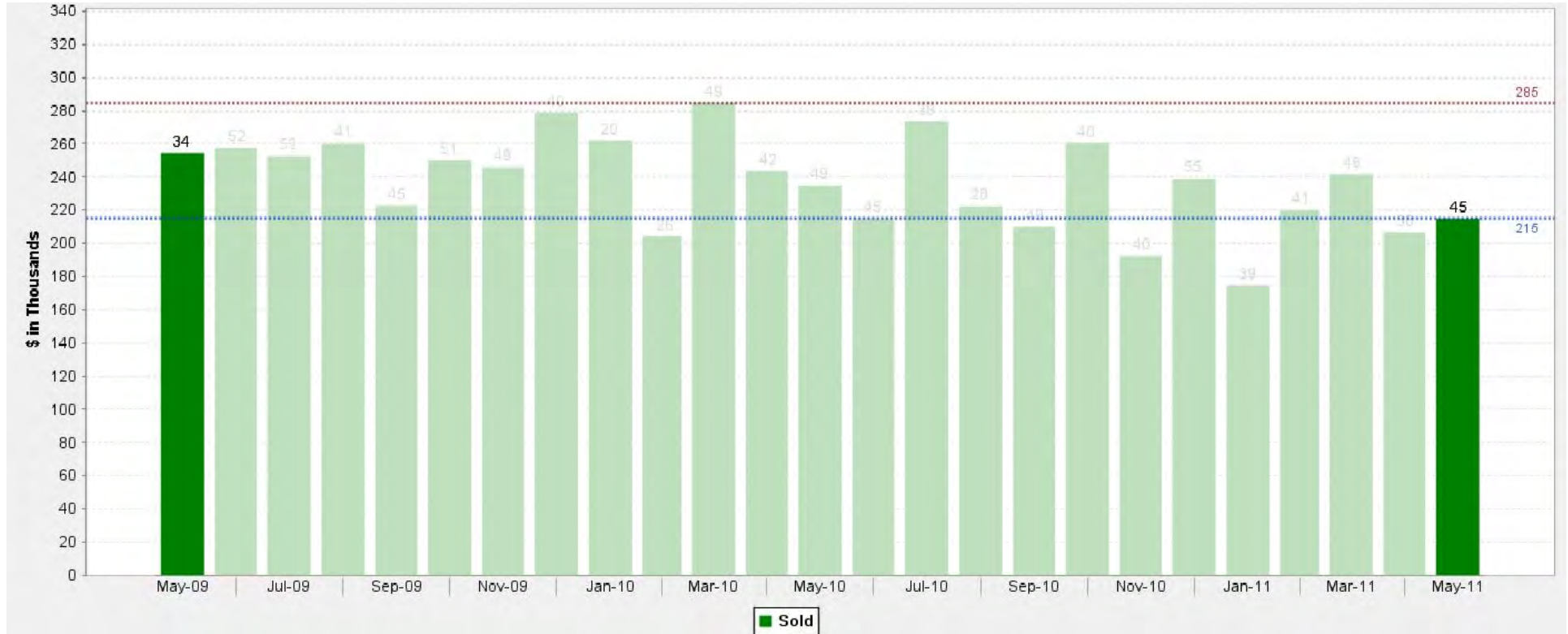


# Market Dynamics

## Median Price (Sold)

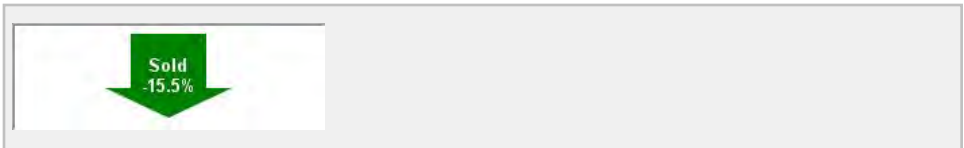
### 2 Years (Monthly) 05/01/09 - 05/31/11

