

# Reno/Sparks Association of REALTORS®

July 2011

Detailed Report Package

Area 100, Greater Reno/Sparks



North  
Leaf  
Solutions



*Database Analysis Excellence*

## Detailed Report Package Outline

- ❖ Commentary
- ❖ Distressed Listings
  - Percentage of New Listings that are Distressed, by Price
  - Number of New Listings, by Price
- ❖ New Listings
  - By Price
  - By Condition
- ❖ Units and Absorption
  - by Price
  - by Area
  - by Condition
- ❖ Median Price, year-over-year, by Area
- ❖ Subregion Detail
  - Median Price, Units Sold, Price per SF, DOM

# Detailed Report Commentary

- ❖ *Welcome to the Detailed Report where the Reno/Sparks Association of REALTORS® offers a more in-depth look into market segments and price points.*
- ❖ The Detailed Report is made available to members as a member benefit. Both the Market Report and the Detailed Report are provided as a value added service to members.
- ❖ **Distressed Listings**
  - Properties under \$250,000 dominate the percentage of new listings reported as distressed.
  - In July, 14% of new listings taken in the under \$100,000 price range are distressed; compared to 20% in the \$100,000 - \$150,000 price range; 10% in the \$150,000-\$200,000 price range; and 7% in the \$200,000 - \$250,000 price range.
- ❖ **New Listings**
  - Properties listed at under \$250,000 made up the majority of new listings entering the market during the month of July.
  - The breakdown of new listings by Special Conditions is as follows: 38% no special conditions; 34% Short Sale; 23% REO; Other 3%; Relocation and Subject to Court approval less than 1%.
  - NNRMLS implemented a recent change in the reporting of Fannie Mae, Freddie Mac and HUD re-possessed listings as Real Estate Owned, July new listings by special conditions reflects a more accurate picture.
- ❖ **Units and Absorption by Price**
  - Properties in the under \$200,000 price range are in a balanced market.
  - Properties over the \$200,000 price range have in excess of 7 month's supply of inventory.
  - 80% of the total sales for the month of July were in the under \$250,000 price range.
  - The number of sales below the \$200,000 price range explains why median price continues to settle.
  - The National Association of Realtors describes a balanced market as between 5 and 7 month's supply of inventory.
- ❖ **Units and Absorption by Area Group**
  - North Valleys had the highest level of inventory with 333 Active listings.
  - The North Valleys, Spanish Springs and Northwest show the highest level in activity in pending sales for the month.
  - The North Valleys, Spanish Springs and Northwest show the highest volume of closed sales for the month.
  - All areas except Metro Southwest, New Southeast, Suburban Southwest, Washoe Valley and Virginia City Highlands are in what is defined as a balance market. The named area groups have in excess of 7.6 month's supply of inventory.
  - The National Association of REALTORS® describes a balanced market as between 5 and 7 month's supply.

# Detailed Report Commentary

July, 2011

## ❖ Units and Absorption by Condition

- The number of sales and pendings are keeping pace with the number of new listings coming on the market in the category of Real Estate Owned and Yes/Other properties with 3.4 month's supply of Inventory.
- No Special Conditions condition properties have 6.9 month's supply of inventory and Short Sale properties have in excess of 12.5 Month's Supply of Inventory.
- The National Association of REALTORS® describes a balanced market as between 5 and 7 month's supply.

## ❖ Year over Year Median Price by Area Group

- The area that saw a measureable year-over-year increase in median price is: Virginia City Highlands with a 28% increase in median price (2 sales).
- Median sales price in July for Suburban Southwest area has remained stable for the past three years, and West Suburban July median price has remained stable for the past two years.
- All other area groups saw a decline in year over year median price.

## ❖ Neighborhood Detail

- Members can view median price, units sold, price per square foot and average days on market for each of the identified regions.

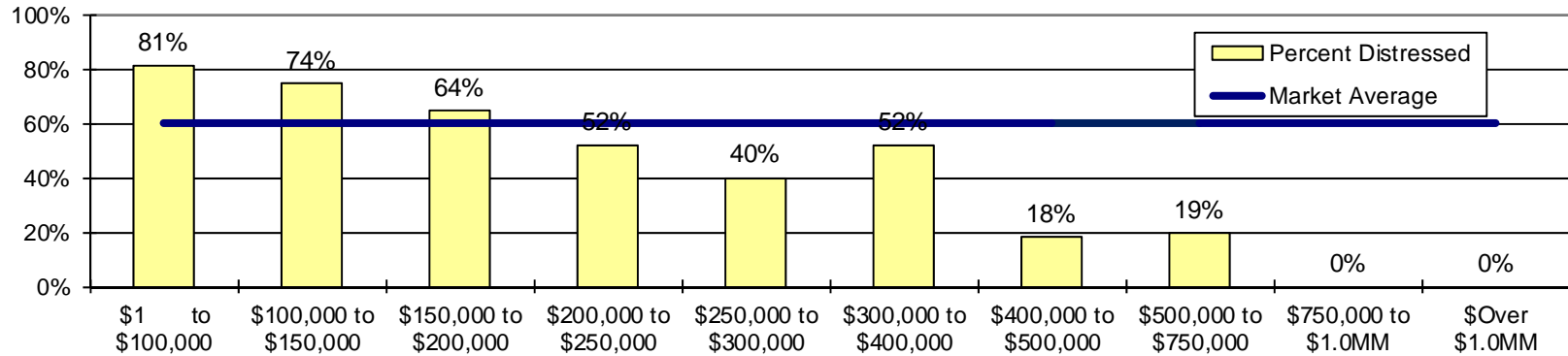
## ❖ Conclusions

- The median price point continues to decline which can be attributed to 80% of sales occurring at the lower end of the market, under \$250,000. There was some artificial stabilizing in the median price during the tax credit influenced period. After the final deadline of September 2010, we have seen a continued decline in the median price. Savvy buyers with stable jobs and investors are seeing this as an excellent time to buy. 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.
- The market is absorbing the new inventory coming on the market in the Real Estate Owned (REO) category with 3.4 month's supply of inventory.
- Despite the unsettled environment on Capitol Hill and Wall Street following the increase of the debt ceiling, interest rates are at record lows and are now predicted to remain low into 2013.
- The average 15-year fixed rate loan fell to 3.5%. This is the lowest level since 1991, when mortgage giant Freddie Mac began tracking it. Freddie Mac also reported that the 30-year fixed rate loan dropped to 4.32%, the lowest it has been all year.
- To get the best rates, mortgage specialists say, consumers must have a minimum FICO credit score of 720 or 740 out of a possible 850. For even the most solid buyers who have had a hiccup in their credit, this may make qualifying a challenge.
- Case Schiller has named Reno as the 8<sup>th</sup> best housing market for the next five years. The data provided by Case Schiller Indexes projected an annual growth from 2011 to 2016 to be 9.3 percent. Further, Case Schiller projected that after bottoming in the 3<sup>rd</sup> quarter of this year, the Reno market will bounce back with 4.6 percent growth in 2012 and faster in the years to come. Positive news, but a stabilizing economy and improving job market are the long-term keys to a housing market recovery.

