

# Market Dynamics

## Median Price (Sold)

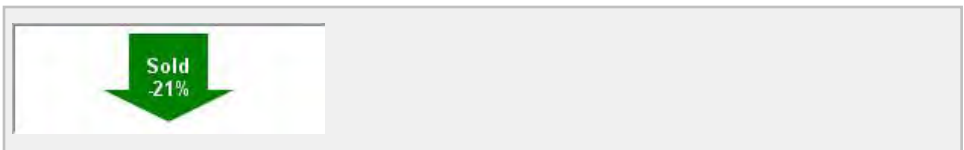
### 2 Years (Monthly) 01/01/08 - 01/31/10

RE/MAX Realty Affiliates-reno



#### KEY INFORMATION

	Jan-08	Jan-10	Median Price Change	Percent Change
Sold	317,500	249,900	-67,600	-21.3



MLS: NNRMLS	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Site/Stick Built)					Sq Ft: All
Cities:	Gardnerville, Genoa, Minden, Gardnerville					

**Market Dynamics**  
**Median Price (Sold)**  
**2 Years (Monthly) 01/01/08 - 01/31/10**

**RE/MAX Realty Affiliates-reno**

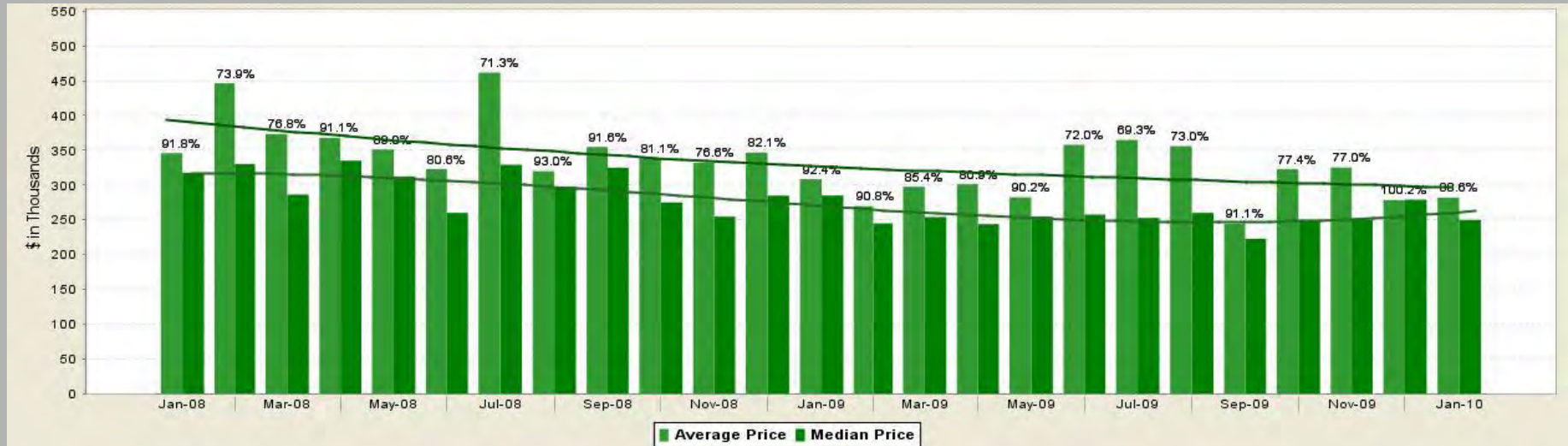
Time Period	FOR SALE		UNDER CONTRACT		SOLD		EXPIRED		NEW LISTINGS	
	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties
Jan-10	369,000	449	219,500	50	249,900	19	448,500	36	279,000	69
Dec-09	370,000	457	259,900	29	279,000	40	354,000	48	249,900	37
Nov-09	373,150	497	299,000	31	250,500	48	382,000	46	304,450	56
Oct-09	377,000	532	277,700	54	249,900	51	499,000	37	345,000	75
Sep-09	369,900	545	235,000	41	222,750	45	329,000	47	299,000	91
Aug-09	373,150	537	271,700	58	260,000	41	345,000	25	277,450	66
Jul-09	374,900	573	269,450	44	252,750	52	377,450	58	298,500	118
Jun-09	394,500	538	257,325	50	257,500	52	399,000	33	294,000	86
May-09	397,000	529	285,000	47	254,500	34	391,995	30	349,945	78
Apr-09	395,000	522	272,450	40	243,750	36	409,000	31	299,888	72
Mar-09	398,324	546	237,450	46	254,000	39	466,000	50	339,950	80
Feb-09	398,324	552	242,500	37	244,900	23	520,000	49	307,450	70
Jan-09	399,900	570	249,500	23	285,000	17	479,000	65	299,900	64
Dec-08	420,000	582	299,000	25	284,810	37	475,000	51	294,450	62
Nov-08	429,250	608	290,000	32	254,500	24	462,000	56	375,000	59
Oct-08	429,500	623	253,950	22	275,000	23	394,450	52	333,745	64
Sep-08	439,000	639	339,000	33	325,000	51	450,000	47	377,000	84
Aug-08	429,831	654	314,500	44	297,500	36	489,000	55	384,450	90
Jul-08	425,000	651	275,000	35	329,000	37	359,375	52	352,000	92
Jun-08	439,000	647	399,000	35	260,000	42	495,500	53	354,000	102
May-08	439,000	626	294,900	43	312,500	34	459,394	38	449,990	97
Apr-08	409,000	618	310,000	43	335,000	36	332,950	46	329,000	87
Mar-08	415,000	590	337,750	26	286,450	30	399,000	33	344,900	93
Feb-08	422,250	578	375,990	39	330,000	31	472,000	42	425,990	77
Jan-08	425,495	592	304,950	32	317,500	20	499,900	59	435,000	73

