

# Reno/Sparks Association of REALTORS®

November, 2011

Detailed Report Package

Area 100, Greater Reno/Sparks



*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 \$200,000 dominate the percentage of new listings reported as distressed.
- In price ranges under \$200,000, more than 67% of the listings within each price bracket are identified as distressed listings.
- In November, 17% of new listings taken in the under \$100,000 price range are distressed; compared to 22% in the \$100,000 - \$150,000 price range; 13% in the \$150,000-\$200,000 price range; and 7% in the \$200,000 - \$250,000 price range.
- 53% of all new listings are priced under \$200,000 are identified as distressed listings.

## ❖ New Listings

- Properties listed at under \$250,000 made up the 84% of new listings entering the market during the month of November.
- The breakdown of new listings by Special Conditions is as follows: 33% Short Sale; 33% no special conditions; 31% REO; Other, Subject to Court approval and Relocation all less than 1%.

## ❖ Units and Absorption by Price

- Properties in the under \$300,000 price range are in a balanced market.
- Properties over the \$300,000 price range have in excess of 9.6 month's supply of inventory.
- 82% of the total sales for the month of November were in the under \$250,000 price range.
- 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

- Spanish Springs had the highest level of inventory with 283 Active listings.
- The North Valleys, Spanish Springs and Sparks show the highest level in activity in pending sales for the month.
- The North Valleys, Spanish Springs and Sparks show the highest volume of closed sales for the month.
- All areas except Metro Southwest, Spanish Springs, Suburban Southwest, Washoe Valley, and West Suburban are in what is defined as a balance market. The named area groups have in excess of 6.7 month's supply of inventory.
- The National Association of REALTORS® describes a balanced market as between 5 and 7 month's supply.

## ❖ Units and Absorption by Condition

- The Month's Supply of Inventory in the category of Real Estate Owned properties continues to remain low at 2.8 MSI in November 2011.
- No Special Conditions condition properties has 6.0 month's supply of inventory and Short Sale properties has 9.1 Month's Supply of Inventory, and Yes-Other 4.0
- The National Association of REALTORS® describes a balanced market as between 5 and 7 month's supply.

# Detailed Report Commentary

## ❖ Units and Absorption by Condition

- The Month's Supply of Inventory in the category of Real Estate Owned properties continues to remain low at 2.8 MSI in November 2011.
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- 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

- All areas except Suburban Southwest saw a year-over-year decrease in median price. The follow recaps year-over-year median price by area group: Metro Southwest down 7% (40 sales); New Southeast down 18% (51 sales); North Valleys down 11% (99 sales); Northwest down 8% (63 sales); Old Southeast down 1% (34 sales); Spanish Springs down 3% (86 sales); Sparks down 14% (63 sales); Suburban Southwest up 4% (23 sales); VC Highlands down 11% (10 sales); Washoe Valley down 51% (5 sales) and West Suburban down 4% (14 sales).

## ❖ Neighborhood Detail

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

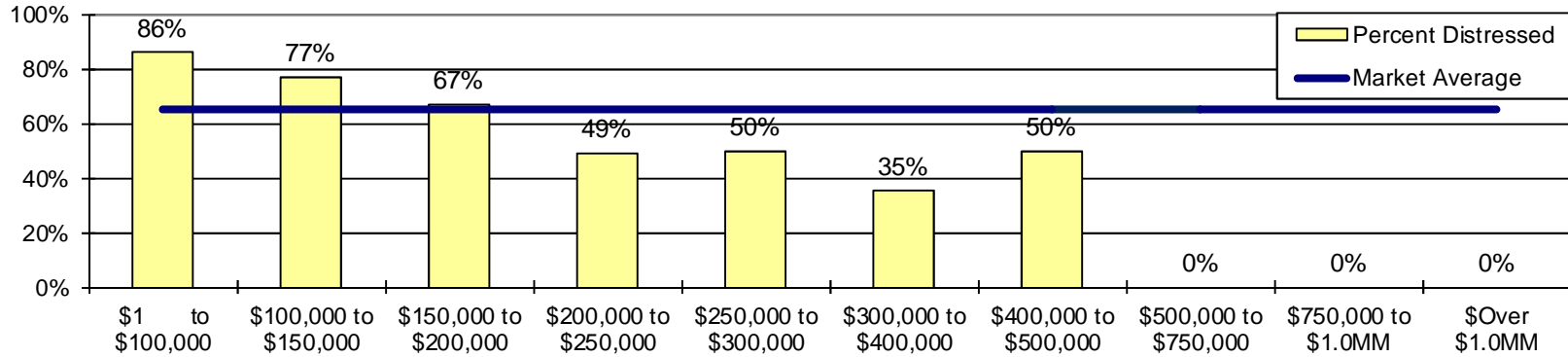
## ❖ Conclusions

- November unit sales at 488 are the highest unit sales for a November in history. This number outpaces November 2010 sales by 22%. For the second month, we are comparing year-over-year sales period without the artificial influence of a tax credit. Both October and November 2011 outperformed sales numbers for the same periods in 2010.
- Year-to-date 2011 unit sales (5,364) numbers are up 10% over 2010 unit sales (4,876). Year-to-date sales figures have already outpaced total 2010 sales. Sales continue to perform strong.
- November's median price of \$148,506 was up \$506 from October. The median price has traded in the 4% range for the past six months. Sales at under \$150,000 represented 50% of the total sales for the month. With this trend, it's understandable why median price has remained in the at an affordable level.
- Freddie Mac reported that the 30-year fixed rate loan dropped to 3.98%, compared to 4.11% last month. This is another record low since Freddie Mac began tracking rates in 1971. Sources report that by the middle of 2012 mortgage interest rates should gradually rise from today's record lows and reach 4.5 percent.
- We continue to monitor the impact on the market due to the October 2011 passage of Nevada law requiring more stringent documentation required of banks in order to perform foreclosures in a timely manner. We may not see any impact on inventory levels as a result of the stringent requirements on the banks until the first quarter of 2012. If the banks are able to adapt to the new requirements, we anticipate sales activity will keep pace with inventory coming on the market.
- If the banks are unable to easily comply with the new law, there will be a shrinking of bank owned inventory which could have an impact on pricing, although it may be only a temporary impact. The change in law may have several ramifications, positive and negative. A positive may be a quicker response in short sale processing to avoid the new of the notice of default process.