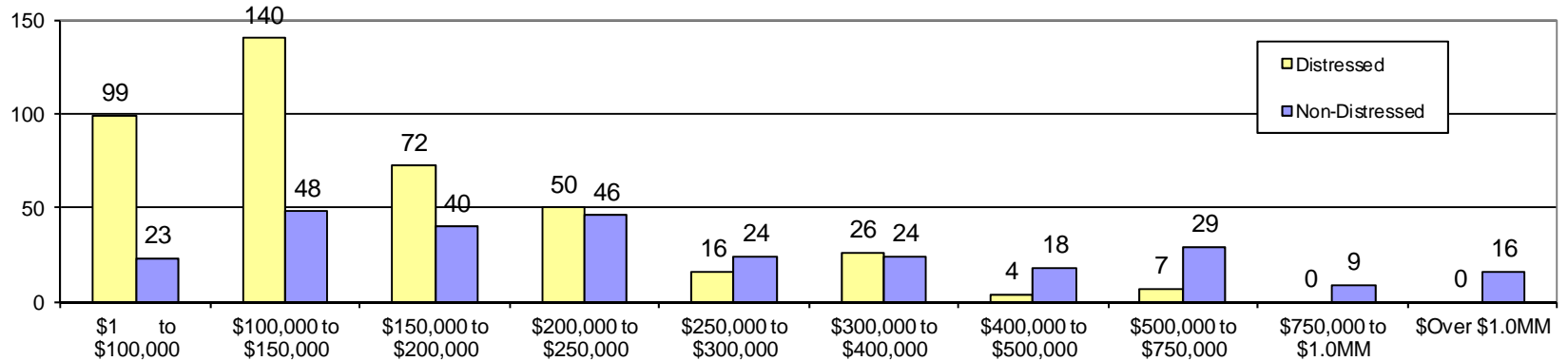
# Distressed Listings

July, 2011

Percentage Distressed New Listings by Price, current month



Number of Distressed and NonDistressed New Listings by Price, current month

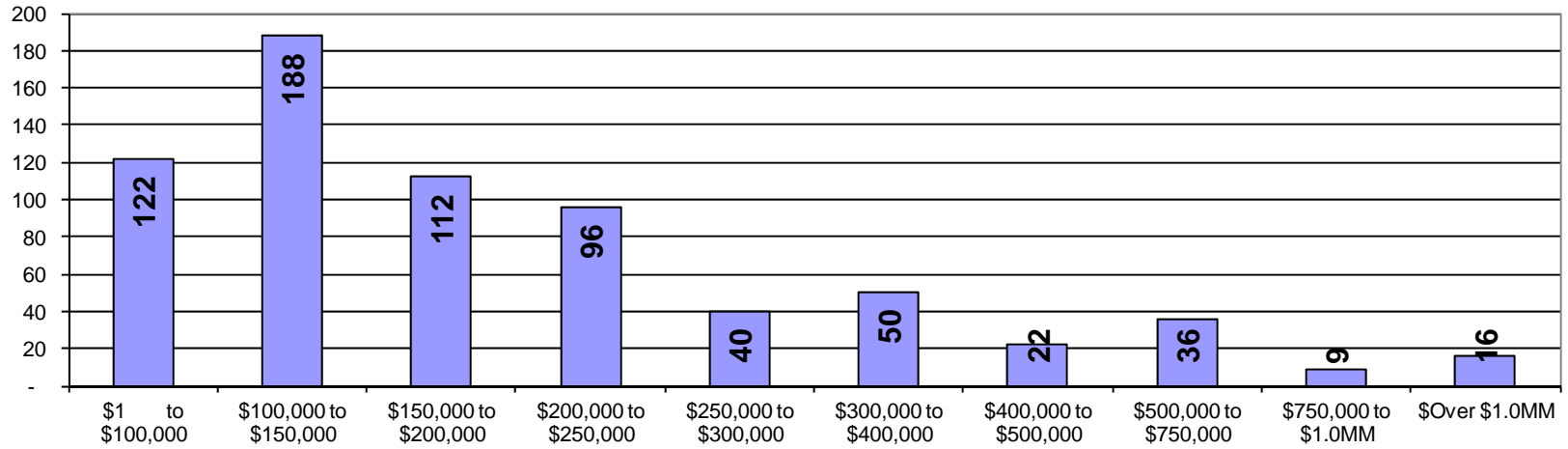


Distressed New Listings includes Fannie Mae, Freddie Mac, HUD, and any bank-owned listings.

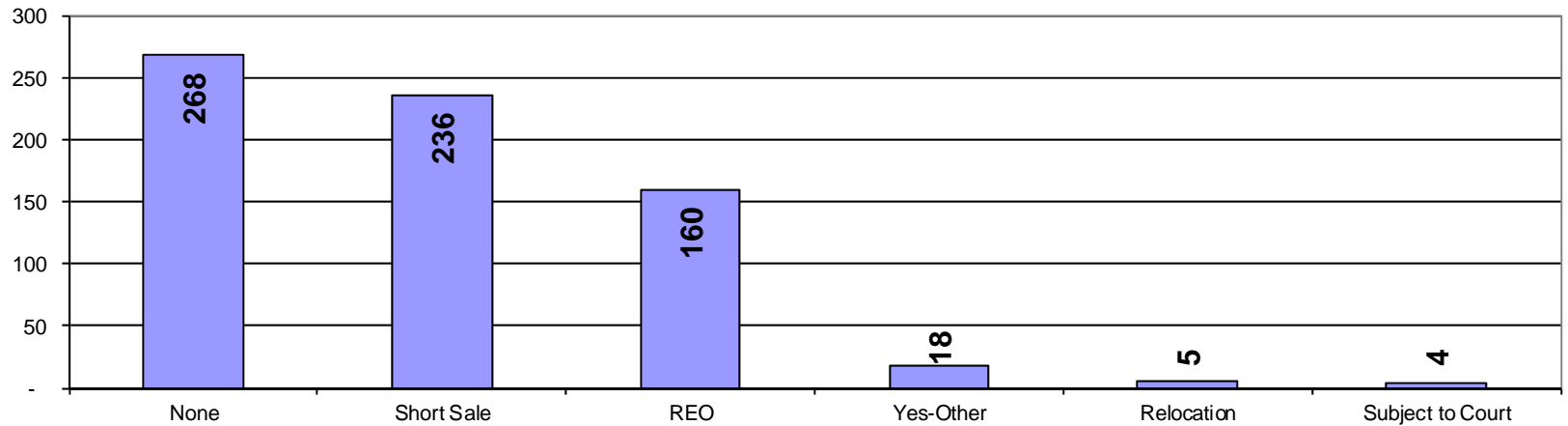
# New Listings

July, 2011

New Listings, by Price Range



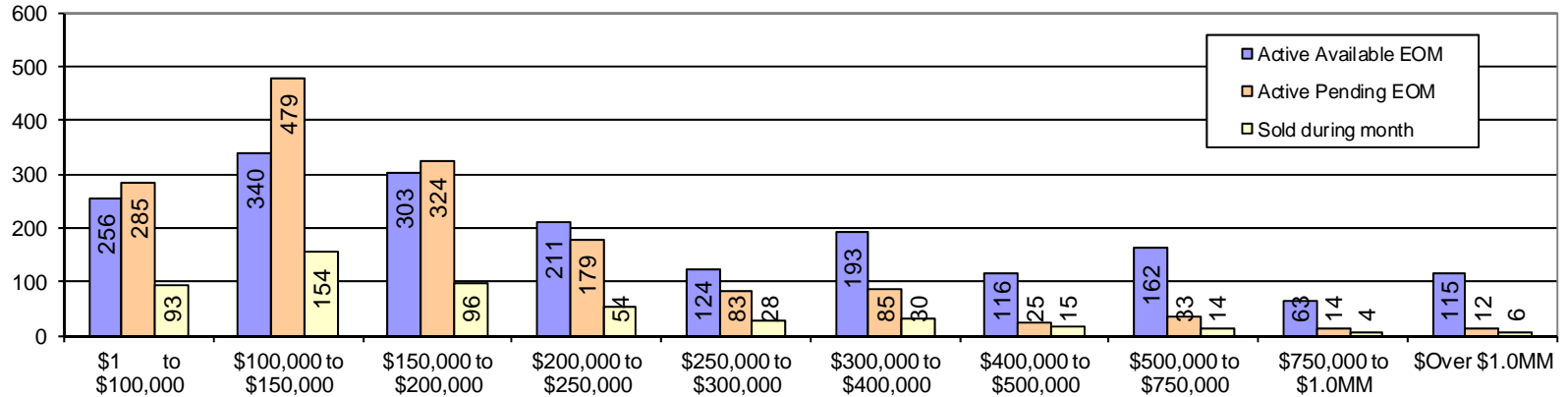
New Listings, by Special Condition



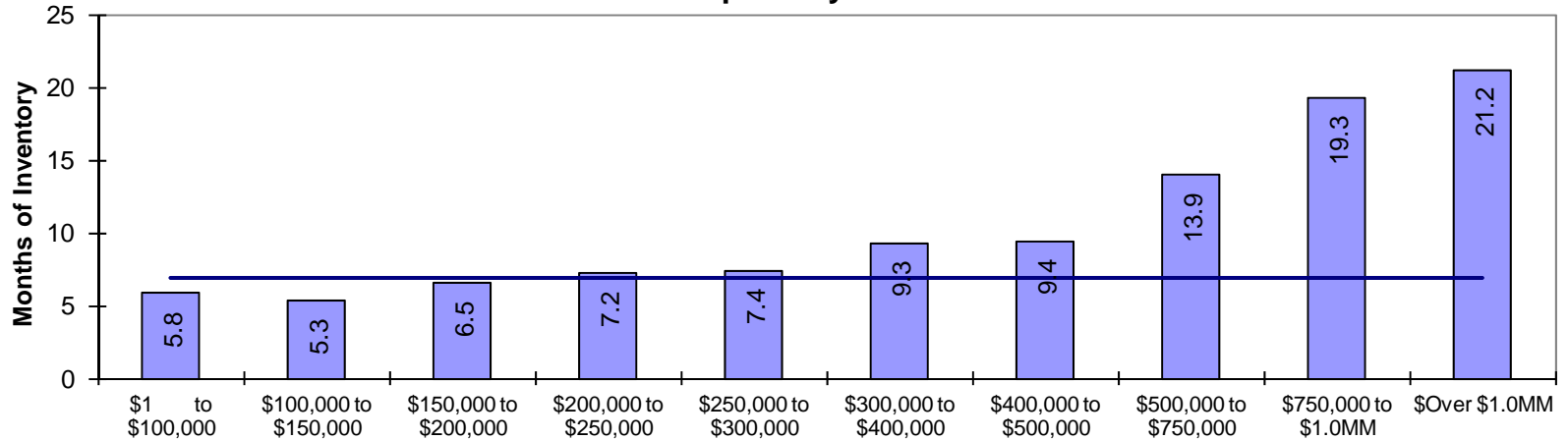
# Units and Absorption by Price

July, 2011

Active and Sold Homes by Price, current month



Absorption by Price



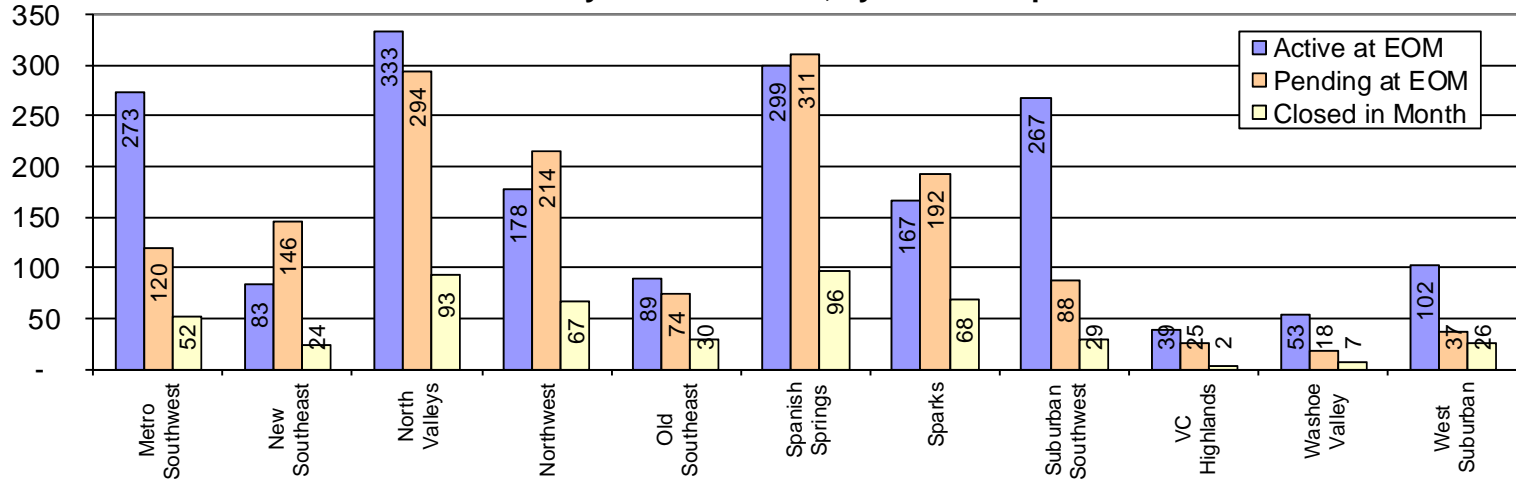
"Active" includes "Active/Pending"