RE/MAX Realty Affiliates-reno



#### KEY INFORMATION

	May-09	May-11	Median Price Change	Percent Change
Sold	254,500	215,000	-39,500	-15.5



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) 05/01/09 - 05/31/11**

**RE/MAX Realty Affiliates-reno**

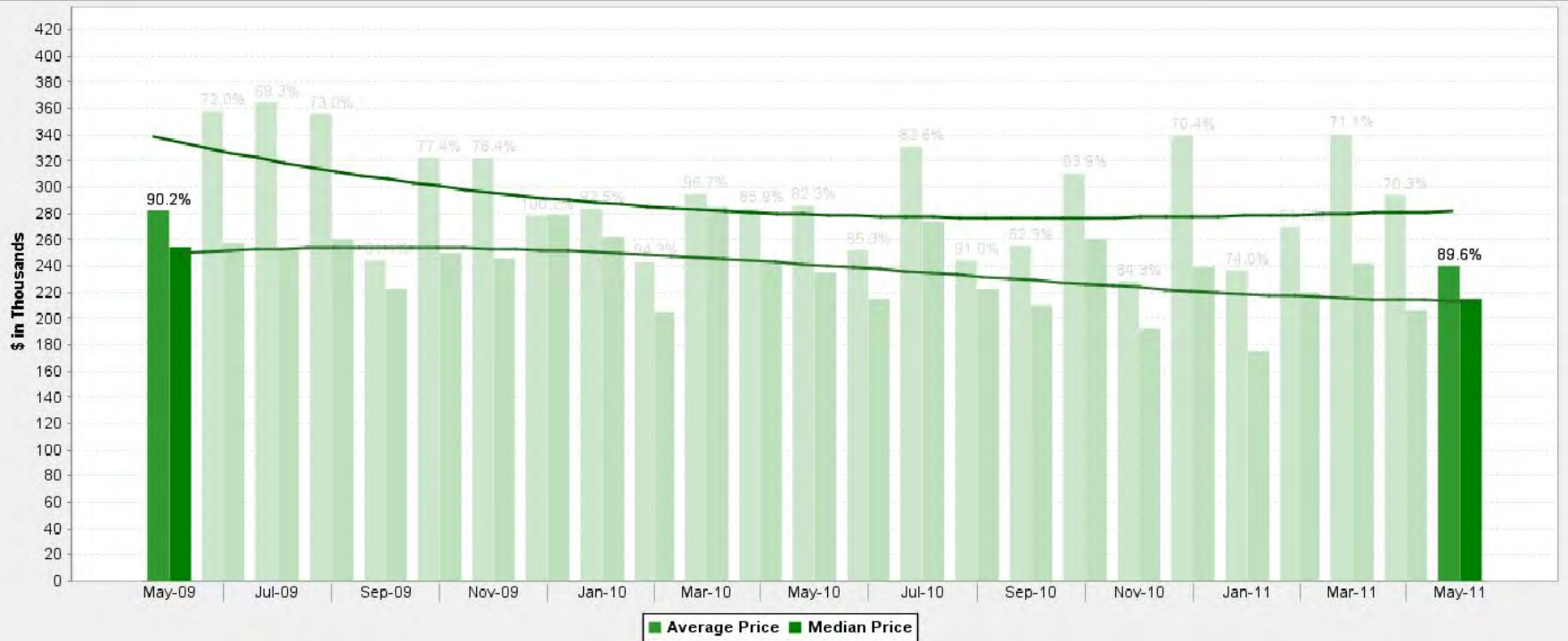
Time Period	FOR SALE		UNDER CONTRACT		SOLD		EXPIRED		NEW LISTINGS	
	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties
May-11	299,000	402	229,000	67	215,000	45	299,000	21	288,875	82
Apr-11	292,900	404	217,000	53	206,500	38	258,000	31	249,000	83
Mar-11	292,900	402	199,900	45	242,000	46	236,500	36	209,900	62
Feb-11	295,000	405	241,950	44	220,000	41	249,000	21	229,000	44
Jan-11	295,000	449	195,000	51	174,900	39	329,000	37	214,000	95
Dec-10	299,000	430	166,900	33	239,000	55	359,000	43	199,900	54
Nov-10	299,900	463	249,450	48	192,500	40	424,000	39	258,000	51
Oct-10	304,995	494	239,000	41	260,500	40	429,000	41	204,900	54
Sep-10	320,000	533	254,500	42	210,000	49	330,000	51	259,000	82
Aug-10	315,000	545	202,500	54	222,500	28	337,250	40	291,950	78
Jul-10	324,900	539	260,000	37	273,500	39	309,750	35	249,500	96
Jun-10	329,000	511	259,250	44	215,000	45	324,450	24	249,000	83
May-10	339,900	503	269,450	40	235,000	49	389,000	35	319,950	94
Apr-10	337,775	480	229,000	36	243,500	42	372,250	35	267,500	96
Mar-10	333,750	464	234,900	55	285,000	49	365,000	25	242,500	80
Feb-10	349,990	447	299,250	40	204,500	26	370,000	23	289,000	53
Jan-10	359,990	457	250,000	31	262,200	20	472,000	32	240,000	69
Dec-09	363,950	458	259,900	25	279,000	40	359,000	45	245,000	37
Nov-09	369,999	495	289,900	29	246,000	49	379,000	45	291,450	56
Oct-09	373,150	531	265,500	55	249,900	51	499,000	37	337,000	76
Sep-09	362,900	546	237,000	44	222,750	45	329,000	47	250,000	91
Aug-09	370,000	536	275,900	57	260,000	41	362,000	24	277,450	66
Jul-09	371,125	572	269,450	44	252,750	52	377,450	58	289,000	118
Jun-09	394,500	538	259,900	51	257,500	52	399,000	33	277,925	86
May-09	399,000	530	277,450	48	254,500	34	391,995	30	349,495	78

