

## DECEMBER 2011 -- MARKETING REPORT

### 5-year Residence Rental Medium Price:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Medium Price
2007	1,200	1,200	1,200	1,295	1,295	1,250	1,295	1,295	1,295	1,295	1,200	1,295	\$ 1,260
2008	1,200	1,200	1,200	1,250	1,250	1,275	1,250	1,250	1,250	1,250	1,245	1,250	\$ 1,239
2009	1,200	1,200	1,200	1,200	1,200	1,195	1,195	1,150	1,150	1,125	1,145	1,100	\$ 1,172
2010	1,100	1,100	1,100	1,100	1,150	1,100	1,100	1,150	1,100	1,150	1,100	1,100	\$ 1,113
2011	1,100	1,100	1,100	1,100	1,150	1,150	1,125	1,125	1,145	1,100	1,095		\$ 1,117

### 5-year Single Family Residence Sales Volume:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
2007	1,397	1,407	1,605	1,381	1,568	1,476	1,318	1,316	990	974	968	879	15,279
2008	983	1,098	1,478	1,794	2,026	2,226	2,592	2,545	2,783	2,718	2,183	2,498	24,924
2009	2,224	2,288	2,980	3,198	3,255	3,785	3,738	3,229	3,358	3,535	3,117	3,420	38,127
2010	2,608	2,390	3,175	2,951	2,884	3,360	2,948	2,819	2,806	2,599	2,777	3,117	34,434
2011	2,509	2,591	3,384	3,084	3,111	3,629	3,164	3,706	3,242	3,118	3,159		34,697

### 5-Year Single Family Residence Sold Median Price:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Medium Price
2007	\$ 302,000	\$ 310,000	\$ 305,000	\$ 305,000	\$ 301,000	\$ 305,000	\$ 295,000	\$ 300,000	\$ 286,000	\$ 275,000	\$ 274,000	\$ 260,000	\$ 301,000
2008	\$ 250,000	\$ 247,000	\$ 243,000	\$ 236,000	\$ 237,000	\$ 225,000	\$ 220,000	\$ 210,000	\$ 195,000	\$ 190,000	\$ 186,000	\$ 175,000	\$ 223,000
2009	\$ 160,000	\$ 156,000	\$ 149,000	\$ 142,000	\$ 140,000	\$ 140,000	\$ 139,000	\$ 136,000	\$ 138,000	\$ 139,000	\$ 140,000	\$ 136,000	\$ 140,000
2010	\$ 135,000	\$ 136,000	\$ 136,000	\$ 142,000	\$ 142,000	\$ 140,000	\$ 135,000	\$ 140,000	\$ 135,000	\$ 133,000	\$ 135,000	\$ 132,000	\$ 137,000
2011	\$ 125,000	\$ 128,000	\$ 126,000	\$ 125,000	\$ 126,000	\$ 124,500	\$ 122,000	\$ 120,000	\$ 123,400	\$ 121,000	\$ 125,000		\$ 124,000

### 5-Year Condo/Townhome Sales Volume

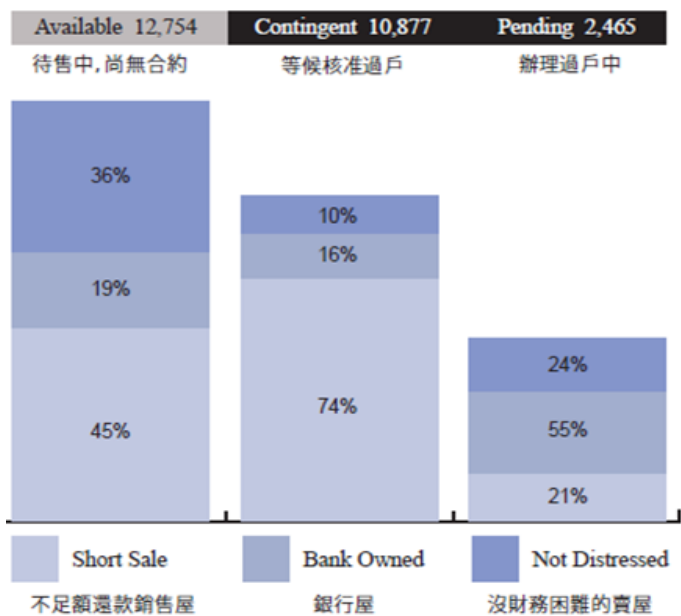
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
2007	318	277	341	296	373	344	303	285	213	197	162	167	3,276
2008	168	166	198	212	266	294	358	385	386	414	392	455	3,694
2009	440	442	604	727	737	917	864	810	859	850	726	776	8,752
2010	594	623	728	710	690	824	725	742	703	708	674	805	8,526
2011	621	691	846	742	789	843	799	919	800	704	674		7,754

