



Reno/Sparks
Association of
REALTORS®

Market Report, January 2019

Area 100, Greater Reno/Sparks

Quick Facts (year over year)

New Listings 445 ▼ -11.0% **Units Sold** 317 ▼ -21.9% **Median Sold Price** \$362,000 ▲ 0.6%

Reno/Sparks Market Summary

RENO, Nev. – The Reno/Sparks Association of REALTORS® (RSAR) released its January 2019 report on existing home sales in Reno, Sparks and Fernley, including median sales price and number of home sales in the region. RSAR obtains its information from the Northern Nevada Regional Multiple Listing Service (www.nnrmls.com).

During January 2019, the report showed Reno-Sparks had 317 sales of existing single-family homes; a decrease of 22 percent from January 2018 and a 17 percent decrease from one month ago, December 2018. The report listed the median sales price for an existing single family residence in Reno-Sparks in January 2019 at \$362,000; an increase of 1 percent from January 2018 and a 1 percent decrease from December 2018. All sales numbers are for existing “stick built single-family dwellings” only and do not include condominium, townhome, manufactured, modular or newly constructed homes. The median sales price of existing condominium/townhomes in Reno-Sparks in January 2019 was \$183,500; a 5 percent increase from a year ago.

In January 2019, Reno (including North Valleys) had 232 sales of existing single-family homes; a decrease of 20 percent from last year and a 10 percent decrease from the previous month. The median sales price in Reno for an existing single-family residence in January 2019 was \$377,700; a 4 percent increase from January 2018, and a 1 percent decrease from December 2018. All sales numbers are for existing “stick built single-family dwellings” only and do not include condominium, townhome, manufactured, modular or newly constructed homes. The existing condominium/townhome median sales price for January 2019 in Reno was \$174,000; a 1 percent decrease from last year.

Sparks (including Spanish Springs) experienced 85 sales of existing single-family homes in January 2019; a 26 percent decrease from January 2018 and a 33 percent decrease from December 2018. The Sparks median sales price for an existing single-family residence in January 2019 was \$339,000; a 2 percent decrease from January 2018 and a 2 percent decrease from December 2018. All sales numbers are for existing “stick built single-family dwellings” only and do not include condominium, townhome, manufactured, modular or newly constructed homes. The existing condominium/townhome median sales price for January 2019 in Sparks was \$192,000; a 15 percent increase from last year.

“January’s unit sales were down 22 percent from the same time last year,” said Angelica Reyes, 2019 RSAR president and REALTOR with The Right Choice Realty. “The Reno market is still a seller’s market, at three-months supply of inventory. There was a sharp increase in listings in January 2019, compared to December 2018, which is a good sign for the market.

The Reno/Sparks Association of REALTORS® is an organization providing services to its members to ensure their success as real estate professionals, as well as protecting and promoting the consumer's dream of homeownership. For more information visit www.rsar.net.

