

INCLINE VILLAGE, NV

Report for 3/4/2019

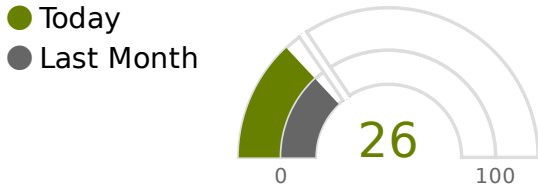
- Current Real Estate Market Conditions for Single-Family Homes
- Trends in Pricing
- Current Levels of Supply and Demand
- Value Metrics

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This week the median list price for Incline Village, NV is \$1,745,000 with the market action index hovering around 26. This is about the same as last month's market action index of 26. Inventory has held steady at or around 32.

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		\$1,745,000
Per Square Foot		\$583
Days on Market		201
Price Decreased		16%
Price Increased		3%
Relisted		3%
Inventory		32
Median House Rent		\$8,000
Most Expensive		\$15,950,000
Least Expensive		\$480,000
Market Action Index		26
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
\$4,399,500	5,487	0.5 - 1 acre	4	4	20	1	0	347
\$3,375,000	4,953	0.5 - 1 acre	5	4	31	0	0	235
\$1,492,500	3,031	0.25 - 0.5 acre	4	3	36	0	0	135
\$642,500	1,400	6,500 - 8,000 sqft	3	2	49	0	0	86

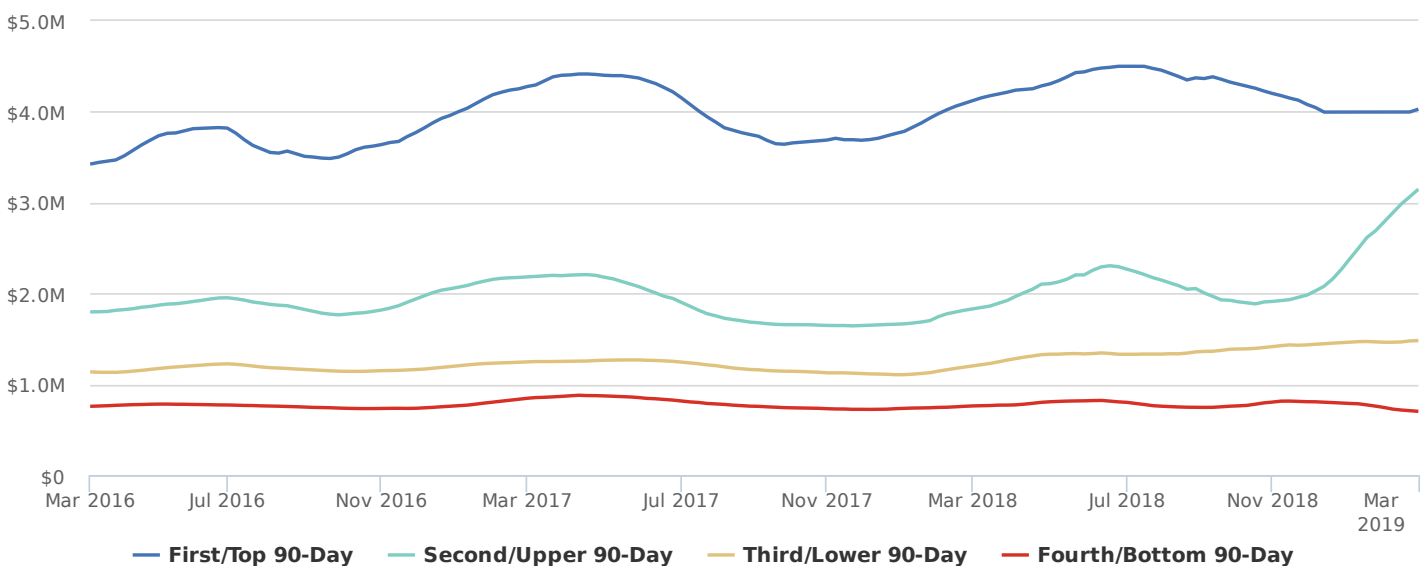
MEDIAN LIST PRICE

The market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this trend.



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.



