

2020 State of the Real Estate Market

Where We Are...Where We Are Going



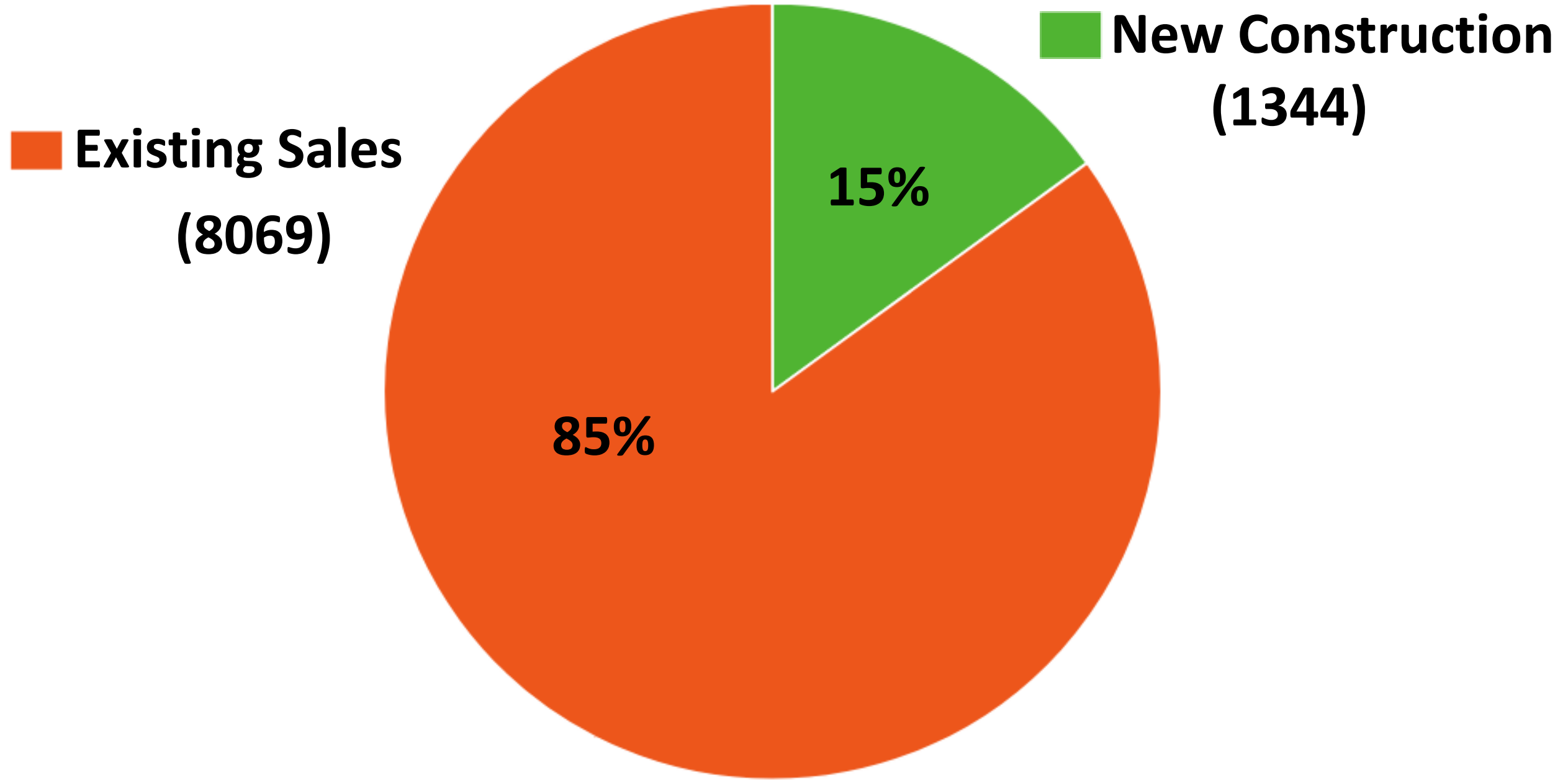
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New Construction



