

# Reno/Sparks Association of REALTORS®

December, 2011  
Market Report  
Area 450, Fernley



*Database Analysis Excellence*

*Proprietary & Confidential*

## Report Package Outline

- ❖ Market Summary
  
- ❖ Median Sales Price
- ❖ Number of Units Sold
- ❖ Days on Market
- ❖ New Listings
- ❖ Status of Pendings
- ❖ Distressed Property
- ❖ Inventory and Absorption
  
- ❖ Data Assumptions:
  - Region defined as Area 450
  - Home Type defined as Site/Stick Built
  - This data is accurate to the best of the knowledge of Reno/Sparks Association of REALTORS® based on data reported to the NNRMLS as of January 14<sup>th</sup>, 2012

# Market Report Commentary

## ❖ Summary

- “December unit sales at 47 are the fourth highest unit sales for a December in history. This number outpaces December 2010 sales by 47% and is up 27% from November 2011. Year-end sales for 2011 were the fourth highest in the history of the MLS,” commented Kevin Sigstad, 2012 President and a broker with Re/Max Premier Properties. “We are optimistic that these are early and positive signs of a move toward recovery.”

## ❖ Median Sales Price

- December 2011 median price increased 7.3% to \$90,000 compared to \$83,859 in November 2011.
- The median price is down 8% from the prior December.
- The median price has remained stable eight out the past twelve months.
- Median price is defined as the mid-point, where, for the time period identified, the price for one-half of the sales are higher and one-half are lower.

## ❖ Price per Square Foot Sold

- Price per square foot is at \$55.97.

## ❖ Number of Units Sold

- December closed the month with 47 sold transactions up 27% from the prior month, and up 47% from December 2010.
- Fernley sales have been relatively stable for the past ten months.
- Total sales for 2011 (505) are the fourth highest in history and up 6% from 2010 (479) year-end sales.

## ❖ Average Days on Market

- The average days on market are up to 146 days, an increase of 47% from the prior month.

## ❖ Days on Market (DOM) by Special Conditions

- Short sales average days on market are up to 206 DOM.
- Properties with no special conditions and REO are comparatively close at 134 and 107 DOM respectively.
- Properties in the Other category had an average DOM of 182.

# Market Report Commentary

## ❖ New Listings

- 31 new listings were taken in December down 32.6% from November, and a 27.9% decrease from the prior year.
- New listing have declined from a high in 2011 of 75 in August.

## ❖ Distressed New Listings by Special Conditions

- The market remains dominated by distressed new listings representing 78% of the market, up from November 2011 (67%).
- REO listings represented 39% of the market; Short Sales 39%; No special conditions 22% and Other 0%.

## ❖ Status of Pending

- Active Pending – Short Sale represents 54% of the total active pendings; Pending No-show represents 29.2%; Active Pending Loan equals 8%; Active Pending call 8.8% and Active Pending House 0%.

## ❖ Absorption Months Supply of Inventory (Unsold Inventory ÷ Sales per Month)

- As of December 31 there was 4.1 months of inventory based on the December sales rate.
- The National Association of REALTORS® describes a balanced market as between 5 and 7 months supply.
- Unsold inventory includes Active Pendings. This method of reporting month's supply of inventory follows the industry standard of including all pending sales in the active inventory.

