

INCLINE VILLAGE, NV

Report for 12/4/2019

- 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 \$2,535,000 with the market action index hovering around 30. This is less than last month's market action index of 31. Inventory has held steady at or around 38.

MARKET ACTION INDEX

This answers "How's the Market?" by comparing rate of sales versus inventory.



Slight Seller's Advantage

Inventory levels have been relatively consistent relative to sales. Despite the fact that there is a relatively high amount of available inventory, this Buyer's market is still seeing prices move higher. Given inventory levels, these price conditions are relatively fragile. If the market cools off further, the price trend is likely to reverse.

REAL-TIME MARKET PROFILE

Median List Price		\$2,535,000
Per Square Foot		\$578
Days on Market		246
Price Decreased		34%
Price Increased		0%
Relisted		5%
Inventory		38
Median Rent		\$2,975
Most Expensive		\$11,750,000
Least Expensive		\$528,000
Market Action		30

Slight Seller's Advantage

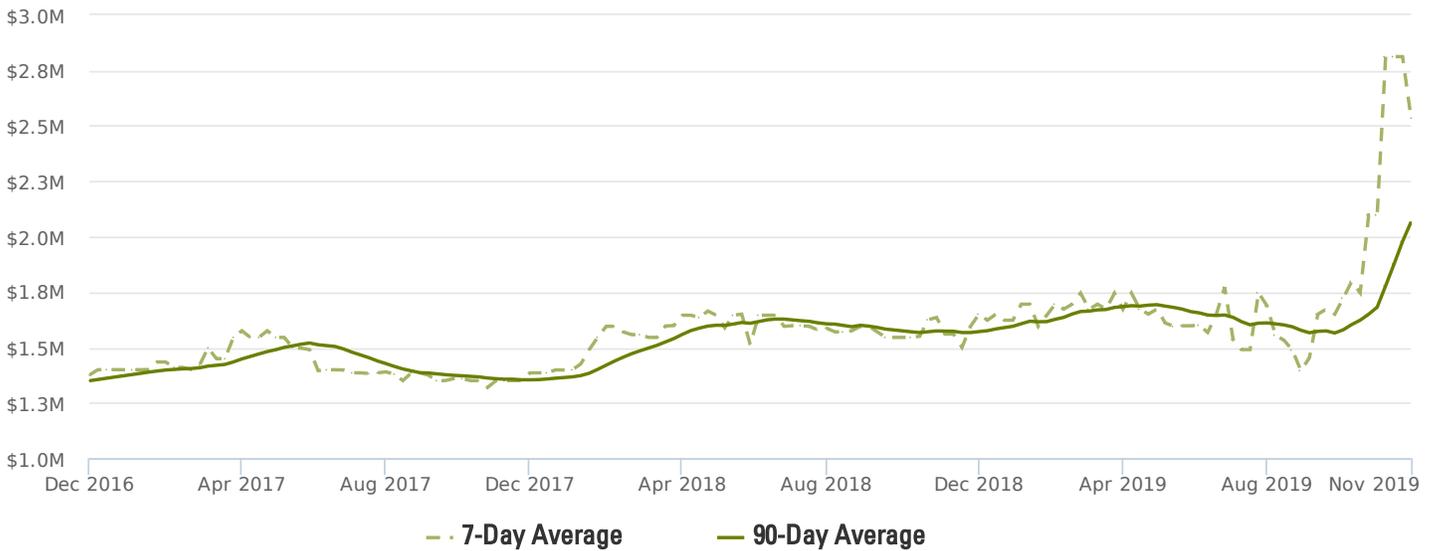
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$6,950,000	5,550	0.25 - 0.5 acre	5	5	20	0	0	372
\$3,500,000	4,896	0.25 - 0.5 acre	5	4	21	0	0	254
\$1,597,500	3,849	0.25 - 0.5 acre	4	4	39	0	1	174
\$899,450	1,868	0.25 - 0.5 acre	3	2	38	1	0	198

