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HOUSING REPORT

RENO, NV
JULY 2020

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Washoe County Housing Market Value & Trends Update

Historically, properties in this market sell at a -5.2% discount. Today's discount is 18.7%. This market is 13.5% undervalued.

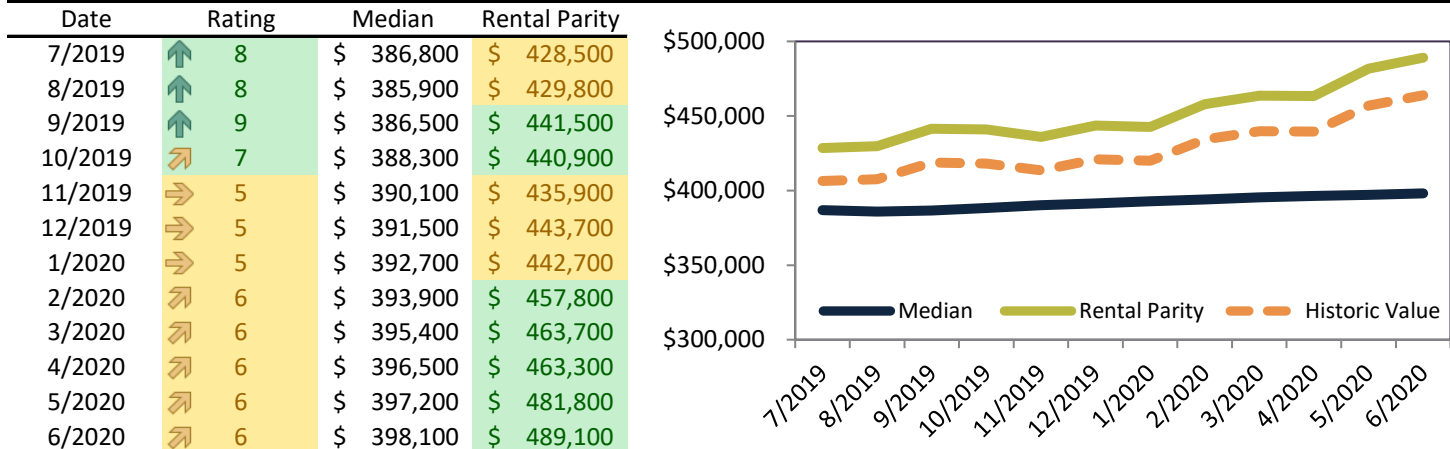
Median home price is \$398,100, and resale \$/SF is \$223/SF. Prices fell 0.2% year-over-year.

Monthly cost of ownership is \$1,613, and rents average \$1,983, making owning \$369 per month less costly than renting.

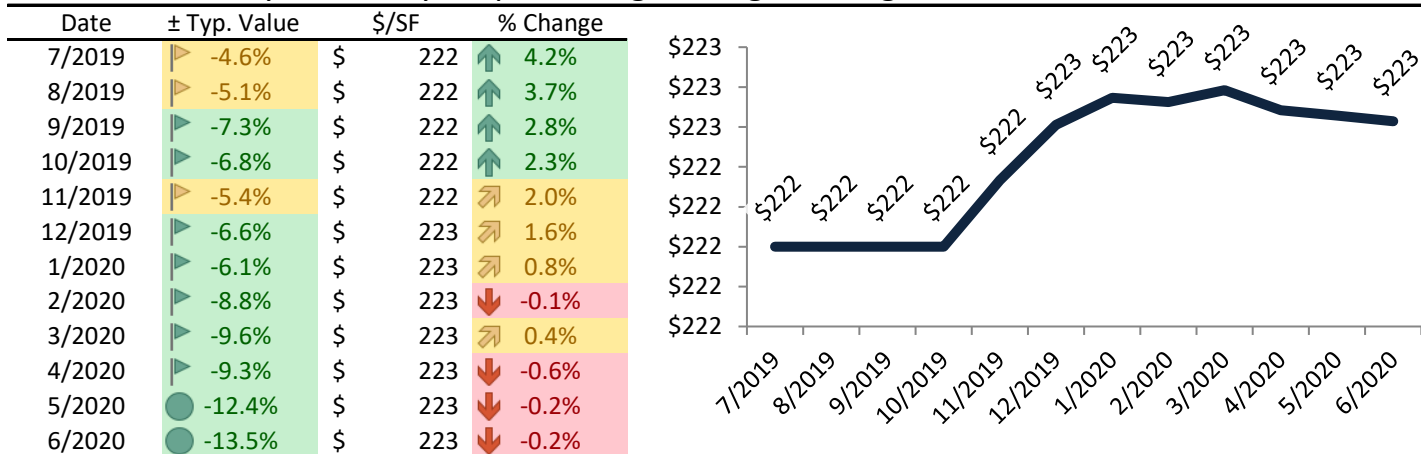
Rents rose 7.2% year-over-year. The current capitalization rate (rent/price) is 4.8%.

Market rating = 6

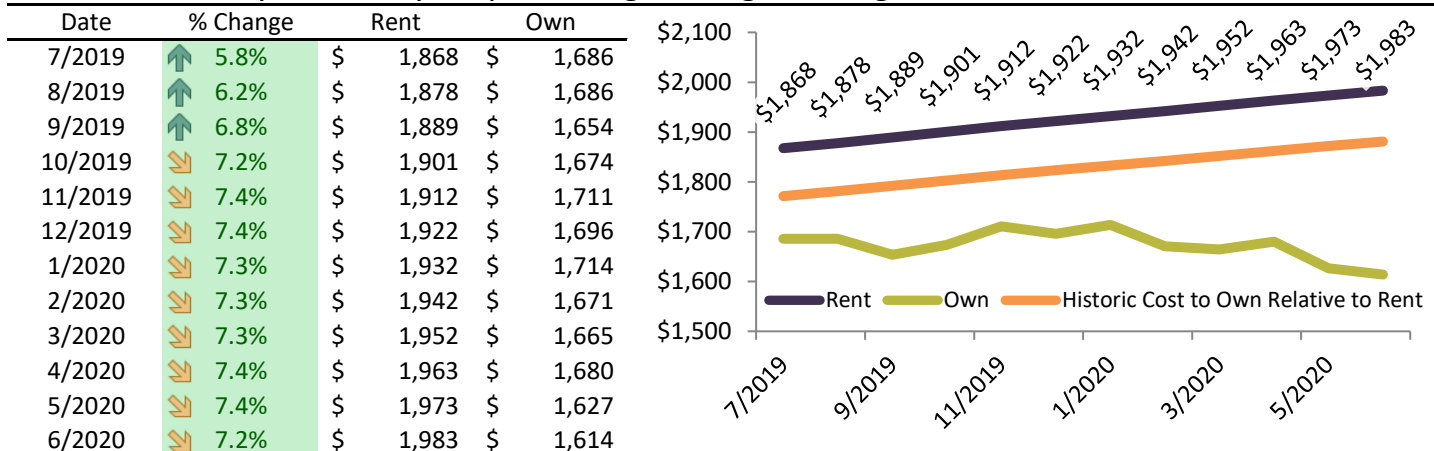
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months

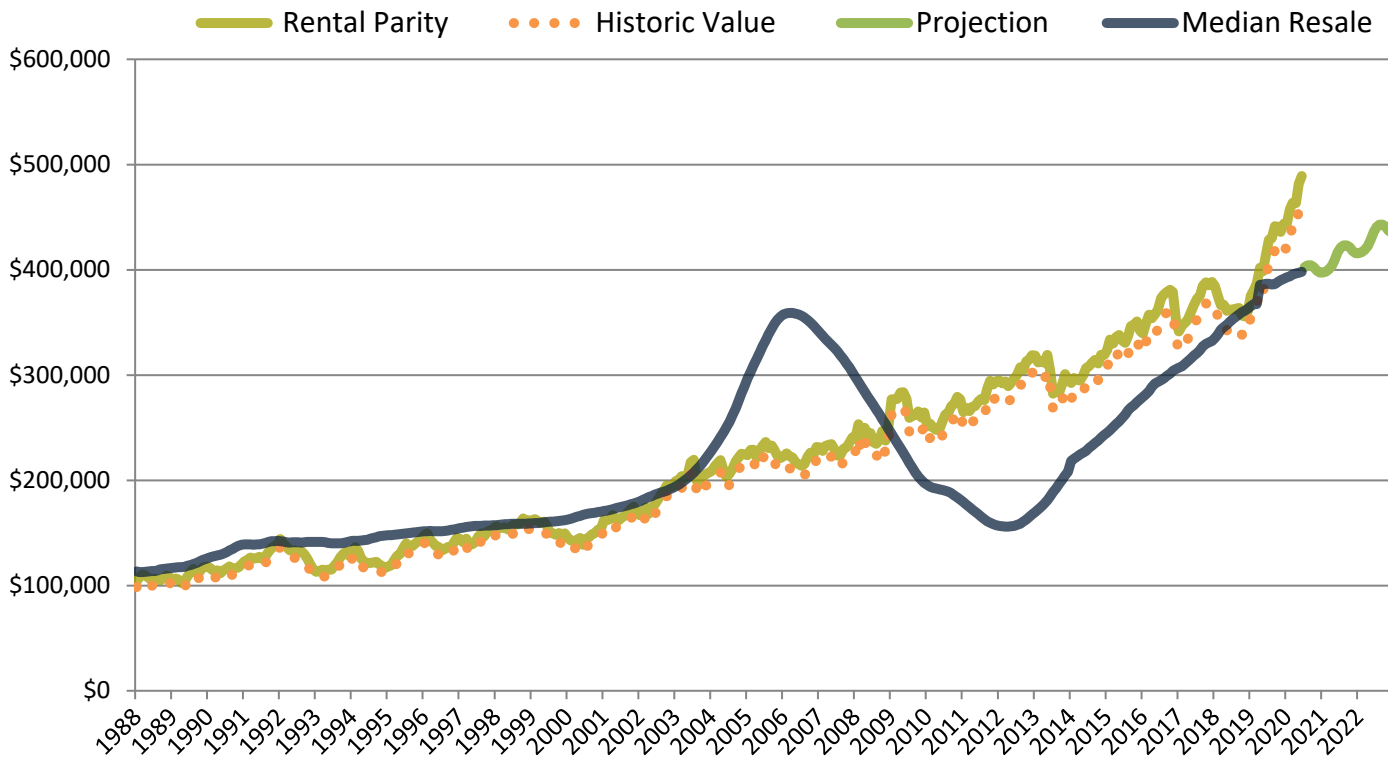


Rental rate and year-over-year percentage change trailing twelve months

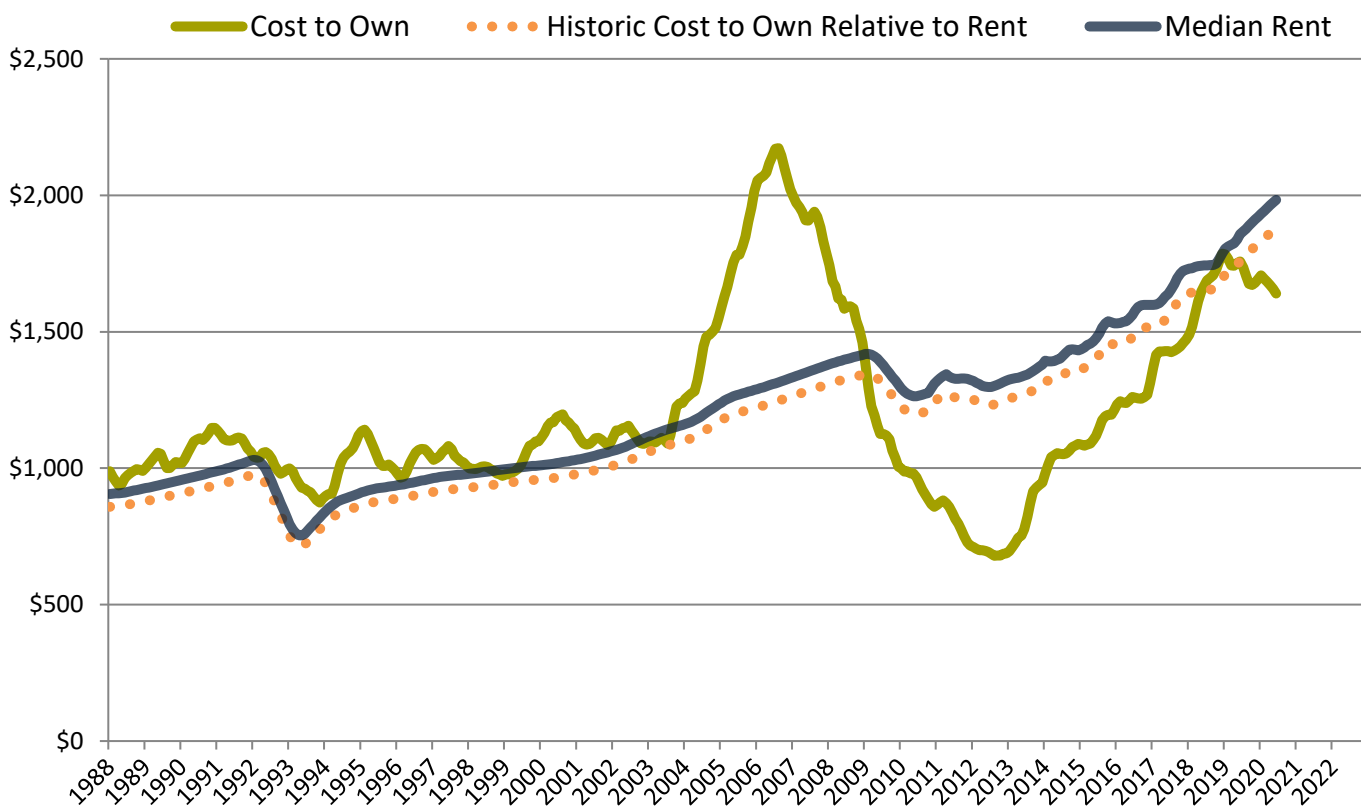




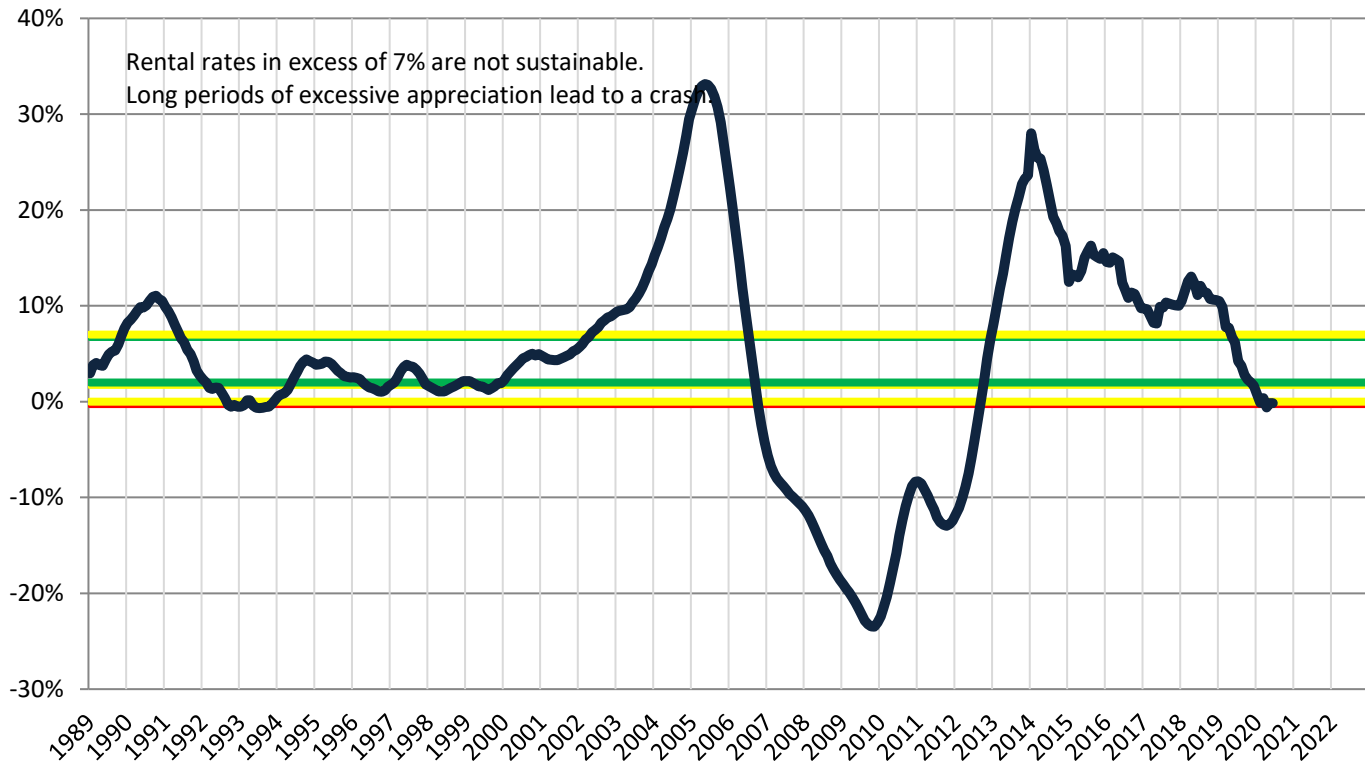
Washoe County median home price since January 1988



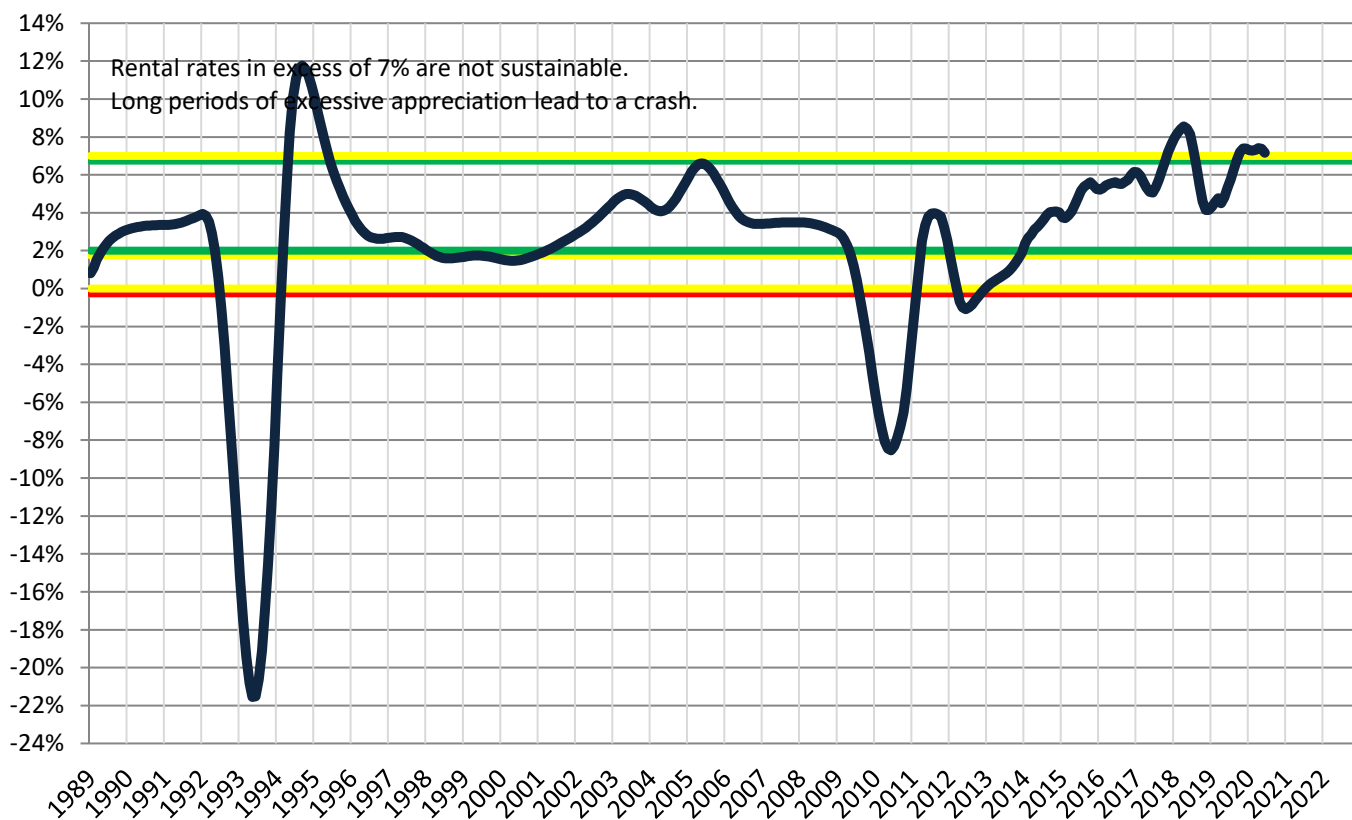
Washoe County median rent and monthly cost of ownership since January 1988



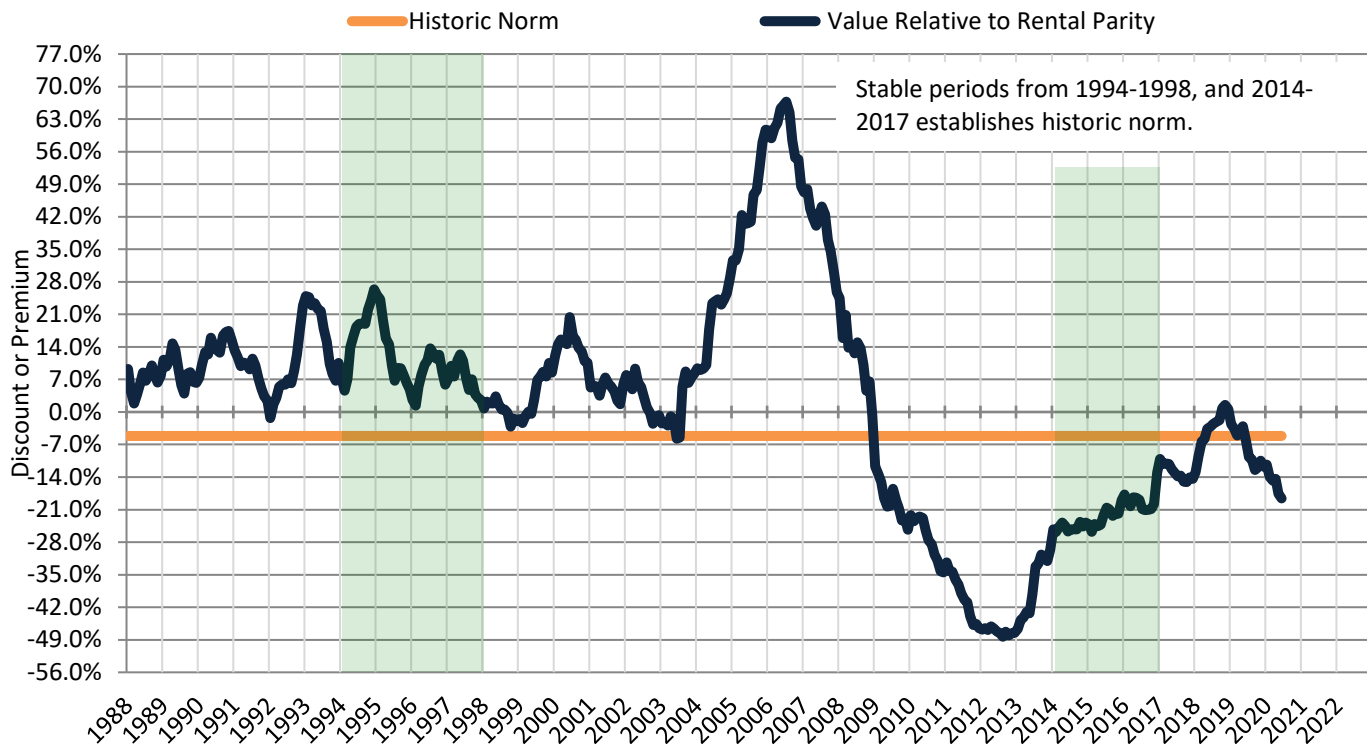
Resale \$/SF Year-over-Year Percentage Change: Washoe County since January 1989



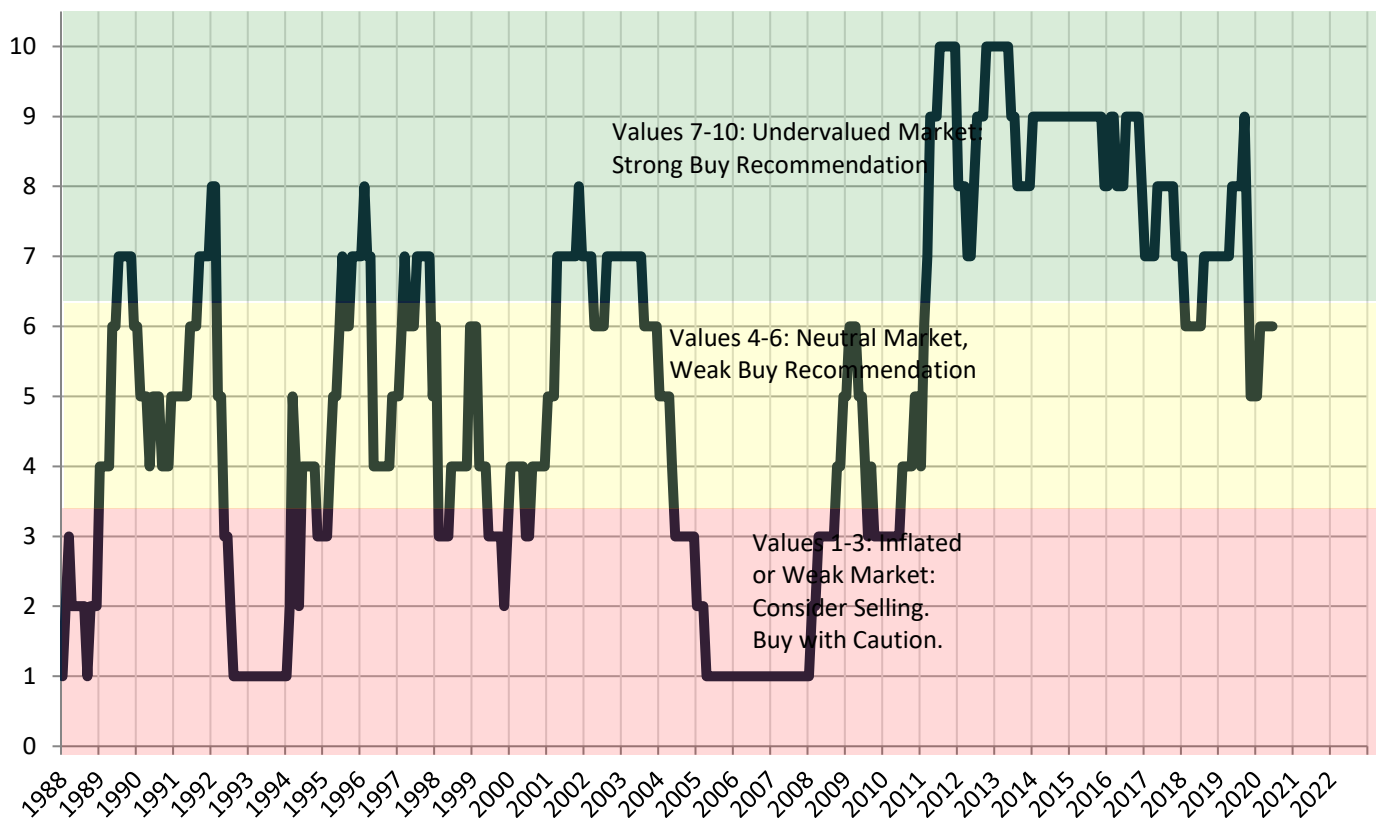
Rental \$/SF Year-over-Year Percentage Change: Washoe County since January 1989



Historic Median Home Price Relative to Rental Parity: Washoe County since January 1988

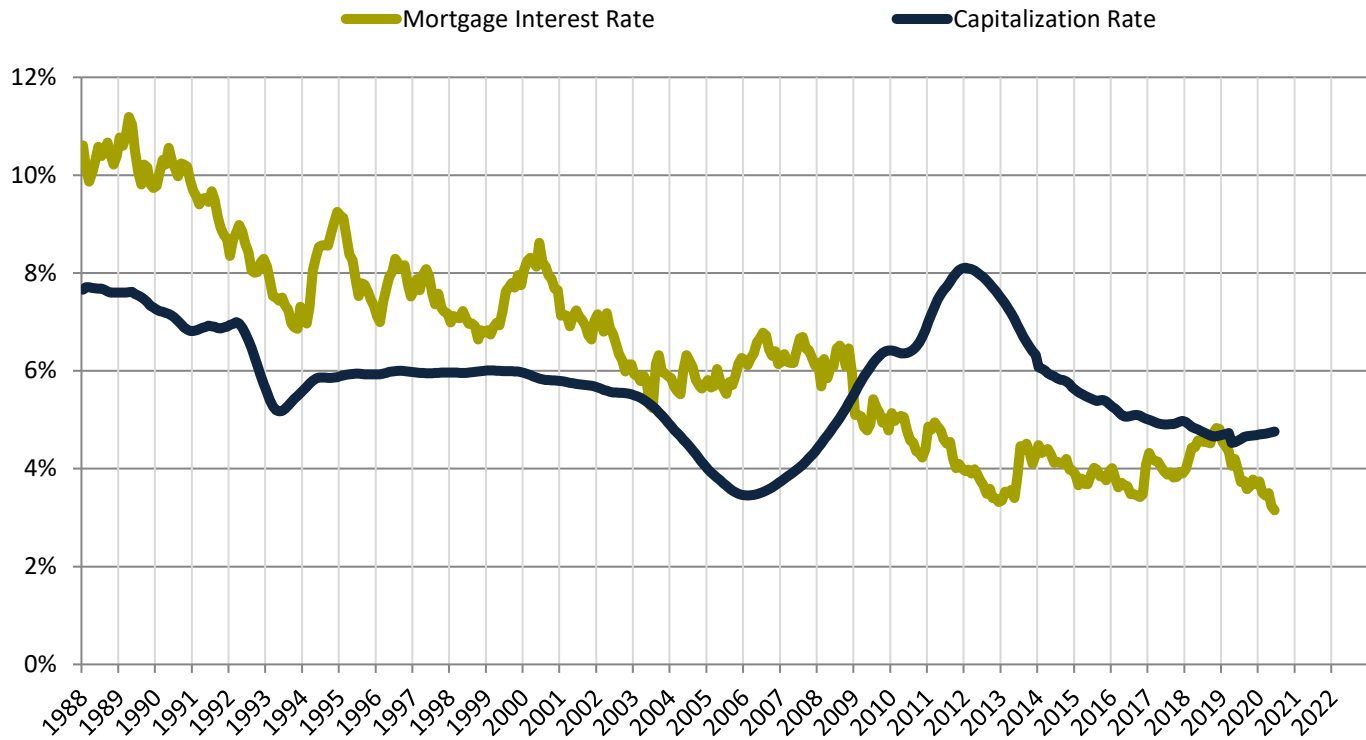


TAIT Housing Report® Market Timing System Rating: Washoe County since January 1988