Reno/Sparks Association of REALTORS®

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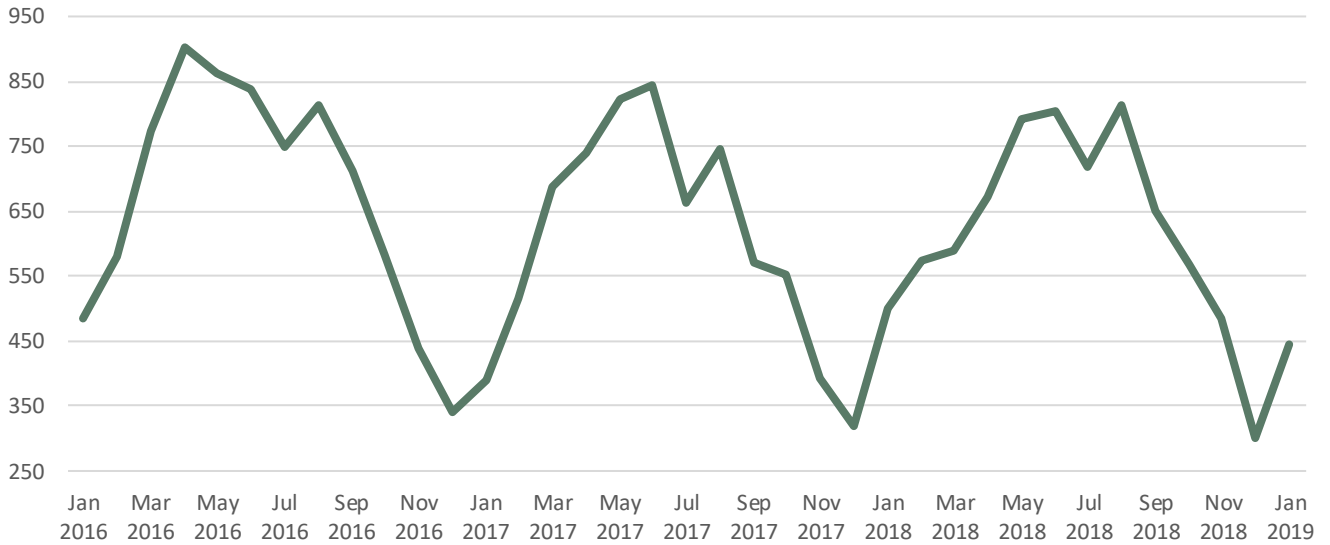
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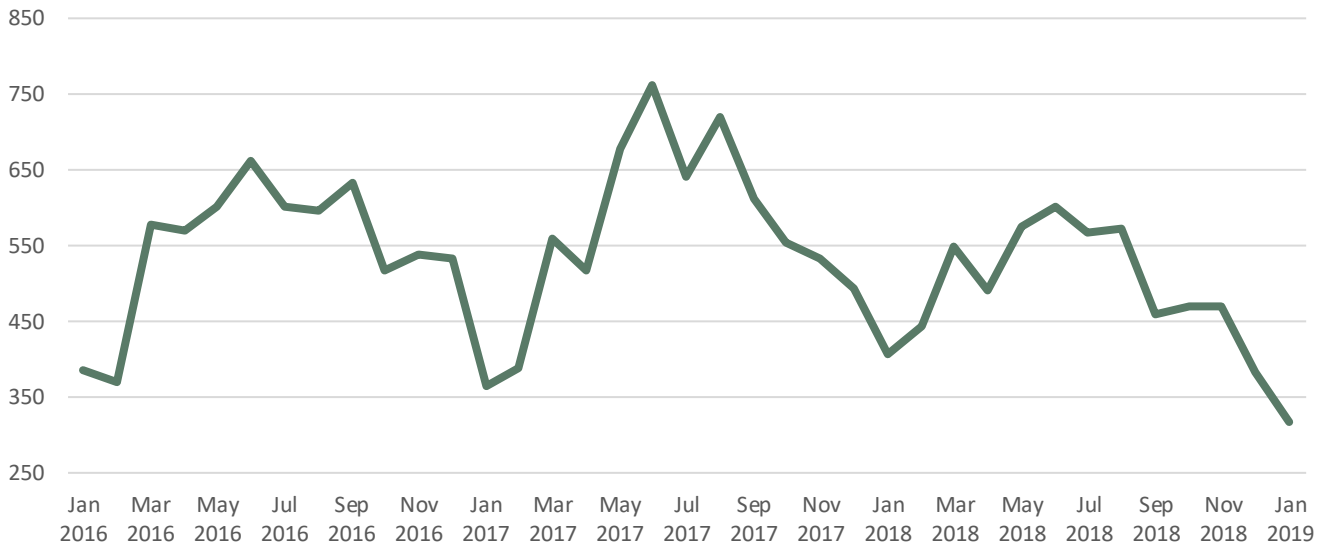
New Listings

Year over Year			Month over Month			Year to Date		
Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change	
445	500	▼ -11.0%	299	▲ 48.8%	445	500	▼ -11.0%	



