



First Centennial Title Market Report

Incline Village, NV

REPORT FOR 2/3/2020

Single-Family Homes

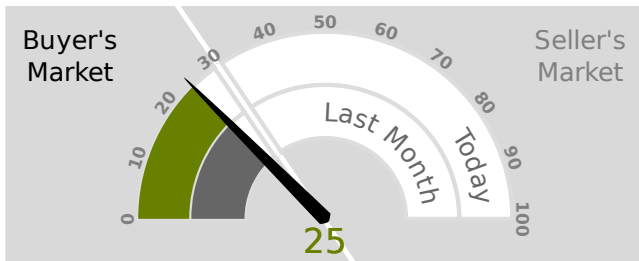


Presented by Alyx Penrod
alyxp@firstcentennial.com

This week the median list price for Incline Village, NV is \$3,165,000 with the market action index hovering around 25. This is less than last month's market action index of 26. Inventory has held steady at or around 33.

MARKET ACTION INDEX

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



Slight Buyer'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		\$3,165,000
Per Square Foot		\$568
Days on Market		264
Price Decreased		18%
Price Increased		3%
Relisted		0%
Inventory		33
Median Rent		\$3,000
Most Expensive		\$11,750,000
Least Expensive		\$549,000
Market Action		25

Slight Buyer's Advantage

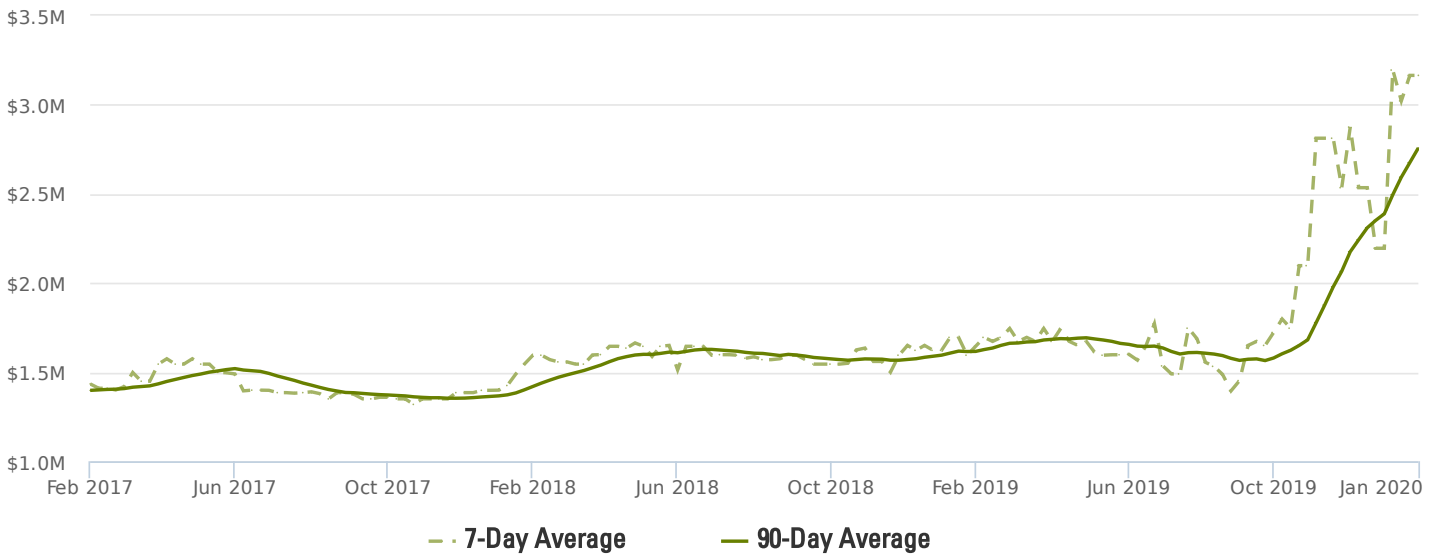
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$6,975,000	6,298	0.25 - 0.5 acre	5	5	20	0	0	374
\$3,575,000	5,160	0.25 - 0.5 acre	5	4	25	0	0	347
\$1,799,997	3,942	0.25 - 0.5 acre	4	4	40	0	0	183
\$1,049,999	2,632	0.25 - 0.5 acre	4	3	40	0	0	161

