



Prudential

Sierra Nevada Properties

Market Statistics

Yesterday's disclaimer. . .

**The 2009 Reno/Sparks
Resale Home Market Outlook**

*Title Perspective:
Washoe County Overview*

Washoe County Recording Statistics January 2005 - December 2008 Resale Trend - Including All Property Types



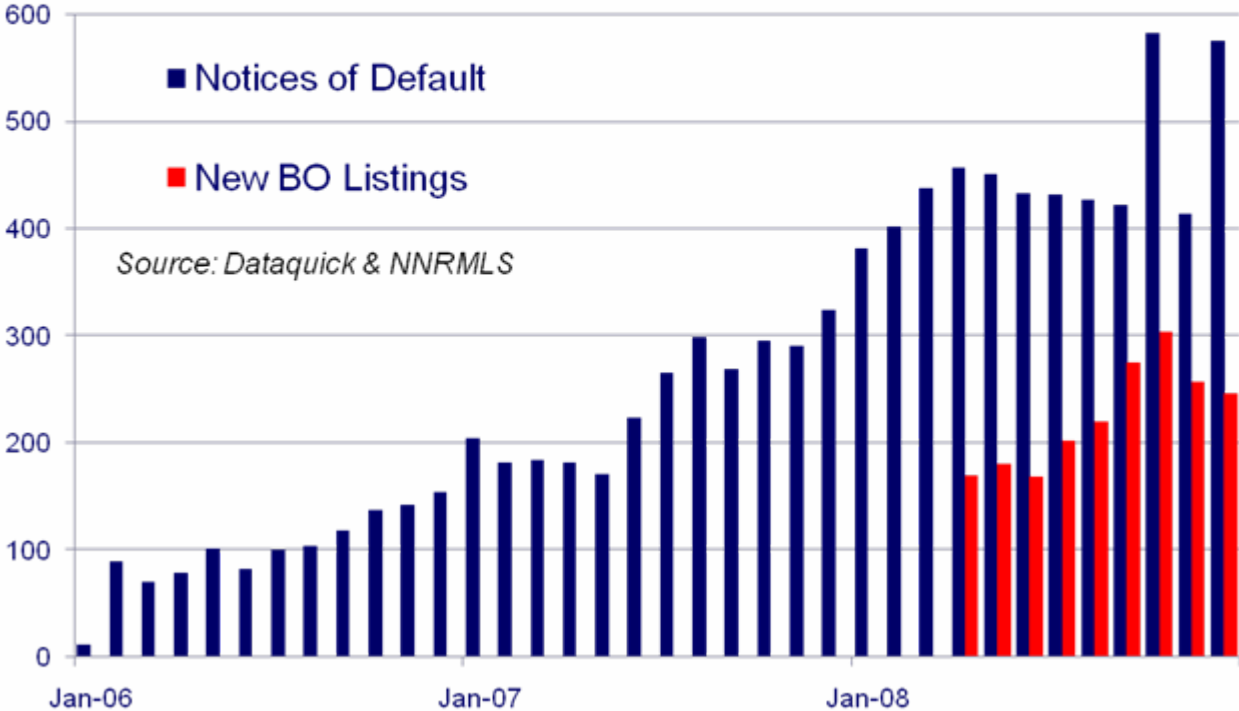
Source: Dataquick

Washoe County Recording Statistics July 2006 - December 2008 Refinance Trend



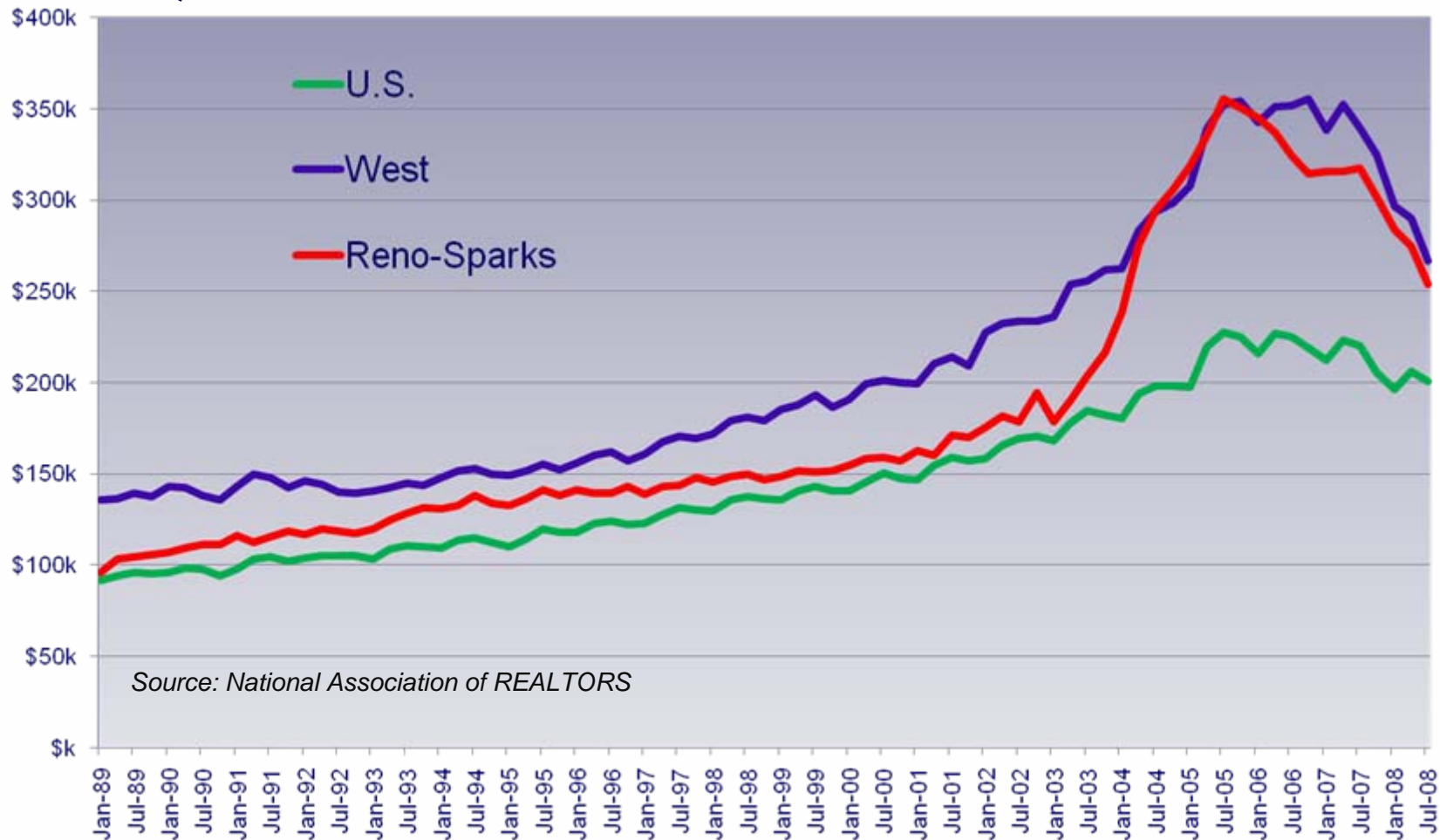
Source: Dataquick & Mortgage Bankers Assoc .