# Market Dynamics

## Sold Average vs. Median Price

### 2 Years (Monthly) 05/01/09 - 05/31/11

RE/MAX Realty Affiliates-reno



#### KEY INFORMATION

	May-09	May-11	Price Change	Percent Change
Average	282,300	240,016	-42,284	-15.0
Median	254,500	215,000	-39,500	-15.5



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**  
**Sold Average vs. Median Price**  
**2 Years (Monthly) 05/01/09 - 05/31/11**

**RE/MAX Realty Affiliates-reno**

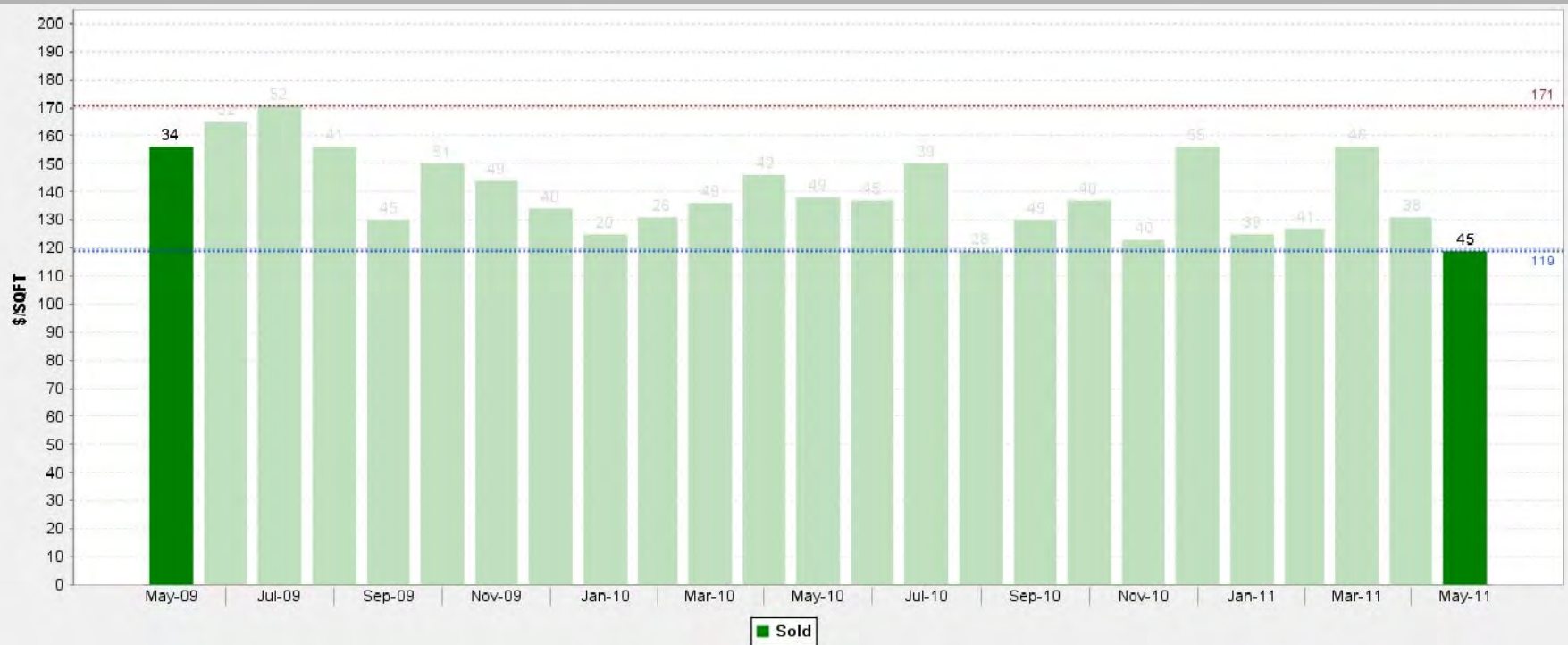
<b>Time Period</b>	<b># Properties Sold</b>	<b>Sold Average \$</b>	<b>Sold Median \$</b>	<b>Average \$ - Median \$</b>	<b>Median \$ as % of Average \$</b>	<b>Sold Avg DOM</b>
May-11	45	240,016	215,000	25,016	89.6	117
Apr-11	38	293,874	206,500	87,374	70.3	90
Mar-11	46	340,261	242,000	98,261	71.1	133
Feb-11	41	269,704	220,000	49,704	81.6	110
Jan-11	39	236,487	174,900	61,587	74.0	187
Dec-10	55	339,400	239,000	100,400	70.4	91
Nov-10	40	228,429	192,500	35,929	84.3	101
Oct-10	40	310,404	260,500	49,904	83.9	152
Sep-10	49	255,293	210,000	45,293	82.3	96
Aug-10	28	244,386	222,500	21,886	91.0	66
Jul-10	39	331,025	273,500	57,525	82.6	139
Jun-10	45	252,167	215,000	37,167	85.3	124
May-10	49	285,696	235,000	50,696	82.3	115
Apr-10	42	283,543	243,500	40,043	85.9	137
Mar-10	49	294,664	285,000	9,664	96.7	172
Feb-10	26	242,728	204,500	38,228	84.2	151
Jan-10	20	283,565	262,200	21,365	92.5	107
Dec-09	40	278,490	279,000	-510	100.2	136
Nov-09	49	322,137	246,000	76,137	76.4	150
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

