

INCLINE VILLAGE, NV

Report for the week of 2/5/2019

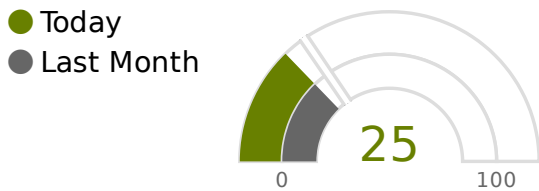
- Current Real Estate Market Conditions for Single-Family Homes
- Trends in Pricing
- Current Levels of Supply and Demand
- Value Metrics

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This week the median list price for Incline Village, NV is \$1,645,000 with the market action index hovering around 25. This is about the same as last month's market action index of 25. Inventory has held steady at or around 30.

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

Home sales have begun exceeding new inventory. This is a Buyer's market so prices are not yet moving higher as excess inventory is consumed. If the tightening continues and the market moves into the Seller's zone, we may see upward pressure on pricing.

REAL-TIME MARKET PROFILE

Median List Price		\$1,645,000
Per Square Foot		\$567
Days on Market		192
Price Decreased		13%
Price Increased		3%
Relisted		0%
Inventory		30
Median House Rent		\$3,000
Most Expensive		\$10,500,000
Least Expensive		\$499,000
Market Action Index		25
Slight Buyer's Advantage		

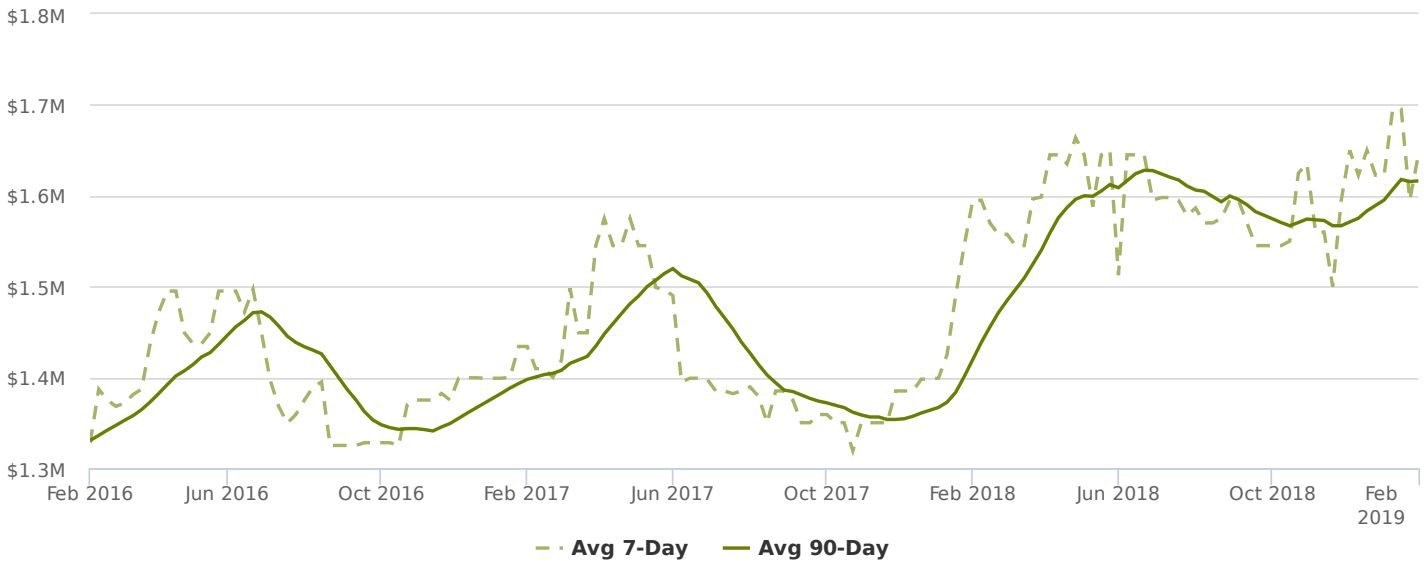
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$3,998,000	5,337	0.5 - 1 acre	4	4	21	0	0	381
\$3,300,000	4,896	0.25 - 0.5 acre	5	5	34	0	0	228
\$1,470,000	2,851	0.25 - 0.5 acre	4	3	31	0	2	92
\$692,450	1,468	4,500 - 6,500 sqft	3	2	49	1	0	98