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

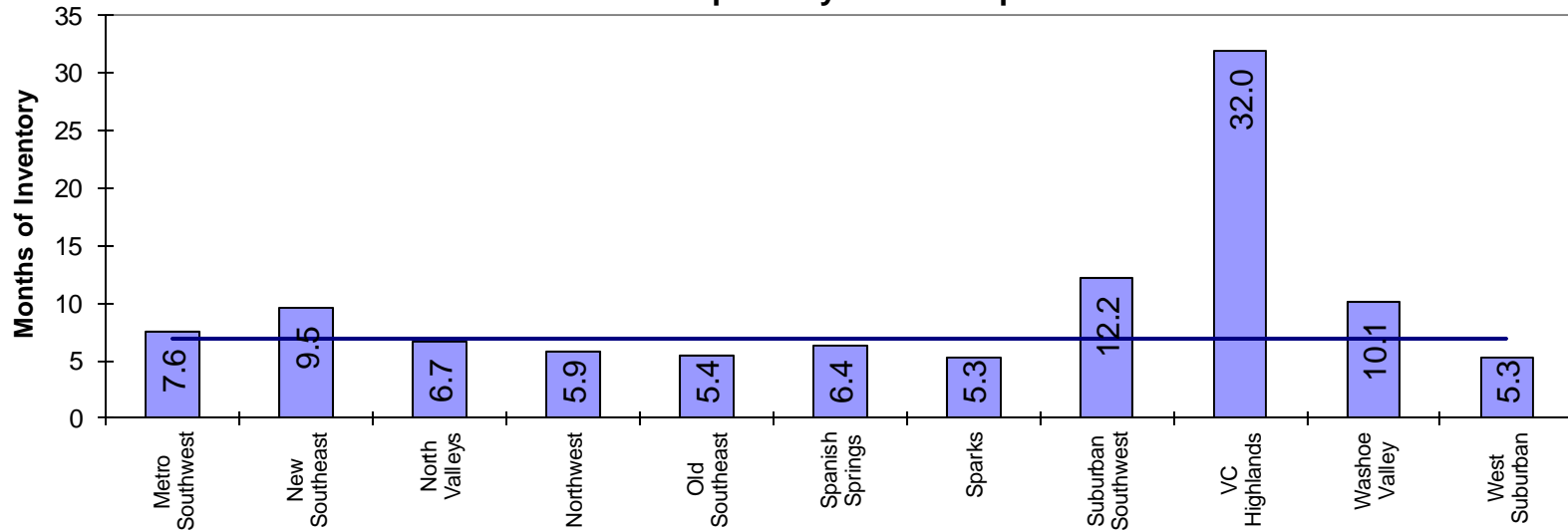
The National Association of REALTORS® describes a balanced market as between 5 and 7 months supply of inventory.

# Units and Absorption by Area Group

Inventory and Units Sold, by Area Group



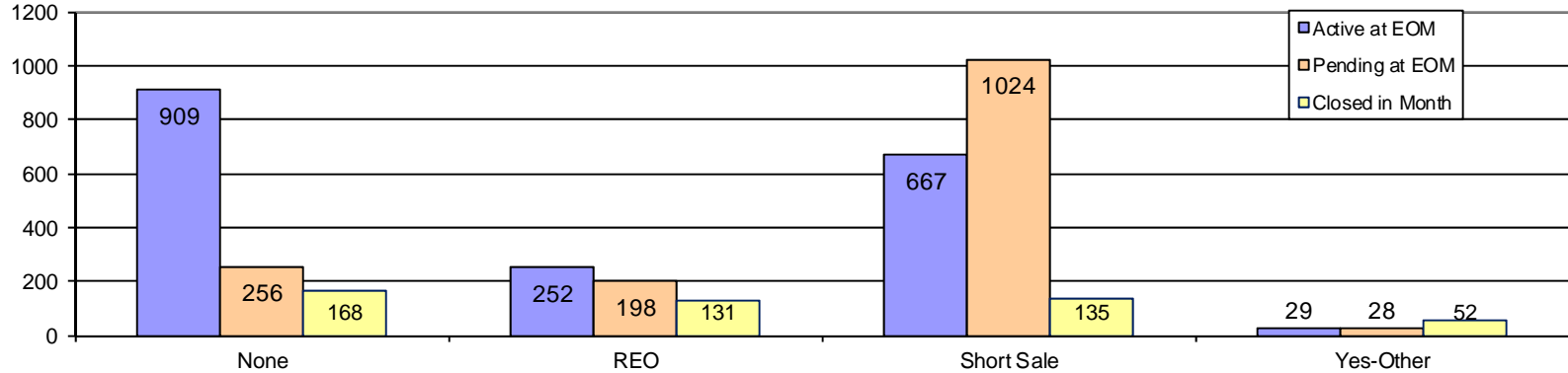
Absorption by Area Group



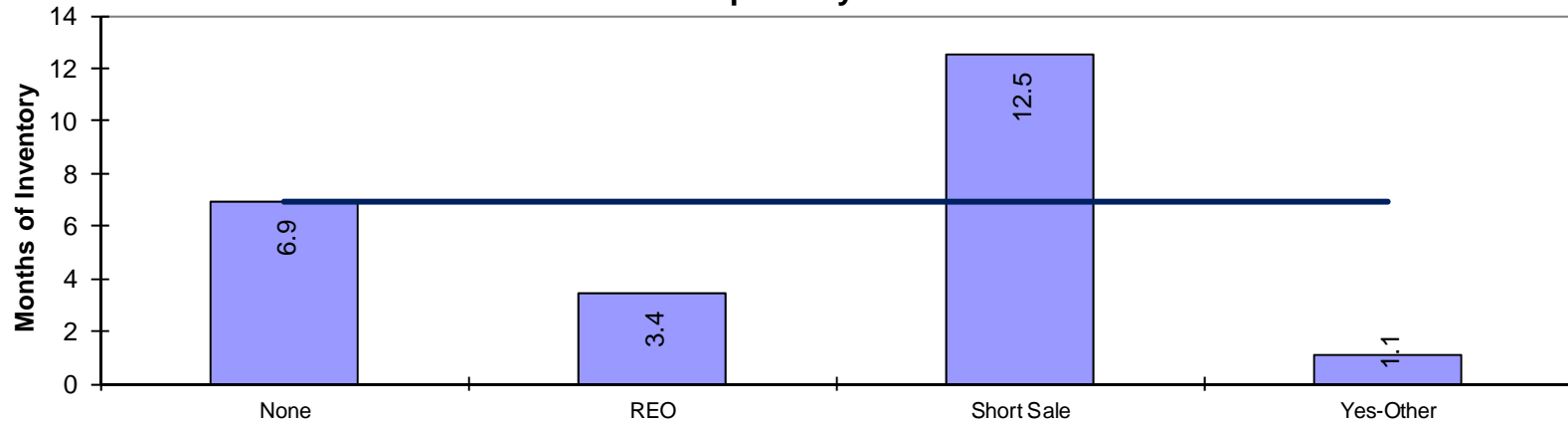
# Units and Absorption by Condition

July, 2011

Active and Sold Homes by Condition, current month



Absorption by Condition



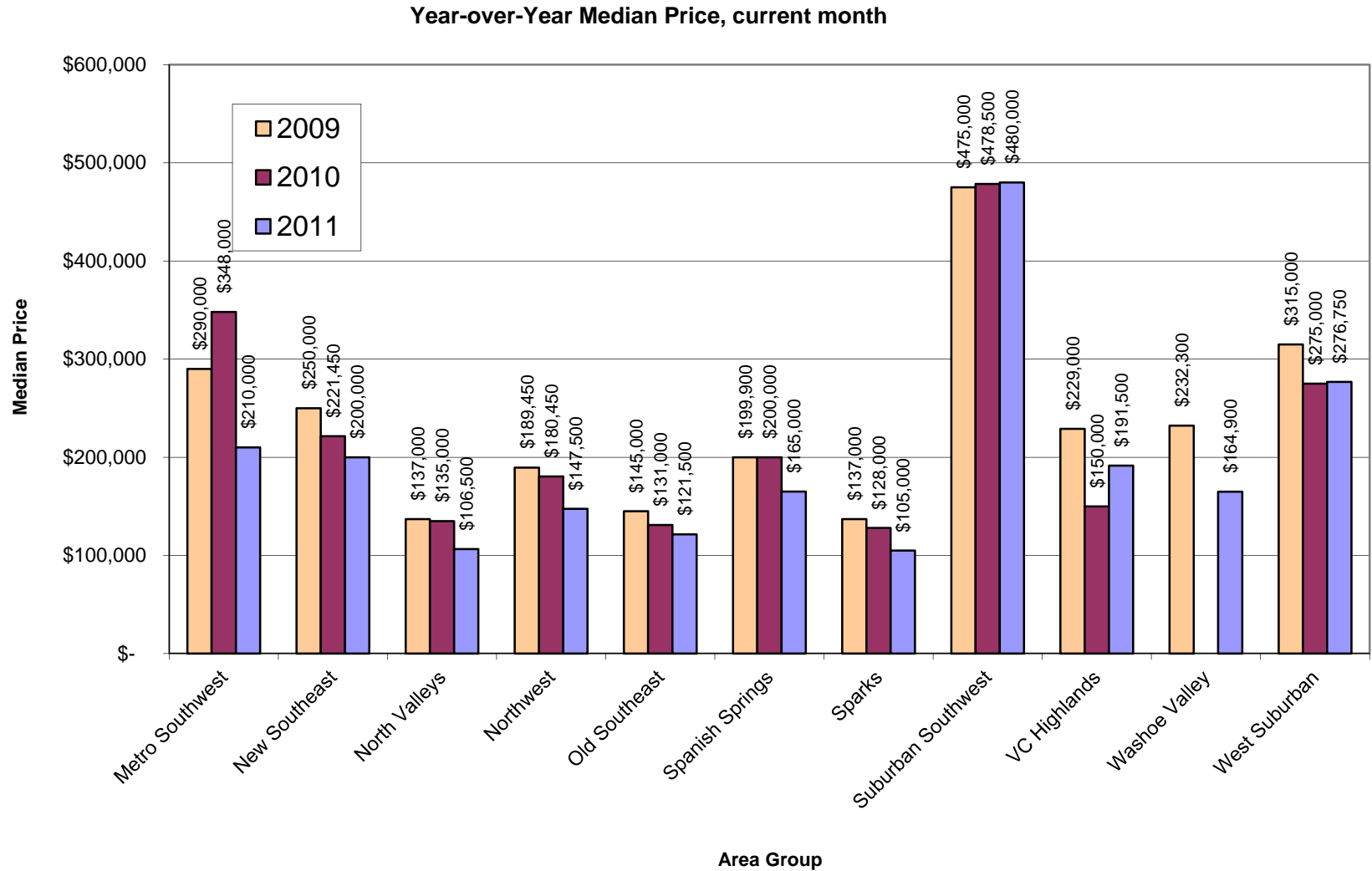
"Active" includes "Active/Pending"