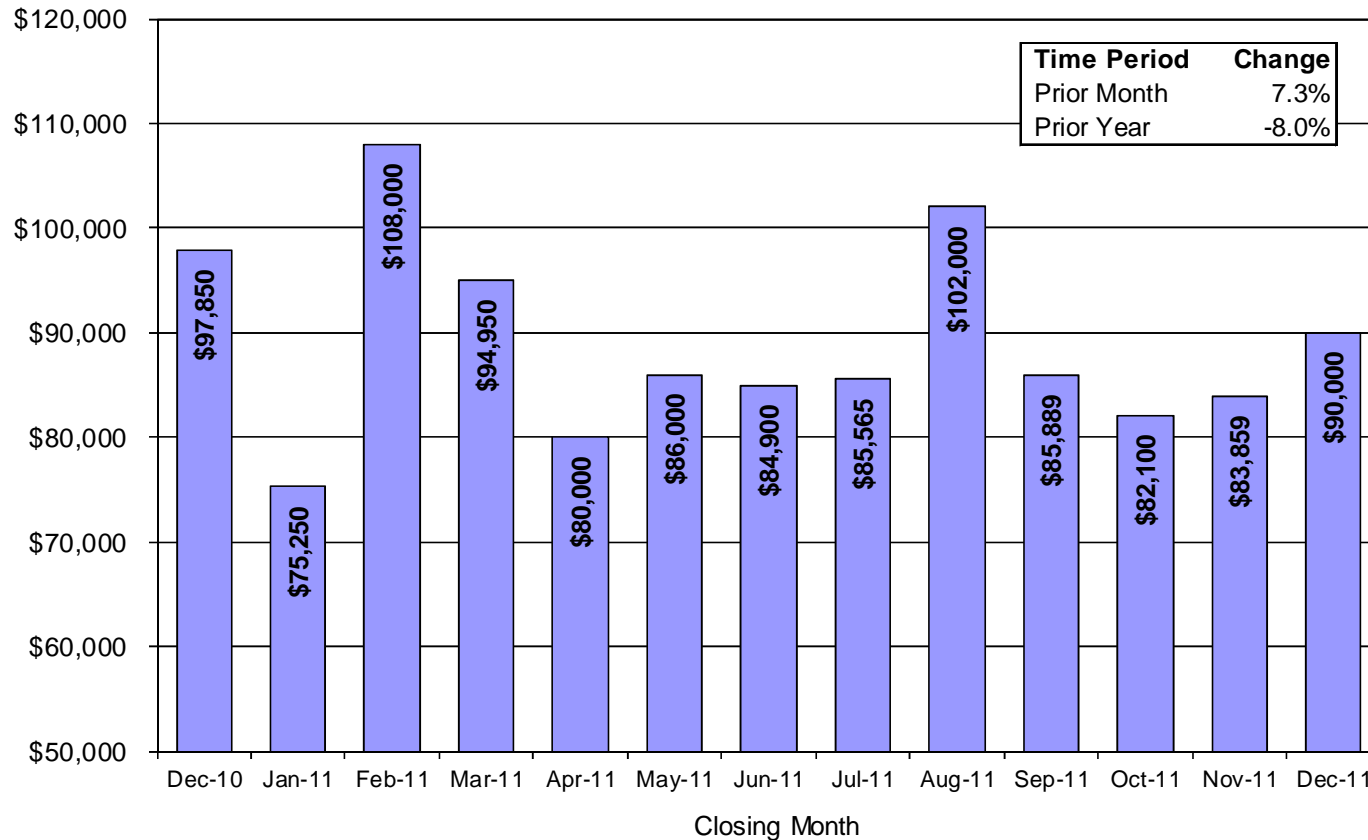
## ❖ Conclusion

- Total sales for 2011 (505) are the fourth highest in history and up 6% from 2010 (479) year-end sales.
- December's median price of \$90,000 was up 7.3% from November. This is the second month we have seen modest increases in median sales price. It's too early to call it a trend; but after eight out of twelve months showing a bottoming, it's a positive sign.
- Despite the unemployment rates, the high volume of sales reported this year shows that qualified buyers and investors are taking advantage of affordable prices and record low interest rates.
- Interest rates reached another new low of 3.96% in December.
- Lower inventory is a signal that price declines may be coming to an end and a sign of pent up demand.
- We are optimistic that these are early and positive signs of a move toward recovery.

