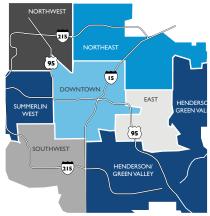
# RESEARCH & FORECAST REPORT







#### **CLARK COUNTY ECONOMIC DATA**

	Current Period	Year Ago
Unemployment Rate	14.2%	15.5%
Visitor Volume	23,242,000	22,171,000
Gaming Revenue	\$5,386 M	\$5,110 M
Taxable Sales YTD	\$14.731 B	\$13.992 B
Residential Permits	338	338
Commercial Permits	19	13
New Home Sales	366	333
Existing Home Sales	4,938	3,313

SOURCE: THE CENTER FOR BUSINESS & ECONOMIC RESEARCH, UNLV

## Multi-Family Market Review

The third quarter of 2011 saw multi-family vacancy remain stable at 8 percent after falling 0.5-points in the second quarter of 2011. Performance was generally uneven, and signs that the national slowing is being felt locally abound. Class A properties suffered a second quarter of negative net absorption and rising vacancy, while Class B and C properties both saw vacancy rates decline over last quarter. No new multi-family projects were completed this quarter, but a year of positive net absorption and continued struggles in the single-family residential market suggest the possibility of development in the near future. Most of the net absorption this quarter occurred in the Northeast submarket, while Henderson/Green Valley suffered the worst net absorption in the market at negative 395 units. The average asking rent in the third quarter of 2011 ranged from \$694 for one-bedroom units to \$982 for three-bedroom units. The highest asking rents were in the Henderson/Green Valley and Southwest submarkets, the lowest in the East and Downtown submarkets.

Over the past 12 months, Southern Nevada has gained 200 jobs, primarily in professional and business services, education and health services and, most importantly, leisure and hospitality. The big losers these past twelve months have been financial activities, trade, transportation and utilities and construction. Unemployment in the Las Vegas-Paradise MSA stood at 14.2 percent as of August 2011. As jobs remain scarce and wages frozen, demand for multi-family rentals should remain steady.

The monthly driver's license count increased by 11.0 percent between July 2010 and 2011 and the residential electric meter count was up by 1.2 percent over roughly the same period, suggesting that Southern Nevada's population continues to grow at a slow pace. The return of employment in the leisure and hospitality sector is likely key to a return to the healthy population and economic growth Southern Nevada enjoyed prior to both the current recession and the surge that preceded it.

According to Real Capital Analytics, there are 12,909 units in distressed multi-family projects in Southern Nevada. The distressed category includes properties that have received a notice of default, as well as troubled properties and those that are in some stage of the foreclosure process. This is a decline from last quarter's 14,879 units. Over the past twelve months, distressed multi-family projects consisting of 6,304 units have been resolved and another 544 units have had their loans extended or restructured. Distressed properties that were resolved had an average occupancy rate of 86 percent.

Multi-family sales got off to a slow start at the beginning of 2011, picked up during the second quarter and again receded in the third quarter. Most signs indicate that the fourth quarter of 2011, like that of 2010, will be strong. Year-to-date, multi-family sales are at their highest point since 2008, though they are well below sales at the height of the market in 2007. The average sales price per unit and cap rates continued to improve over last year at a slow pace, but remain worse than in 2009.

Southern Nevada's multi-family market continues to gain steam, though some classes and submarkets are bound to do better than others. Sales activity is strengthening, employment growth is slowly improving on a year-over-year basis, population growth might be returning to the Valley and Class B and C properties continue to see positive net absorption. Most importantly, multi-family continues to