# Market Dynamics

## Sold Average vs. Median Price

### 2 Years (Monthly) 01/01/08 - 01/31/10

RE/MAX Realty Affiliates-reno



#### KEY INFORMATION

	Jan-08	Jan-10	Price Change	Percent Change
Average	345,791	281,911	-63,880	-18.5
Median	317,500	249,900	-67,600	-21.3



MLS: NNRMLS	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Site/Stick Built)					Sq Ft: All
Cities:	Gardnervil, Genoa, Minden, Gardnerville					

**Market Dynamics**  
**Sold Average vs. Median Price**  
**2 Years (Monthly) 01/01/08 - 01/31/10**

**RE/MAX Realty Affiliates-reno**

<b>Time Period</b>	<b># Properties Sold</b>	<b>Sold Average \$</b>	<b>Sold Median \$</b>	<b>Average \$ - Median \$</b>	<b>Median \$ as % of Average \$</b>	<b>Sold Avg DOM</b>
Jan-10	19	281,911	249,900	32,011	88.6	111
Dec-09	40	278,490	279,000	-510	100.2	136
Nov-09	48	325,161	250,500	74,661	77.0	152
Oct-09	51	322,671	249,900	72,771	77.4	101
Sep-09	45	244,438	222,750	21,688	91.1	104
Aug-09	41	355,952	260,000	95,952	73.0	138
Jul-09	52	364,817	252,750	112,067	69.3	138
Jun-09	52	357,821	257,500	100,321	72.0	158
May-09	34	282,300	254,500	27,800	90.2	161
Apr-09	36	301,157	243,750	57,407	80.9	90
Mar-09	39	297,564	254,000	43,564	85.4	81
Feb-09	23	269,692	244,900	24,792	90.8	77
Jan-09	17	308,381	285,000	23,381	92.4	137
Dec-08	37	346,785	284,810	61,975	82.1	131
Nov-08	24	332,151	254,500	77,651	76.6	190
Oct-08	23	338,953	275,000	63,953	81.1	94
Sep-08	51	354,629	325,000	29,629	91.6	91
Aug-08	36	319,914	297,500	22,414	93.0	135
Jul-08	37	461,569	329,000	132,569	71.3	160
Jun-08	42	322,737	260,000	62,737	80.6	105
May-08	34	351,104	312,500	38,604	89.0	104
Apr-08	36	367,915	335,000	32,915	91.0	115
Mar-08	30	373,190	286,450	86,740	76.8	162
Feb-08	31	446,336	330,000	116,336	73.9	151
Jan-08	20	345,791	317,500	28,291	91.8	134