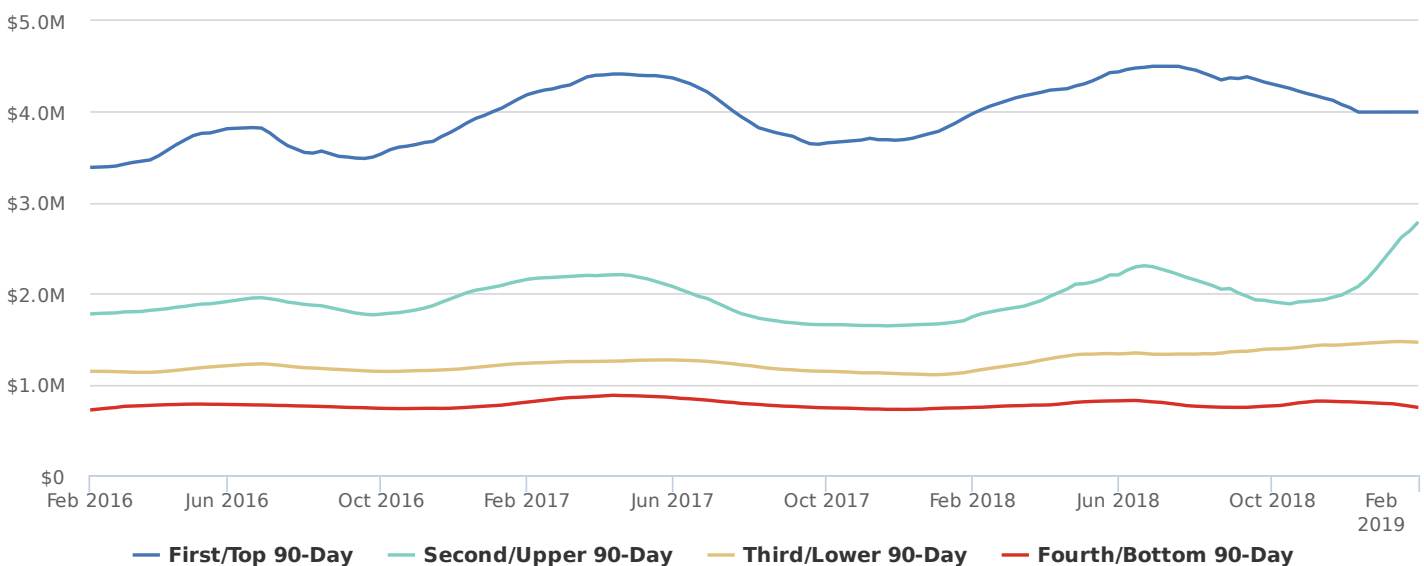
MEDIAN LIST PRICE

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

Pricing trends have been lacking strong directional indication lately. Only Quartile 2 is trending higher while Quartiles 3 and 1 are flat. Look to the Market Action Index for persistent changes (up or down) as a leading indicator for the significant price changes.



