

**INCLINE VILLAGE, NV**

Report for the week of 11/13/2018

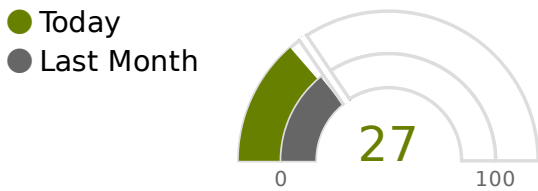
- Current Real Estate Market Conditions for Single-Family Homes
- Trends in Pricing
- Current Levels of Supply and Demand
- Value Metrics

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This week the median list price for Incline Village, NV is \$1,560,000 with the market action index hovering around 27. This is less than last month's market action index of 28. Inventory has held steady at or around 42.

### MARKET ACTION INDEX

The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies Seller's Market conditions. Below 30, conditions favor the buyer.



### Slight Buyer's Advantage

While prices have been at a plateau for a number of weeks, this is a Buyer's market and the supply of homes listed has started growing relative to demand. This indicates that prices could easily resume a downward trend in conjunction with the MAI. Prices are unlikely to move significantly higher until there is a persistent upward shift in the MAI.

### REAL-TIME MARKET PROFILE

Median List Price		\$1,560,000
Per Square Foot		\$544
Days on Market		249
Price Decreased		33%
Price Increased		5%
Relisted		64%
Inventory		42
Median House Rent		\$4,650
Most Expensive		\$10,500,000
Least Expensive		\$651,650
Market Action Index		<b>27</b>

**Slight Buyer's Advantage**

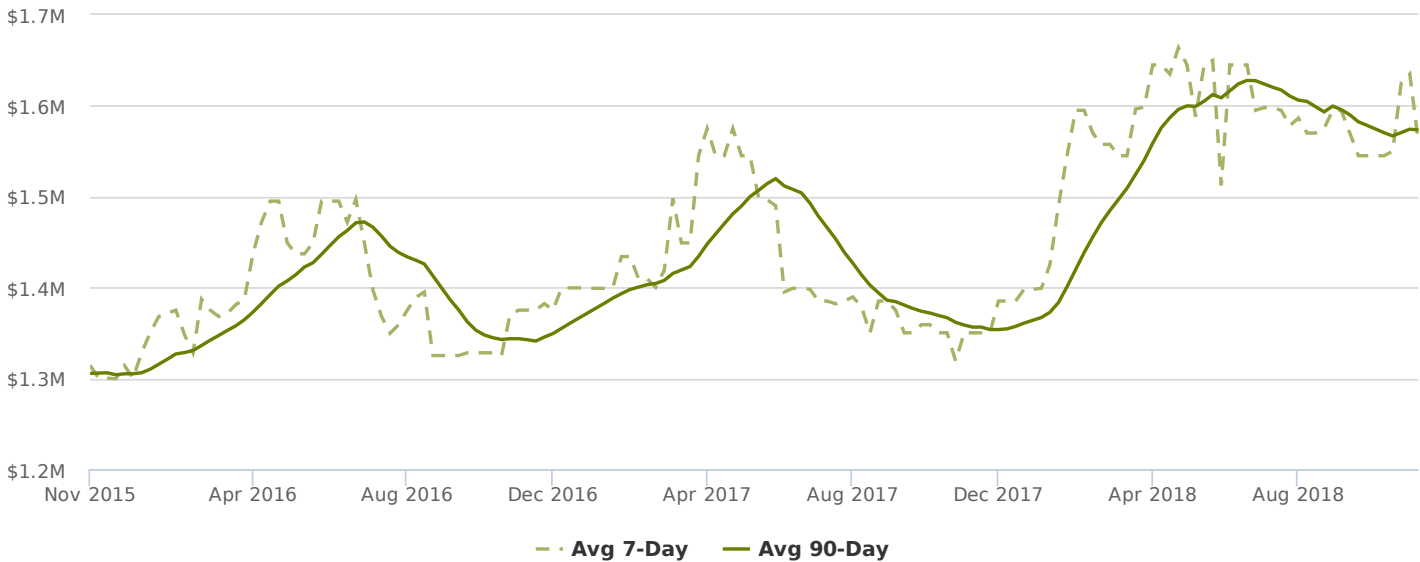
### MARKET SEGMENTS

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$3,996,500	5,229	0.5 - 1 acre	5	5	19	1	0	330
\$2,022,500	3,866	0.25 - 0.5 acre	4	4	36	0	2	214
\$1,490,000	2,748	4,500 - 6,500 sqft	4	3	24	1	0	229
\$875,000	2,025	8,000 - 10,000 sqft	3	2	38	2	0	229