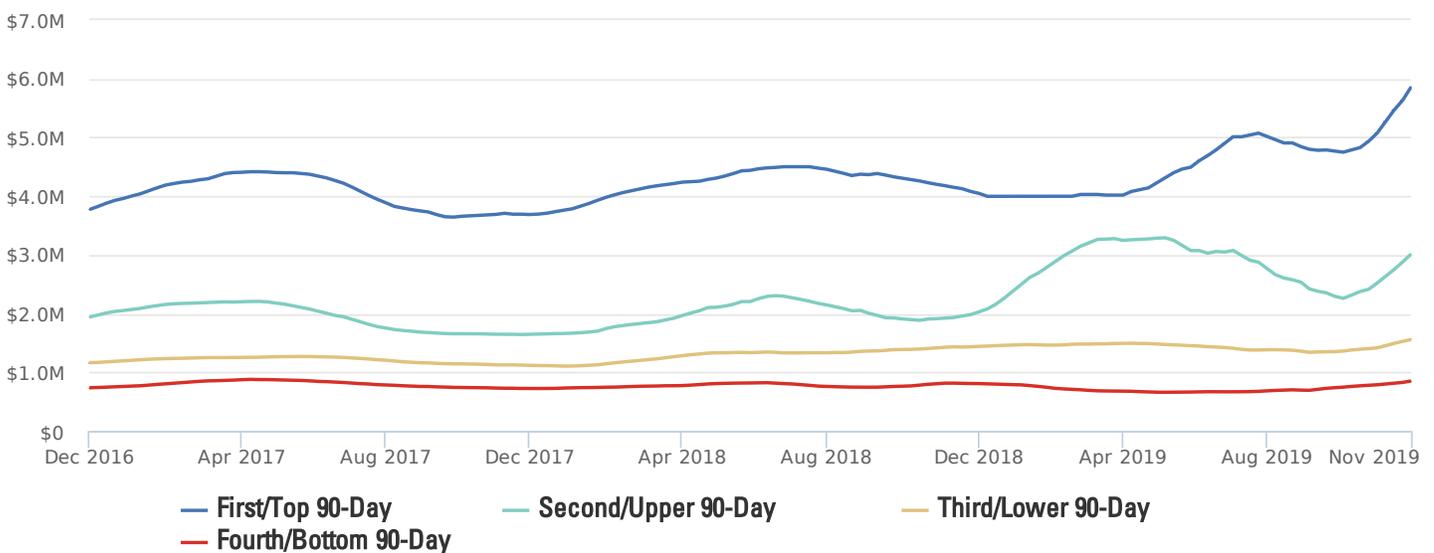
MEDIAN LIST PRICE

Prices hit another all time high this week. Given current conditions, prices continue to march higher. A persistent drop of the Market Action Index into the Buyer's zone will be a leading indicator of the price strength subsiding.



SEGMENTS

Not surprisingly, given the condition of the overall market, all quartiles have shown price strength in recent weeks. All have been increasing in price lately.