Existing and New Construction

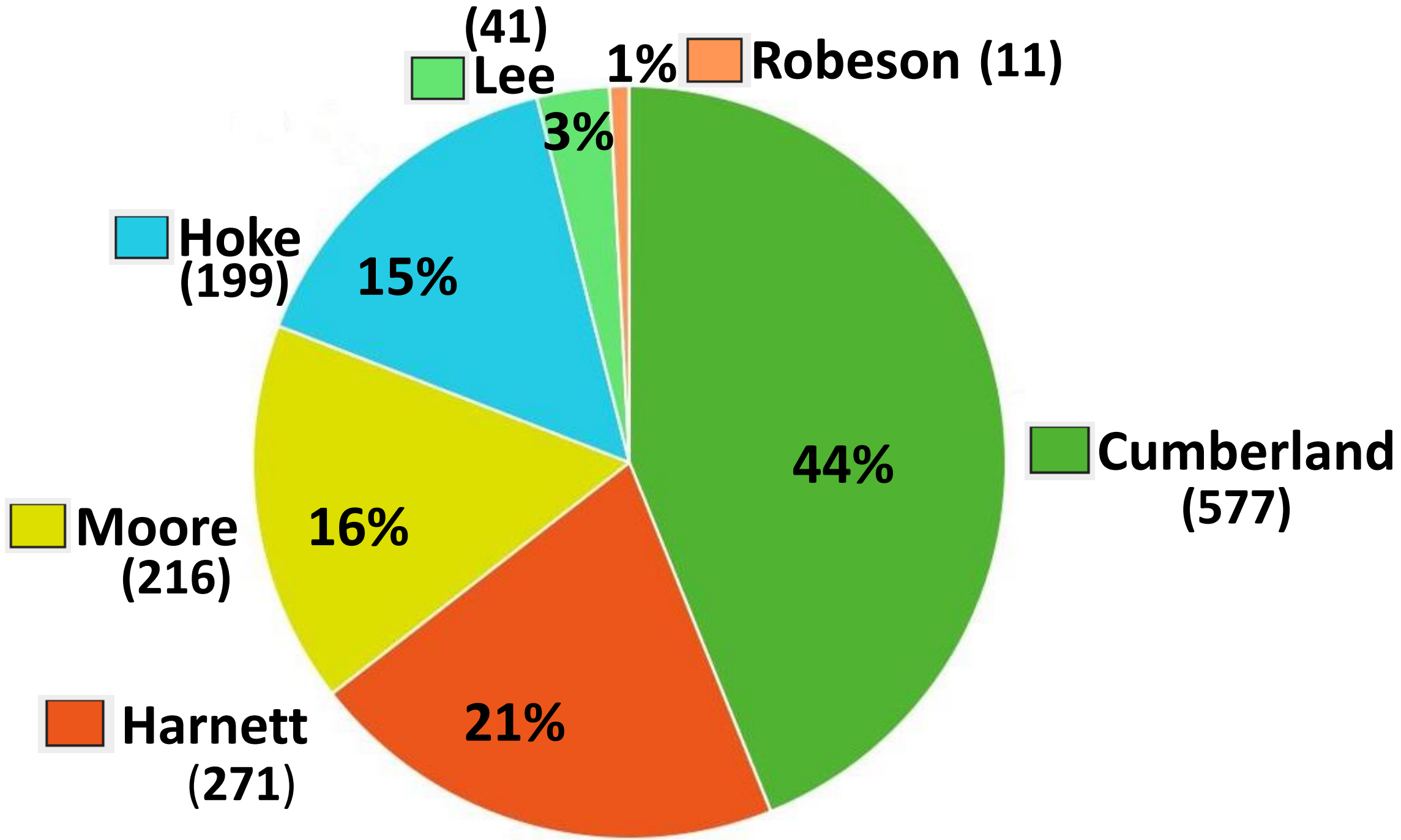




**15% of Market
New
Construction**




**85% of Market
Existing Resale**




New Construction by Price Range