A 5 1,352 120 8.9% 8.6% 1,232 (4) 14 \$734 \$886 \$868 \$868 \$88 22 6.0% 524 8.0% 7.9% 5.572 (42) 31 \$577 \$778 \$909 \$738 \$909 \$74 \$8.0% \$9.0% \$24,578 \$9.0% \$13.00 \$867 \$10 \$15 \$3.4343 \$3.011 8.8% 9.2% \$31,312 156 313 \$823 \$821 \$861 \$867 \$10 \$15 \$3.4343 \$3.011 8.8% 9.2% \$31,312 156 313 \$823 \$821 \$861 \$867 \$10 \$10 \$15 \$3.4343 \$3.011 8.8% 9.2% \$31,312 156 313 \$823 \$821 \$861 \$867 \$10 \$10 \$10 \$10 \$10 \$10 \$10 \$10 \$10 \$10	MARKET CO	MPARISONS										
TRACKED   TRACKED   TRACKED   TRACKED   MACHINE   RATE   PROPOLICIANTER   CUISEEM	MULTI-FAMIL	LY MARKET										
CLASS   COMPLEXES   INSENTION   CONTIST   COMPLEX   CO	EXISTING PROPERTIES					ABSORPTION			RENTS			
A 5 1,352 120 8.9% 8.6% 1,232 (4) 14 \$734 \$886 \$868 8 868 8 22 6.6% 524 8.6% 7.9% 5.572 (42) 31 \$577 \$778 \$909 \$738 \$909 \$7408 125 \$3,243 3,011 8.8% 9.2% 31,312 136 313 \$823 \$801 \$872 \$101 125 \$3,243 3,011 8.8% 9.2% 31,312 136 313 \$823 \$801 \$872 \$101 \$127 \$101 \$127 \$129 \$129 \$129 \$129 \$129 \$129 \$129 \$129	CLASS	COMPLEXES	INVENTORY	VACANT		RATE	OCCUPIED	ABSORPTION CURRENT QTR	ABSORPTION	ASKING RENTAL	ASKING RENTAL	ASKING RENTAL
B	DOWNTOWN											
C	А	5	1,352	120	8.9%	8.6%	1,232	(4)	14	\$734	\$886	\$868
TOTAL 125 34,343 3,011 8,8% 9,2% 31,332 156 313 8023 8801 8974  EAST  A	В	22	6,096	524	8.6%	7.9%	5,572	(42)	31	\$567	\$778	\$909
A \$ 5 1,455 108 7.4% 7.4% 1.347 - 48 \$733 \$801 \$911 \$801 \$911 \$807 \$1 1,655 \$108 7.4% 7.4% 13,837 \$31 \$401 \$910 \$408 \$700 \$456 \$150 \$155 \$596 \$4.136 \$1,837 \$310 \$47 \$869 \$450 \$468 \$177 \$101 \$43 \$1,1597 \$903 7.8% 7.0% 10,894 \$91) 103 \$441 \$563 \$468 \$177 \$101 \$103 \$456 \$108 \$170 \$108 \$108 \$108 \$108 \$108 \$108 \$108 \$10	С											\$845
A	Total	125	34,343	3,011	8.8%	9.2%	31,332	156	313	\$623	\$801	\$874
B	EAST											
C	А	5	1,455	108	7.4%	7.4%	1,347	_	48	\$733	\$891	\$911
Total 43 11,597 903 7,8% 7,0% 10,694 91) 103 \$641 \$763 \$849  HENDERSON/GREEN VALLEY  A 16 \$238 498 95% 61% 4,740 (177) (131) \$857 \$1,041 \$1,217  B 40 11,476 734 6.4% 6.2% 10,742 (25) 46 \$749 \$897 \$1,042  Total 99 28,176 2,115 7.5% 6.1% 26,061 (395) (120) \$736 \$994 \$1,086  NORTHEAST  A 3 888 99 11,8% 7,3% 739 (38) (25) \$736 \$904 \$1,086  NORTHEAST  A 3 888 99 11,8% 7,3% 739 (38) (25) \$736 \$904 \$1,086  B 7 2,084 140 6.7% 8.0% 1,944 27 158 \$654 \$773 \$897  Total 21 6,835 521 7,6% 10,9% 6,314 223 219 \$646 \$771 \$911  NORTHWEST  A 7 2,547 331 13,0% 14,7% 2,216 44 (96) \$787 \$944 \$1,170  B 6 1,729 98 51,1% 7,3% 1,831 43 51 \$654 \$763 \$961  C 1 1 532 8 1.5% 3,3% 5,24 13 22 \$959 \$649 \$763 \$961  C 1 1 532 8 1.5% 3,3% 5,24 11 100 140 \$677 \$800 \$1,066  SOUTHWEST  A 17 4,710 316 6.7% 8.1% 4,374 66 (62) \$831 \$1,040 \$1,106  SOUTHWEST  A 17 4,710 316 6.7% 8.1% 4,374 66 (62) \$831 \$1,040 \$1,106  SOUTHWEST  A 17 4,710 316 6.7% 8.1% 4,374 66 (62) \$831 \$1,040 \$1,106  SOUTHWEST  A 2 555 662 11,2% 7,3% 7,3% 8,424 110 (28) \$754 \$994 \$1,076  