Washoe County Recording Statistics July 2006 - December 2008 Notices of Default - All Property Types



*Resale Overview:
Price History*

National, West & Reno/Sparks Quarterly Median Home Prices: 1989 to Q3 2008



9-year history of Reno/Sparks Median Home Price:

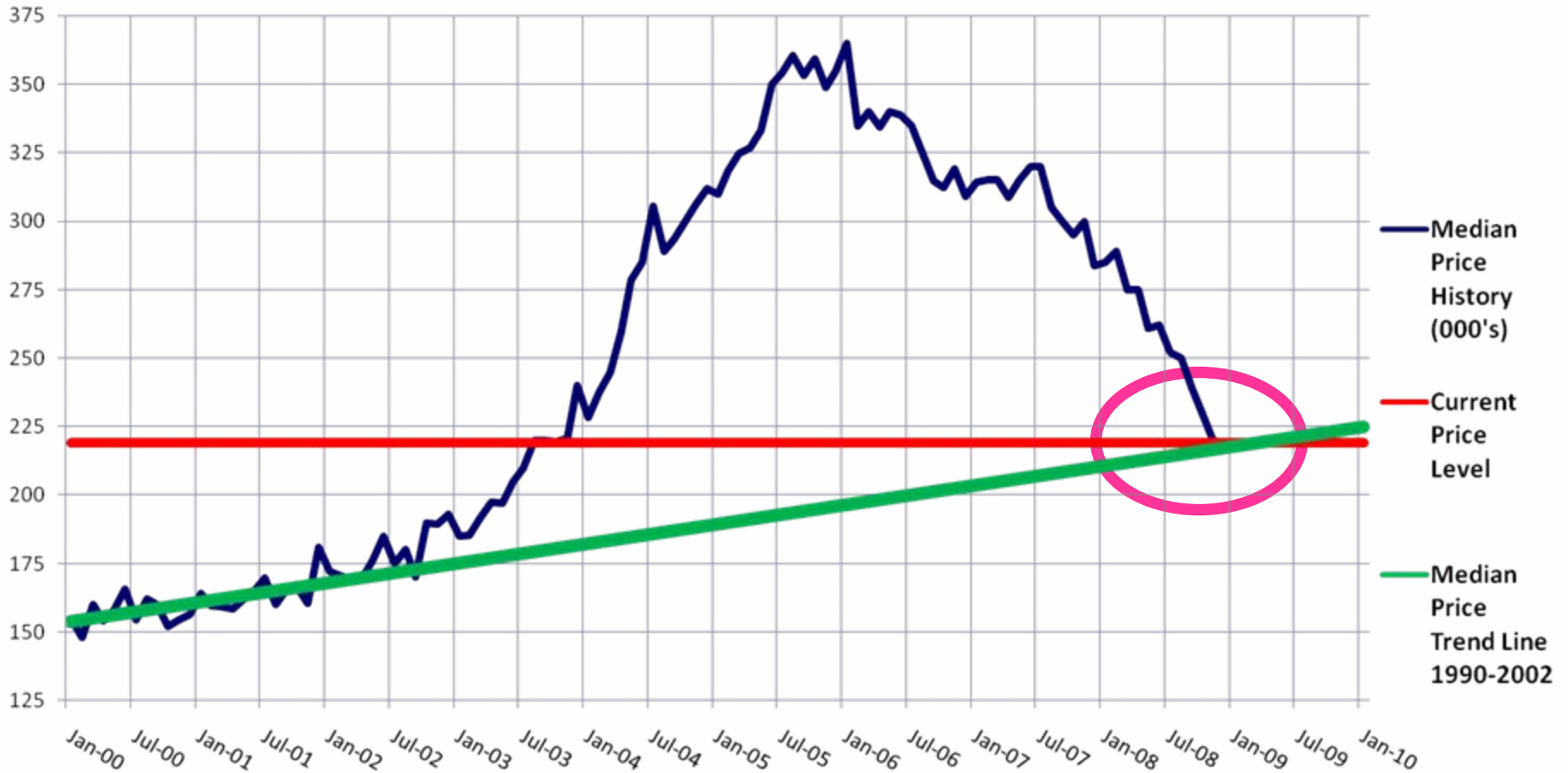
- 4th quarter 1999: \$151,200
- 4th quarter 2002: \$194,400
- 3rd quarter 2005 (peak): \$355,000
- 4th quarter 2008: \$223,450