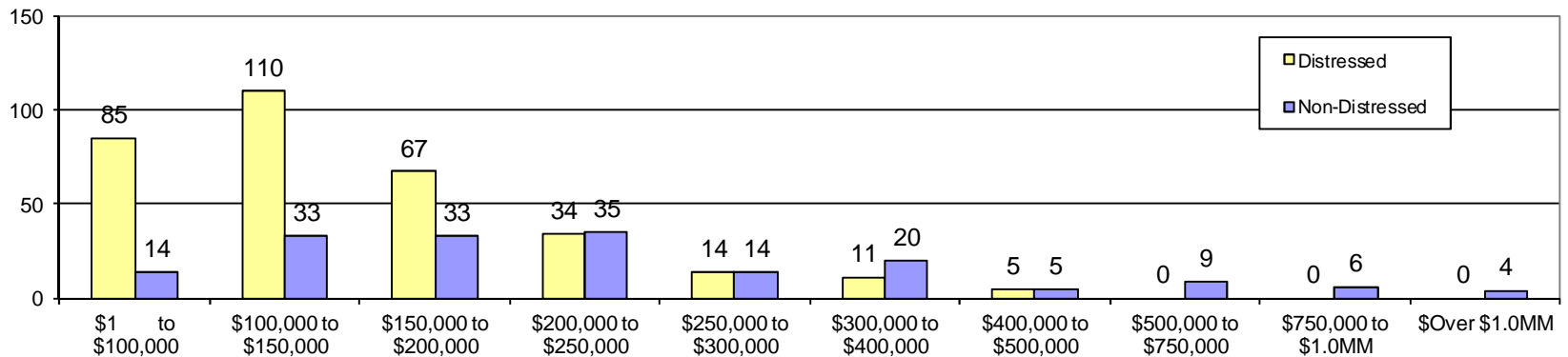
# Distressed Listings

November, 2011

Percentage Distressed New Listings by Price, current month



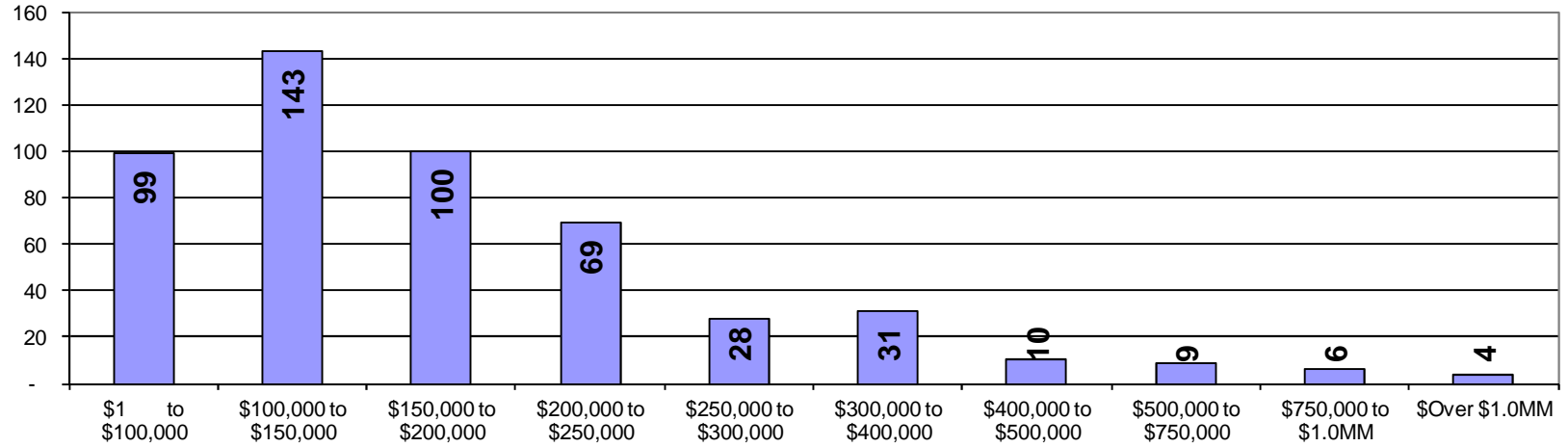
Number of Distressed and NonDistressed New Listings by Price, current month



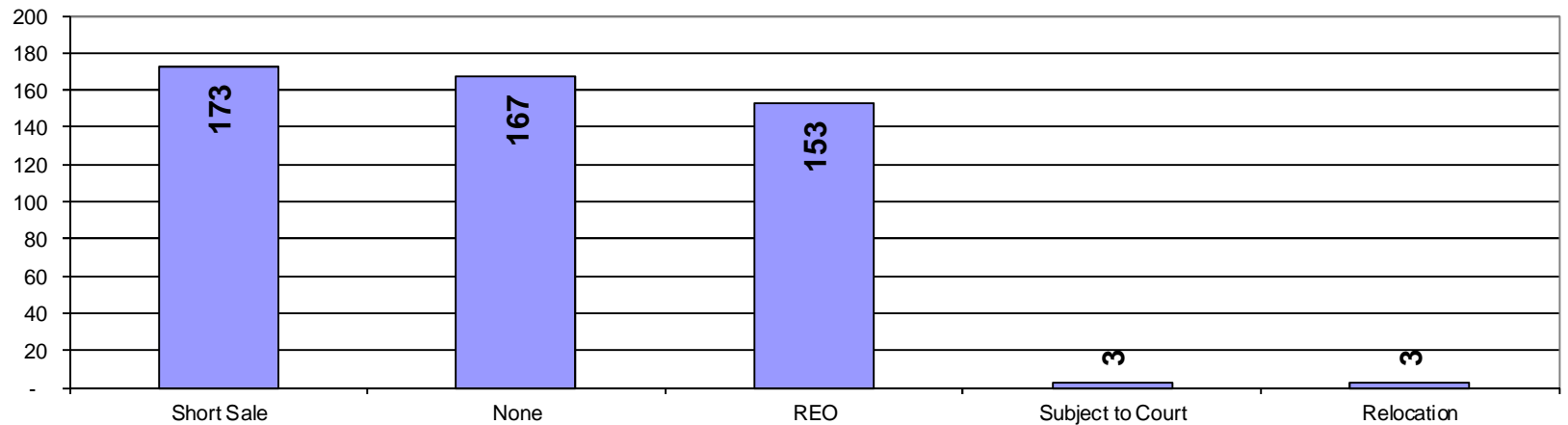
Distressed New Listings includes Fannie Mae, Freddie Mac, HUD, and any bank-owned listings.