# Market Dynamics

## Average \$/SQFT (Sold)

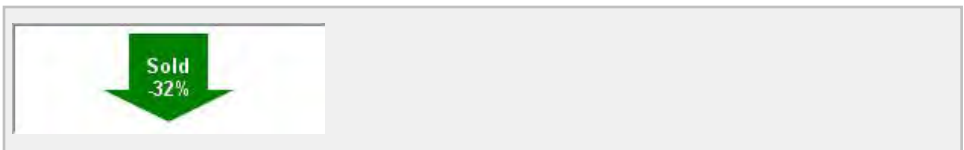
### 2 Years (Monthly) 01/01/08 - 01/31/10

RE/MAX Realty Affiliates-reno



#### KEY INFORMATION

	Jan-08	Jan-10	Change	Percent Change
Sold \$/SQFT	182	123	-59	-32.2



MLS: NNRMLS	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Site/Stick Built)					Sq Ft: All
Cities:	Gardnerville, Genoa, Minden, Gardnerville					

**Market Dynamics**  
**Average \$/SQFT (Sold)**  
**2 Years (Monthly) 01/01/08 - 01/31/10**

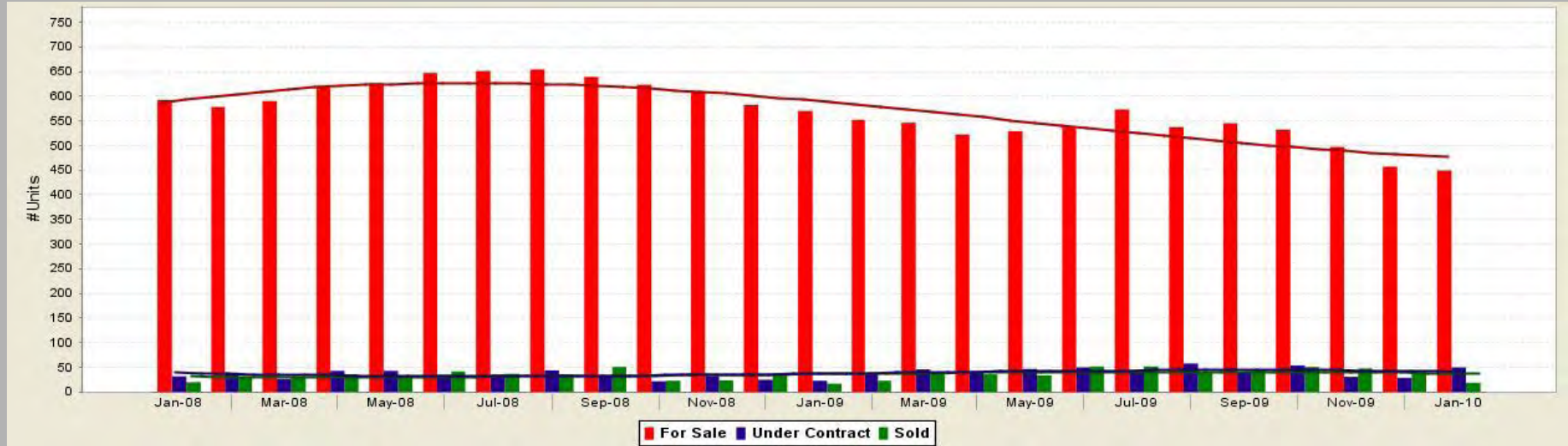
**RE/MAX Realty Affiliates-reno**

Time Period	FOR SALE				UNDER CONTRACT				SOLD				EXPIRED				NEW LISTINGS			
	#	Avg \$	Avg SQFT	\$/SQFT	#	Avg \$	Avg SQFT	\$/SQFT	#	Avg \$	Avg SQFT	\$/SQFT	#	Avg \$	Avg SQFT	\$/SQFT	#	Avg \$	Avg SQFT	\$/SQFT
Jan-10	449	494,440	2,488	199	50	255,199	1,944	131	19	281,911	2,287	123	36	555,648	2,646	210	69	388,942	2,204	176
Dec-09	457	496,865	2,497	200	29	304,986	2,112	144	40	278,490	2,083	134	48	480,339	2,393	201	37	316,743	2,131	149
Nov-09	497	498,516	2,501	200	31	311,679	2,169	144	48	325,161	2,245	145	46	494,621	2,470	200	56	419,912	2,275	185
Oct-09	532	494,849	2,515	197	54	354,177	2,336	152	51	322,671	2,147	150	37	537,484	2,586	208	75	404,690	2,342	173
Sep-09	545	484,082	2,465	197	41	270,065	1,865	145	45	244,438	1,876	130	47	422,208	2,235	189	91	379,910	2,119	179
Aug-09	537	483,534	2,488	195	58	334,584	2,172	154	41	355,952	2,285	156	25	439,972	2,369	186	66	375,015	2,249	167
Jul-09	573	478,580	2,459	195	44	323,581	2,101	154	52	364,817	2,133	171	58	432,446	2,235	193	118	330,791	1,961	169
Jun-09	538	496,012	2,519	197	50	355,946	2,058	173	52	357,821	2,168	165	33	420,117	2,238	188	86	467,214	2,293	204
May-09	529	488,482	2,521	194	47	364,635	2,221	164	34	282,300	1,815	156	30	486,512	2,379	205	78	509,580	2,565	199