# Summary: Median Sales Price

December, 2011

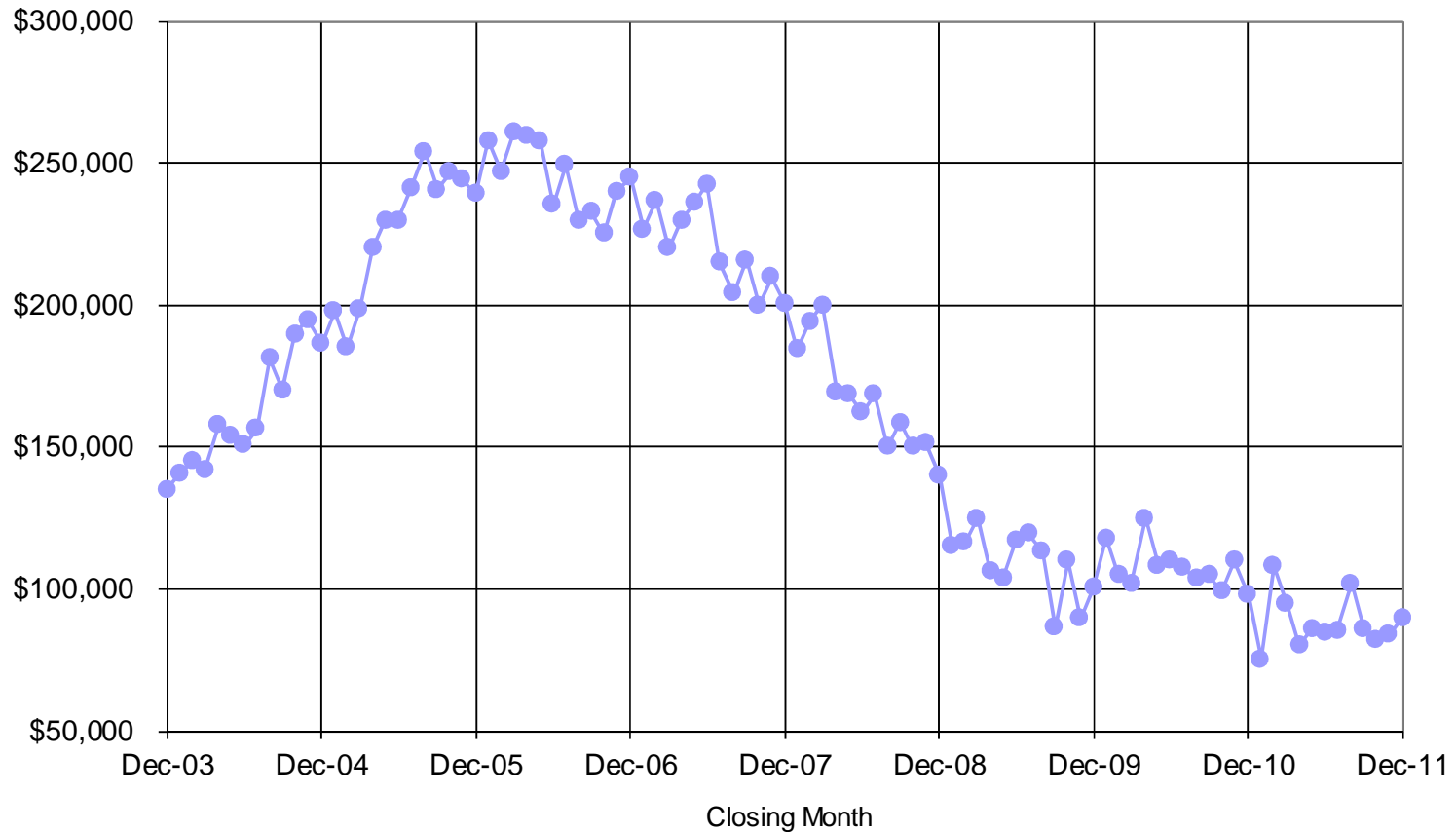
Median Sales Price, 13 months



# Summary: Median Sales Price

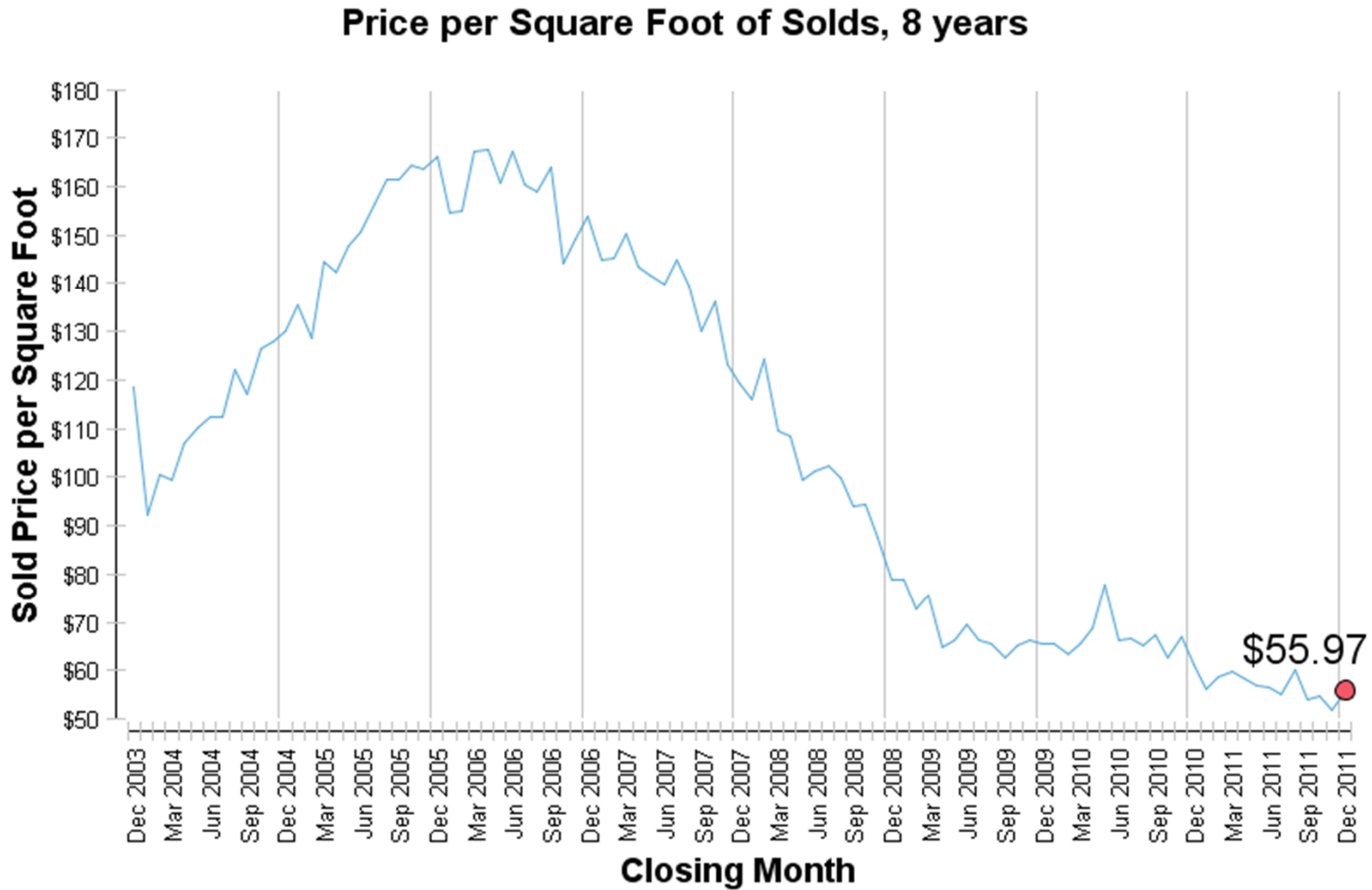
December, 2011