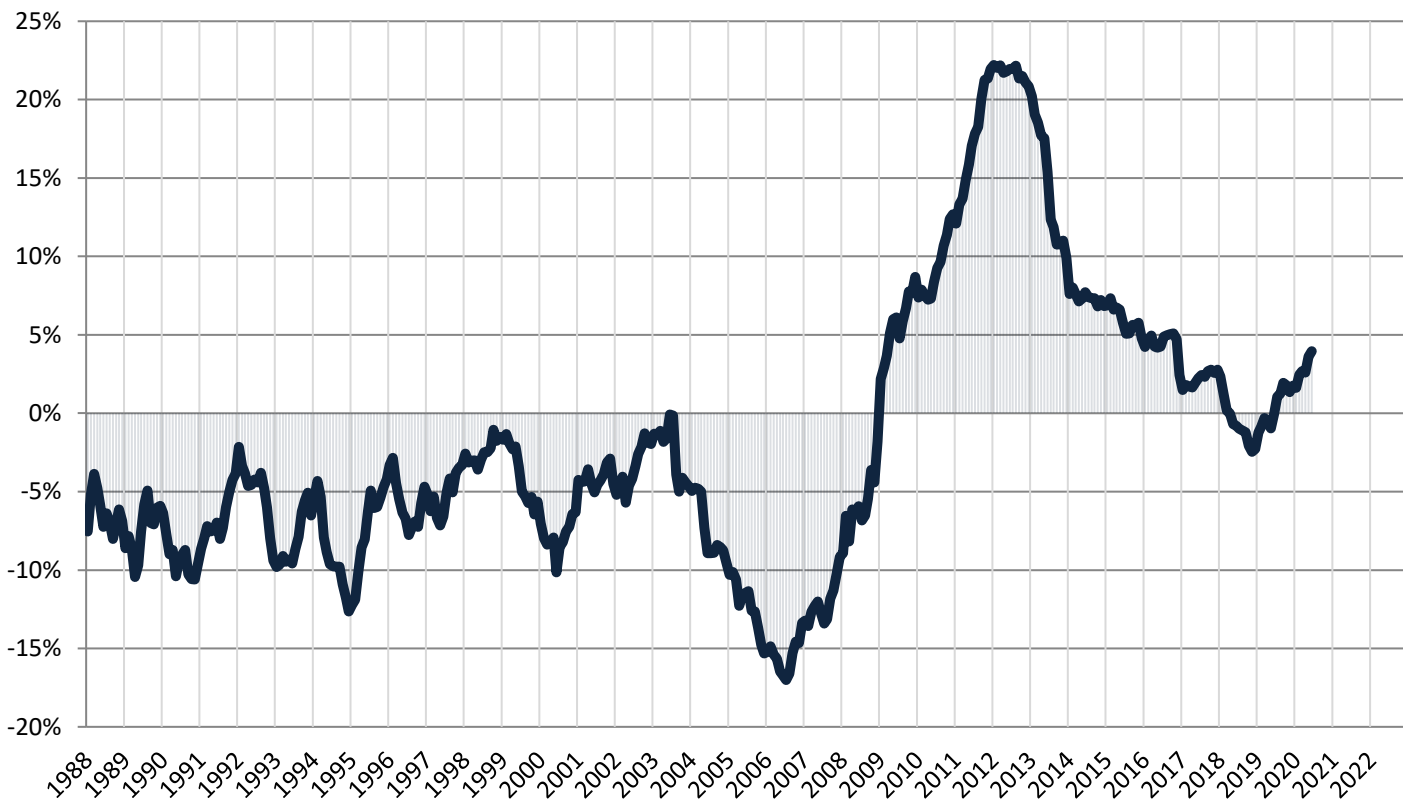




Cash Investor Capitalization Rate: Washoe County since January 1988



Financed Investor Cash-on-Cash Return: Washoe County since January 1988



Market Performance and Trends: Washoe County and Major Cities and Zips

Study Area	Median Resale \$	Resale % Change YoY	Resale \$/SF	Rent % Change YoY	Median Rent \$	Cost of Ownership	Ownership Prem./Disc.	Cap Rate
Washoe County	\$ 398,100	↓ -0.2%	\$ 223	↗ 7.2%	\$ 1,983	\$ 1,614	\$ (369)	4.8%
Reno	\$ 405,400	↓ -0.3%	\$ 227	↗ 6.6%	\$ 2,010	\$ 1,644	\$ (367)	4.8%
Sparks	\$ 370,400	↔ 0.6%	\$ 207	↗ 4.9%	\$ 1,857	\$ 1,502	\$ (355)	4.8%
Carson City	\$ 350,600	↗ 2.1%	\$ 218	↘ 15.6%	\$ 1,895	\$ 1,421	\$ (473)	5.2%
East Reno	\$ 313,200	↓ -0.4%	\$ 206	↗ 5.9%	\$ 1,720	\$ 1,270	\$ (451)	5.3%
Southwest	\$ 559,600	↓ -0.4%	\$ 265	↘ 9.0%	\$ 2,337	\$ 2,269	\$ (69)	4.0%
North Valleys	\$ 287,600	↓ -0.2%	\$ 194	↗ 6.4%	\$ 1,728	\$ 1,166	\$ (562)	5.8%
Northwest	\$ 432,400	↔ 0.1%	\$ 230	↘ 7.7%	\$ 2,084	\$ 1,753	\$ (331)	4.6%
Northeast	\$ 289,100	↔ 0.8%	\$ 200	↘ 8.7%	\$ 1,764	\$ 1,172	\$ (592)	5.9%
South Central	\$ 446,100	↓ -1.8%	\$ 215	↘ 8.8%	\$ 2,431	\$ 1,809	\$ (622)	5.2%
Old Northwest - West University	\$ 341,800	↓ -1.3%	\$ 230	↘ 9.9%	\$ 1,837	\$ 1,386	\$ (451)	5.2%
South Reno	\$ 464,400	↔ 0.3%	\$ 221	↘ 8.2%	\$ 2,226	\$ 1,883	\$ (343)	4.6%
Golden Valley	\$ 423,300	↗ 4.5%	\$ 225	↗ 6.4%	\$ 1,965	\$ 1,716	\$ (249)	4.5%
Lemmon Valley	\$ 315,900	↓ -1.2%	\$ 228	↘ 9.9%	\$ 1,775	\$ 1,281	\$ (494)	5.4%
89502	\$ 313,600	↔ 1.7%	\$ 219	↘ 8.7%	\$ 1,821	\$ 1,271	\$ (550)	5.6%
89509	\$ 495,800	↓ -0.2%	\$ 250	↘ 10.1%	\$ 2,341	\$ 2,010	\$ (331)	4.5%
89436	\$ 408,800	↓ -0.3%	\$ 204	↘ 9.8%	\$ 2,111	\$ 1,657	\$ (454)	5.0%
89523	\$ 439,800	↔ 0.3%	\$ 233	↘ 8.3%	\$ 2,111	\$ 1,783	\$ (328)	4.6%
89431	\$ 289,800	↗ 2.3%	\$ 212	↗ 6.5%	\$ 1,664	\$ 1,175	\$ (489)	5.5%
89506	\$ 317,800	↔ 0.2%	\$ 201	↗ 7.0%	\$ 1,749	\$ 1,288	\$ (461)	5.3%
89521	\$ 471,700	↓ -1.0%	\$ 223	↘ 8.6%	\$ 2,244	\$ 1,912	\$ (332)	4.6%
89511	\$ 720,400	↔ 0.0%	\$ 265	↔ 0.9%	\$ 2,985	\$ 2,921	\$ (65)	4.0%
89503	\$ 339,700	↓ -2.2%	\$ 219	↘ 8.6%	\$ 1,839	\$ 1,377	\$ (462)	5.2%
89434	\$ 343,700	↓ -1.0%	\$ 201	↗ 4.5%	\$ 1,800	\$ 1,393	\$ (407)	5.0%
89433	\$ 307,900	↓ -0.2%	\$ 209	↘ 7.5%	\$ 1,722	\$ 1,248	\$ (474)	5.4%
89508	\$ 342,200	↓ -0.2%	\$ 189	↘ 10.3%	\$ 1,889	\$ 1,387	\$ (502)	5.3%
89441	\$ 479,800	↓ -0.8%	\$ 216	↘ 9.1%	\$ 2,195	\$ 1,945	\$ (250)	4.4%
89519	\$ 607,700	↓ -0.9%	\$ 253	↔ 0.4%	\$ 2,475	\$ 2,464	\$ (12)	3.9%
89451	\$ 893,300	↓ -1.4%	\$ 460	↘ 9.4%	\$ 5,183	\$ 3,622	\$ (1,562)	5.6%
89501	\$ 322,900	↓ -5.6%	\$ 306	↗ 3.6%	\$ 1,619	\$ 1,309	\$ (310)	4.8%
89510	\$ 493,700	↓ -3.5%	\$ 233	↘ 9.7%	\$ 2,164	\$ 2,002	\$ (162)	4.2%
89704	\$ 473,900	↓ -1.0%	\$ 253	↘ 8.4%	\$ 2,140	\$ 1,921	\$ (219)	4.3%

Market Timing Rating and Valuations: Washoe County and Major Cities and Zips

Study Area	Rating	Median	Rental Parity	% Over/Under Rental Parity	Historic Premium	% Over/Under Historic Prem.
Washoe County	↗ 6	\$ 398,100	\$ 489,100	● -18.7%	-5.2%	● -13.5%
Reno	↑ 9	\$ 405,400	\$ 495,900	● -18.3%	5.5%	● -23.8%
Sparks	↗ 7	\$ 370,400	\$ 458,000	● -19.1%	-5.8%	● -13.3%
Carson City	↑ 9	\$ 350,600	\$ 467,300	● -25.0%	-9.7%	● -15.3%
East Reno	↗ 6	\$ 313,200	\$ 424,300	● -26.2%	-22.1%	▶ -4.1%
Southwest	↗ 6	\$ 559,600	\$ 576,400	▶ -2.9%	4.8%	▶ -7.7%
North Valleys	↑ 8	\$ 287,600	\$ 426,100	● -32.5%	-13.8%	● -18.7%
Northwest	↗ 7	\$ 432,400	\$ 514,000	● -15.9%	2.1%	● -18.0%
Northeast	⇒ 5	\$ 289,100	\$ 435,100	● -33.6%	-35.6%	▶ 2.0%
South Central	↗ 6	\$ 446,100	\$ 599,500	● -25.6%	-18.4%	▶ -7.2%
Old Northwest - West University	↗ 6	\$ 341,800	\$ 453,000	● -24.6%	-13.5%	▶ -11.1%
South Reno	↗ 7	\$ 464,400	\$ 549,100	● -15.4%	-0.7%	● -14.7%
Golden Valley	↑ 9	\$ 423,300	\$ 484,600	● -12.7%	-4.1%	▶ -8.6%
Lemmon Valley	↗ 6	\$ 315,900	\$ 437,700	● -27.8%	-15.8%	● -12.0%
89502	↗ 6	\$ 313,600	\$ 449,200	● -30.1%	-20.4%	▶ -9.7%
89509	↗ 7	\$ 495,800	\$ 577,300	● -14.1%	0.9%	● -15.0%
89436	↑ 8	\$ 408,800	\$ 520,700	● -21.5%	1.7%	● -23.2%
89523	↗ 7	\$ 439,800	\$ 520,700	● -15.6%	3.1%	● -18.7%
89431	↑ 9	\$ 289,800	\$ 410,400	● -29.4%	-19.9%	▶ -9.5%
89506	↗ 7	\$ 317,800	\$ 431,400	● -26.3%	-13.9%	● -12.4%
89521	↗ 7	\$ 471,700	\$ 553,500	● -14.8%	1.1%	● -15.9%
89511	↘ 4	\$ 720,400	\$ 736,300	▶ -2.1%	-1.0%	▶ -1.1%
89503	↗ 6	\$ 339,700	\$ 453,600	● -25.2%	-14.6%	▶ -10.6%
89434	↗ 7	\$ 343,700	\$ 444,000	● -22.6%	-10.4%	● -12.2%
89433	↗ 6	\$ 307,900	\$ 424,800	● -27.5%	-17.6%	▶ -9.9%
89508	↗ 7	\$ 342,200	\$ 465,900	● -26.6%	-9.4%	● -17.2%
89441	↗ 6	\$ 479,800	\$ 541,300	▶ -11.4%	0.6%	▶ -12.0%
89519	⇒ 5	\$ 607,700	\$ 610,600	▶ -0.5%	7.0%	▶ -7.5%
89451	⇒ 5	\$ 893,300	\$ 1,278,400	● -30.1%	-29.2%	▶ -0.9%
89501	⇒ 5	\$ 322,900	\$ 399,200	● -19.1%	-5.8%	▶ -2.6%
89510	⇒ 5	\$ 493,700	\$ 533,700	▶ -7.5%	-4.4%	▶ -3.1%
89704	⇒ 5	\$ 473,900	\$ 527,800	▶ -10.2%	-7.8%	▶ -2.4%

Reno Housing Market Value & Trends Update

Historically, properties in this market sell at a 5.5% premium. Today's discount is 18.3%. This market is 23.8% undervalued.

Median home price is \$405,400, and resale \$/SF is \$227/SF. Prices fell 0.3% year-over-year.

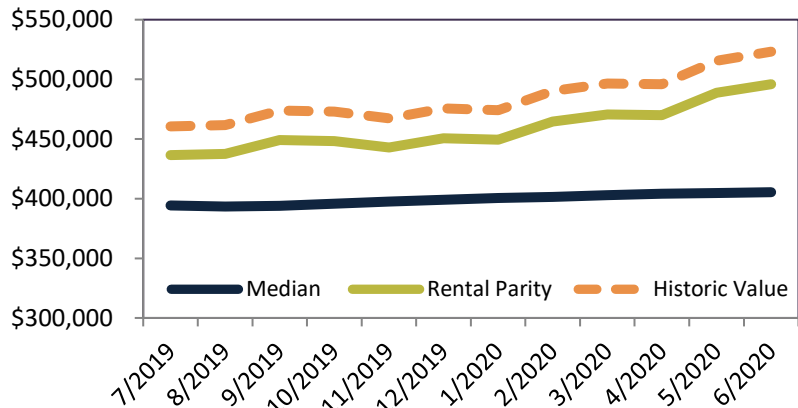
Monthly cost of ownership is \$1,643, and rents average \$2,010, making owning \$366 per month less costly than renting.

Rents rose 6.6% year-over-year. The current capitalization rate (rent/price) is 4.8%.

Market rating = 9

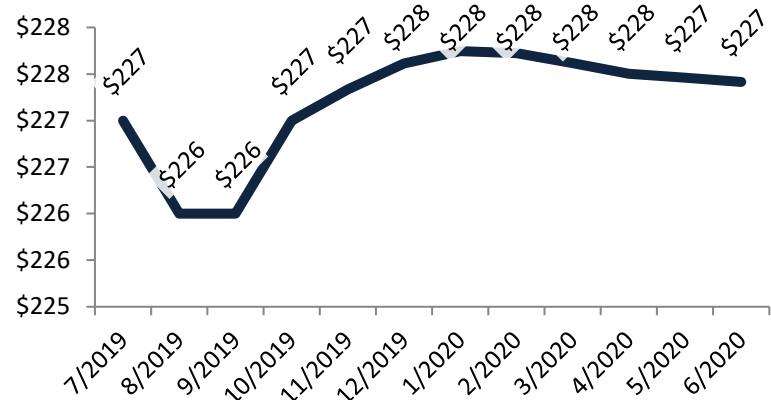
Median Home Price and Rental Parity trailing twelve months

Date	Rating	Median	Rental Parity
7/2019	↑ 10	\$ 394,400	\$ 436,500
8/2019	↑ 10	\$ 393,400	\$ 437,600
9/2019	↑ 10	\$ 394,000	\$ 449,200
10/2019	↑ 10	\$ 395,900	\$ 448,300
11/2019	↑ 8	\$ 397,700	\$ 443,000
12/2019	↑ 8	\$ 399,100	\$ 450,700
1/2020	↑ 8	\$ 400,400	\$ 449,500
2/2020	↑ 8	\$ 401,500	\$ 464,700
3/2020	↑ 8	\$ 403,000	\$ 470,600
4/2020	↑ 8	\$ 404,000	\$ 470,100
5/2020	↑ 9	\$ 404,600	\$ 488,700
6/2020	↑ 9	\$ 405,400	\$ 495,900



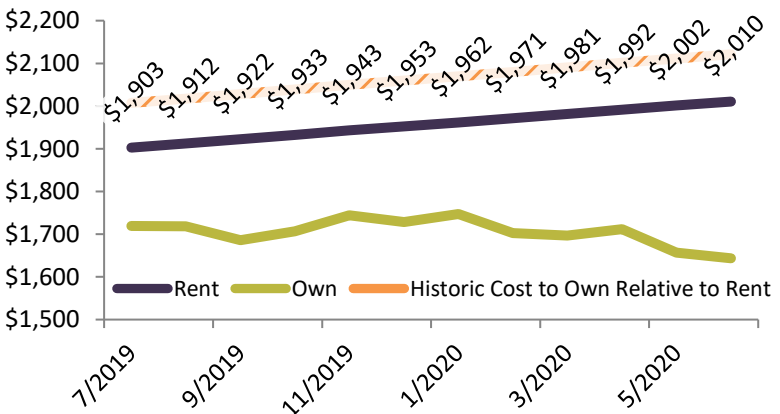
Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change
7/2019	● -15.2%	\$ 227	↑ 4.1%
8/2019	● -15.6%	\$ 226	↑ 2.7%
9/2019	● -17.8%	\$ 226	↑ 2.7%
10/2019	● -17.2%	\$ 227	↑ 2.7%
11/2019	● -15.7%	\$ 227	↔ 1.9%
12/2019	● -17.0%	\$ 228	↔ 1.6%
1/2020	● -16.4%	\$ 228	↔ 0.8%
2/2020	● -19.1%	\$ 228	↓ -0.1%
3/2020	● -19.9%	\$ 228	↓ -0.6%
4/2020	● -19.6%	\$ 228	↓ -0.7%
5/2020	● -22.7%	\$ 227	↓ -0.2%
6/2020	● -23.8%	\$ 227	↓ -0.3%



Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own
7/2019	↑ 5.2%	\$ 1,903	\$ 1,719
8/2019	↑ 5.6%	\$ 1,912	\$ 1,719
9/2019	↑ 6.0%	\$ 1,922	\$ 1,686
10/2019	↑ 6.4%	\$ 1,933	\$ 1,706
11/2019	↑ 6.6%	\$ 1,943	\$ 1,744
12/2019	↑ 6.6%	\$ 1,953	\$ 1,729
1/2020	↑ 6.6%	\$ 1,962	\$ 1,747
2/2020	↑ 6.7%	\$ 1,971	\$ 1,703
3/2020	↑ 6.8%	\$ 1,981	\$ 1,697
4/2020	↑ 6.9%	\$ 1,992	\$ 1,711
5/2020	↑ 6.8%	\$ 2,002	\$ 1,657
6/2020	↑ 6.6%	\$ 2,010	\$ 1,644



Sparks Housing Market Value & Trends Update

Historically, properties in this market sell at a -5.8% discount. Today's discount is 19.1%. This market is 13.3% undervalued.

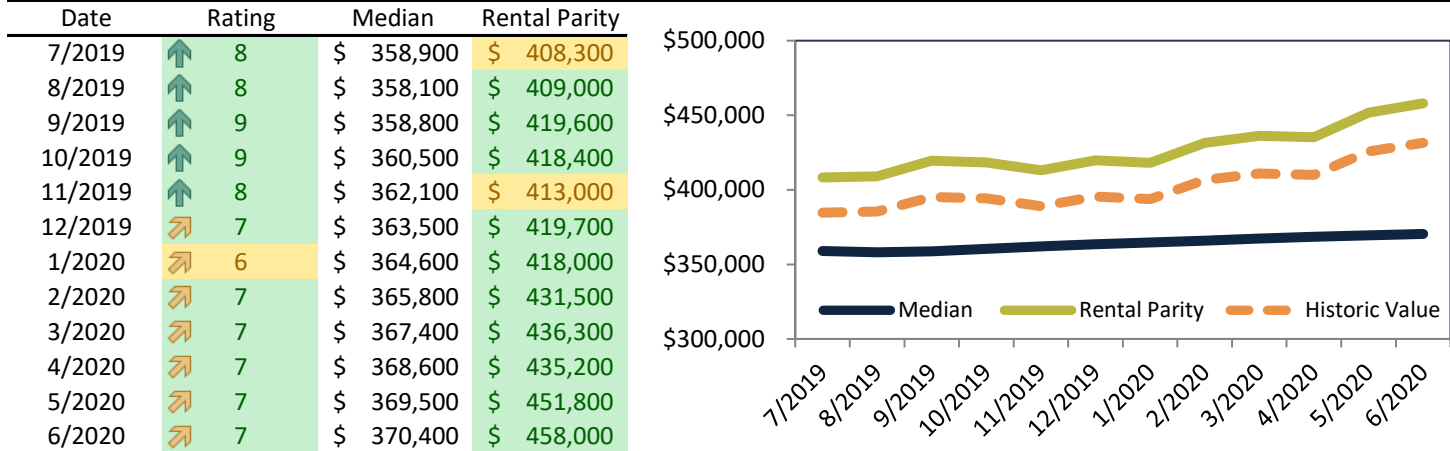
Median home price is \$370,400, and resale \$/SF is \$207/SF. Prices rose 0.6% year-over-year.

Monthly cost of ownership is \$1,501, and rents average \$1,856, making owning \$355 per month less costly than renting.

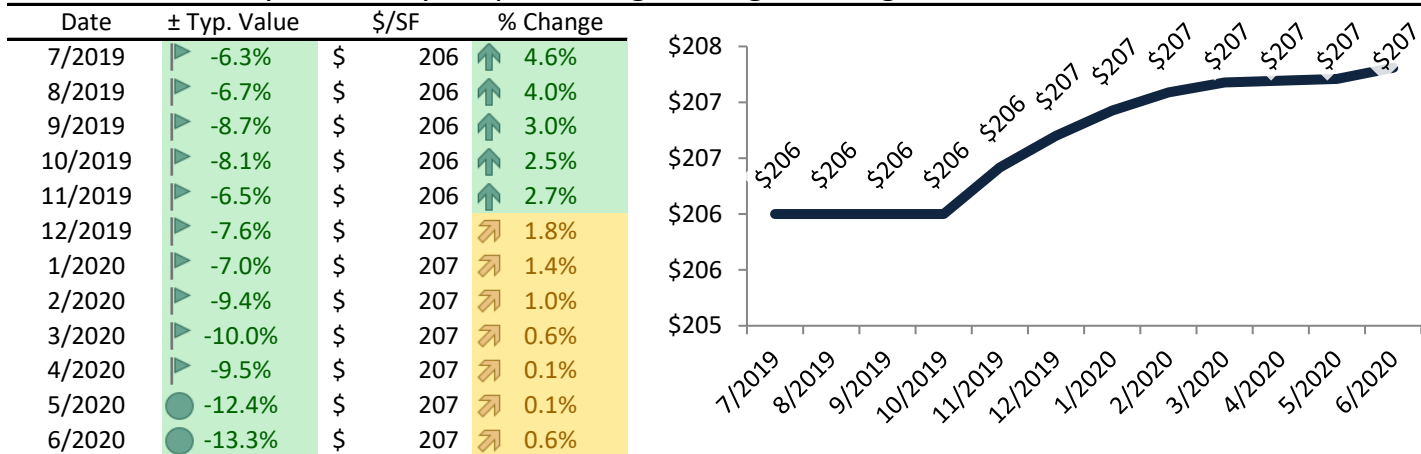
Rents rose 4.9% year-over-year. The current capitalization rate (rent/price) is 4.8%.

Market rating = 7

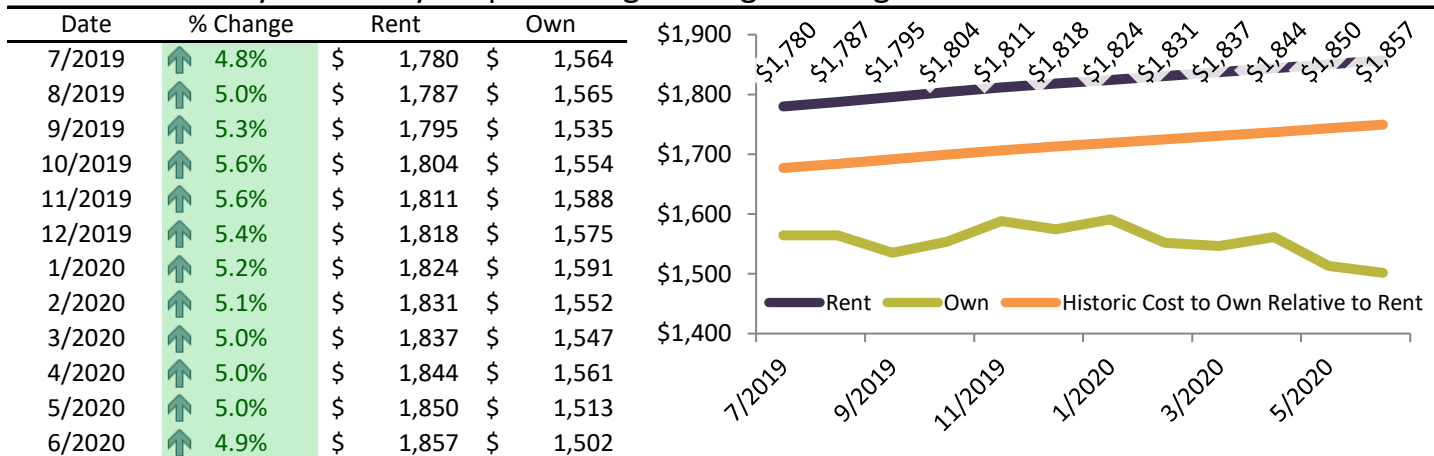
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



Carson City Housing Market Value & Trends Update

Historically, properties in this market sell at a -9.7% discount. Today's discount is 25.0%. This market is 15.3% undervalued.

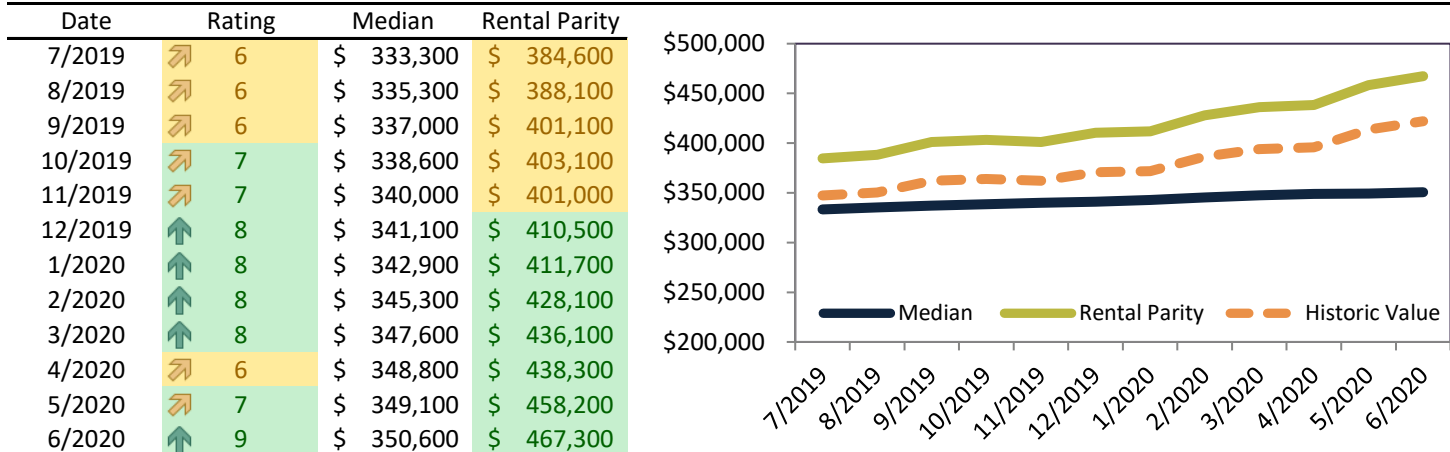
Median home price is \$350,600, and resale \$/SF is \$218/SF. Prices rose 2.1% year-over-year.

Monthly cost of ownership is \$1,421, and rents average \$1,894, making owning \$473 per month less costly than renting.

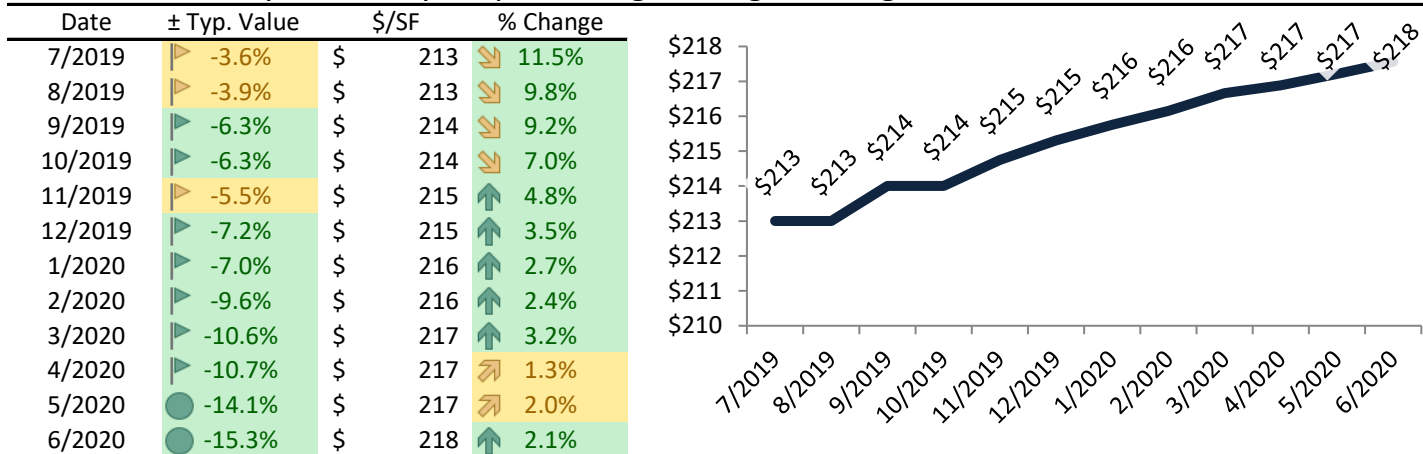
Rents rose 15.6% year-over-year. The current capitalization rate (rent/price) is 5.2%.

Market rating = 9

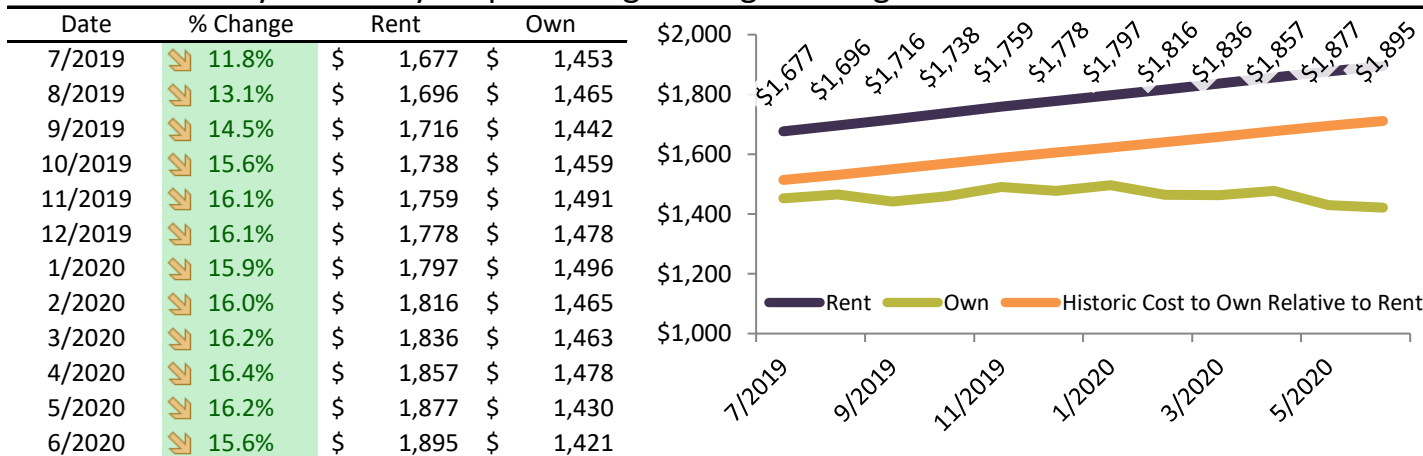
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



East Reno Housing Market Value & Trends Update

Historically, properties in this market sell at a -22.1% discount. Today's discount is 26.2%. This market is 4.1% undervalued.

Median home price is \$313,200, and resale \$/SF is \$206/SF. Prices fell 0.4% year-over-year.

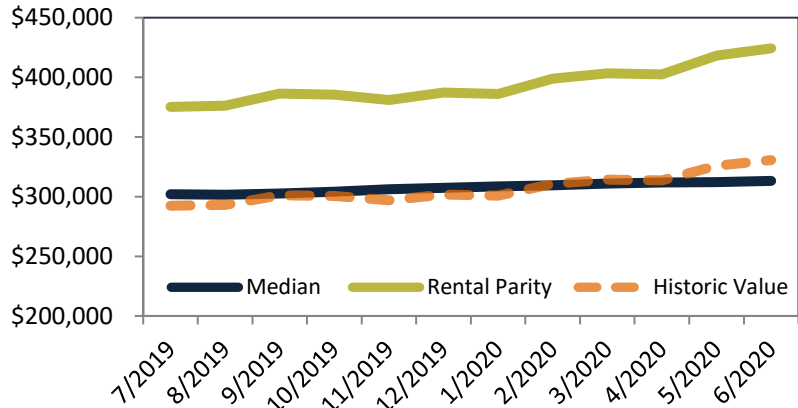
Monthly cost of ownership is \$1,269, and rents average \$1,720, making owning \$450 per month less costly than renting.

Rents rose 5.9% year-over-year. The current capitalization rate (rent/price) is 5.3%.