SOUTHWEST  A 2 556 62 11,2% 7,3% 5,3% 8,424 110 (28) \$754 \$993 \$1,107  B 14 3,435 165 5.4% 6.5% 3,250 33 26 \$746 \$916 \$1,008  SOUTHWEST  A 2 556 62 11,2% 7,3% 7,3% 8,424 110 (28) \$754 \$953 \$1,147 \$1,100  B 14 3,435 165 5.4% 6.5% 3,250 33 26 \$746 \$916 \$1,008  SOUTHWEST  A 2 556 62 11,2% 7,3% 7,3% 8,424 110 (28) \$754 \$953 \$1,147 \$1,100  B 14 3,435 165 5.4% 6.5% 6.3% 3,250 33 26 \$746 \$916 \$1,008  SOUTHWEST  A 2 556 62 11,2% 7,3% 7,3% 8,424 110 (28) \$754 \$934 \$1,000  B 14 3,435 165 5.4% 6.5% 6.3% 3,250 33 26 \$746 \$916 \$1,008  SOUTHWEST  A 2 556 62 11,2% 7,3% 7,3% 1,300 47 \$754 \$886 \$1,000  C 14 4,486 46 9,2% 6.5% 4,399 (34) (0) 6,46 \$177 \$1,000  C 14 4,486 46 9,2% 6.5% 4,399 (34) (0) 6,46 \$177 \$1,000  C 14 4,486 46 9,2% 6.5% 4,399 (34) (0) 6,46 \$177 \$1,000  C 14 4,486 46 9,2% 6.5% 4,399 (34) (0) 6,46 \$177 \$1,000  C 14 4,486 46 9,2% 6.5% 4,399 (34) (0) 6,46 \$177 \$1,000  C 14 4,486 46 9,2% 6.5% 4,399 (34) (0) 6,46 \$177 \$1,000  C 2 10 5,664 4,698 8,3% 8,3% 8,4% 11,100 (12) (25) \$100 \$100 \$100 \$100 \$100 \$100 \$	В	7	1,952	115	5.9%	4.1%	1,837	(34)	47	\$649	\$750	\$856
HENDERSON/GREEN VALLEY  A 16 5.238 498 9.5% 6.1% 4.740 (1777) (131) \$85.7 \$1.041 \$1.127  B 40 11.476 734 6.4% 6.2% 10.742 (25) 66 \$749 \$597 \$1.03 \$1.03  C 43 11.462 883 7.7% 6.6% 10.579 (193) 35) 4603 \$4773 \$1373  Total 99 28.176 2.115 7.5% 6.1% 26.061 (395) (120) \$736 \$403 \$1773 \$1373  Total 99 28.176 2.115 7.5% 6.1% 26.061 (395) (120) \$736 \$400 \$1,060  NORTHEAST  A 3 838 99 11.8% 7.3% 739 (38) (25) \$736 \$490 \$1.061  B 7 2.084 140 6.7% 8.0% 1.744 77 158 \$654 \$736 \$100  C 11 3.913 282 7.2% 132% 3.631 224 86 \$547 \$646 \$771 \$911  NORTHWIST  A 7 2.547 331 13.0% 14.7% 6.314 223 219 \$646 \$771 \$911  NORTHWIST  A 7 2.547 331 13.0% 14.7% 2216 44 (86) \$757 \$1944 \$1.70  B 6 1.929 98 5.1% 7.3% 1.331 43 51 \$654 \$763 \$904  Total 14 5.008 437 8.7% 10.7% \$4.571 100 (14) \$677 \$800 \$1.064  SOUTHWEST  A 17 4.710 316 6.7% 8.1% 4.394 6.6 (62) \$831 \$1.040 \$1.100  B 14 3.035 185 5.3% 10.7% \$4.571 100 (14) \$677 \$800 \$1.064  SOUTHWEST  A 17 4.710 316 6.7% 8.1% 4.394 6.6 (62) \$831 \$1.040 \$1.100  B 14 3.035 185 5.3% 5.3% 780 11 5 \$648 \$186 \$963  Total 34 8.997 5.33 6.0% 72.2% 8.424 10 (28) \$754 \$1934 \$1.00  C 3 3 812 32 3.9% 5.3% 780 11 5 \$648 \$186 \$963  Total 34 8.997 5.33 6.0% 72.2% 8.424 10 (28) \$754 \$1934 \$1.00  SOUTHWEST  A 2 5 554 6.2 11.2% \$760 \$4.999 (24) (10) \$4.30 \$1.965  SOUTHWEST  A 2 5 554 6.2 11.2% \$760 \$4.999 (24) (10) \$4.30 \$1.965  SOUTHWEST  A 2 5 554 6.2 11.2% \$760 \$4.999 (24) (10) \$4.30 \$1.127 \$1.120  B 2 6 7.673 5.75 7.5% 7.7% 7.708 30 30 47 7.774 8.806 \$1.000  B 2 6 7.673 5.75 7.5% 7.79% 7.709 30 40 47 7.774 8.806 \$1.000  B 2 6 7.673 5.75 7.75% 7.79% 7.709 30 40 47 7.774 8.806 \$1.000  B 2 6 7.673 5.75 7.75% 7.79% 7.709 30 47 7.774 8.806 \$1.000  B 2 6 7.673 5.75 7.75% 7.79% 7.709 30 47 7.774 8.806 \$1.000  B 2 6 7.673 5.75 7.75% 7.79% 7.709 30 47 7.774 8.806 \$1.000  B 2 6 7.673 5.75 7.75% 7.79% 7.709 30 47 7.774 8.806 \$1.000  B 2 6 7.673 5.75 7.75% 7.75% 7.79% 7.709 30 47 7.774 8.806 \$1.000  B 2 6 7.673 5.75 7.75% 7.75% 7.75% 7.75% 7.75% 7.75% 7.75% 7.75% 7.75% 7.75% 7.75% 7.75% 7.75% 7.75% 7.75% 7.75% 7.75% 7.75% 7.7	С											\$779