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.

# Area Group: Median Price, year over year

July, 2011

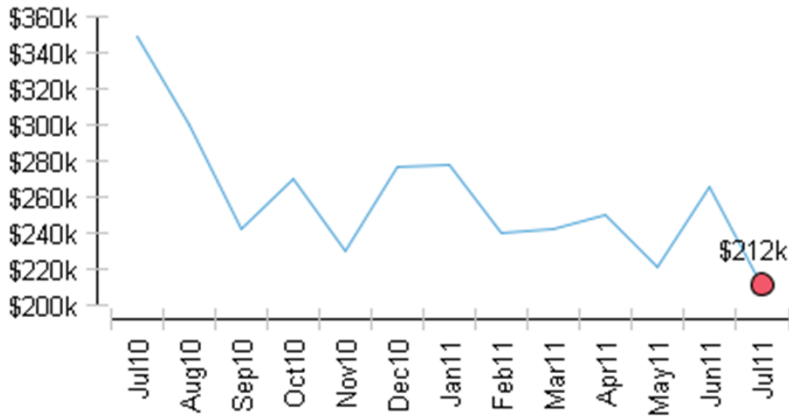


# Neighborhood Detail – Metro Southwest

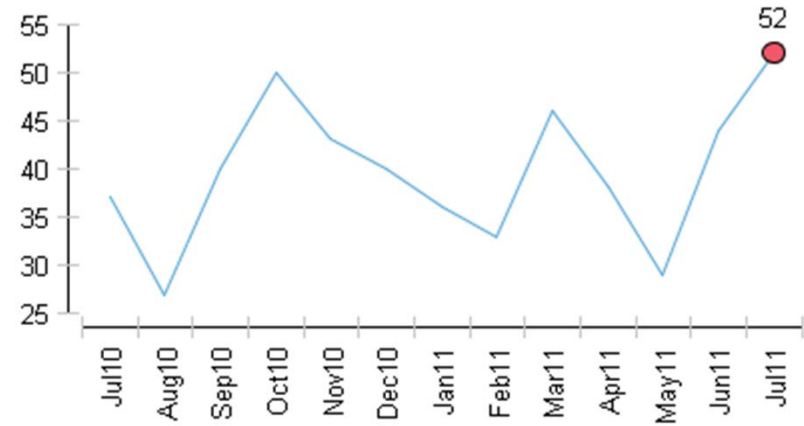
July, 2011

❖ Includes areas 160, 161, 163

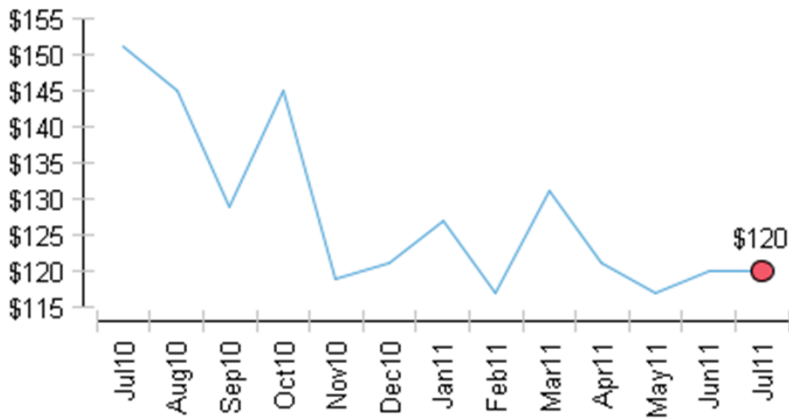
**Median Price**



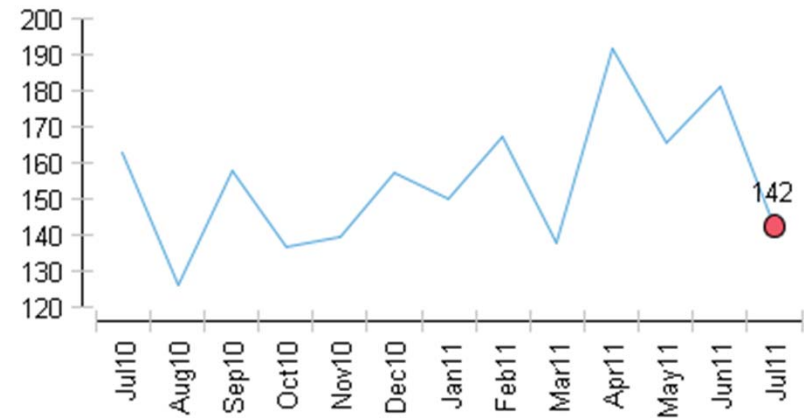
**Units Sold**



**Price per Square Foot**



**Average DOM**

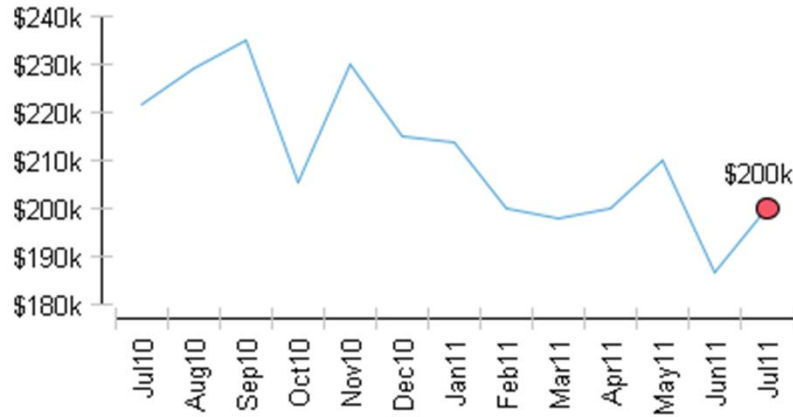


# Neighborhood Detail – New Southeast

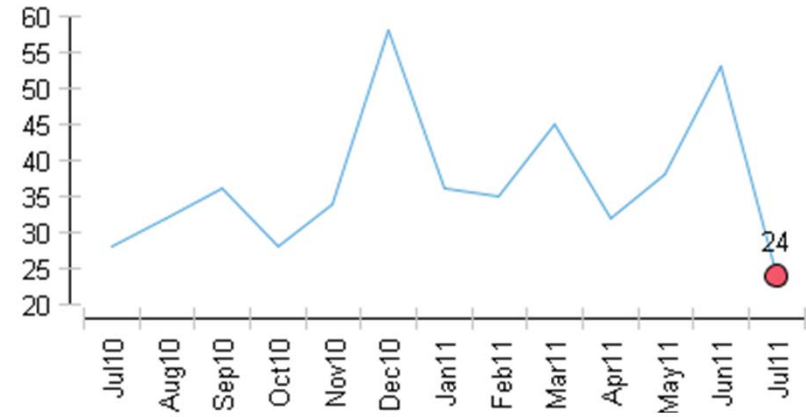
July, 2011

❖ Includes areas 143

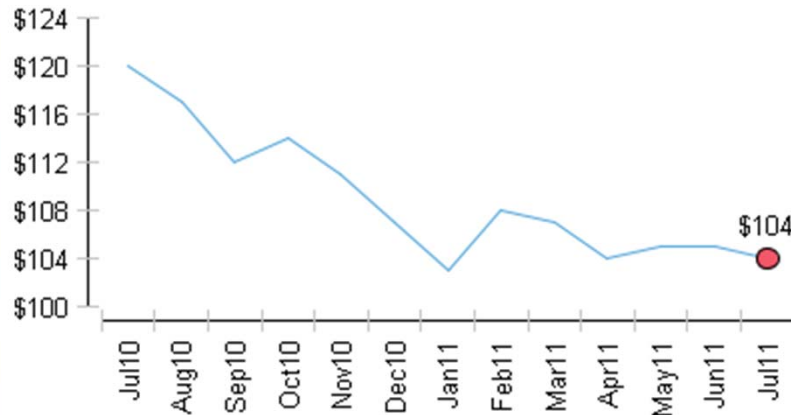
**Median Price**



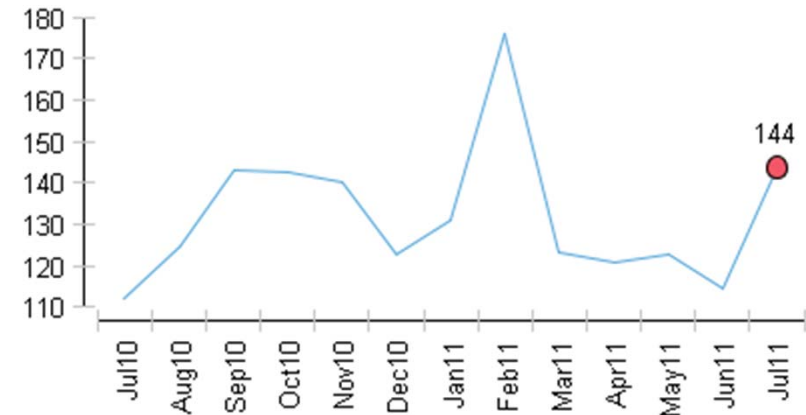