Apr-09	522	472,661	2,458	193	40	312,103	1,870	167	36	301,157	2,033	148	31	502,740	2,426	207	72	419,054	2,358	178
Mar-09	546	484,945	2,448	199	46	352,255	2,058	171	39	297,564	1,967	151	50	640,389	2,577	248	80	395,464	2,282	173
Feb-09	552	487,180	2,428	201	37	321,195	1,908	168	23	269,692	1,934	139	49	487,673	2,361	207	70	400,851	2,219	181
Jan-09	570	499,838	2,445	205	23	404,391	2,161	187	17	308,381	1,997	154	65	534,508	2,445	219	64	371,628	2,206	168
Dec-08	582	522,308	2,464	213	25	317,384	1,953	163	37	346,785	2,193	158	51	684,806	2,600	263	62	335,696	2,103	160
Nov-08	608	535,228	2,473	217	32	363,888	2,160	168	24	332,151	2,009	165	56	546,501	2,339	234	59	425,522	2,254	189
Oct-08	623	536,245	2,467	218	22	380,050	2,202	173	23	338,953	2,126	159	52	488,591	2,269	215	64	440,433	2,288	193
Sep-08	639	536,235	2,452	219	33	383,405	2,107	182	51	354,629	2,001	177	47	512,955	2,265	227	84	469,025	2,425	193
Aug-08	654	537,912	2,421	223	44	336,508	1,873	180	36	319,914	1,931	166	55	613,305	2,515	244	90	451,739	2,247	201
Jul-08	651	532,481	2,395	223	35	313,971	1,838	171	37	461,569	2,132	217	52	471,510	2,192	215	92	485,376	2,273	213
Jun-08	647	546,283	2,392	229	35	524,148	2,216	237	42	322,737	1,859	174	53	624,710	2,260	276	102	466,885	2,251	207
May-08	626	545,041	2,370	231	43	354,002	1,894	187	34	351,104	2,034	173	38	530,279	2,225	238	97	513,255	2,307	223
Apr-08	618	529,812	2,331	228	43	362,541	2,025	179	36	367,915	1,936	190	46	444,007	2,050	217	87	408,856	2,067	198
Mar-08	590	538,080	2,334	231	26	345,855	1,831	189	30	373,190	1,944	192	33	503,696	2,078	242	93	467,134	2,192	213
Feb-08	578	553,586	2,346	237	39	431,468	2,119	204	31	446,336	2,171	206	42	693,366	2,375	292	77	453,970	2,192	207
Jan-08	592	570,820	2,356	243	32	396,474	1,937	205	20	345,791	1,902	182	59	681,715	2,469	276	73	573,533	2,430	236