A 16 5.238 4/98 9.5% 6.1% 4,740 (177) (131) \$857 \$1,041 \$1,217 B 40 11,476 734 6.4% 6.2% 10,742 (25) 46 \$749 \$897 \$1,002 C 43 11,462 883 77% 6.0% 10,579 (193) (35) \$6.03 \$773 \$937 \$101  99 \$28,176 \$2,115 7.5% 6.1% 26,061 (395) (120) \$736 \$904 \$1,086 \$NORTHEAST \$	Total	43	11,597	903	7.8%	7.0%	10,694	(91)	103	\$641	\$763	\$849
B	HENDERSON/GRE	EEN VALLEY										
C 43 11.462 883 7.7% 6.0% 10.579 (1.91) (3.5) \$4.03 \$773 \$937 Total 99 28,176 2.115 7.5% 6.1% 26,061 (395) (120) \$736 \$904 \$1,086 NORTHEAST  A 3 838 99 11.8% 7.3% 739 (38) (25) \$736 \$904 \$1,086 NORTHEAST  A 3 838 99 11.8% 7.3% 739 (38) (25) \$736 \$904 \$1,051 BB 7 2,084 140 6.7% 8.0% 1.944 27 158 \$654 \$763 \$892 Total 21 6,835 521 7.6% 10.9% 6,314 223 219 \$646 \$771 \$911 NORTHWEST  A 7 2.547 331 13.0% 14.7% 2.216 44 (86) \$787 \$944 \$1,170 BB 6 1.079 98 5.1% 7.3% 1.831 43 51 \$654 \$763 \$904 \$1,061 Total 1 5.32 8 1.5% 3.9% 5.24 13 22 \$599 \$604 \$1,061 Total 1 5.008 437 8.7% 10.0% 4,571 100 11.0 \$16 \$677 \$800 \$1,066 \$1.0000 \$1.000 \$1.0000 \$1.0000 \$1.0000 \$1.0000 \$1.0000 \$1.00	А	16	5,238	498	9.5%	6.1%	4,740	(177)	(131)	\$857	\$1,041	\$1,217
Total   99   28,176   2,115   7.5%   6.1%   26,061   (395)   (120)   \$736   \$904   \$1,066   NORTHEAST	В	40	11,476	734	6.4%	6.2%	10,742	(25)	46	\$749	\$897	\$1,103
NORTHEAST  A 3 838 99 11.8% 7.3% 739 (38) (25) \$736 \$904 \$1,051 BB 7 2,084 140 6.7% 8.0% 1.944 27 158 \$654 \$763 \$892 \$104 1393 282 7.2% 13.2% 3.631 234 86 \$547 \$646 \$771 \$911 \$104 21 6.835 \$51 7.6% 10.9% 6.314 223 219 \$646 \$771 \$911 \$NORTHWEST  A 7 2.547 331 13.0% 14.7% 2.216 44 (86) \$787 \$944 \$1.170 BB 6 1.929 98 51.8% 7.3% 1.831 43 51 \$654 \$763 \$961 \$104 \$1 532 8 1.5% 3.9% 524 13 22 \$589 \$694 \$0.6 \$104 \$1 532 8 1.5% 3.9% 524 13 22 \$589 \$694 \$0.6 \$104 \$104 \$104 \$104 \$104 \$104 \$104 \$104	С						10,579					
A 8 838 99 11.8% 7.3% 739 (38) (25) \$736 \$904 \$1,051 BB 7 2,084 140 6.7% 8.0% 1.944 27 158 \$654 \$763 \$892 70 11 3,913 282 7.2% 13.2% 3.631 234 86 \$547 \$646 \$791 70 10 1 6,835 \$21 7.6% 10.9% 6.314 223 219 \$646 \$771 \$911 NORTHWEST  A 7 2,547 331 13.0% 14.7% 2216 44 (86) \$787 \$944 \$1,170 BB 6 1,929 98 5.1% 7.3% 1.831 43 51 \$654 \$763 \$992 70 10 1 532 8 1.5% 3.9% 524 13 22 \$899 \$664 \$763 \$991 70 10 10 10 10 10 10 10 10 10 10 10 10 10	Total	99	28,176	2,115	7.5%	6.1%	26,061	(395)	(120)	\$736	\$904	\$1,086
B	NORTHEAST											
C 11 3,913 282 7.2% 13.2% 3.631 234 86 \$547 \$646 \$791 Total 21 6,835 521 7.6% 10.9% 6,314 223 219 \$646 \$771 \$911 NORTHWEST  A 7 2,547 331 13.0% 14.7% 2,216 44 (86) \$787 \$944 \$1,170 \$911 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$	А	3	838	99	11.8%	7.3%	739	(38)	(25)	\$736	\$904	\$1,051