**Units Sold**



**Price per Square Foot**



**Average DOM**

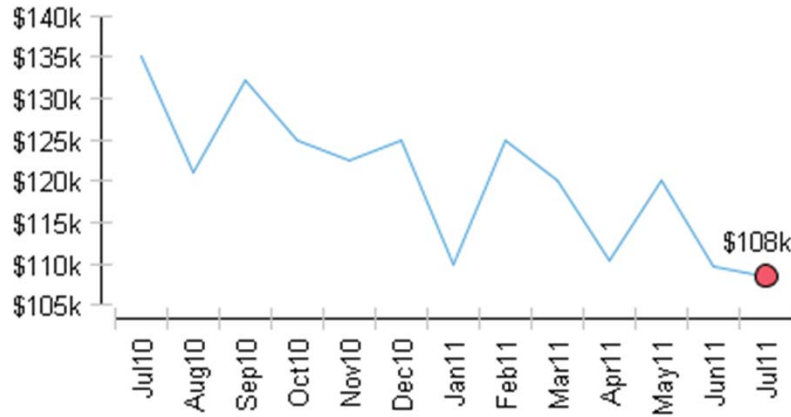


# Neighborhood Detail – North Valleys

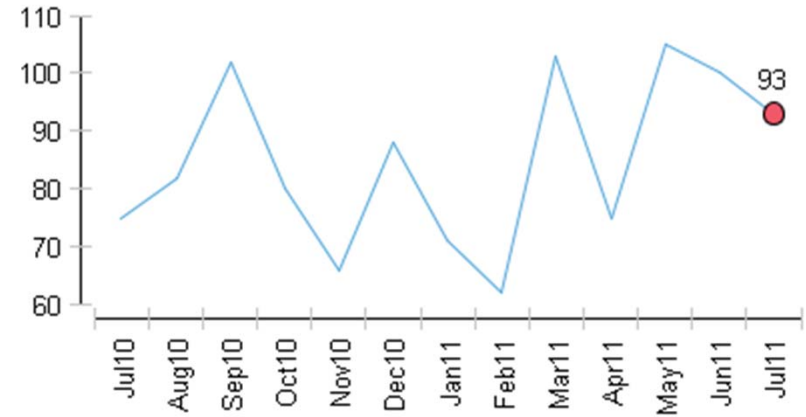
July, 2011

❖ Includes areas 130 through 138

**Median Price**



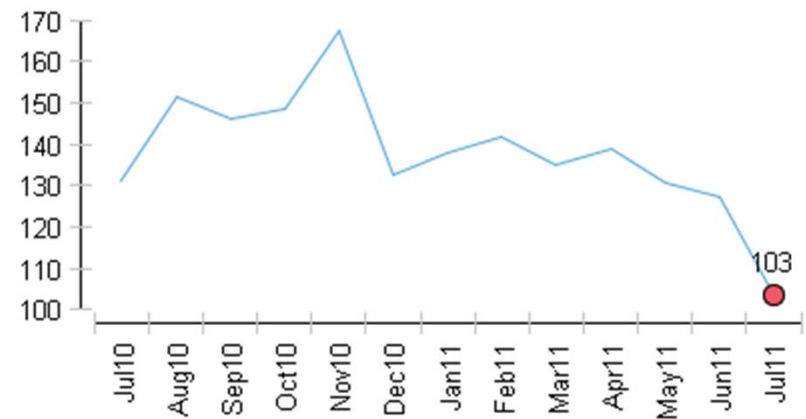
**Units Sold**



**Price per Square Foot**



**Average DOM**

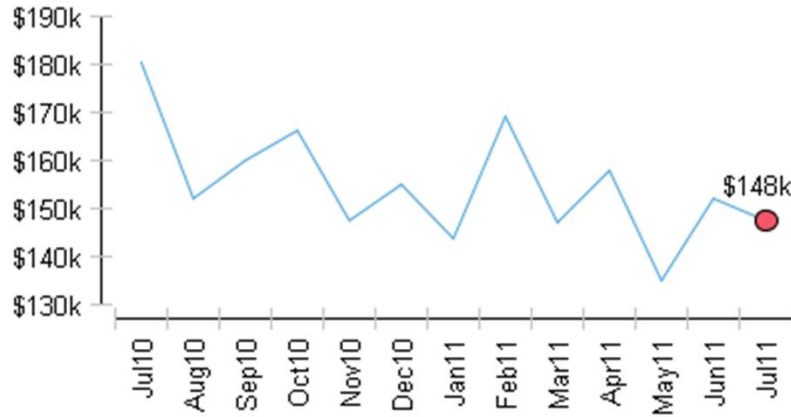


# Neighborhood Detail – Northwest

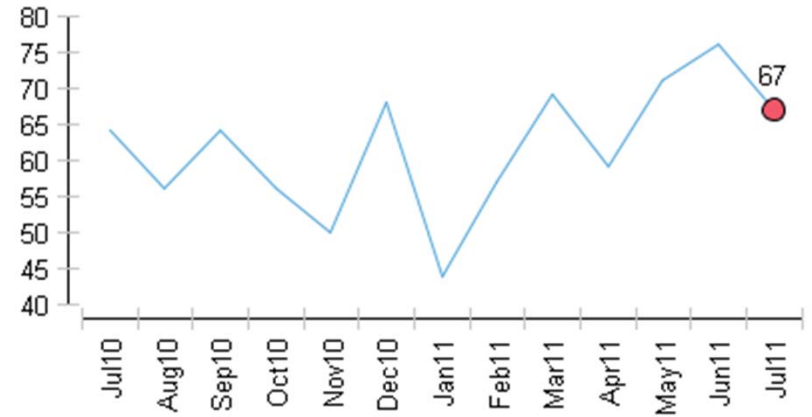
July, 2011

❖ Includes areas 116, 119, 120, and 121

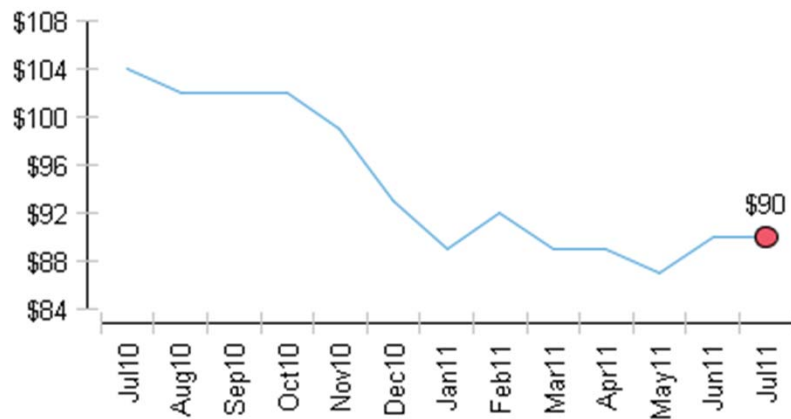
**Median Price**



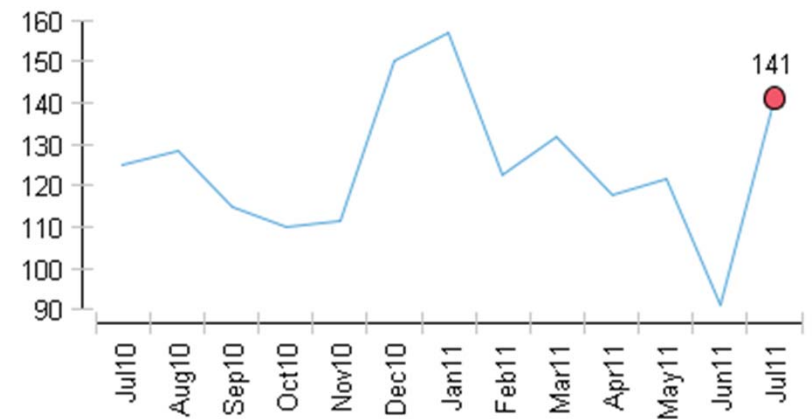
**Units Sold**



**Price per Square Foot**



**Average DOM**

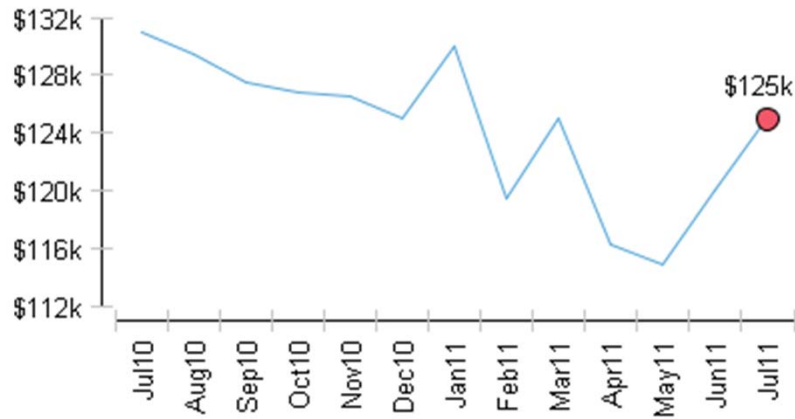