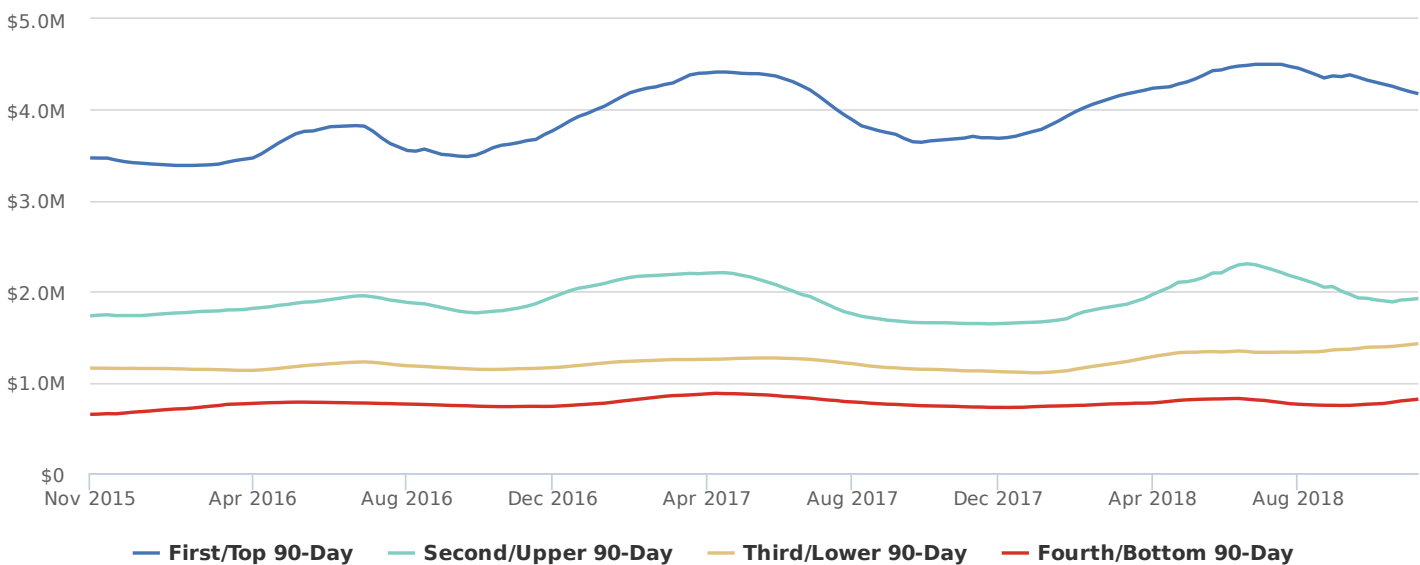
**MEDIAN LIST PRICE**

The market is hovering around this plateau. Look for a persistent change in the Market Action Index before we see prices deviate from these levels.