Total 21 6,835 521 7.6% 10.9% 6,314 223 219 \$646 \$771 \$911  NORTHWEST  A 7 2,547 331 13.0% 14.7% 2,216 44 (86) \$787 \$944 \$1,170  B 6 1.929 98 5.1% 7.3% 1,831 43 51 \$654 \$763 \$961  C 1 1 532 8 1.5% 3.9% 524 13 22 \$589 \$694 \$762  Total 14 5,008 437 8.7% 10.7% 4,571 100 (14) \$677 \$800 \$1,066  SOUTHWEST  A 17 4,710 316 6.7% 8.1% 4,394 66 (62) \$831 \$1,040 \$1,190  B 14 3,435 185 5.4% 6.3% 3,250 33 28 \$746 \$916 \$1,030  C 3 3 812 32 3.9% 5.3% 780 11 5 \$684 \$845 \$963  Total 34 8,957 533 6.0% 7.2% 8,424 110 (28) \$754 \$934 \$1,085  SUMMERLIN WEST  A 2 554 62 11.2% 7.9% 7.9% 7.98 30 47 \$754 \$886 \$1,079  C 14 4,845 446 9.2% 8.5% 4,399 (34) (0) \$636 \$767 \$922  Total 42 13,072 1,083 8.3% 8.1% 11,989 (16) 34 \$695 \$827 \$1,001  MARKET TOTAL  A 55 16.694 1.534 9.2% 8.5% 4,399 (34) (0) \$636 \$767 \$922  Total 56,649 4,698 8.3% 8.6% 5,1951 176 355 \$895 \$730 \$873	В	7	2,084	140	6.7%	8.0%	1,944	27	158	\$654	\$763	\$892
NORTHWEST  A 7 2,547 331 13.0% 14.7% 2,216 44 (86) \$787 \$944 \$1,170 B 6 1,929 98 5.1% 7.3% 1,831 43 51 \$654 \$763 \$961 C 1 532 8 1.5% 3.9% 524 13 22 \$589 \$694 \$7/63 \$961 Total 14 5,008 437 8.7% 10.7% 4,571 100 (14) \$677 \$800 \$1,066 \$901 \$901 \$901 \$901 \$901 \$901 \$901 \$901	С											
A 7 2,547 331 13.0% 14.7% 2,216 44 866) \$787 \$944 \$1,170 B 6 1,929 98 5.1% 7.3% 1,831 43 51 \$654 \$763 \$961 C 1 532 8 15% 3,9% 524 13 22 \$589 \$694 \$n/a Total 14 5,008 437 8.7% 10.7% 4,571 100 14) \$677 \$800 \$1,066 \$SOUTHWEST\$  SOUTHWEST  A 17 4,710 316 6.7% 8.1% 4,394 66 62 \$831 \$1,040 \$1,190 \$1 \$1 \$5 \$684 \$845 \$916 \$1,100 \$1 \$1 \$5 \$684 \$845 \$916 \$1,100 \$1 \$1 \$5 \$684 \$845 \$916 \$1,100 \$1 \$1 \$1 \$5 \$684 \$845 \$916 \$1,100 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1	Total	21	6,835	521	7.6%	10.9%	6,314	223	219	\$646	\$771	\$911
B 6 1,929 98 5.1% 7.3% 1,831 43 51 \$654 \$763 \$961 C 1 532 8 1.5% 3.9% 524 13 22 \$589 \$694 \$n/a Total 14 5,008 437 8.7% 10.7% 4,571 100 (14) \$677 \$800 \$1,066 \$SOUTHWEST  A 17 4,710 316 6.7% 8.1% 4,394 66 (62) \$831 \$1,040 \$1,190 \$1 14 3,435 185 5.4% 6.3% 3.250 33 28 \$746 \$916 \$1,103 \$1 14 3,435 185 5.4% 6.3% 3.250 33 28 \$746 \$916 \$1,103 \$1 15 \$684 \$845 \$963 \$1 104 3,435 \$155 5.4% 6.3% 3.250 33 28 \$746 \$916 \$1,103 \$1 15 \$684 \$845 \$963 \$1 10 \$1 15 \$684 \$845 \$963 \$1 104 \$1 10 \$1 1	NORTHWEST											
C 1 532 8 1.5% 3.9% 524 13 22 \$589 \$694 n/a Total 14 5,008 437 8.7% 10.7% 4,571 100 (14) \$677 \$800 \$1,066  SOUTHWEST  A 17 4,710 316 6.7% 8.1% 4.394 66 (62) \$831 \$1,040 \$1,190  B 14 3,435 185 5.4% 6.3% 3,250 33 28 \$746 \$916 \$1,103  C 3 812 32 3.9% 5.3% 780 11 5 \$684 \$845 \$963  Total 34 8,957 533 6.0% 7.2% 8,424 110 (28) \$754 \$934 \$1,085  SUMMERLIN WEST  A 2 554 62 11,2% 7,3% 7,9% 7,098 30 47 \$754 \$886 \$1,079  C 14 4,845 446 9,2% 8.5% 4,399 (34) (0) \$636 \$767 \$922  Total 4 2,13,072 1,083 8,3% 8,1% 11,989 (16) 34 \$695 \$827 \$1,001  MARKET TOTAL  A 55 16,694 1,534 9,2% 8,4% 15,160 (121) (255) \$804 \$976 \$1,088  B 122 3,4645 2,371 6.8% 6.9% 3,274 32 407 \$462 \$622 \$986  C 201 56,649 4,698 8,3% 8,6% 51,951 176 335 \$595 \$730 \$873	А	7	2,547	331	13.0%	14.7%	2,216	44	(86)	\$787	\$944	\$1,170