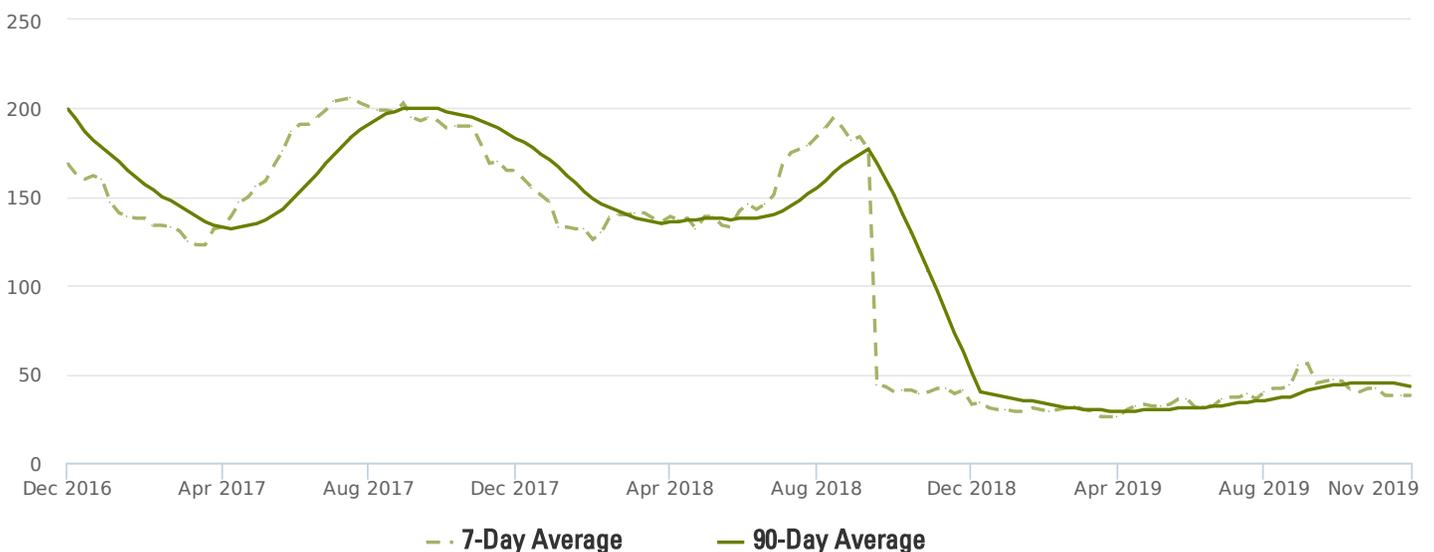
PRICE PER SQUARE FOOT

The market appears to be placing an increasing premium on homes. When list prices and price per square foot consistently increase in tandem, as they're doing now, you can often find short-term investment opportunities. Watch the Market Action Index for persistent changes as a leading indicator for these trends to flatten or drop.



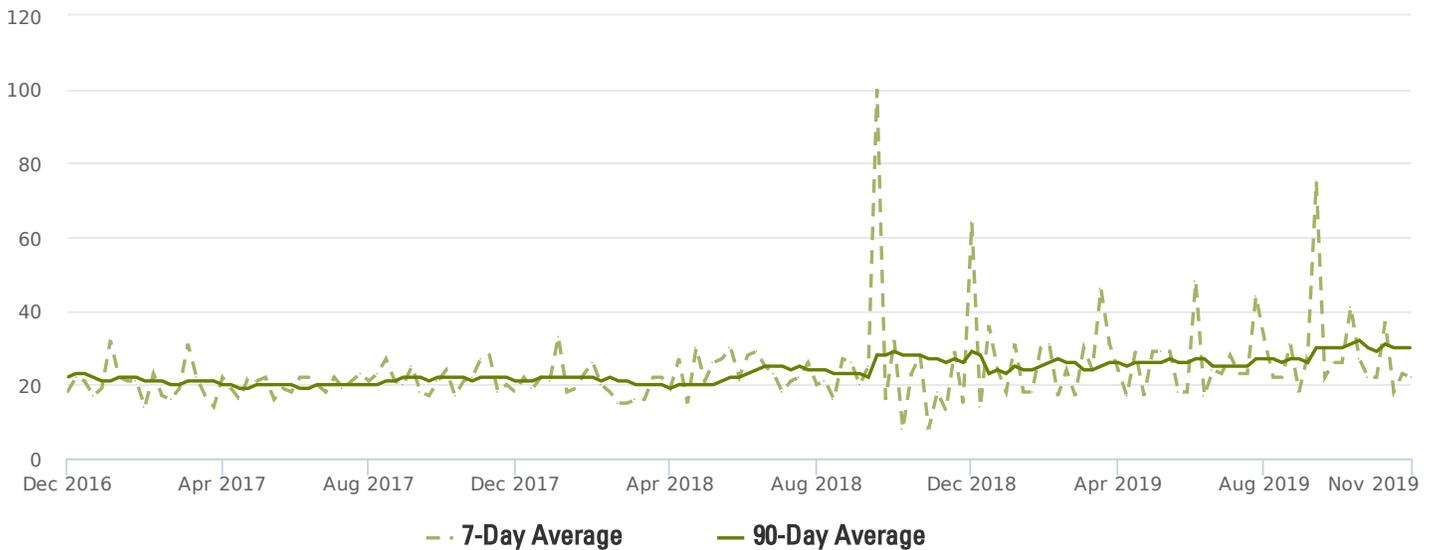
INVENTORY

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.