### Median Sales Price, 8 years



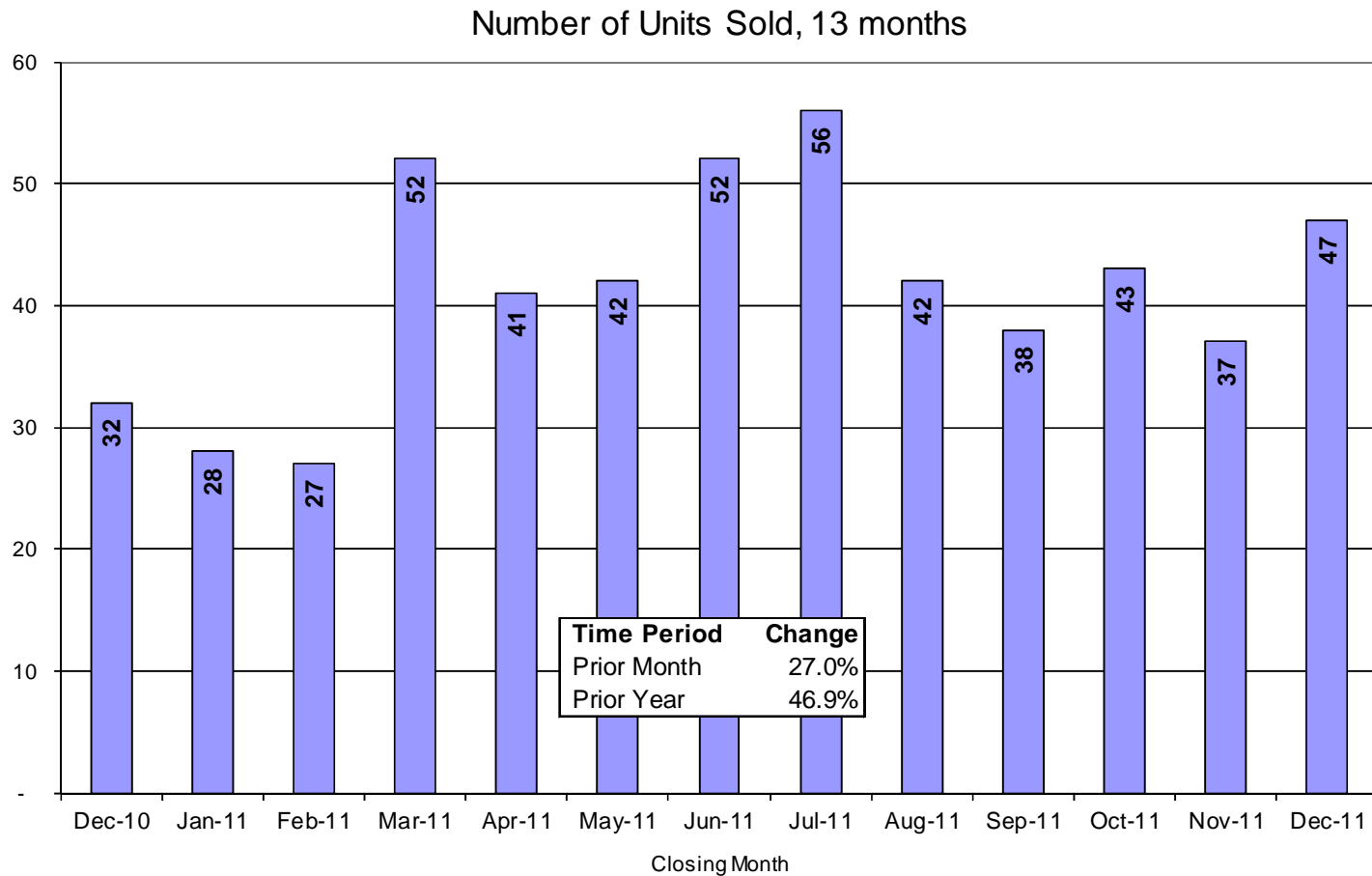
# Price per Square Foot of Solds

December, 2011



# Summary: Number of Units Sold

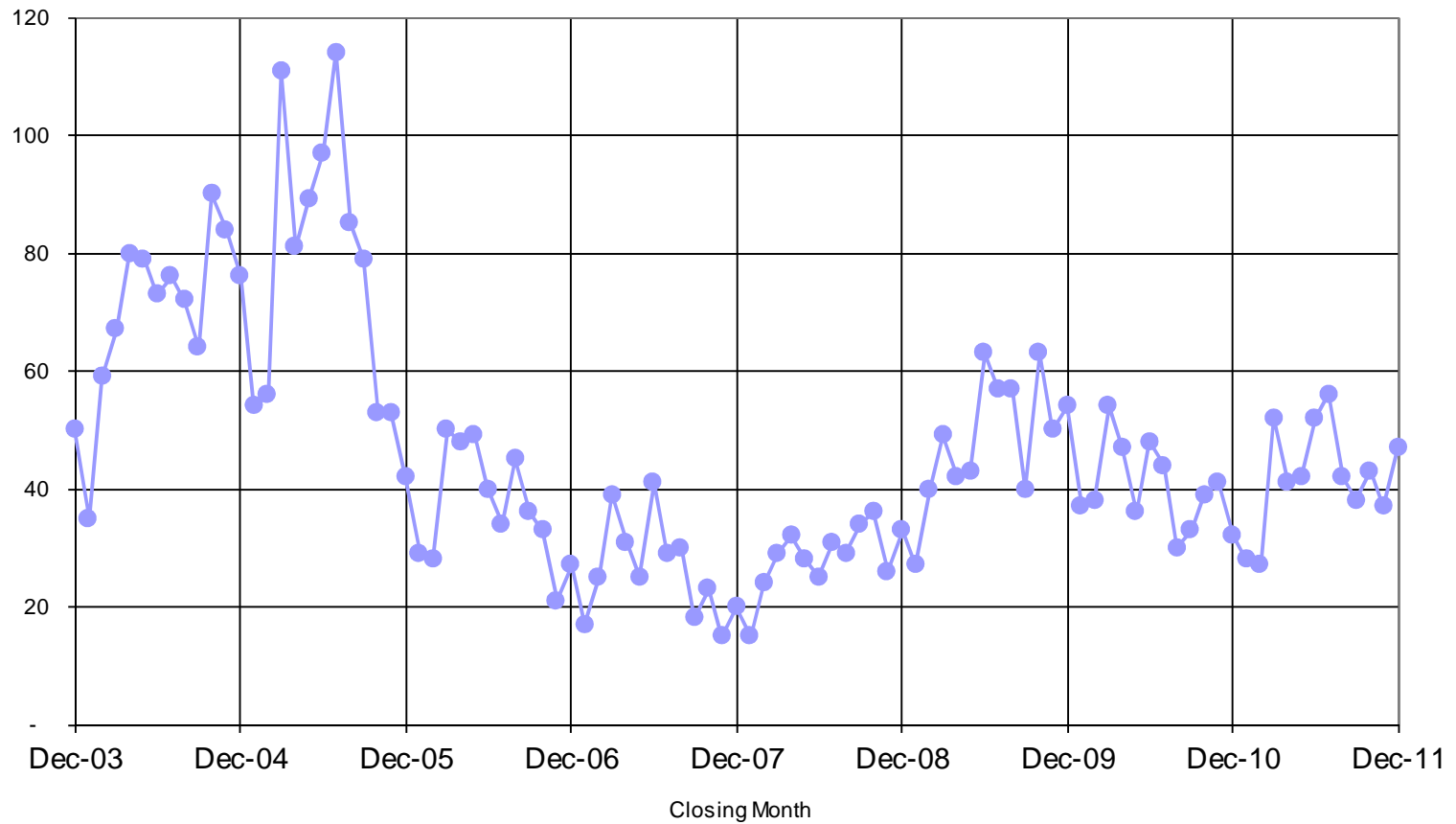
December, 2011