Market rating = 6

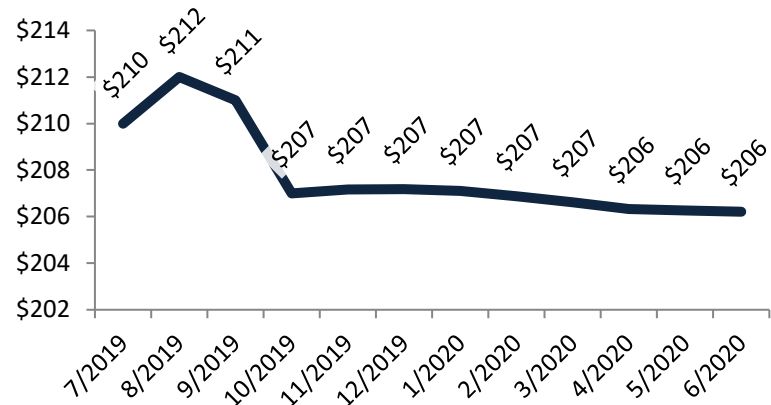
Median Home Price and Rental Parity trailing twelve months

Date	Rating	Median	Rental Parity
7/2019	↑ 8	\$ 302,000	\$ 375,200
8/2019	↑ 8	\$ 301,600	\$ 376,200
9/2019	↗ 7	\$ 302,500	\$ 386,300
10/2019	→ 5	\$ 304,200	\$ 385,600
11/2019	→ 5	\$ 306,100	\$ 381,000
12/2019	↗ 6	\$ 307,300	\$ 387,400
1/2020	↗ 6	\$ 308,500	\$ 386,100
2/2020	↗ 6	\$ 309,500	\$ 398,800
3/2020	↗ 6	\$ 310,900	\$ 403,400
4/2020	↗ 6	\$ 311,800	\$ 402,600
5/2020	↗ 6	\$ 312,300	\$ 418,300
6/2020	↗ 6	\$ 313,200	\$ 424,300



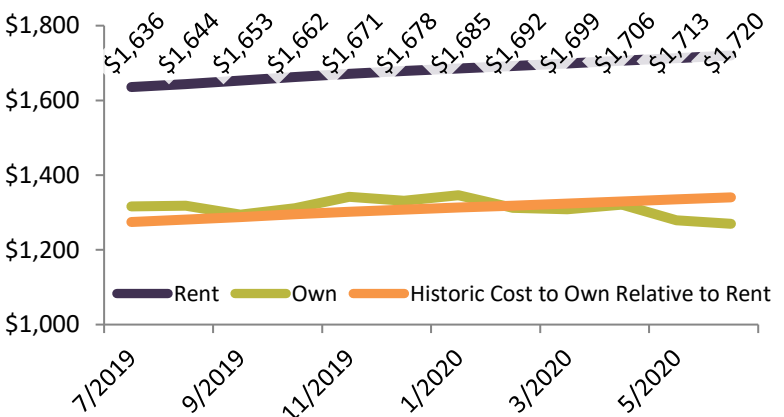
Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change
7/2019	▶ 2.6%	\$ 210	↑ 5.0%
8/2019	▶ 2.2%	\$ 212	↑ 5.5%
9/2019	▶ 0.4%	\$ 211	↑ 3.9%
10/2019	▶ 1.0%	\$ 207	↗ 1.5%
11/2019	▶ 2.4%	\$ 207	↗ 1.1%
12/2019	▶ 1.4%	\$ 207	↗ 0.1%
1/2020	▶ 2.0%	\$ 207	↓ -0.4%
2/2020	▶ -0.3%	\$ 207	↓ -1.5%
3/2020	▶ -0.9%	\$ 207	↓ -1.6%
4/2020	▶ -0.5%	\$ 206	↓ -1.7%
5/2020	▶ -3.3%	\$ 206	↓ -0.4%
6/2020	▶ -4.1%	\$ 206	↓ -0.4%



Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own
7/2019	↑ 7.0%	\$ 1,636	\$ 1,316
8/2019	↑ 7.0%	\$ 1,644	\$ 1,318
9/2019	↓ 7.2%	\$ 1,653	\$ 1,294
10/2019	↓ 7.3%	\$ 1,662	\$ 1,311
11/2019	↓ 7.2%	\$ 1,671	\$ 1,342
12/2019	↑ 7.0%	\$ 1,678	\$ 1,331
1/2020	↑ 6.6%	\$ 1,685	\$ 1,346
2/2020	↑ 6.3%	\$ 1,692	\$ 1,313
3/2020	↑ 6.1%	\$ 1,699	\$ 1,309
4/2020	↑ 6.1%	\$ 1,706	\$ 1,321
5/2020	↑ 6.0%	\$ 1,713	\$ 1,279
6/2020	↑ 5.9%	\$ 1,720	\$ 1,270

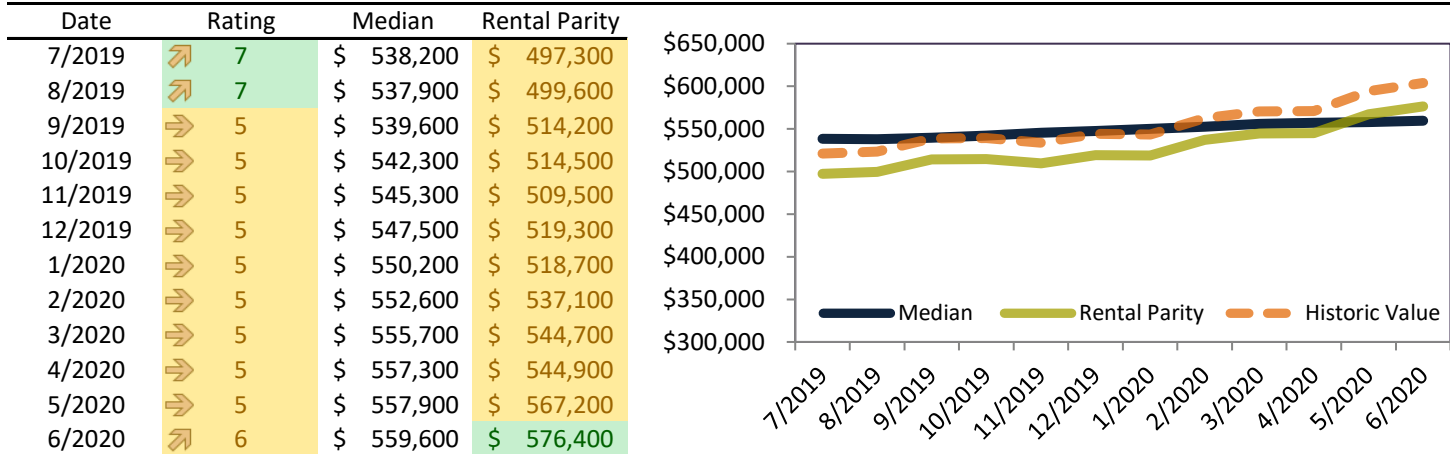


Southwest Housing Market Value & Trends Update

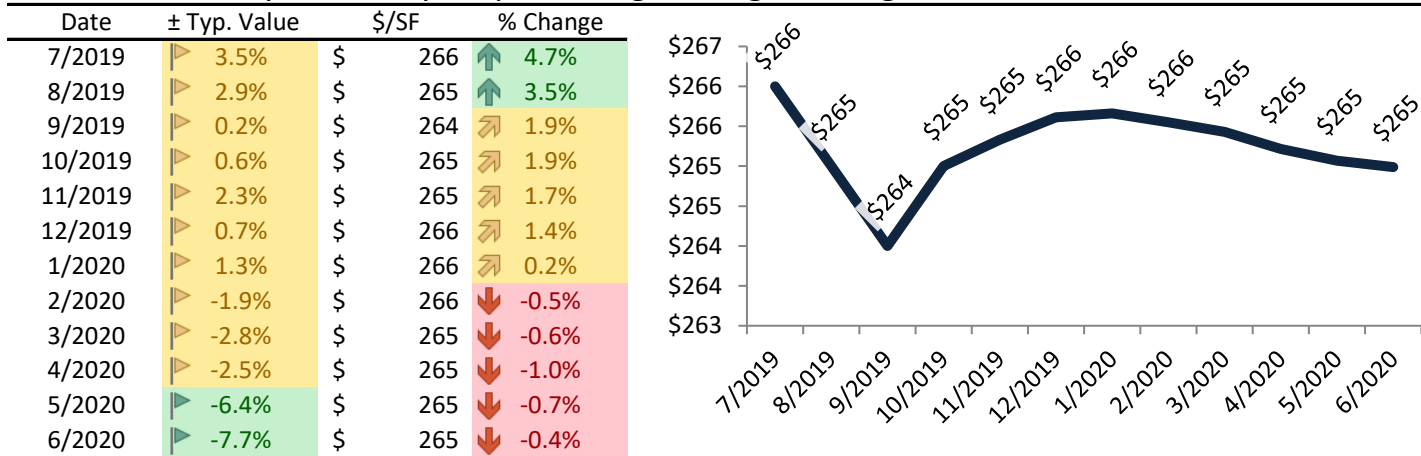
Historically, properties in this market sell at a 4.8% premium. Today's discount is 2.9%. This market is 7.7% undervalued. Median home price is \$559,600, and resale \$/SF is \$265/SF. Prices fell 0.4% year-over-year. Monthly cost of ownership is \$2,268, and rents average \$2,337, making owning \$068 per month less costly than renting. Rents rose 9.0% year-over-year. The current capitalization rate (rent/price) is 4.0%.

Market rating = 6

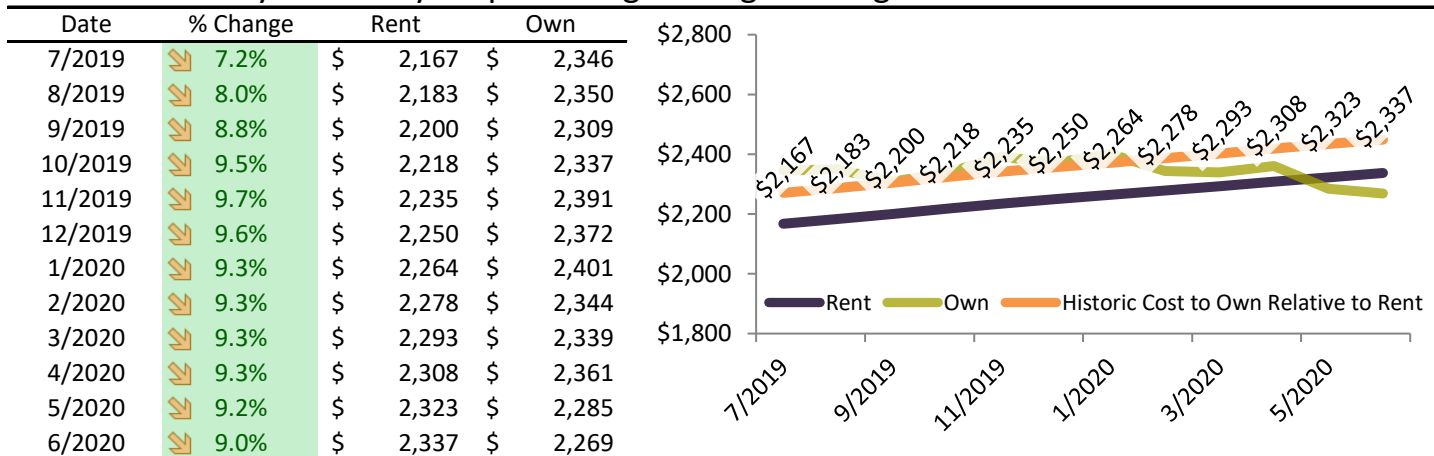
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



North Valleys Housing Market Value & Trends Update

Historically, properties in this market sell at a -13.8% discount. Today's discount is 32.5%. This market is 18.7% undervalued.

Median home price is \$287,600, and resale \$/SF is \$194/SF. Prices fell 0.2% year-over-year.

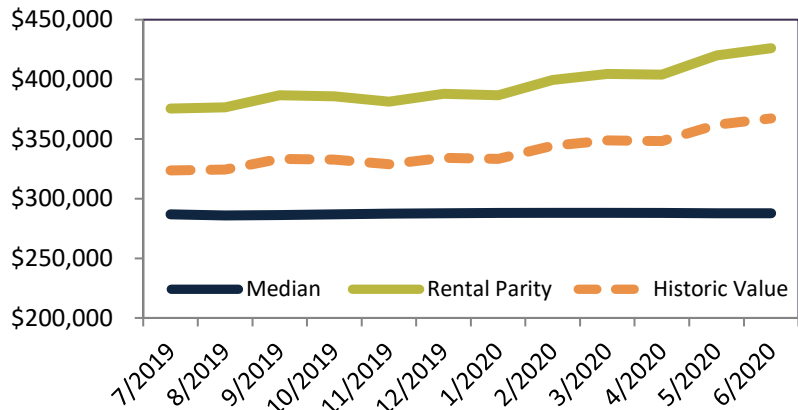
Monthly cost of ownership is \$1,165, and rents average \$1,727, making owning \$561 per month less costly than renting.

Rents rose 6.4% year-over-year. The current capitalization rate (rent/price) is 5.8%.

Market rating = 8

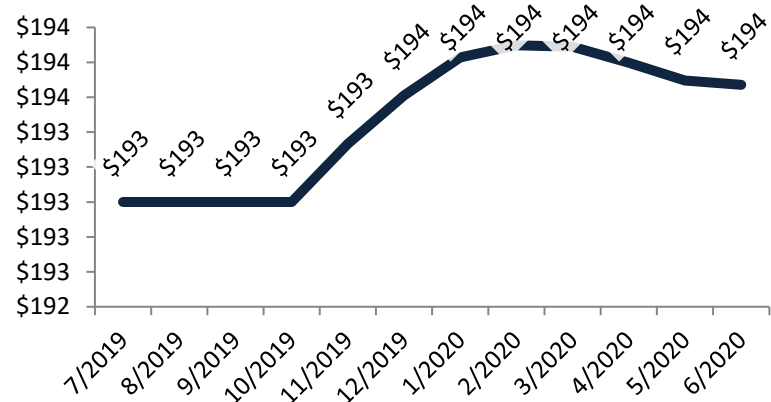
Median Home Price and Rental Parity trailing twelve months

Date	Rating	Median	Rental Parity
7/2019	↑ 9	\$ 286,700	\$ 375,500
8/2019	↑ 9	\$ 285,900	\$ 376,500
9/2019	↑ 9	\$ 286,200	\$ 386,600
10/2019	↑ 9	\$ 286,900	\$ 385,900
11/2019	↑ 9	\$ 287,400	\$ 381,400
12/2019	↗ 7	\$ 287,800	\$ 387,900
1/2020	↗ 7	\$ 288,000	\$ 386,700
2/2020	↑ 8	\$ 288,100	\$ 399,600
3/2020	↑ 8	\$ 288,100	\$ 404,600
4/2020	↑ 8	\$ 287,900	\$ 404,000
5/2020	↑ 8	\$ 287,700	\$ 419,900
6/2020	↑ 8	\$ 287,600	\$ 426,100



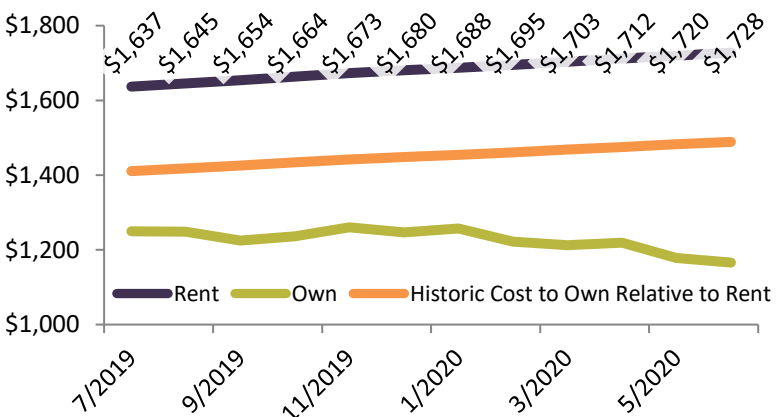
Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change
7/2019	▶ -9.8%	\$ 193	↑ 6.0%
8/2019	▶ -10.3%	\$ 193	↑ 4.9%
9/2019	● -12.2%	\$ 193	↑ 3.8%
10/2019	▶ -11.8%	\$ 193	↑ 2.7%
11/2019	▶ -10.8%	\$ 193	↑ 2.3%
12/2019	▶ -12.0%	\$ 194	↗ 1.9%
1/2020	▶ -11.7%	\$ 194	↗ 1.5%
2/2020	● -14.1%	\$ 194	↗ 0.5%
3/2020	● -15.0%	\$ 194	↓ -0.1%
4/2020	● -14.9%	\$ 194	↓ -0.6%
5/2020	● -17.7%	\$ 194	↓ -0.7%
6/2020	● -18.7%	\$ 194	↓ -0.2%



Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own
7/2019	↑ 5.6%	\$ 1,637	\$ 1,250
8/2019	↑ 6.0%	\$ 1,645	\$ 1,249
9/2019	↑ 6.4%	\$ 1,654	\$ 1,225
10/2019	↑ 6.8%	\$ 1,664	\$ 1,237
11/2019	↑ 6.8%	\$ 1,673	\$ 1,260
12/2019	↑ 6.7%	\$ 1,680	\$ 1,247
1/2020	↑ 6.5%	\$ 1,688	\$ 1,257
2/2020	↑ 6.5%	\$ 1,695	\$ 1,222
3/2020	↑ 6.5%	\$ 1,703	\$ 1,213
4/2020	↑ 6.6%	\$ 1,712	\$ 1,220
5/2020	↑ 6.5%	\$ 1,720	\$ 1,178
6/2020	↑ 6.4%	\$ 1,728	\$ 1,166

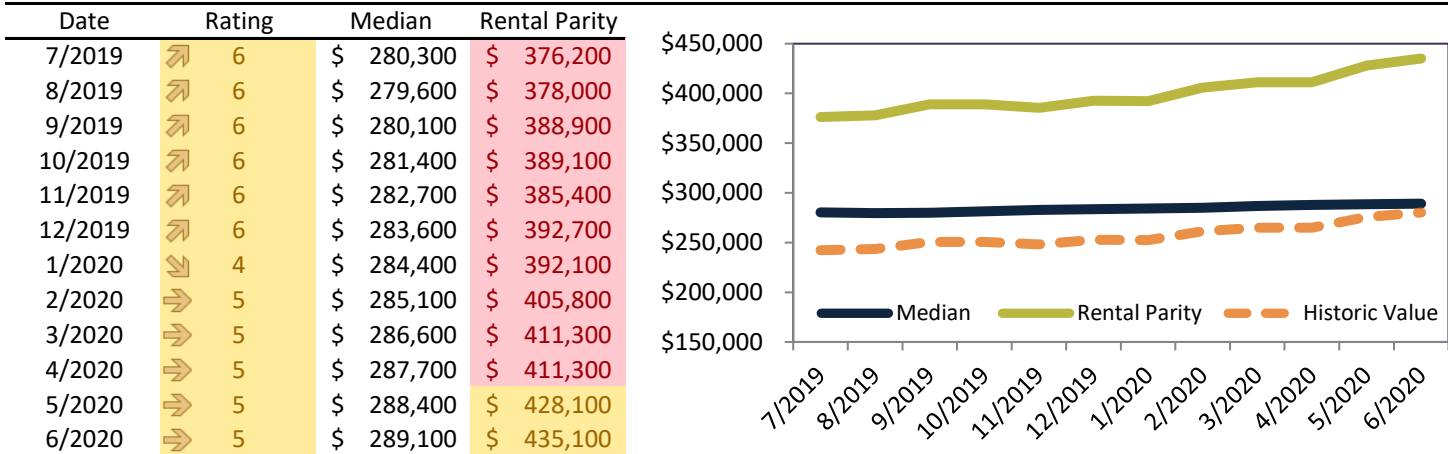


Northeast Housing Market Value & Trends Update

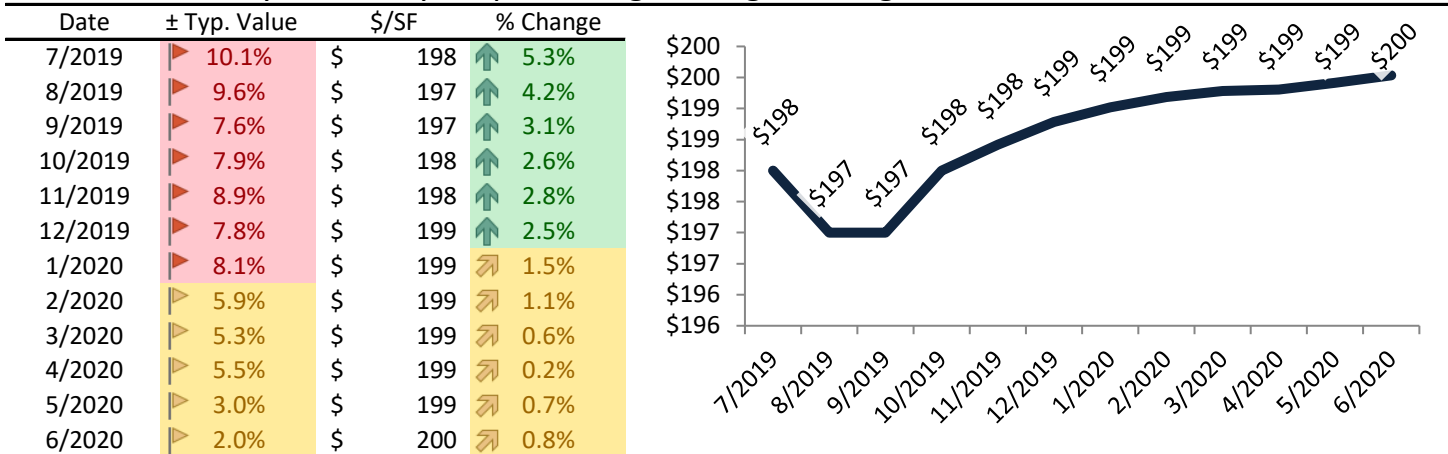
Historically, properties in this market sell at a -35.6% discount. Today's discount is 33.6%. This market is 2.0% overvalued. Median home price is \$289,100, and resale \$/SF is \$200/SF. Prices rose 0.8% year-over-year. Monthly cost of ownership is \$1,172, and rents average \$1,763, making owning \$591 per month less costly than renting. Rents rose 8.7% year-over-year. The current capitalization rate (rent/price) is 5.9%.

Market rating = 5

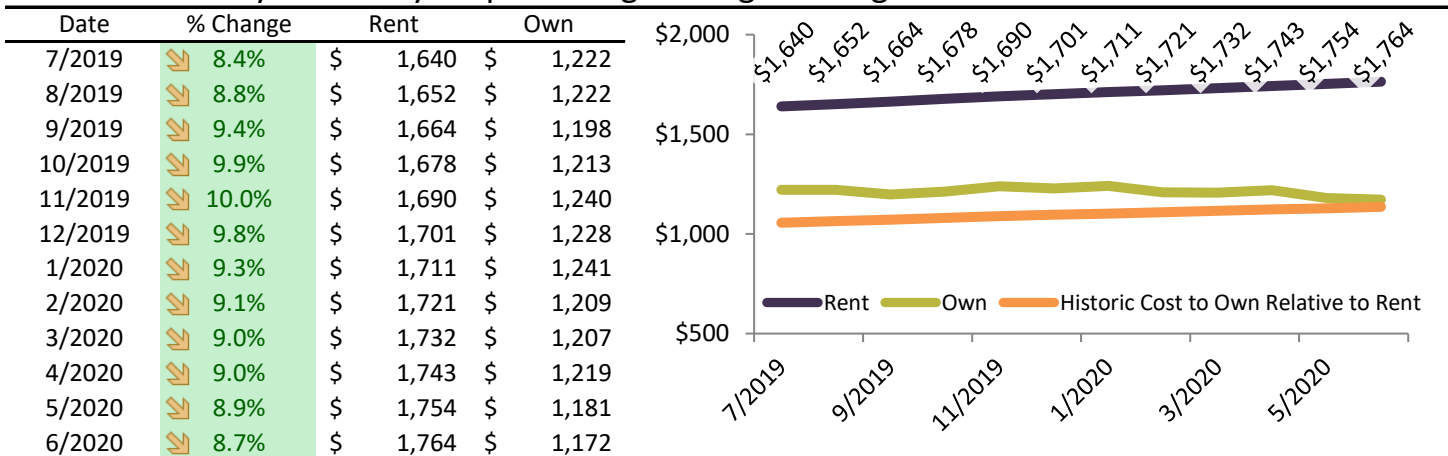
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



Northwest Housing Market Value & Trends Update

Historically, properties in this market sell at a 2.1% premium. Today's discount is 15.9%. This market is 18.0% undervalued.

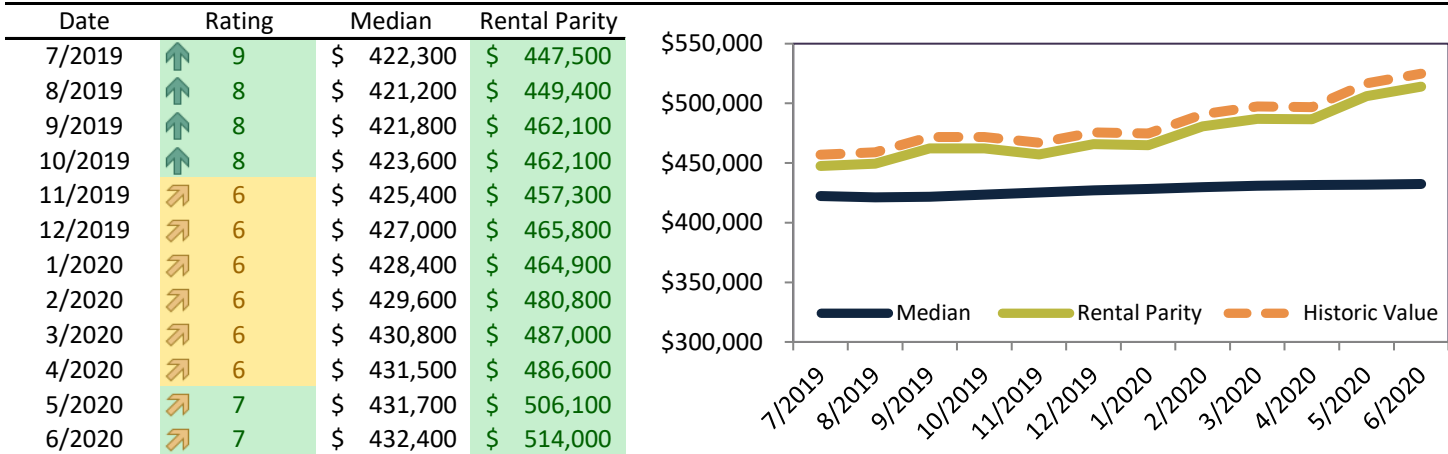
Median home price is \$432,400, and resale \$/SF is \$230/SF. Prices rose 0.1% year-over-year.

Monthly cost of ownership is \$1,753, and rents average \$2,083, making owning \$330 per month less costly than renting.

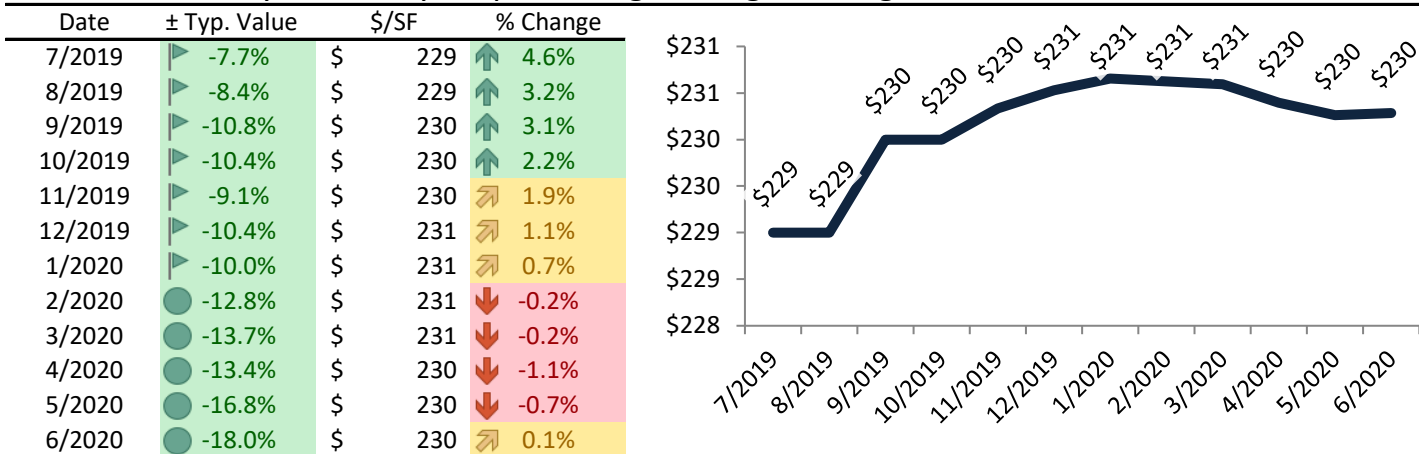
Rents rose 7.7% year-over-year. The current capitalization rate (rent/price) is 4.6%.

Market rating = 7

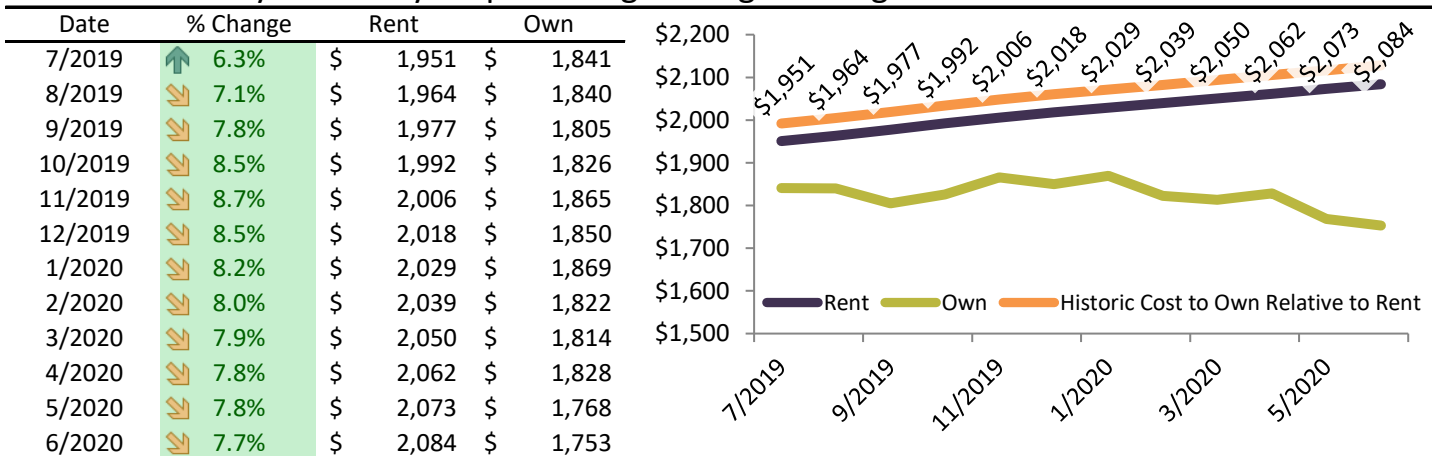
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



South Central Housing Market Value & Trends Update

Historically, properties in this market sell at a -18.4% discount. Today's discount is 25.6%. This market is 7.2% undervalued.

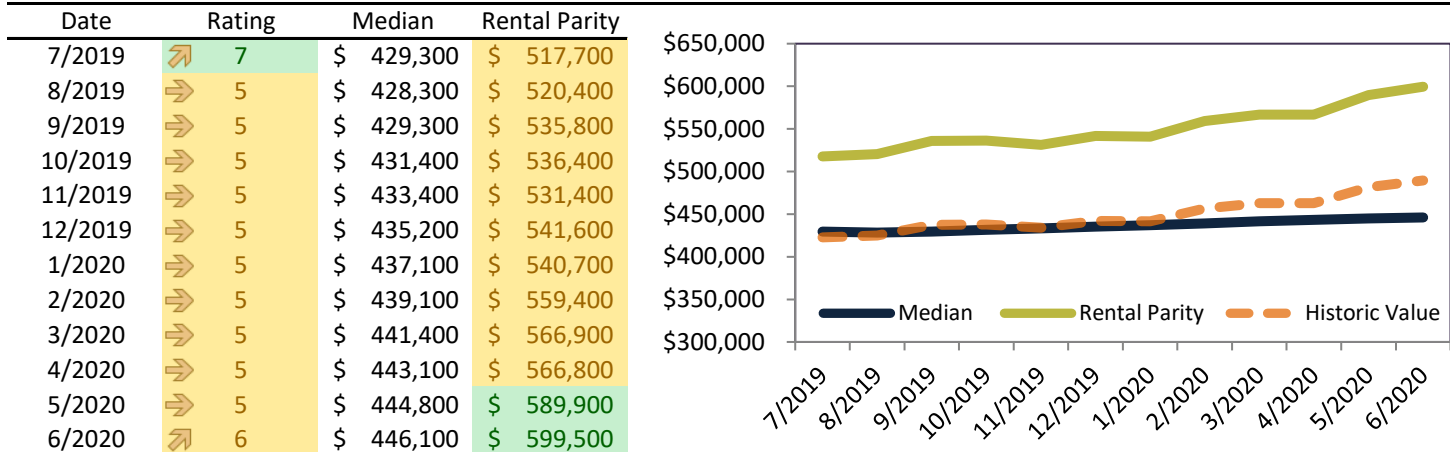
Median home price is \$446,100, and resale \$/SF is \$215/SF. Prices fell 1.8% year-over-year.

Monthly cost of ownership is \$1,808, and rents average \$2,430, making owning \$622 per month less costly than renting.

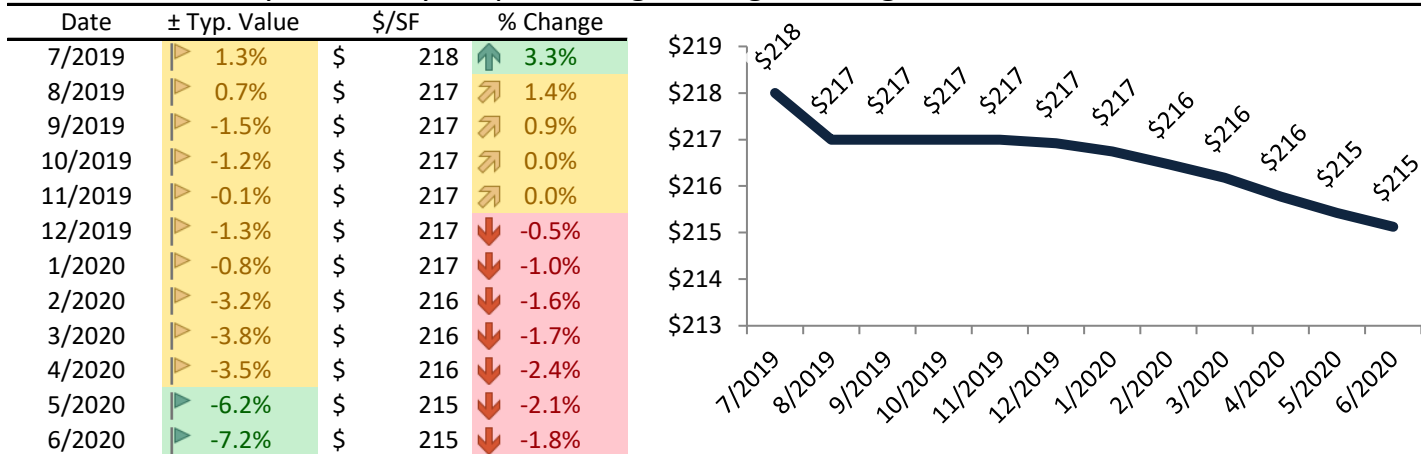
Rents rose 8.8% year-over-year. The current capitalization rate (rent/price) is 5.2%.

Market rating = 6

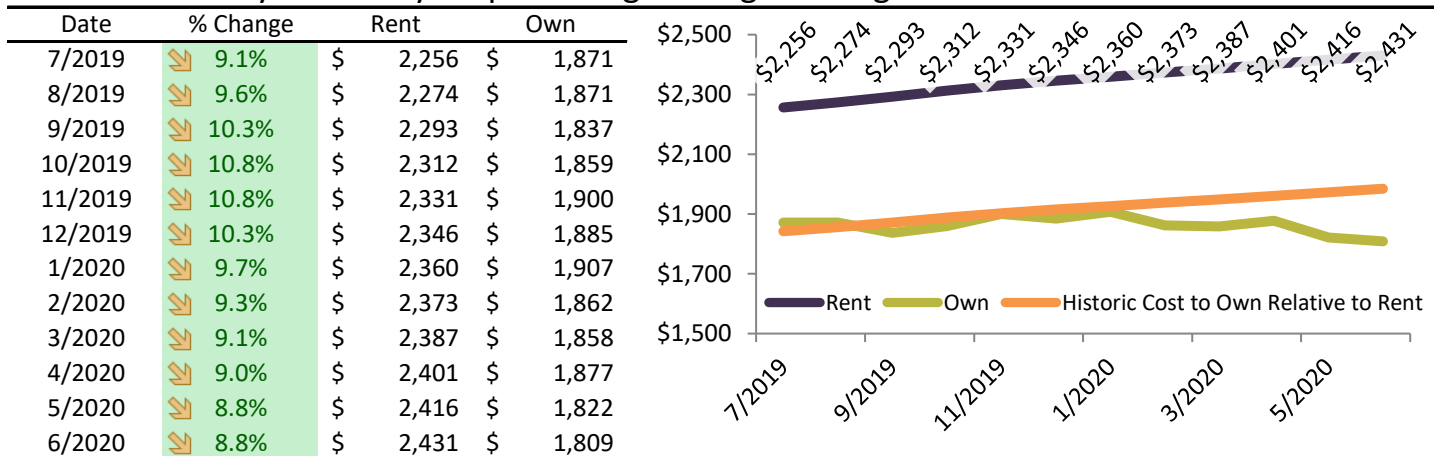
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



Old Northwest - West University Housing Market Value & Trends Update

Historically, properties in this market sell at a -13.5% discount. Today's discount is 24.6%. This market is 11.1% undervalued.

