

INCLINE VILLAGE, NV

Report for 9/2/2019

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

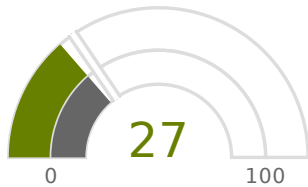
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This week the median list price for Incline Village, NV is \$1,395,000 with the market action index hovering around 27. This is about the same as last month's market action index of 27. Inventory has held steady at or around 55.

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.

- Today
- Last Month



Slight Buyer's Advantage

The market has shown some evidence of slowing recently. Both prices and inventory levels are relatively unchanged in recent weeks. Watch the Market Action Index for changes as it can be a leading indicator for price changes.

REAL-TIME MARKET PROFILE

| | | |
|---------------------------------|--|-------------|
| Median List Price | | \$1,395,000 |
| Per Square Foot | | \$467 |
| Days on Market | | 147 |
| Price Decreased | | 31% |
| Price Increased | | 0% |
| Relisted | | 0% |
| Inventory | | 55 |
| Median House Rent | | \$3,425 |
| Most Expensive | | \$9,998,000 |
| Least Expensive | | \$428,000 |
| Market Action Index | | 27 |
| Slight Buyer's Advantage | | |

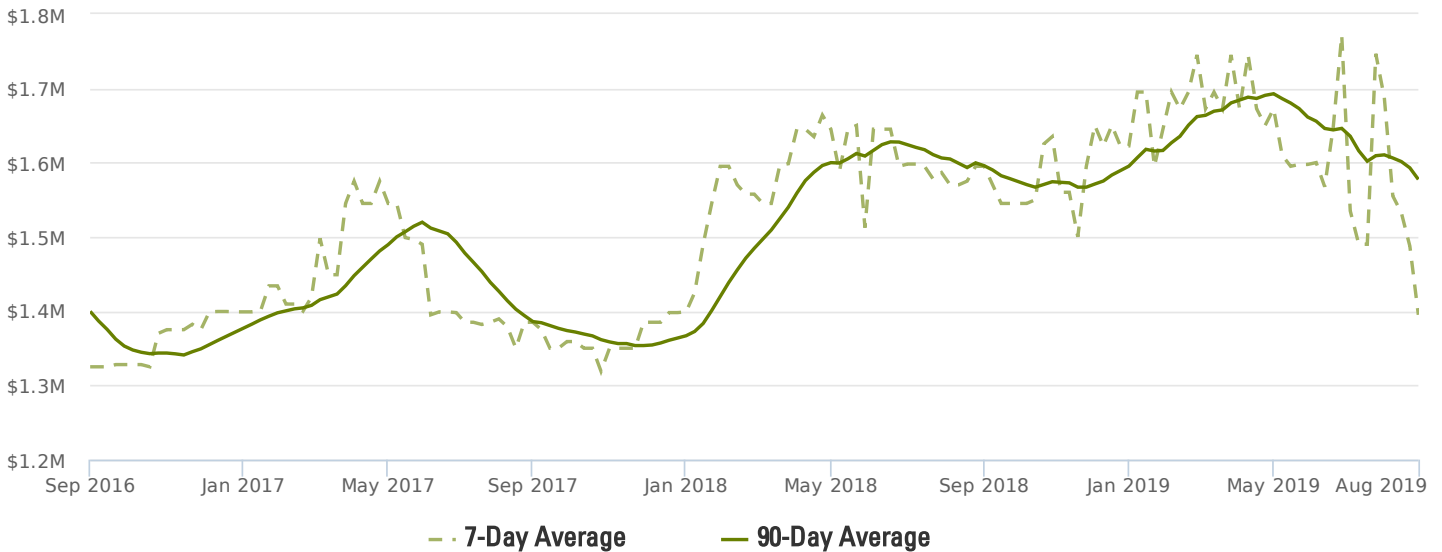
MARKET SEGMENTS

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

| Median Price | Sq. Ft. | Lot Size | Beds | Bath | Age | New | Absorbed | DOM |
|--------------|---------|-----------------|------|------|-----|-----|----------|-----|
| \$3,999,000 | 5,337 | 0.5 - 1 acre | 5 | 5 | 21 | 0 | 0 | 379 |
| \$1,745,000 | 3,849 | 0.25 - 0.5 acre | 4 | 4 | 36 | 3 | 0 | 119 |
| \$1,187,500 | 2,429 | 0.25 - 0.5 acre | 3 | 2 | 34 | 0 | 0 | 64 |
| \$591,500 | 1,641 | 0 - 4,500 sqft | 3 | 2 | 42 | 1 | 0 | 43 |