# Market Dynamics

## Average \$/SQFT (Sold)

### 2 Years (Monthly) 05/01/09 - 05/31/11

RE/MAX Realty Affiliates-reno



#### KEY INFORMATION

	May-09	May-11	Change	Percent Change
Sold \$/SQFT	156	119	-37	-23.7

Sold  
-23.7%

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) 05/01/09 - 05/31/11**

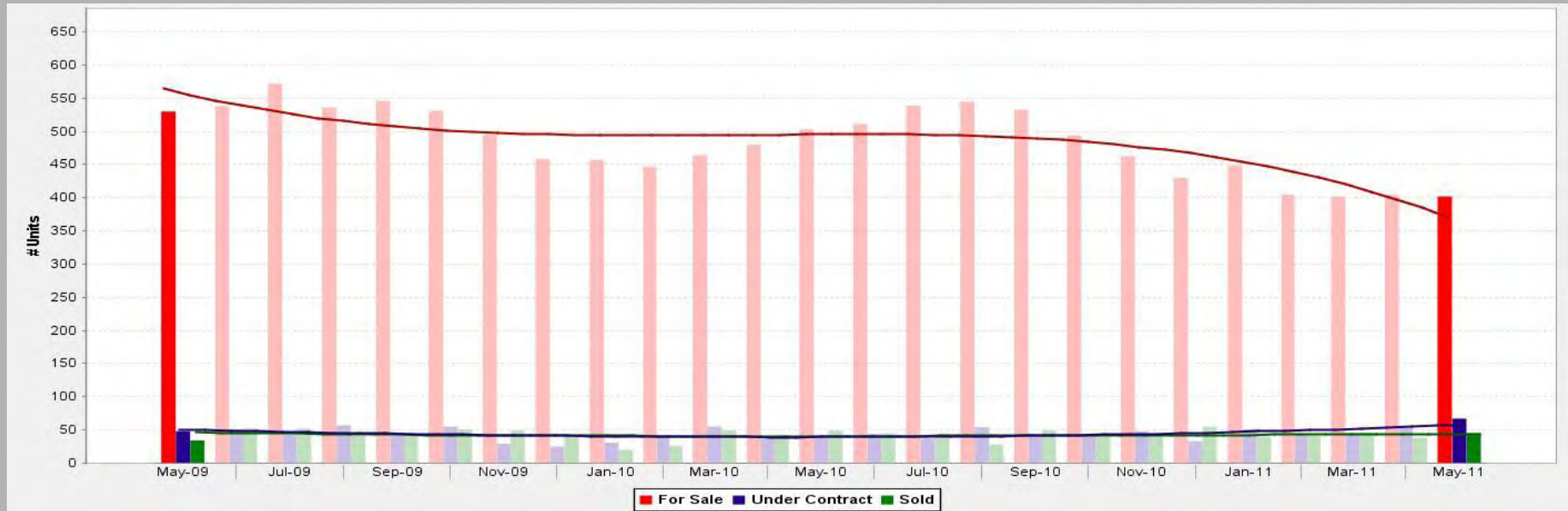
**RE/MAX Realty Affiliates-reno**

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
May-11	402	449,270	2,363	190	67	262,420	2,033	129	45	240,016	2,018	119	21	631,543	2,408	262	82	442,595	2,300	192
Apr-11	404	424,899	2,325	183	53	247,829	1,984	125	38	293,874	2,235	131	31	458,413	2,362	194	83	339,180	2,180	156
Mar-11	402	431,100	2,347	184	45	318,547	2,235	143	46	340,261	2,178	156	36	429,452	2,337	184	62	306,114	2,087	147
Feb-11	405	443,667	2,384	186	44	360,849	2,327	155	41	269,704	2,121	127	21	451,638	2,326	194	44	338,039	2,121	159
Jan-11	449	431,658	2,371	182	51	252,115	2,063	122	39	236,487	1,893	125	37	436,365	2,358	185	95	289,147	2,051	141
Dec-10	430	459,497	2,414	191	33	215,498	1,803	120	55	339,400	2,176	156	43	561,083	2,518	223	54	345,383	1,975	175
Nov-10	463	472,364	2,450	193	48	360,350	2,162	167	40	228,429	1,850	123	39	576,277	2,534	227	51	366,244	2,132	172
Oct-10	494	468,184	2,458	191	41	275,389	1,994	138	40	310,404	2,271	137	41	486,970	2,611	187	54	302,029	1,903	159
Sep-10	533	470,226	2,487	189	42	305,225	2,123	144	49	255,293	1,964	130	51	447,796	2,442	183	82	338,025	2,231	152
Aug-10	545	468,797	2,470	190	54	275,769	2,012	137	28	244,386	2,046	119	40	442,270	2,377	186	78	360,914	2,238	161
Jul-10	539	469,872	2,462	191	37	303,176	2,079	146	39	331,025	2,213	150	35	420,007	2,249	187	96	367,534	2,249	163
Jun-10	511	472,762	2,456	193	44	322,330	2,059	157	45	252,167	1,838	137	24	392,542	2,214	177	83	438,601	2,244	195