Source: NNRMLS

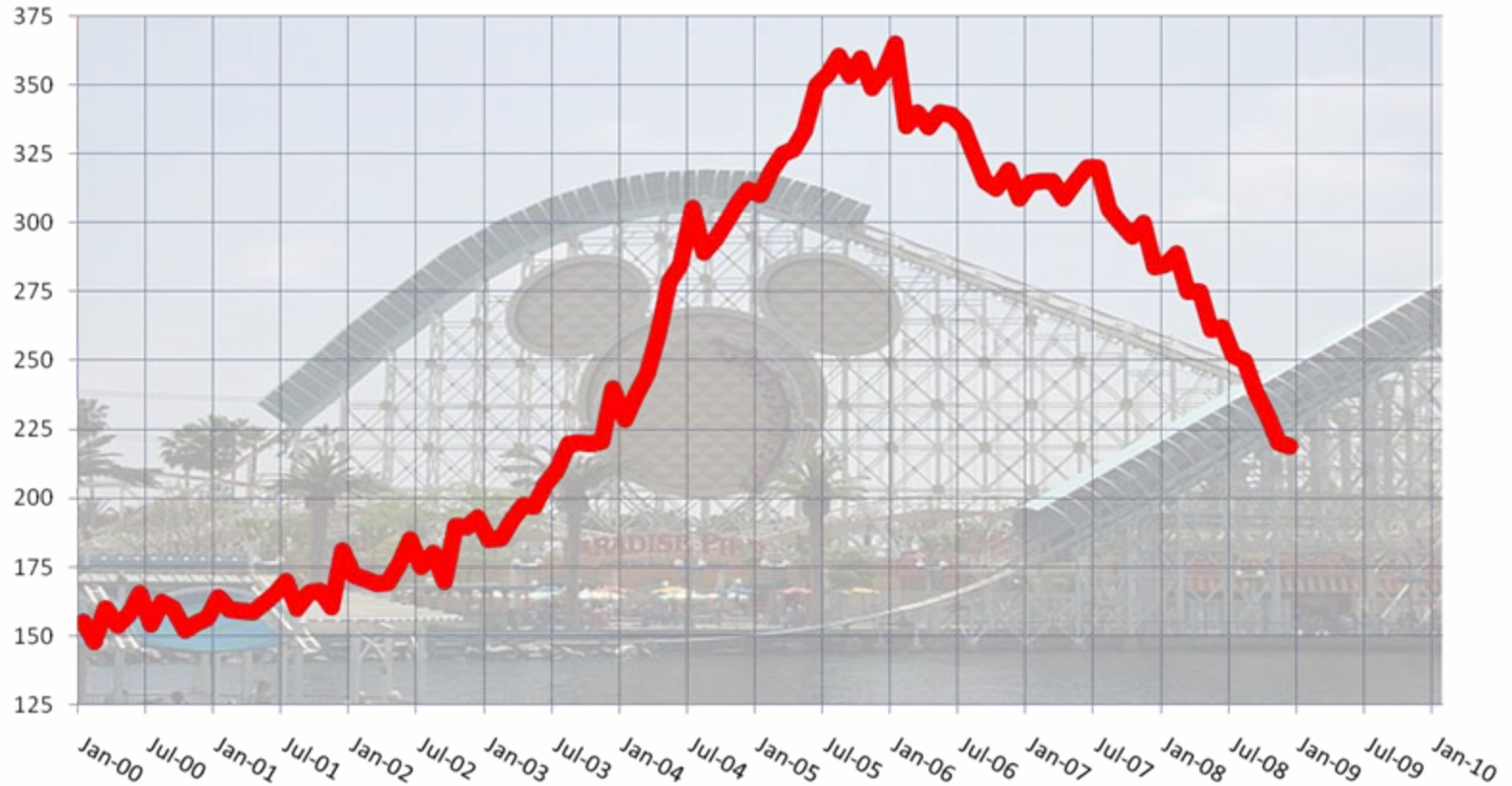
**RENO/SPARKS ASSOCIATION OF
REALTORS®**

Reno/Sparks Median SFR Price January 2000 to December 2008



Source: NNRMLS/KLA

Look familiar?