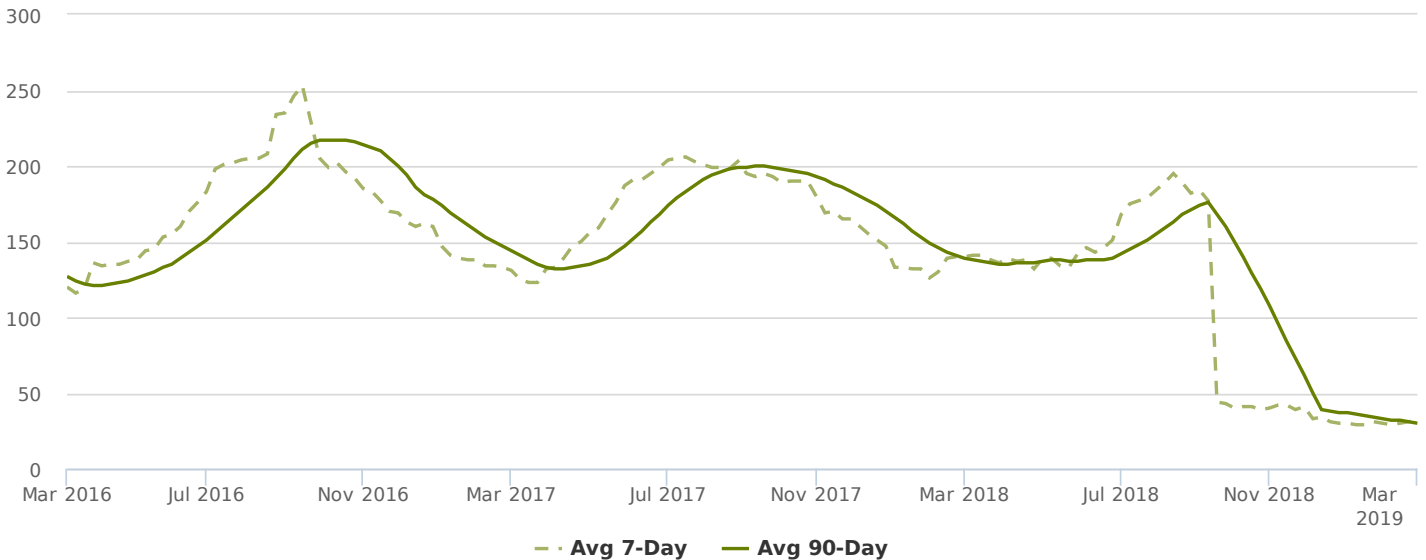
PRICE PER SQUARE FOOT

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.