May-10	503	471,839	2,476	191	40	326,695	2,202	148	49	285,696	2,077	138	35	545,421	2,529	216	94	500,790	2,453	204
Apr-10	480	446,256	2,414	185	36	268,920	1,885	143	42	283,543	1,948	146	35	407,464	2,184	187	96	341,320	2,195	156
Mar-10	464	445,973	2,385	187	55	261,526	1,852	141	49	294,664	2,161	136	25	444,450	2,292	194	80	377,179	1,984	190
Feb-10	447	447,208	2,454	182	40	342,536	2,291	149	26	242,728	1,857	131	23	410,580	2,457	167	53	305,637	2,048	149
Jan-10	457	462,228	2,499	185	31	295,257	2,147	138	20	283,565	2,263	125	32	574,438	2,715	212	69	359,574	2,204	163
Dec-09	458	471,455	2,511	188	25	292,940	2,095	140	40	278,490	2,083	134	45	492,786	2,385	207	37	285,454	2,131	134
Nov-09	495	477,690	2,513	191	29	311,316	2,149	145	49	322,137	2,234	144	45	490,301	2,457	200	56	406,802	2,275	179
Oct-09	531	475,742	2,522	189	55	346,483	2,305	150	51	322,671	2,147	150	37	537,484	2,586	208	76	390,403	2,348	166
Sep-09	546	466,344	2,469	189	44	268,899	1,881	143	45	244,438	1,876	130	47	422,208	2,235	189	91	364,595	2,127	171
Aug-09	536	468,493	2,491	188	57	329,864	2,153	153	41	355,952	2,285	156	24	452,683	2,401	189	66	369,550	2,249	164
Jul-09	572	465,107	2,462	189	44	323,581	2,101	154	52	364,817	2,133	171	58	432,446	2,235	193	118	322,947	1,961	165
Jun-09	538	483,055	2,521	192	51	354,633	2,055	173	52	357,821	2,168	165	33	420,117	2,238	188	86	445,725	2,293	194
May-09	530	478,233	2,521	190	48	360,767	2,204	164	34	282,300	1,815	156	30	486,512	2,379	205	78	504,285	2,566	197

# Market Dynamics

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

### 2 Years (Monthly) 05/01/09 - 05/31/11



#### KEY INFORMATION

	May-09	May-11	# Units Change	Percent Change
For Sale	530.0	402.0	-128.0	-24.2
Under Contract	48.0	67.0	19.0	39.6
Sold	34.0	45.0	11.0	32.4



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:	Gardnerville, Genoa, Minden, Gardnerville					