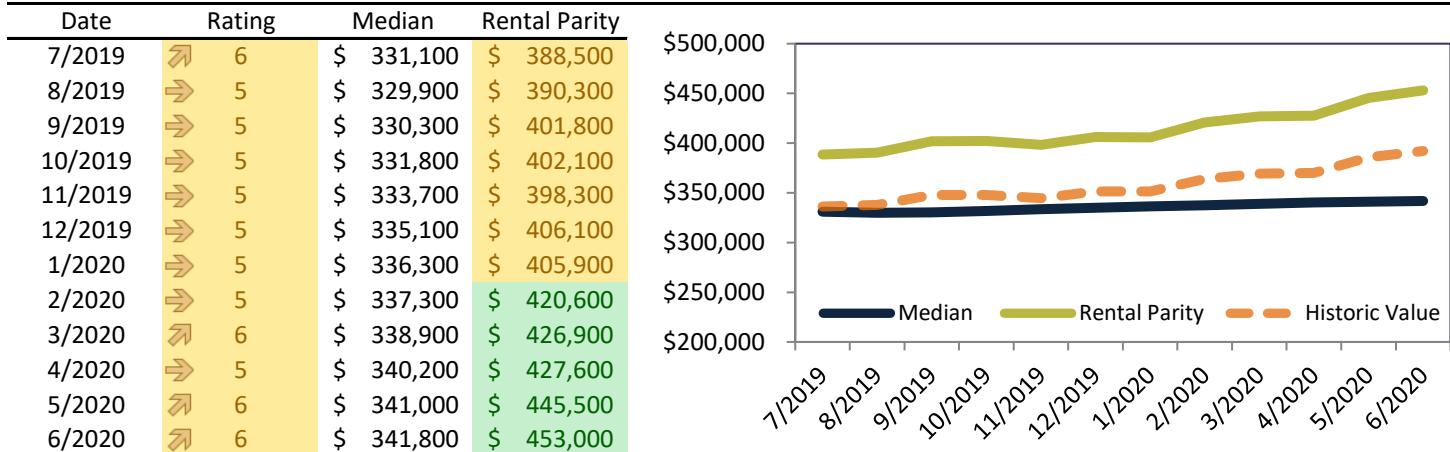
Median home price is \$341,800, and resale \$/SF is \$230/SF. Prices fell 1.3% year-over-year.

Monthly cost of ownership is \$1,385, and rents average \$1,836, making owning \$450 per month less costly than renting.

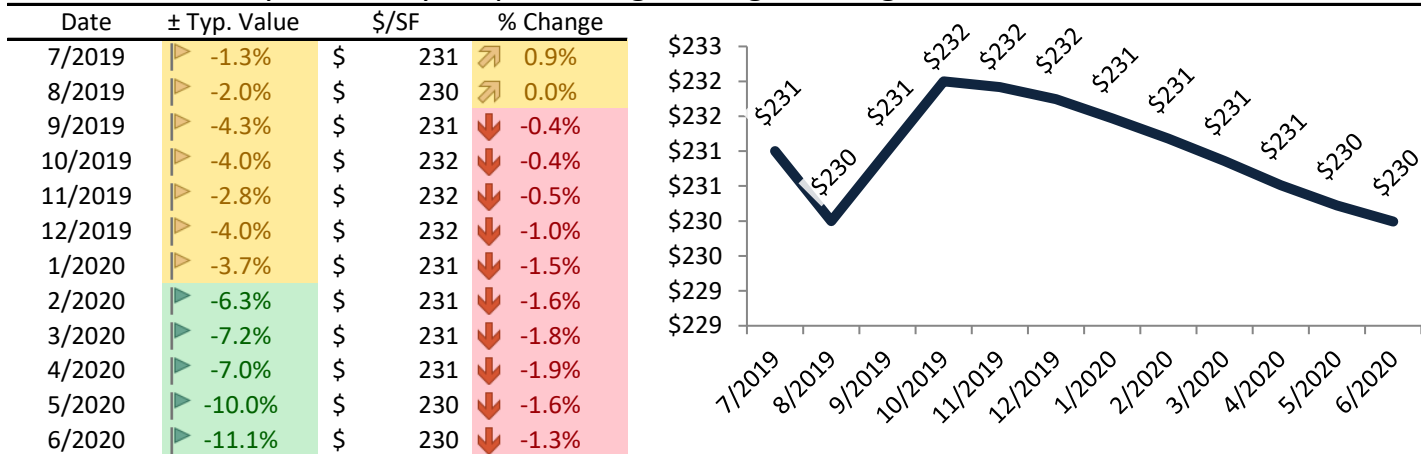
Rents rose 9.9% year-over-year. The current capitalization rate (rent/price) is 5.2%.

Market rating = 6

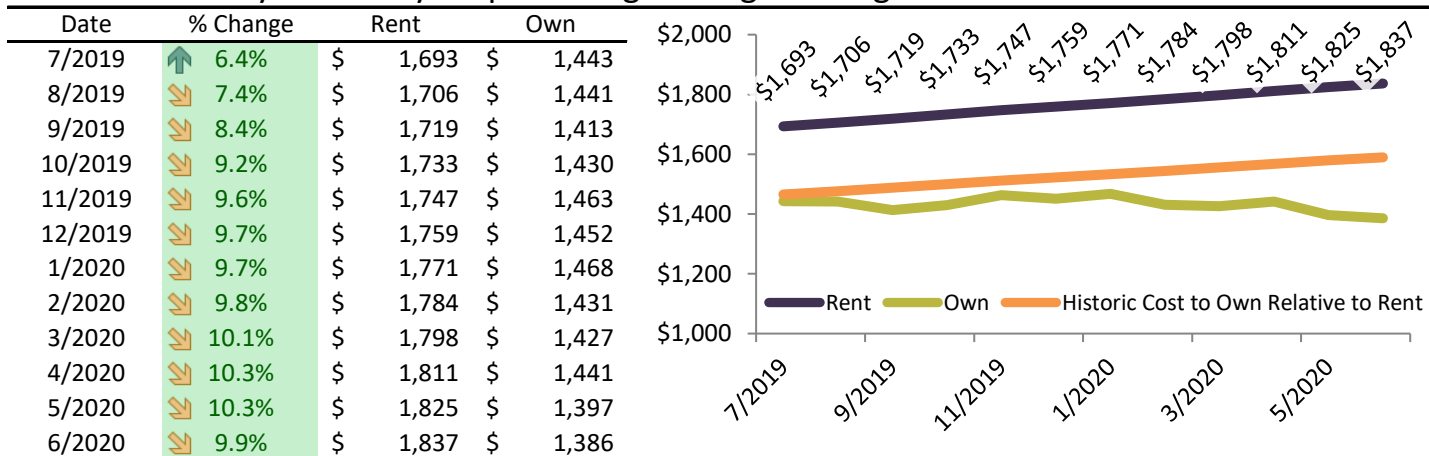
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



South Reno Housing Market Value & Trends Update

Historically, properties in this market sell at a -0.7% discount. Today's discount is 15.4%. This market is 14.7% undervalued.

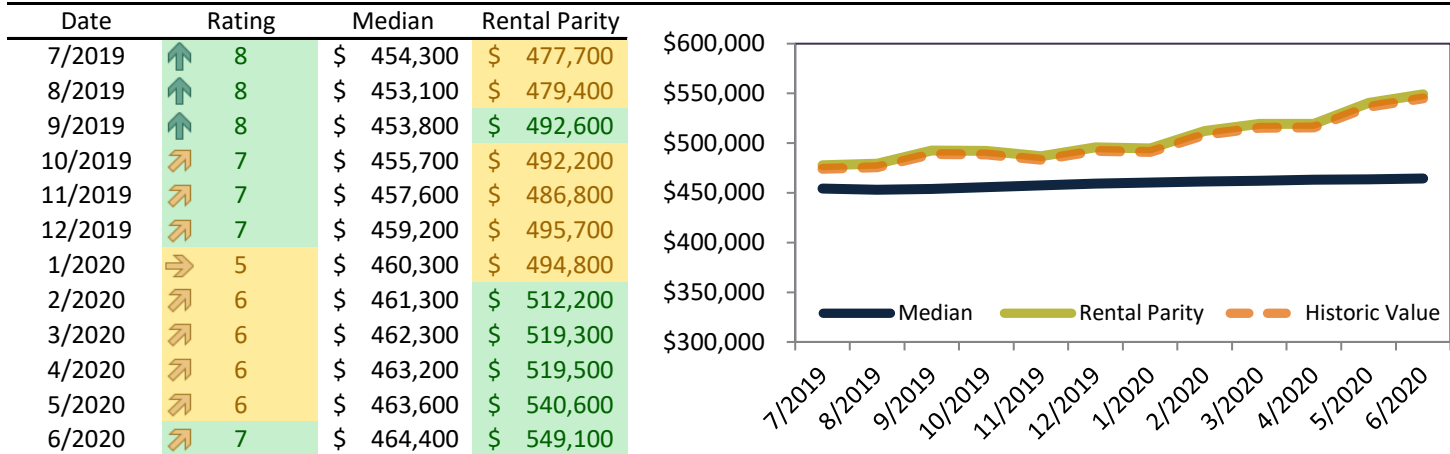
Median home price is \$464,400, and resale \$/SF is \$221/SF. Prices rose 0.3% year-over-year.

Monthly cost of ownership is \$1,882, and rents average \$2,226, making owning \$343 per month less costly than renting.

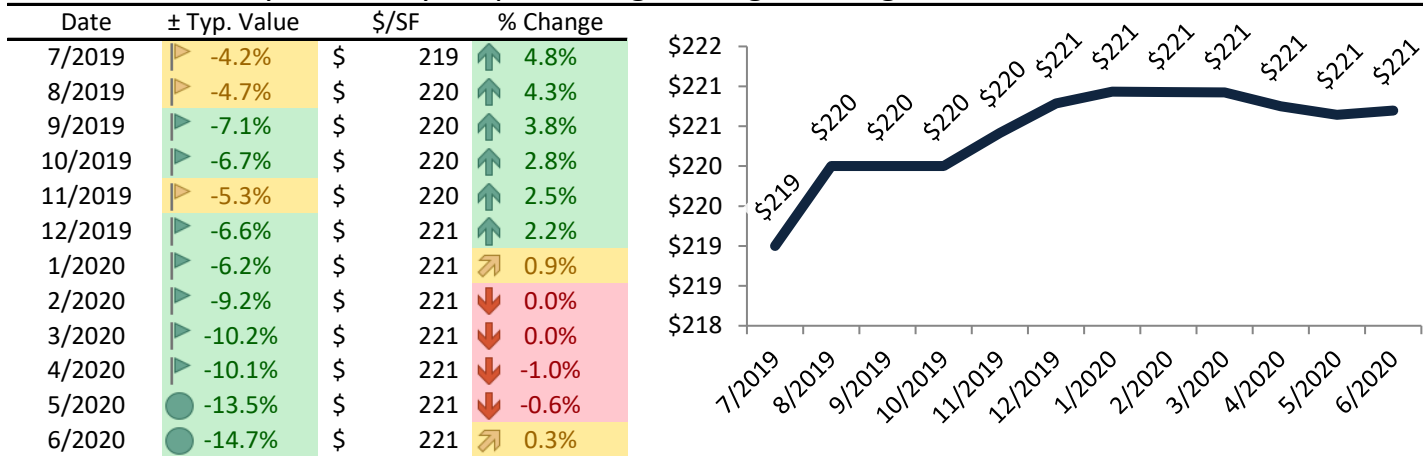
Rents rose 8.2% year-over-year. The current capitalization rate (rent/price) is 4.6%.

Market rating = 7

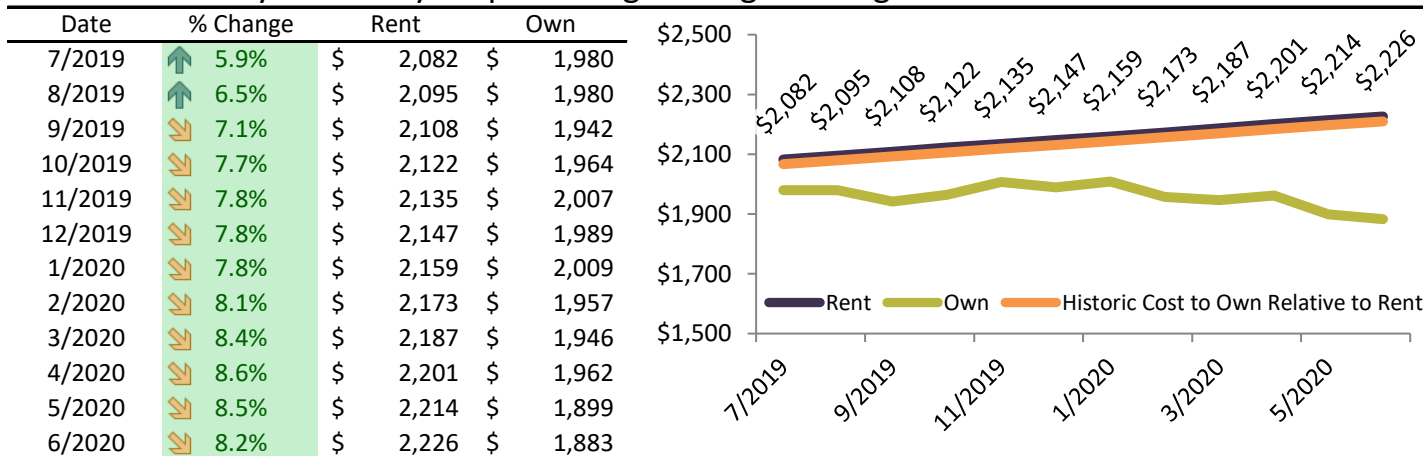
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months

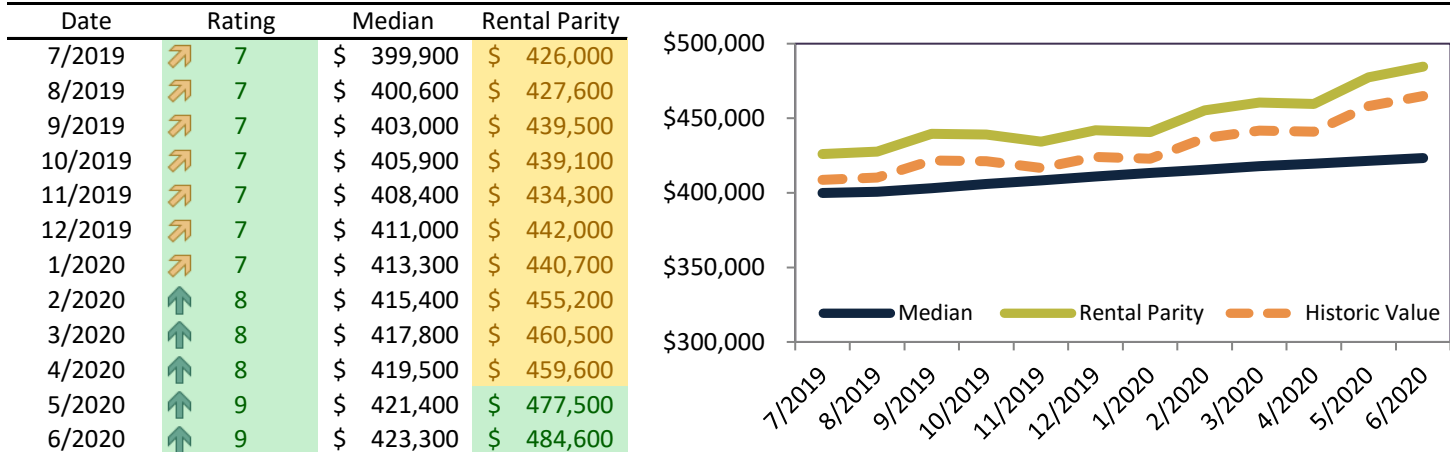


Golden Valley Housing Market Value & Trends Update

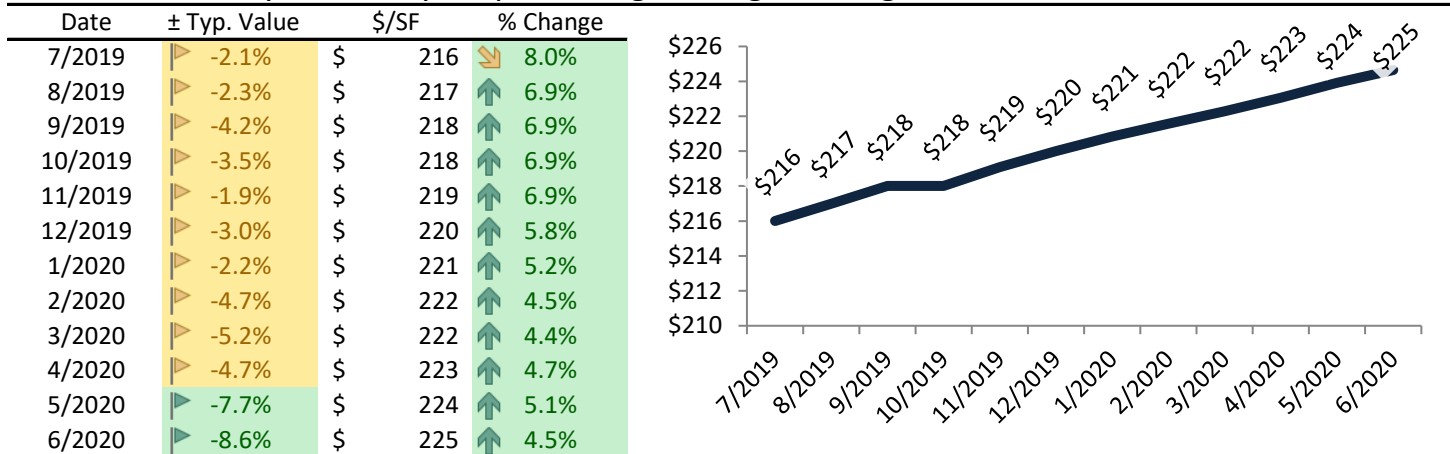
Historically, properties in this market sell at a -4.1% discount. Today's discount is 12.7%. This market is 8.6% undervalued. Median home price is \$423,300, and resale \$/SF is \$225/SF. Prices rose 4.5% year-over-year. Monthly cost of ownership is \$1,716, and rents average \$1,964, making owning \$248 per month less costly than renting. Rents rose 6.4% year-over-year. The current capitalization rate (rent/price) is 4.5%.

Market rating = 9

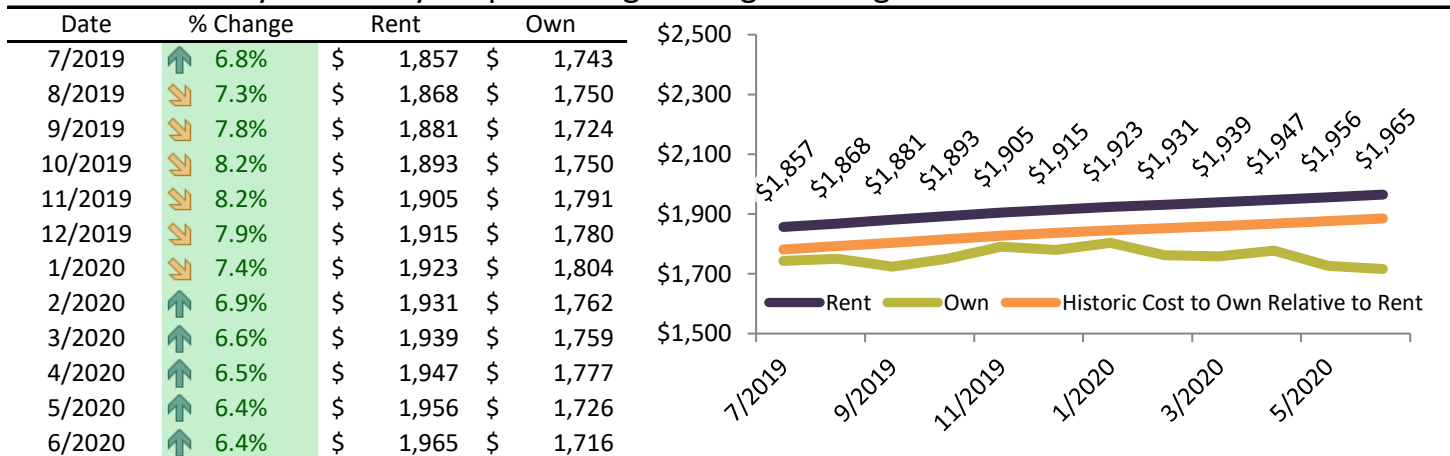
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



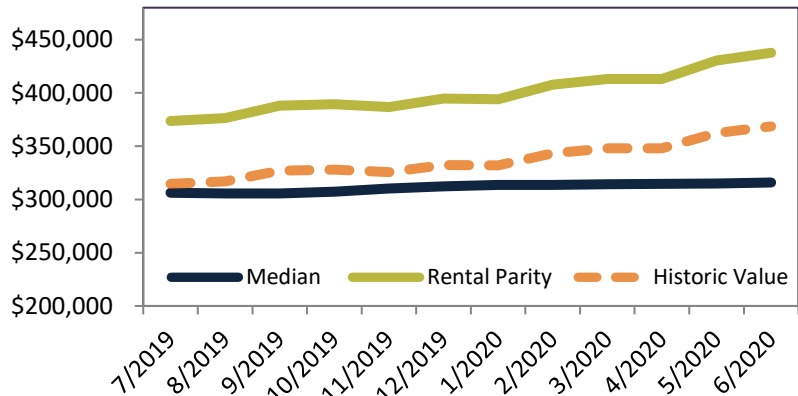
Lemmon Valley Housing Market Value & Trends Update

Historically, properties in this market sell at a -15.8% discount. Today's discount is 27.8%. This market is 12.0% undervalued. Median home price is \$315,900, and resale \$/SF is \$228/SF. Prices fell 1.2% year-over-year. Monthly cost of ownership is \$1,280, and rents average \$1,774, making owning \$493 per month less costly than renting. Rents rose 9.9% year-over-year. The current capitalization rate (rent/price) is 5.4%.

Market rating = 6

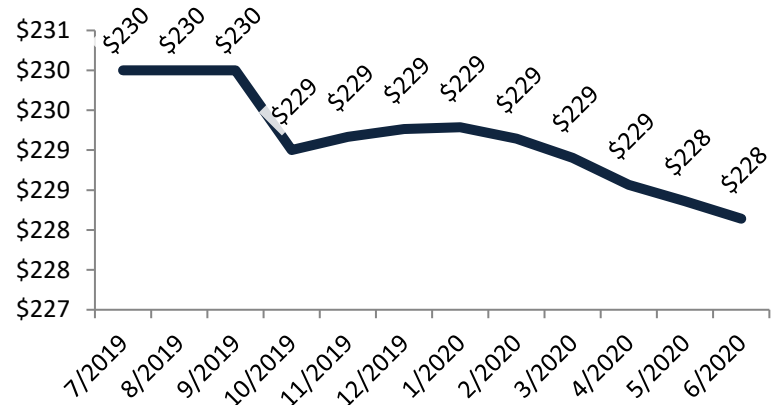
Median Home Price and Rental Parity trailing twelve months

Date	Rating	Median	Rental Parity
7/2019	↗ 7	\$ 306,300	\$ 373,600
8/2019	↗ 7	\$ 305,600	\$ 376,300
9/2019	↗ 7	\$ 305,600	\$ 388,200
10/2019	→ 5	\$ 307,300	\$ 389,500
11/2019	→ 5	\$ 310,200	\$ 386,700
12/2019	→ 5	\$ 312,300	\$ 394,600
1/2020	→ 5	\$ 313,500	\$ 394,200
2/2020	↗ 6	\$ 313,700	\$ 407,800
3/2020	↗ 6	\$ 314,400	\$ 413,200
4/2020	↗ 6	\$ 314,700	\$ 413,200
5/2020	↗ 6	\$ 315,100	\$ 430,300
6/2020	↗ 6	\$ 315,900	\$ 437,700



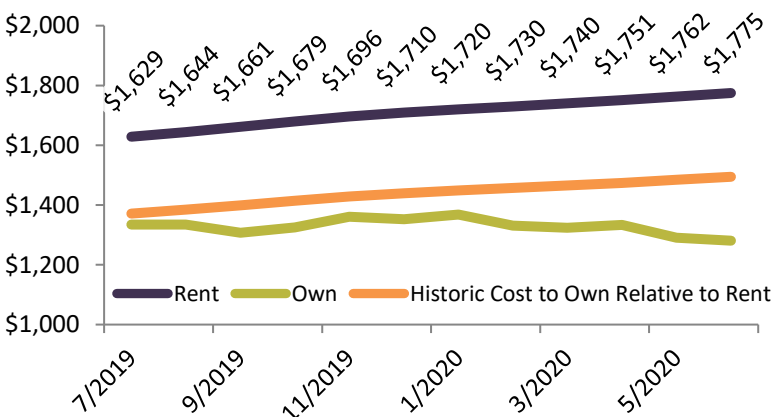
Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change
7/2019	▶ -2.2%	\$ 230	↗ 4.1%
8/2019	▶ -3.0%	\$ 230	↗ 3.1%
9/2019	▶ -5.5%	\$ 230	↗ 2.2%
10/2019	▶ -5.3%	\$ 229	↔ 0.9%
11/2019	▶ -4.0%	\$ 229	↗ 1.0%
12/2019	▶ -5.1%	\$ 229	↗ 0.6%
1/2020	▶ -4.7%	\$ 229	↔ 0.1%
2/2020	▶ -7.3%	\$ 229	↘ -0.8%
3/2020	▶ -8.1%	\$ 229	↘ -1.3%
4/2020	▶ -8.0%	\$ 229	↘ -1.9%
5/2020	▶ -11.0%	\$ 228	↘ -1.1%
6/2020	● -12.0%	\$ 228	↘ -1.2%



Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own
7/2019	↘ 10.8%	\$ 1,629	\$ 1,335
8/2019	↘ 11.7%	\$ 1,644	\$ 1,335
9/2019	↘ 12.6%	\$ 1,661	\$ 1,308
10/2019	↘ 13.4%	\$ 1,679	\$ 1,325
11/2019	↘ 13.6%	\$ 1,696	\$ 1,360
12/2019	↘ 12.9%	\$ 1,710	\$ 1,353
1/2020	↘ 11.8%	\$ 1,720	\$ 1,368
2/2020	↘ 10.8%	\$ 1,730	\$ 1,331
3/2020	↘ 10.2%	\$ 1,740	\$ 1,324
4/2020	↘ 9.9%	\$ 1,751	\$ 1,333
5/2020	↘ 9.8%	\$ 1,762	\$ 1,290
6/2020	↘ 9.9%	\$ 1,775	\$ 1,281



89502 Housing Market Value & Trends Update

Historically, properties in this market sell at a -20.4% discount. Today's discount is 30.1%. This market is 9.7% undervalued.

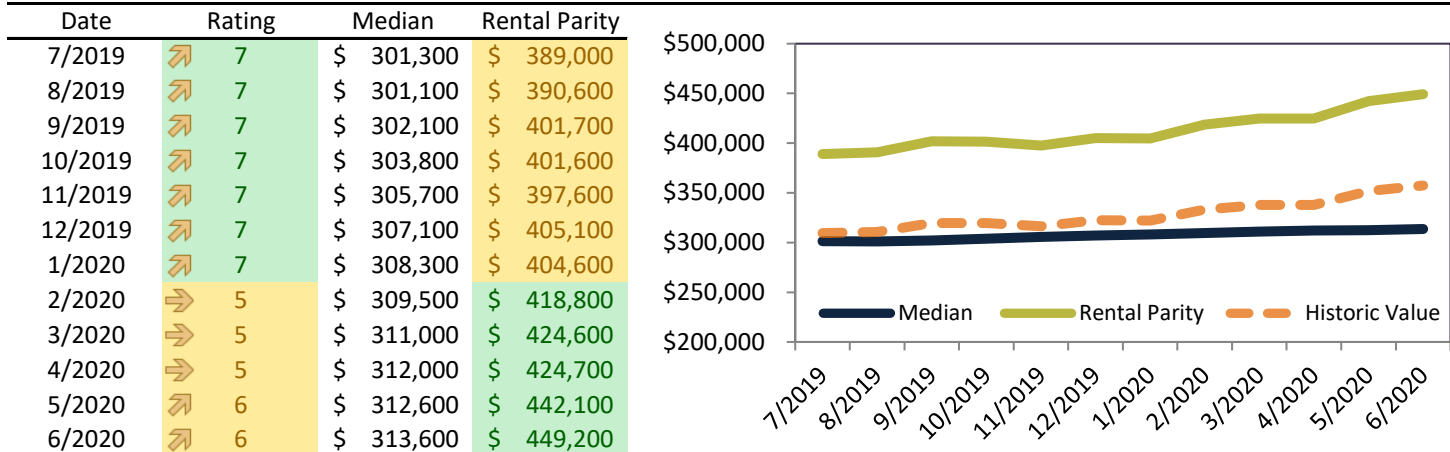
Median home price is \$313,600, and resale \$/SF is \$219/SF. Prices rose 1.7% year-over-year.

Monthly cost of ownership is \$1,271, and rents average \$1,821, making owning \$549 per month less costly than renting.

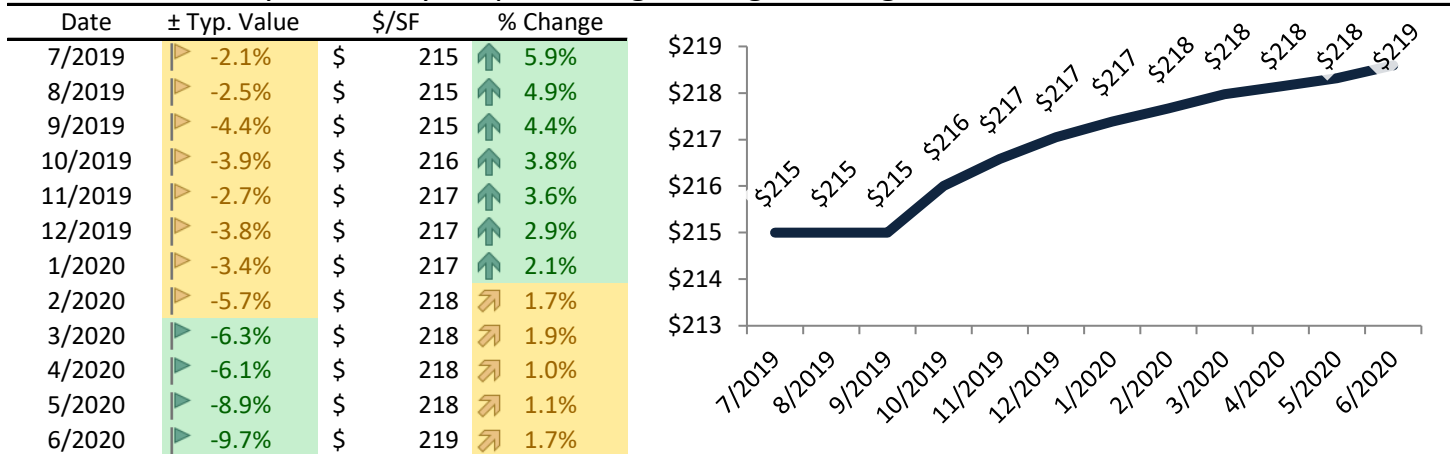
Rents rose 8.7% year-over-year. The current capitalization rate (rent/price) is 5.6%.

Market rating = 6

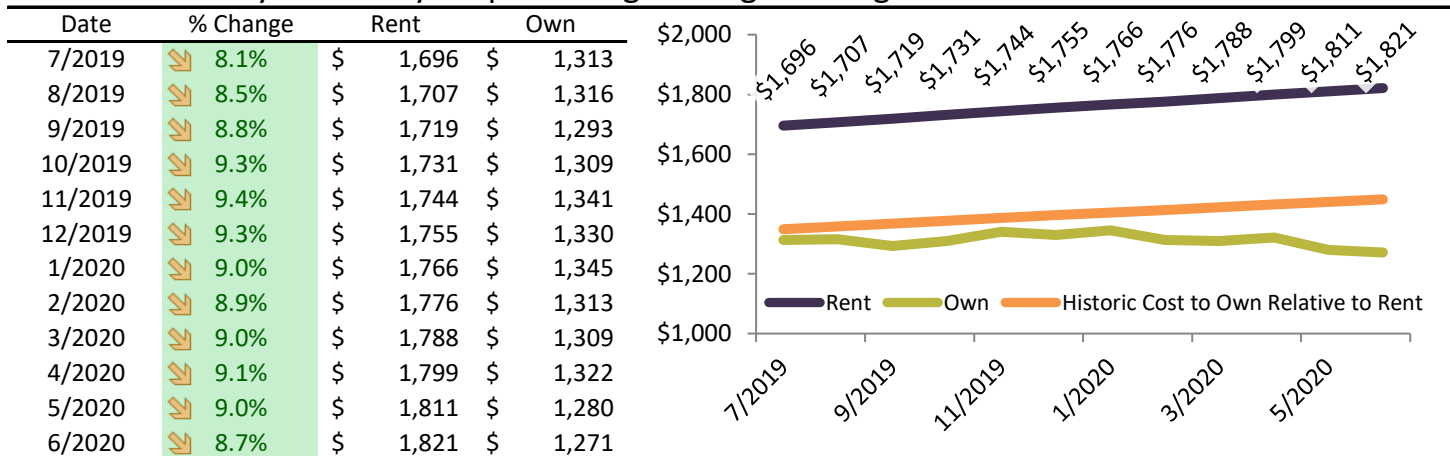
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



89509 Housing Market Value & Trends Update

Historically, properties in this market sell at a 0.9% premium. Today's discount is 14.1%. This market is 15.0% undervalued.