Total 14 5,008 437 8.7% 10.7% 4,571 100 (14) \$677 \$800 \$1,066 \$COUTHWEST  A 17 4,710 316 6.7% 8.1% 4,394 66 (62) \$831 \$1,040 \$1,190 \$1,	В	6	1,929	98	5.1%	7.3%	1,831	43	51	\$654	\$763	\$961
SOUTHWEST  A 17 4,710 316 6.7% 8.1% 4,394 66 (62) \$831 \$1,040 \$1,190 BB 14 3,435 185 5.4% 6.3% 3,250 33 28 \$746 \$916 \$1,103 C 3 3 812 32 3.9% 5.3% 780 11 5 \$664 \$845 \$963 Total 34 8,957 533 6.0% 7.2% 8,424 110 (28) \$754 \$934 \$1,085 SUMMERLIN WEST  A 2 554 62 11.2% n/a 492 (12) (12) \$953 \$1,127 \$1,210 BB 26 7,673 575 7.5% 7.9% 7.098 30 47 \$754 \$886 \$1,079 C 14 4,845 446 9.2% 8.5% 4,399 (34) (0) \$636 \$767 \$922 Total 42 13,072 1,083 8.3% 8.1% 11,989 (16) 34 \$695 \$827 \$1,001 MARKET TOTAL  A 55 16,694 1,534 9.2% 8.4% 15,160 (121) (255) \$804 \$976 \$1,088 BB 122 34,645 2,371 6.8% 6.9% 32,274 32 407 \$662 \$822 \$986 C 201 56,649 4,698 8.3% 8.6% 51,951 176 355 \$595 \$730 \$873	С	1	532	8	1.5%	3.9%	524	13	22	\$589	\$694	n/a
A 17 4,710 316 6.7% 8.1% 4,394 66 (62) \$831 \$1,040 \$1,190 BB 14 3,435 185 5.4% 6.3% 3,250 33 28 \$746 \$916 \$1,103 C 33 812 32 3.9% 5.3% 780 11 5 \$468 \$845 \$963 Total 34 8,957 533 6.0% 7.2% 8,424 110 (28) \$754 \$934 \$1,085 SUMMERLIN WEST  A 2 554 62 11.2% 7/2 492 (12) (12) \$953 \$1,127 \$1,210 BB 26 7,673 575 7.5% 7.9% 7.9% 7.098 30 47 \$754 \$886 \$1,079 C 14 4,845 446 9.2% 8.5% 4,399 (34) (0) \$636 \$767 \$922 Total 42 13,072 1,083 8.3% 8.1% 11,989 (16) 34 \$695 \$827 \$1,001 MARKET TOTAL  A 55 16,694 1,534 9.2% 8.4% 15,160 (121) (255) \$804 \$976 \$1,088 BB 122 34,645 2,371 6.8% 6.9% 32,274 32 407 \$682 \$822 \$986 C 201 56,649 4,698 8.3% 8.6% 51,951 176 355 \$595 \$730 \$8873	Total	14	5,008	437	8.7%	10.7%	4,571	100	(14)	\$677	\$800	\$1,066
B	SOUTHWEST											
B	A	17	4.710	316	6.7%	8.1%	4.394	66	(62)	\$831	\$1,040	\$1.190
C 3 812 32 3.9% 5.3% 780 11 5 \$684 \$845 \$963 Total 34 8.957 533 6.0% 7.2% 8.424 110 (28) \$754 \$934 \$1,085 SUMMERLIN WEST  A 2 554 62 11.2% n/a 492 (12) (12) \$953 \$1,127 \$1,210 B 26 7.673 575 7.5% 7.9% 7.098 30 47 \$754 \$886 \$1,079 C 14 4,845 446 9.2% 8.5% 4,399 (34) (0) \$636 \$767 \$922 Total 42 13.072 1,083 8.3% 8.1% 11,989 (16) 34 \$695 \$827 \$1,001  MARKET TOTAL  A 55 16,694 1,534 9.2% 8.4% 15,160 (121) (255) \$804 \$976 \$1,088 B 122 34,645 2,371 6.8% 6.9% 32,274 32 407 \$682 \$822 \$986 C 201 56,649 4,698 8.3% 8.6% 51,951 176 355 \$595 \$730 \$8873	В											\$1,103
SUMMERLIN WEST  2 554 62 11.2% n/a 492 (12) (12) \$953 \$1,127 \$1,210  B 26 7,673 575 7.5% 7.9% 7.098 30 47 \$754 \$886 \$1,079  C 14 4,845 446 9.2% 8.5% 4,399 (34) (0) \$636 \$767 \$922  Total 42 13,072 1,083 8.3% 8.1% 11,989 (16) 34 \$695 \$827 \$1,001  MARKET TOTAL  A 55 16,694 1,534 9.2% 8.4% 15,160 (121) (255) \$804 \$976 \$1,088  B 122 34,645 2,371 6.8% 6.9% 32,274 32 407 \$682 \$822 \$986  C 201 56,649 4,698 8.3% 8.6% 51,951 176 355 \$595 \$730 \$8873	С	3	812	32	3.9%	5.3%	780	11	5	\$684	\$845	\$963