### 5-Year Condo Sold Median Price:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Medium Price
2007	\$ 204,000	\$ 204,000	\$ 200,000	\$ 202,000	\$ 190,000	\$ 194,000	\$ 195,000	\$ 190,000	\$ 175,000	\$ 173,000	\$ 180,000	\$ 185,000	\$ 192,000
2008	\$ 162,000	\$ 150,000	\$ 163,000	\$ 155,000	\$ 139,000	\$ 138,000	\$ 135,000	\$ 123,000	\$ 119,000	\$ 110,000	\$ 91,000	\$ 90,000	\$ 136,000
2009	\$ 80,000	\$ 75,000	\$ 71,000	\$ 65,000	\$ 65,000	\$ 66,000	\$ 67,000	\$ 66,000	\$ 66,000	\$ 70,000	\$ 68,000	\$ 65,000	\$ 67,000
2010	\$ 65,000	\$ 63,000	\$ 65,000	\$ 67,000	\$ 67,000	\$ 68,000	\$ 65,000	\$ 65,000	\$ 61,000	\$ 60,000	\$ 65,000	\$ 59,000	\$ 64,000
2011	\$ 60,000	\$ 58,000	\$ 59,000	\$ 57,000	\$ 60,000	\$ 57,000	\$ 55,000	\$ 53,500	\$ 54,500	\$ 56,000	\$ 55,000		\$ 57,000

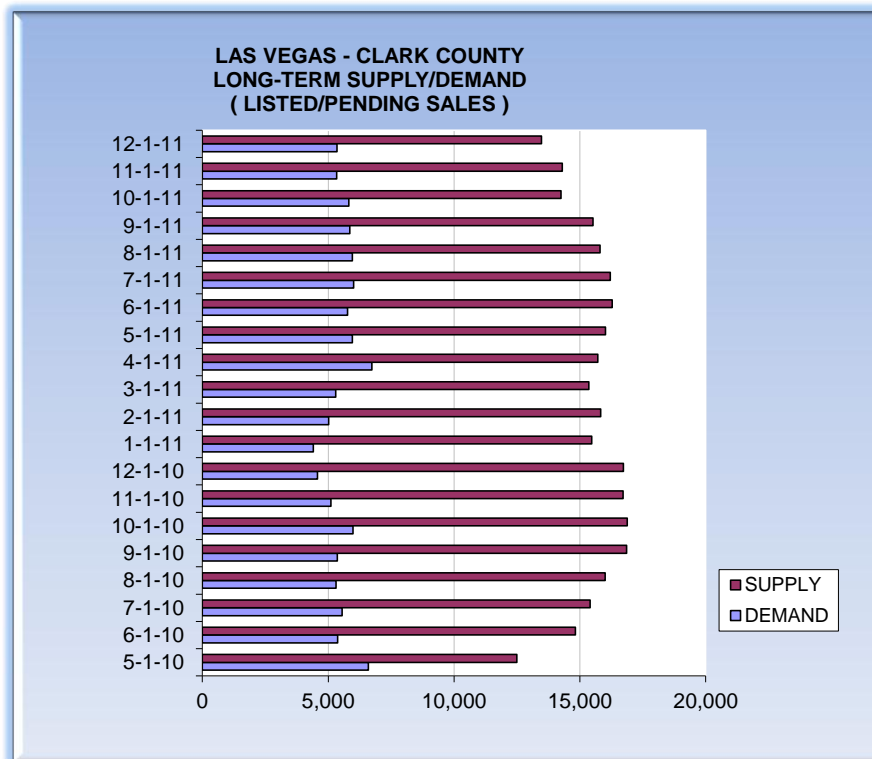
	SFR	CONDO & TWNHOME
AVAILABLE LISTINGS as of 12/1/11	11,182	2,296
November NEW LISTINGS	3,612	838
PENDING SALES	4,436	907
SOLD in November 2011	3,159	674
MONTHS SUPPLY	3.54	3.41
CLOSED MEDIAN PRICE	\$ 125,000	\$ 55,000

Greater Las Vegas Area  
Available and Contracted Homes  
As of November 29, 2011



Comparison of January - November				
Units Sold This Period	Jan - Nov 2010	Jan - Nov 2011	# Change	% Change
# of units sold	36,261	39,966	3,705	10.2%

DISTRIBUTION OF SUPPLY/DEMAND As of December 1, 2011



## Las Vegas, Nevada Unemployment History

Date	National	Nevada	Las Vegas	Las Vegas
	Unemployment Rate	Unemployment Rate	Unemployment Rate	Unemployed
November 2011	—	—	—	—
October 2011	9.00%	13.40%	13.30%	125,440
September 2011	9.10%	13.40%	13.50%	127,025
August 2011	9.10%	13.40%	13.60%	128,162
July 2011	9.10%	12.90%	13.30%	125,772
June 2011	9.20%	12.40%	13.00%	122,420
May 2011	9.10%	12.10%	12.80%	120,824
April 2011	9.00%	12.50%	13.20%	124,458
March 2011	8.80%	13.20%	13.80%	130,312
February 2011	8.90%	13.60%	14.20%	134,755
January 2011	9.00%	14.20%	14.80%	141,404
December 2010	9.40%	14.90%	15.50%	148,554
November 2010	9.80%	14.90%	15.40%	148,242

Unemployment Rate: Las Vegas, Nevada, National



Note: Recessions shown in gray.

## USA ECONOMIC GROWTH RATE



Country	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
United States	4.1	5	0.3	2.45	3.1	4.4	3.2	3.2	2	1.1	-2.6	2.8

**Definition of GDP - real growth rate:** This entry gives GDP growth on an annual basis adjusted for inflation and expressed as a percent.