# Summary: Number of Units Sold

December, 2011

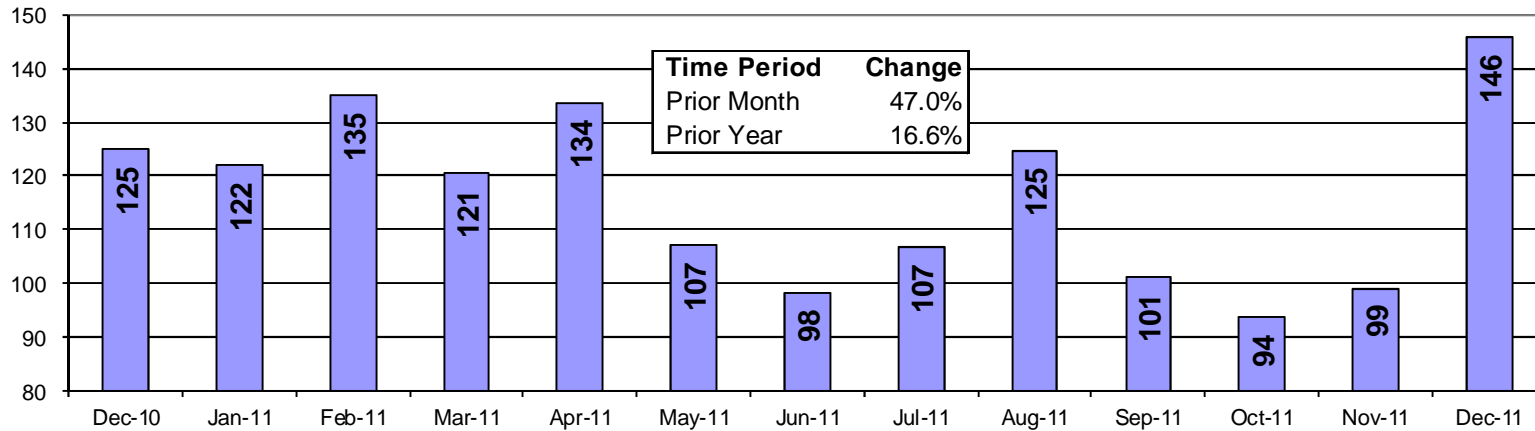
Number of Units Sold, 8 years



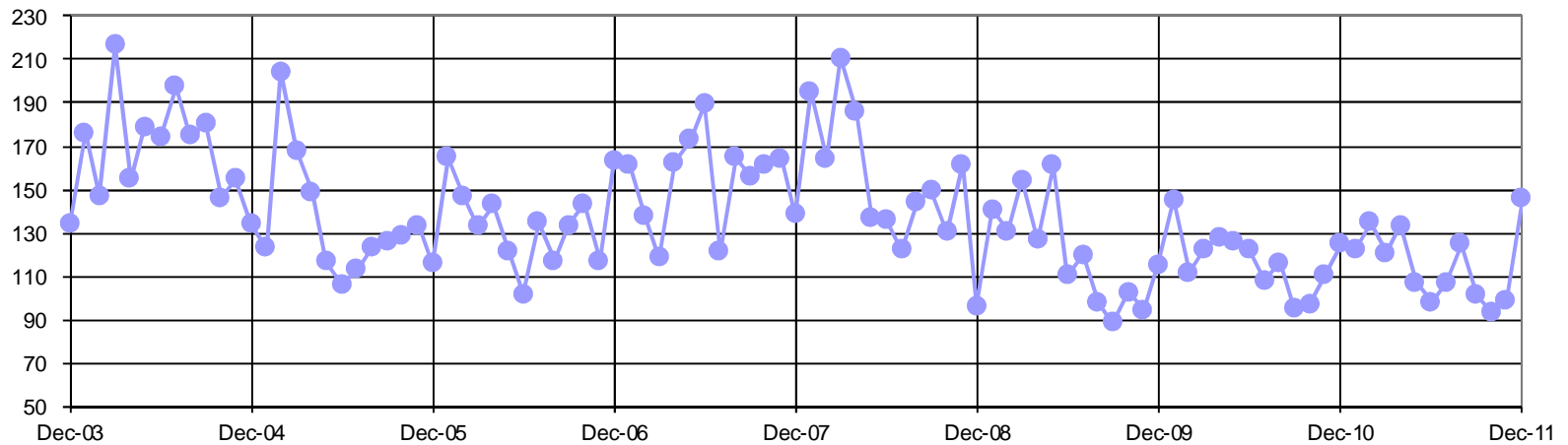
# Summary: Average Days on Market

December, 2011