# New Listings

New Listings, by Price Range



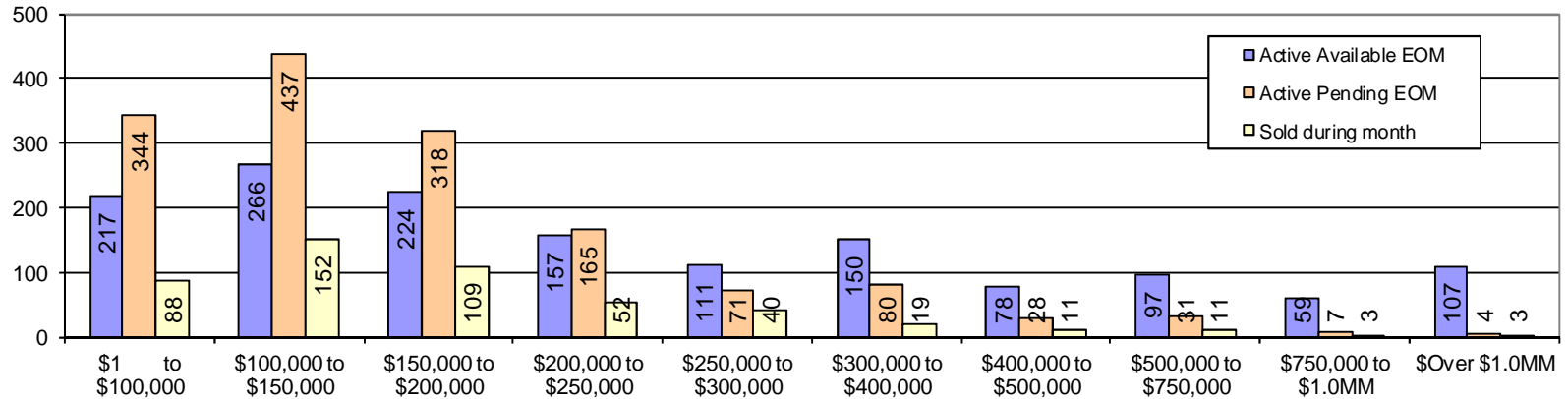
New Listings, by Special Condition



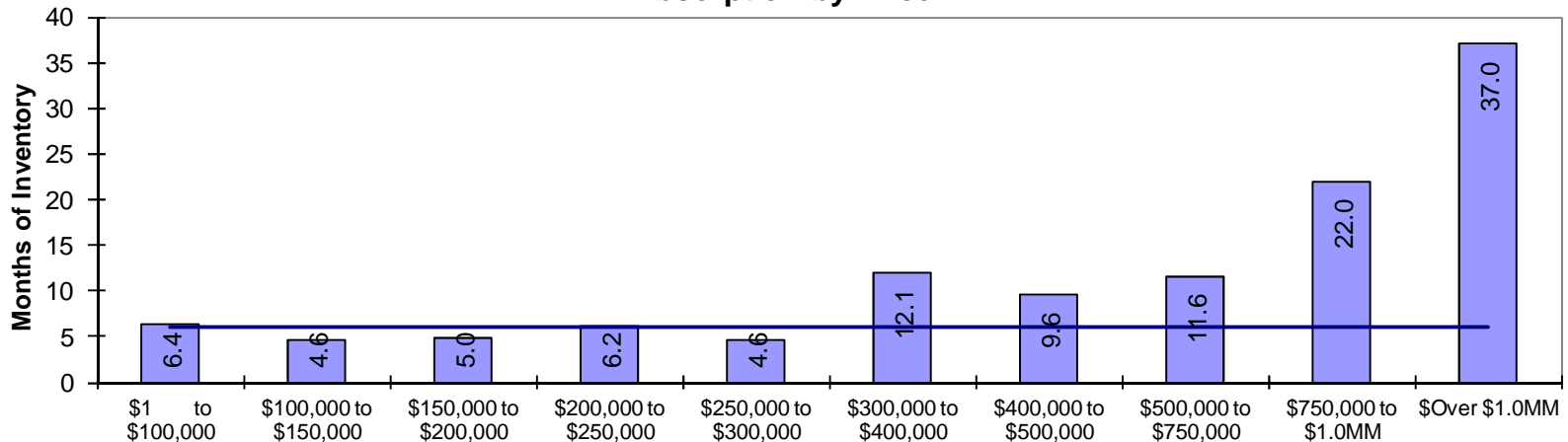
# Units and Absorption by Price

November, 2011

Active and Sold Homes by Price, current month



Absorption by Price

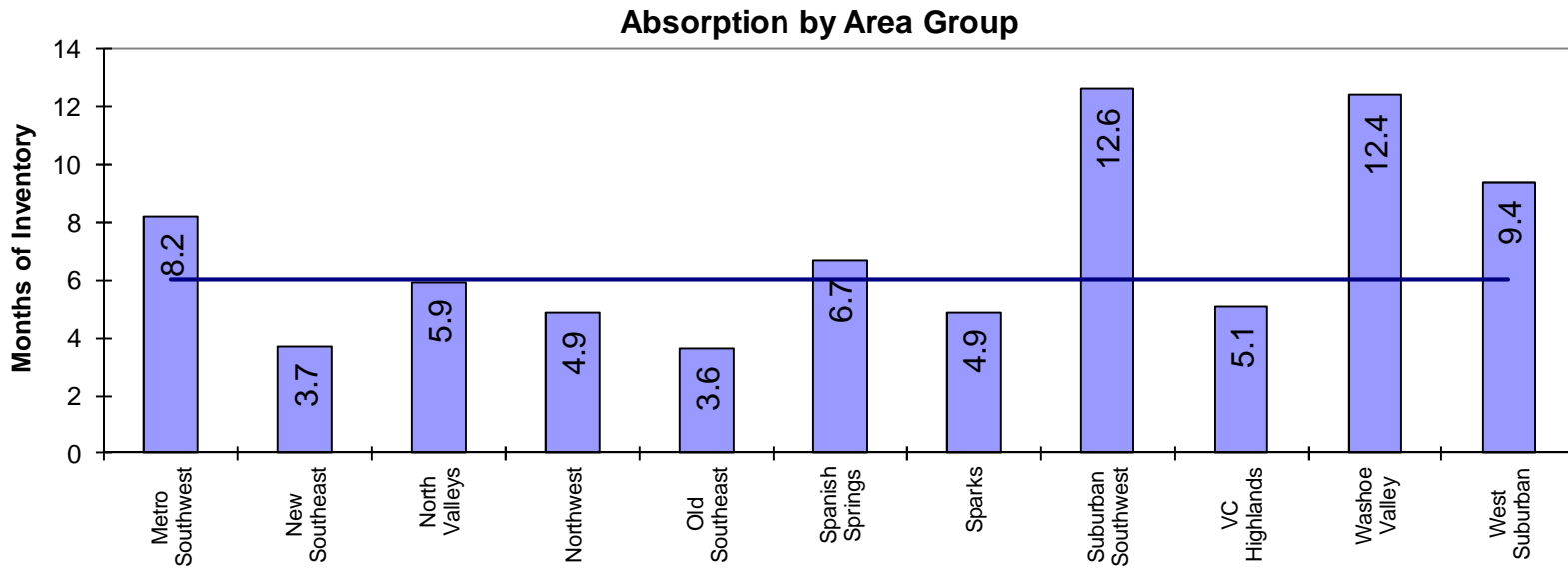
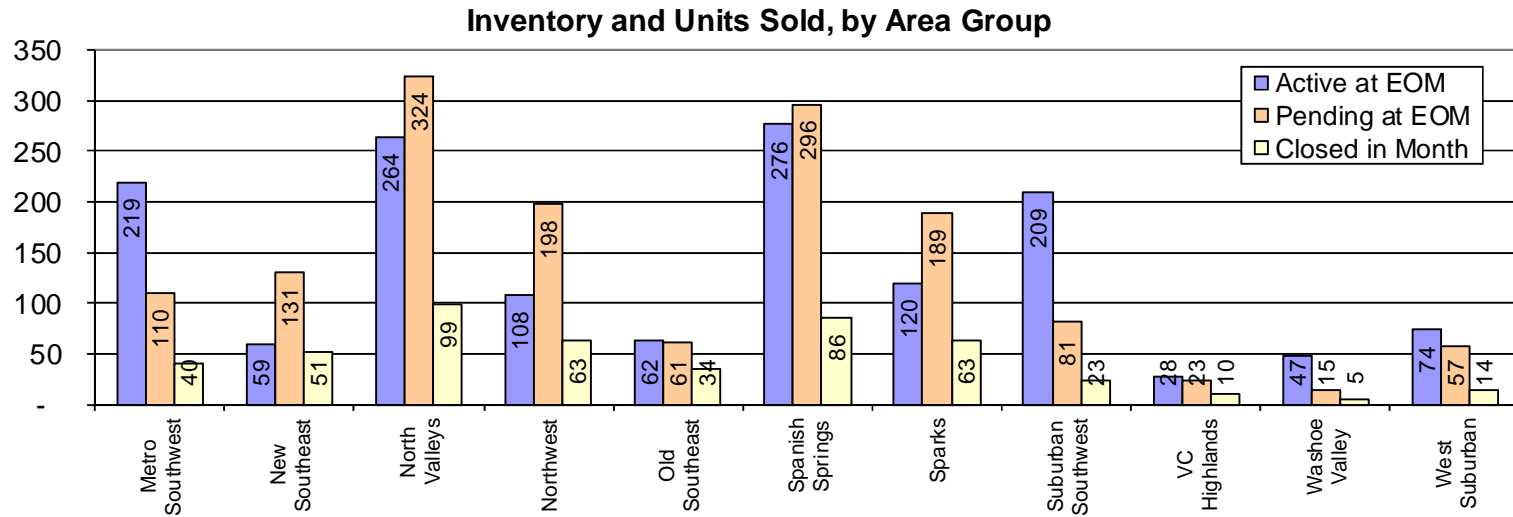


"Active" includes "Active/Pending"

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.