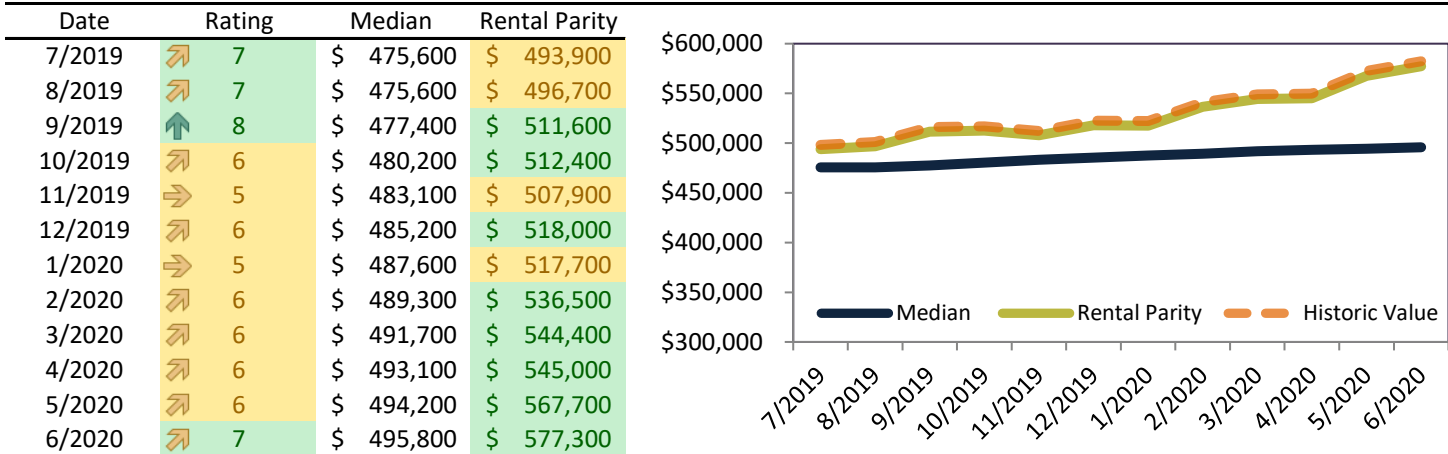
Median home price is \$495,800, and resale \$/SF is \$250/SF. Prices fell 0.2% year-over-year.

Monthly cost of ownership is \$2,010, and rents average \$2,340, making owning \$330 per month less costly than renting.

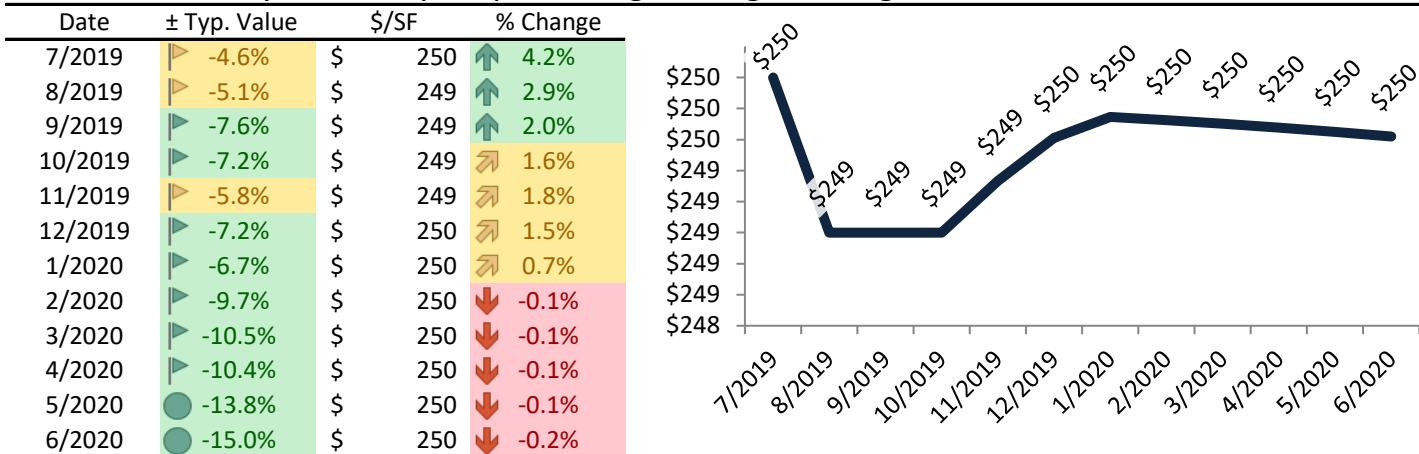
Rents rose 10.1% year-over-year. The current capitalization rate (rent/price) is 4.5%.

Market rating = 7

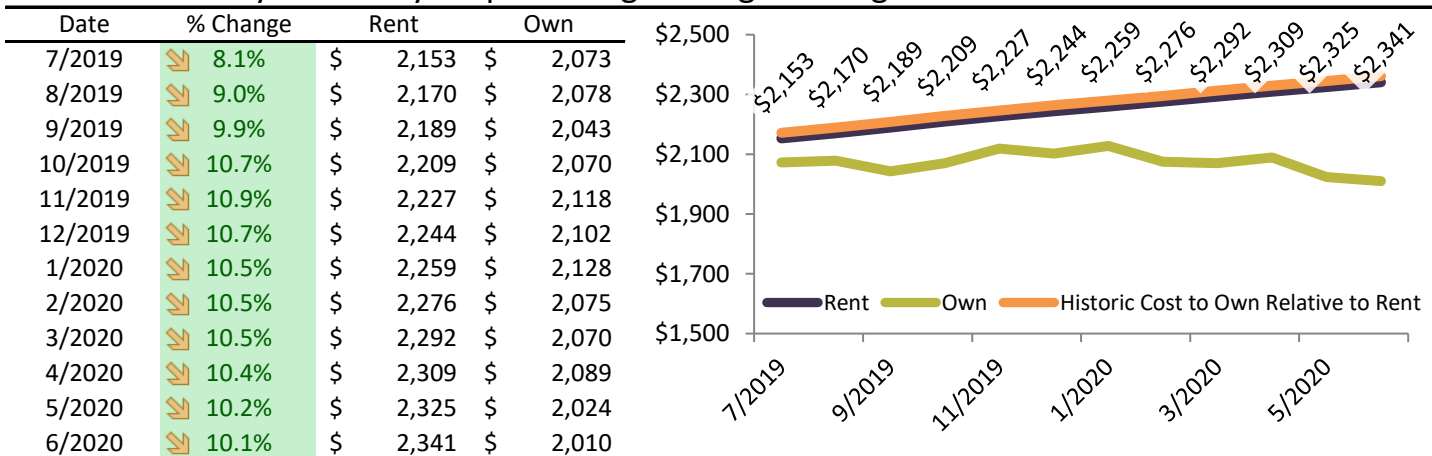
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



89436 Housing Market Value & Trends Update

Historically, properties in this market sell at a 1.7% premium. Today's discount is 21.5%. This market is 23.2% undervalued.

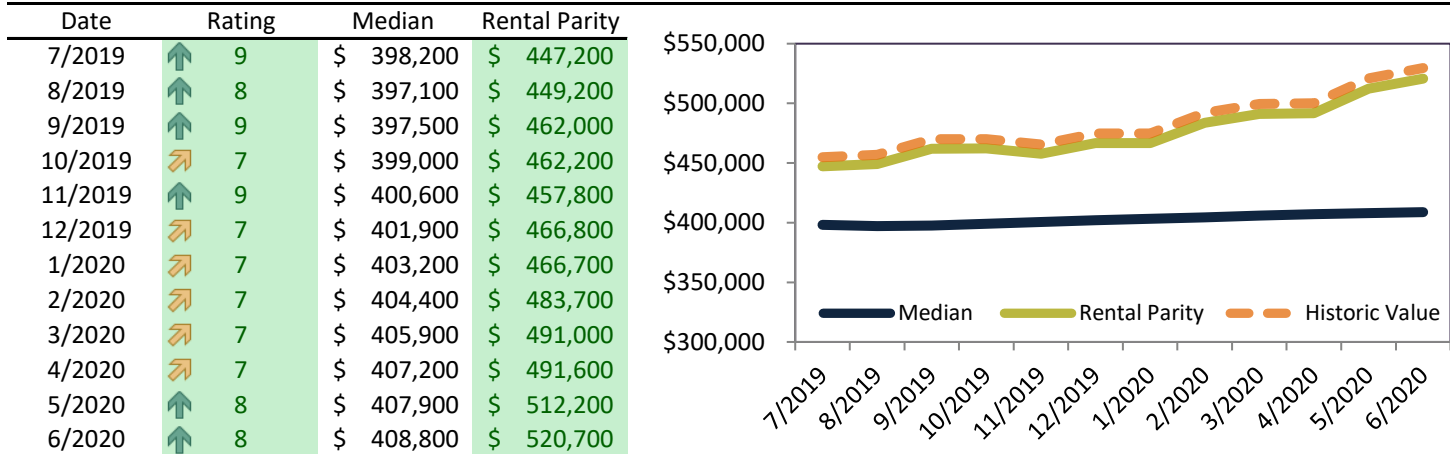
Median home price is \$408,800, and resale \$/SF is \$204/SF. Prices fell 0.3% year-over-year.

Monthly cost of ownership is \$1,657, and rents average \$2,111, making owning \$453 per month less costly than renting.

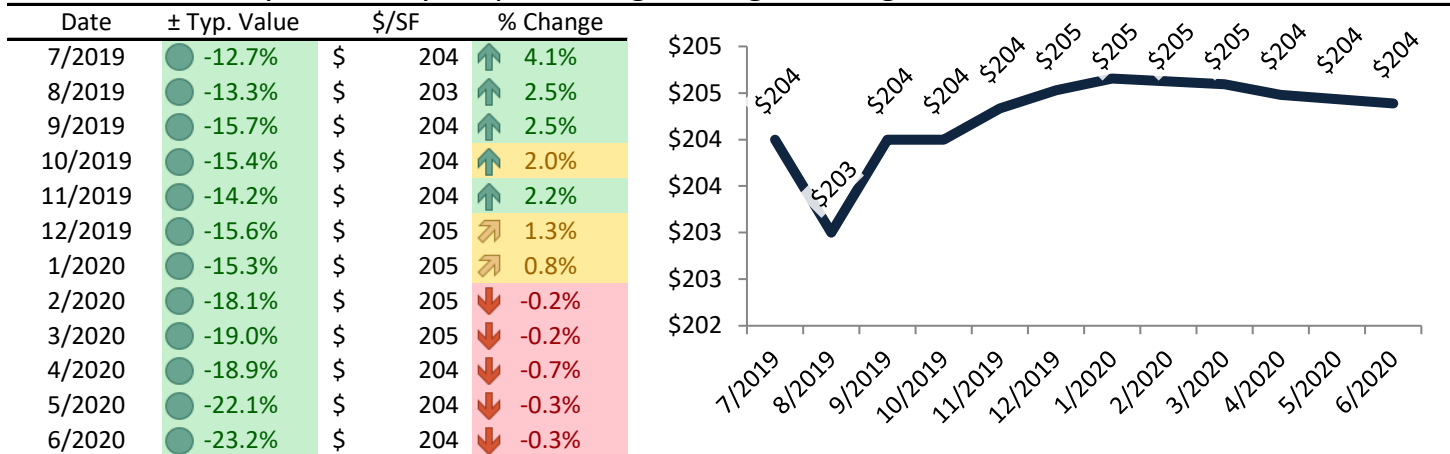
Rents rose 9.8% year-over-year. The current capitalization rate (rent/price) is 5.0%.

Market rating = 8

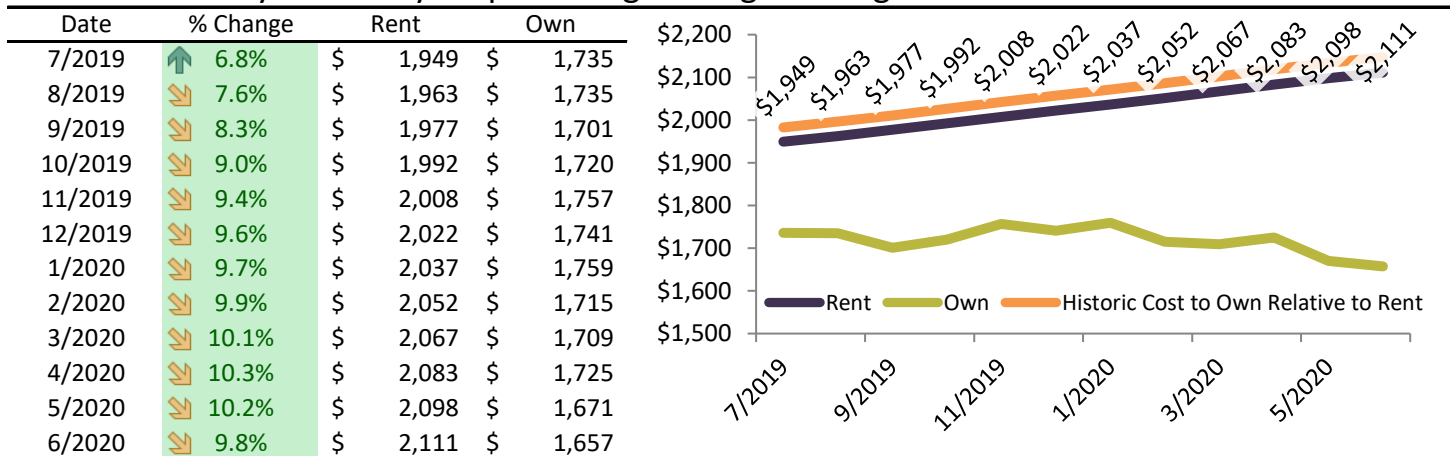
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



89523 Housing Market Value & Trends Update

Historically, properties in this market sell at a 3.1% premium. Today's discount is 15.6%. This market is 18.7% undervalued.

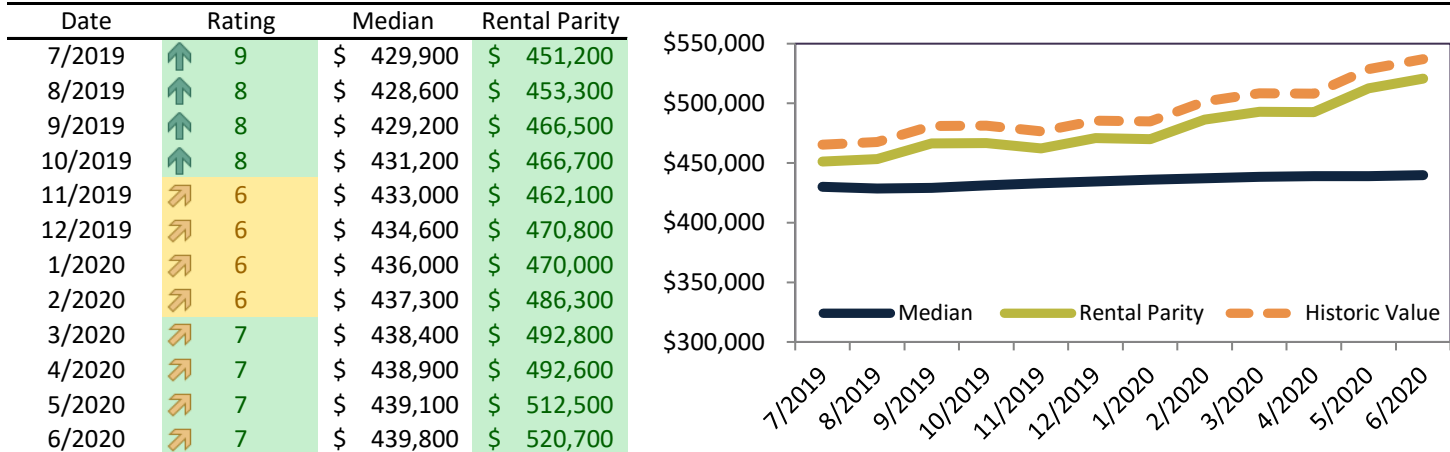
Median home price is \$439,800, and resale \$/SF is \$233/SF. Prices rose 0.3% year-over-year.

Monthly cost of ownership is \$1,783, and rents average \$2,111, making owning \$328 per month less costly than renting.

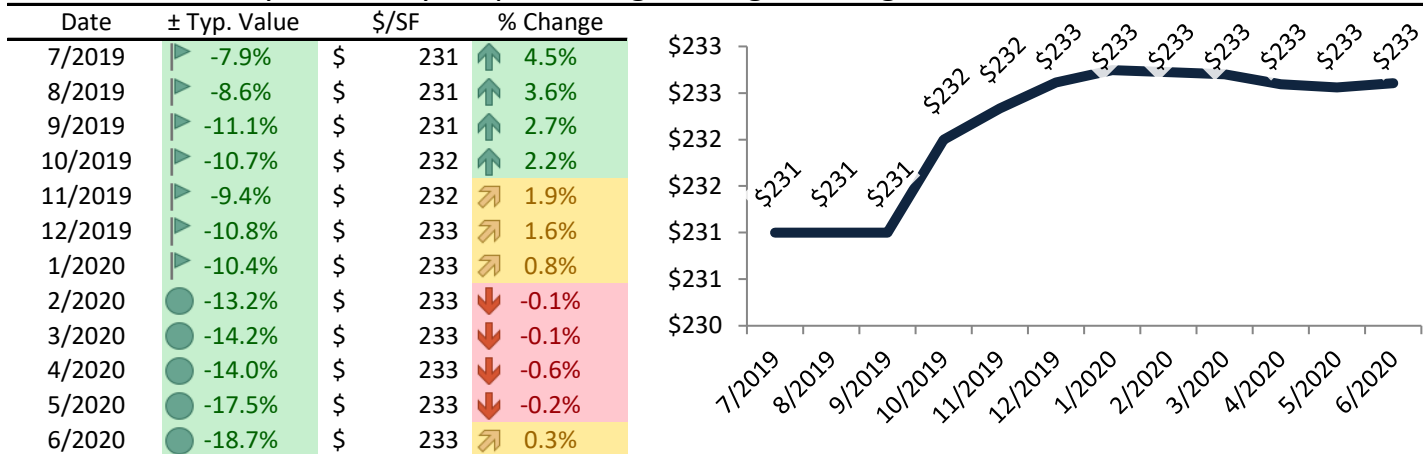
Rents rose 8.3% year-over-year. The current capitalization rate (rent/price) is 4.6%.

Market rating = 7

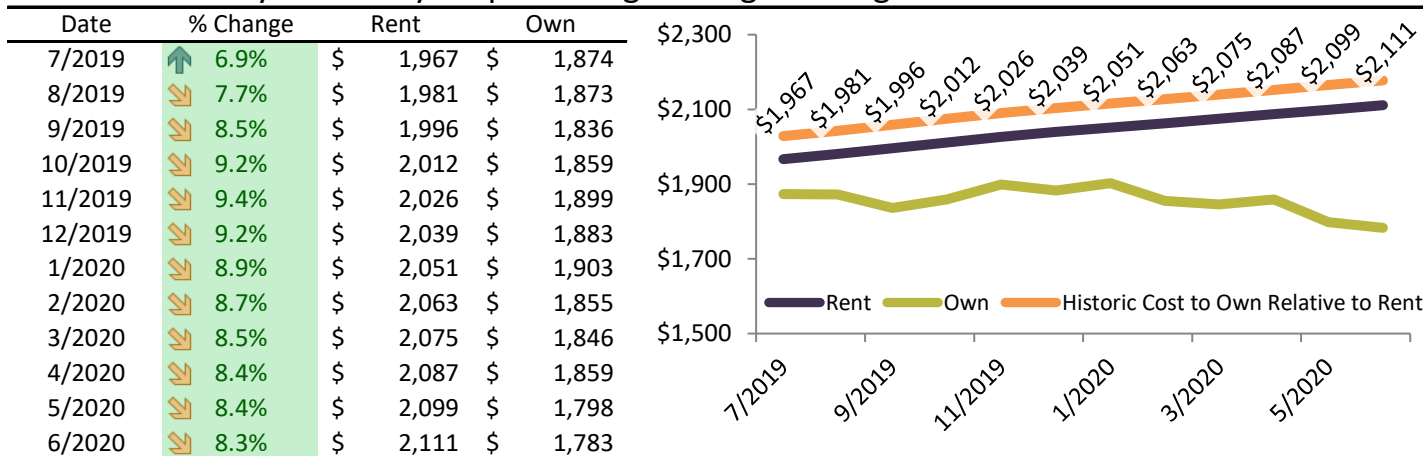
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



89431 Housing Market Value & Trends Update

Historically, properties in this market sell at a -19.9% discount. Today's discount is 29.4%. This market is 9.5% undervalued.

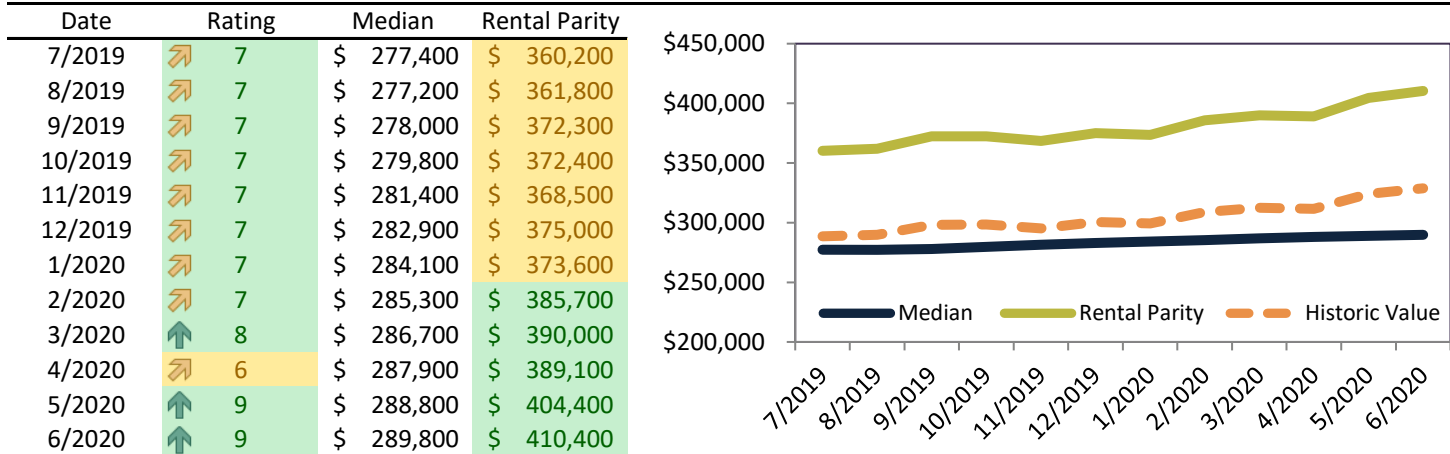
Median home price is \$289,800, and resale \$/SF is \$212/SF. Prices rose 2.3% year-over-year.

Monthly cost of ownership is \$1,174, and rents average \$1,664, making owning \$489 per month less costly than renting.

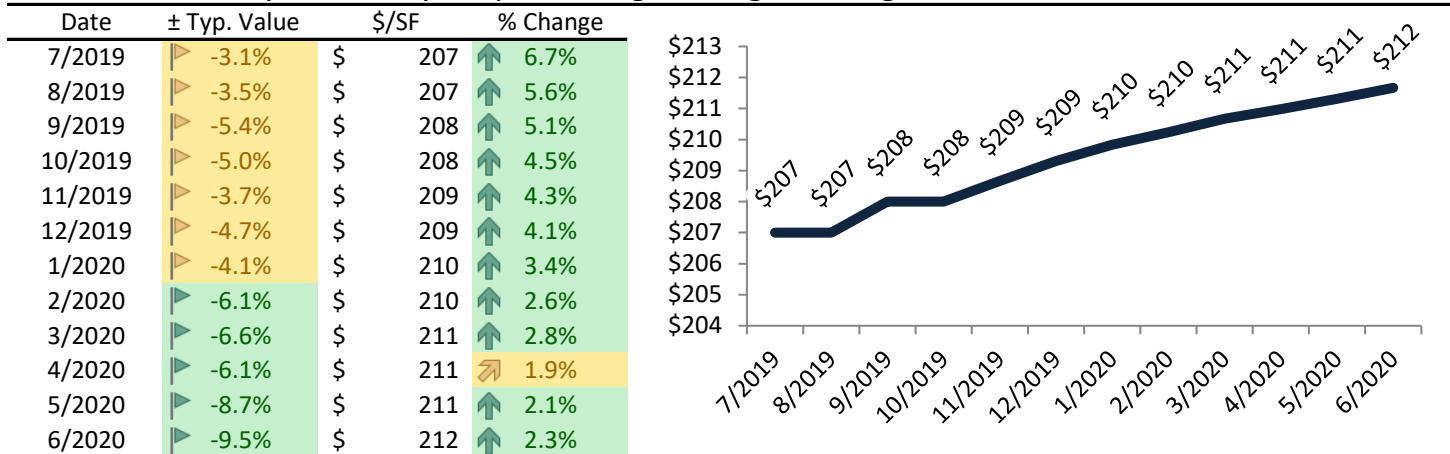
Rents rose 6.5% year-over-year. The current capitalization rate (rent/price) is 5.5%.

Market rating = 9

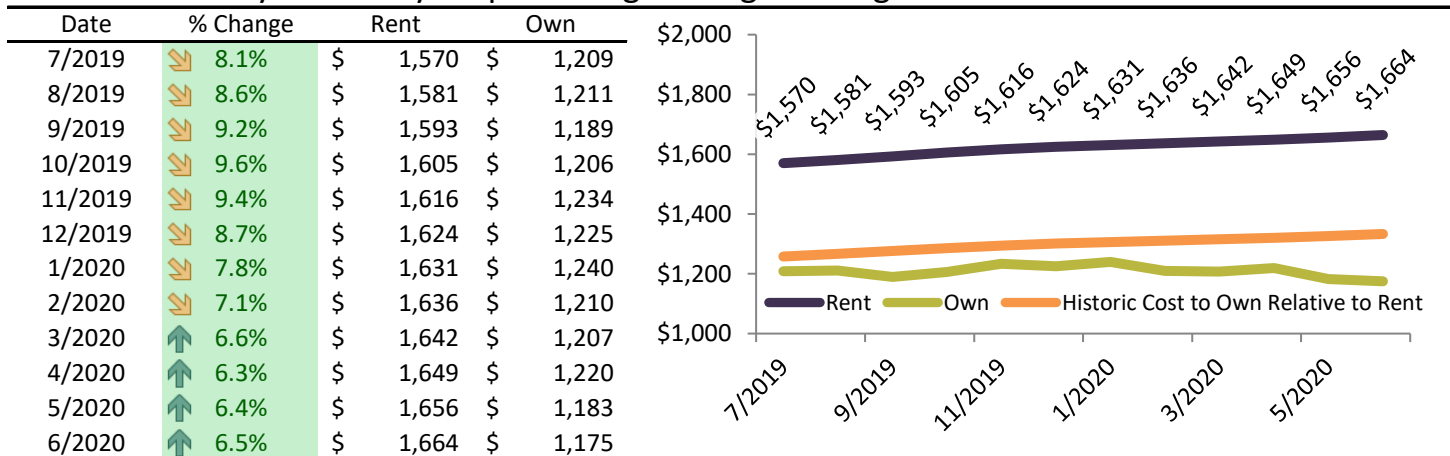
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



89506 Housing Market Value & Trends Update

Historically, properties in this market sell at a -13.9% discount. Today's discount is 26.3%. This market is 12.4% undervalued.

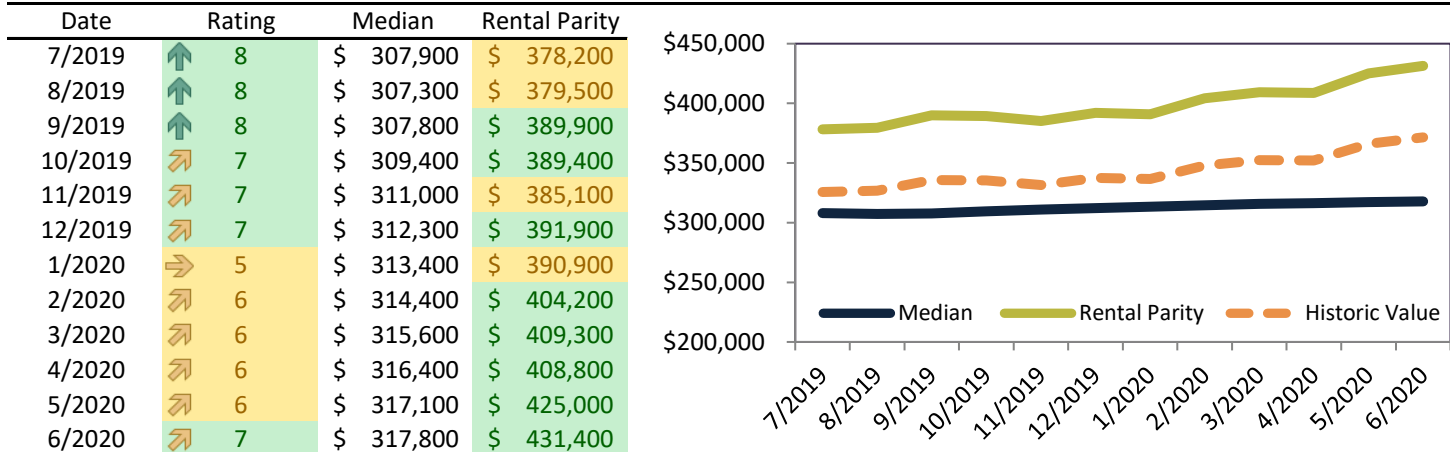
Median home price is \$317,800, and resale \$/SF is \$201/SF. Prices rose 0.2% year-over-year.

Monthly cost of ownership is \$1,288, and rents average \$1,749, making owning \$460 per month less costly than renting.

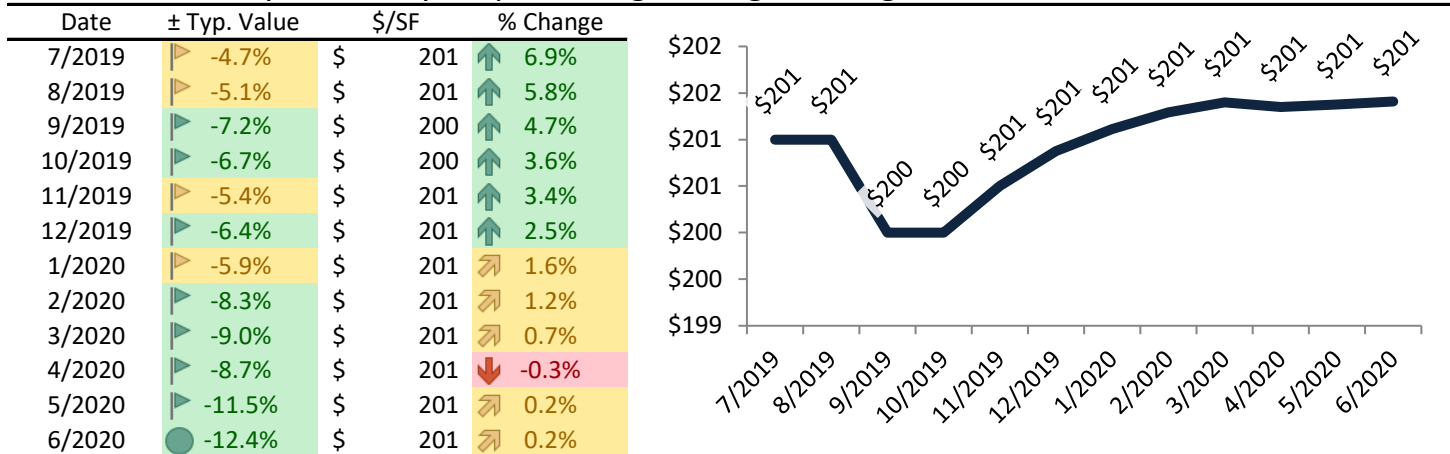
Rents rose 7.0% year-over-year. The current capitalization rate (rent/price) is 5.3%.

Market rating = 7

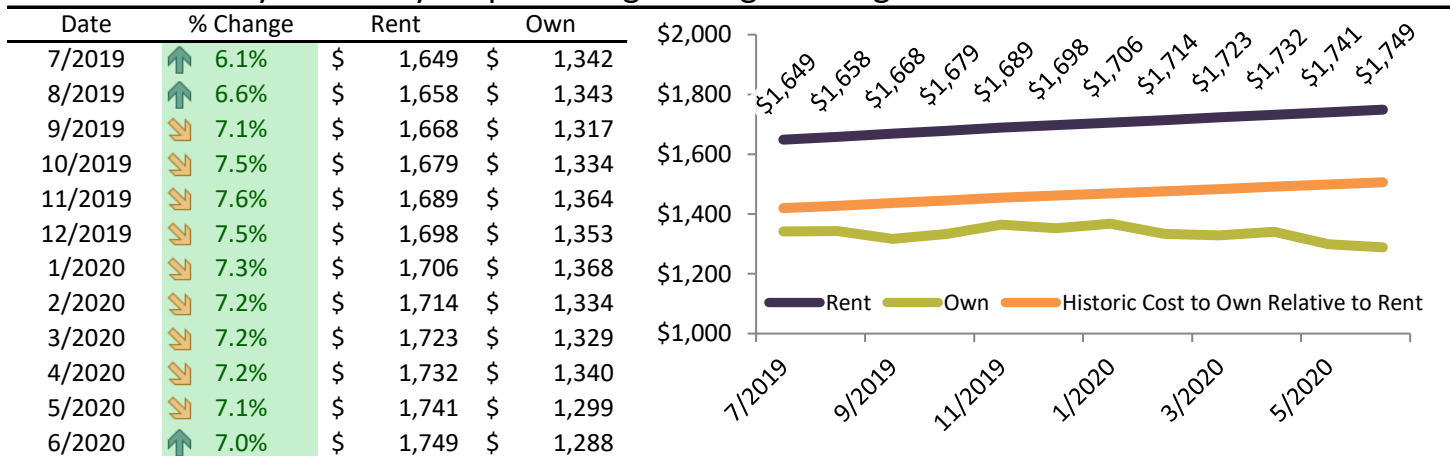
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



89521 Housing Market Value & Trends Update

Historically, properties in this market sell at a 1.1% premium. Today's discount is 14.8%. This market is 15.9% undervalued.

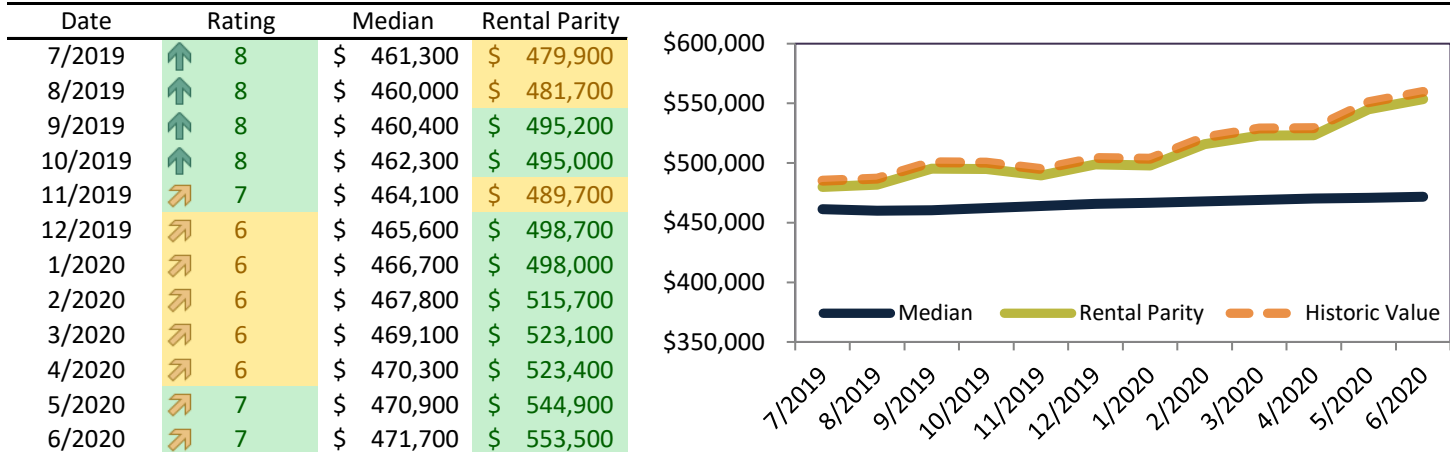
Median home price is \$471,700, and resale \$/SF is \$223/SF. Prices fell 1.0% year-over-year.