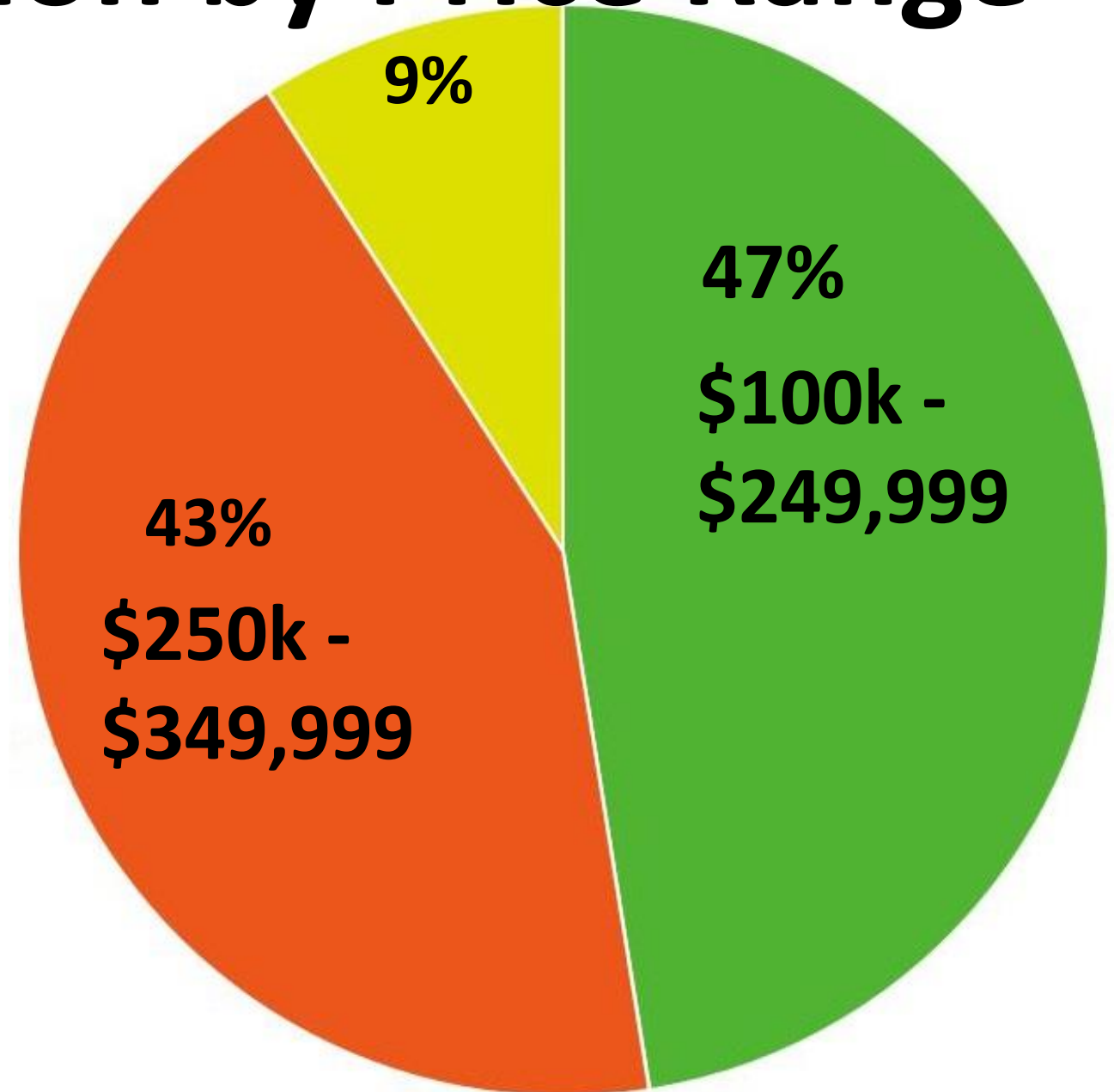
\$49,999 and Below - 0%

\$50k - \$99,999 - 0%

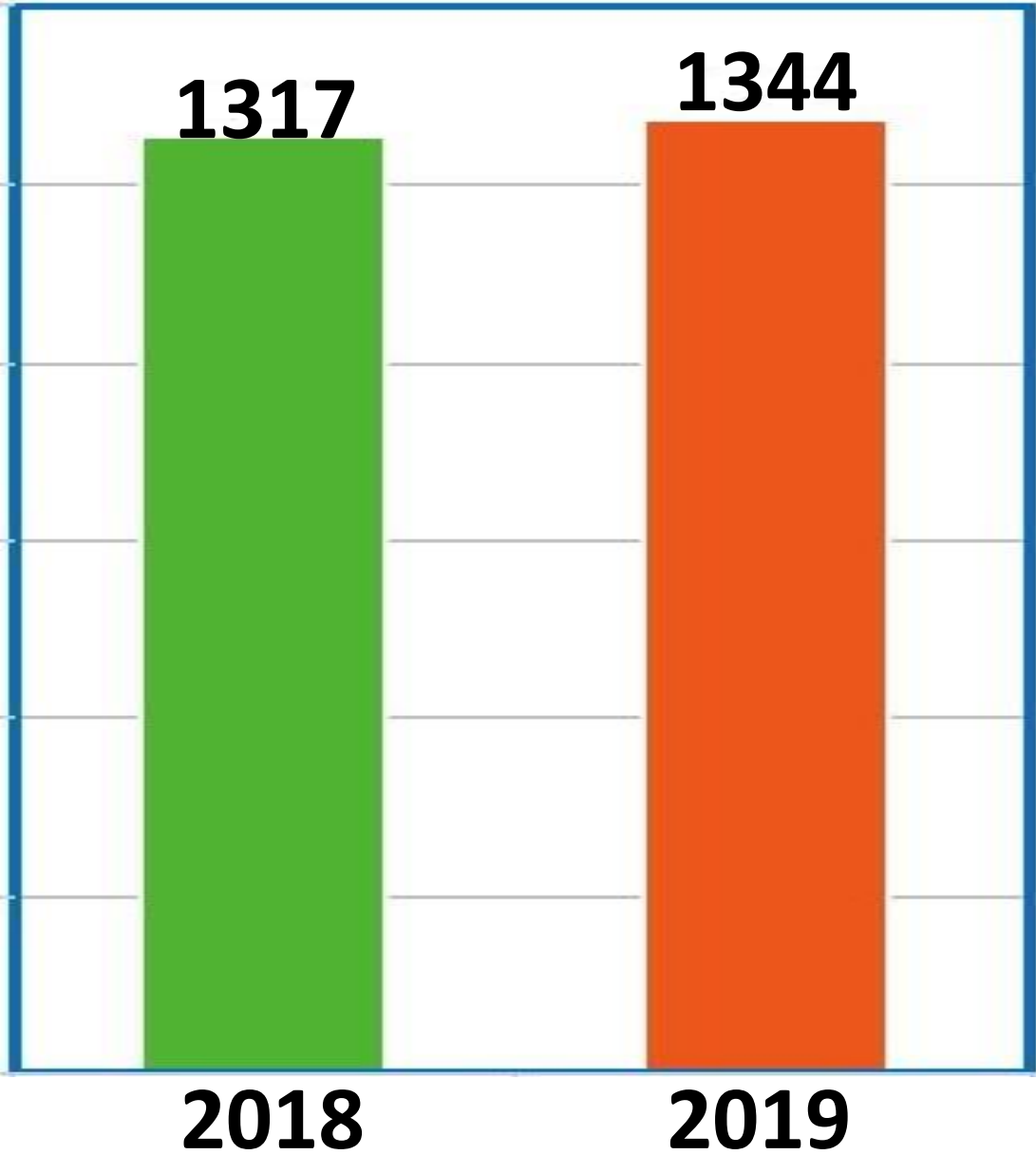
 \$100k - \$249,999 - 47%

 \$250k - \$349,999 - 43%