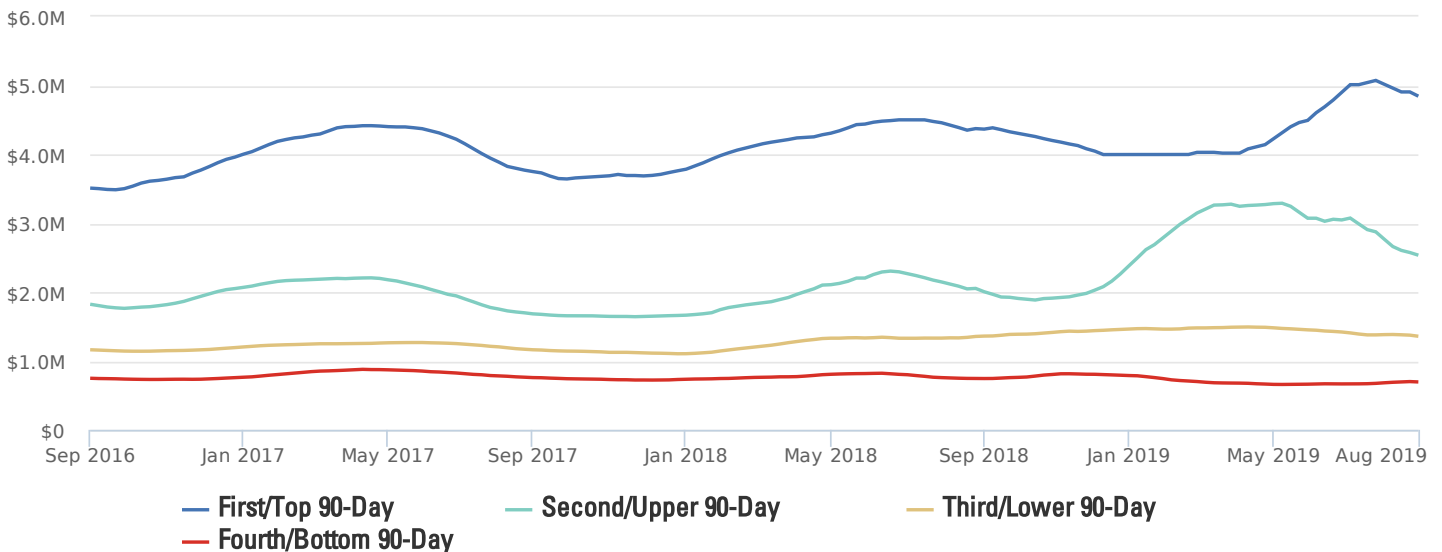
MEDIAN LIST PRICE

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.