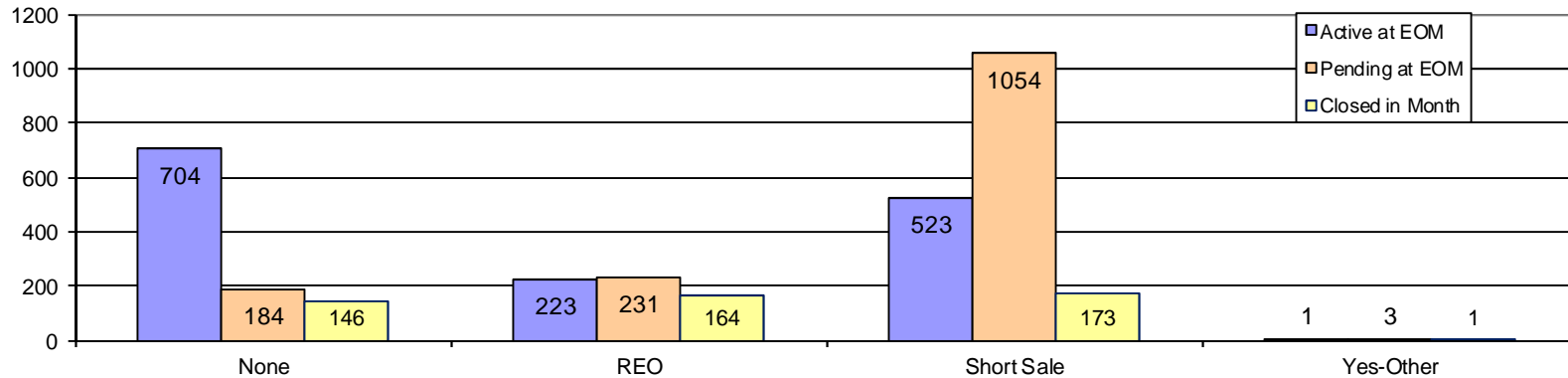
# Units and Absorption by Area Group



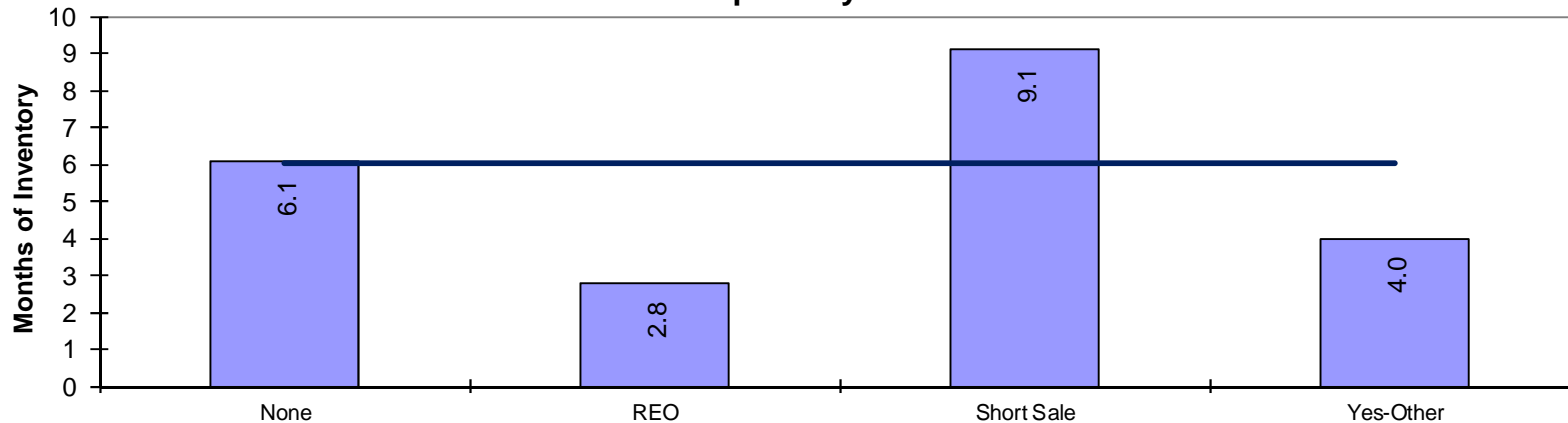
# Units and Absorption by Condition

November, 2011

### Active and Sold Homes by Condition, current month



### Absorption by Condition



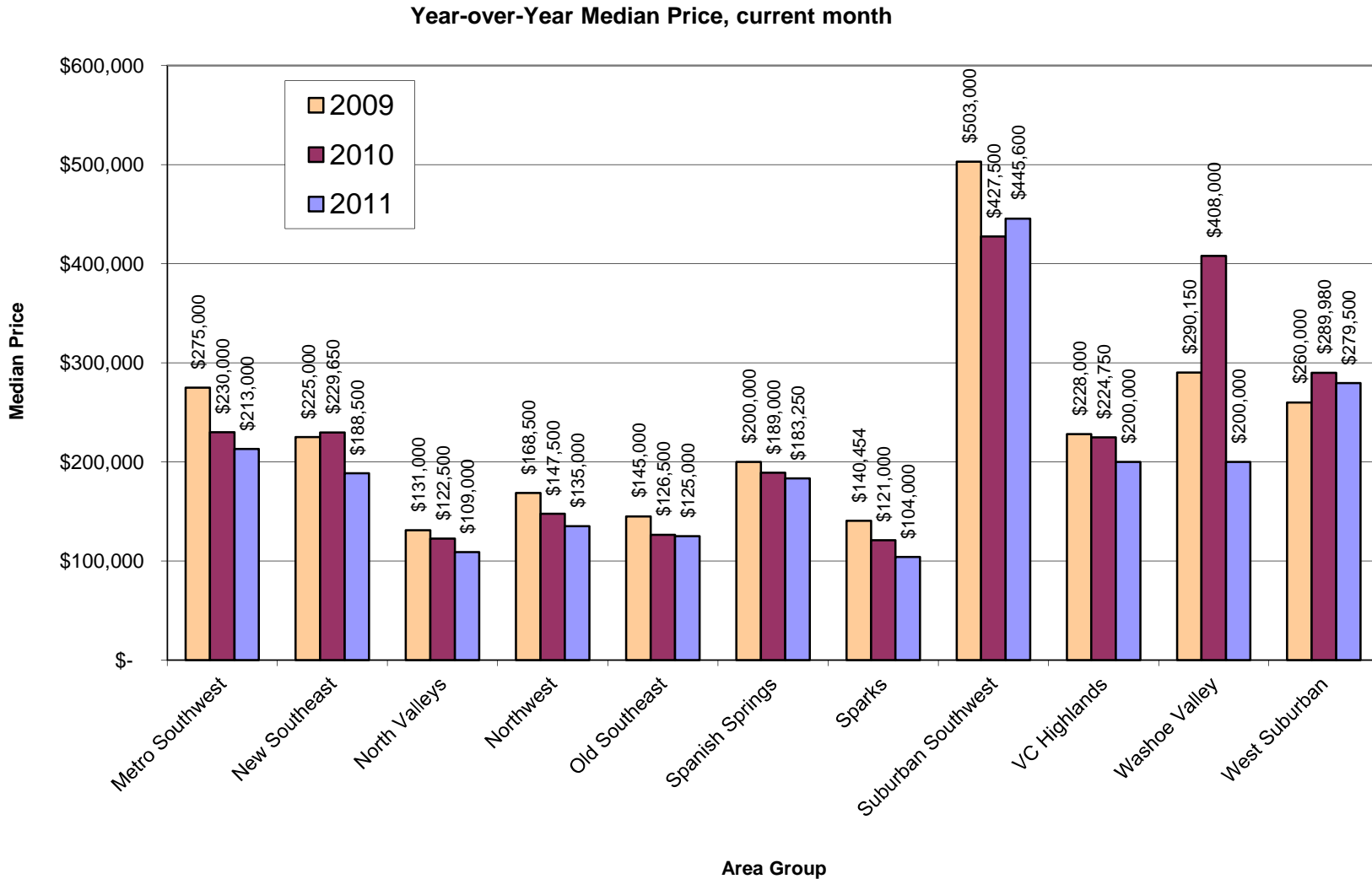
*“Active” includes “Active/Pending”*

*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

November, 2011

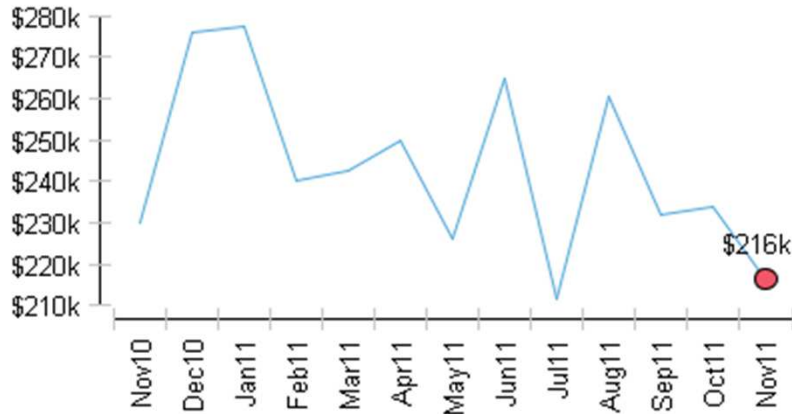


# Neighborhood Detail – Metro Southwest

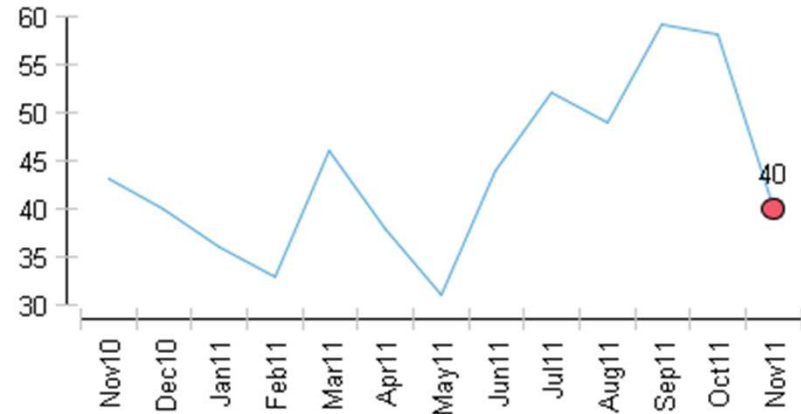
November, 2011

❖ Includes areas 160, 161, 163

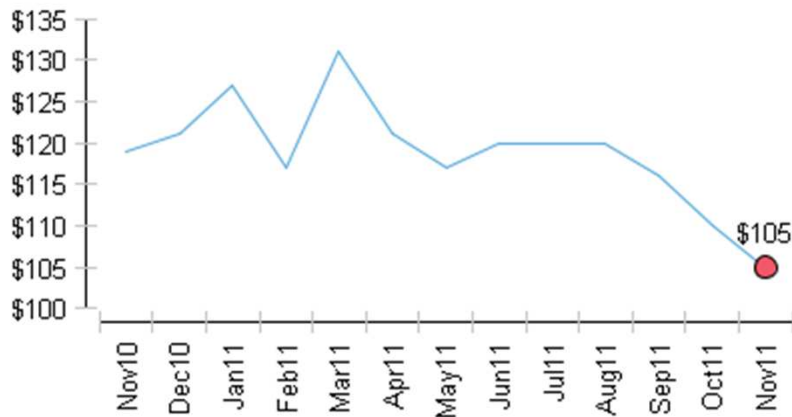
**Median Price**



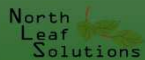