 \$350k and Up - 9%



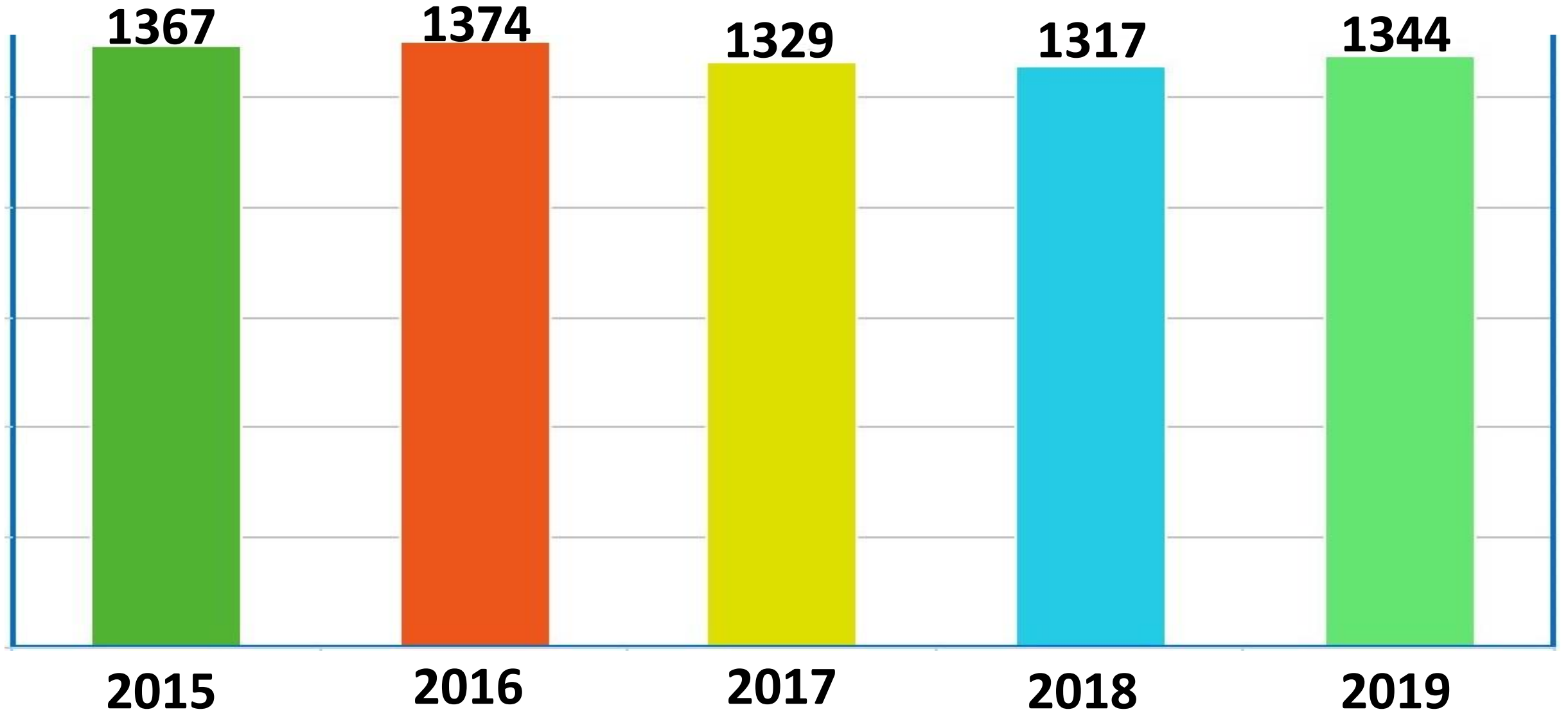
New Construction Closed



+27 2%



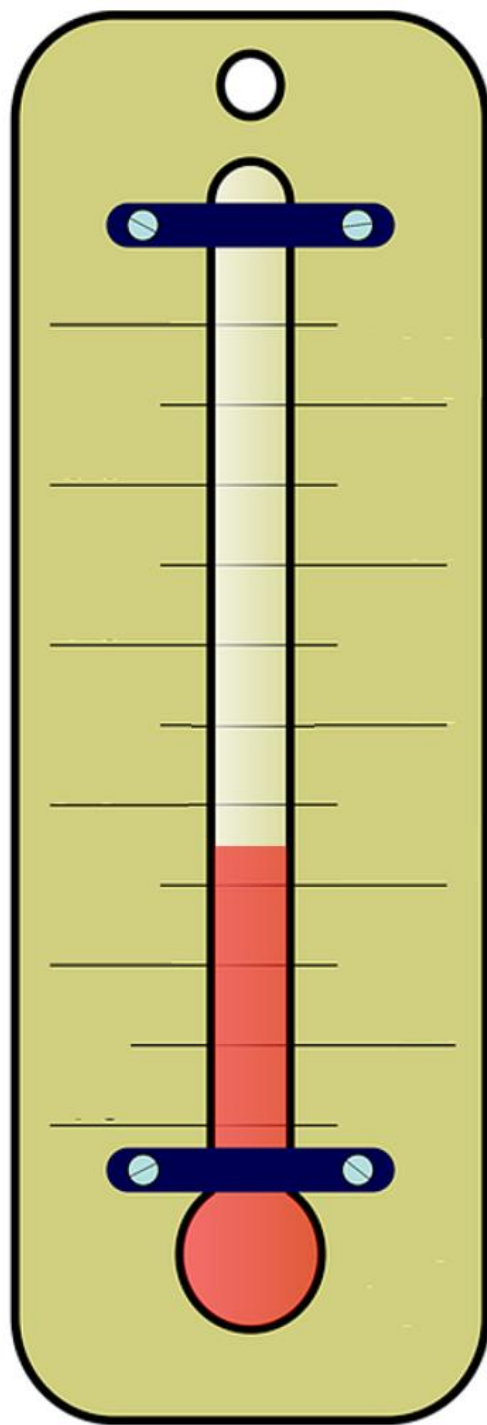
2015 – 2019 CLOSED NEW CONSTRUCTION