**Market Dynamics**  
**Supply & Demand - # Units (FS, UC, Sold)**  
**2 Years (Monthly) 05/01/09 - 05/31/11**

**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
May-11	402	218	67	157	45	117	21	227	82
Apr-11	404	224	53	121	38	90	31	216	83
Mar-11	402	235	45	82	46	133	36	272	62
Feb-11	405	241	44	200	41	110	21	224	44
Jan-11	449	224	51	90	39	187	37	213	95
Dec-10	430	240	33	139	55	91	43	219	54
Nov-10	463	232	48	156	40	101	39	218	51
Oct-10	494	222	41	130	40	152	41	221	54
Sep-10	533	213	42	123	49	96	51	230	82
Aug-10	545	207	54	92	28	66	40	210	78
Jul-10	539	200	37	80	39	139	35	184	96
Jun-10	511	205	44	114	45	124	24	241	83
May-10	503	212	40	141	49	115	35	277	94
Apr-10	480	220	36	102	42	137	35	233	96
Mar-10	464	235	55	129	49	172	25	339	80
Feb-10	447	242	40	178	26	151	23	183	53
Jan-10	457	244	31	181	20	107	32	271	69
Dec-09	458	248	25	139	40	136	45	233	37
Nov-09	495	238	29	101	49	150	45	319	56
Oct-09	531	229	55	154	51	101	37	219	76
Sep-09	546	222	44	108	45	104	47	195	91
Aug-09	536	222	57	122	41	138	24	191	66
Jul-09	572	210	44	103	52	138	58	190	118
Jun-09	538	222	51	136	52	158	33	194	86
May-09	530	223	48	116	34	161	30	239	78