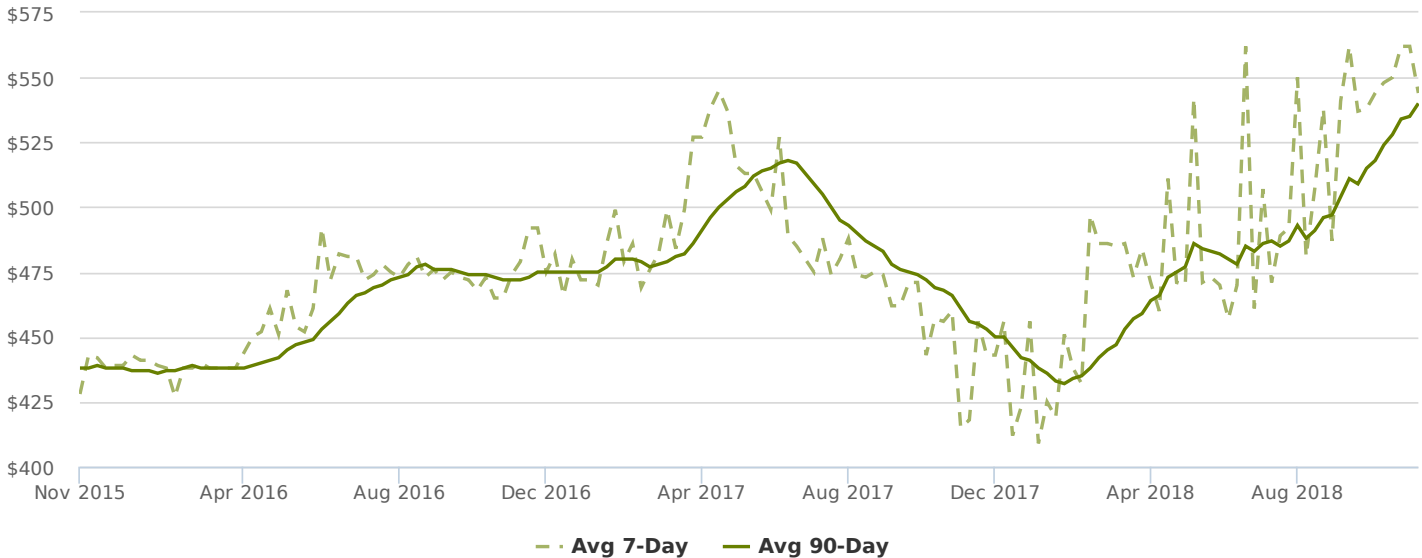
**SEGMENTS**

Prices in most of the market have stabilized recently. Only Quartile 4 shows any price increases in the last few weeks. Often this condition happens in markets where demand has fallen (for example, due to micro-location variables) but supply is still relatively short. Buyers are focusing on the lowest price homes in the area.



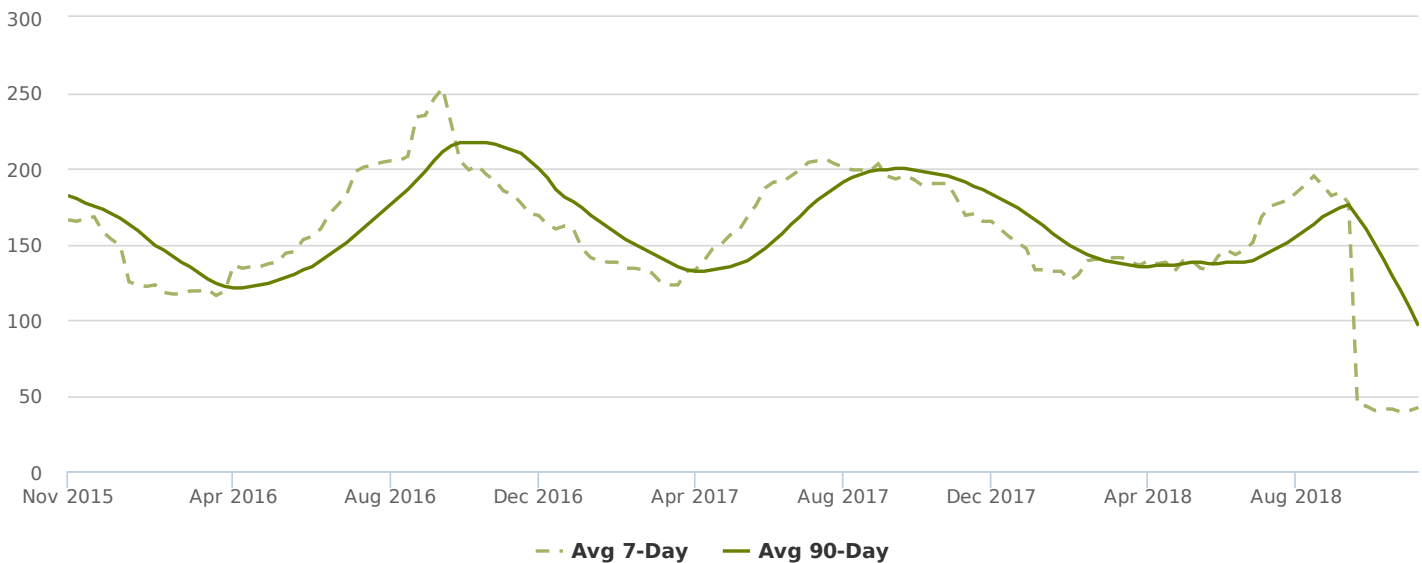
**PRICE PER SQUARE FOOT**

The value placed on homes continues to increase, despite the fact that prices in general have remained basically flat. These conditions can arise when inventory is light and more, smaller homes have more influence on overall prices.