BUYERS MARKET



SELLERS MARKET



**3.4 Months of
NEW
CONSTRUCTION
INVENTORY**

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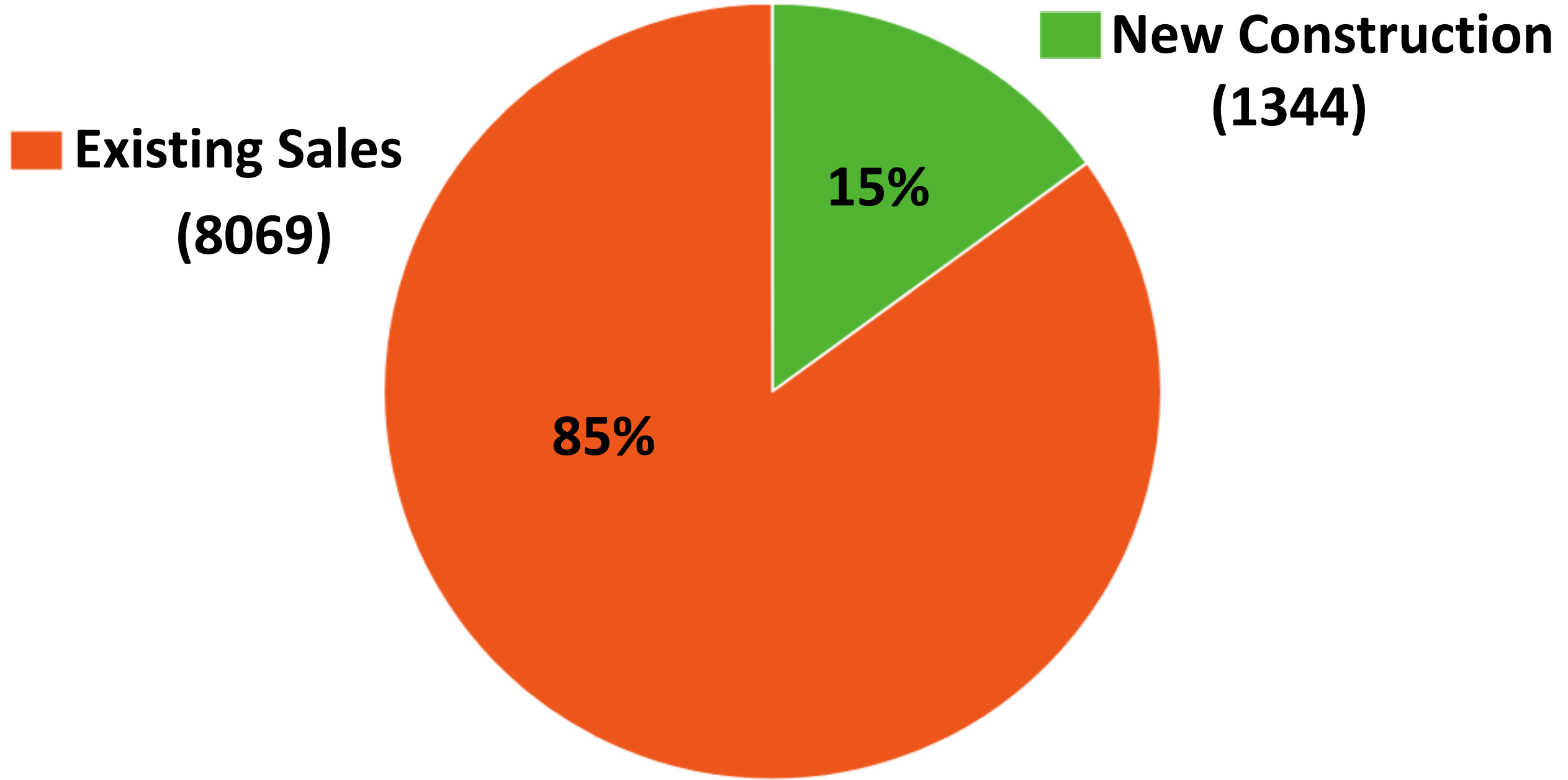