**Units Sold**



**Price per Square Foot**



**Average DOM**

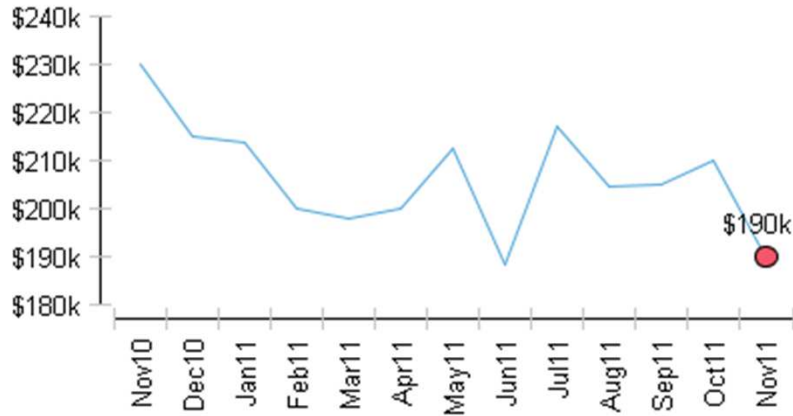


# Neighborhood Detail – New Southeast

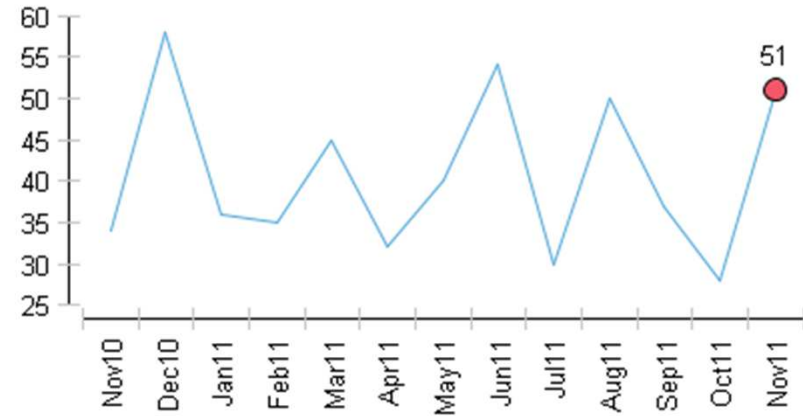
November, 2011

❖ Includes areas 143

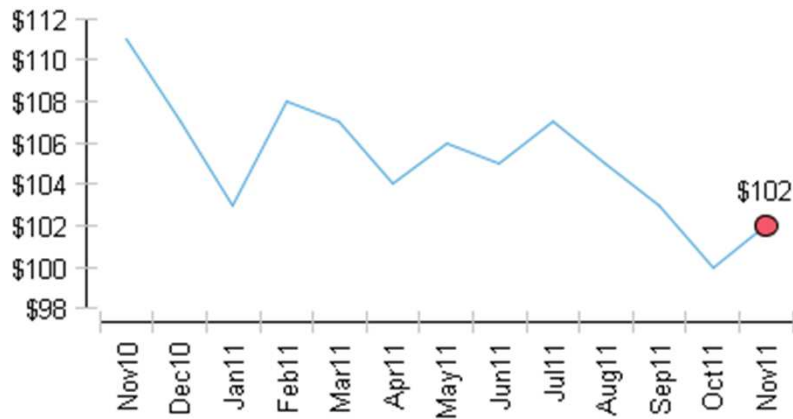
**Median Price**



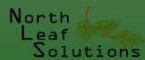
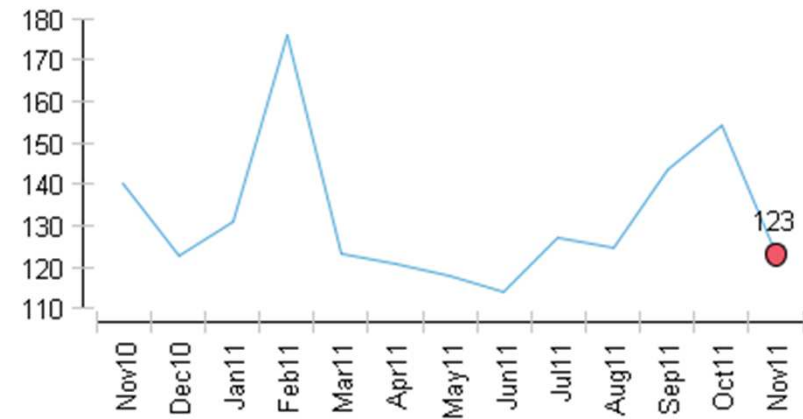
**Units Sold**



**Price per Square Foot**



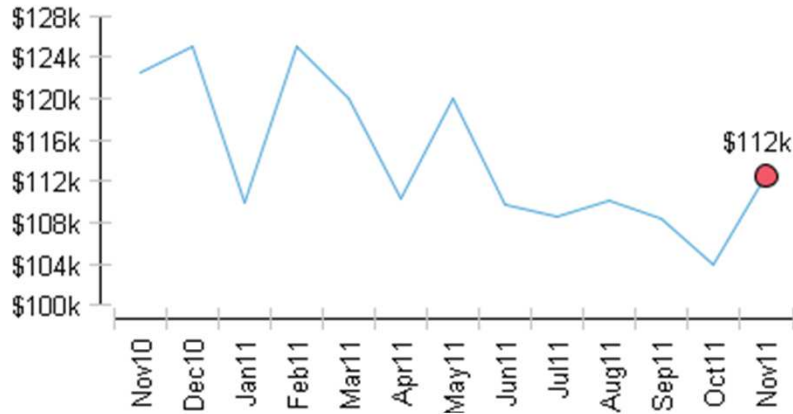
**Average DOM**



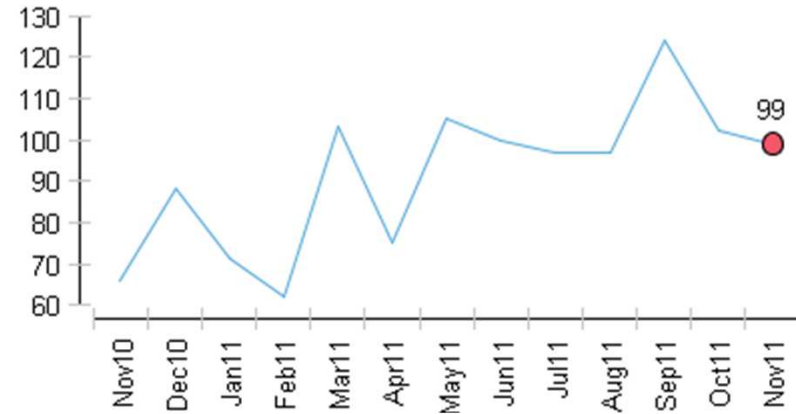
# Neighborhood Detail – North Valleys

❖ Includes areas 130 through 138

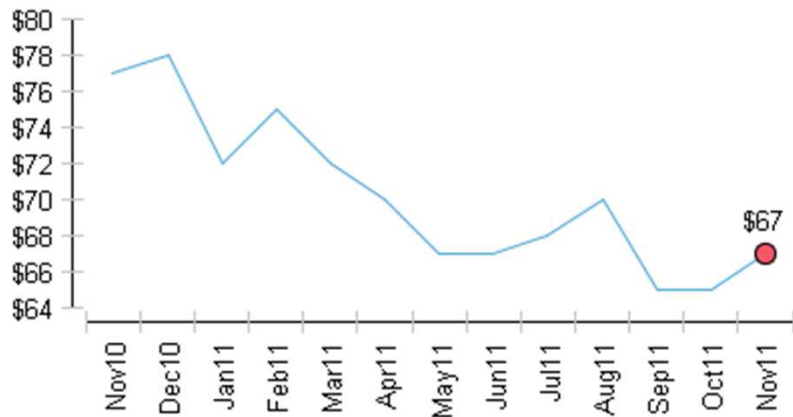
**Median Price**



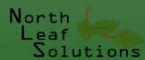
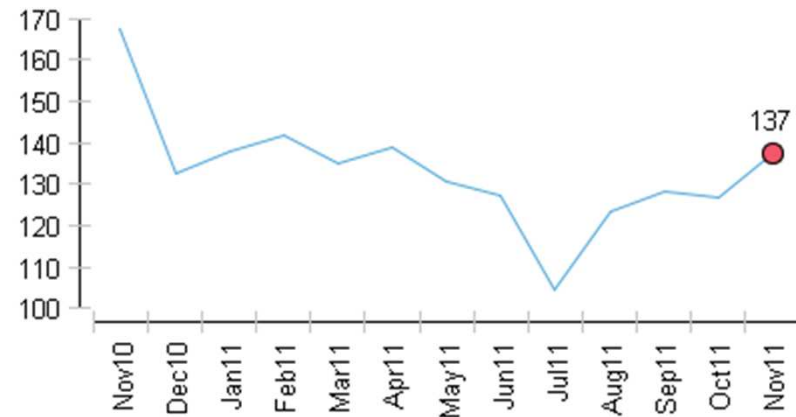
**Units Sold**