Inventory & Sales

Conditions of Inventory (Today's reality)

- “No Conditions”
 - Seller is in an equity position OR
 - Believes they are in an equity position OR
 - Is prepared to come to the closing table with \$\$\$

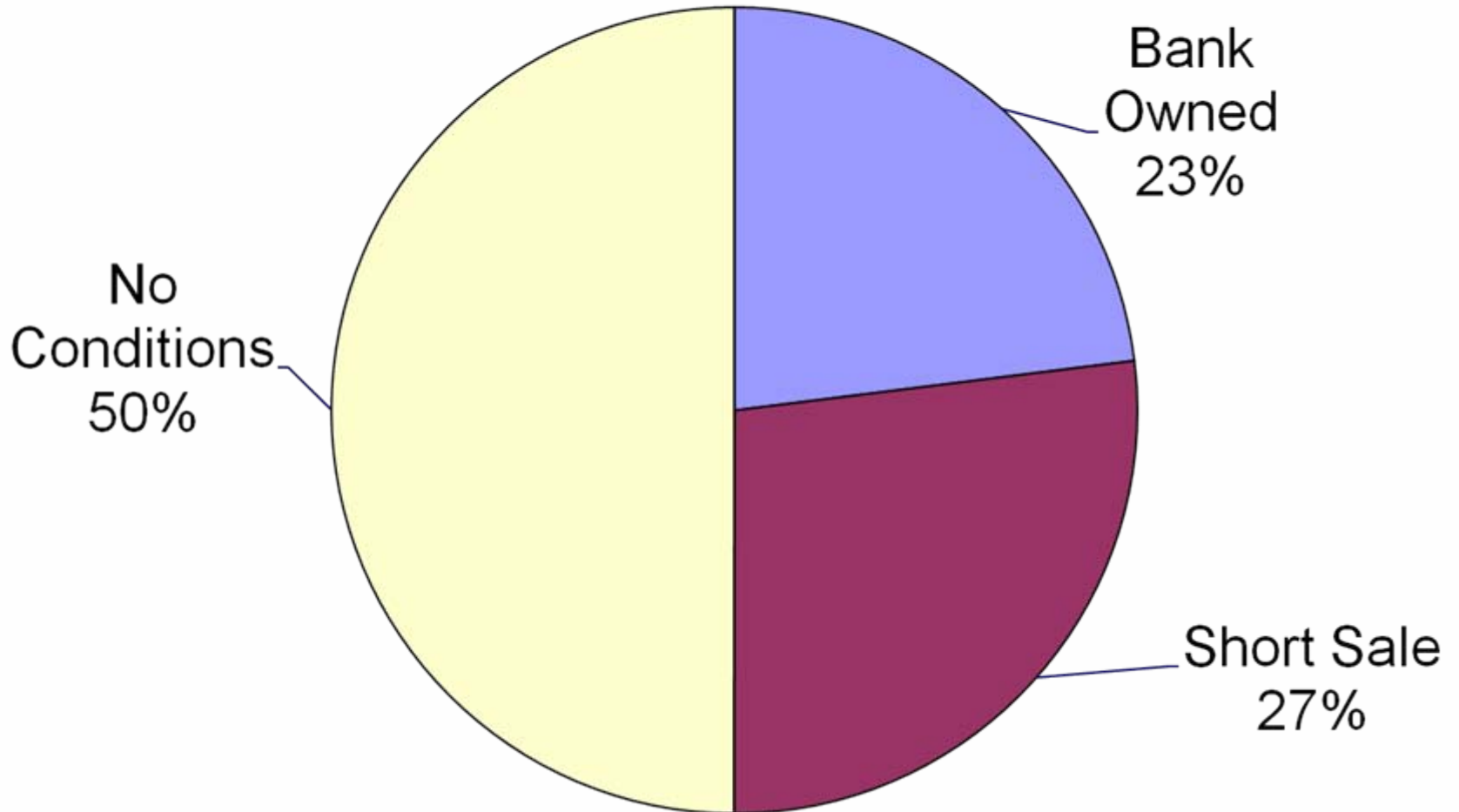
Conditions of Inventory (continued)

- “Short Sale”
 - Seller has no equity and needs to get bank approval for a short payoff
 - Misnomer: short sales are most often LONG escrows

Conditions of Inventory (continued)

- “Bank Owned”
 - Property has been foreclosed and is being sold by “The Bank”
 - Often referred to as REO—real estate owned by the bank

