

INCLINE VILLAGE, NV

Report for 1/2/2020

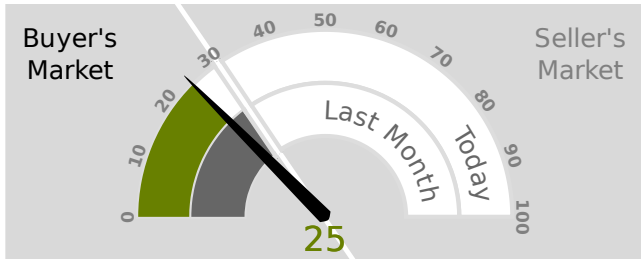
- Current Real Estate Market Conditions for Single-Family Homes
- Trends in Pricing
- Current Levels of Supply and Demand
- Value Metrics

Presented by Alyx Penrod
alyxp@firstcentennial.com

This week the median list price for Incline Village, NV is \$2,195,000 with the market action index hovering around 25. This is less than last month's market action index of 29. Inventory has held steady at or around 37.

MARKET ACTION INDEX

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



Slight Buyer's Advantage

In terms of supply and demand, the market is getting cooler - more supply is coming on the market relative to the sales demand. However, in recent weeks prices have been moving higher. Since it is technically a Buyer's market, this price trend may be a result of improved quality (newer, larger homes) of the homes being listed. Look at the descriptive statistics where you may notice the homes being listed are larger and younger than they have been in the past.

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 | 400 |
| \$3,495,000 | 5,337 | 0.25 - 0.5 acre | 5 | 4 | 21 | 0 | 1 | 234 |
| \$1,585,000 | 3,906 | 0.25 - 0.5 acre | 4 | 4 | 39 | 0 | 0 | 208 |
| \$829,450 | 1,868 | 0.25 - 0.5 acre | 3 | 2 | 40 | 0 | 0 | 189 |

REAL-TIME MARKET PROFILE

| | | |
|-------------------|--|--------------|
| Median List Price | | \$2,195,000 |
| Per Square Foot | | \$530 |
| Days on Market | | 256 |
| Price Decreased | | 30% |
| Price Increased | | 0% |
| Relisted | | 3% |
| Inventory | | 37 |
| Median Rent | | \$3,000 |
| Most Expensive | | \$11,750,000 |
| Least Expensive | | \$528,000 |
| Market Action | | 25 |

Slight Buyer's Advantage

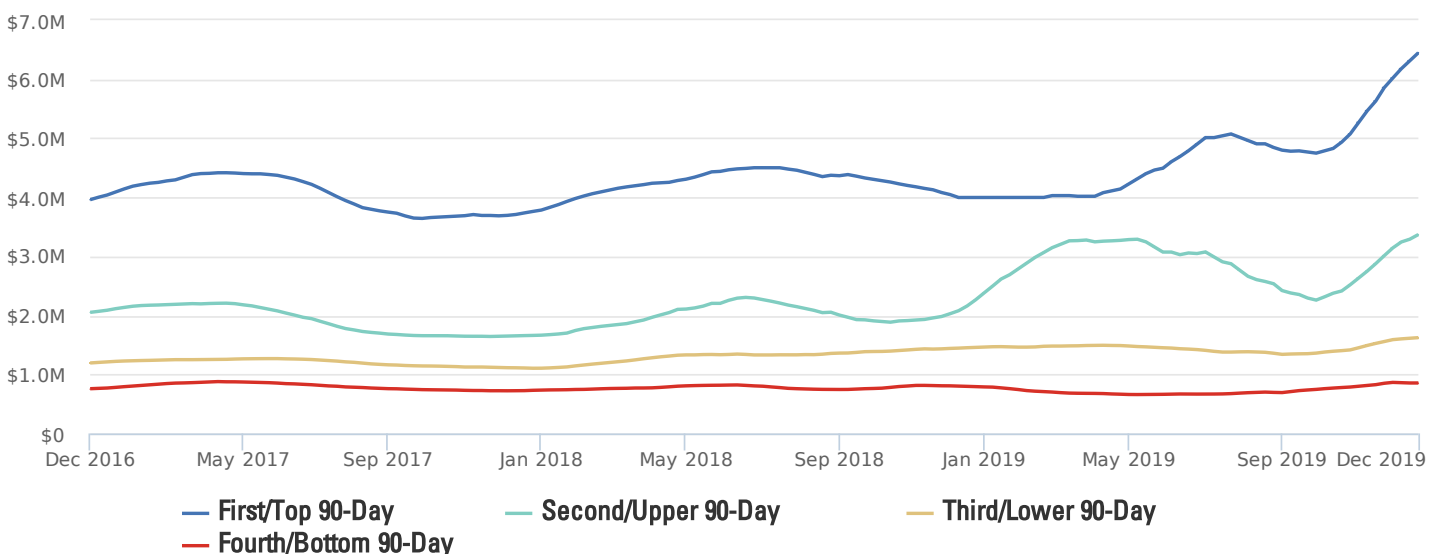
MEDIAN LIST PRICE

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.