**Price per Square Foot**



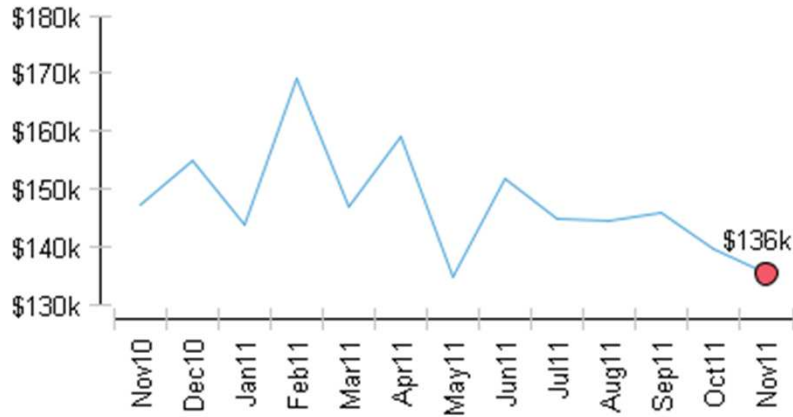
**Average DOM**



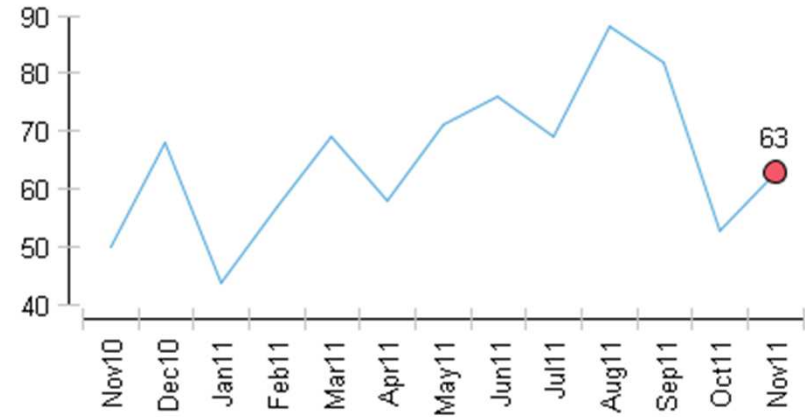
# Neighborhood Detail – Northwest

❖ Includes areas 116, 119, 120, and 121

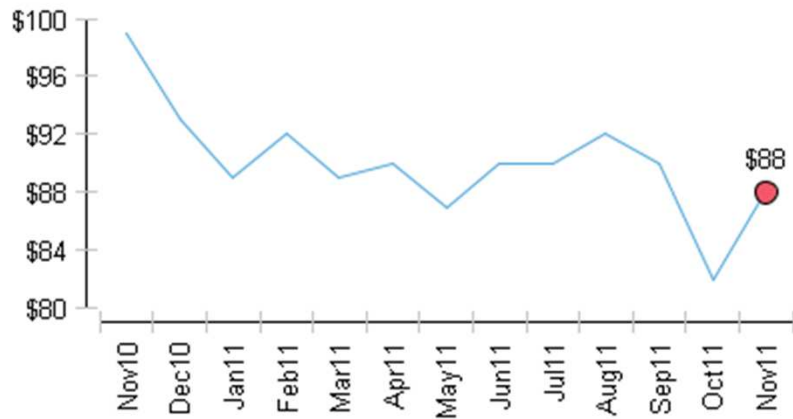
**Median Price**



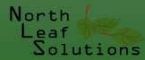
**Units Sold**



**Price per Square Foot**



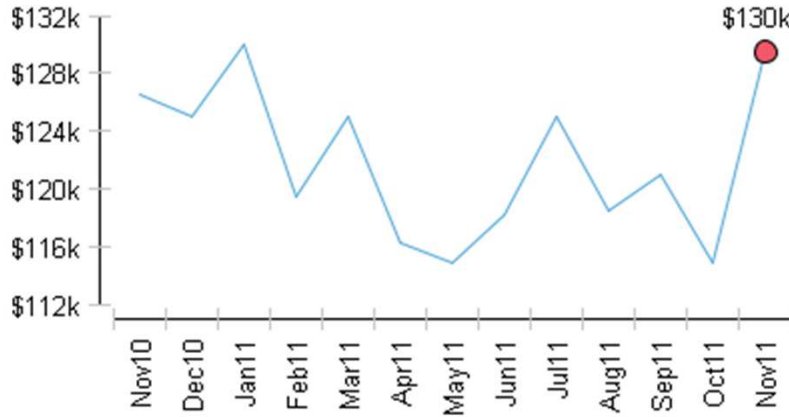
**Average DOM**



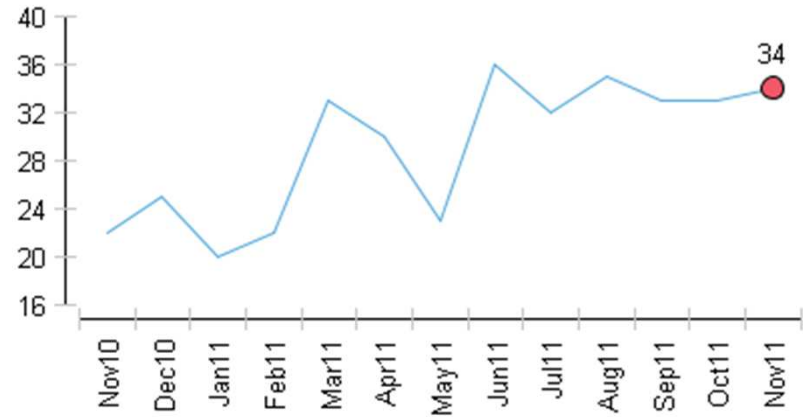
# Neighborhood Detail – Old Southeast

❖ Includes areas 115, 140, 141, and 142

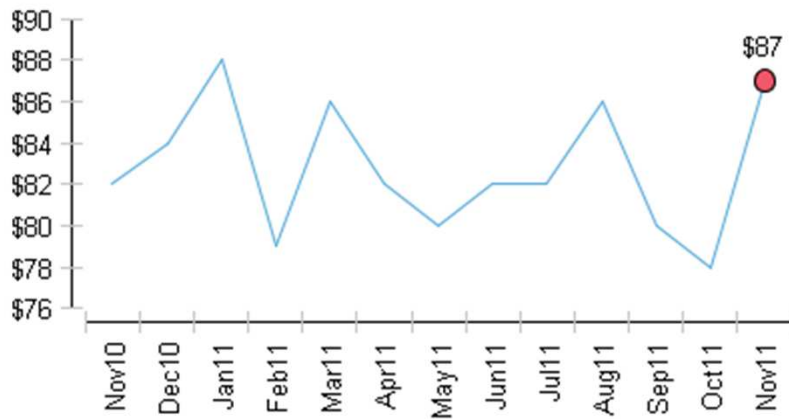
**Median Price**



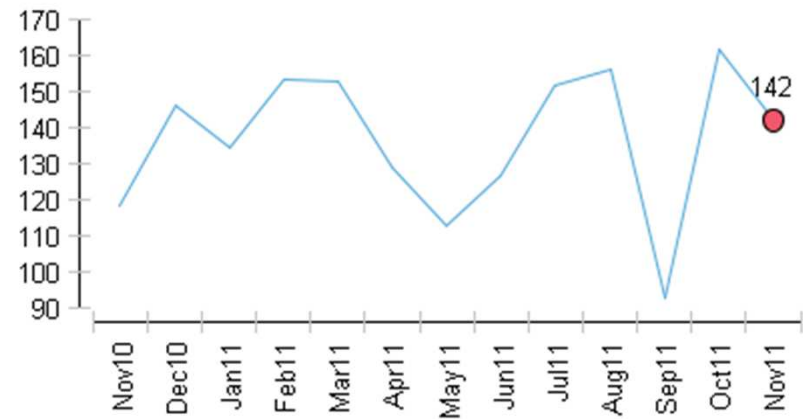
**Units Sold**



**Price per Square Foot**



**Average DOM**

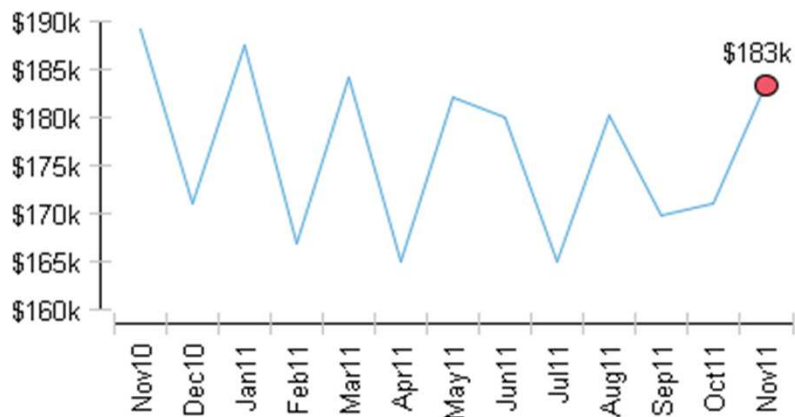


# Neighborhood Detail – Spanish Springs

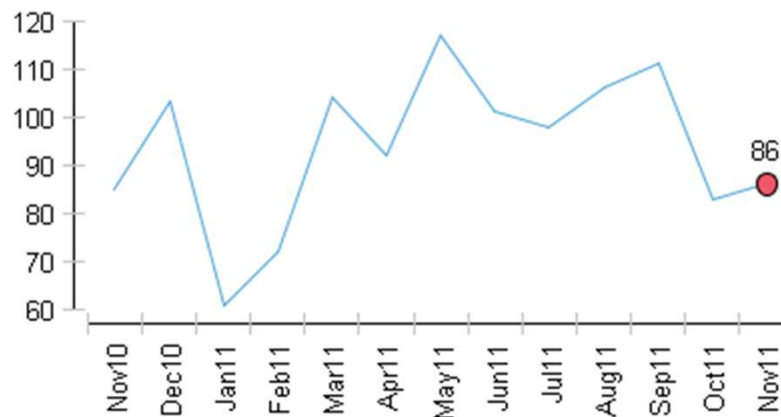