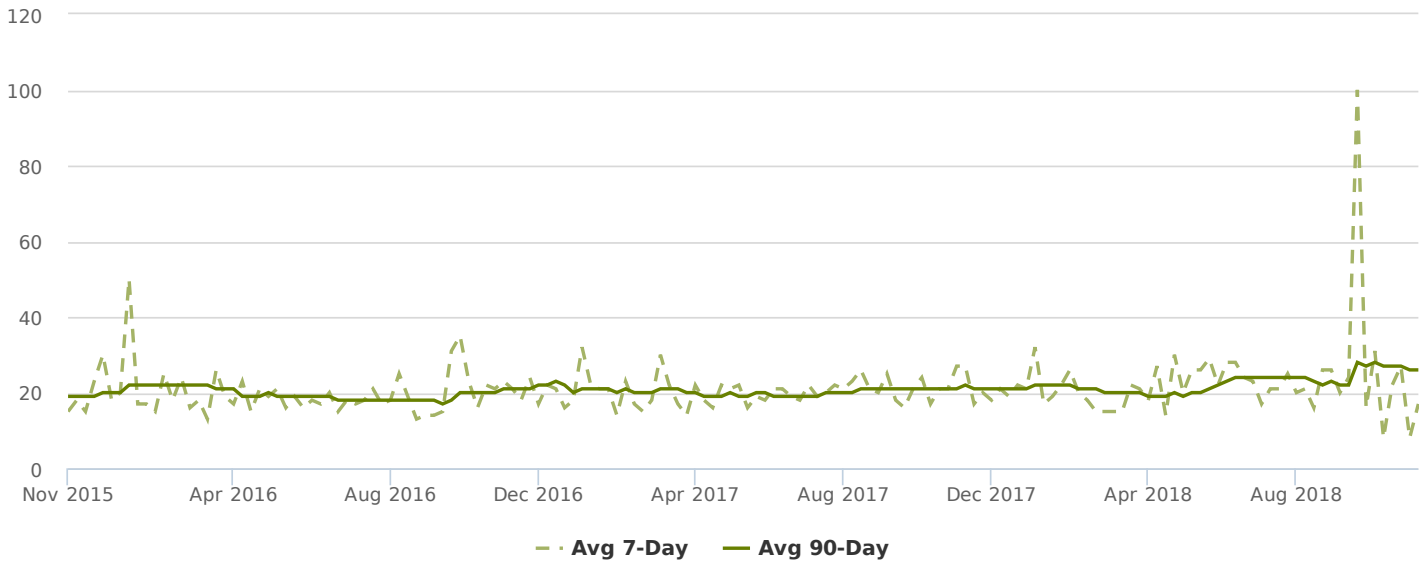
**INVENTORY**

Inventory has been falling in recent weeks. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is changing with the available supply.