**85% of Market
Existing**



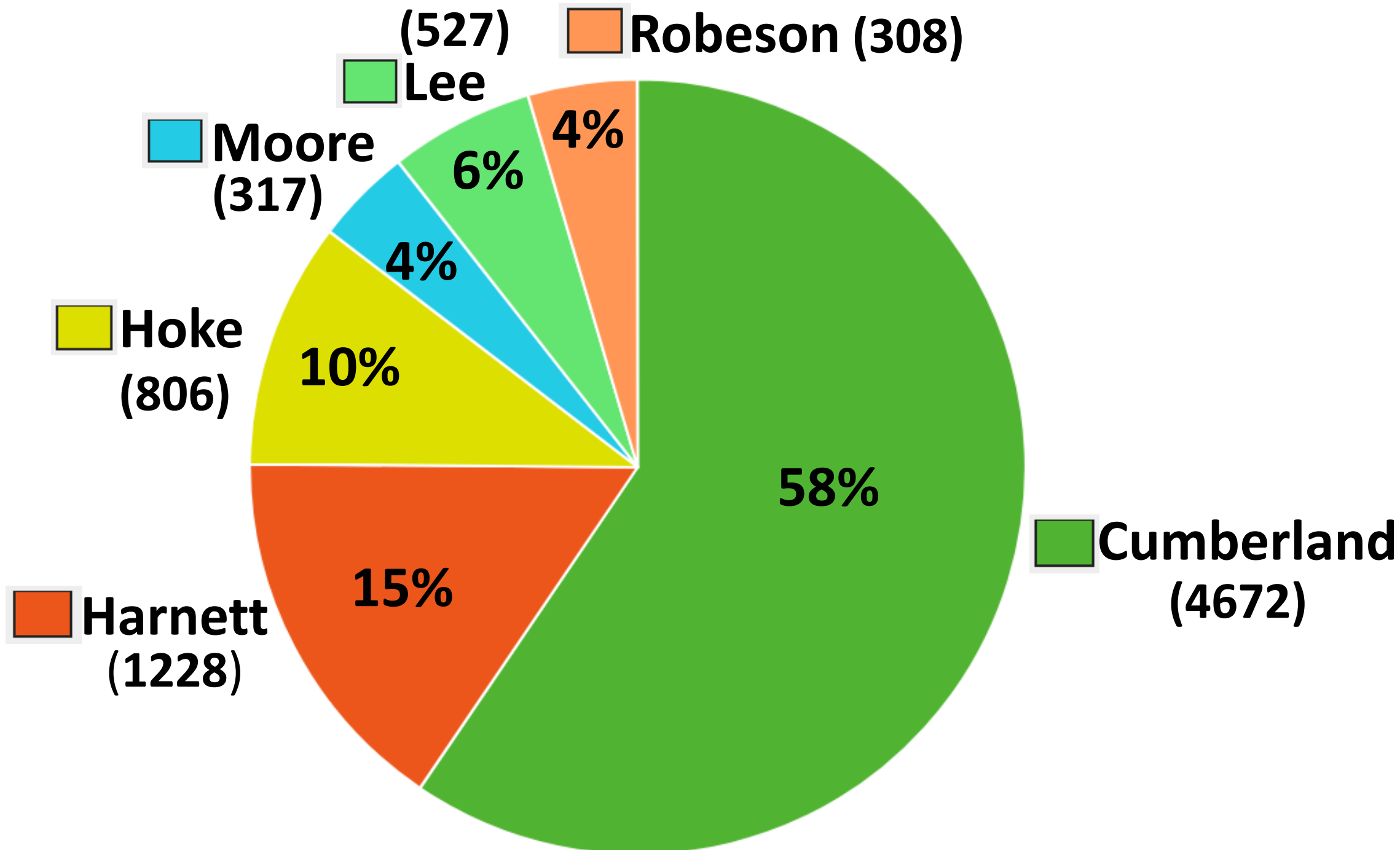
**15% of Market
New Construction**

Existing and New Construction



EXISTING HOMES