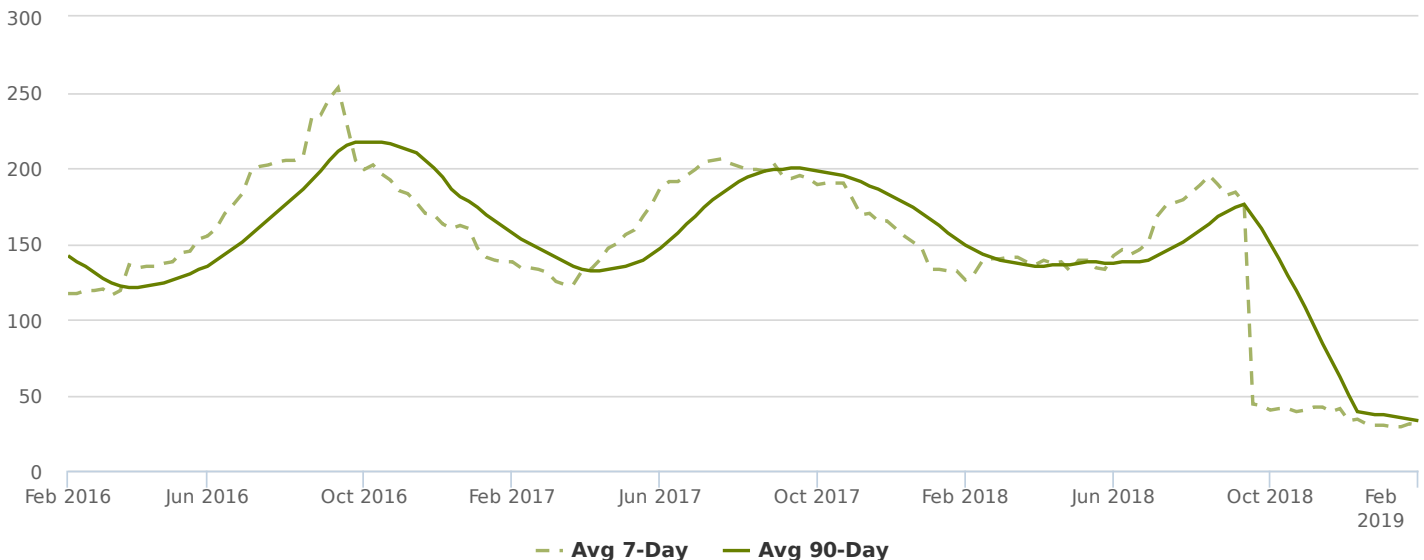
PRICE PER SQUARE FOOT

The market plateau is seen across the price and value. The price per square foot and median list price have both been reasonably stagnant. Watch the Market Action Index for persistent changes as a leading indicator before the market moves from these levels.