November, 2011

❖ Includes areas 182 through 186

**Median Price**



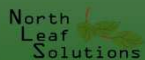
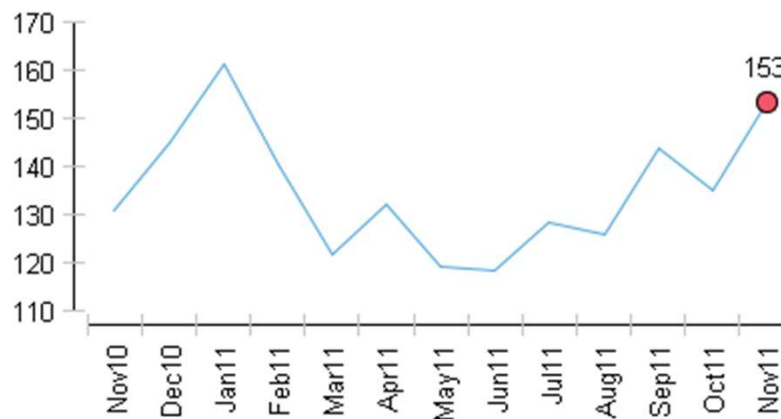
**Units Sold**



**Price per Square Foot**



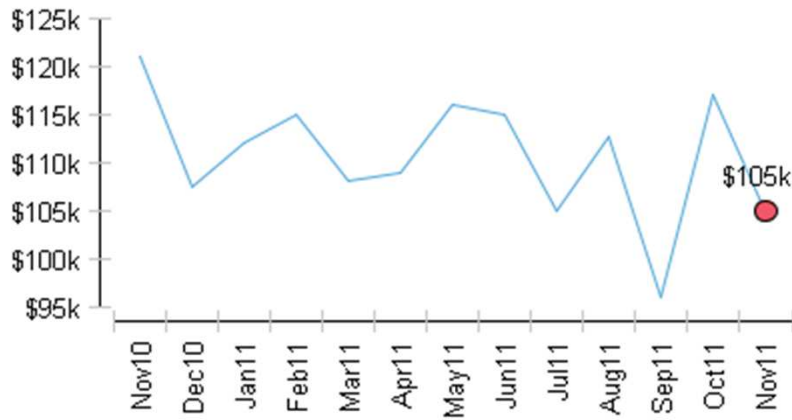
**Average DOM**



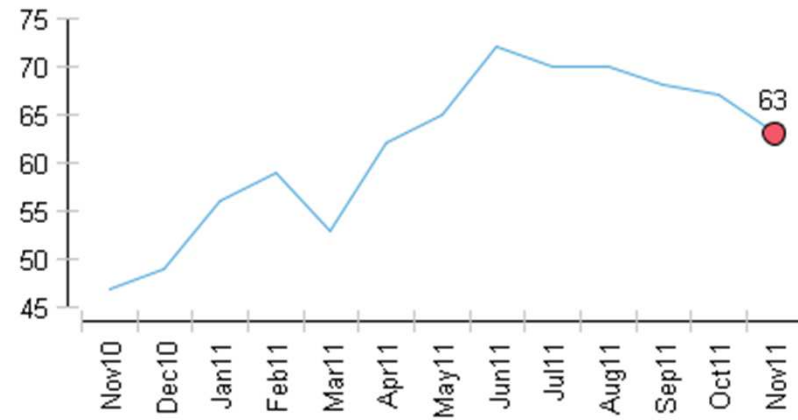
# Neighborhood Detail – Sparks

❖ Includes areas 180, 181, 187, and 188

**Median Price**



**Units Sold**



**Price per Square Foot**



**Average DOM**

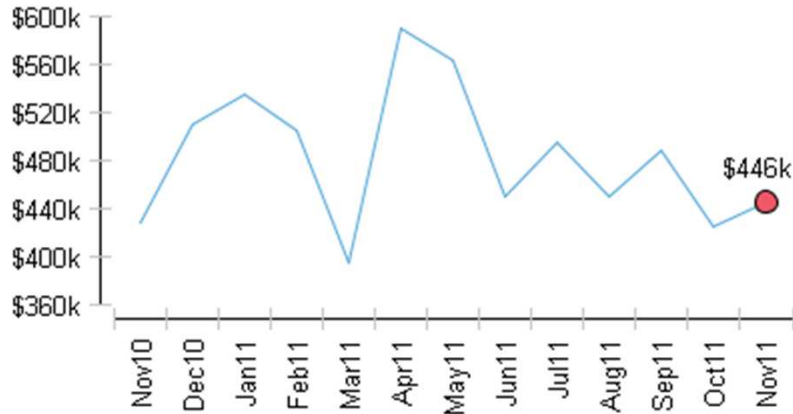


# Neighborhood Detail – Suburban Southwest

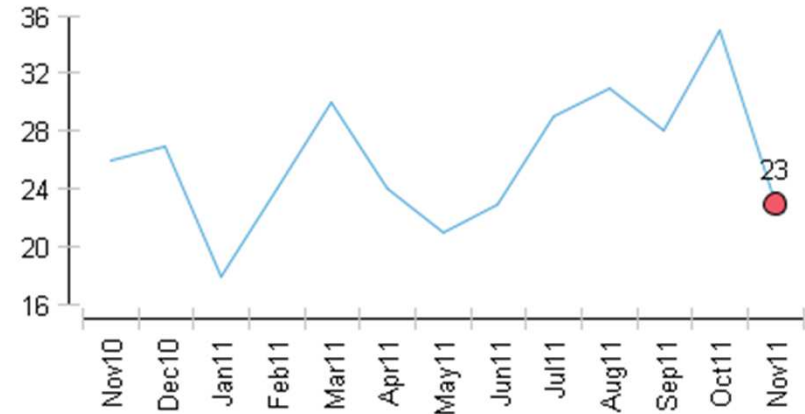
November, 2011

❖ Includes areas 164, 165, and 171

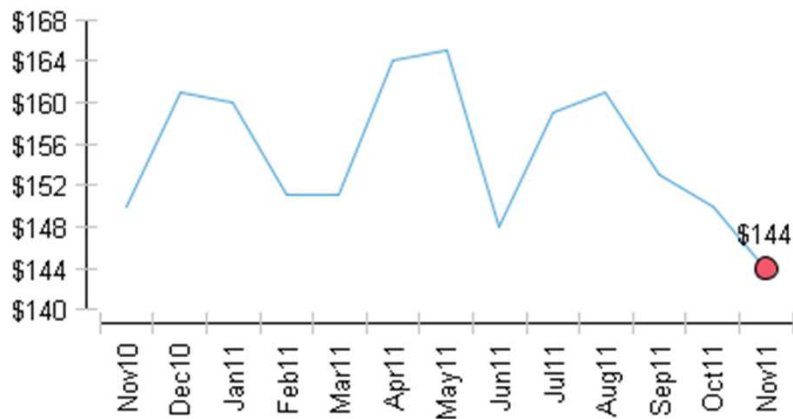
**Median Price**



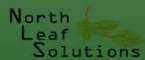
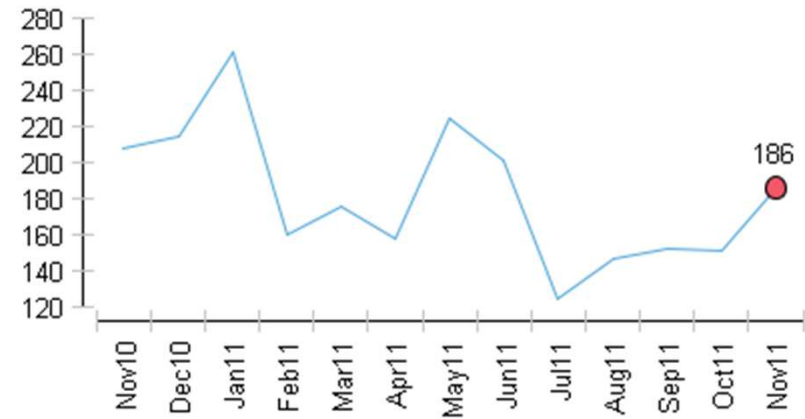
**Units Sold**