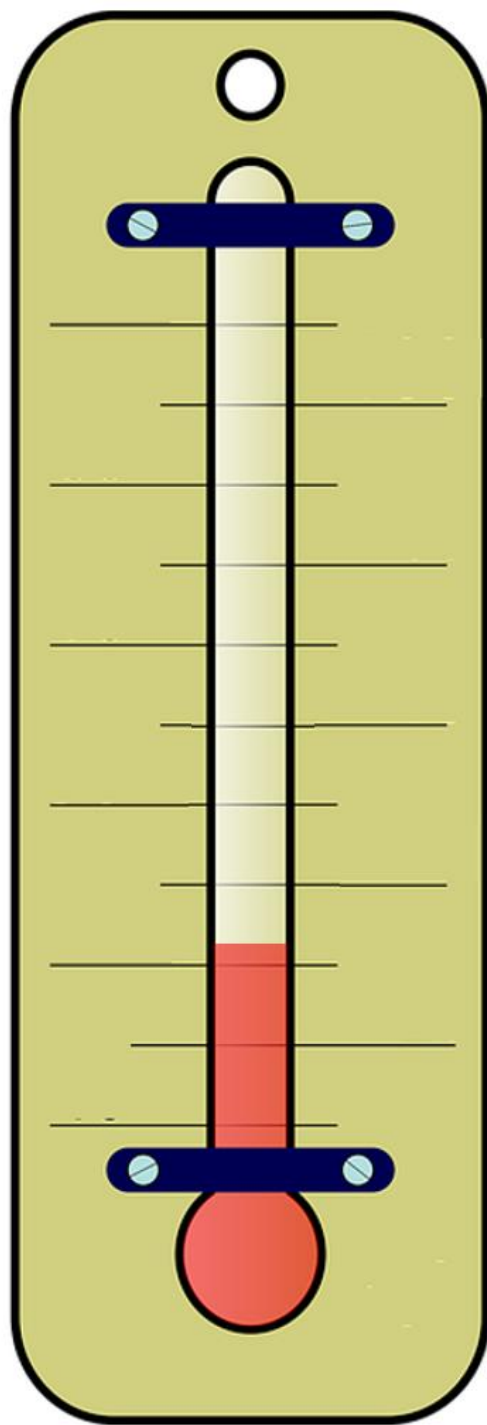




BUYERS MARKET

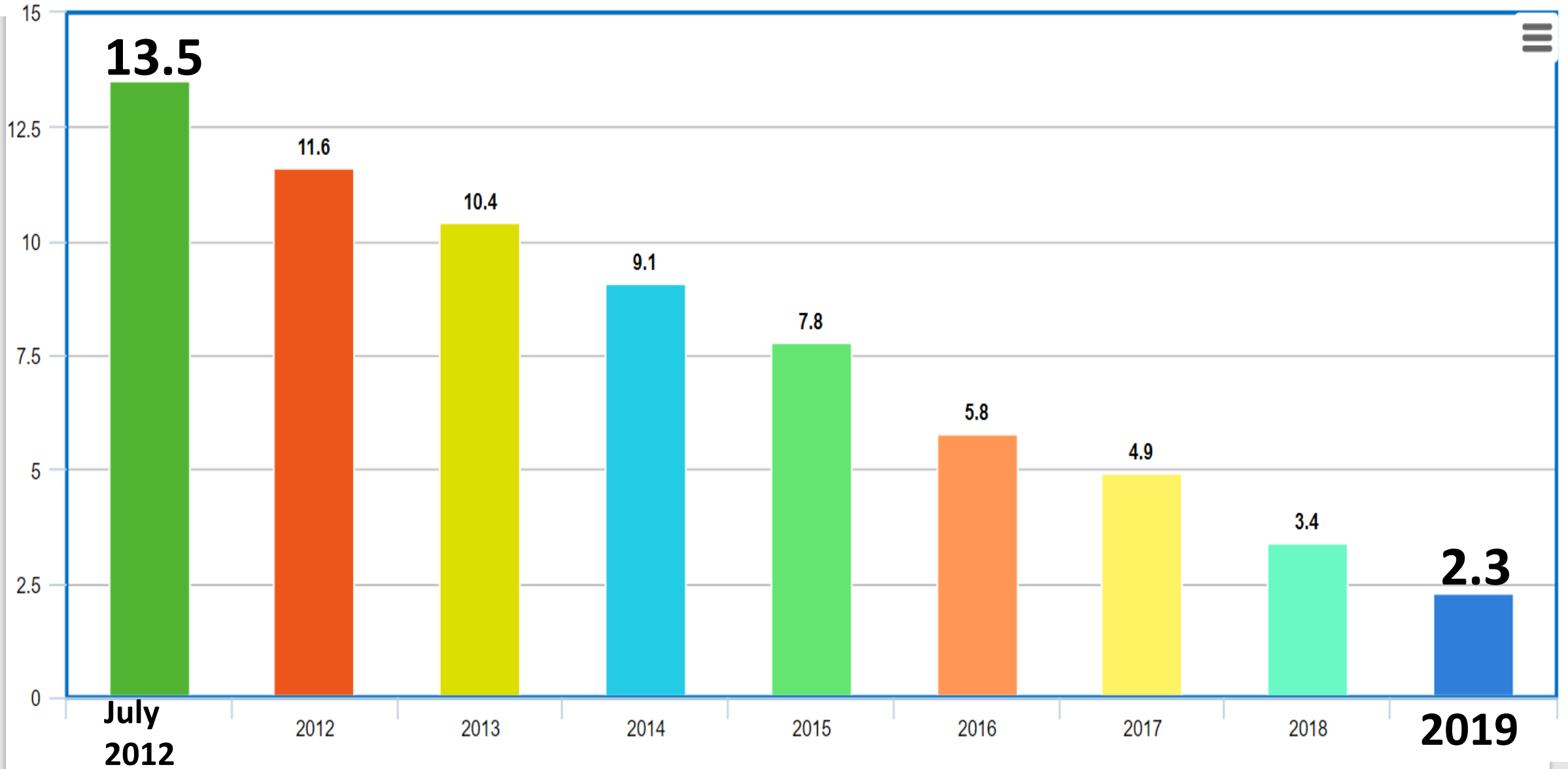


SELLERS MARKET

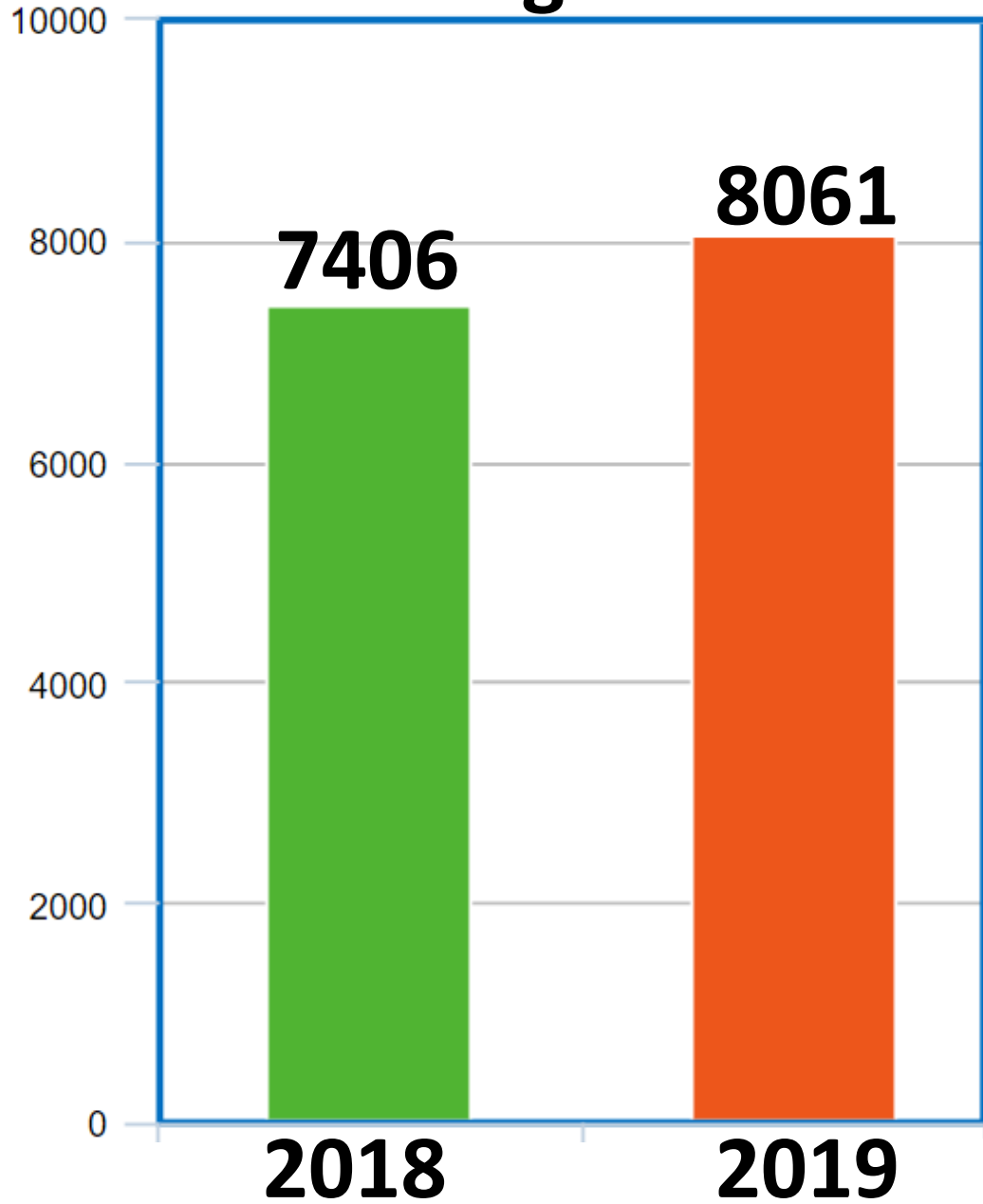