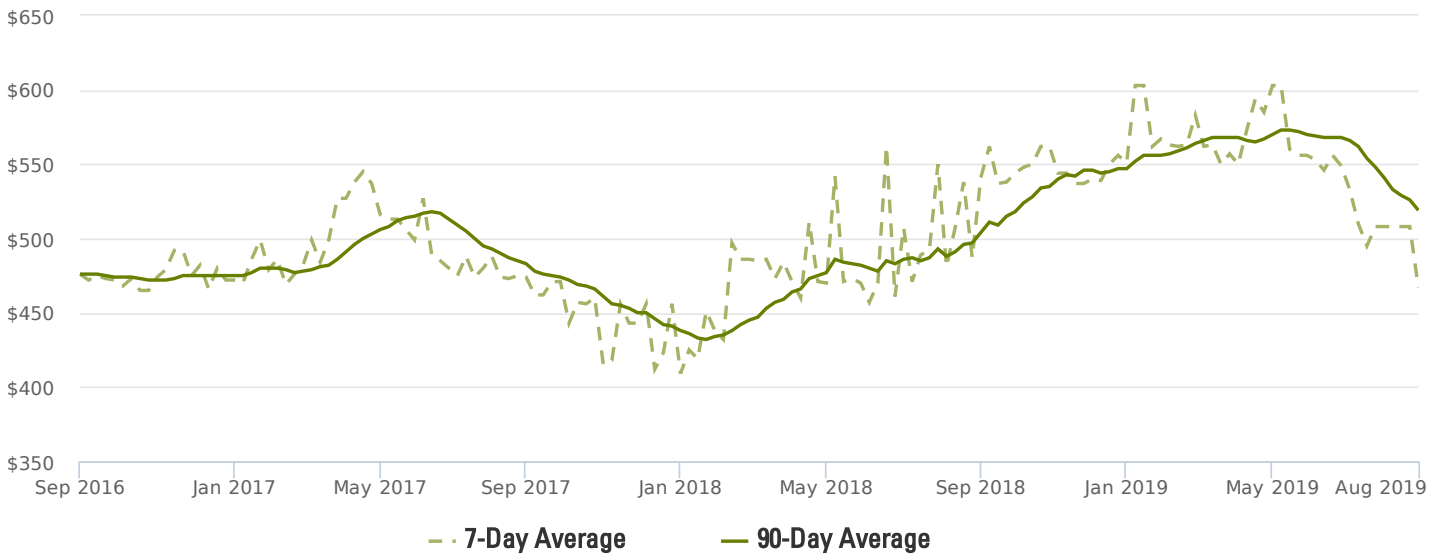
SEGMENTS

Prices at the upper end of the market have been showing weakness. While there is enough demand in the low end (Quartiles 3 and 4) to keep prices flat, unless there is a persistent up-shift in the Market Action Index, the entire market may resume a down trend soon.



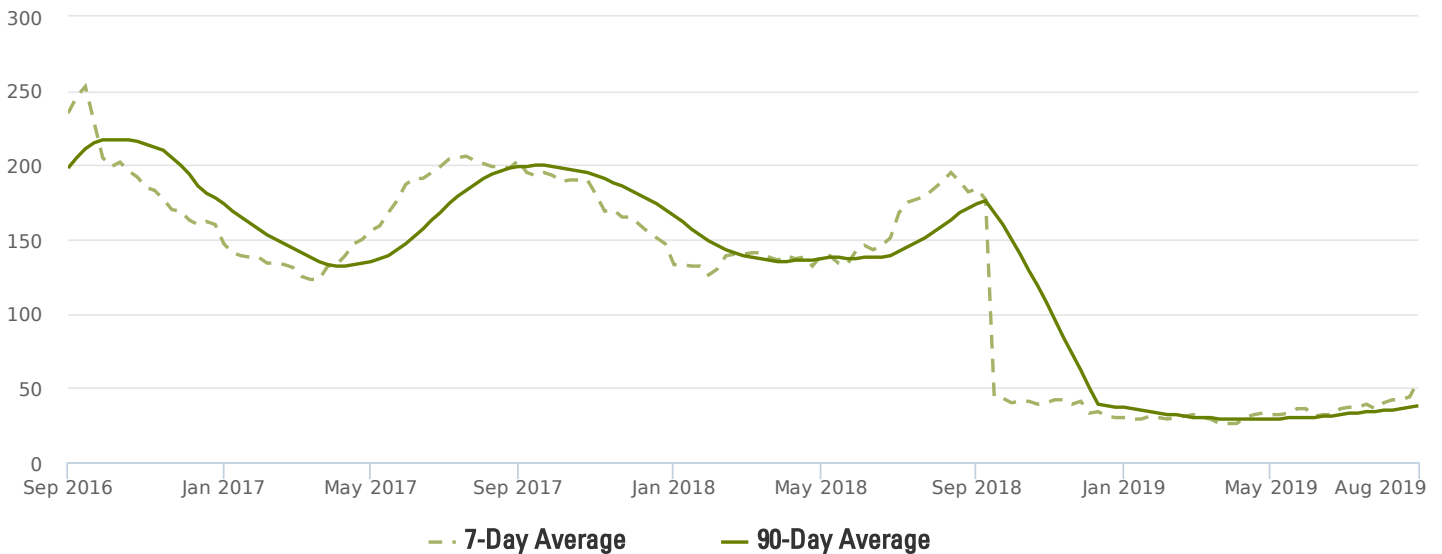
PRICE PER SQUARE FOOT

While prices have been basically flat, the price per square foot has been heading downward. While not a sign of broad strength in a market, larger homes are coming more available and buyers are tending to get more home for their money.