# Market Dynamics

## Months Supply of Inventory (UC Calculation) 2 Years (Monthly) 05/01/09 - 05/31/11

RE/MAX Realty Affiliates-reno



### KEY INFORMATION

	May-09	May-11	MSI Change	Percent Change
MSI-UC	9.4	4.7	-4.7	-50.2



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**  
**Months Supply of Inventory (UC Calculation)**  
**2 Years (Monthly) 05/01/09 - 05/31/11**

RE/MAX Realty Affiliates-reno

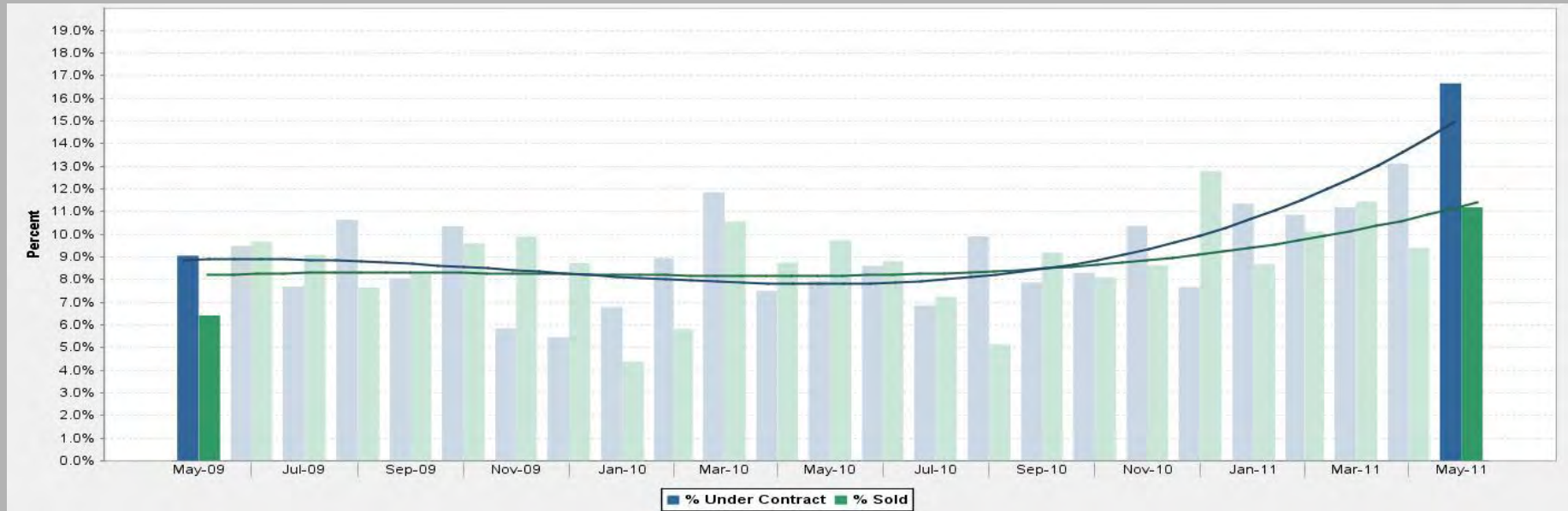
<b>Time Period</b>	<b>MSI</b>	<b>NAR MSI</b>	<b># For Sale Last Day of Month</b>	<b># Under Contract</b>	<b># Sold</b>
May-11	4.7	7.0	314	67	45
Apr-11	6.0	8.4	320	53	38
Mar-11	7.1	7.0	321	45	46
Feb-11	7.7	8.3	340	44	41
Jan-11	7.1	9.3	361	51	39
Dec-10	10.7	6.4	354	33	55
Nov-10	7.8	9.4	376	48	40
Oct-10	10.0	10.3	412	41	40
Sep-10	10.5	9.0	440	42	49
Aug-10	8.4	16.1	451	54	28
Jul-10	12.6	12.0	467	37	39
Jun-10	10.1	9.8	443	44	45
May-10	10.7	8.7	428	40	49
Apr-10	11.4	9.7	409	36	42
Mar-10	7.0	7.8	384	55	49
Feb-10	9.6	14.8	384	40	26
Jan-10	12.7	19.7	394	31	20
Dec-09	15.5	9.7	388	25	40
Nov-09	14.5	8.6	421	29	49
Oct-09	8.0	8.6	439	55	51
Sep-09	10.3	10.1	455	44	45
Aug-09	8.0	11.1	455	57	41
Jul-09	10.7	9.0	470	44	52
Jun-09	8.9	8.7	454	51	52
May-09	9.4	13.3	452	48	34