A 2 554 62 11.2% n/a 492 (12) (12) \$953 \$1,127 \$1,210 B 26 7,673 575 7.5% 7.9% 7.9% 7.098 30 47 \$754 \$886 \$1,079 C 14 4,845 446 9.2% 8.5% 4,399 (34) (0) \$636 \$767 \$922 Total 42 13,072 1,083 8.3% 8.1% 11,989 (16) 34 \$695 \$827 \$1,001  MARKET TOTAL  A 55 16,694 1,534 9.2% 8.4% 15,160 (121) (255) \$804 \$976 \$1,088 B 122 34,645 2,371 6.8% 6.9% 32,274 32 407 \$682 \$822 \$986 C 201 56,649 4,698 8.3% 8.6% 51,951 176 355 \$595 \$730 \$8873	Total	34	8,957	533	6.0%	7.2%	8,424	110	(28)	\$754	\$934	\$1,085
B 26 7,673 575 7.5% 7.9% 7,098 30 47 \$754 \$886 \$1,079 C 14 4,845 446 9.2% 8.5% 4,399 (34) (0) \$636 \$767 \$922 Total 42 13,072 1,083 8.3% 8.1% 11,989 (16) 34 \$695 \$827 \$1,001 MARKET TOTAL  A 55 16,694 1,534 9.2% 8.4% 15,160 (121) (255) \$804 \$976 \$1,088 B 122 34,645 2,371 6.8% 6.9% 32,274 32 407 \$682 \$822 \$986 C 201 56,649 4,698 8.3% 8.6% 51,951 176 355 \$595 \$730 \$8873	SUMMERLIN WES	ST										
B 26 7,673 575 7.5% 7.9% 7,098 30 47 \$754 \$886 \$1,079 C 14 4,845 446 9.2% 8.5% 4,399 (34) (0) \$636 \$767 \$922 Total 42 13,072 1,083 8.3% 8.1% 11,989 (16) 34 \$695 \$827 \$1,001 MARKET TOTAL  A 55 16,694 1,534 9.2% 8.4% 15,160 (121) (255) \$804 \$976 \$1,088 B 122 34,645 2,371 6.8% 6.9% 32,274 32 407 \$682 \$822 \$986 C 201 56,649 4,698 8.3% 8.6% 51,951 176 355 \$595 \$730 \$8873	Α	2	554	62	11.2%	n/a	492	(12)	(12)	\$953	\$1,127	\$1,210
C 14 4,845 446 9.2% 8.5% 4,399 (34) (0) \$636 \$767 \$922 Total 42 13,072 1,083 8.3% 8.1% 11,989 (16) 34 \$695 \$827 \$1,001 MARKET TOTAL  A 55 16,694 1,534 9.2% 8.4% 15,160 (121) (255) \$804 \$976 \$1,088 B 122 34,645 2,371 6.8% 6.9% 32,274 32 407 \$682 \$822 \$986 C 201 56,649 4,698 8.3% 8.6% 51,951 176 355 \$595 \$730 \$873	В											\$1,079
MARKET TOTAL  A 55 16,694 1,534 9.2% 8.4% 15,160 (121) (255) \$804 \$976 \$1,088  B 122 34,645 2,371 6.8% 6.9% 32,274 32 407 \$682 \$822 \$986  C 201 56,649 4,698 8.3% 8.6% 51,951 176 355 \$595 \$730 \$873	С	14		446	9.2%	8.5%		(34)	(0)	\$636	\$767	\$922
A 55 16,694 1,534 9.2% 8.4% 15,160 (121) (255) \$804 \$976 \$1,088 B 122 34,645 2,371 6.8% 6.9% 32,274 32 407 \$682 \$822 \$986 C 201 56,649 4,698 8.3% 8.6% 51,951 176 355 \$595 \$730 \$873	Total	42	13,072	1,083	8.3%	8.1%	11,989	(16)	34	\$695	\$827	\$1,001
B 122 34,645 2,371 6.8% 6.9% 32,274 32 407 \$682 \$822 \$986 C 201 56,649 4,698 8.3% 8.6% 51,951 176 355 \$595 \$730 \$873	MARKET TOTAL											
B 122 34,645 2,371 6.8% 6.9% 32,274 32 407 \$682 \$822 \$986 C 201 56,649 4,698 8.3% 8.6% 51,951 176 355 \$595 \$730 \$873	А	55	16,694	1,534	9.2%	8.4%	15,160	(121)	(255)	\$804	\$976	\$1,088
C 201 56,649 4,698 8.3% 8.6% 51,951 176 355 \$595 \$730 \$873	В											\$986
Total 378 107,988 8,603 8.0% 8.0% 99,385 87 507 \$694 \$843 \$982	С		56,649				51,951					\$873
	Total	378	107,988	8,603	8.0%	8.0%	99,385	87	507	\$694	\$843	\$982