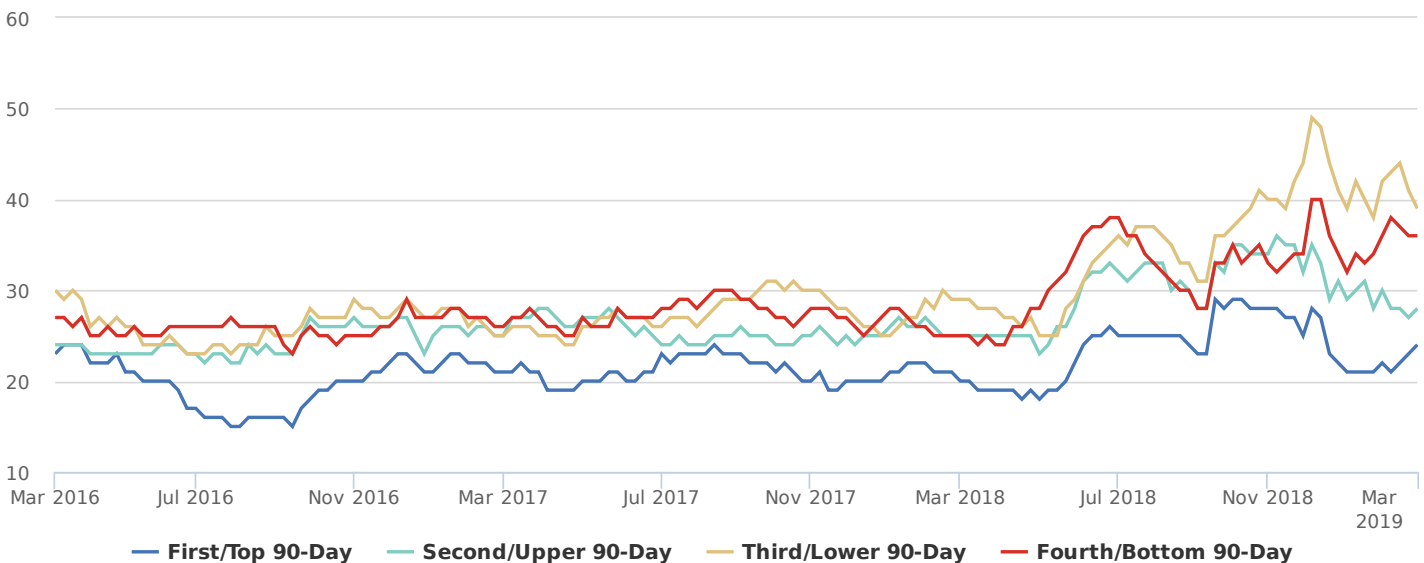
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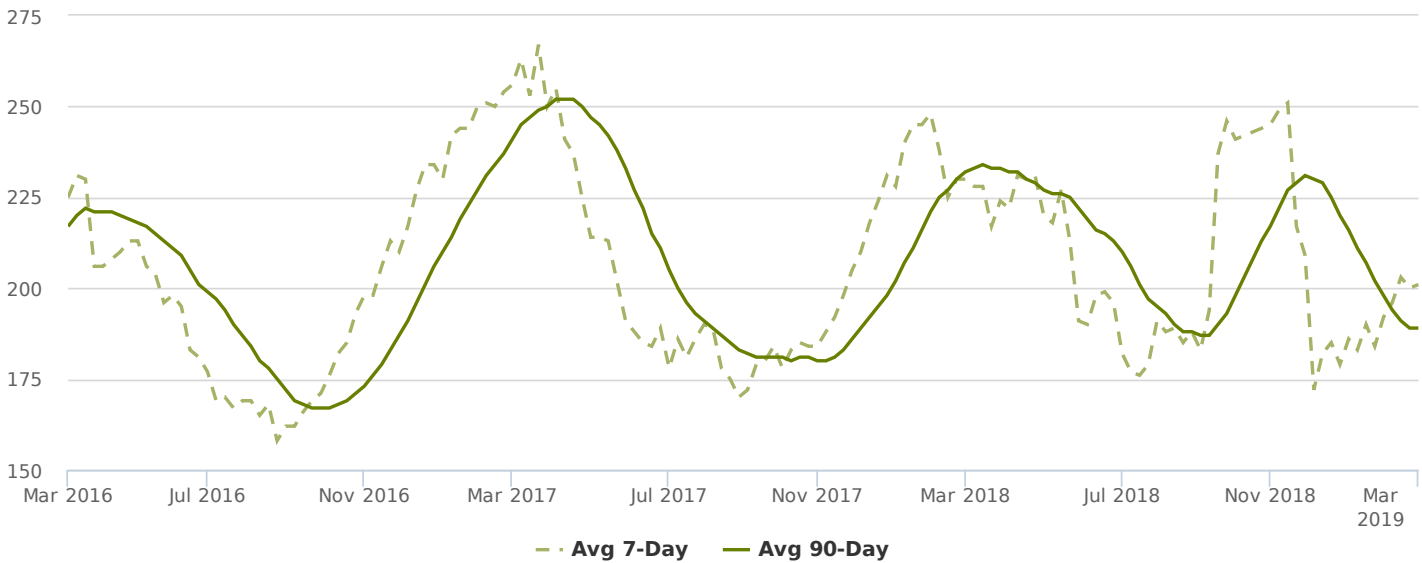
MARKET ACTION SEGMENTS

The higher end of the market (Quartiles 1 and 2) is in the Buyer's Market zone with several months of inventory given the current rate of demand for homes in the quartile. The low-end of the market is where buyers are focusing more of their attention. Notice that Quartiles 1 and 2 (the higher half of the market) have a Market Action Index below 30 (Buyer's Market).



AVERAGE DAYS ON MARKET (DOM)

The properties have been on the market for an average of 189 days. Half of the listings have come newly on the market in the past 130 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.

