

## November 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 |       |       | \$ 1,120         |

### 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 |       |       | 31,538 |

### 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 |            |            | \$ 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 |     |     | 7,754 |

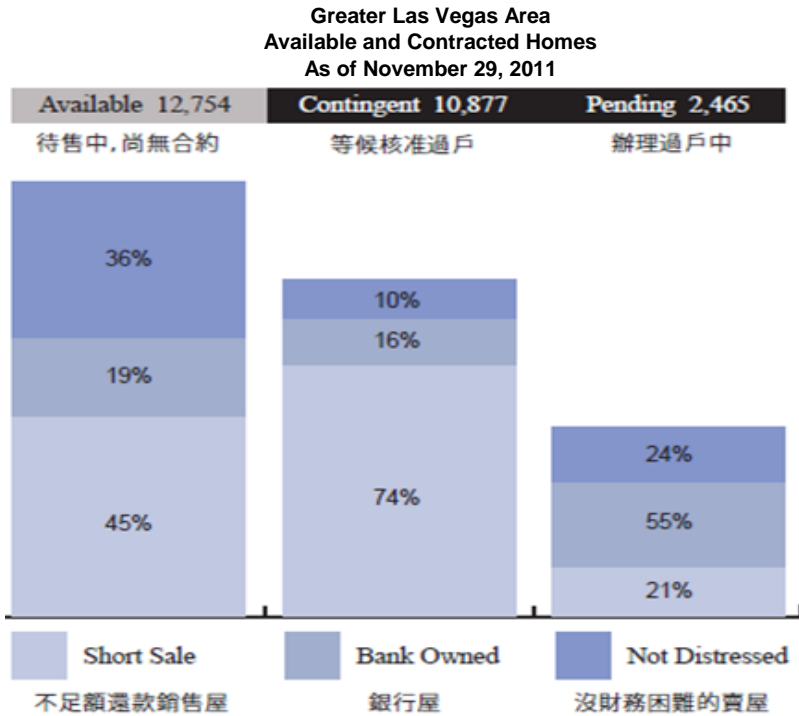
### 5-Year Condo Sold Median Price:

|      | 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  |            |            | \$ 57,000        |

|                                  | SFR        | CONDO & TOWNHOME |
|----------------------------------|------------|------------------|
| AVAILABLE LISTINGS as of 11/1/11 | 11,842     | 2,460            |
| October NEW LISTINGS             | 4,016      | 941              |
| PENDING SALES                    | 4,414      | 928              |
| SOLD in October 2011             | 3,118      | 704              |
| MONTHS SUPPLY                    | 3.8        | 3.49             |
| CLOSED MEDIAN PRICE              | \$ 121,000 | \$ 56,000        |

| Comparison of January - October |                |                |          |          |
|---------------------------------|----------------|----------------|----------|----------|
| Units Sold This Period          | Jan - Oct 2010 | Jan - Oct 2011 | # Change | % Change |
| # of units sold                 | 35,587         | 39,292         | 3,705    | 10.4%    |

**DISTRIBUTION OF SUPPLY/DEMAND As of November 1, 2011**



**LAS VEGAS - CLARK COUNTY  
LONG-TERM SUPPLY/DEMAND  
( LISTED/PENDING SALES )**