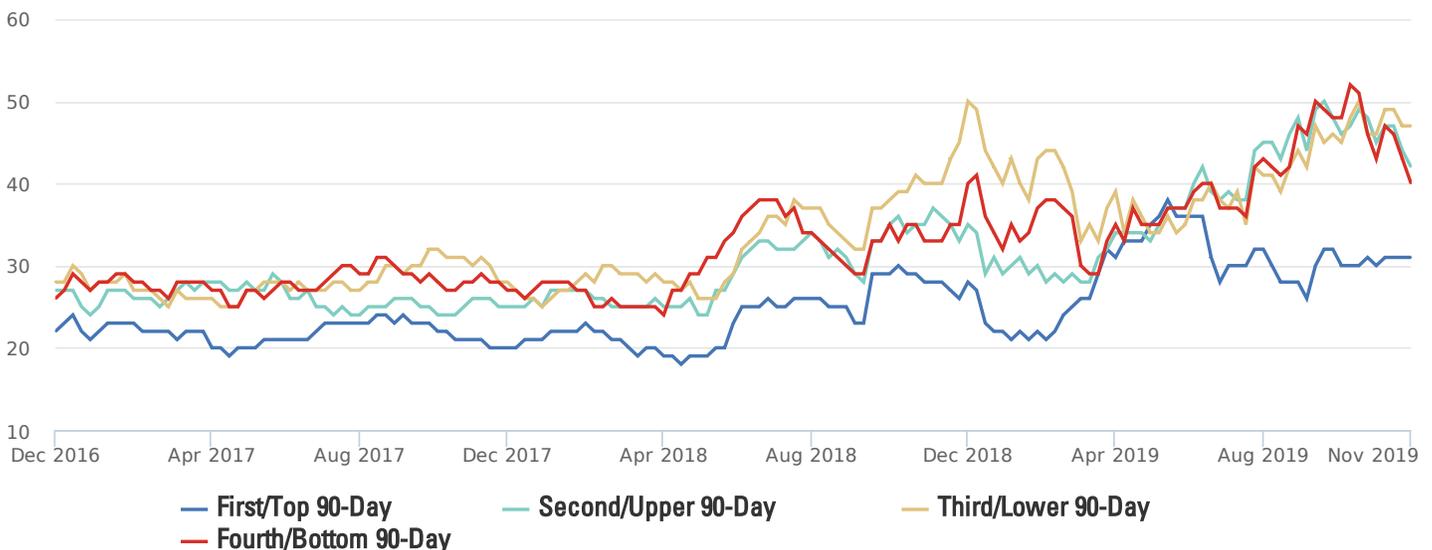
MARKET ACTION INDEX

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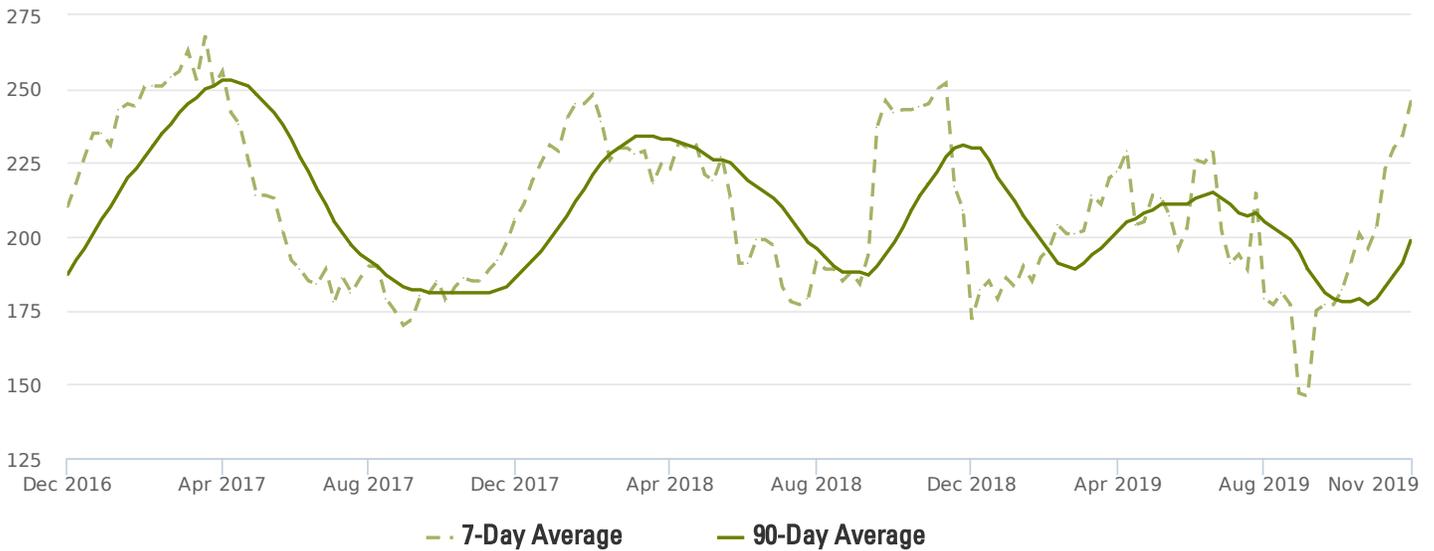
MARKET ACTION SEGMENTS

Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole 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 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.