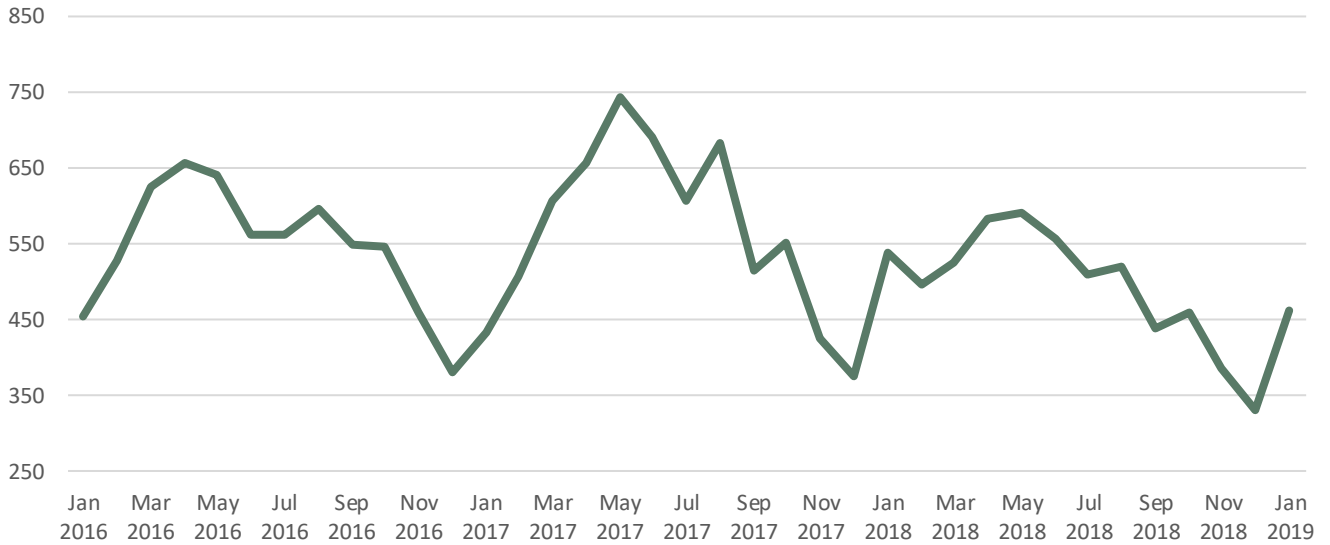
Units Sold

Year over Year			Month over Month			Year to Date		
Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change	
317	406	▼ -21.9%	384	▼ -17.4%	322	407	▼ -20.9%	