Monthly cost of ownership is \$1,912, and rents average \$2,244, making owning \$331 per month less costly than renting.

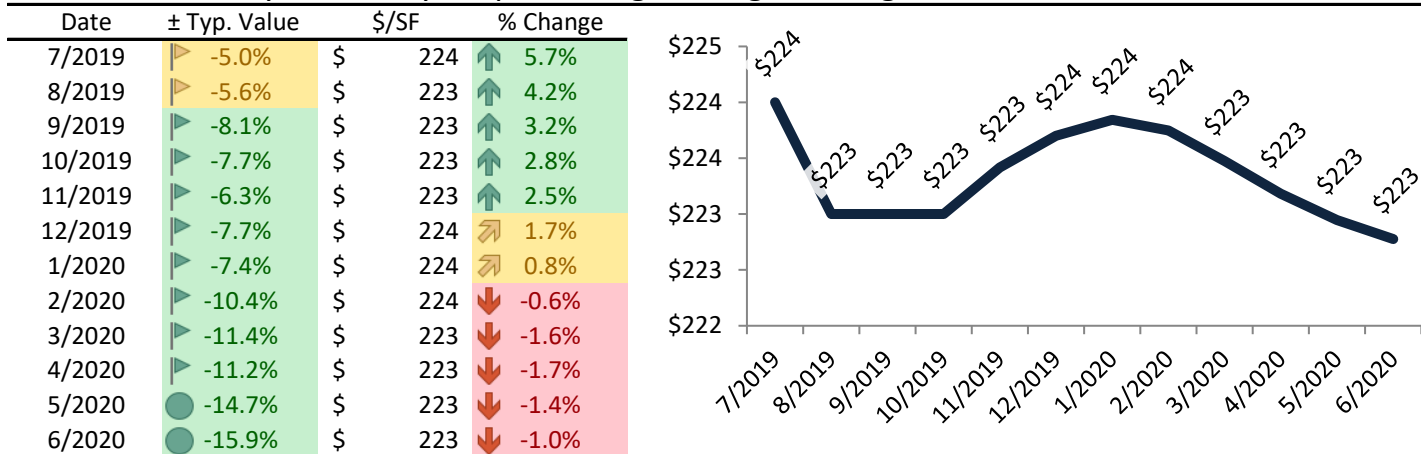
Rents rose 8.6% year-over-year. The current capitalization rate (rent/price) is 4.6%.

Market rating = 7

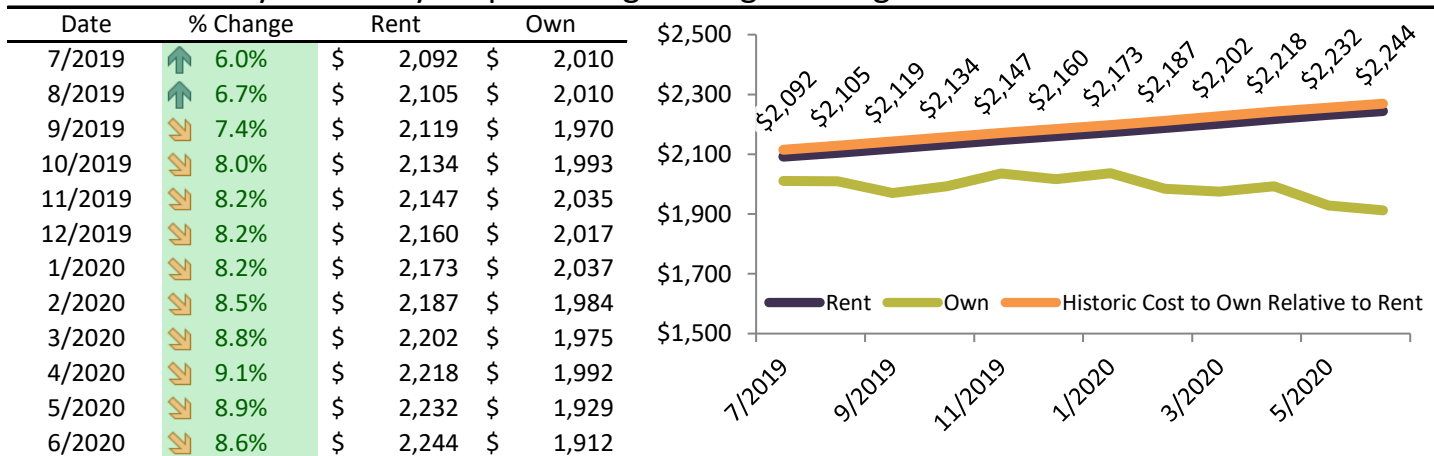
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months

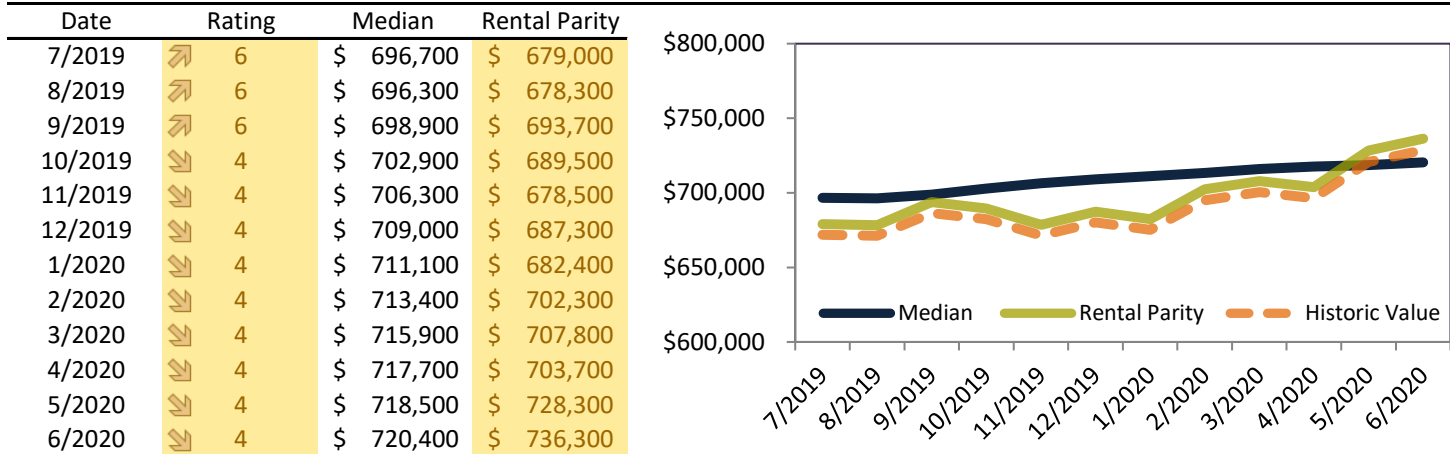


89511 Housing Market Value & Trends Update

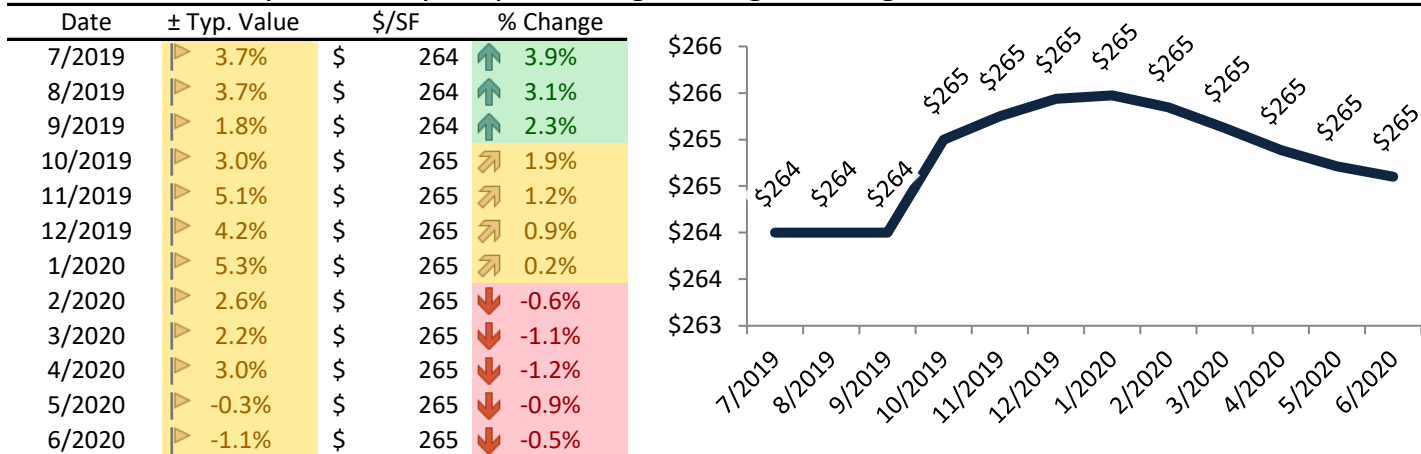
Historically, properties in this market sell at a -1.0% discount. Today's discount is 2.1%. This market is 1.1% undervalued. Median home price is \$720,400, and resale \$/SF is \$265/SF. Prices fell 0.5% year-over-year. Monthly cost of ownership is \$2,920, and rents average \$2,985, making owning \$064 per month less costly than renting. Rents rose 0.9% year-over-year. The current capitalization rate (rent/price) is 4.0%.

Market rating = 4

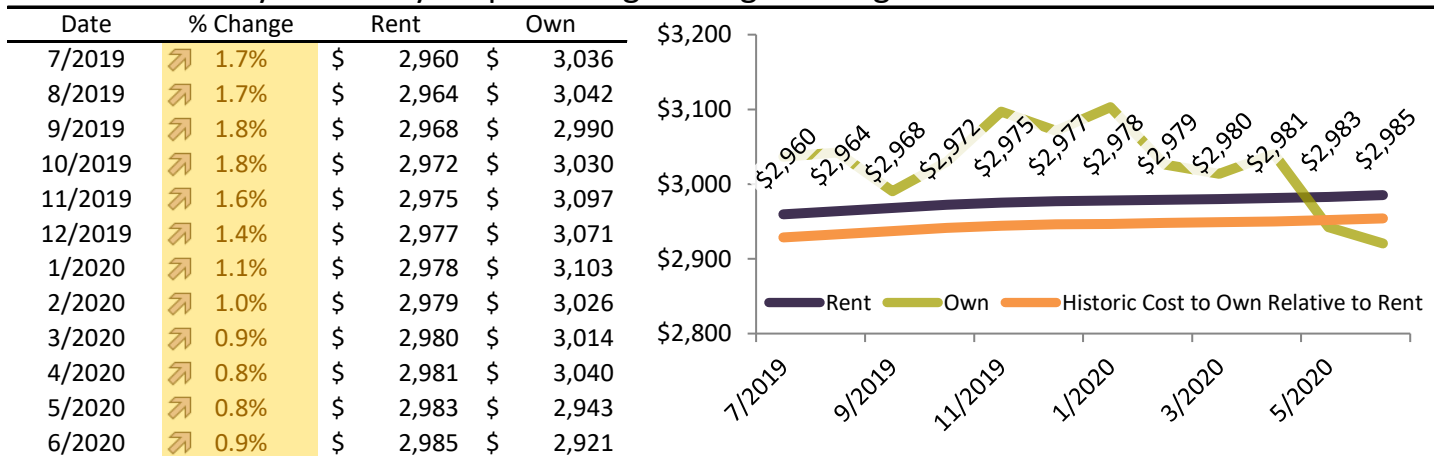
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



89434 Housing Market Value & Trends Update

Historically, properties in this market sell at a -10.4% discount. Today's discount is 22.6%. This market is 12.2% undervalued.

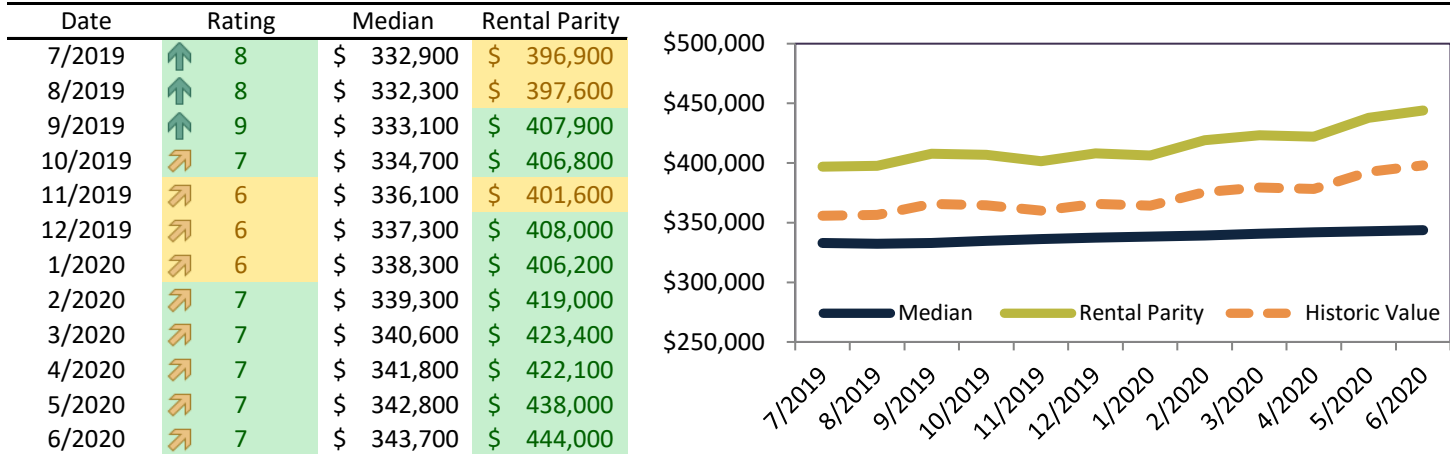
Median home price is \$343,700, and resale \$/SF is \$201/SF. Prices fell 1.0% year-over-year.

Monthly cost of ownership is \$1,393, and rents average \$1,800, making owning \$406 per month less costly than renting.

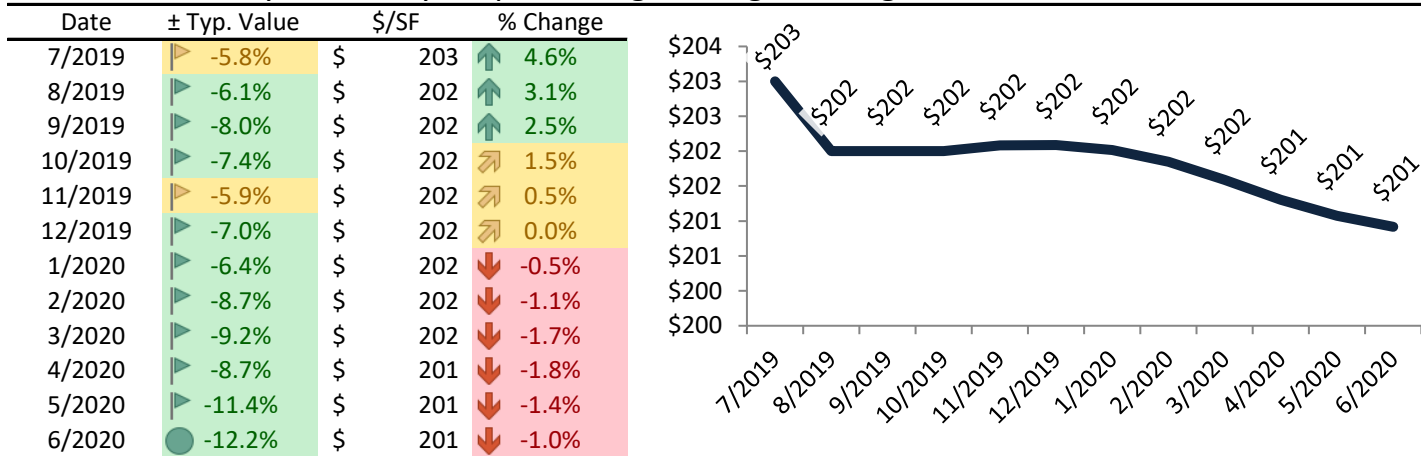
Rents rose 4.5% year-over-year. The current capitalization rate (rent/price) is 5.0%.

Market rating = 7

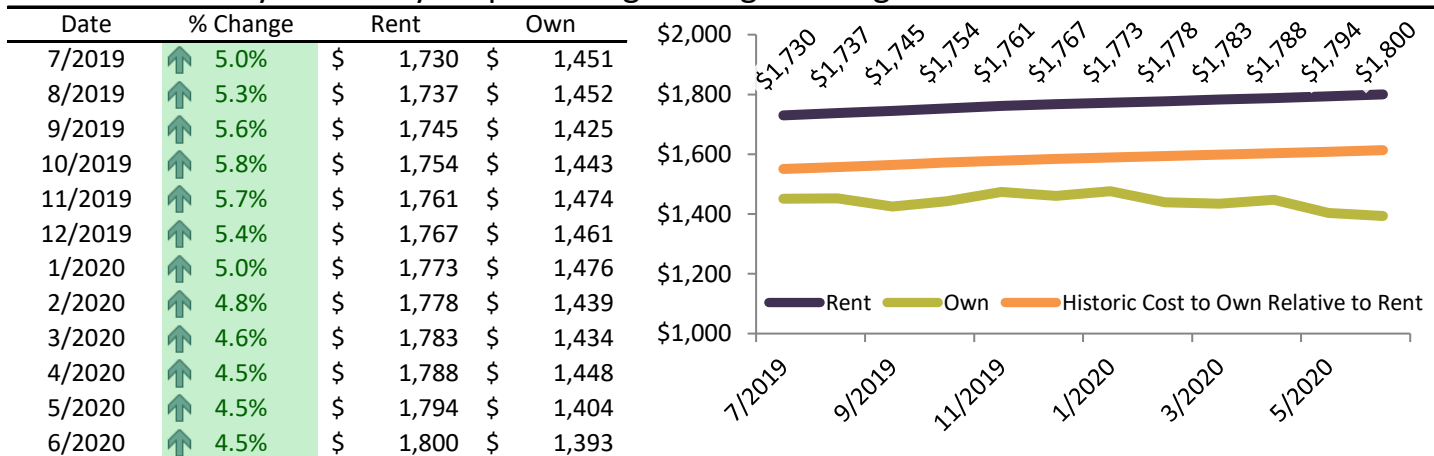
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months

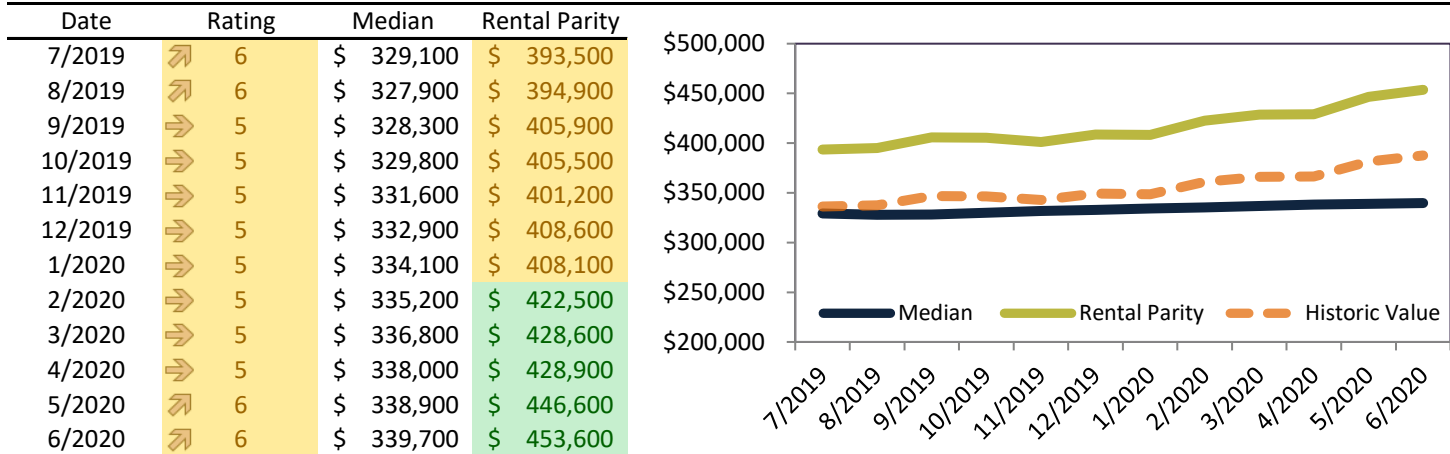


89503 Housing Market Value & Trends Update

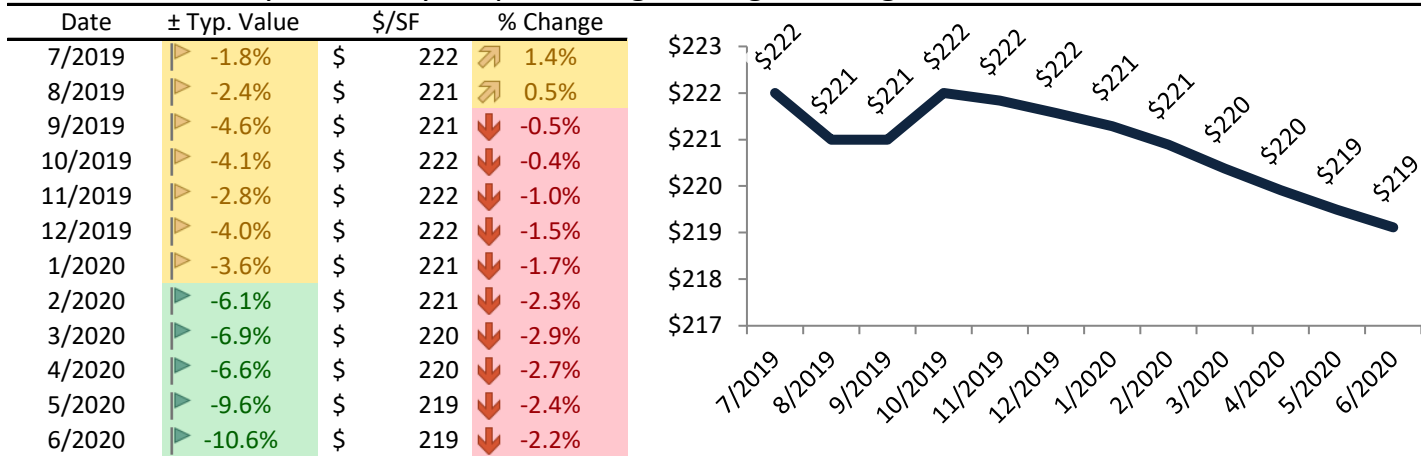
Historically, properties in this market sell at a -14.6% discount. Today's discount is 25.2%. This market is 10.6% undervalued. Median home price is \$339,700, and resale \$/SF is \$219/SF. Prices fell 2.2% year-over-year. Monthly cost of ownership is \$1,377, and rents average \$1,839, making owning \$462 per month less costly than renting. Rents rose 8.6% year-over-year. The current capitalization rate (rent/price) is 5.2%.

Market rating = 6

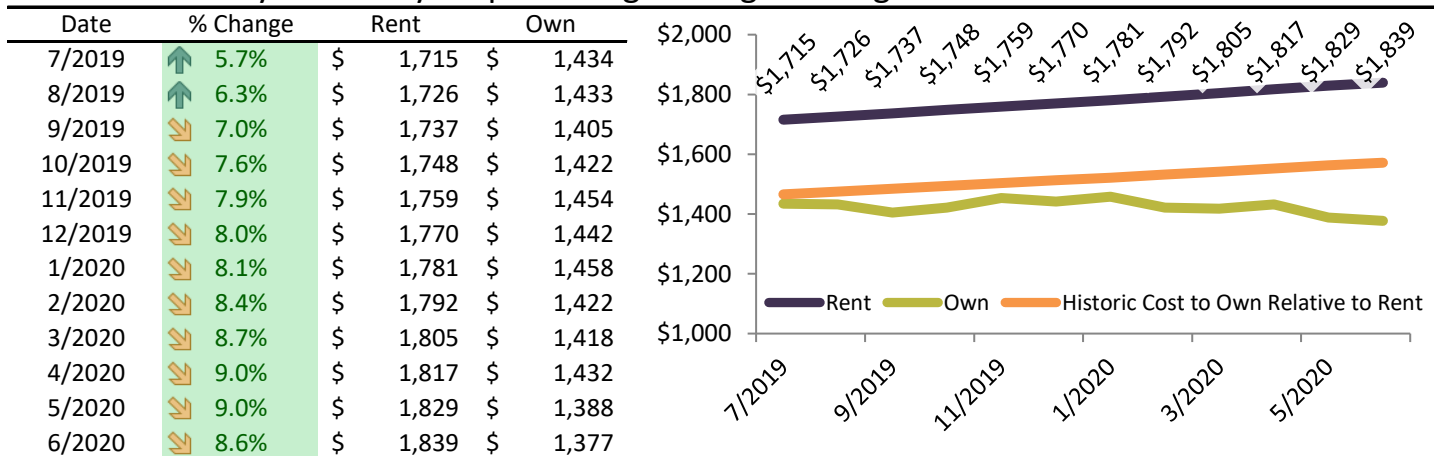
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



89433 Housing Market Value & Trends Update

Historically, properties in this market sell at a -17.6% discount. Today's discount is 27.5%. This market is 9.9% undervalued.

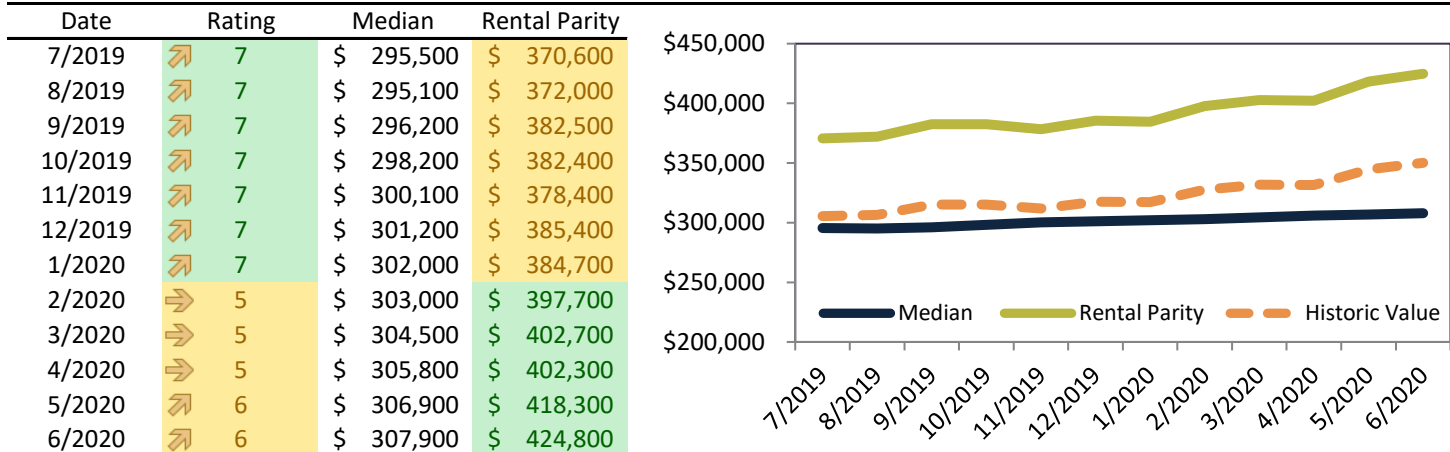
Median home price is \$307,900, and resale \$/SF is \$209/SF. Prices fell 0.2% year-over-year.

Monthly cost of ownership is \$1,248, and rents average \$1,722, making owning \$474 per month less costly than renting.

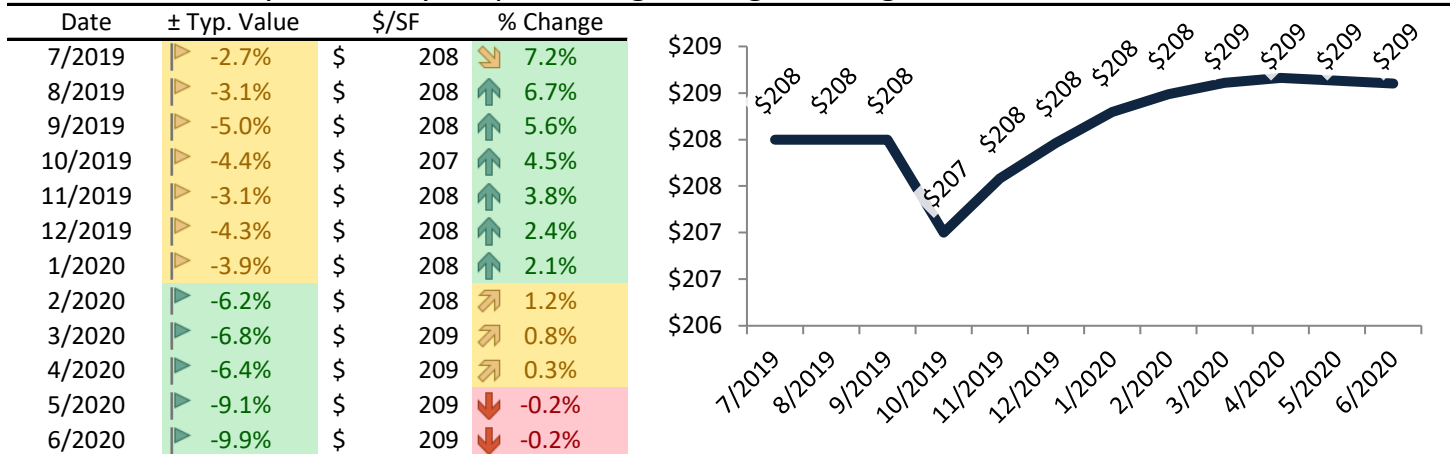
Rents rose 7.5% year-over-year. The current capitalization rate (rent/price) is 5.4%.

Market rating = 6

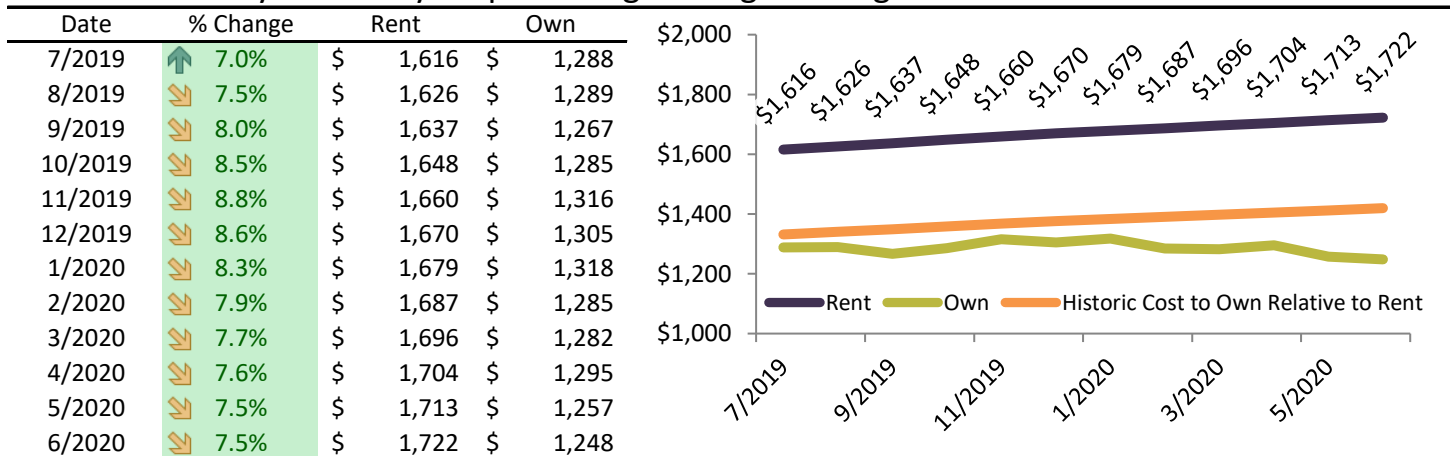
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



89508 Housing Market Value & Trends Update

Historically, properties in this market sell at a -9.4% discount. Today's discount is 26.6%. This market is 17.2% undervalued.

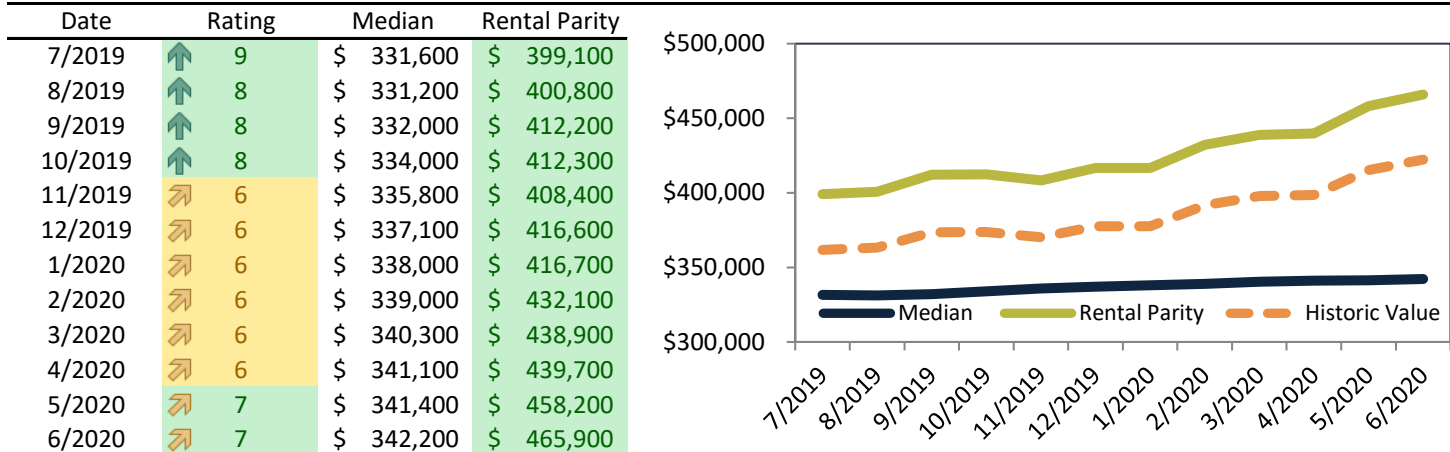
Median home price is \$342,200, and resale \$/SF is \$189/SF. Prices fell 0.2% year-over-year.