**Price per Square Foot**



**Average DOM**

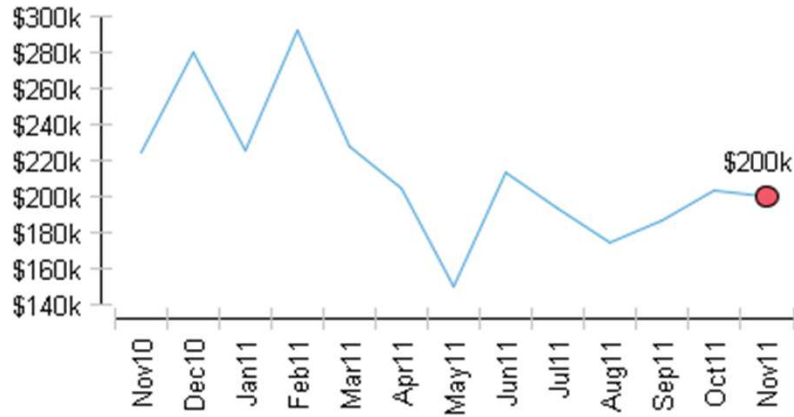


# Neighborhood Detail – VC Highlands

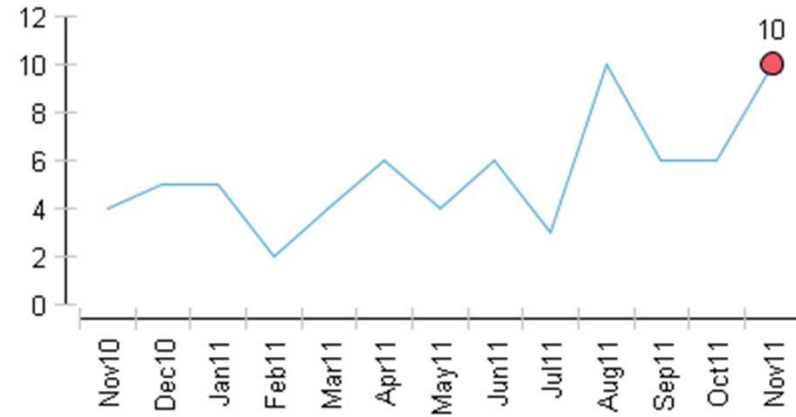
November, 2011

❖ Includes areas 173 and 176

**Median Price**



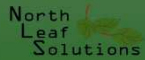
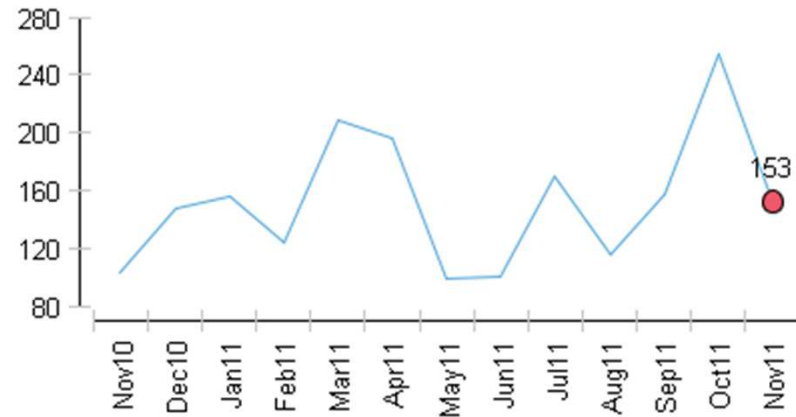
**Units Sold**



**Price per Square Foot**



**Average DOM**



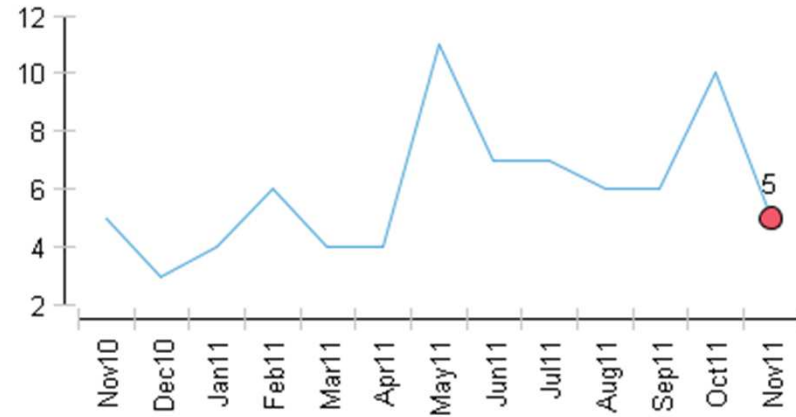
# Neighborhood Detail – Washoe Valley

❖ Includes areas 174, 175, and 177

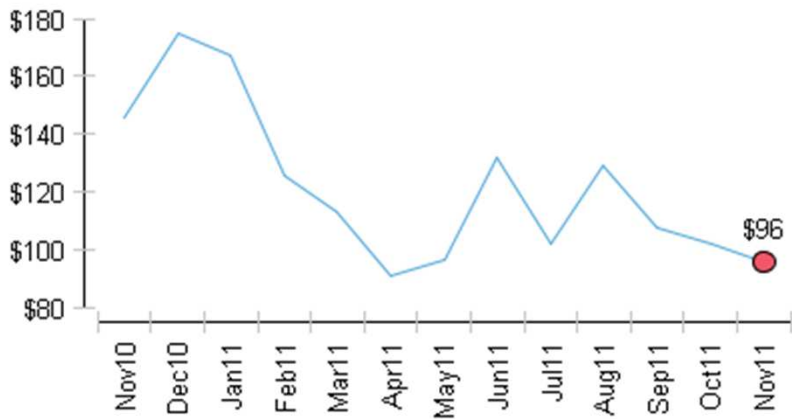
**Median Price**



**Units Sold**



**Price per Square Foot**



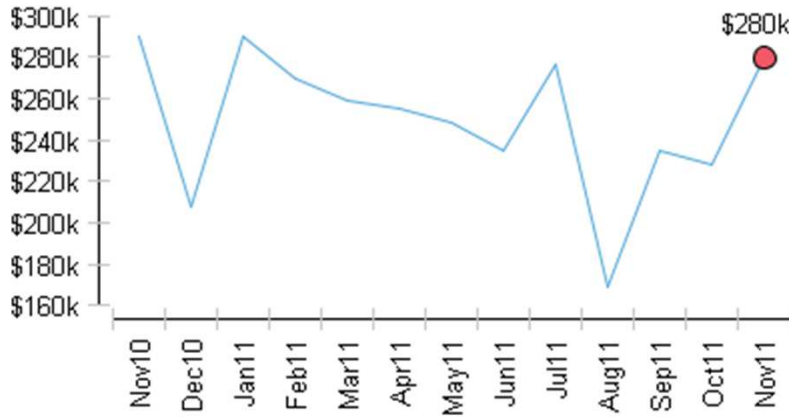
**Average DOM**



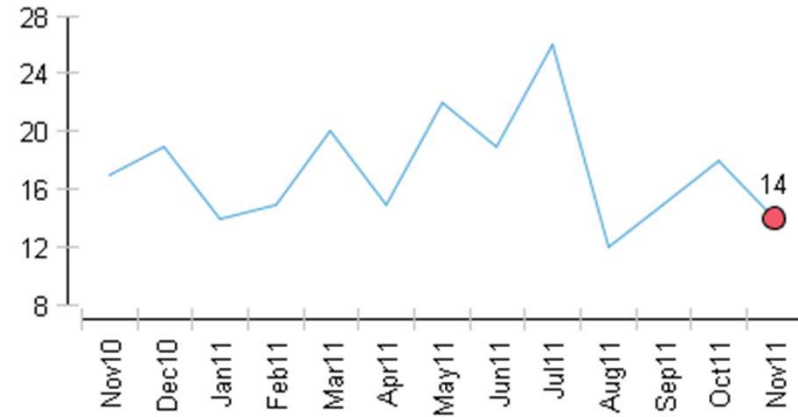
# Neighborhood Detail – West Suburban

❖ Includes areas 122, 123, 124

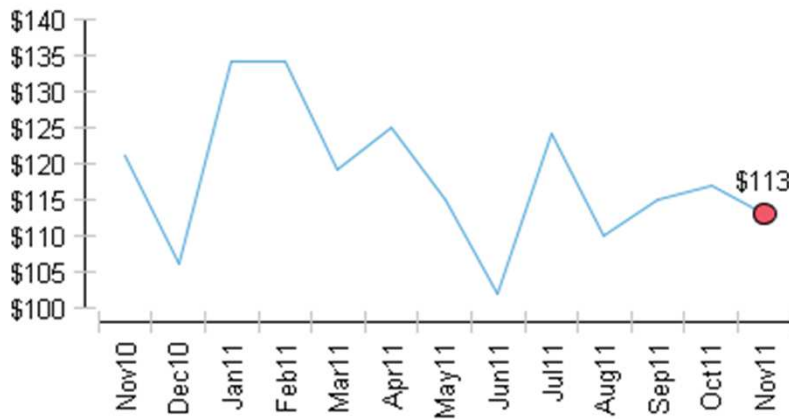
**Median Price**



**Units Sold**



**Price per Square Foot**



**Average DOM**