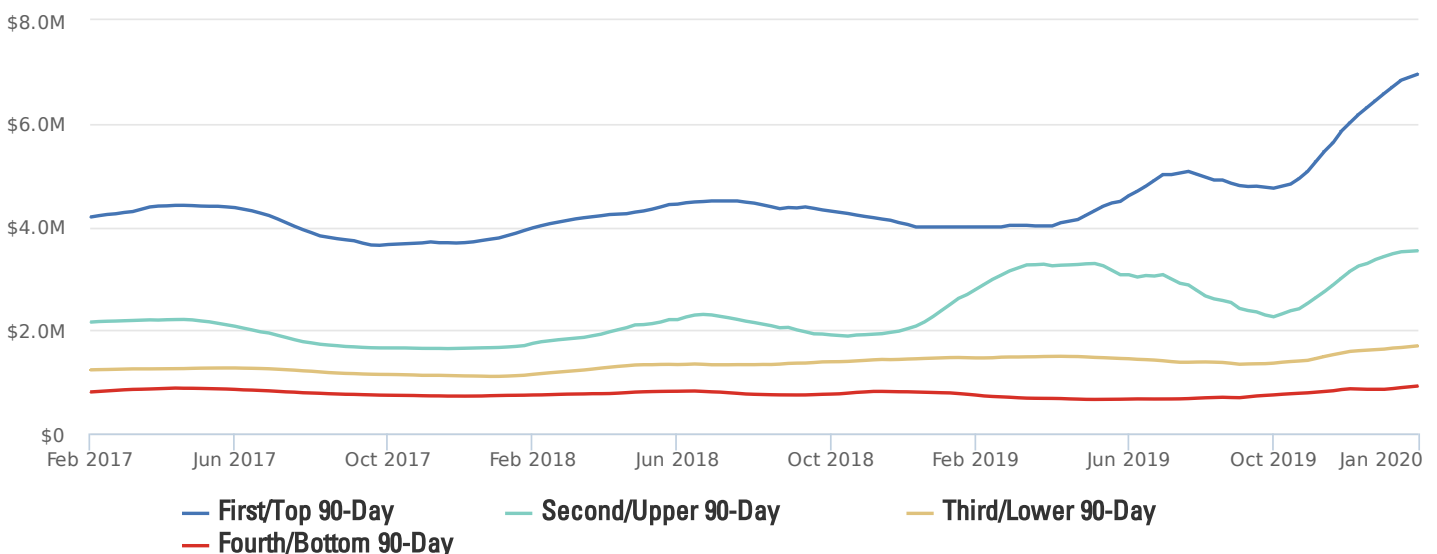
MEDIAN LIST PRICE

Prices are climbing and we're nearing the market's all time high. A persistent drop of the Market Action Index into the Buyer's zone will be a leading indicator of the price strength subsiding.