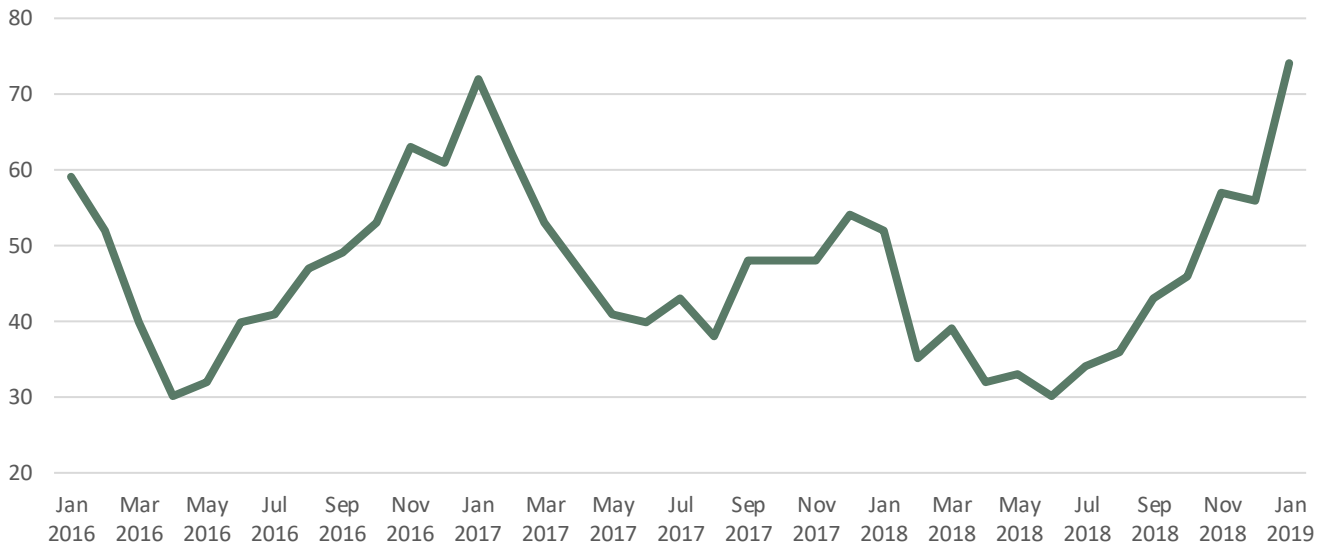
New Contracts

Year over Year			Month over Month			Year to Date		
Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change	
461	537	▼ -14.2%	329	▲ 40.1%	461	537	▼ -14.2%	



Days to Contract

Year over Year			Month over Month			Year to Date		
Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change	
74	52	▲ 42.3%	56	▲ 32.1%	74	52	▲ 42.3%	



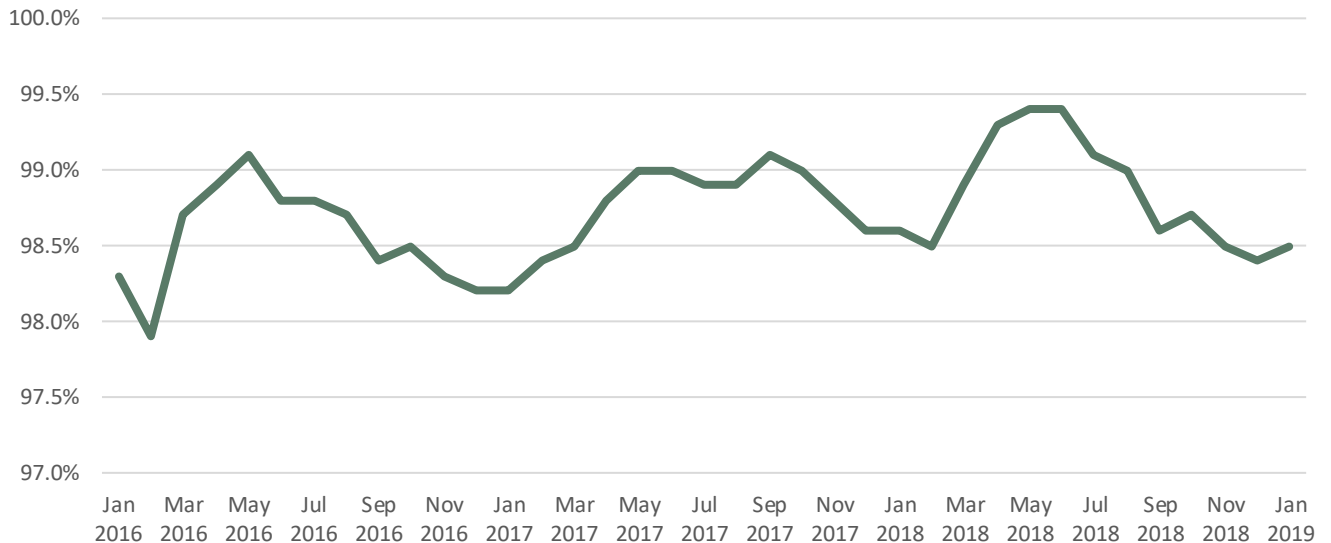
Median Sold Price

Year over Year			Month over Month			Year to Date		
Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change	
\$ 362,000	\$ 359,950	▲ 0.6%	\$ 364,750	▼ -0.8%	\$ 362,000	\$ 359,950	▲ 0.6%	



Percent of Ask Price Received

Year over Year			Month over Month			Year to Date		
Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change	
98.5%	98.6%	▼ -0.1%	98.4%	▲ 0.1%	98.5%	98.6%	▼ -0.1%	