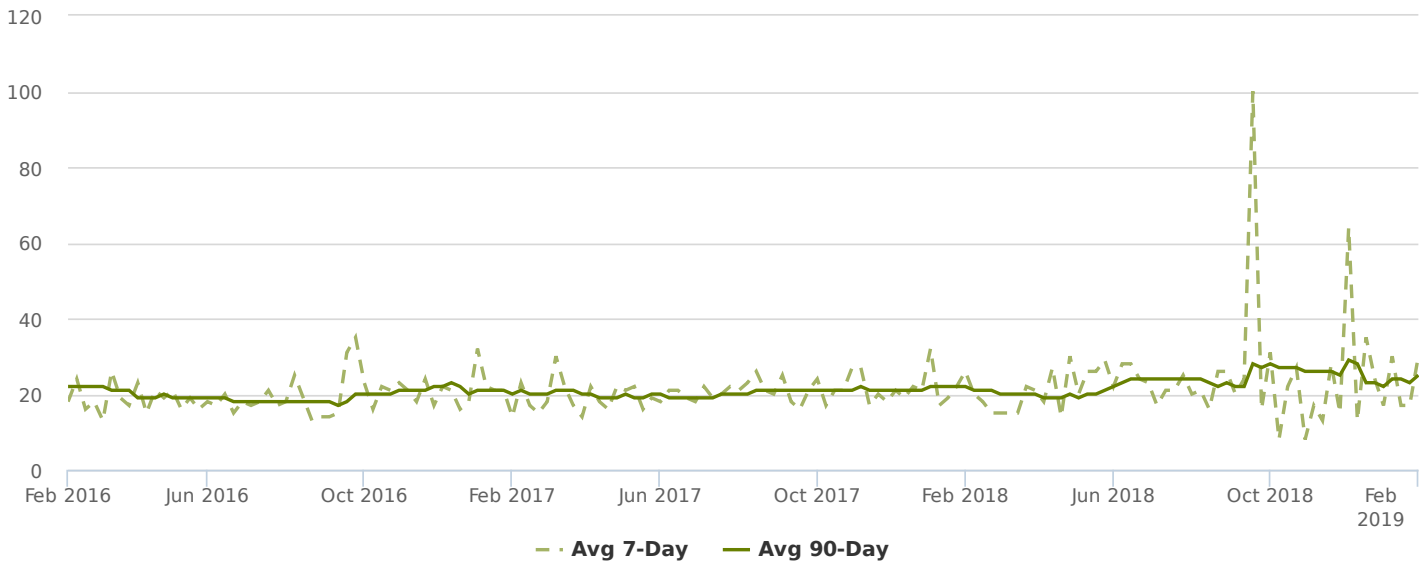
INVENTORY

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.



MARKET ACTION INDEX

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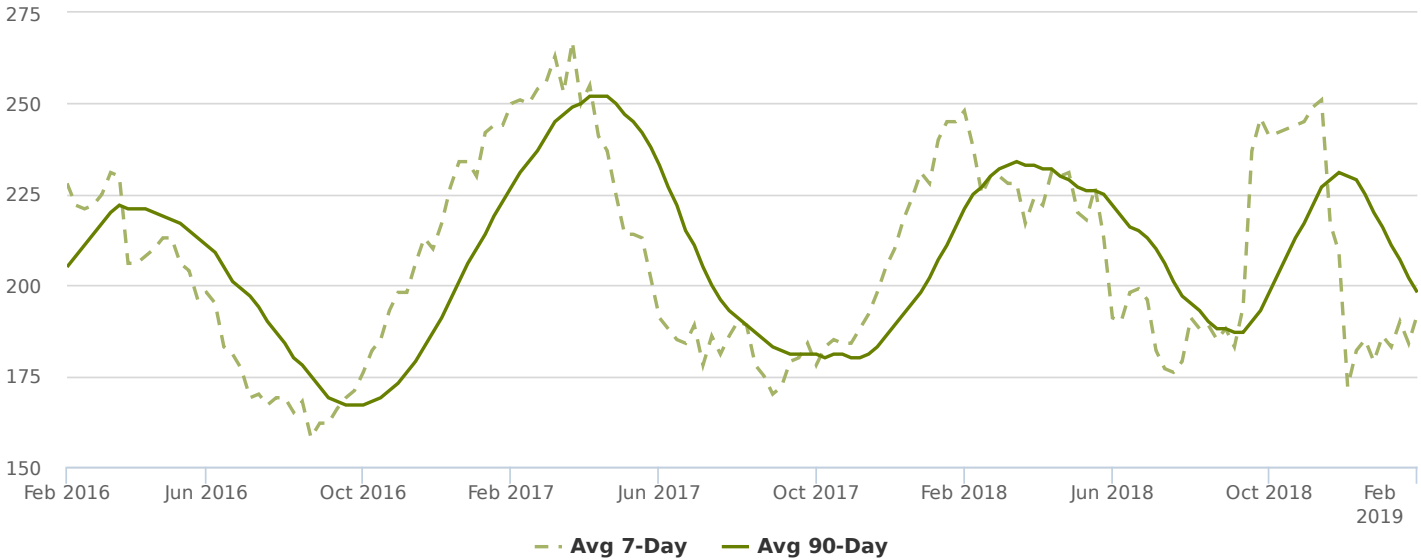
MARKET ACTION SEGMENTS

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 199 days. Half of the listings have come newly on the market in the past 126 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.