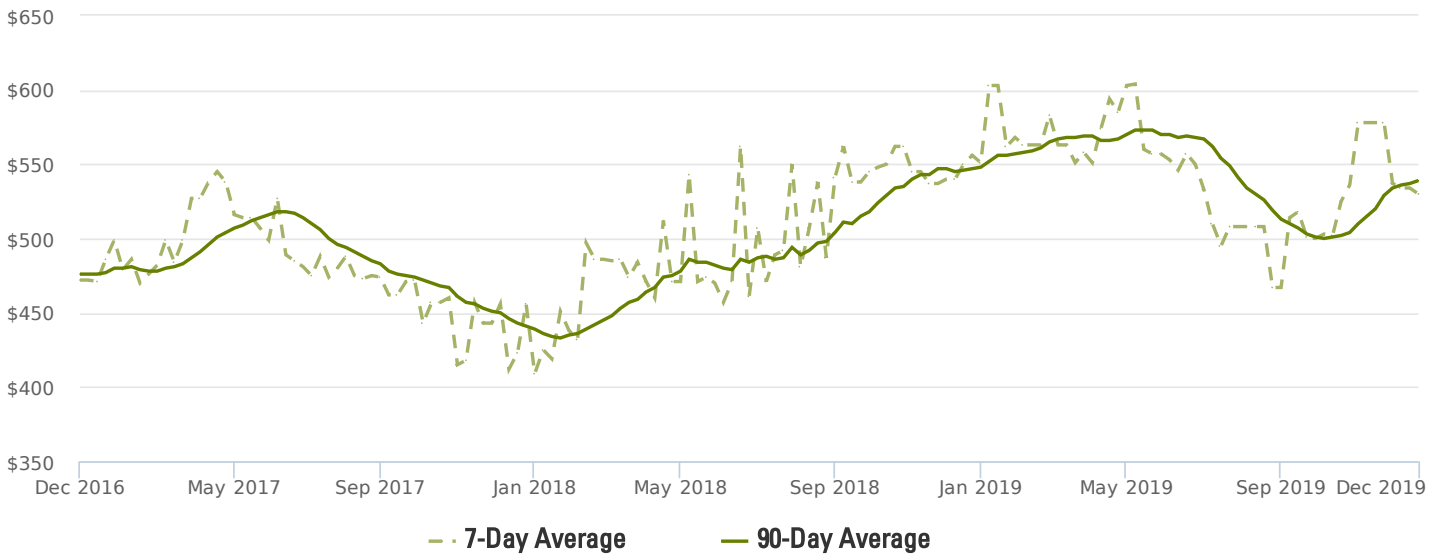
SEGMENTS

Pricing across most of the market has been relatively strong recently. While Quartile 4 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 4 will assume a similar trend with the other groups.