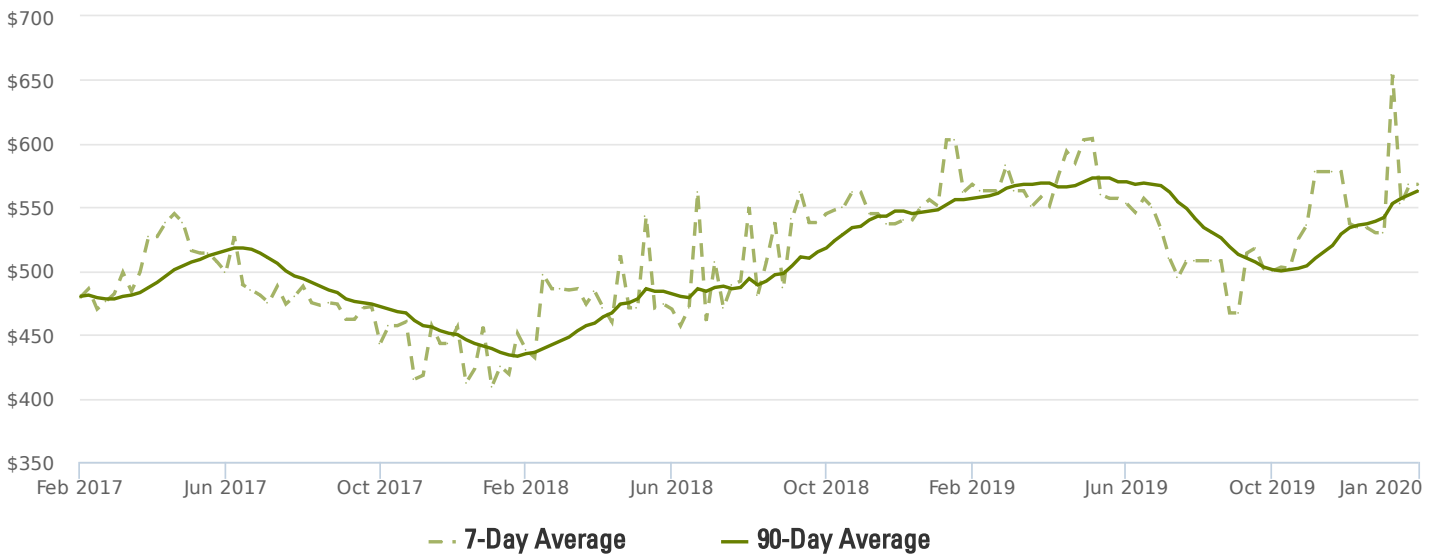
SEGMENTS

Pricing across most of the market has stayed relatively strong recently. While Quartile 2 is basically flat, all other segments are in an up trend period. Unless the Market Action Index has a persistent downward shift, expect that Quartile 2 will assume a similar trend with the other groups.



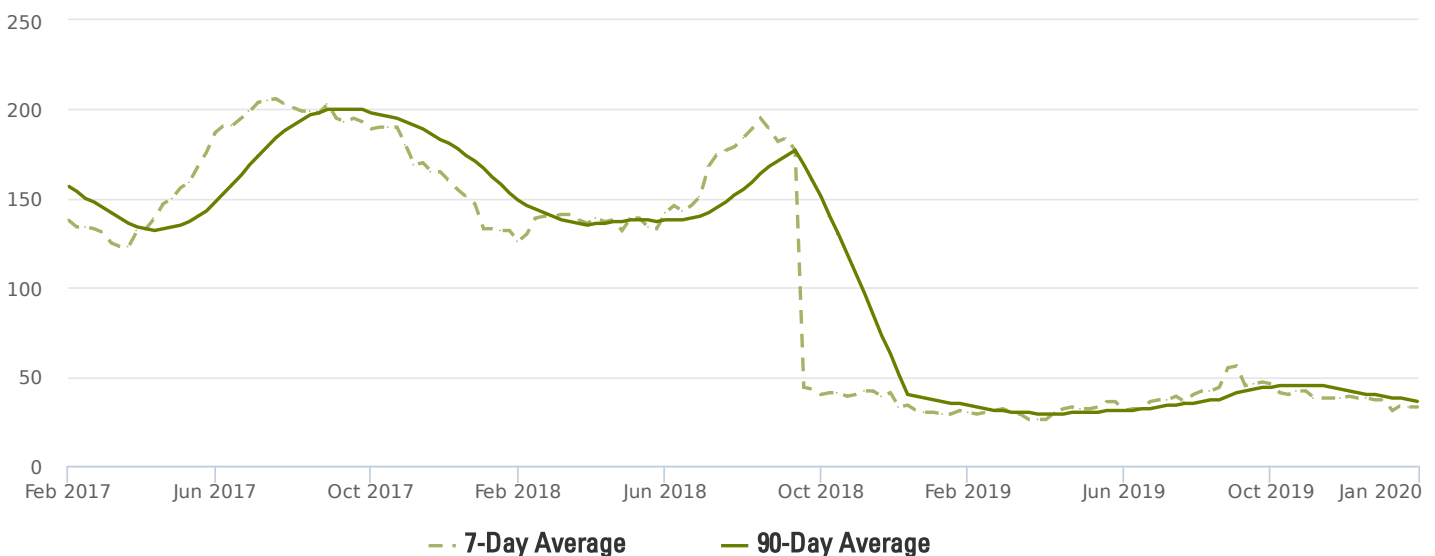
PRICE PER SQUARE FOOT

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.



