

**MARKET CONDITION REPORT
LAS VEGAS VALLEY
DECEMBER 2008**

Welcome to the Las Vegas Area Market Condition Report (MCR) provided by Equity Title. We appreciate and value your business.

These comments are designed to accompany the Market Condition Report attached to this document.

THE BIG PICTURE

- **SUPPLY** (Listed): Slight increase from the November report for both property types. This is the fifth month of relatively steady supply outcomes. Usually at this time of year, supply tends to decline.
- **DEMAND** (Sales per Month): A 100 unit decline from November for SFR. Condo up 25 units.
- **FAILURES**: Marginal decline from November for both types.
- **FUTURE CLOSINGS (SALE PENDING-CONTINGENT)**: Pending-Contingent inventory levels holding steady in the current range.
- **PERCENT SELLING**: Both types holding steady in the current range.
- **MONTHS SUPPLY**: Months Supply increased 1 month for SFR. Condo posted a 1 month decline. Since Months Supply is not changing significantly; the underlying demand and supply realities are also not changing.
- **PRICES**: All price indicators negative—significant declines across the board. Because current pending price is less than current closing price, this trend can be expected to continue. **Note the price projection provided for the January report. Condo will breach the \$100,000 benchmark in January 2009.**
- **MARKET SPEED**: Market Speed (conversion of listings to closings) declined for SFR by two points, condo increased by one point. Market Speed is the number of properties that can be expected to close in the next 60 days for each 100 listings. These changes point to a rather steady market pace.

THIS YEAR LAST YEAR

Closed Last Year	Closed This Year	Change	%Change
18,306	26,337	8,031	43.9%

In the last report (November), the market exceeded the previous year by **+34.4%**. The current result (**43.9 %**) displays a major positive change. **See Special Report Below.**

DISTRESSED PROPERTY REPORT (SPECIAL REPORT)

84% of all closings in November were either REO or Short Sales. Currently, on average, new REO creation is occurring at the rate of about 100 per day.

Strongest Sub-Market: Those areas with MARKET SPEED flagged **GREEN**.

Weakest Sub-Market: Those areas with MARKET SPEED flagged **RED**.

The relative strength of sub-markets can be deduced by comparing Market Speeds. The higher this number, the quicker listings are converting to closed sales in the 60 day period. The opposite is true.

MCR TIP

Buyers want to purchase market “best values.” Buyer’s agents know this and select the best values to show to their clients. Therefore, if a property is not being shown, it is not perceived as a best value by buyer’s agents. Best value status is achieved by price position relative to other current sellers, not by promotion.

WORDS OF WISDOM

Leave other people’s mistakes where they lie. **Meditations-Marcus Aurelius**

PLEASE SCROLL DOWN TO VIEW THE MARKET CONDITION REPORT.

EQUITY TITLE OF NEVADA MARKET CONDITION REPORT

DECEMBER 2008

LAS VEGAS VALLEY

SINGLE FAMILY RESIDENCE

AREA	LISTED (SUPPLY)	SOLDS MONTH (DEMAND)	FAIL MONTH	PERCENT SELLING	MONTHS SUPPLY	MARKET TIME (DAYS)	MARKET SPEED*	MEDIAN LIST PRICE	MEDIAN ASK AT OFFER	MEDIAN PENDING PRICE	MEDIAN CLOSE PRICE
NORTH	3,217	574	687	45%	6	106	36	\$185	\$180	\$175	\$183
EAST	2,521	281	492	36%	9	104	22	\$130	\$125	\$120	\$126
SOUTH	872	145	179	45%	6	98	33	\$210	\$205	\$190	\$210
NORTHWEST	3,177	439	670	40%	7	104	28	\$200	\$189	\$170	\$185
SOUTHWEST	3,735	608	789	44%	6	100	33	\$249	\$215	\$215	\$213
SOUTHEAST	738	92	169	35%	8	111	25	\$175	\$139	\$139	\$136
CENTRAL	329	35	68	34%	10	129	21	\$100	\$100	\$99	\$95
HENDERSON	2,509	343	587	37%	7	109	27	\$318	\$250	\$245	\$250
BOULDER CITY	128	4	20	15%	37	117	5	\$570	\$250	\$348	\$250

HISTORY OF MEDIAN SALE PRICE

— Trend of Condo — Trend Of SFR

	SFR	CONDO
LISTED	17,226	4,661
SOLD MONTH	2,518	410
FAILED MONTH	3,658	955
PEND-CONTINGENT	5,319	951
%SELLING	41%	30%
MONTHS SUPPLY	7	11
MARKET TIME	105 days	115 days
* MARKET SPEED	29	18
60 DAY ABSORB	29%	18%
MEDIAN LIST	\$200	\$140
ASK AT OFFER	\$190	\$105
PENDING PRICE	\$183	\$95
CLOSE PRICE	\$190	\$100
PROJECTED CLOSE PRICE (JAN)	\$181	\$92

60 DAY MARKET PERFORMANCE (ALL CLARK)

Price Class	Listed	60 Day Close	60 Day Fail	In Escrow	Percent Selling
\$25,000,000	2	0	0	0	0%
\$20,000,000	6	0	2	0	0%
\$15,000,000	8	1	3	0	25%
\$10,000,000	69	0	15	0	0%
\$5,000,000	988	33	393	35	8%
\$1,000,000	197	10	99	13	9%
\$900,000	249	14	107	14	12%
\$800,000	332	13	173	25	7%
\$700,000	441	29	211	38	12%
\$600,000	604	76	399	80	16%
\$500,000	1,024	208	603	193	26%
\$400,000	2,009	531	1,202	547	31%
\$300,000	4,528	1,693	2,551	1,612	40%
\$200,000	8,410	2,809	3,074	3,053	48%
\$100,000	2,396	579	619	863	48%
TOTAL	21,263	5,996	9,451	6,473	39%

Closed Last Year	Closed This Year	Change	%Change
18,306	26,337	8,031	43.9%

CONDO-TOWNHOME

AREA	LISTED (SUPPLY)	SOLDS MONTH (DEMAND)	FAIL MONTH	PERCENT SELLING	MONTHS SUPPLY	MARKET TIME (DAYS)	MARKET SPEED*	MEDIAN LIST PRICE	MEDIAN ASK AT OFFER	MEDIAN PENDING PRICE	MEDIAN CLOSE PRICE
NORTH	214	28	33	45%	8	124	26	\$111	\$110	\$100	\$110
EAST	423	38	93	29%	11	117	18	\$80	\$70	\$62	\$60
SOUTH	258	33	82	29%	8	115	25	\$170	\$145	\$143	\$133
NORTHWEST	858	101	173	37%	9	114	23	\$114	\$90	\$80	\$83
SOUTHWEST	1,099	109	211	34%	10	112	20	\$130	\$108	\$90	\$103
SOUTHEAST	1,135	45	224	17%	26	123	8	\$251	\$110	\$110	\$100
CENTRAL	35	3	6	29%	14	102	14	\$70	\$72	\$77	\$72
HENDERSON	603	55	130	30%	11	111	18	\$180	\$129	\$125	\$125
BOULDER CITY	36	1	4	20%	36	177	6	\$198	\$164	\$318	\$140

Information believed accurate but not guaranteed. Resale market only. This year/last year all Clark County.

*The number of closings per 100 listings (based on 60 day sample).