## Market Dynamics

### Supply & Demand - # Units (FS, UC, Sold)

#### 2 Years (Monthly) 01/01/08 - 01/31/10



#### KEY INFORMATION

	Jan-08	Jan-10	# Units Change	Percent Change
For Sale	592	449	-143	-24.2
Under Contract	32	50	18	56.2
Sold	20	19	-1	-5.0



MLS: NNRMLS	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Site/Stick Built)					Sq Ft: All
Cities:	Gardnerville, Genoa, Minden, Gardnerville					

**Market Dynamics**  
**Supply & Demand - # Units (FS, UC, Sold)**  
**2 Years (Monthly) 01/01/08 - 01/31/10**

**RE/MAX Realty Affiliates-reno**

Time Period	FOR SALE		UNDER CONTRACT		SOLD		EXPIRED		NEW LISTINGS
	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties
Jan-10	449	259	50	149	19	111	36	264	69
Dec-09	457	284	29	142	40	136	48	232	37
Nov-09	497	293	31	113	48	152	46	314	56
Oct-09	532	296	54	147	51	101	37	219	75
Sep-09	545	304	41	110	45	104	47	195	91
Aug-09	537	313	58	118	41	138	25	183	66
Jul-09	573	308	44	103	52	138	58	190	118
Jun-09	538	328	50	139	52	158	33	194	86
May-09	529	340	47	119	34	161	30	239	78
Apr-09	522	355	40	157	36	90	31	311	72
Mar-09	546	359	46	129	39	81	50	257	80
Feb-09	552	363	37	99	23	77	49	251	70
Jan-09	570	366	23	118	17	137	65	228	64
Dec-08	582	368	25	118	37	131	51	217	62
Nov-08	608	363	32	132	24	190	56	218	59
Oct-08	623	359	22	120	23	94	52	197	64
Sep-08	639	357	33	115	51	91	47	219	84
Aug-08	654	347	44	94	36	135	55	217	90
Jul-08	651	349	35	153	37	160	52	207	92
Jun-08	647	353	35	152	42	105	53	221	102
May-08	626	362	43	102	34	104	38	246	97
Apr-08	618	360	43	123	36	115	46	190	87
Mar-08	590	370	26	113	30	162	33	195	93
Feb-08	578	374	39	127	31	151	42	202	77
Jan-08	592	373	32	161	20	134	59	222	73

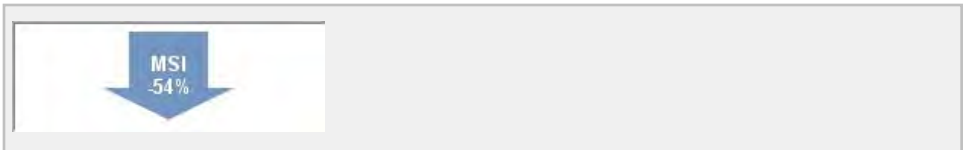
## Market Dynamics

### Months Supply of Inventory (MSI) 2 Years (Monthly) 01/01/08 - 01/31/10



#### KEY INFORMATION

	Jan-08	Jan-10	Change	Percent Change
MSI	16	7	-8	-53.6



MLS: NNRMLS	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Site/Stick Built)					Sq Ft: All
Cities:	Gardnervil, Genoa, Minden, Gardnerville					