Average Days on Market for Solds, 13 months

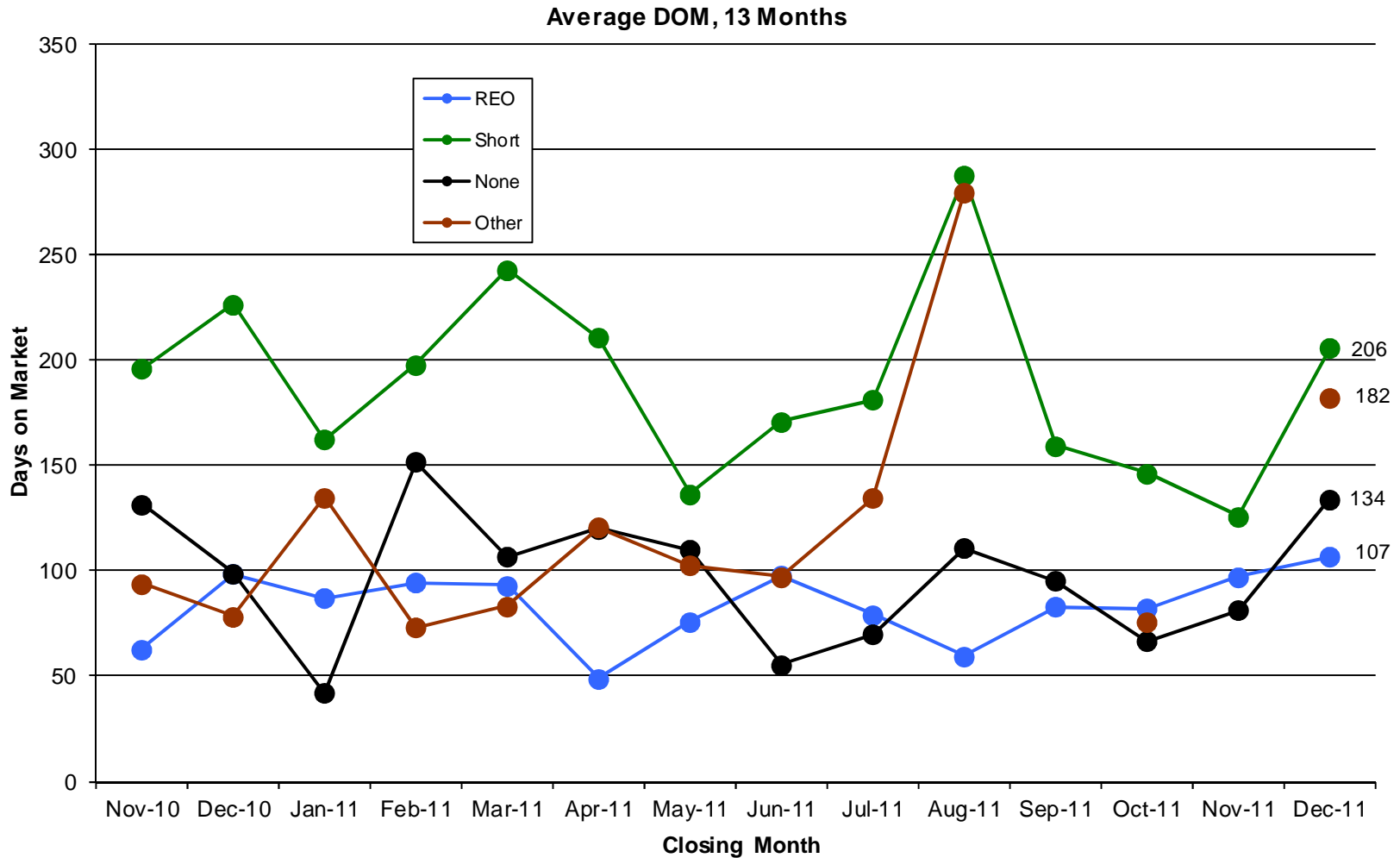


Average Days on Market for Solds, 8 years



# Summary: Days on Market by Special Conditions

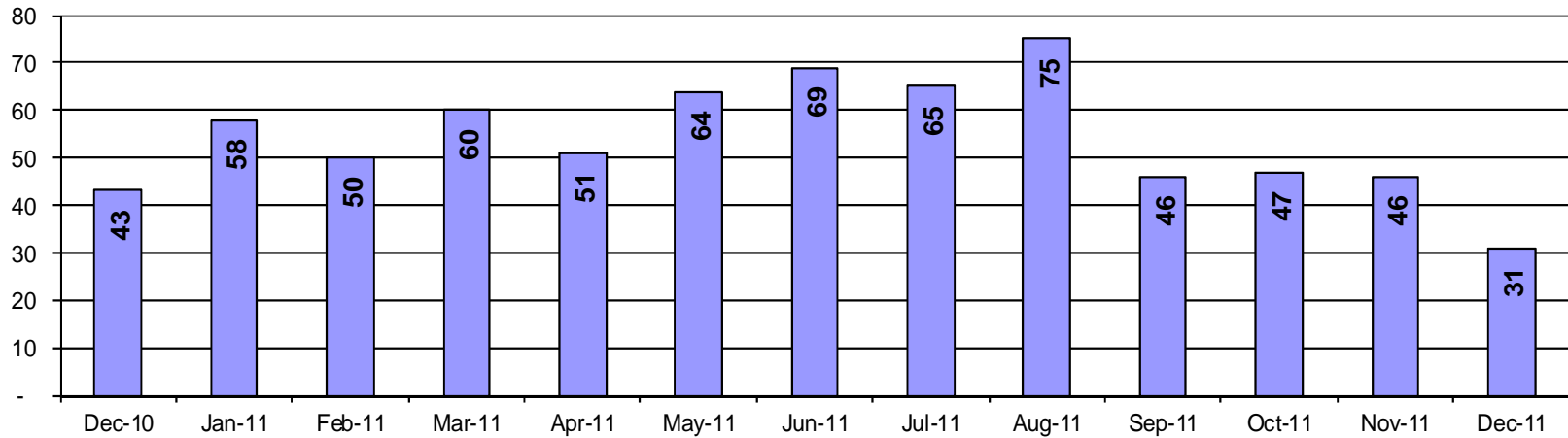
December, 2011