# Neighborhood Detail – Old Southeast

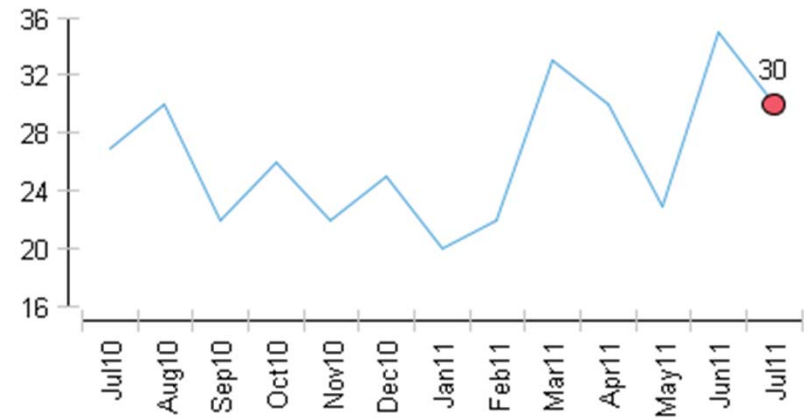
July, 2011

❖ Includes areas 115, 140, 141, and 142

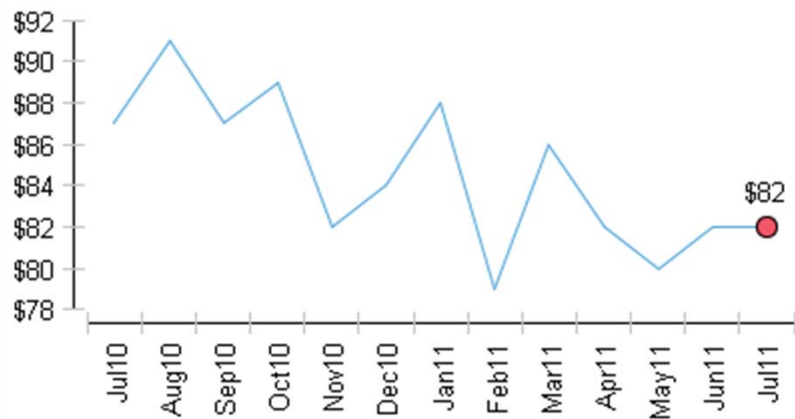
**Median Price**



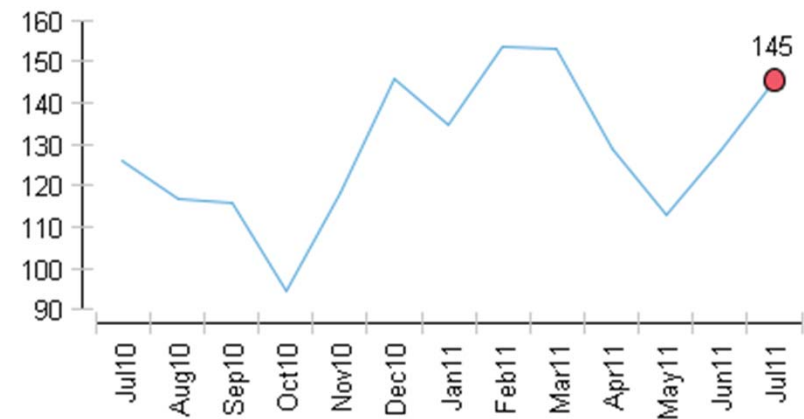
**Units Sold**



**Price per Square Foot**



**Average DOM**

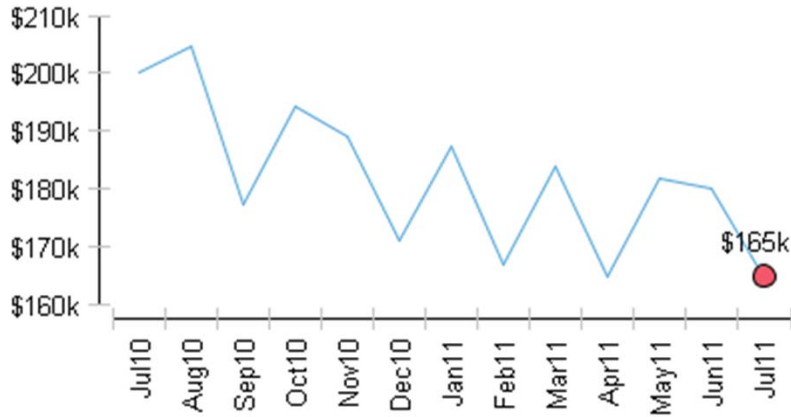


# Neighborhood Detail – Spanish Springs

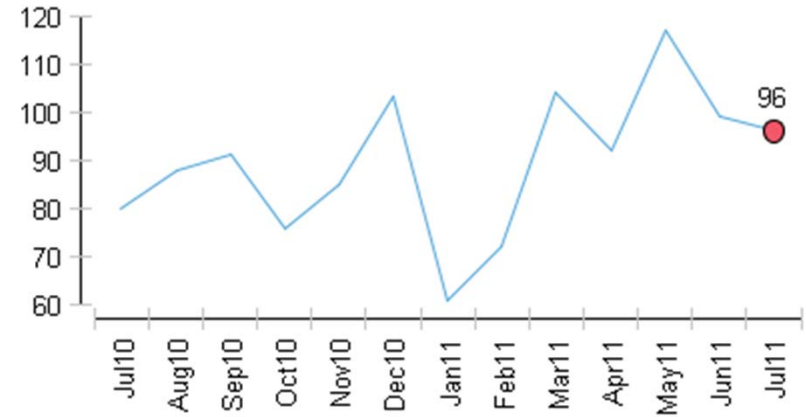
July, 2011

❖ Includes areas 182 through 186

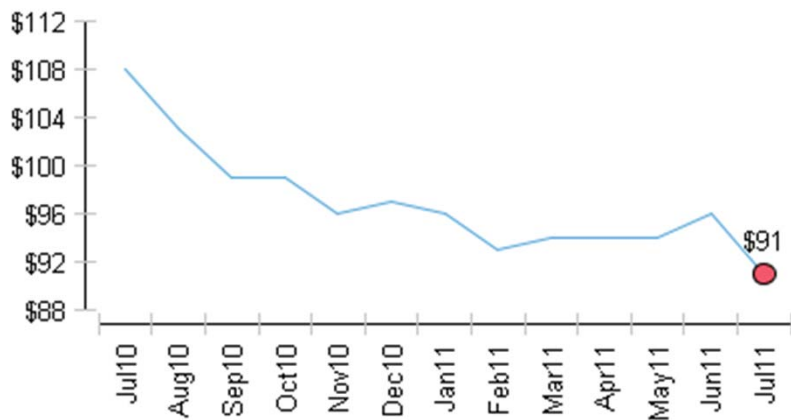
**Median Price**



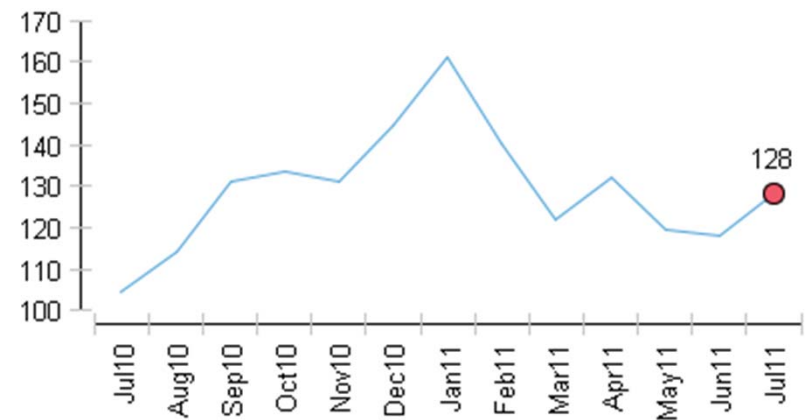
**Units Sold**



**Price per Square Foot**



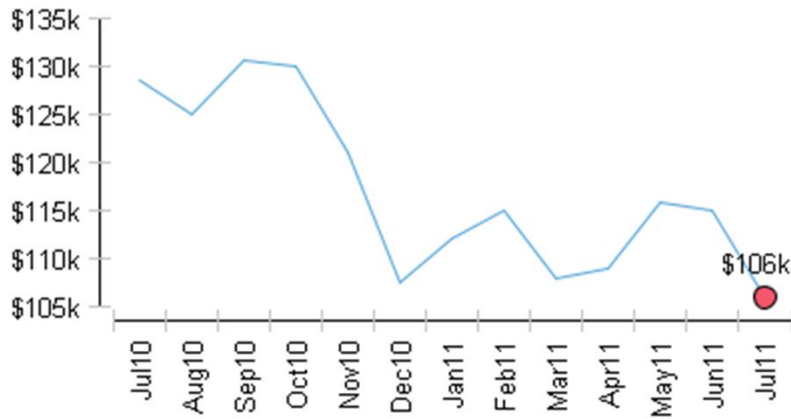
**Average DOM**



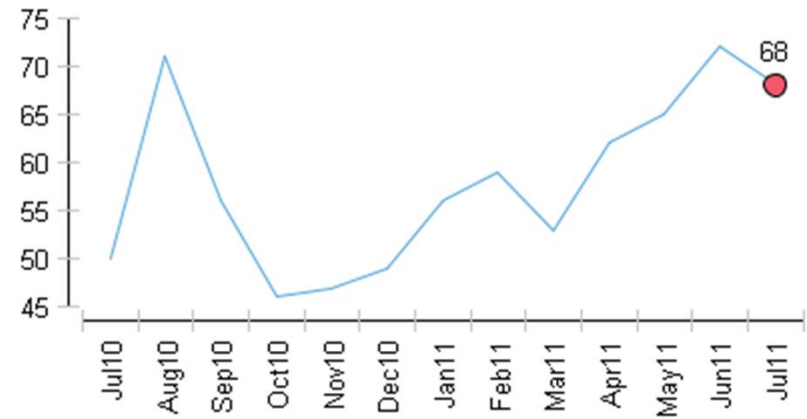
# Neighborhood Detail – Sparks

❖ Includes areas 180, 181, 187, and 188