# Market Dynamics

## Months Supply of Inventory (MSI)

### 2 Years (Monthly) 01/01/08 - 01/31/10

RE/MAX Realty Affiliates-reno

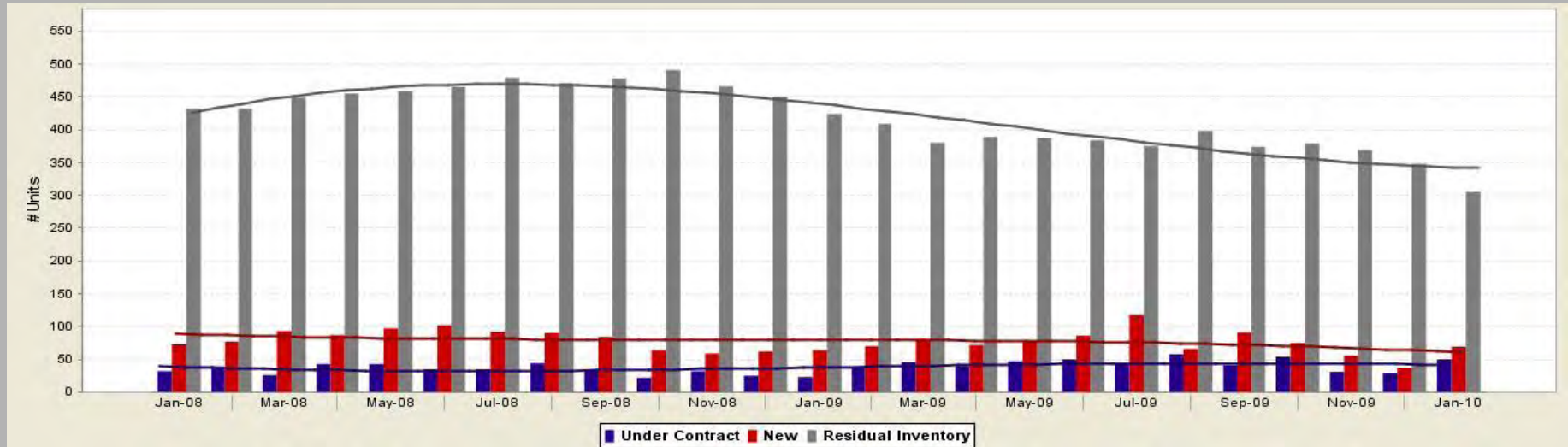
<b>Time Period</b>	<b>Months Supply of Inventory</b>	<b>NAR MSI</b>	<b># Properties For Sale Last Day of Month</b>	<b># Properties Under Contract</b>	<b>Under Contract Average DOM</b>	<b># Properties Sold</b>
Jan-10	7.3	19.1	363	50	149	19
Dec-09	13.1	9.5	380	29	142	40
Nov-09	13.5	8.8	420	31	113	48
Oct-09	8.2	8.6	441	54	147	51
Sep-09	11.1	10.2	457	41	110	45
Aug-09	7.8	11.1	454	58	118	41
Jul-09	10.7	9.1	471	44	103	52
Jun-09	9.1	8.8	455	50	139	52
May-09	9.6	13.3	452	47	119	34
Apr-09	11.3	12.5	451	40	157	36
Mar-09	9.8	11.5	450	46	129	39
Feb-09	12.6	20.3	466	37	99	23
Jan-09	21.0	28.4	482	23	118	17
Dec-08	20.2	13.7	506	25	118	37
Nov-08	16.2	21.7	520	32	132	24
Oct-08	25.0	23.9	549	22	120	23
Sep-08	16.9	11.0	559	33	115	51
Aug-08	12.6	15.4	555	44	94	36
Jul-08	16.1	15.2	564	35	153	37
Jun-08	16.0	13.3	559	35	152	42
May-08	12.7	16.0	545	43	102	34
Apr-08	12.3	14.7	529	43	123	36
Mar-08	20.4	17.7	531	26	113	30
Feb-08	12.7	16.0	497	39	127	31
Jan-08	15.7	25.1	501	32	161	20