Monthly cost of ownership is \$1,387, and rents average \$1,888, making owning \$501 per month less costly than renting.

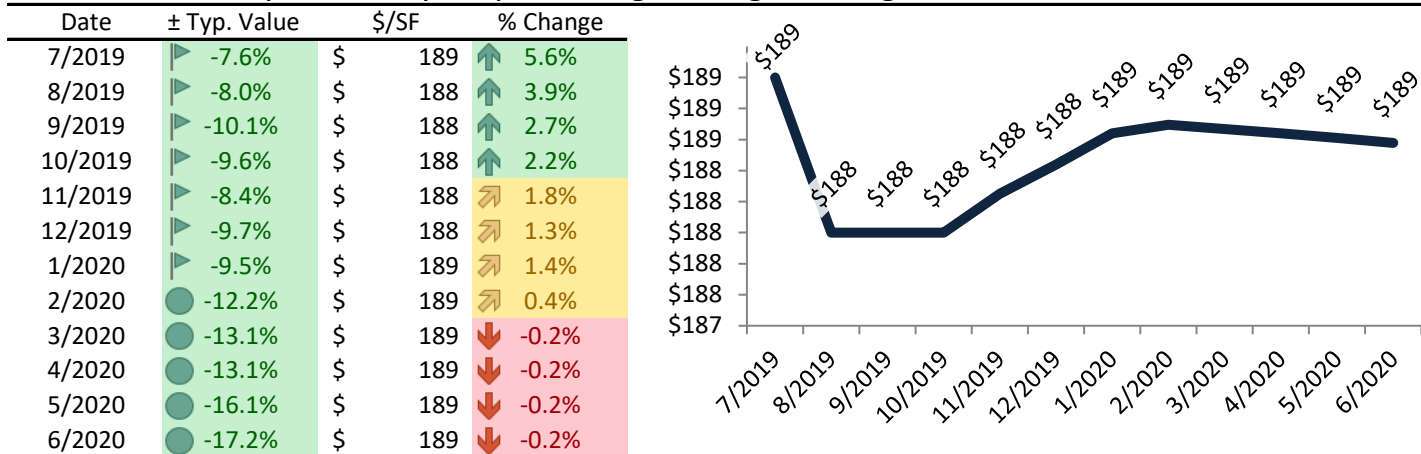
Rents rose 10.3% year-over-year. The current capitalization rate (rent/price) is 5.3%.

Market rating = 7

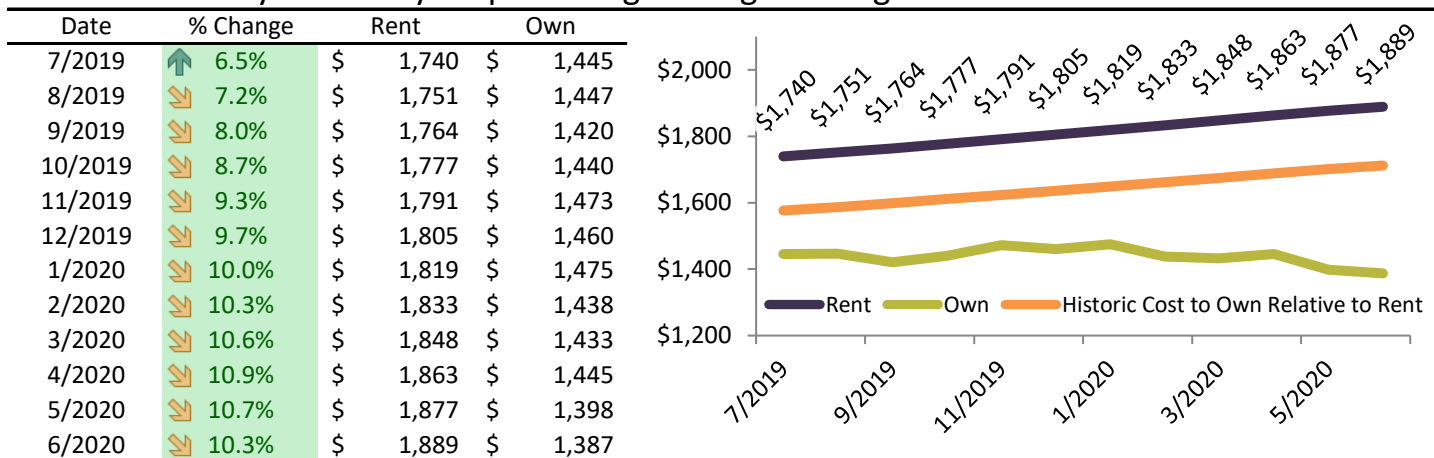
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



89441 Housing Market Value & Trends Update

Historically, properties in this market sell at a 0.6% premium. Today's discount is 11.4%. This market is 12.0% undervalued.

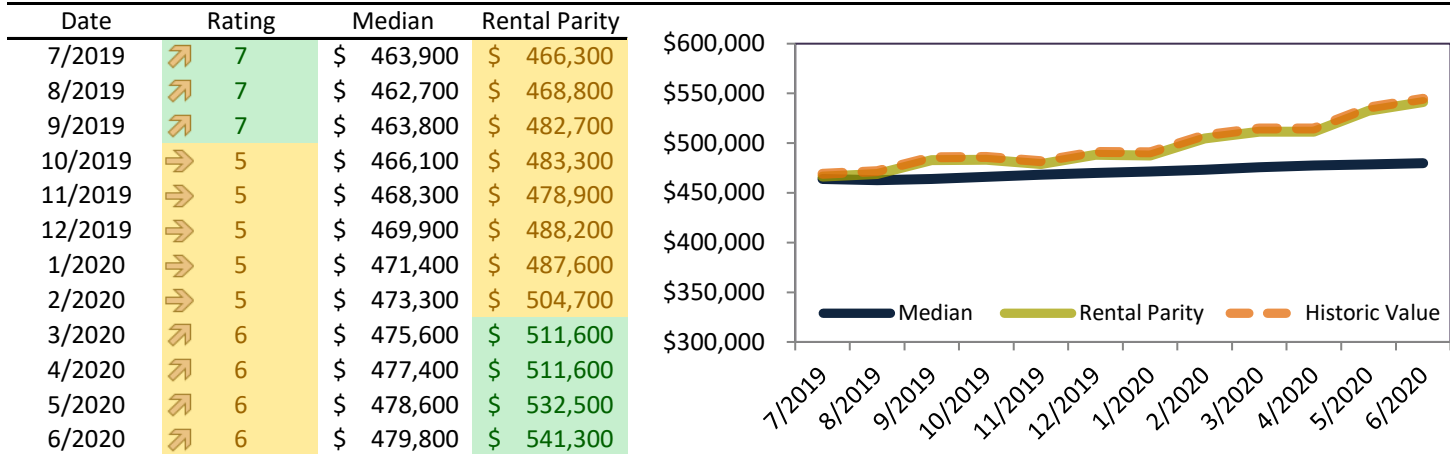
Median home price is \$479,800, and resale \$/SF is \$216/SF. Prices fell 0.8% year-over-year.

Monthly cost of ownership is \$1,945, and rents average \$2,194, making owning \$249 per month less costly than renting.

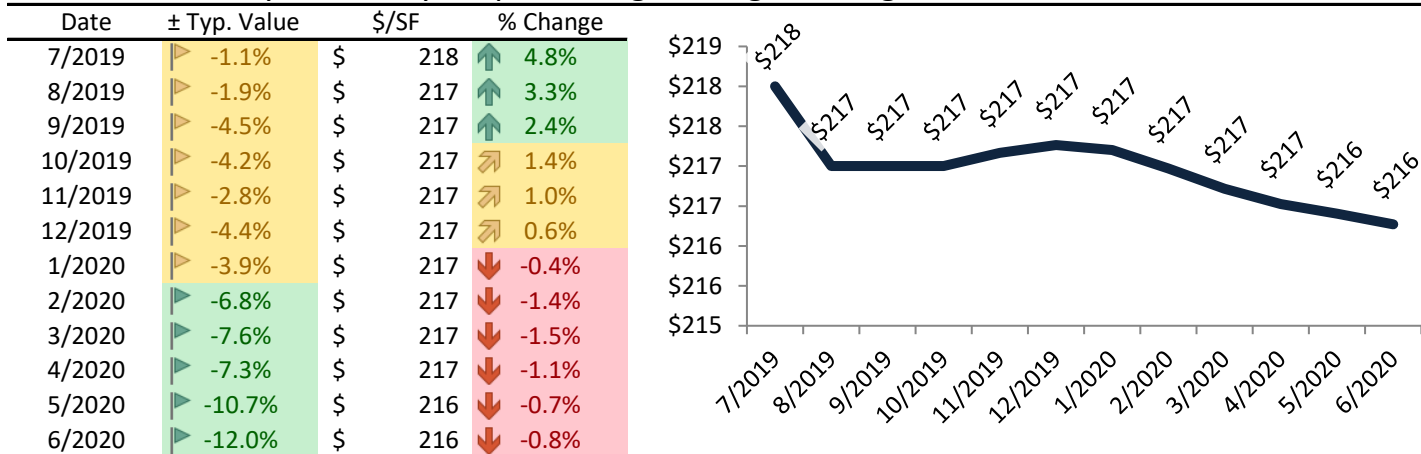
Rents rose 9.1% year-over-year. The current capitalization rate (rent/price) is 4.4%.

Market rating = 6

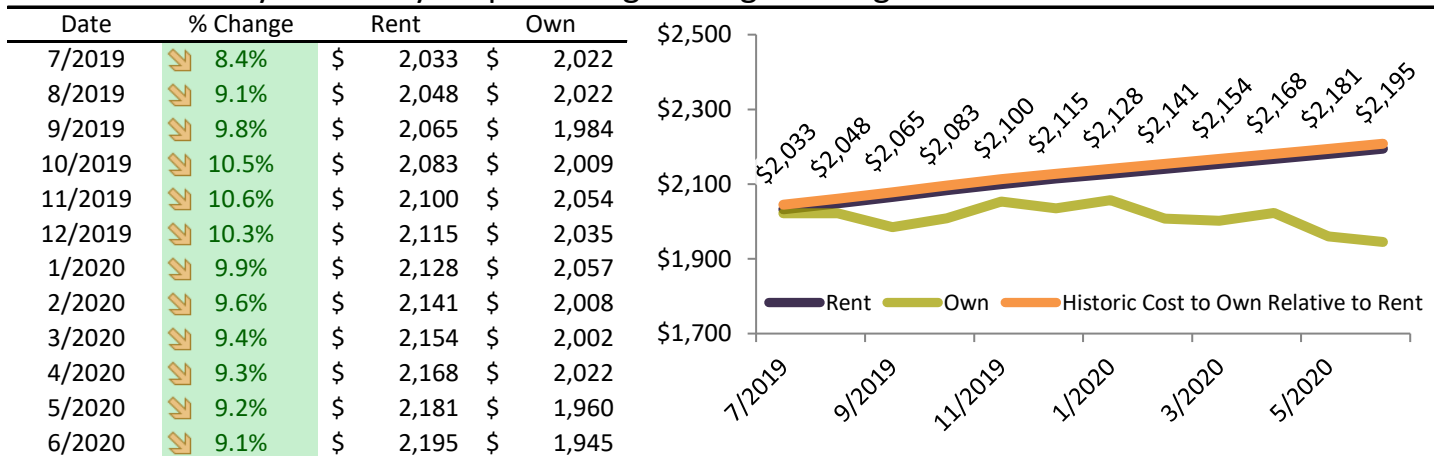
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months

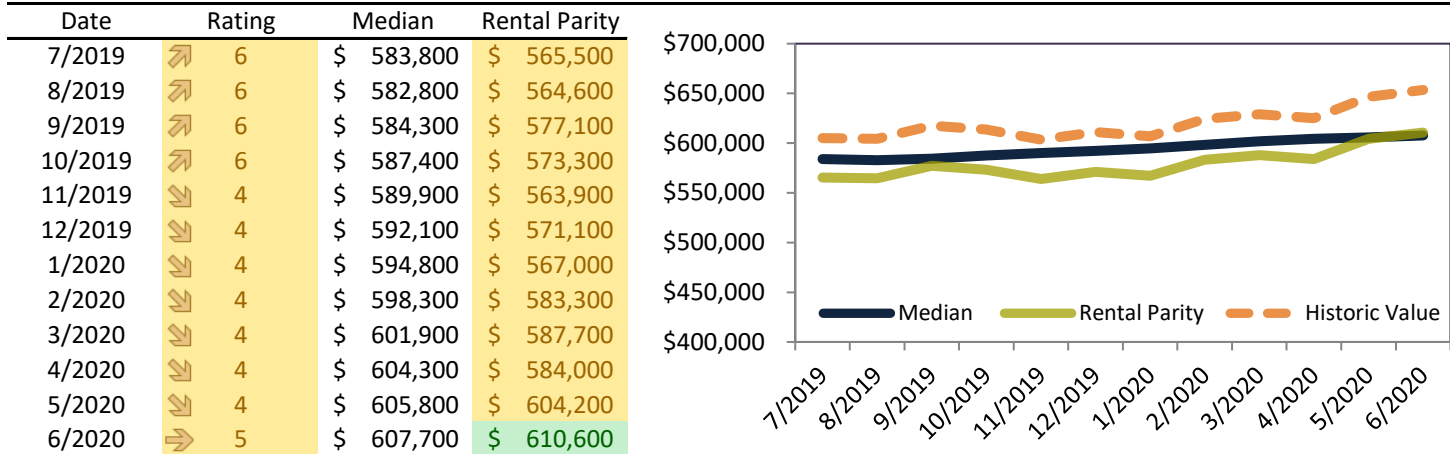


89519 Housing Market Value & Trends Update

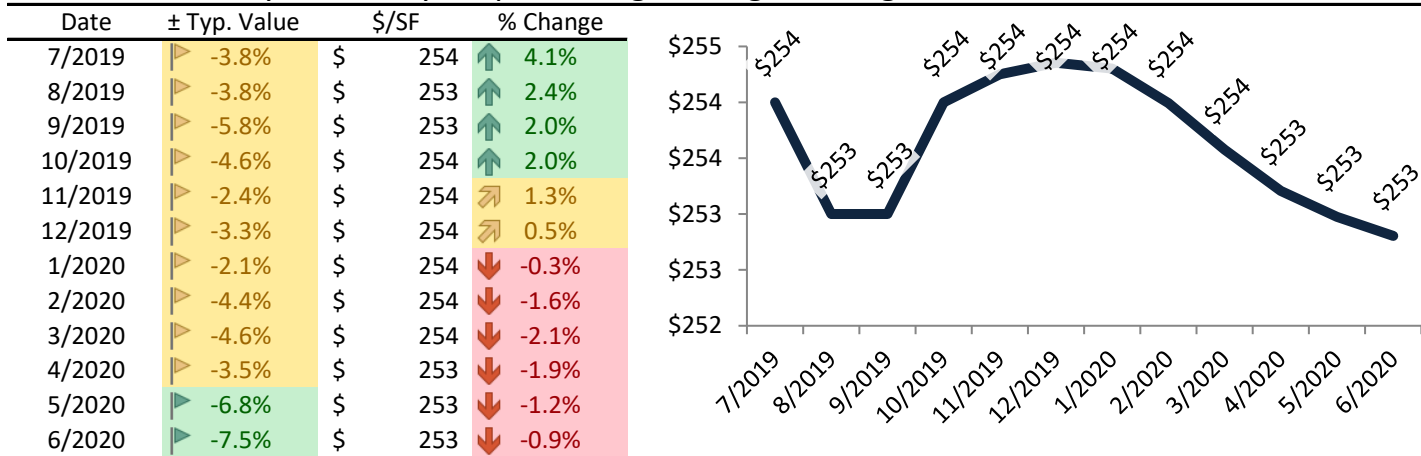
Historically, properties in this market sell at a 7.0% premium. Today's discount is 0.5%. This market is 7.5% undervalued. Median home price is \$607,700, and resale \$/SF is \$253/SF. Prices fell 0.9% year-over-year. Monthly cost of ownership is \$2,463, and rents average \$2,475, making owning \$011 per month less costly than renting. Rents rose 0.4% year-over-year. The current capitalization rate (rent/price) is 3.9%.

Market rating = 5

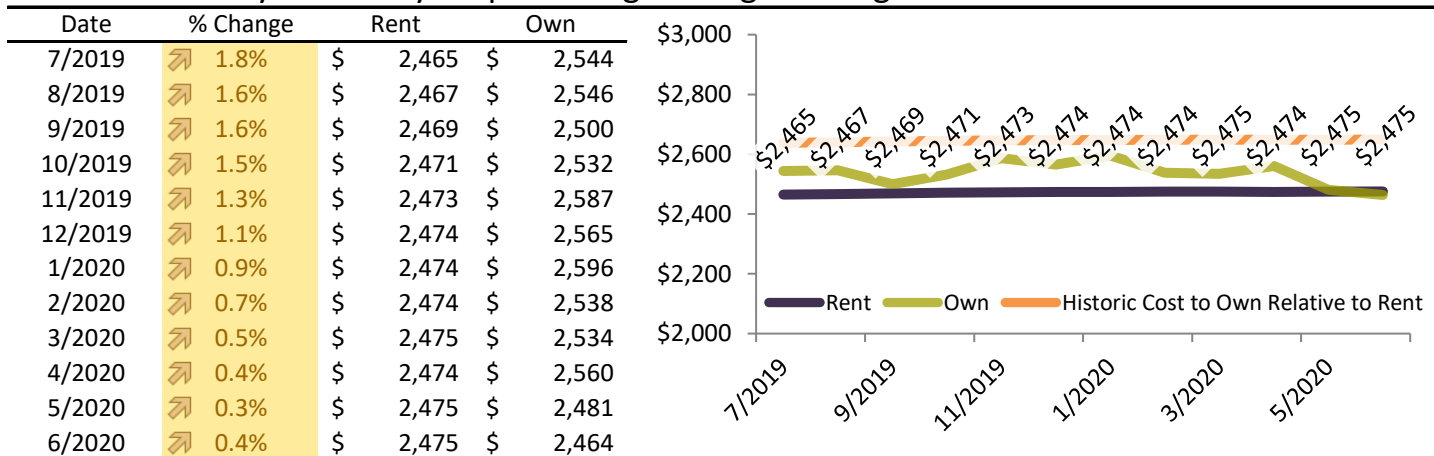
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months

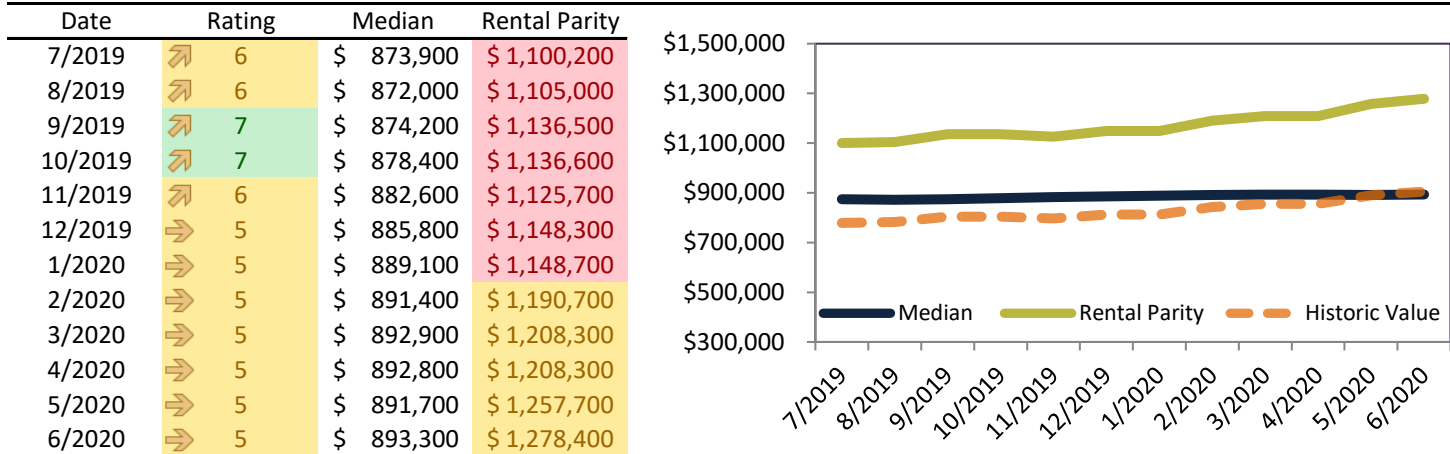


89451 Housing Market Value & Trends Update

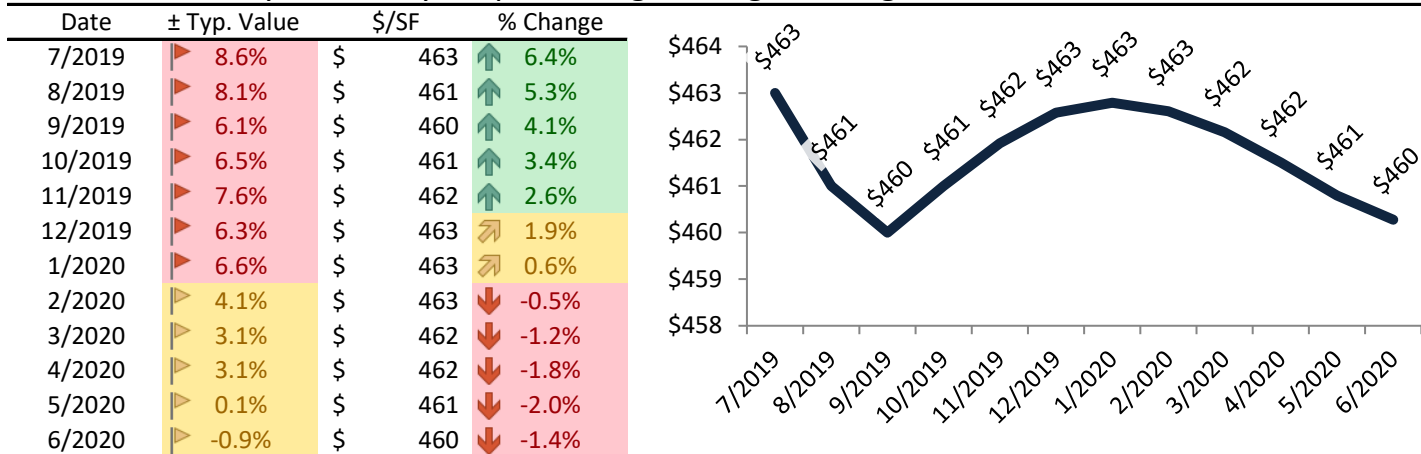
Historically, properties in this market sell at a -29.2% discount. Today's discount is 30.1%. This market is 0.9% undervalued. Median home price is \$893,300, and resale \$/SF is \$460/SF. Prices fell 1.4% year-over-year. Monthly cost of ownership is \$3,621, and rents average \$5,183, making owning \$1561 per month less costly than renting. Rents rose 9.4% year-over-year. The current capitalization rate (rent/price) is 5.6%.

Market rating = 5

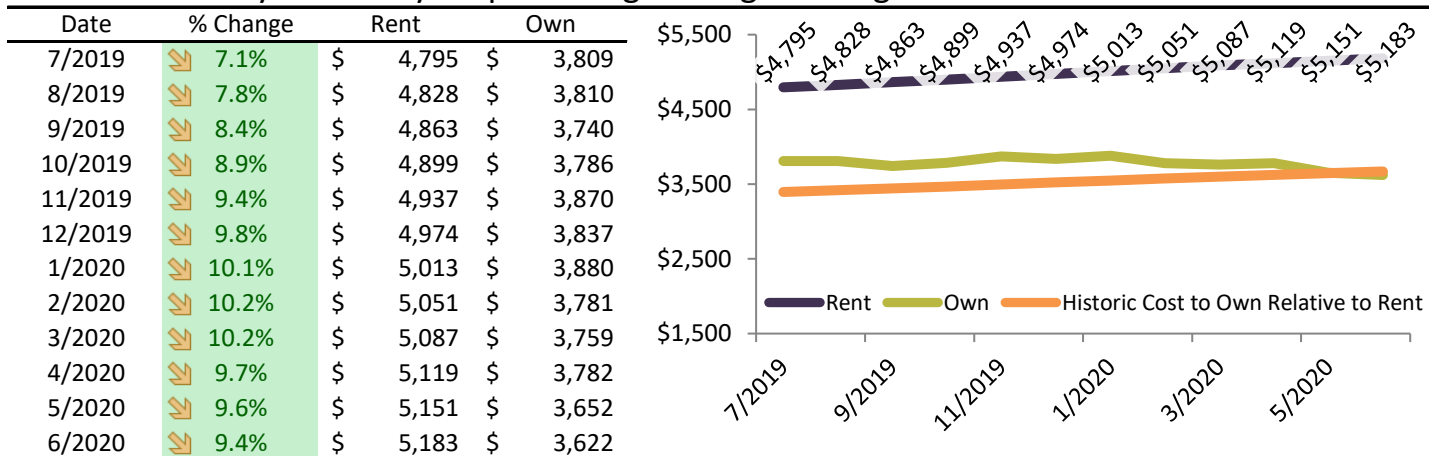
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



89501 Housing Market Value & Trends Update

Historically, properties in this market sell at a -16.5% discount. Today's discount is 19.1%. This market is 2.6% undervalued.

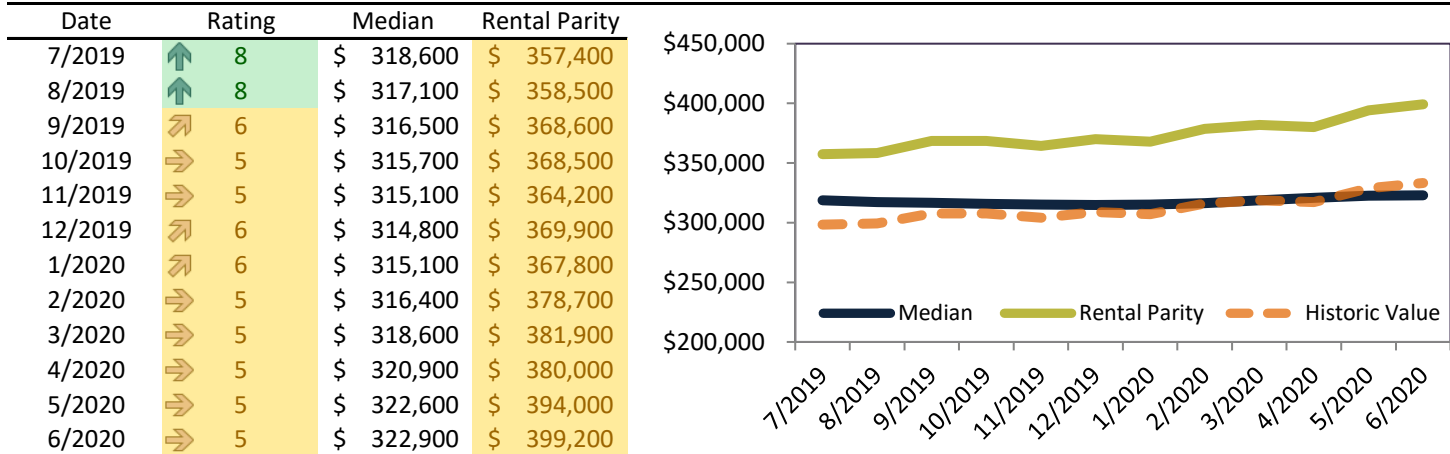
Median home price is \$322,900, and resale \$/SF is \$306/SF. Prices fell 5.6% year-over-year.

Monthly cost of ownership is \$1,309, and rents average \$1,618, making owning \$309 per month less costly than renting.

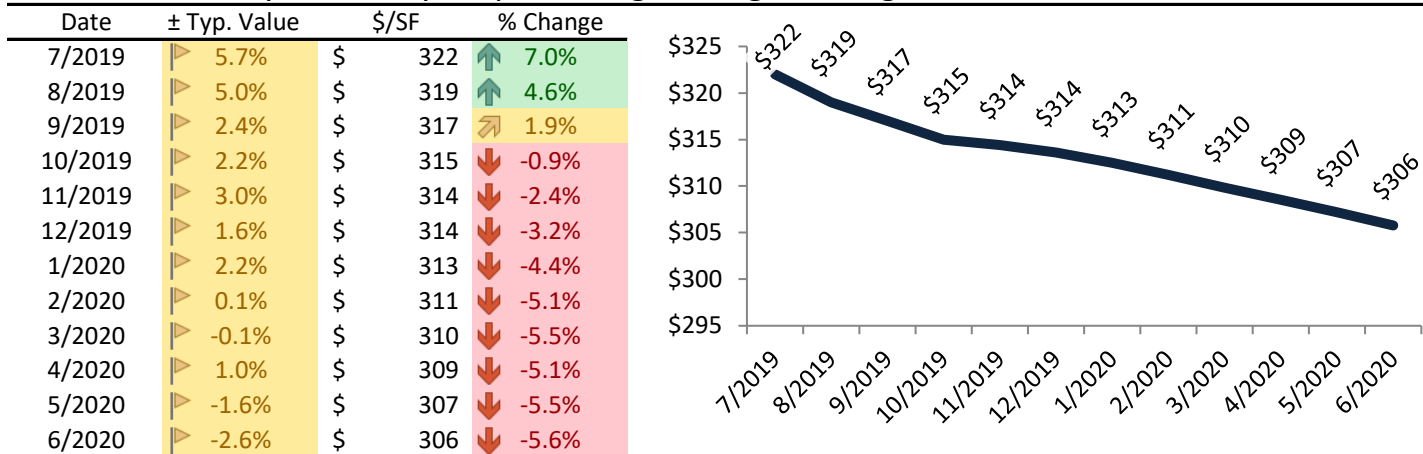
Rents rose 3.6% year-over-year. The current capitalization rate (rent/price) is 4.8%.

Market rating = 5

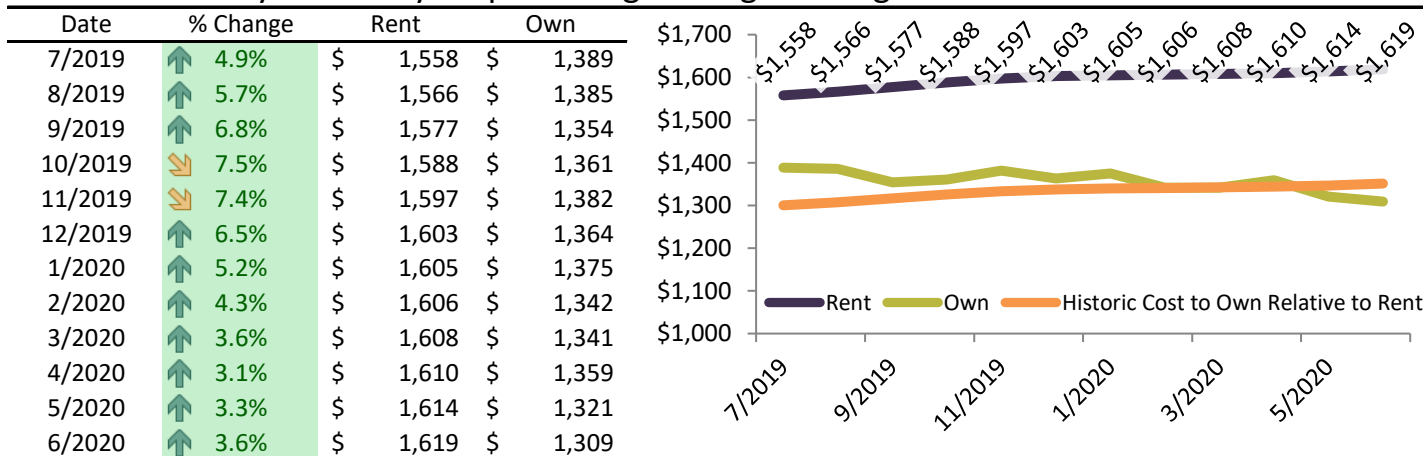
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months

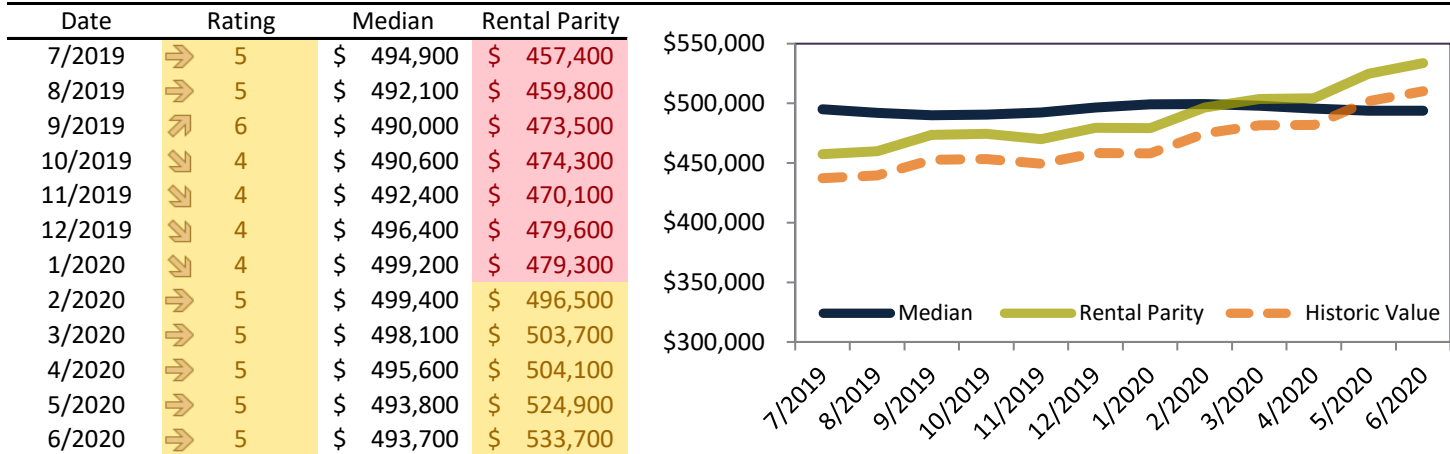


89510 Housing Market Value & Trends Update

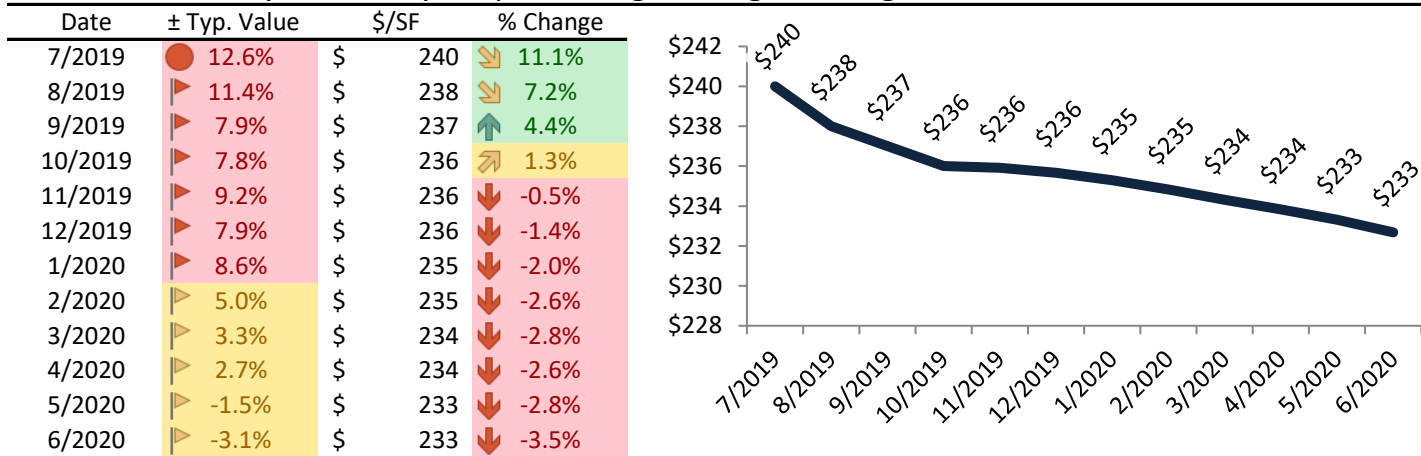
Historically, properties in this market sell at a -4.4% discount. Today's discount is 7.5%. This market is 3.1% undervalued. Median home price is \$493,700, and resale \$/SF is \$233/SF. Prices fell 3.5% year-over-year. Monthly cost of ownership is \$2,001, and rents average \$2,163, making owning \$162 per month less costly than renting. Rents rose 9.7% year-over-year. The current capitalization rate (rent/price) is 4.2%.