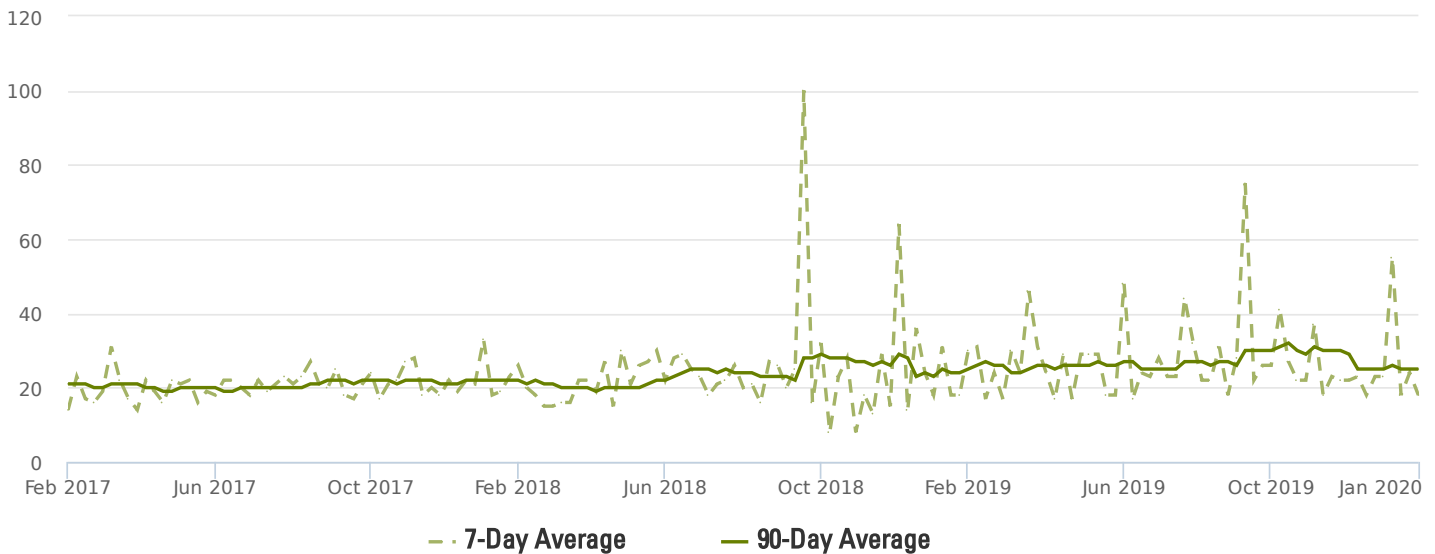
INVENTORY

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.



