



First Centennial Title Market Report

Incline Village, NV

REPORT FOR 3/8/2020

Single-Family Homes

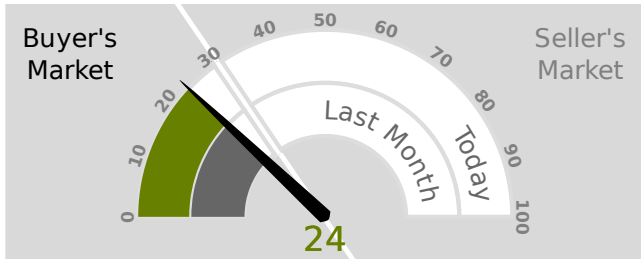


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This week the median list price for Incline Village, NV is \$1,500,000 with the market action index hovering around 24. This is about the same as last month's market action index of 24. Inventory has held steady at or around 86.

MARKET ACTION INDEX

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



Slight Buyer's Advantage

The market shows signs of warming up, with sales demand recently increasing faster than inventory. Prices have not yet responded as the market is still working through excess inventory. It's unlikely that we'll see prices level off or move higher until the MAI sustains its upward trend and maybe not until the inventory is depleted enough to create a Seller's market.

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
\$6,750,000	4,839	0.5 - 1 acre	5	4	27	1	2	161
\$3,165,000	4,983	0.25 - 0.5 acre	5	4	30	0	0	104
\$1,162,500	2,784	0.25 - 0.5 acre	4	3	39	0	4	83
\$640,500	3,974	0.25 - 0.5 acre	4	3	29	0	1	166

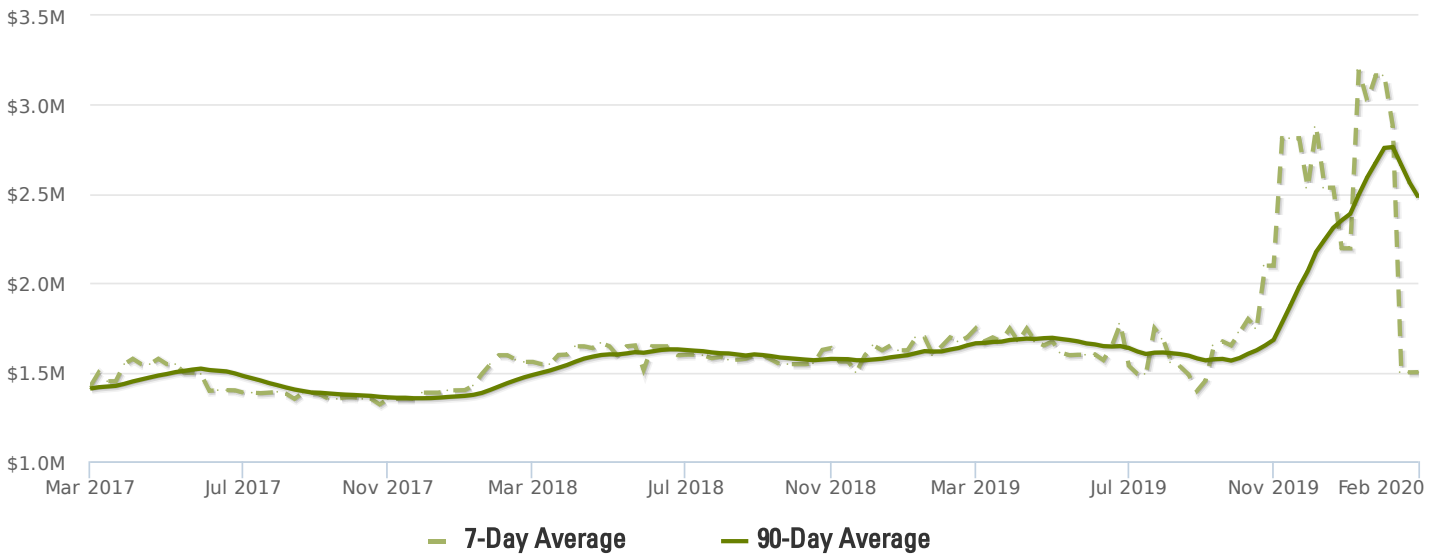
REAL-TIME MARKET PROFILE

Median List Price		\$1,500,000
Per Square Foot		\$496
Days on Market		129
Price Decreased		42%
Price Increased		15%
Relisted		9%
Inventory		86
Median Rent		\$3,000
Most Expensive		\$16,500,000
Least Expensive		\$259,000
Market Action		24