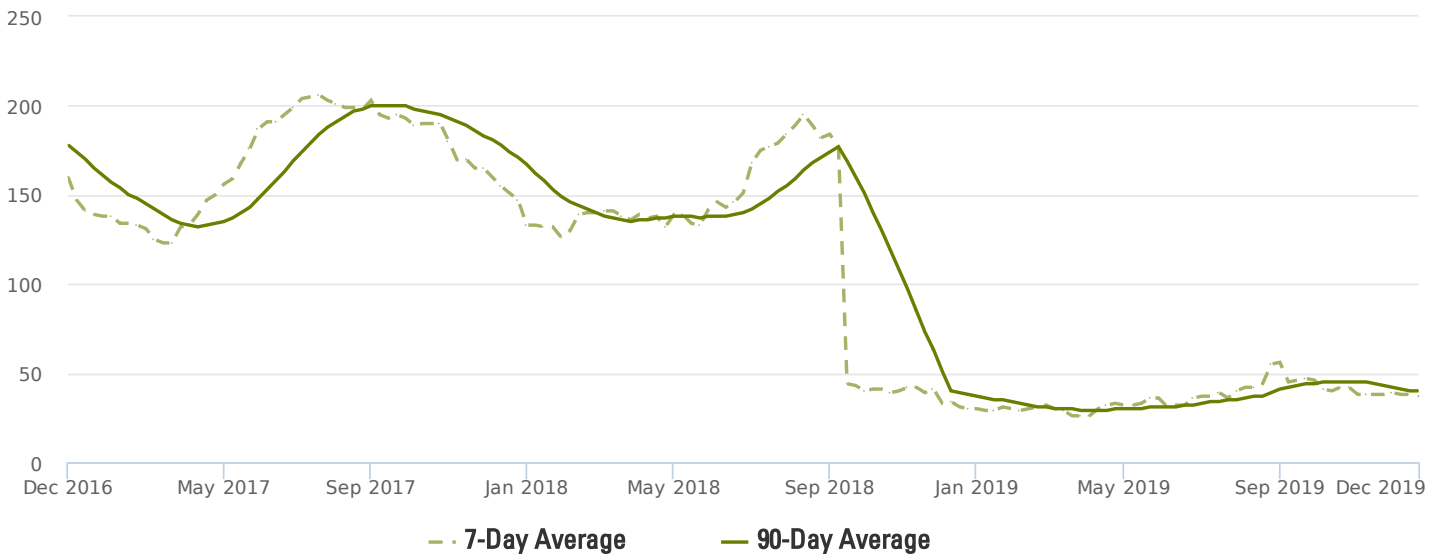
PRICE PER SQUARE FOOT

In a market where prices are rising fairly consistently, price per square foot is essentially flat. This often implies that new homes coming on the market are pricier, and also larger than older homes. As a result the value one can buy stays the same.



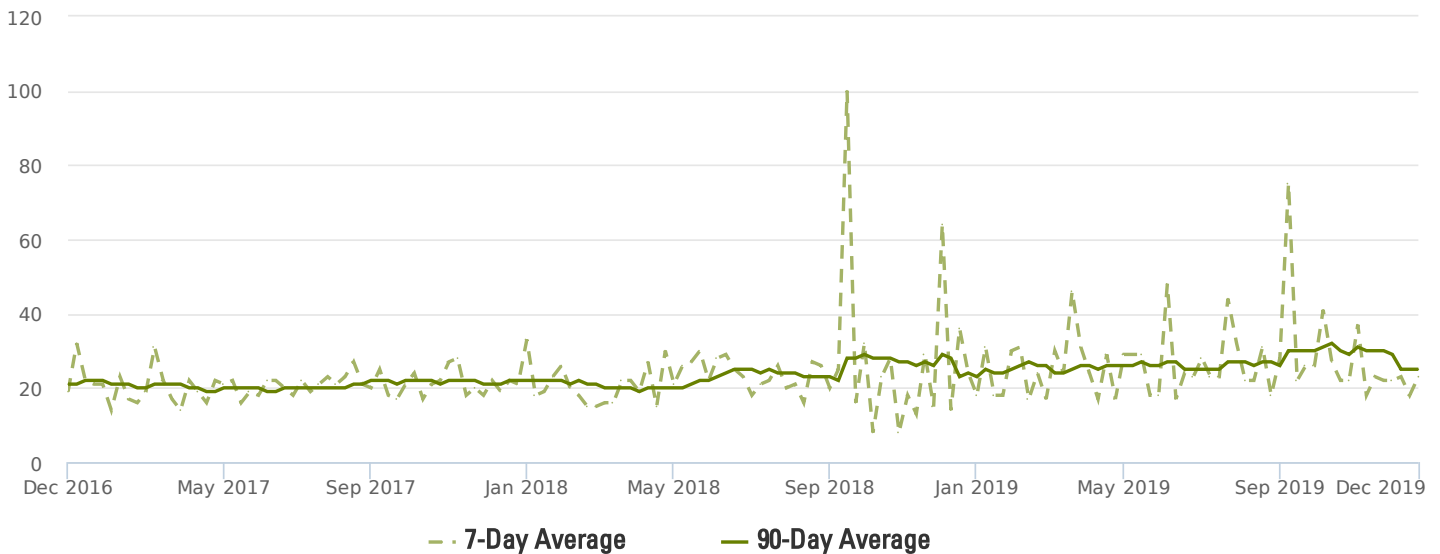
INVENTORY

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.



