

Market Report for March 2012

Includes SFR, Condo and Townhomes

Total Sales 4,309

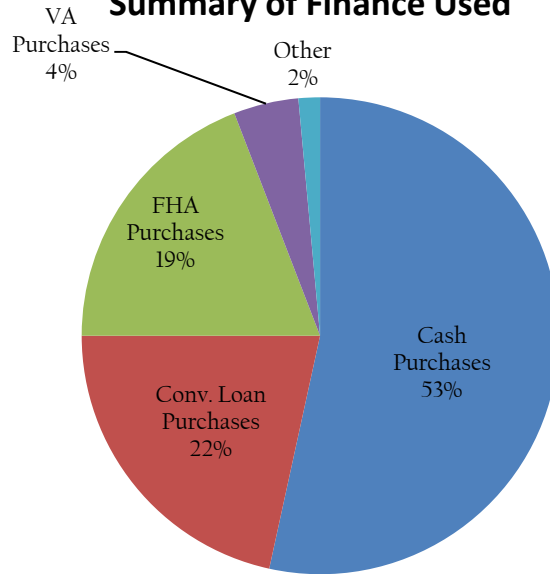
Current Inventory 6,588

Summary of Financing Used to Purchase Property

<i>Cash Purchases</i>	2,302	53.42%
<i>Conv. Loan Purchases</i>	930	21.58%
<i>FHA Purchases</i>	824	19.12%
<i>VA Purchases</i>	190	4.41%
<i>Other</i>	63	1.46%

March 2012

Summary of Finance Used

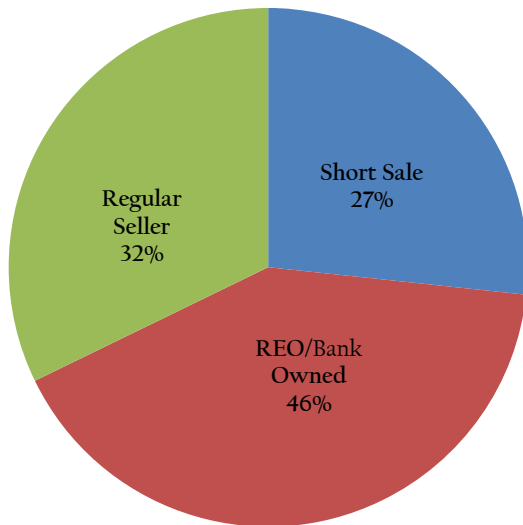


Summary of Properties Sold

March 2012

Summary of Properties Sold

<i>Short Sale</i>	1,150	26.69%
<i>REO/Bank Owned</i>	1,771	41.10%
<i>Regular Seller</i>	1,388	32.21%



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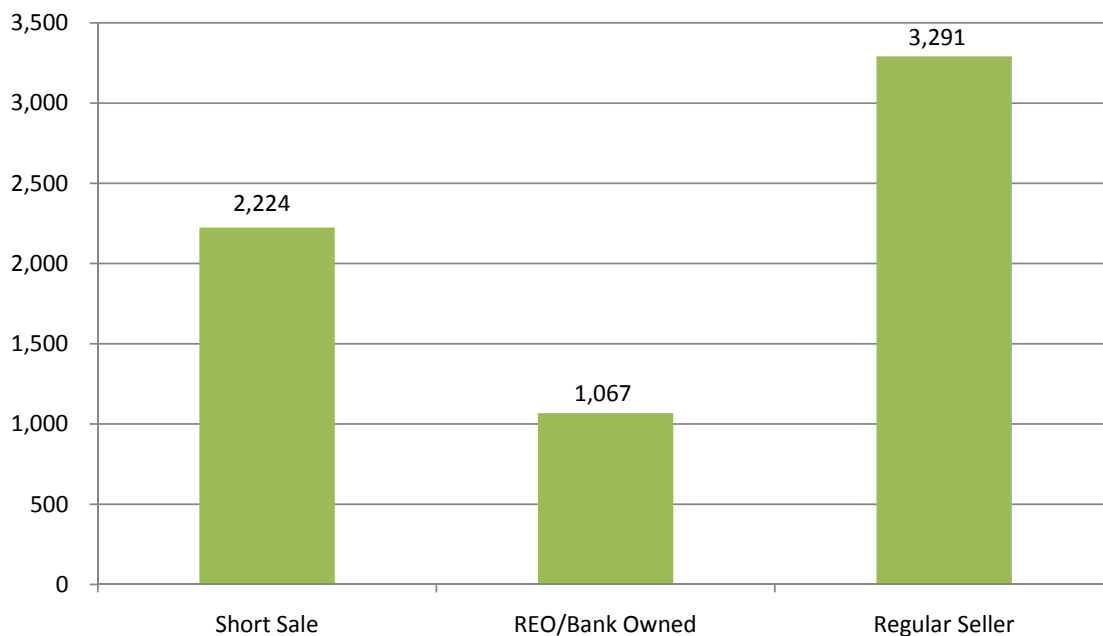
Current Inventory 6,588