Slight Buyer's Advantage

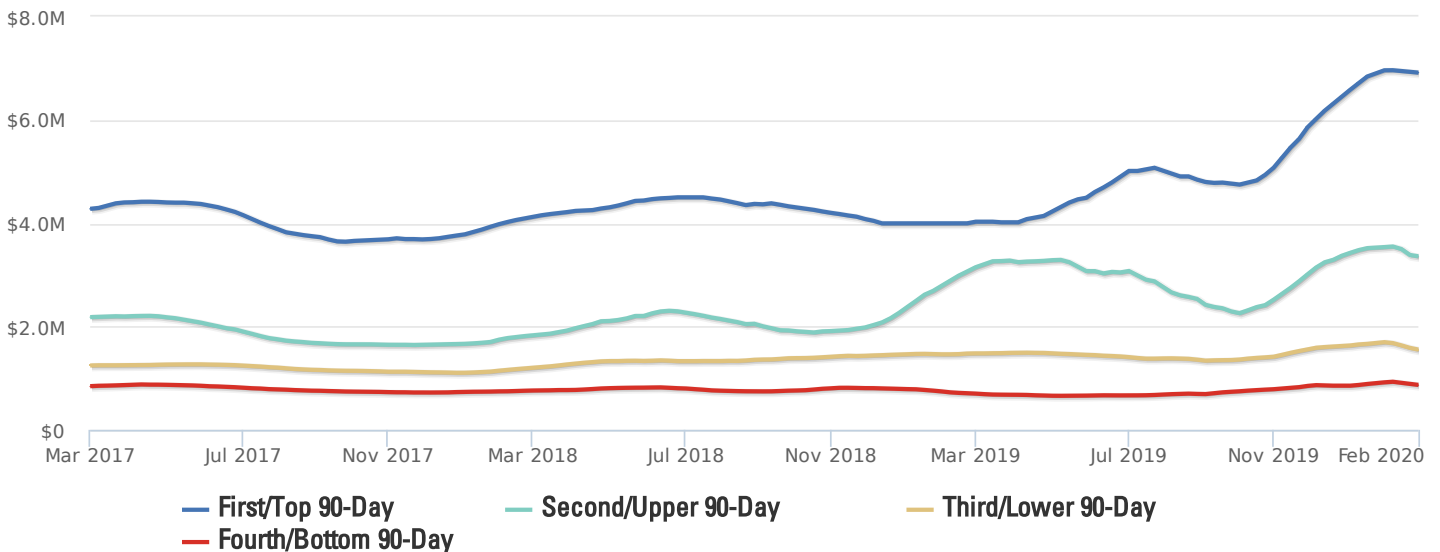
MEDIAN LIST PRICE

Again this week we see a downward notch for prices. Pricing has been weak in recent weeks and versus their absolute-high level. The Market Action Index is a good leading indicator for the durability of this trend.