# Market Dynamics

## Sales Absorption

### 2 Years (Monthly) 05/01/09 - 05/31/11

RE/MAX Realty Affiliates-reno



#### KEY INFORMATION

	May-09	May-11	Change	Percent Change
% Under Contract	9.06	16.67	7.61	84.0
% Sold	6.42	11.19	4.78	74.5



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**  
**Sales Absorption**  
**2 Years (Monthly) 05/01/09 - 05/31/11**

RE/MAX Realty Affiliates-reno

<b>Time Period</b>	<b>% of Properties Under Contract</b>	<b>% of Properties Sold</b>	<b># Properties For Sale</b>	<b># Properties Under Contract</b>	<b># Properties Sold</b>
May-11	16.7	11.2	402	67	45
Apr-11	13.1	9.4	404	53	38
Mar-11	11.2	11.4	402	45	46
Feb-11	10.9	10.1	405	44	41
Jan-11	11.4	8.7	449	51	39
Dec-10	7.7	12.8	430	33	55
Nov-10	10.4	8.6	463	48	40
Oct-10	8.3	8.1	494	41	40
Sep-10	7.9	9.2	533	42	49
Aug-10	9.9	5.1	545	54	28
Jul-10	6.9	7.2	539	37	39
Jun-10	8.6	8.8	511	44	45
May-10	8.0	9.7	503	40	49
Apr-10	7.5	8.8	480	36	42
Mar-10	11.8	10.6	464	55	49
Feb-10	9.0	5.8	447	40	26
Jan-10	6.8	4.4	457	31	20
Dec-09	5.5	8.7	458	25	40
Nov-09	5.9	9.9	495	29	49
Oct-09	10.4	9.6	531	55	51
Sep-09	8.1	8.2	546	44	45
Aug-09	10.6	7.6	536	57	41
Jul-09	7.7	9.1	572	44	52
Jun-09	9.5	9.7	538	51	52
May-09	9.1	6.4	530	48	34