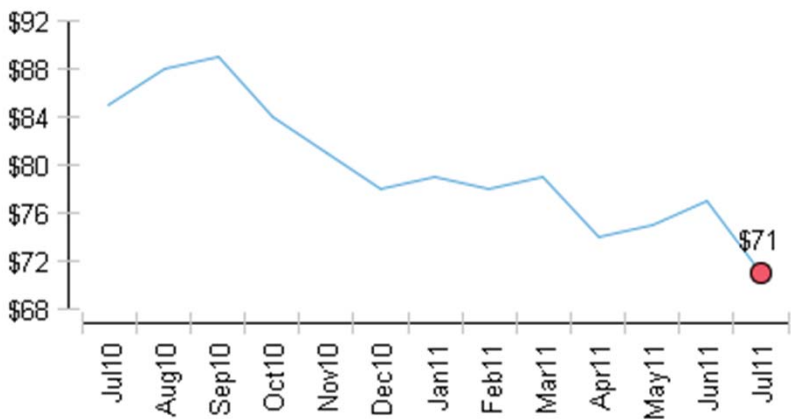
**Median Price**



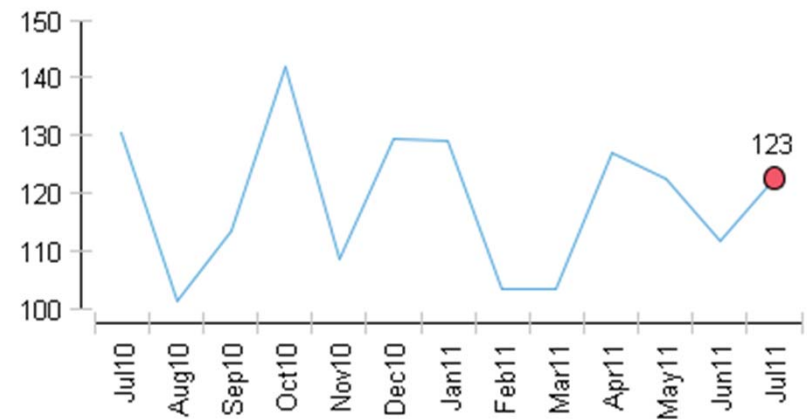
**Units Sold**



**Price per Square Foot**



**Average DOM**

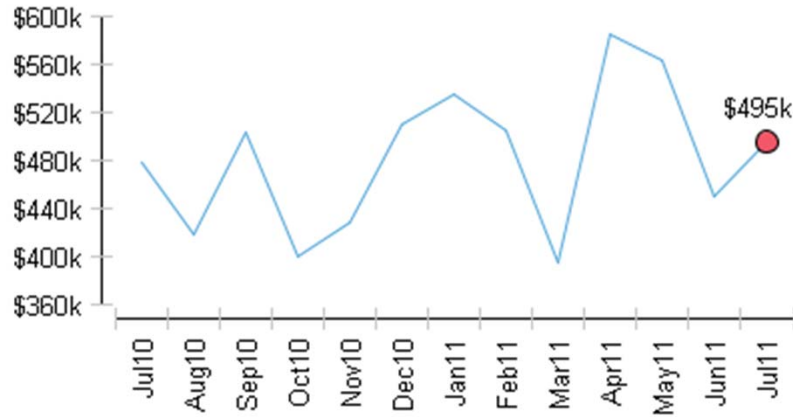


# Neighborhood Detail – Suburban Southwest

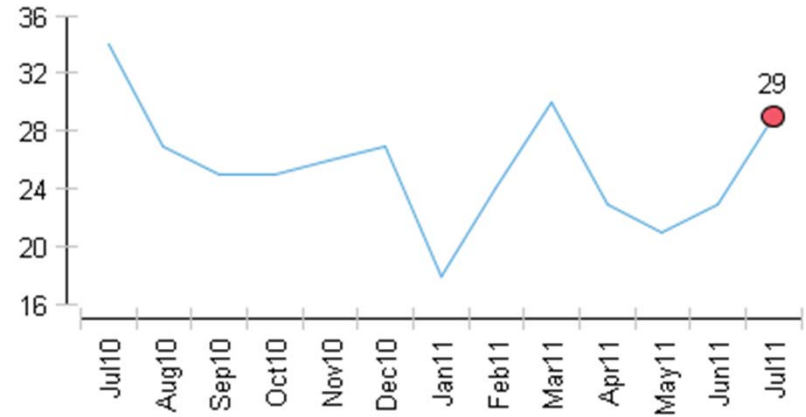
July, 2011

❖ Includes areas 164, 165, and 171

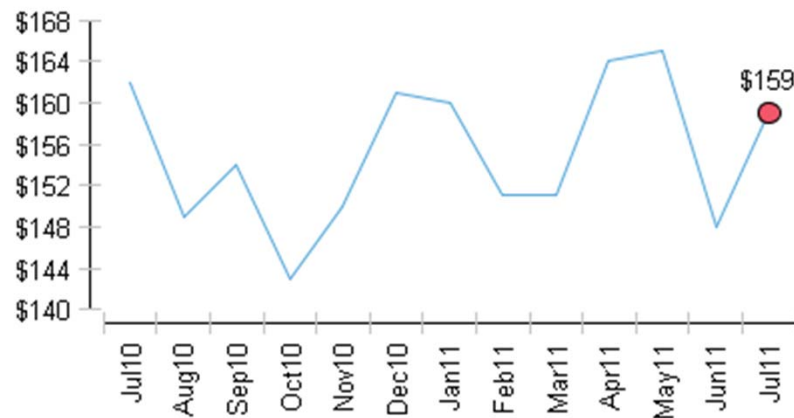
**Median Price**



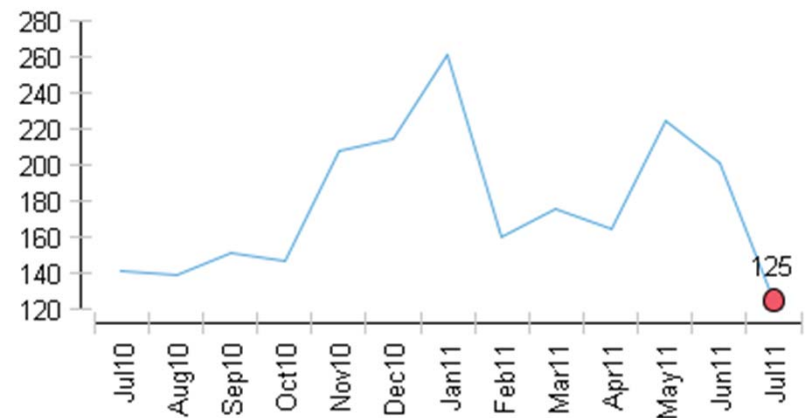
**Units Sold**



**Price per Square Foot**



**Average DOM**

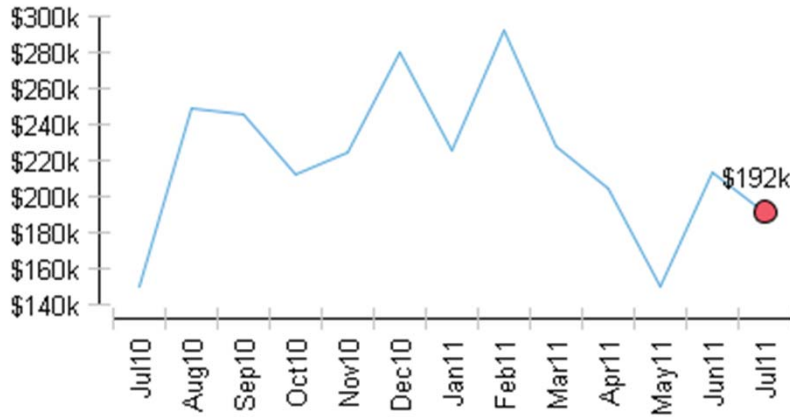


# Neighborhood Detail – VC Highlands

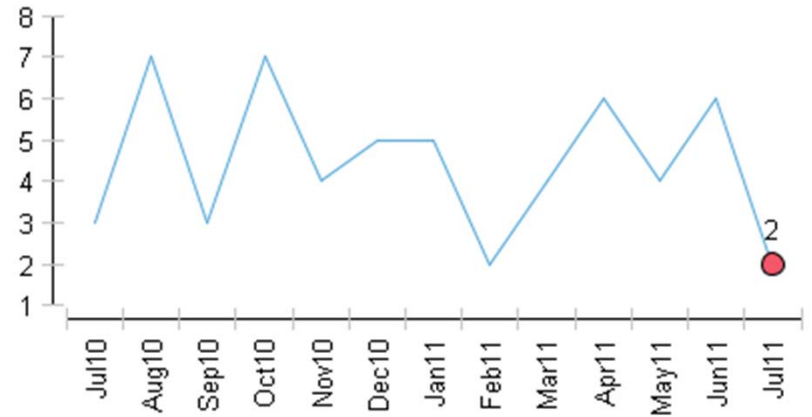
July, 2011

❖ Includes areas 173 and 176

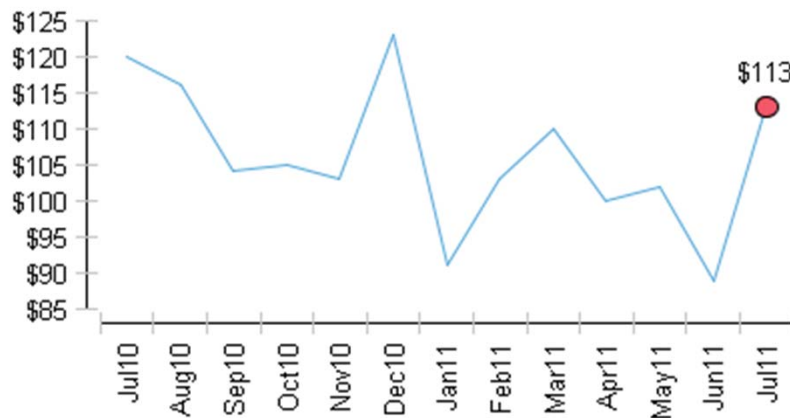