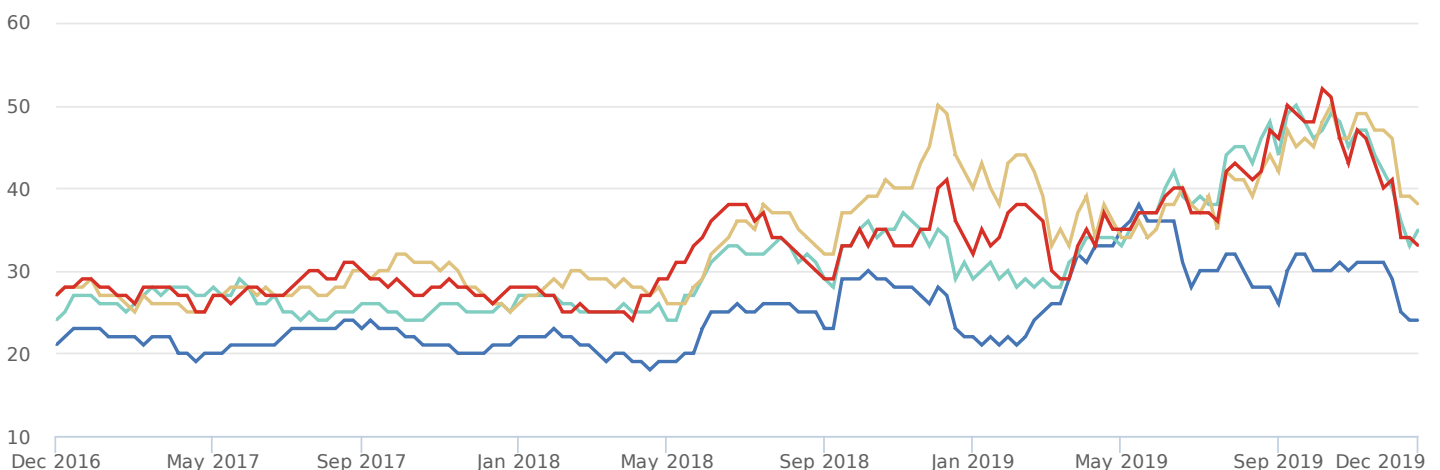
MARKET ACTION INDEX

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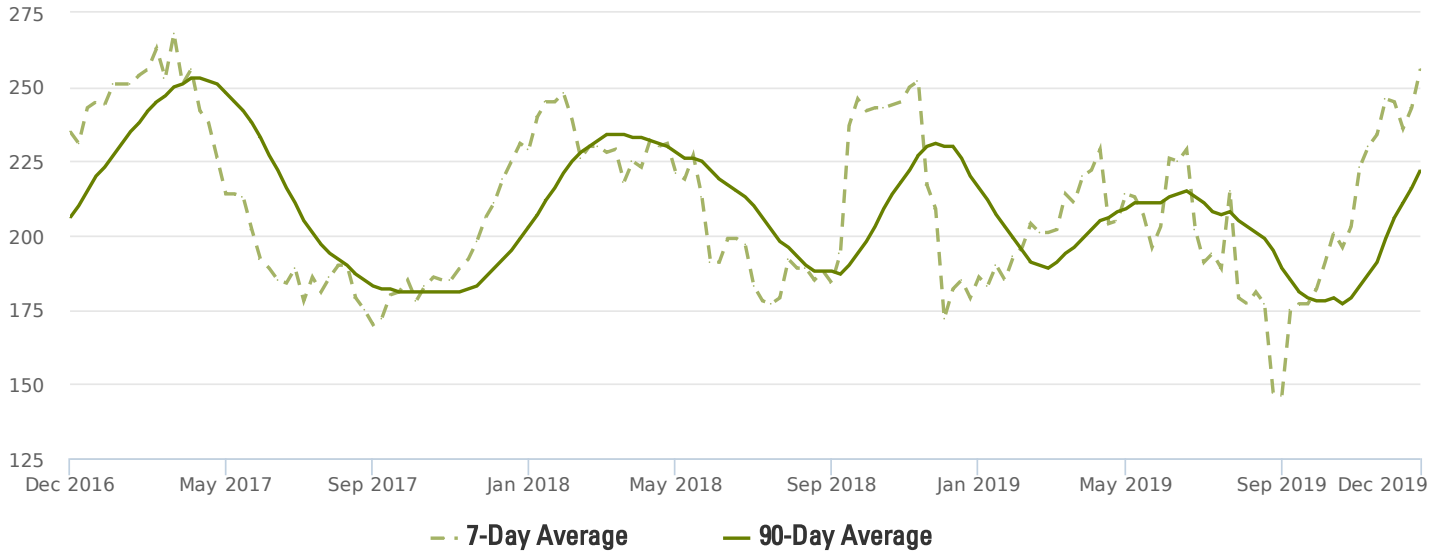
MARKET ACTION SEGMENTS

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 222 days. Half of the listings have come newly on the market in the past 129 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.