# Market Dynamics

## Basic Absorption

### 2 Years (Monthly) 01/01/08 - 01/31/10

RE/MAX Realty Affiliates-reno



#### KEY INFORMATION

	Jan-08	Jan-10	Change	Percent Change
Under Contract	32	50	18	56.2
New	73	69	-4	-5.5
Residual Inventory	432	305	-127	-29.4



MLS: NNRMLS	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Site/Stick Built)					Sq Ft: All
Cities:	Gardnervil, Genoa, Minden, Gardnerville					

**Market Dynamics**  
**Basic Absorption**  
**2 Years (Monthly) 01/01/08 - 01/31/10**

**RE/MAX Realty Affiliates-reno**

<b>Time Period</b>	<b># Properties Under Contract</b>	<b># New Properties Listed</b>	<b># Residual Inventory Properties</b>	<b>Under Contract / New %</b>	<b>Under Contract / Residual Inventory %</b>
Jan-10	50	69	305	72.46	16.39
Dec-09	29	37	348	78.38	8.33
Nov-09	31	56	369	55.36	8.40
Oct-09	54	75	379	72.00	14.25
Sep-09	41	91	374	45.05	10.96
Aug-09	58	66	398	87.88	14.57
Jul-09	44	118	375	37.29	11.73
Jun-09	50	86	384	58.14	13.02
May-09	47	78	387	60.26	12.14
Apr-09	40	72	389	55.56	10.28
Mar-09	46	80	380	57.50	12.11
Feb-09	37	70	409	52.86	9.05
Jan-09	23	64	424	35.94	5.42
Dec-08	25	62	450	40.32	5.56
Nov-08	32	59	466	54.24	6.87
Oct-08	22	64	491	34.38	4.48
Sep-08	33	84	478	39.29	6.90
Aug-08	44	90	471	48.89	9.34
Jul-08	35	92	479	38.04	7.31
Jun-08	35	102	465	34.31	7.53
May-08	43	97	459	44.33	9.37
Apr-08	43	87	455	49.43	9.45
Mar-08	26	93	449	27.96	5.79
Feb-08	39	77	432	50.65	9.03
Jan-08	32	73	432	43.84	7.41

# Market Dynamics

## Percent Under Contract (UC) 2 Years (Monthly) 01/01/08 - 01/31/10

RE/MAX Realty Affiliates-reno



### KEY INFORMATION

	Jan-08	Jan-10	# Units Change	Percent Change
For Sale	592	449	-143	-24.2
Under Contract	32	50	18	56.2
% Under Contract	0	0	0	106.0



MLS: NNRMLS	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Site/Stick Built)					Sq Ft: All
Cities:	Gardnervil, Genoa, Minden, Gardnerville					

**Market Dynamics**  
**Percent Under Contract (UC)**  
**2 Years (Monthly) 01/01/08 - 01/31/10**

RE/MAX Realty Affiliates-reno

<b>Time Period</b>	<b># Properties For Sale</b>	<b># Properties Under Contract</b>	<b>% of Properties Under Contract</b>
Jan-10	449	50	11.1
Dec-09	457	29	6.4
Nov-09	497	31	6.2
Oct-09	532	54	10.2
Sep-09	545	41	7.5
Aug-09	537	58	10.8
Jul-09	573	44	7.7
Jun-09	538	50	9.3
May-09	529	47	8.9
Apr-09	522	40	7.7
Mar-09	546	46	8.4
Feb-09	552	37	6.7
Jan-09	570	23	4.0
Dec-08	582	25	4.3
Nov-08	608	32	5.3
Oct-08	623	22	3.5
Sep-08	639	33	5.2
Aug-08	654	44	6.7
Jul-08	651	35	5.4
Jun-08	647	35	5.4
May-08	626	43	6.9
Apr-08	618	43	7.0
Mar-08	590	26	4.4
Feb-08	578	39	6.8
Jan-08	592	32	5.4