Market rating = 5

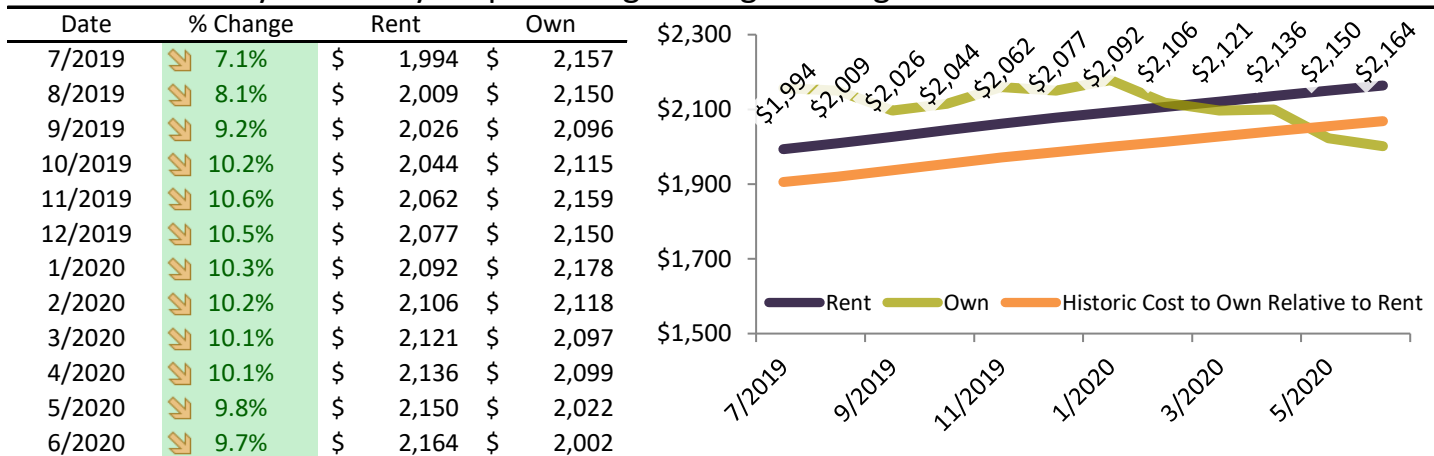
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months

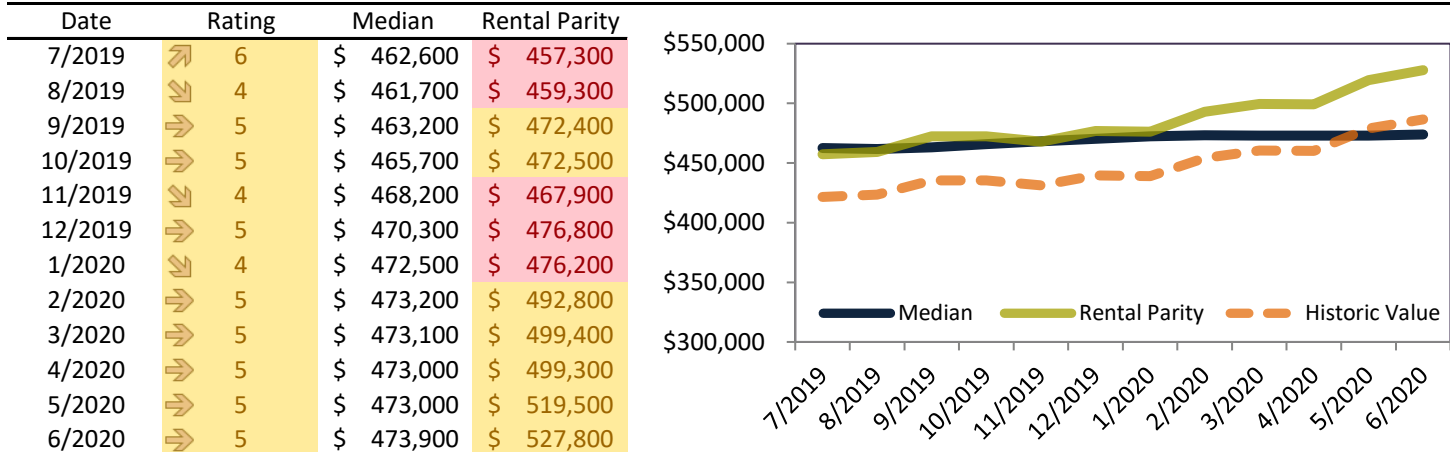


89704 Housing Market Value & Trends Update

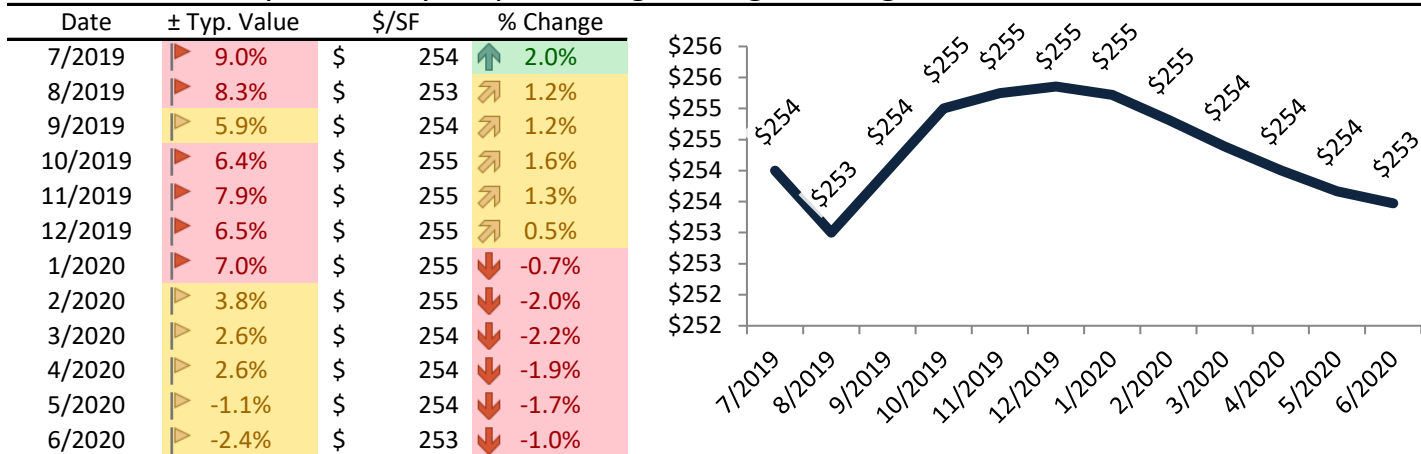
Historically, properties in this market sell at a -7.8% discount. Today's discount is 10.2%. This market is 2.4% undervalued. Median home price is \$473,900, and resale \$/SF is \$253/SF. Prices fell 1.0% year-over-year. Monthly cost of ownership is \$1,921, and rents average \$2,140, making owning \$218 per month less costly than renting. Rents rose 8.4% year-over-year. The current capitalization rate (rent/price) is 4.3%.

Market rating = 5

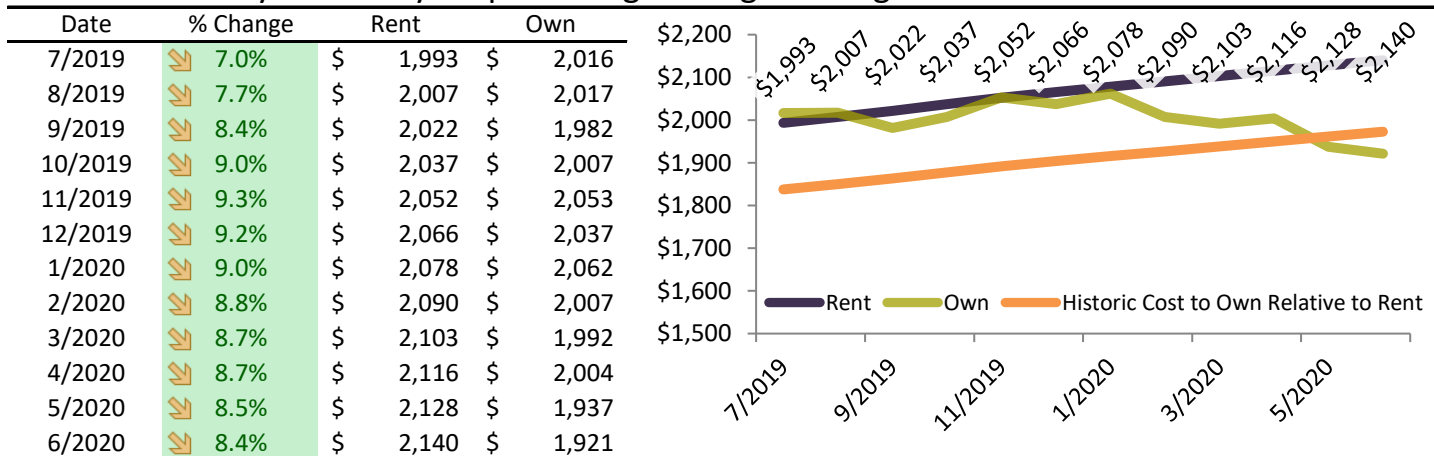
Median Home Price and Rental Parity trailing twelve months



Resale \$/SF and year-over-year percentage change trailing twelve months



Rental rate and year-over-year percentage change trailing twelve months



TAIT Housing Report

TAIT housing report and newsletter provides a clear picture of the health of the housing market. Readers find the information on location, valuation, and price trends, timely and relevant to their decision to buy or sell real estate. The TAIT report answers the most important questions:

- (1) Where should I look for bargains?
- (2) Are current prices over or under valued?
- (3) What direction are prices headed, up or down?

The TAIT monthly market report has distilled the market down to three key pieces of information:

- (1) Resale value relative to rent,
- (2) Yearly change in resale prices, and
- (3) Yearly changes in rents.

The resale value relative to rent, or Rental Parity, is calculated by taking the median rent reported by Zillow and utilizing that value as a payment to calculate the size of the loan that payment would support. **The result is the price someone could pay and their resulting cost of ownership (payment mostly) would equal the cost of renting;** thus the name Rental Parity. The median is the raw median number provided by Zillow. The historic value is what the median "should" be based on the historic relationship between rental parity and the median during periods of market stability (1992-1998 and 2014-2017). This historic value is important because some areas trade below rental parity and some trade above based on how desirable the area is. Whenever the median is above the historic value, the market is overvalued, and whenever the median is below the historic value, it is undervalued. **Without this benchmark, there is no way to determine if the current median is overvalued or undervalued.** The addition of this benchmark is the key innovation of the TAIT Housing Report.

Using and Interpreting the TAIT Monthly Report

The table of contents on the front page of the TAIT monthly report organizes the reports by area. The typical page of an area report breaks down into four parts:

- (1) The news overview,
- (2) Median Home Price and Rental Parity trailing twelve months,
- (3) Resale \$/SF and year-over-year percentage change trailing twelve months,
- (4) Rental rate and year-over-year percentage change trailing twelve months.

NEWS OVERVIEW

The news overview provides concise descriptions of the facts and conditions in the market. The news overview measures the current premium or discount, compares it to the historic premium or discount, and states whether the market is currently overvalued or undervalued. This is an important measure of future financial performance.

Orange County Housing Market Value & Trends Update

Historically, properties in this market sell at a 1.9% premium. Today's discount is 0.7%. This market is 2.6% undervalued.

Median home price is \$730,800, and resale \$/SF is \$429/SF. Prices rose 0.8% year-over-year.

Monthly cost of ownership is \$3,204, and rents average \$3,225, making owning \$020 per month less costly than renting.

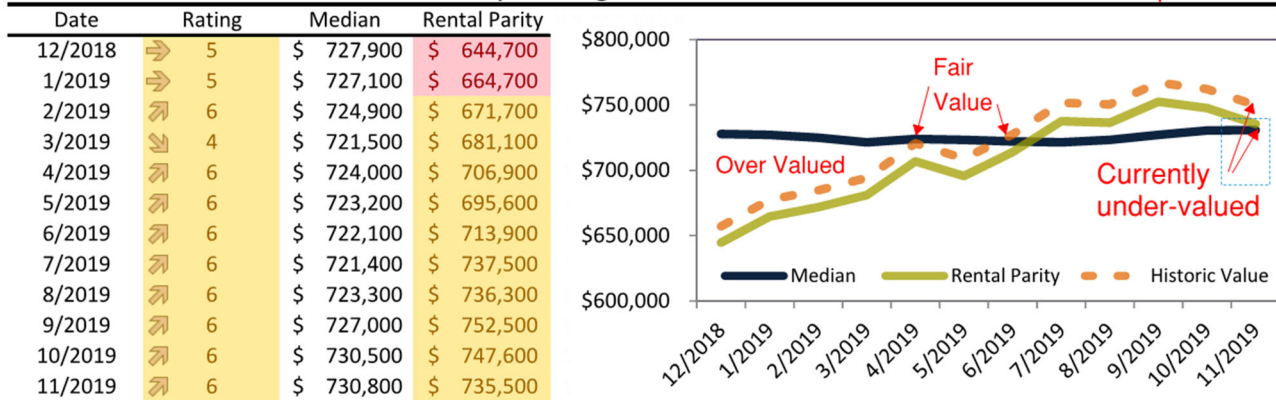
Rents rose 3.7% year-over-year. The current capitalization rate (rent/price) is 4.2%.

Market rating = 6

MEDIAN HOME PRICE AND RENTAL PARITY TRAILING TWELVE MONTHS

For those who want the bottom line without all the analysis and detail, the market rating is the first row of the first section of data. The rating encapsulates all the conditions of the market into one figure. A rating of 10 is good and a rating of 1 is bad. **A highly rated property or market is a good financial buy.**

Median Home Price and Rental Parity trailing twelve months Premium Market Example



The chart displays three lines that reveal much about the market. The first two lines to note are the parallel green and orange lines, rental parity (green) and historic value (orange). As mentioned previously, some markets trade at a discount and some at a premium to rental parity. If the orange line (historic value) is above the green line (rental parity), the market is a premium market. If the orange line (historic value) is below the green line (rental parity), the market is a discount market. The larger the gap, the greater the premium or discount is.

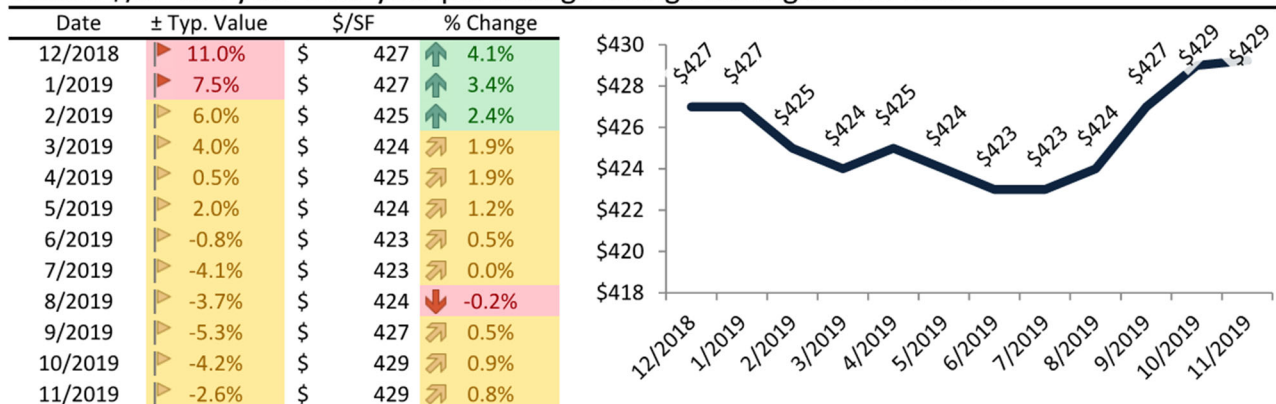
The third line plotted against these two parallel lines is the median resale price for the area. This line reveals whether the market is currently trading at a premium or discount to rental parity and historic value. The more important of these relationships is between median resale price and historic value. Over time, the market has shown a tendency toward trading at historic value. If it trades above for a while, over time it will revert back to this value. That may happen either by an extended period of little or no appreciation or an outright decline in prices. If the market trades below its historic value, it's likely to see a rebound back to this value in the future.

Valuation is more important than price movement. The best markets trade at a discount to historic value.

RESALE \$/SF AND YEAR-OVER-YEAR PERCENTAGE CHANGE TRAILING TWELVE MONTHS

Since the historic value is so important, the first column in next section displays the premium or discount from historic value over the last year. The second column and the chart shows the dollars-per-square-foot resale price in the market. The line on the chart visually shows the general direction of prices, and the third column shows the actual percentage change.

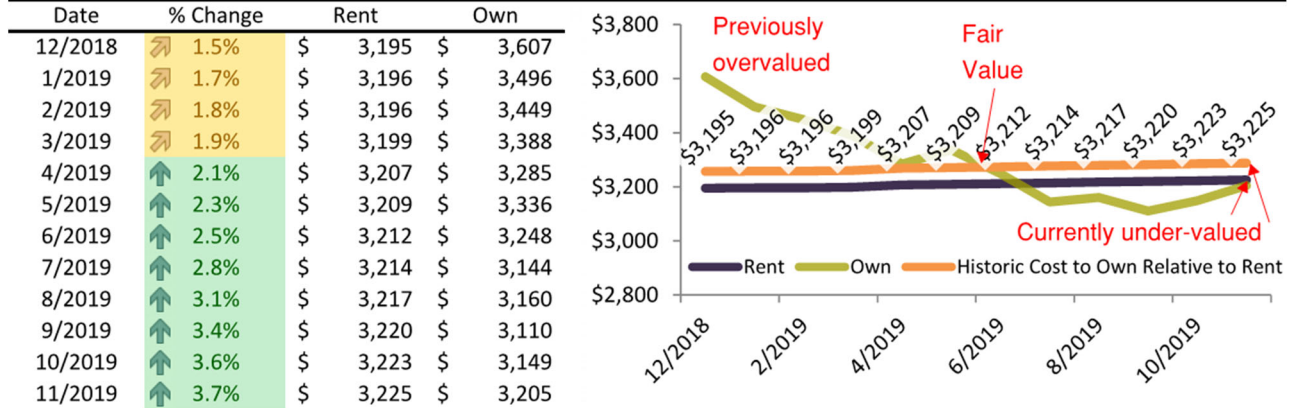
Resale \$/SF and year-over-year percentage change trailing twelve months



RENTAL RATE AND YEAR-OVER-YEAR PERCENTAGE CHANGE TRAILING TWELVE MONTHS

The final table and chart on the page is similar to the first grouping; it displays three lines, two of which are parallel and show current rent and the historic cost of ownership relative to rent, and the third line is the current cost of ownership. The relationships are similar, the charts will look similar, and the interpretations are the same.

Rental rate and year-over-year percentage change trailing twelve months

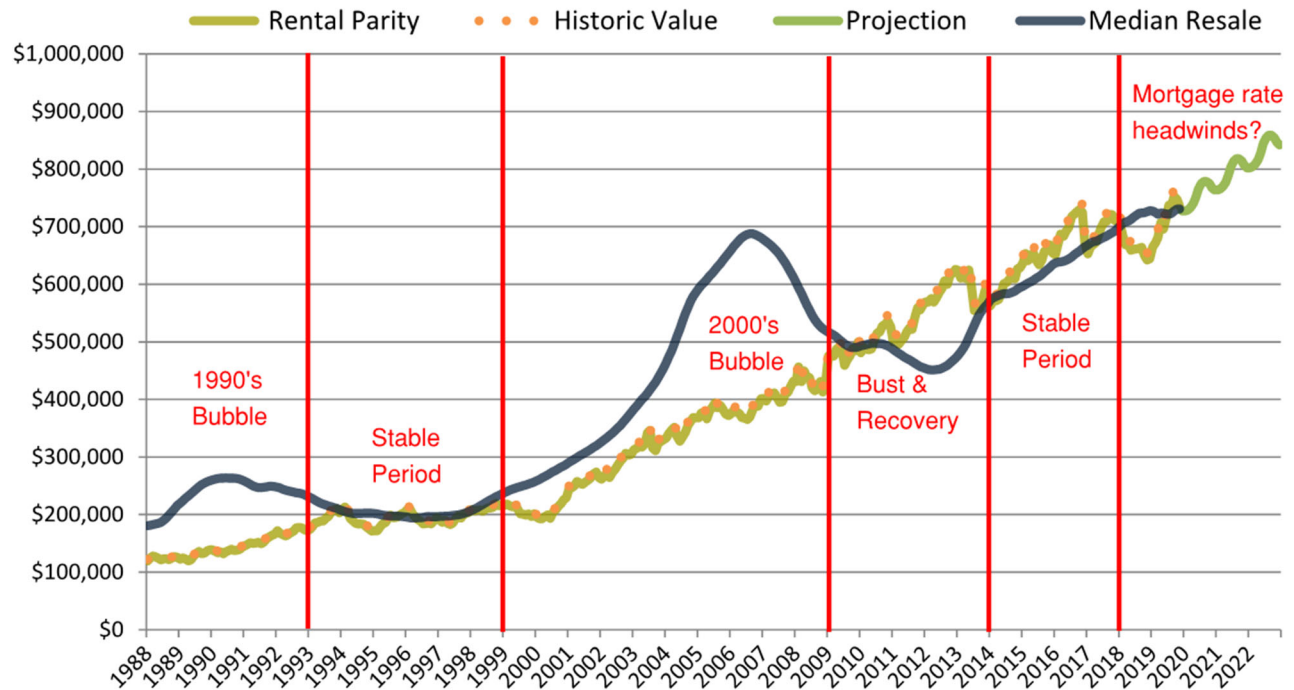


This method of looking at the data is more revealing to those who like to focus on monthly costs rather than purchase price. It reveals how affordable properties are relative to monthly rent, which is what rental parity analysis is all about. The first column of data shows the rate of rent growth over the last year, and the next two columns show the cost of renting and the cost of owning during the same period.

HISTORIC MARKET DATA CHARTS

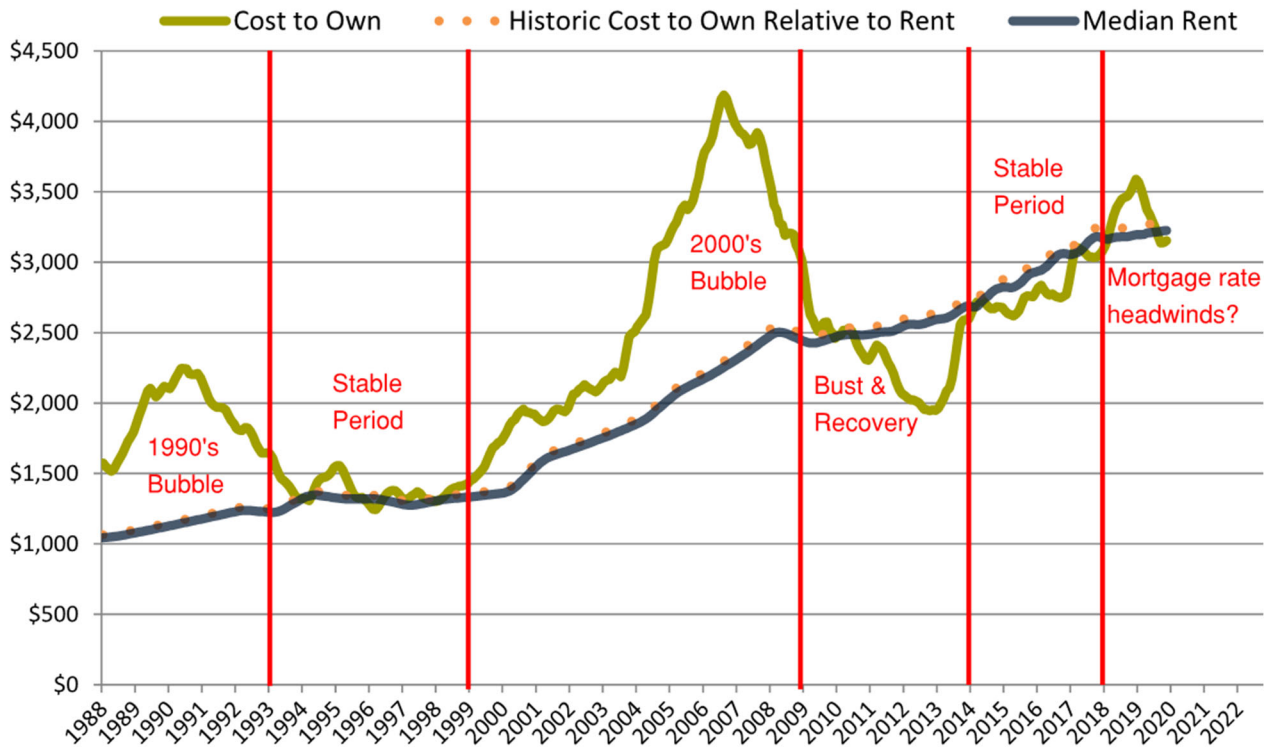
The next page of the report shows two charts: County median home price since January 1988, and County median rent and monthly cost of ownership since January 1988. These charts are designed to put current circumstances in historic context. They answer questions like, “How volatile are prices?” and “How does today’s pricing compare to the fluctuations of the past?” and “How much danger is there in buying today?”

Orange County median home price since January 1988



With the green line for rental parity and the orange line for historic value, it's easy to tell when the market is fairly valued, overvalued, or undervalued.

Orange County median rent and monthly cost of ownership since January 1988



The chart above shows rent and monthly cost of ownership. It looks similar to the rental parity and resale home price chart, as it merely converts that information to a monthly format. For those who have difficulty relating to the large numbers of purchase price, viewing the data in terms of monthly expenses is easier to put into context.

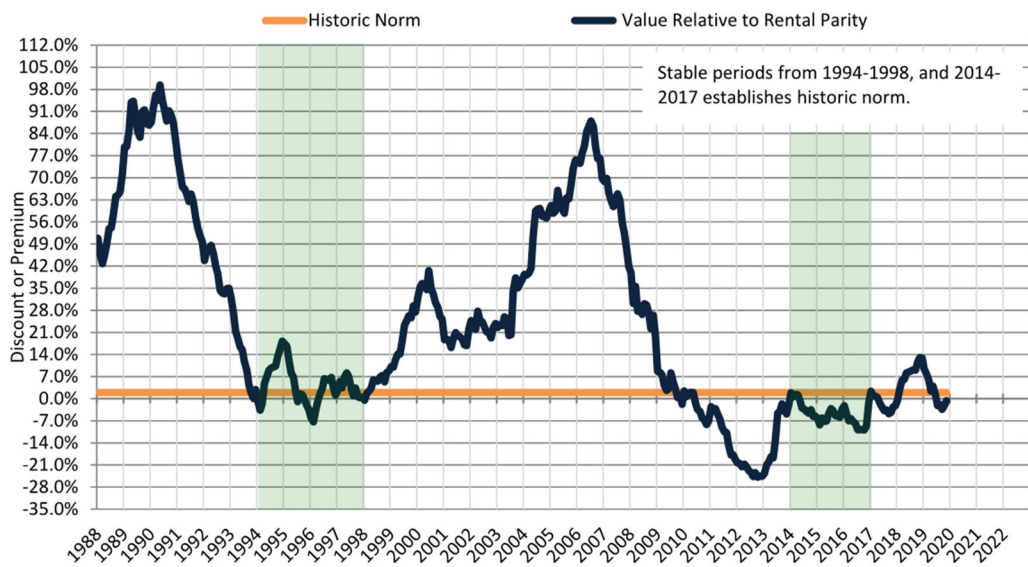
Historic Median Home Price Relative to Rental Parity: Orange County since January 1988

HISTORIC VALUATION

The next page in the report shows two charts: Historic Median Home Price Relative to Rental Parity: County since January 1988, and TAIT Market Timing System Rating: Orange County since January 1988.

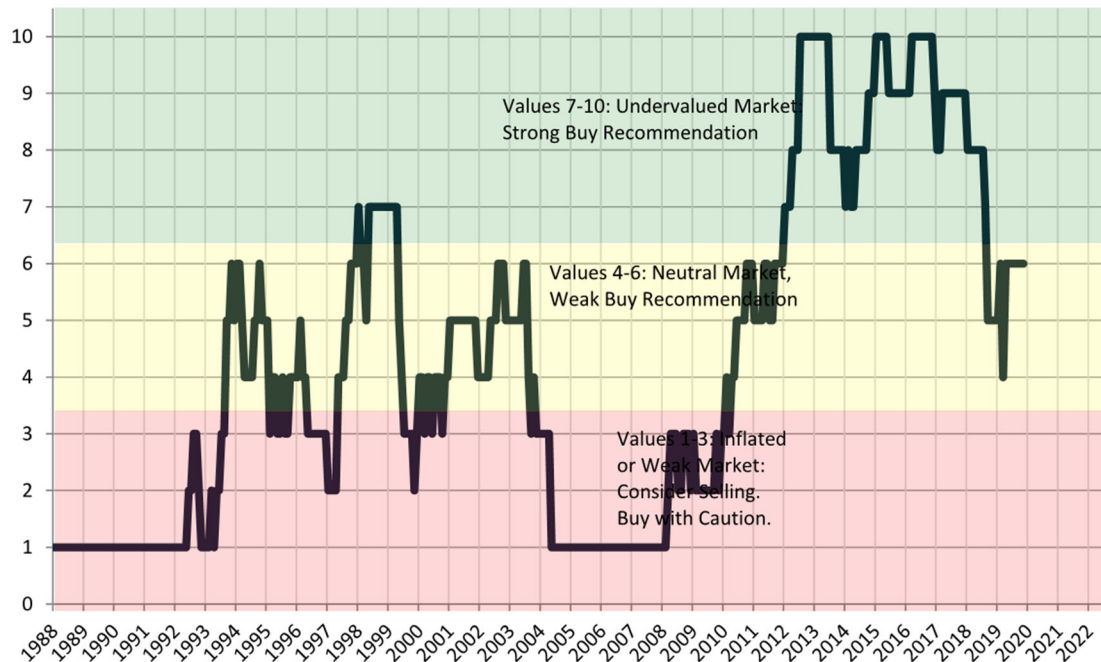
The chart above shows, at a glance, how close the market trades to its

historic norm. The benchmark period is shown in green, and the degree of market volatility can be inferred from the scale to the left. For example, Orange County traded for as much as 25% below rental parity and 100% above it during the 31-year period shown.



TAIT RATING SYSTEM CHART

The market timing rating system mechanically identifies both good and buy dimes to buy based on valuation, resale price change, and rental rate change.



The importance of rental parity

Rental parity is important because it represents the threshold of affordability. When prices are above rental parity, it costs more to own than to rent, so owning is often not a wise financial decision. Owning may still be right for people, and many are willing to pay the premium to own to obtain the emotional benefits of ownership; however, on a purely financial basis, paying more than rental parity is generally not wise because prices will inevitably return to this price level in time.

When prices are below rental parity, it costs less to own than to rent, so owning under these circumstances is generally a wise choice. Since a buyer who pays less than rental parity for a house is saving money, there is a clear financial benefit obtained irrespective of fluctuations in resale price.

When the cost of ownership is less than rental parity, an owner is far less likely to be forced to sell at a loss. The property can always be rented to cover costs rather than sell for a loss. Further, this ability to rent and at least break even provides the owner with flexibility to move if necessary. Mobility to take a new job or buy a different house is denied to those who overpaid and who are stuck paying more in the cost of ownership than they can obtain in rent.

With these advantages, buying at a price below rental parity using fixed-rate financing is critical. Every buyer should consider rental parity in their buying decision.

RENTAL PARITY AS BASIS OF VALUE

Valuation is the least understood, yet most important, aspect of a housing market. Economists look at various ratios including price-to-income, price-to-rent, and other aggregate measures to attempt to establish valuation metrics. Each of these has strengths and weaknesses, but each of them fails because they don't directly connect the actions of an individual buyer to the activity in the broader market. For this reason, I strongly favor rental parity as the best measure of valuation. Rental parity ties together income, rent, interest rates, and financing terms in a way that matches the activities of individual buyers to the overall price activity in the market.