Active Inventory Units

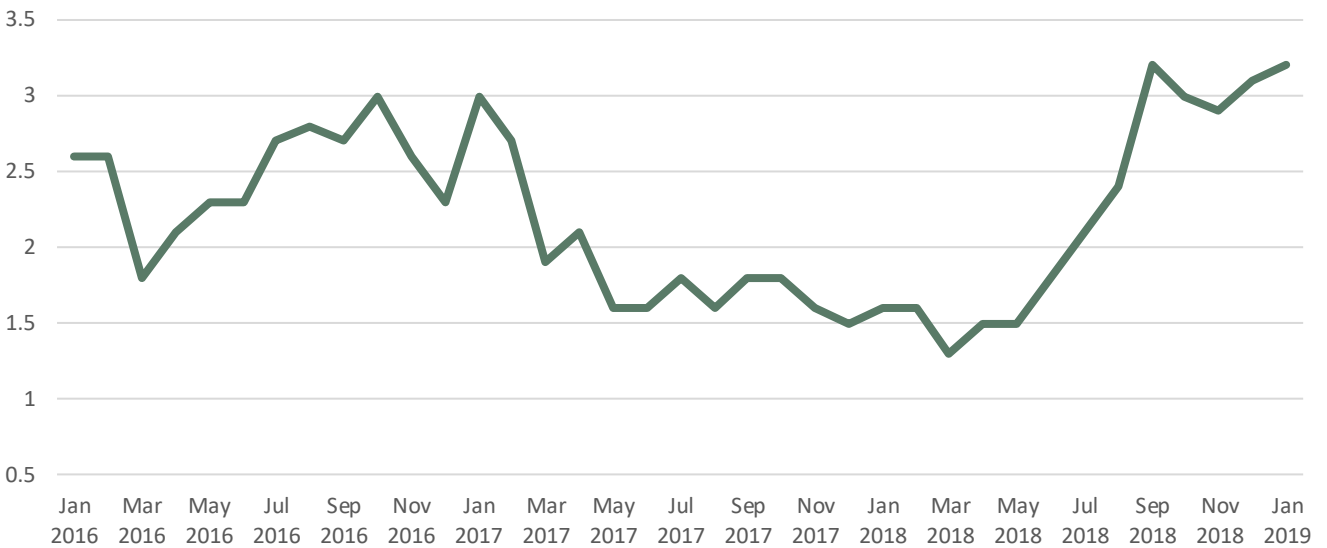
Year over Year			Month over Month	
Jan 2019	Jan 2018	Change	Dec 2018	Change
1,005	650	▲ 54.6%	1,174	▼ -14.4%



Historical reported active inventory represents an estimated trend over time, not "Active and Available Inventory" on a specific day. Final figures could be up to 20% different from the "specific day" captured.

Months Supply of Inventory

Year over Year			Month over Month	
Jan 2019	Jan 2018	Change	Dec 2018	Change
3.2	1.6	▲ 100.0%	3.1	▲ 3.2%



Glossary

Active Inventory Units is the number of Active properties available for sale at the end of the month, based on the List Date, Contract Date and Sold Date. This may change over time as properties fall out of contract.

Days to Contract is the Average number of days between when a property is listed and the contract date when an offer is accepted.

Median Sold Price is the mid-point where the price for half of the sales are higher and half are lower. Median is preferred to average as it better accounts for outliers at the high or low end of the price range.

Months Supply of Inventory (MSI), also known as Absorption Rate, is the number of months it would take to sell through the units available for sale at the current monthly sales rate. The National Association of REALTORS® describes a balanced market as between 5 and 7 months supply of inventory (MSI).

New Contracts is the number of properties newly under contract in a given month or time period.

New Listings is the number of properties listed in a given month or time period.

Percent of Ask Price Received is the average of the Sales Price divided by the most recent Ask Price, and expressed as a percentage.

Units Sold is the number of properties which actually Sold within a given month or time period.

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Market trends and analysis based on data from the Northern Nevada Regional MLS through the end of each month. Due to timing of data entry into the MLS, data shown may be different than previously reported.

The Monthly Insights report provides monthly summaries of the overall market served by the Reno/Sparks Association of REALTORS®. The Association also provides to its members an online, interactive dashboard which delivers timely, relevant data with many more metrics and filtering capabilities. Contact your Association representative for details.