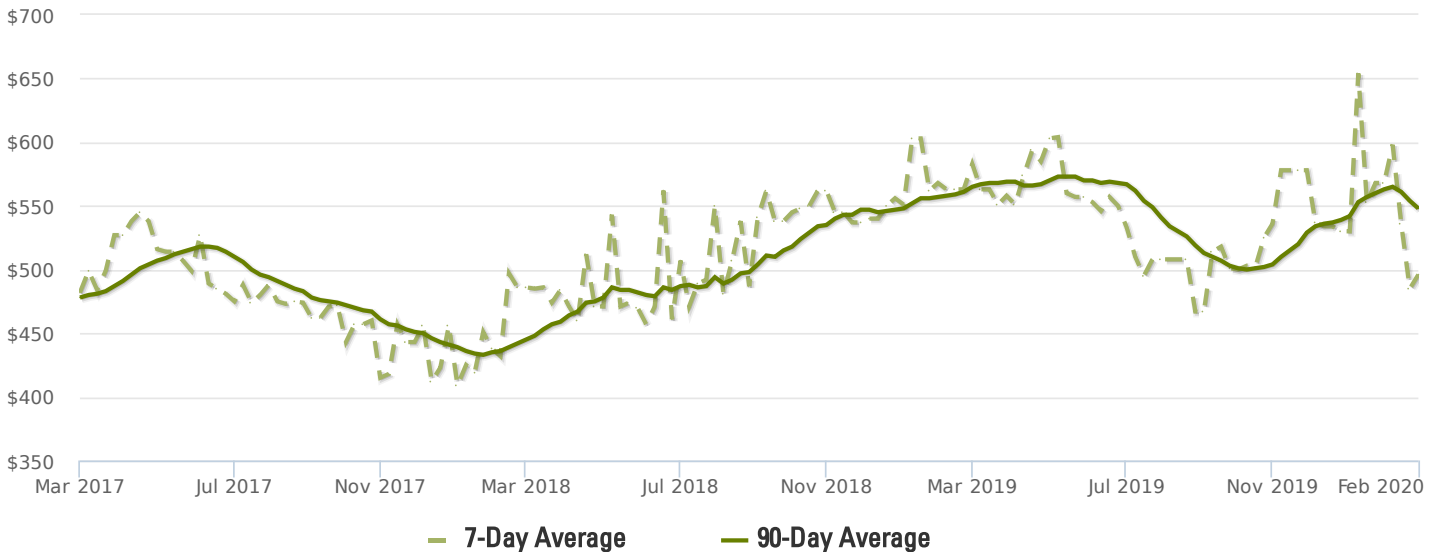
SEGMENTS

Price weakness is evident almost across the board. Quartiles 2, 3, and 4 have been in price decline in recent weeks, with Quartile 1 remaining basically flat. Look to the Market Action Index as a leading indicator of the bottom of the market.



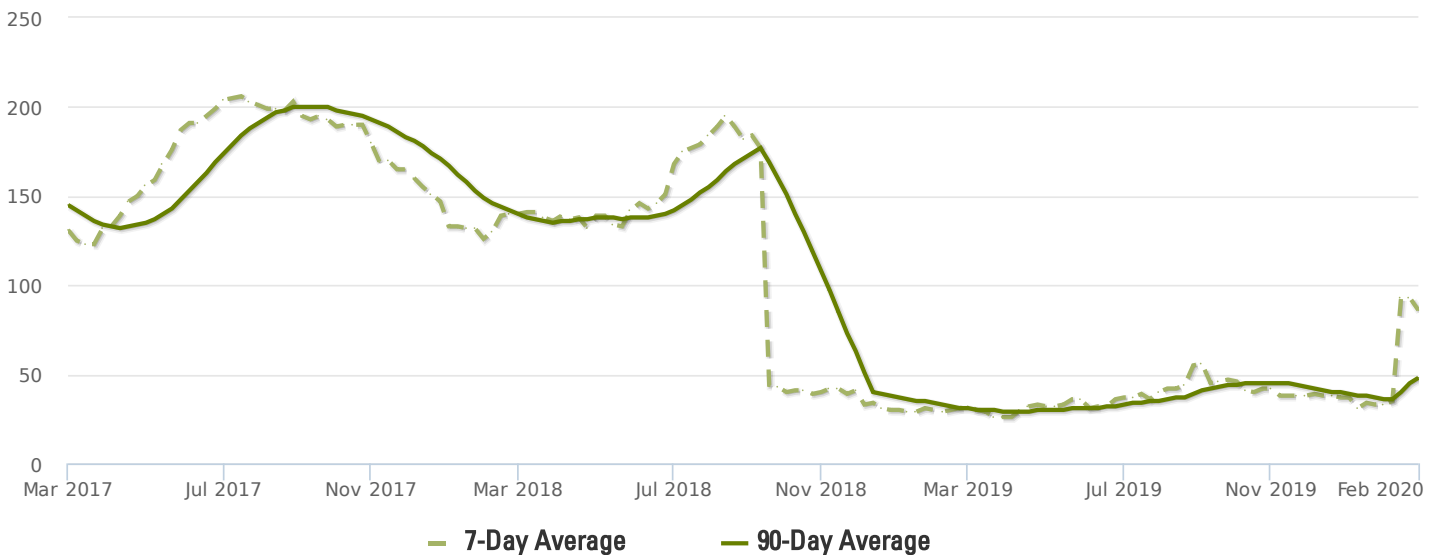
PRICE PER SQUARE FOOT

The market's light downward trends are shared across both price and value. People are recently placing less value on homes (you can see the recent declines in price per square foot as evidence.) Look for significant changes in the Market Action Index as a precursor to price and value changes, possibly as inflection points for good investment opportunities.