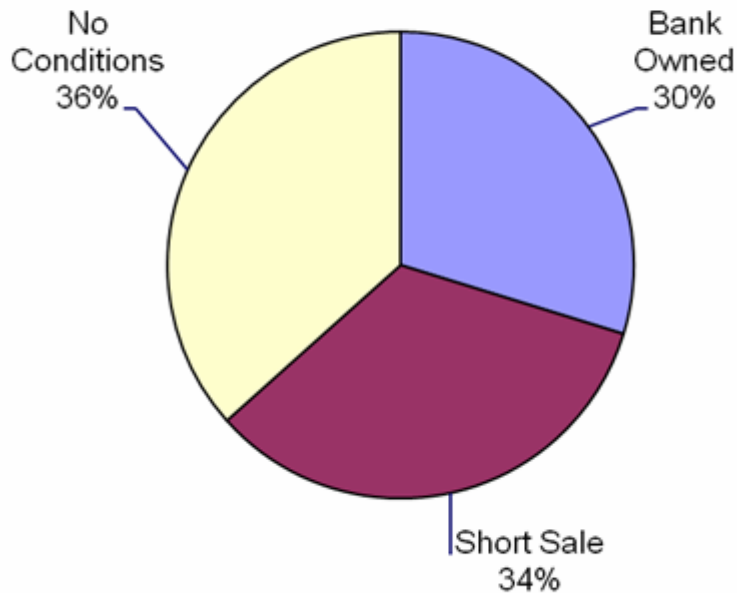
Available Inventory



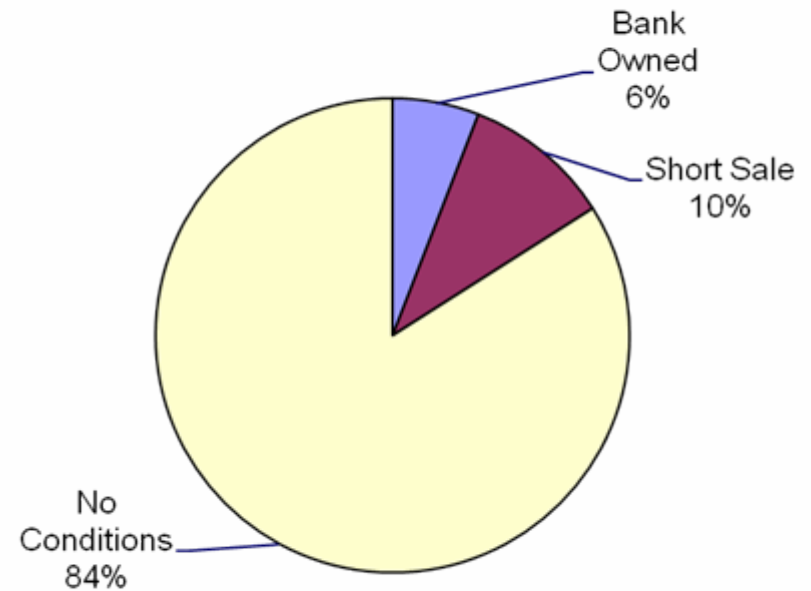
Source: NNRMLS

Available Inventory Breakdown +/- \$400,000

Available Inventory Below \$400k

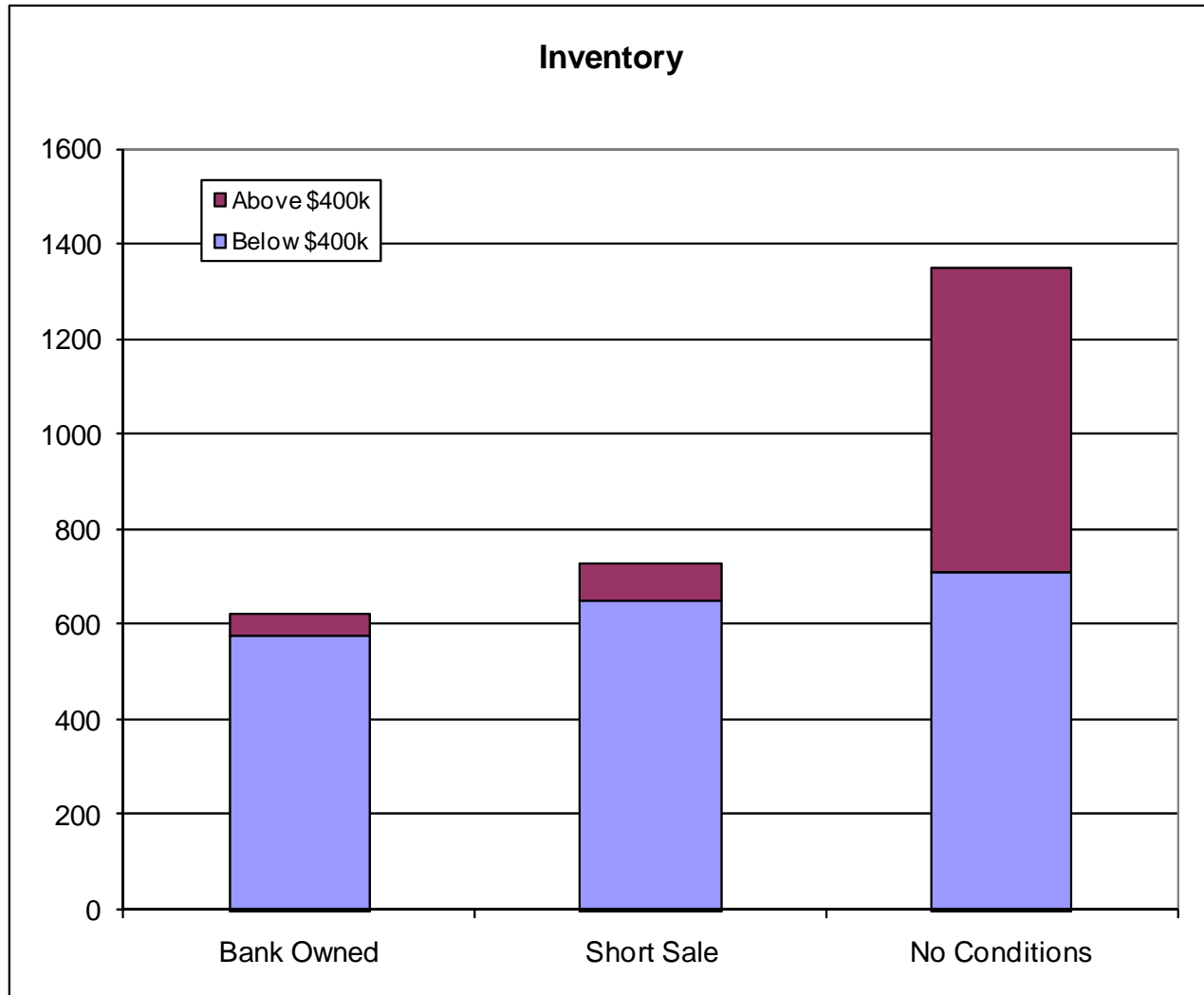


Available Inventory Above \$400k