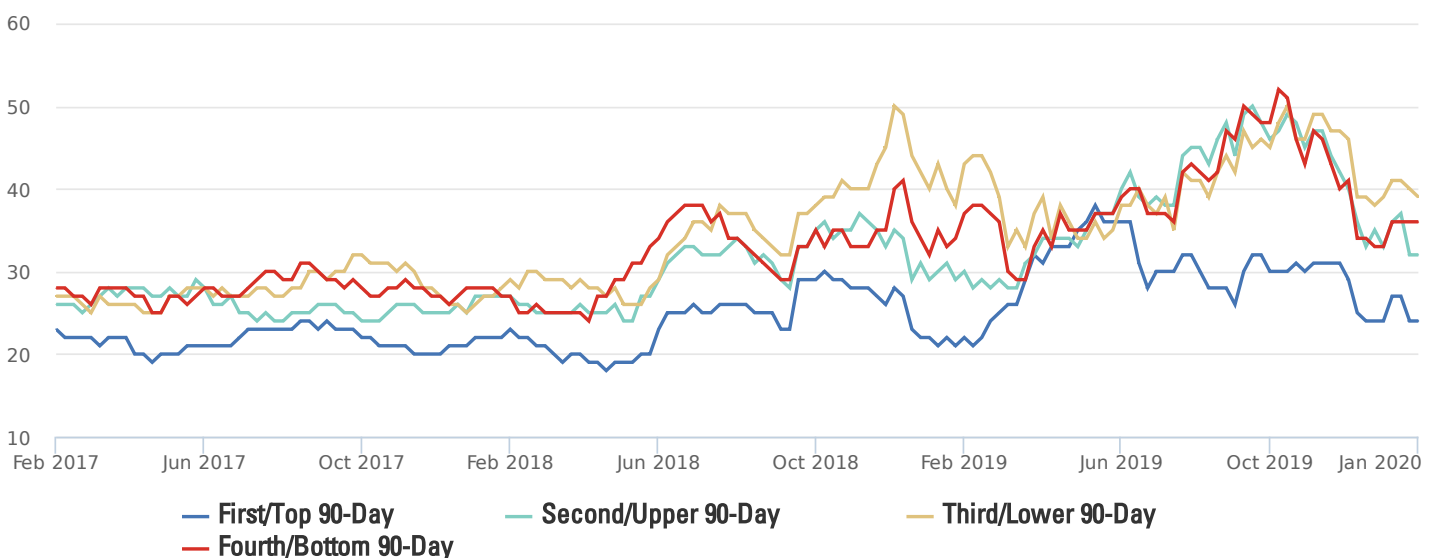
MARKET ACTION INDEX

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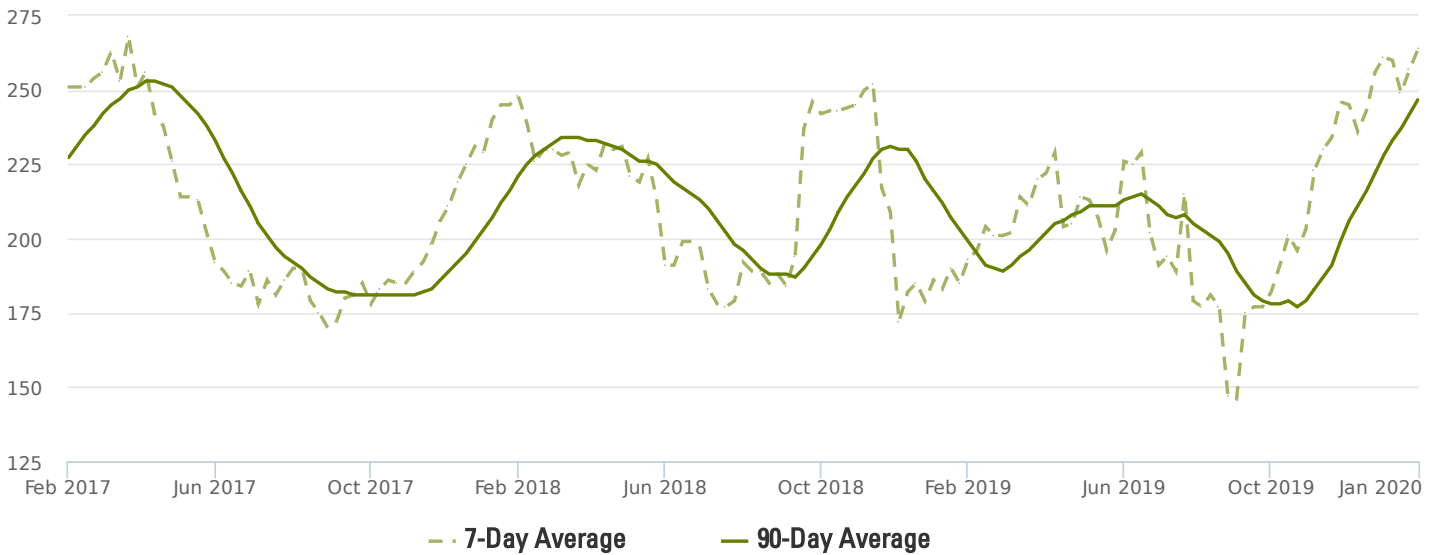
MARKET ACTION SEGMENTS

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 247 days. Half of the listings have come newly on the market in the past 157 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.