# Summary: New Listings

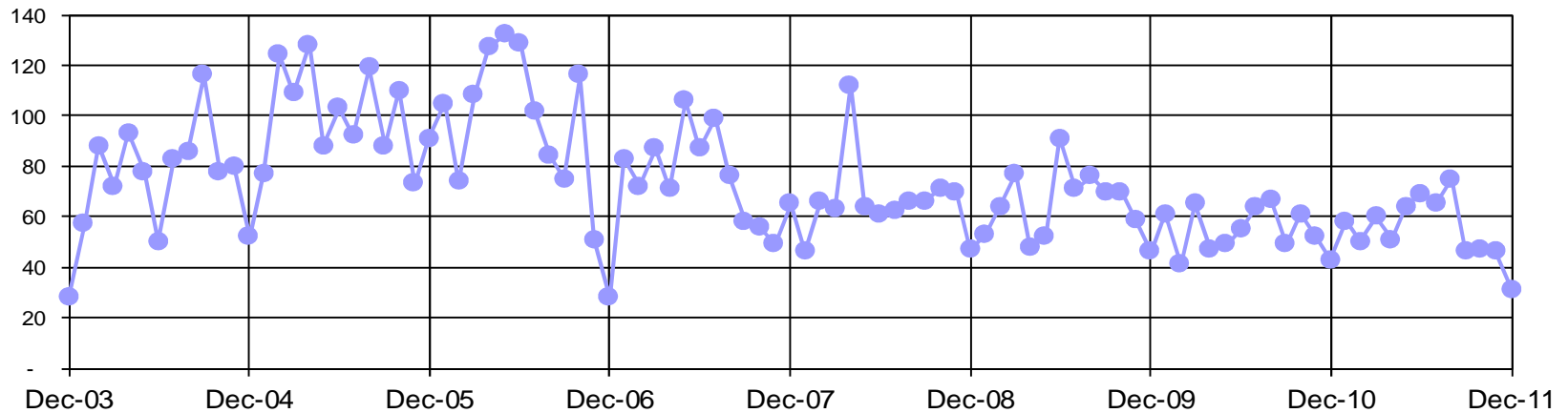
December, 2011

New Listings by Month, 13 months



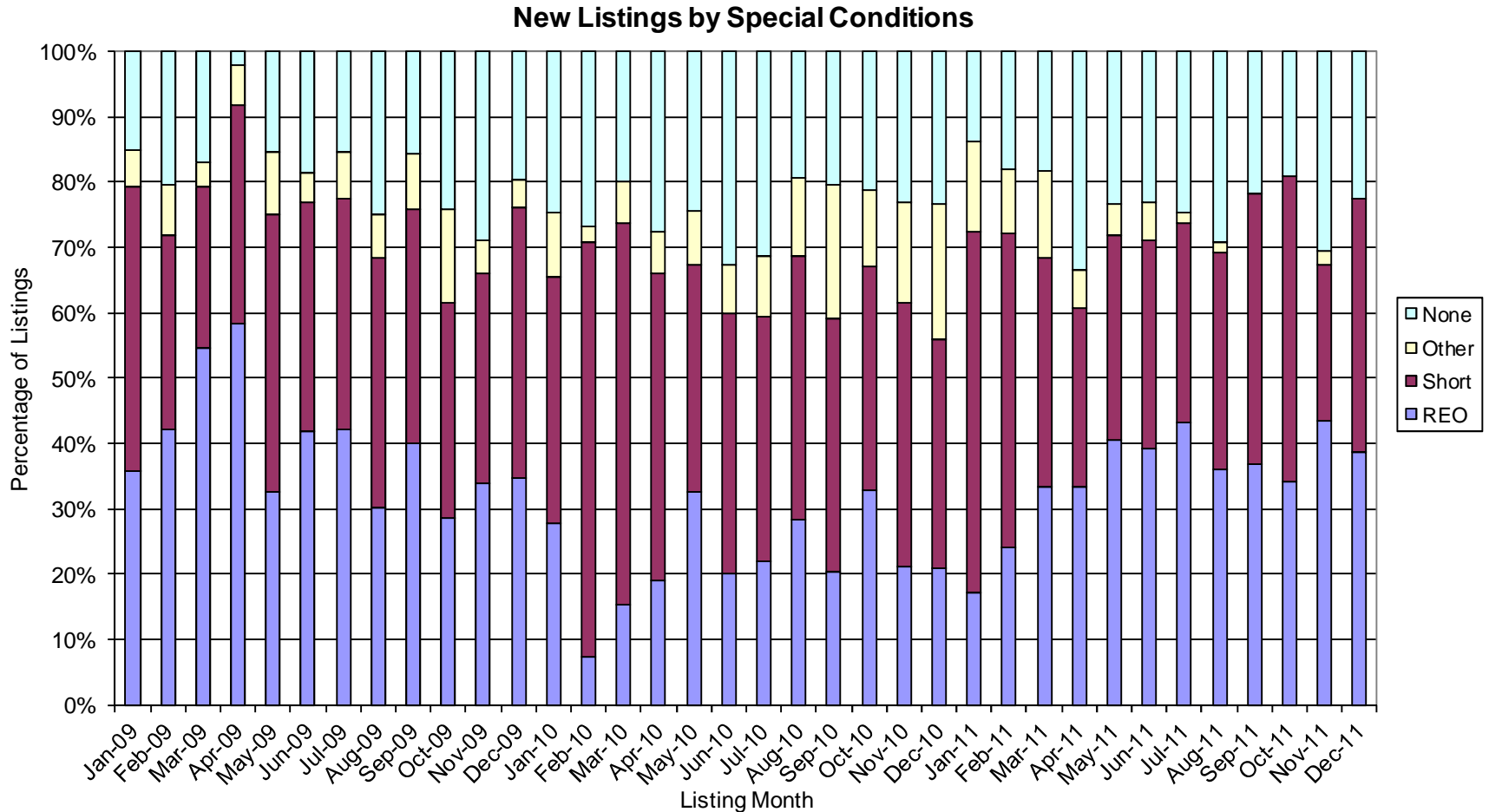
Time Period	Change
Prior Month	-32.6%
Prior Year	-27.9%