**Median Price**



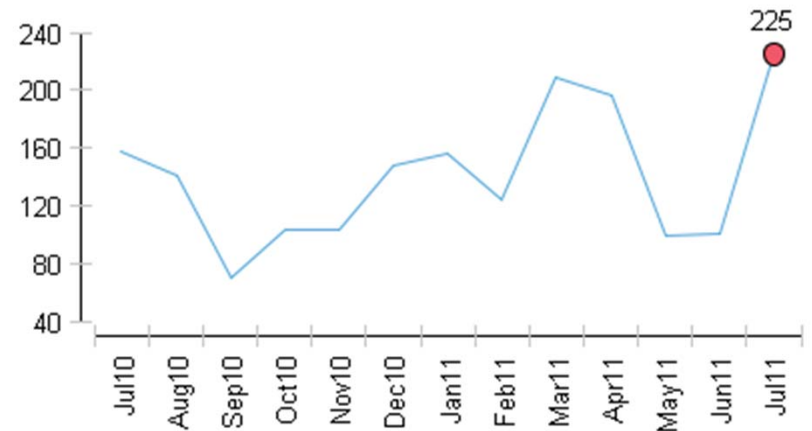
**Units Sold**



**Price per Square Foot**



**Average DOM**

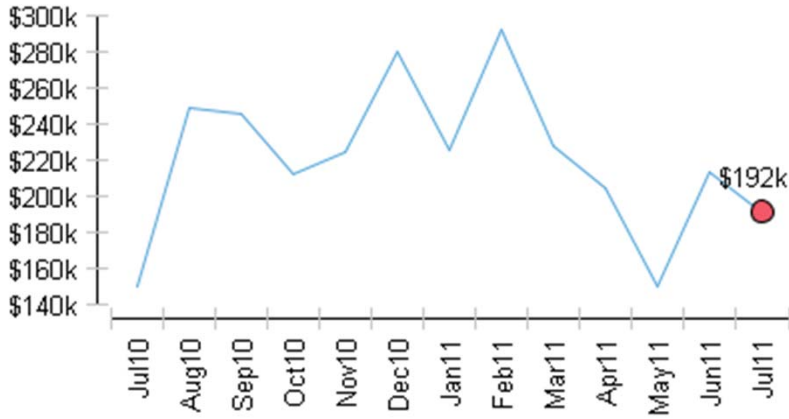


# Neighborhood Detail – Washoe Valley

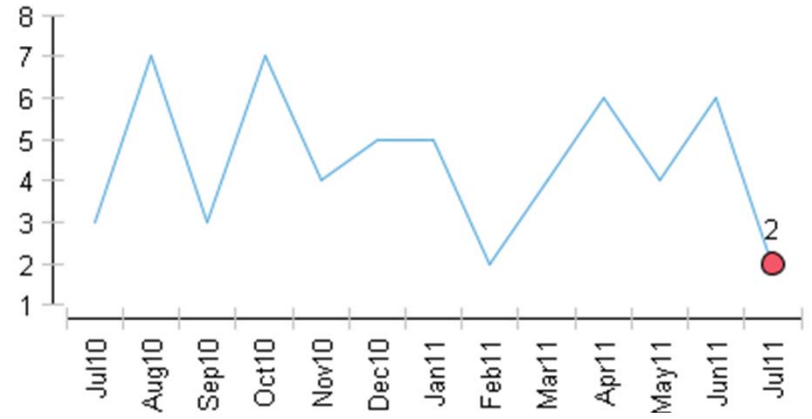
July, 2011

❖ Includes areas 174, 175, and 177

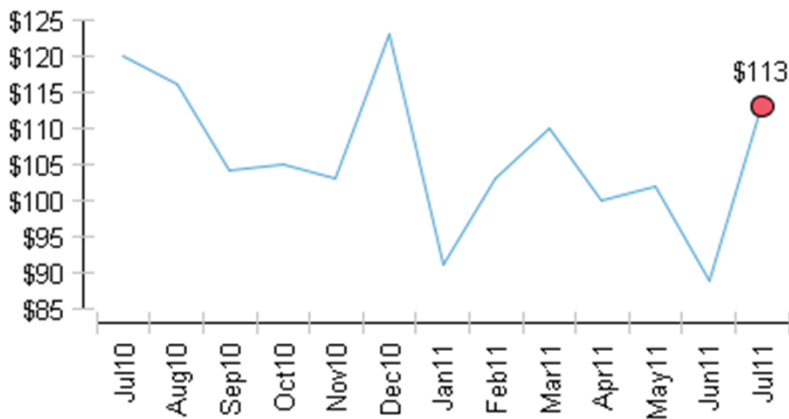
**Median Price**



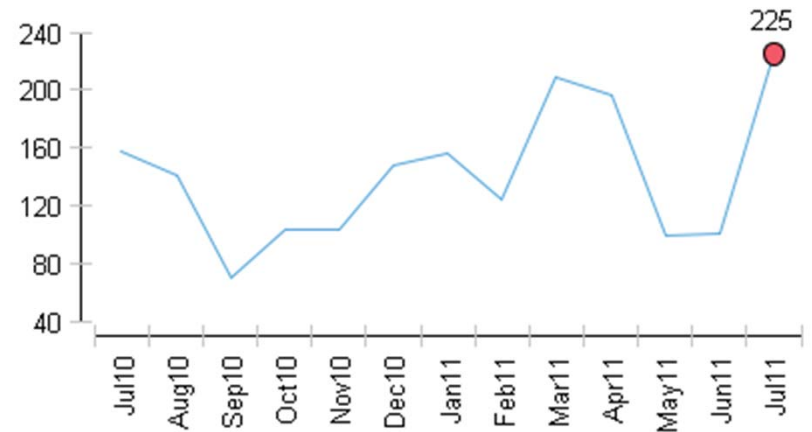
**Units Sold**



**Price per Square Foot**



**Average DOM**

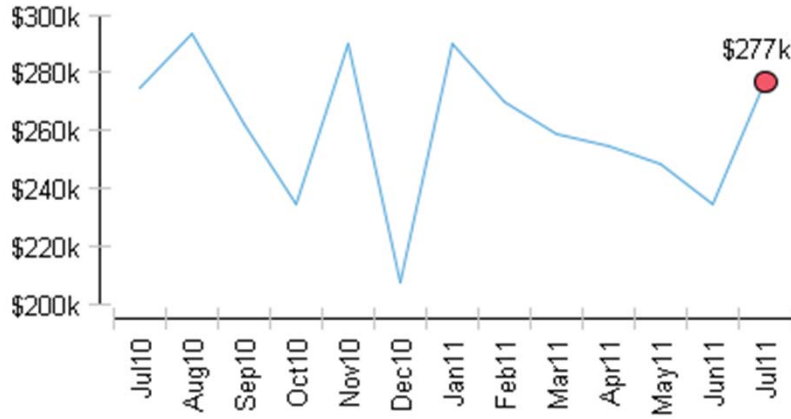


# Neighborhood Detail – West Suburban

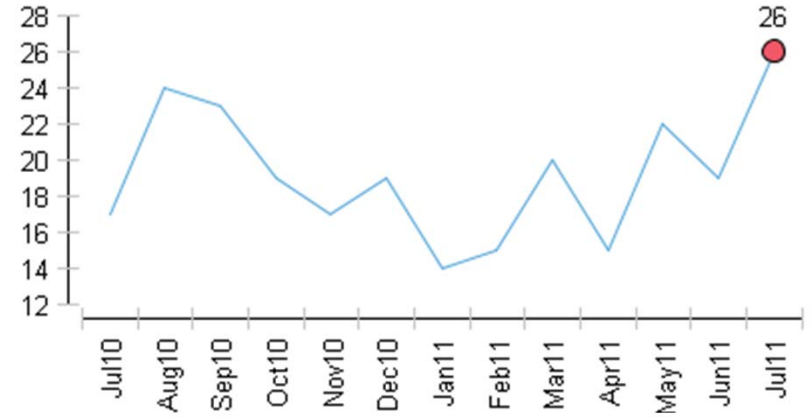
July, 2011

❖ Includes areas 122, 123, 124

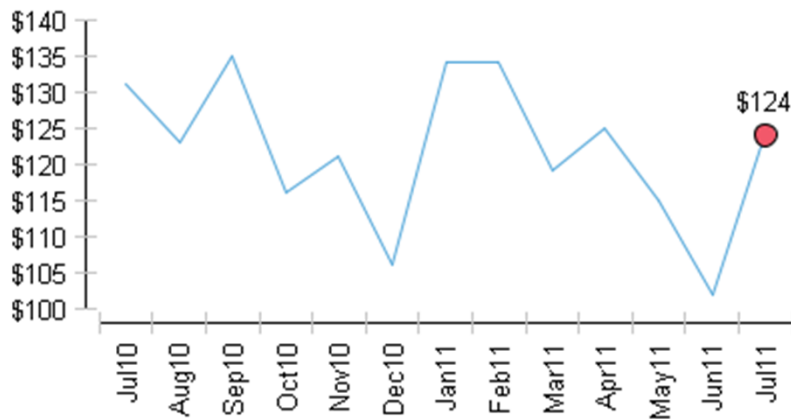
**Median Price**



**Units Sold**



**Price per Square Foot**



**Average DOM**