SOURCE: REALFACTS



compete effectively against single-family homes both for sale and rent. Compared to homes for sale, multifamily provides a lower barrier to entry (first and last month's rent and security deposit vs. 20% down) and more freedom, a quality highly prized by people who have spent time "underwater" in their homes. Compared to rental homes, multi-family remains competitive in terms of rent and provides better security for the renter, as home renters are often desperate to rent their properties and do not always use credit and background checks to weed out potential problem neighbors.

HISTORICAL MULTI-FAMILY DATA								
	2011	2010	2009	2008	2007			
Units Sold	4,612	2,889	822	3,991	11,403			
Average Price/Unit	\$51,082	\$43,560	\$66,867	\$85,292	\$119,722			
Cap Rate	7.9%	8.1%	6.6%	5.9%	5.8%			

Source: Real Capital Analytics

MULTI-FAMILY SALES ACTIVITY							
PROPERTY NAME	SALE DATE	UNITS	PRICE	PRICE/UNIT	YEAR BUILT		
Lantana	Jul 2011	517	\$24,200,000	\$47,000	1980		
The Creeks	Jul 2011	344	\$10,000,000	\$29,000	1988		
Club at Desert Pines	Jul 2011	409	\$6,000,000	\$15,000	1990		
Palm Hills	Jul 2011	113	\$3,000,000	\$26,000	1988		

Source: Real Capital Analytics

MULTI-FAMILY DATA							
SUBMARKET	ESTIMATED HOUSEHOLDS (2011)	RENTER OCCUPIED	MEDIAN HOUSEHOLD INCOME	AVERAGE HOUSEHOLD SIZE	PROJECTED RENTAL UNIT GROWTH/YR*		
Downtown	141,000	63%	\$38,000	2.8	-162		
East	75,000	43%	\$47,000	2.8	109		
Henderson/Green Valley	166,000	39%	\$62,000	2.6	621		
Northeast	68,000	42%	\$53,000	3.0	353		
Northwest	59,000	14%	\$74,000	2.9	117		
Southwest	77,000	33%	\$63,000	2.6	337		
Summerlin West	73,000	40%	\$62,000	2.5	149		

Source: Claritas

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<sup>\*</sup> Projected annual growth rate for rental households (2011-2016)