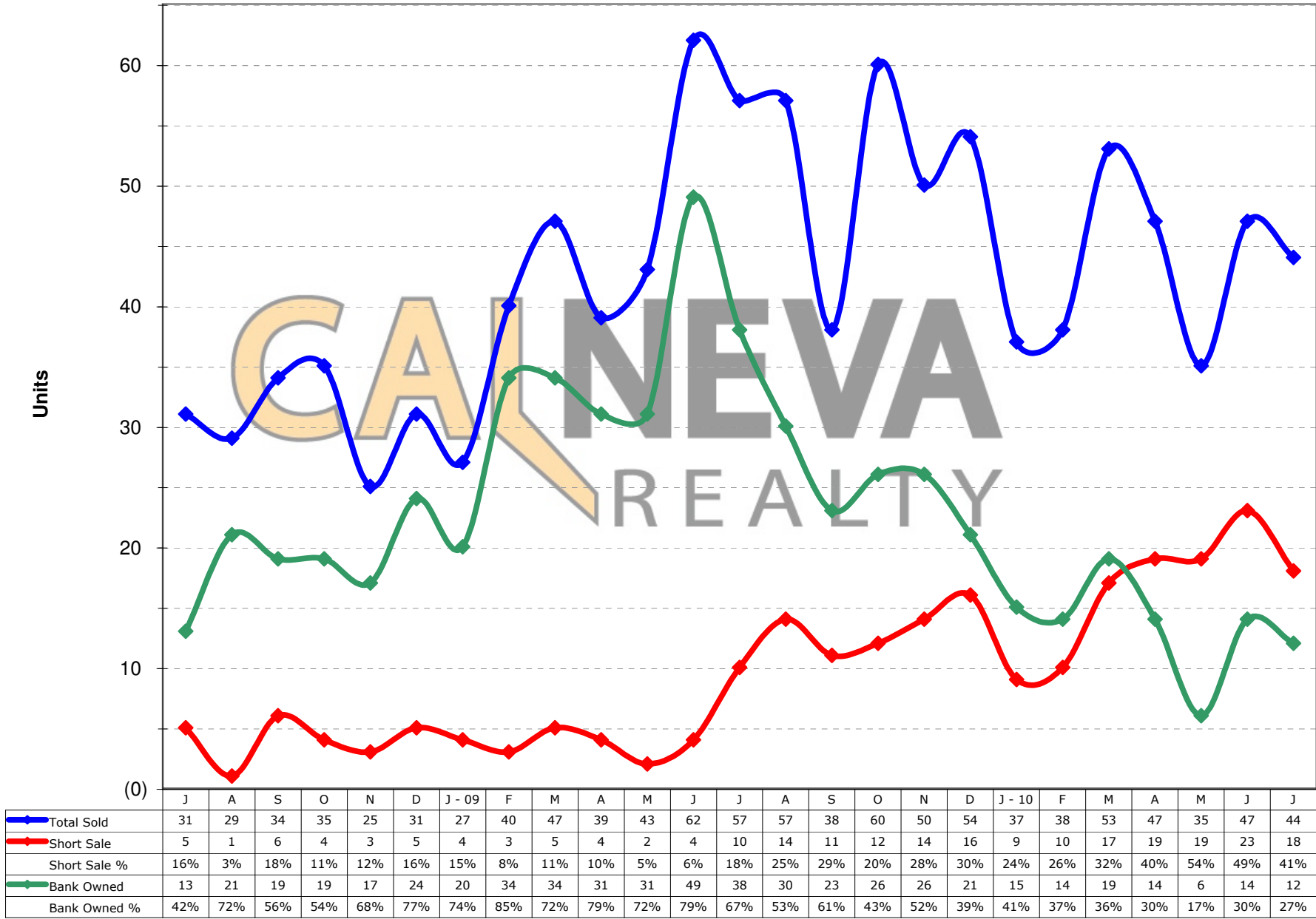
Lake Tahoe, NV Bank-Owned/Short Sale - SOLD Summary



Dayton, NV Bank-Owned/Short Sale - SOLD Summary



Fernley, NV Bank-Owned/Short Sale - SOLD Summary



Data Sources & Definitions

Term	Definition
Home	A Home in this report is defined as a single family residential property that is "stick built" constructed. Condominiums, townhomes, multi-family properties, manufactured homes, and vacant land are not included in the definition of a "Home" in this report.
Median Price	The SOLD price of the Home in the middle of all Homes sold during that month. For example, if Homes in a given month sold for \$330,000, \$333,000, \$342,000, \$355,000, \$670,000, the median Home price is \$342,000. Since housing data has extreme values, the median is a better representation of the general level of the housing market than the average (which would be \$406,000 in this example - the sum of all values divided by 5). Prices are displayed in "thousand dollars": 500 = 500,000; 1,235 = 1,235,000 and rounded to the nearest thousand dollars for display purposes.
	% change in Median Home sale price compared to the same month in the prior year.
Home Inventory	Number of Homes listed for sale including homes that are currently in escrow.
Inventory Change	% change in the Home Inventory compared to the same month in the prior year.
Homes Sold	The number of Homes that closed escrow during the specified calendar month.
Homes Sold Change	% change in the Homes Sold compared to the same month in the prior year.
Months Inventory Definition	The number of months to <u>fully deplete</u> the current Home Inventory based on the rate of Homes Sold per month on average over the prior 12 months. This is calculated by dividing the current month's Home Inventory by the average of the Total Homes Sold in the prior 12 months. $(\text{Home Inventory}) / [(\text{Total Homes Sold in prior 12 months}) / 12]$. By averaging the Homes sold per month over the last year, seasonal cycles are factored and provide a more accurate view of this measurement.
Information Source	The data supporting the charts in this report is obtained from the Northern Nevada Regional Multiple Listing Service (NNRMLS). This data is deemed reliable but not guaranteed.
	<p>Lake Tahoe - All Lake Tahoe (NV) (MLS area 650) - Does Not Include Incline Village, NV Reno - All Reno (MLS area 101) Sparks - All Sparks (MLS area 108) Carson City - All Carson City (MLS area 200) Carson Valley - Gardnerville/Minden/Genoa/Topaz (MLS area 300) Dayton - Dayton (MLS area 420) Fernley - All Fernley (MLS area 450)</p>
Scope of Data	The data used in this report is based on information from the Northern Nevada Regional Multiple Listing Service® (NNRMLS) for the time period identified on this report. This data will not include homes sold outside of the NNRMLS such as For Sale By Owner homes and new homes from builders that were not listed in NNRMLS.