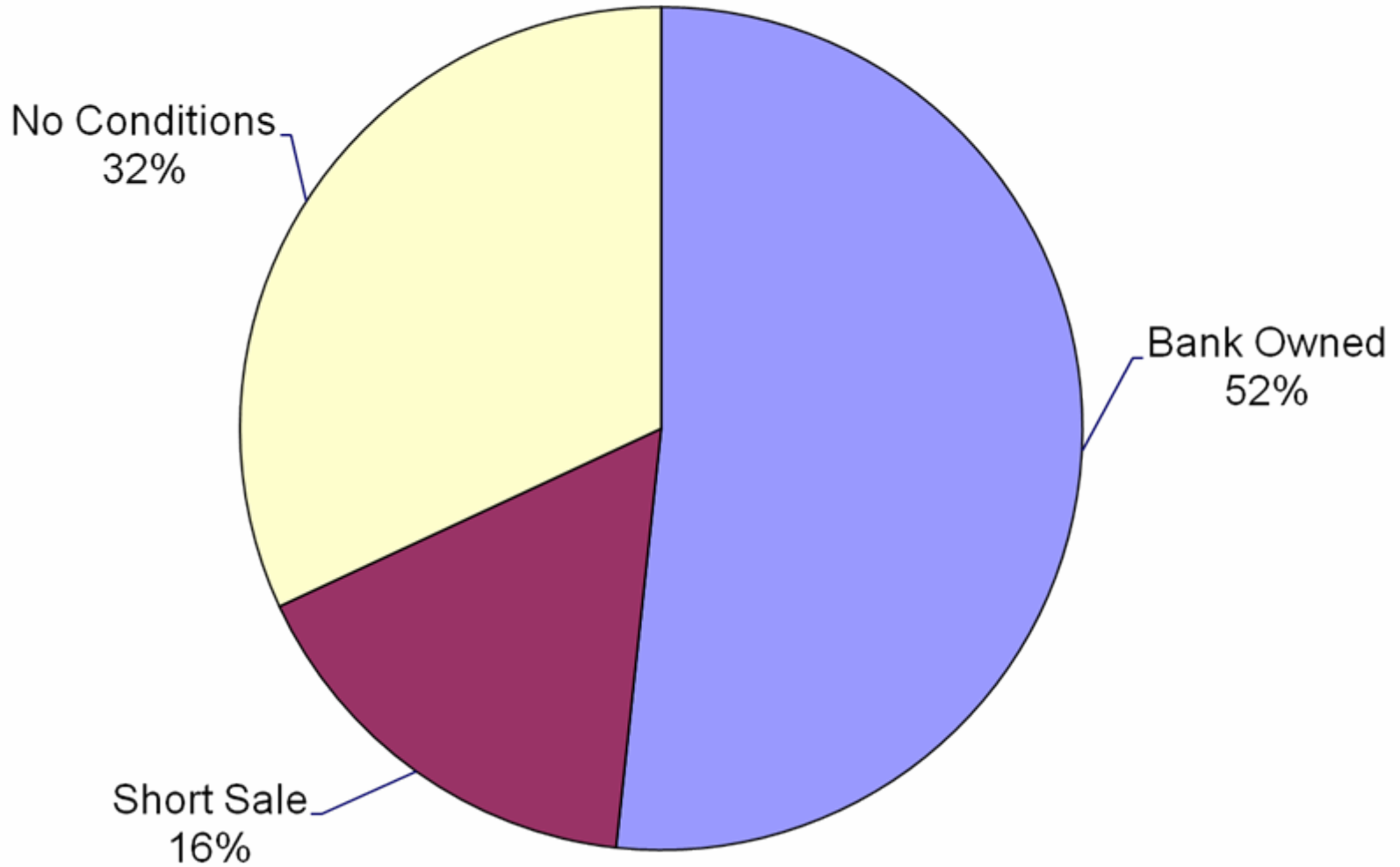
Source: NNRMLS

Breakout above/below \$400k



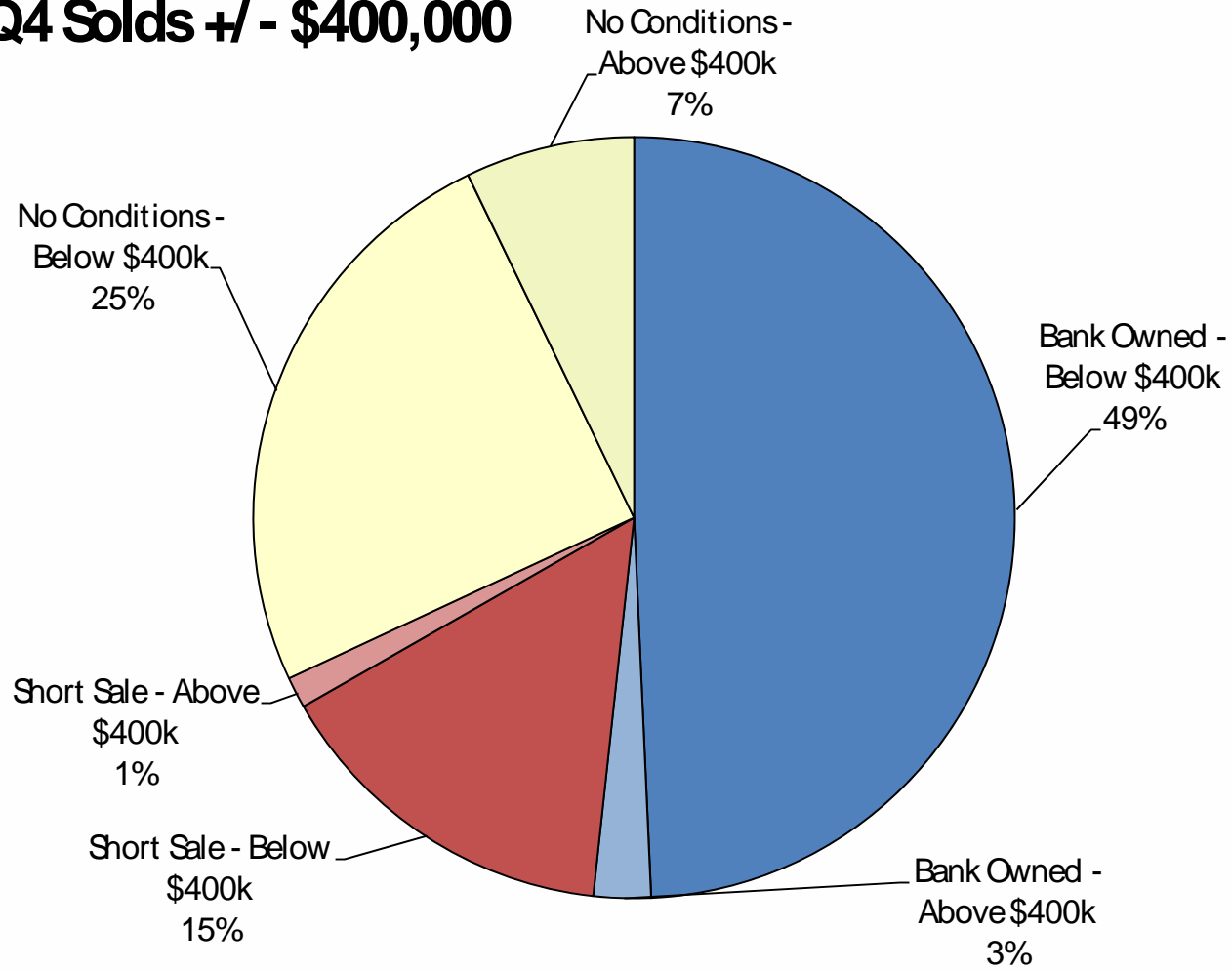
Source: NNRMLS

Q4 Solds

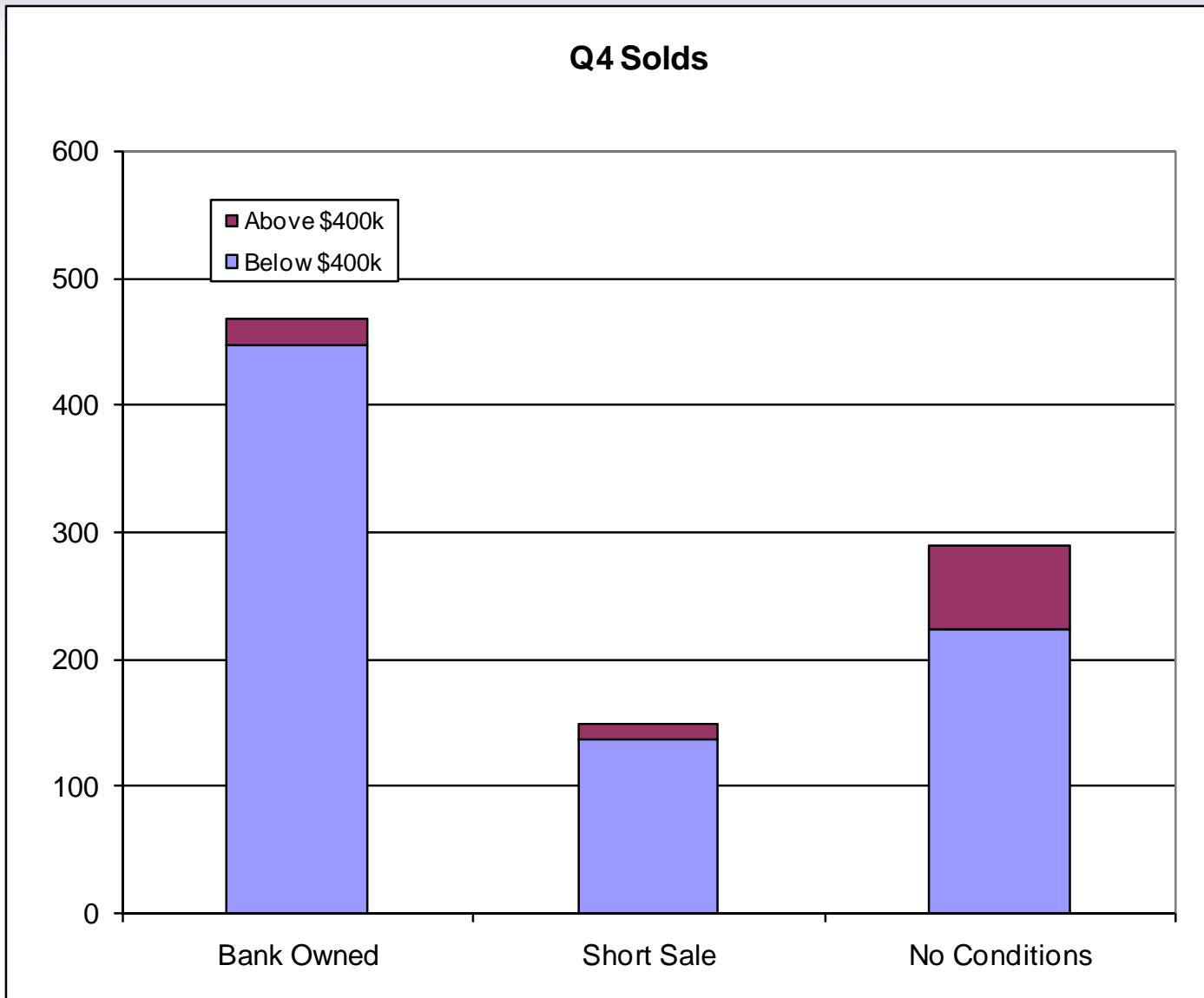


Source: NNRMLS

Q4 Solds +/- \$400,000

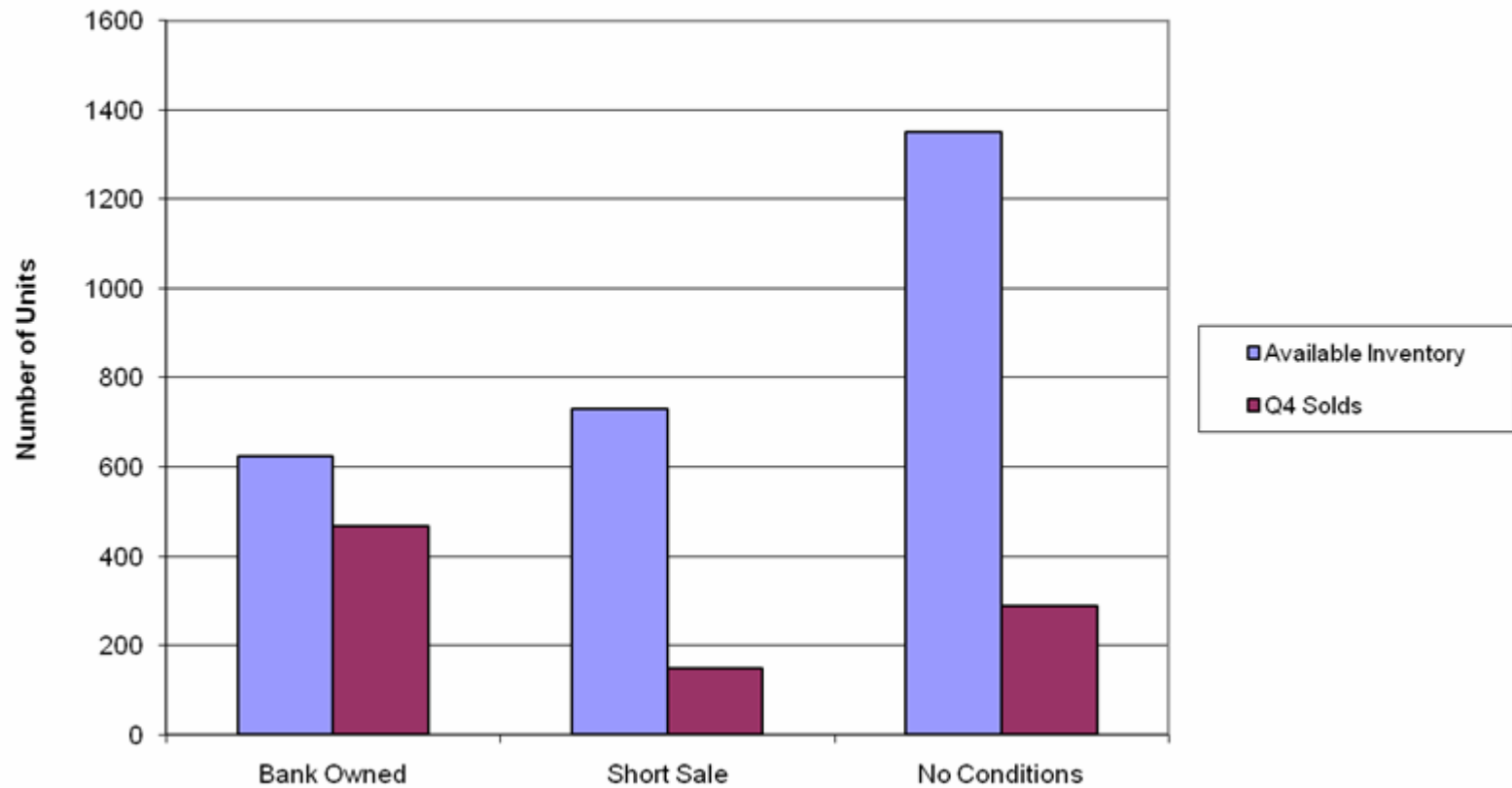


Source: NNRMLS



Source: NNRMLS

Comparison of Current Inventory & Q4 Sales by Condition



Source: NNRMLS

Months Supply of Inventory

- The following chart outlines an 8 year history of the Reno/Sparks SFR inventory and sales, shown as MSI .
- For each date in the chart, you can see how many months it would take the market's entire available inventory to be sold, based upon the rate homes were selling at that point in time.
- The National Association of REALTORS defines 5.5 to 7 MSI (months supply of inventory) as a balanced market.

MSI - Months Supply of Inventory



Source: NNRMLS