Summary of Listed and Contingent Properties

Listed

Short Sale	2,224	33.76%
REO/Bank Owned	1,067	16.20%
Regular Seller	3,291	49.95%
Total	6,588	

March 2012 Breakdown of Sellers for Current Inventory



Contingent

Short Sale	10,518	159.65%
REO/Bank Owned	1,470	22.31%
Regular Seller	1,337	20.29%
Total	13,325	

Pending

Short Sale	559	8.49%
REO/Bank Owned	980	14.88%
Regular Seller	587	8.91%
Total	2,126	

Report Created on 4/7/2012



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Market Update by Absorption Rate and Inventory Depletion

Includes SFR, Condo and Townhomes

Area	Las Vegas Valley
Date	March 2012 Report
Price Range	All

	Past 12 Months	Past 6 Months	Past 3 Months	Current Inventory
Sold	48,080	23,185	11,514	
Absorption Rate	4,007	3,864	3,838	
Current Inventory				6,588
Inventory Depletion	1.64	1.70	1.72	

months

months

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“Absorption Rate” means the average number of homes sold per month over a specific period of time. That’s it, and there is nothing more complex about it.

“Inventory Depletion” is just a fancy way of saying how long it will take the homes that are on the market to sell.

“Absorption Rate” and “Inventory Depletion” are the best means of tracking market performance. They are usually used to indicate “overall market performance”, or how an entire market is doing.

When Inventory Depletion is five to six months, this is considered a healthy amount of inventory or a “Neutral Market”.

Anything less than five months is considered a “Seller’s Market” due to a low/shortage of inventory and constant demand which can contribute to a higher amount of competition in the market place that increases price. Additionally, the lower the Inventory Depletion, the faster properties are selling.

Conversely, an Inventory Depletion of more than six months is considered a “Buyer’s Market” due to a constant or increasing inventory and a decrease in demand with the competition being scarce and the price will likely go down. The higher the Inventory Depletion, the longer it will take to sell a property.



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Market Update by Absorption Rate and Inventory Depletion

Includes SFR, Condo and Townhomes

Area	Las Vegas Valley - No Short Sales
Date	March 2012 Report
Price Range	All

	Past 12 Months	Past 6 Months	Past 3 Months	Current Inventory
Sold	36,149	16,900	8,308	
Absorption Rate	3,012	2,817	2,769	
Current Inventory				4,357
Inventory Depletion	1.45	1.55	1.57	

months

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Market Update by Absorption Rate and Inventory Depletion

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Area	Las Vegas Valley
Date	March 2012 Report

Breakdown by Price Range

		\$ -	\$ 100,000	\$ 200,000	\$ 300,000	\$ 500,000	\$ 1,000,000
		\$ 99,999	\$ 199,999	\$ 299,999	\$ 499,999	\$ 999,999	\$ 25,000,000
Sold in Past	Current Inventory	1,860	2,345	986	704	396	296
	3 Months	5,220	4,587	1,066	462	145	34
	3 Month Inventory Depletion	<i>1.07</i>	<i>1.53</i>	<i>2.77</i>	<i>4.57</i>	<i>8.19</i>	<i>26.12</i>
	6 Months	10,500	9,305	2,151	879	270	80
	6 Month Inventory Depletion	<i>1.06</i>	<i>1.51</i>	<i>2.75</i>	<i>4.81</i>	<i>8.80</i>	<i>22.20</i>
	12 Months	21,560	19,478	4,469	1,860	561	152
12 Month Inventory Depletion	<i>1.04</i>	<i>1.44</i>	<i>2.65</i>	<i>4.54</i>	<i>8.47</i>	<i>23.37</i>	

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