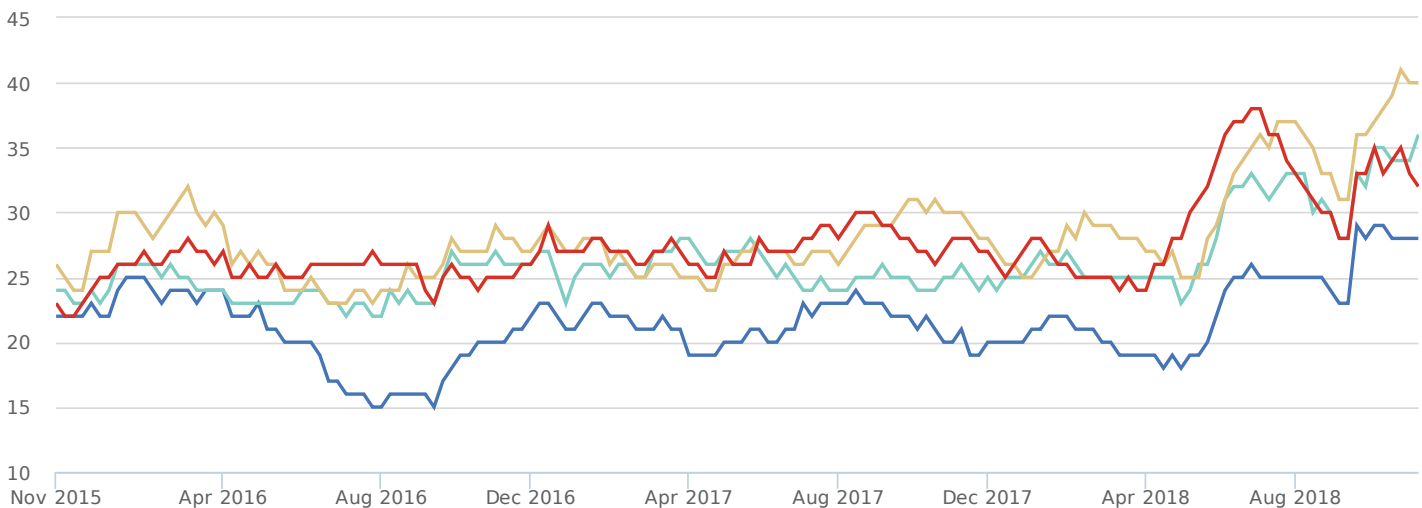
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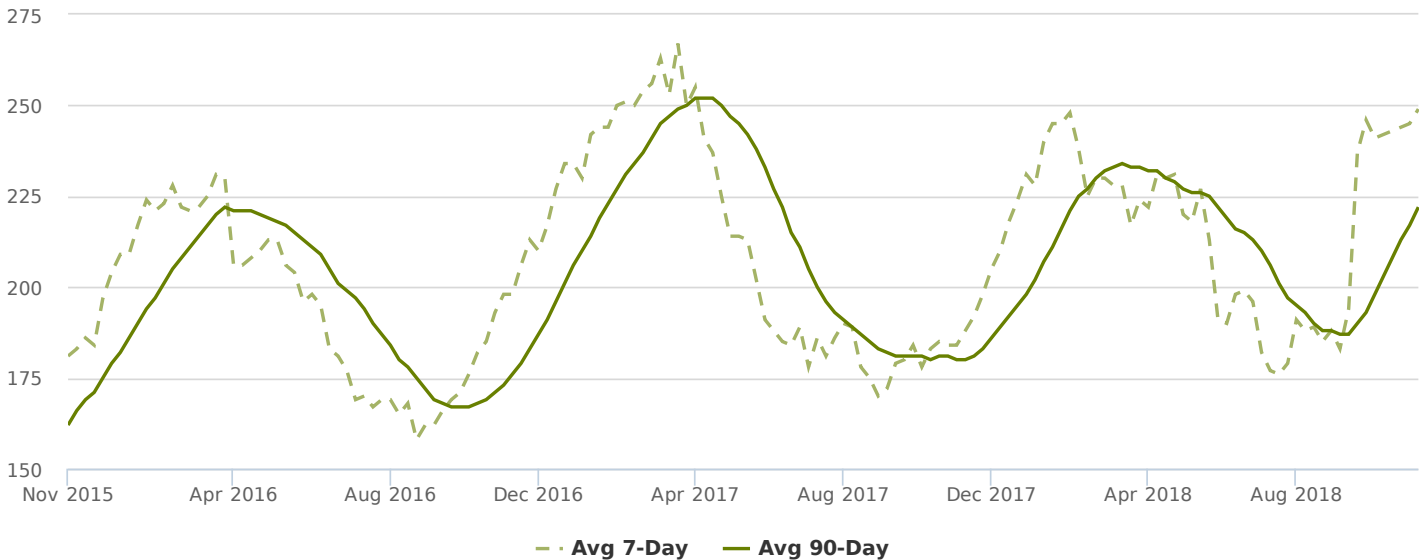
### MARKET ACTION SEGMENTS

Three of the four quartiles of the market are in the Seller's Market zone with relatively low amounts of inventory given the current rate of demand for homes in the quartile. Notice that Quartile 1 (the highest-end price group) is showing weaker demand than the others. It's not uncommon that the premium segment of the market takes longer to sell than the rest of the group.



**AVERAGE DAYS ON MARKET (DOM)**

The properties have been on the market for an average of 222 days. Half of the listings have come newly on the market in the past 110 or so days. Watch the 90-day DOM trend for signals of a changing market.



**SEGMENTS**

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