New Listings by Month, 8 years

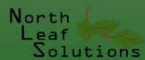


# Distressed Listings

December, 2011

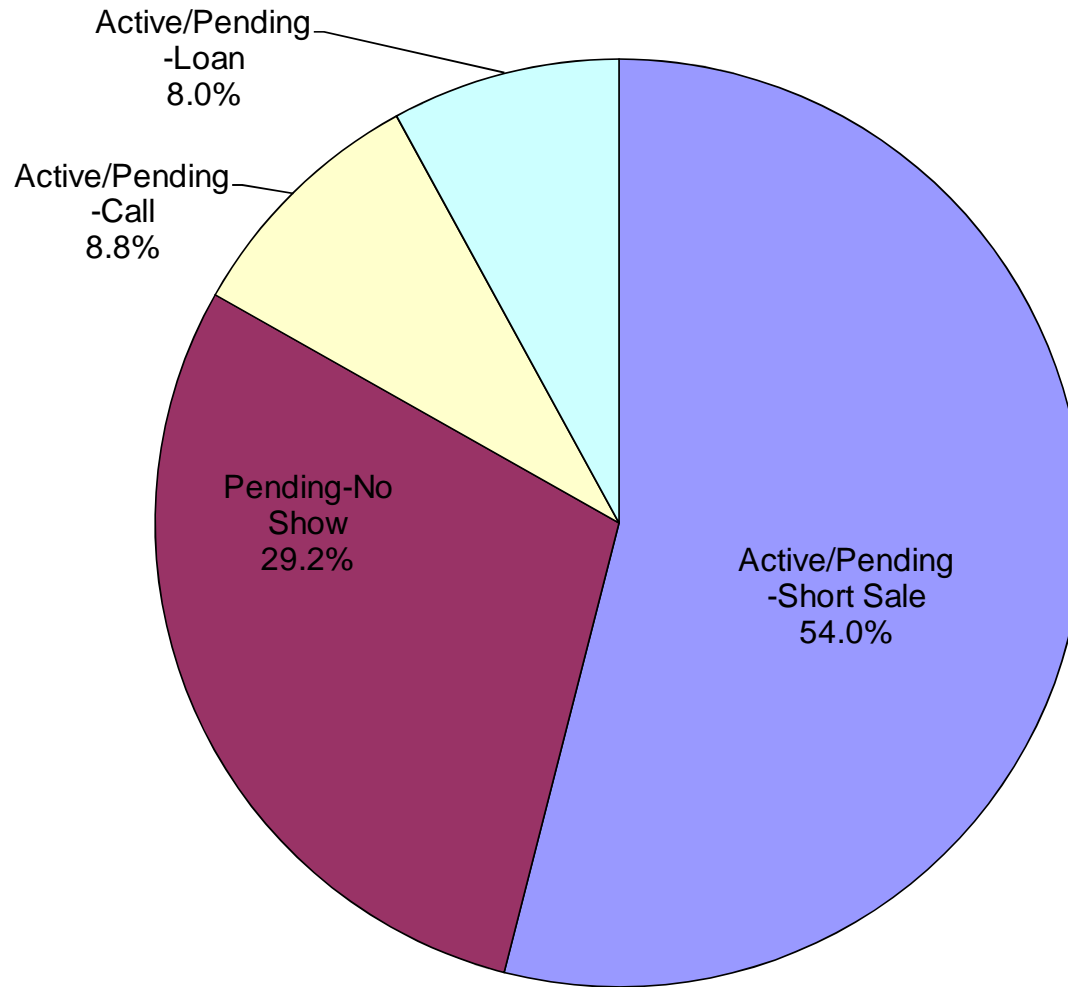


*Distressed New Listings include Fannie Mae, Freddie Mac, HUD, and any bank-owned listing.  
Distressed listing data considered reliable from January 2009 forward.*



# Status of Pendings

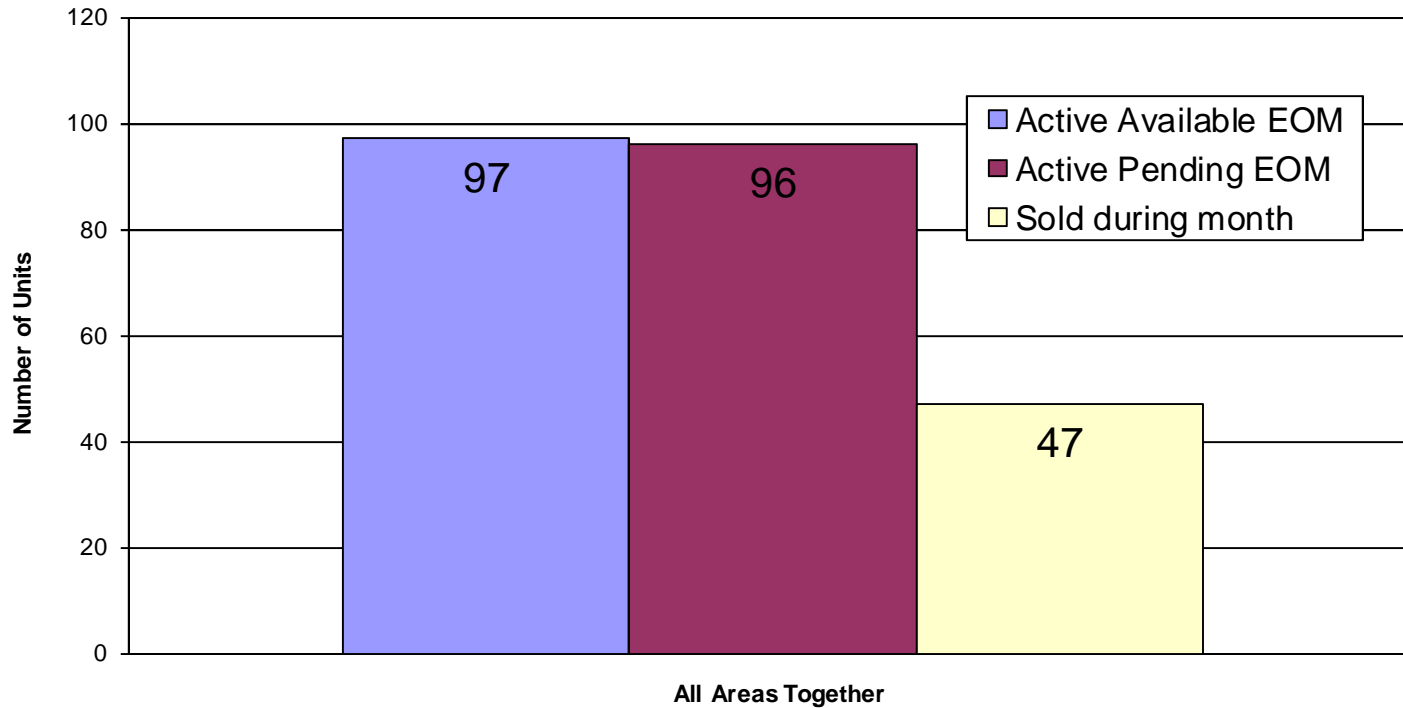
December, 2011



# Current Months Supply of Inventory

December, 2011

$(97 + 96) \text{ available} / 47 \text{ units sold} = 4.1 \text{ months of inventory}$



*Unsold Inventory includes Active Pendings. This method of reporting absorption follows the industry standard and includes pendings in Active Inventory.*

*Absorption or Months Supply of Inventory is defined as the number of months it would take to absorb the units available for sale.*

*The National Association of REALTORS® describes a balanced market as between 5 and 7 months supply of inventory.*