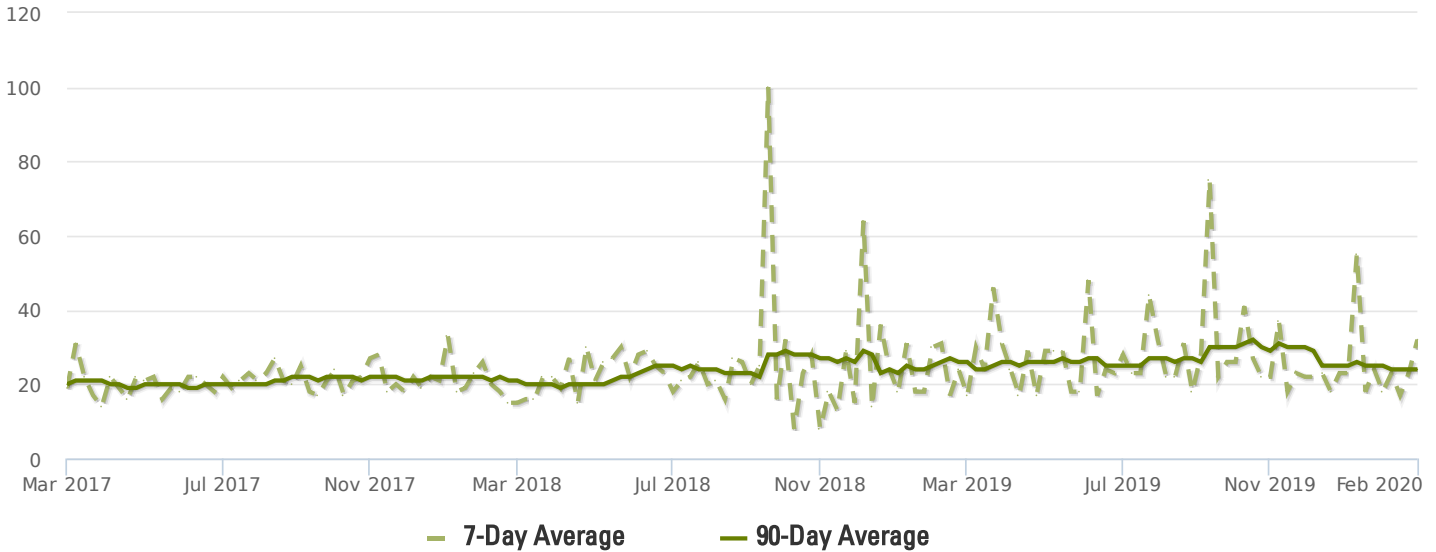
INVENTORY

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



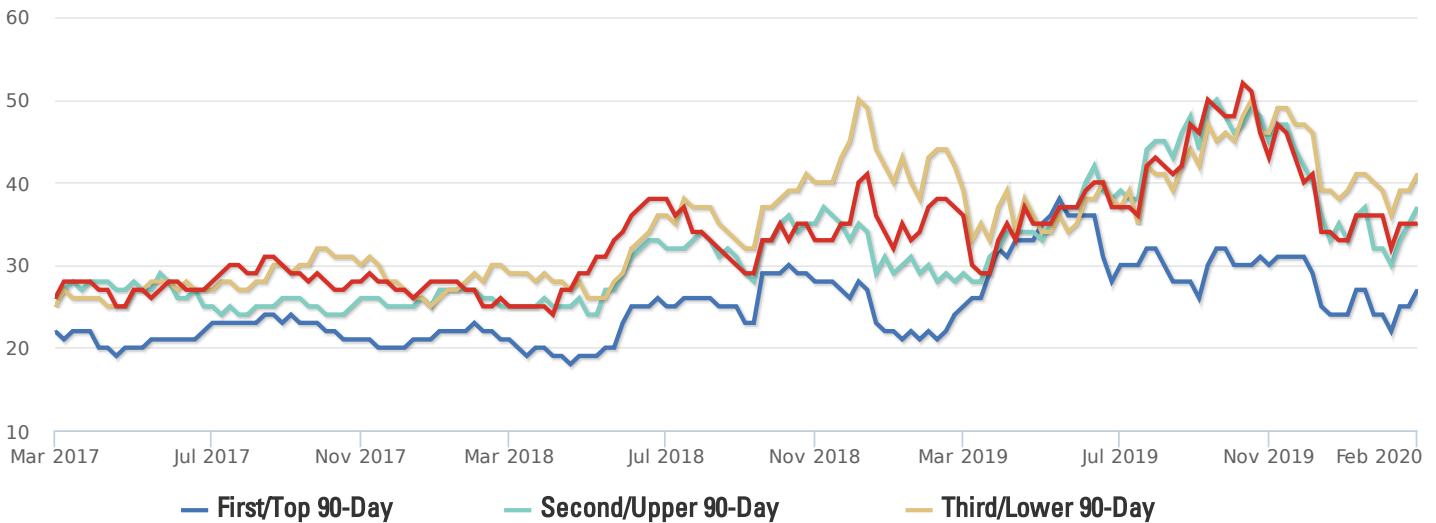
MARKET ACTION INDEX

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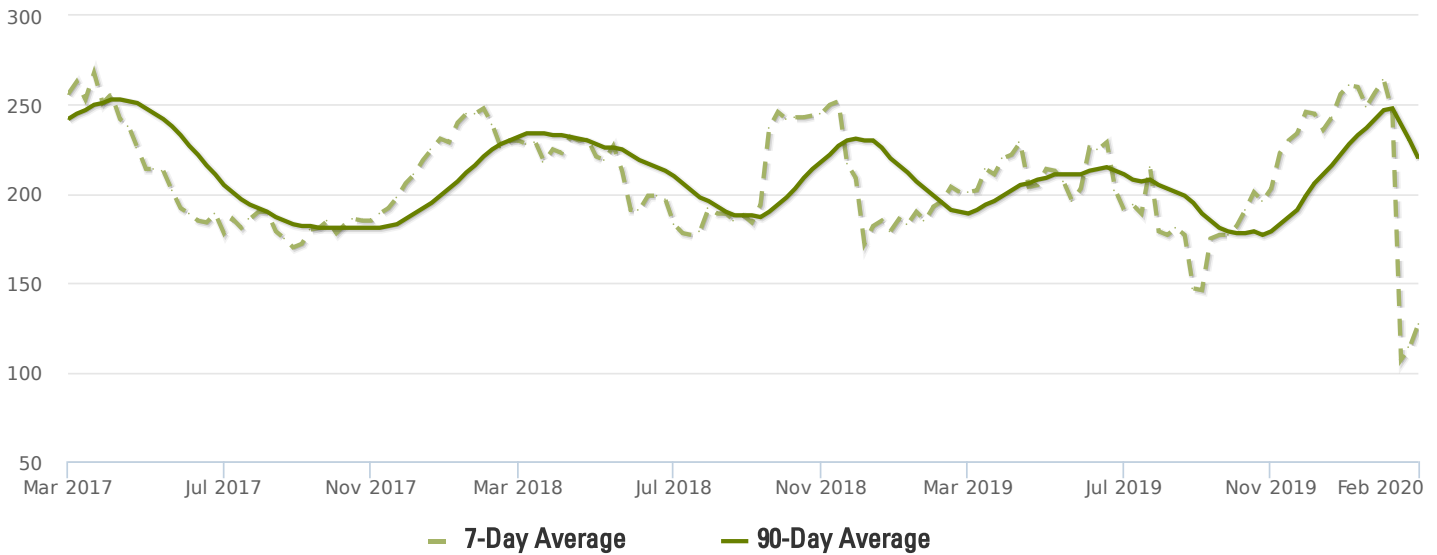
MARKET ACTION SEGMENTS

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 212 days. Half of the listings have come newly on the market in the past 118 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.