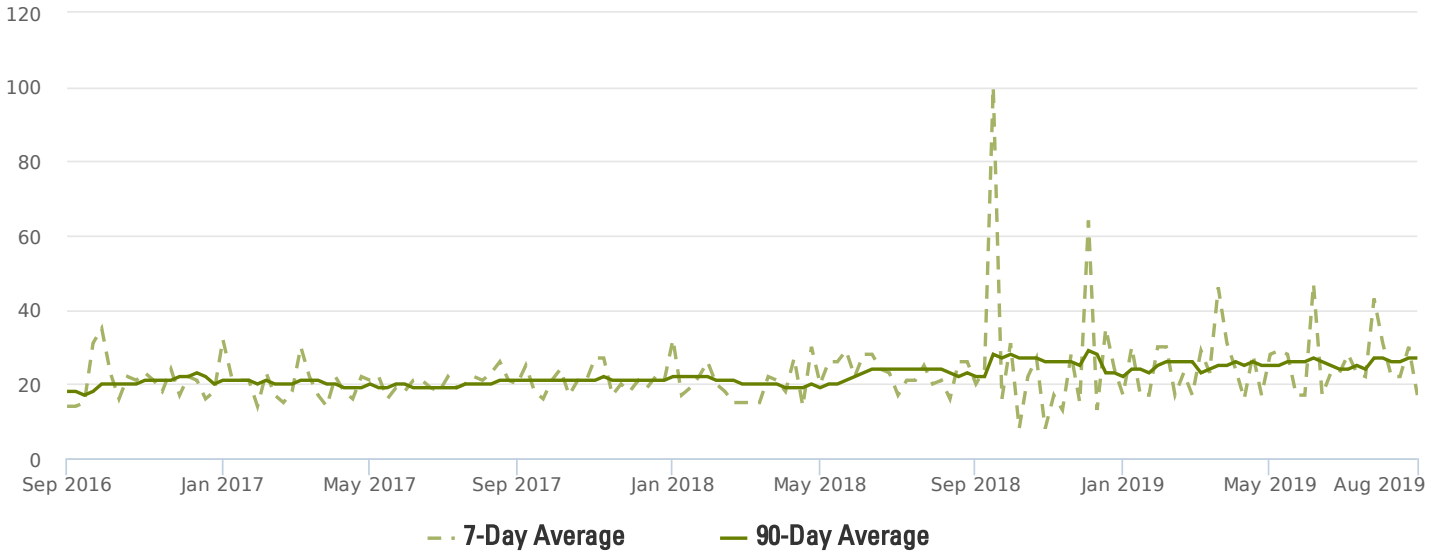
INVENTORY

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



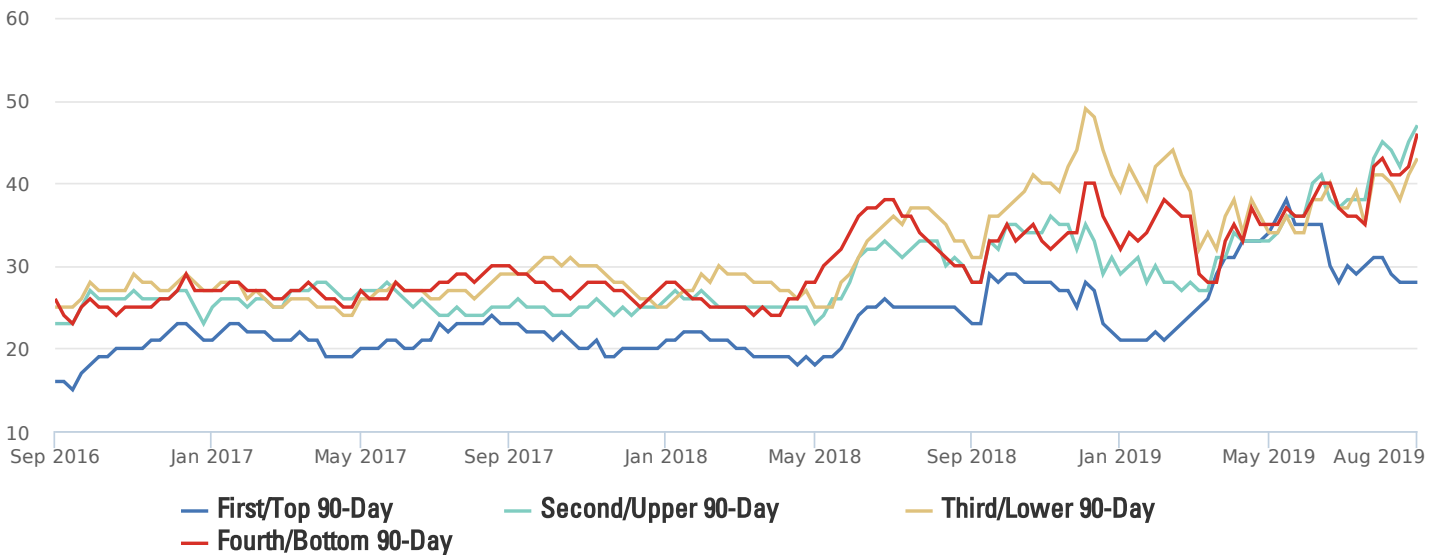
MARKET ACTION INDEX

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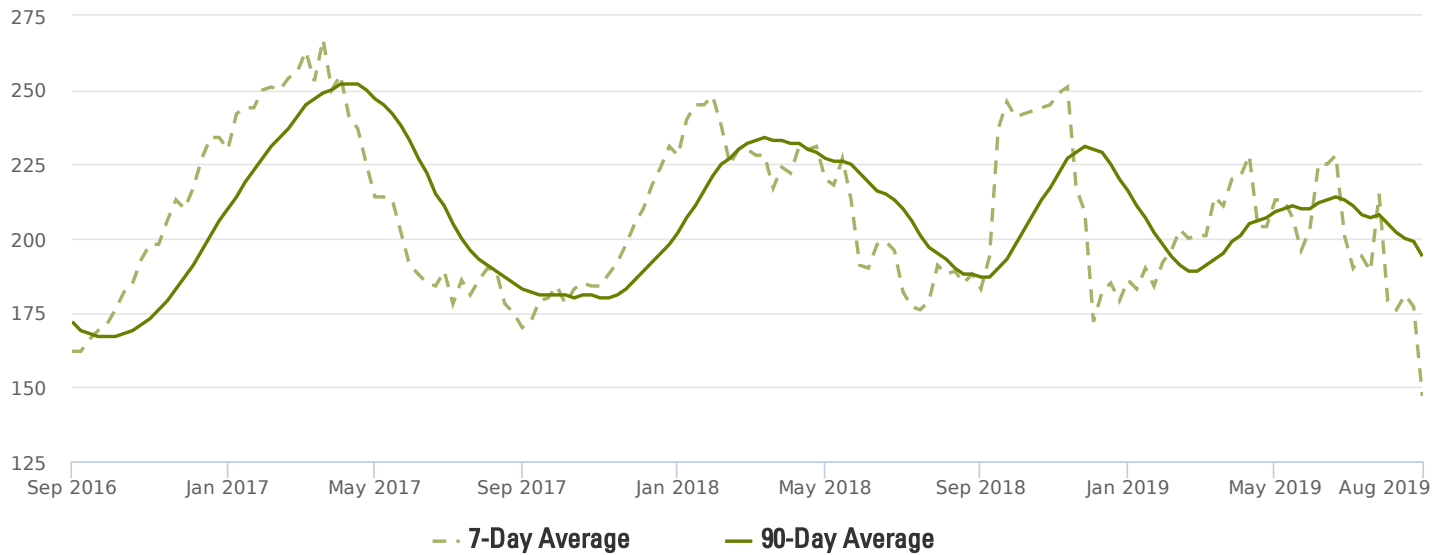
MARKET ACTION SEGMENTS

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 195 days. Half of the listings have come newly on the market in the past 102 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.