**2.3 Months of
EXISTING
INVENTORY**

Existing Inventory 2012 - 2019



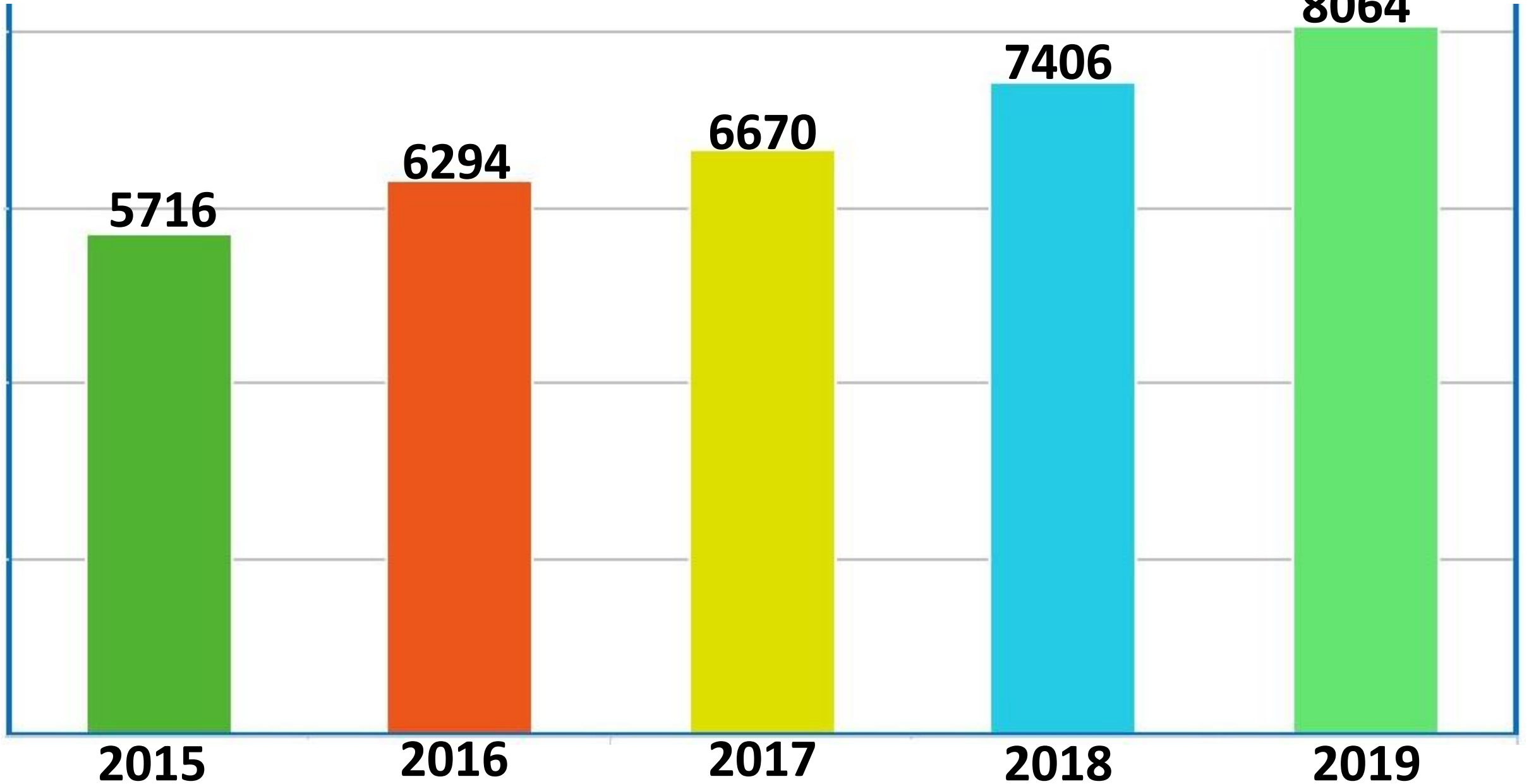
Existing Closed



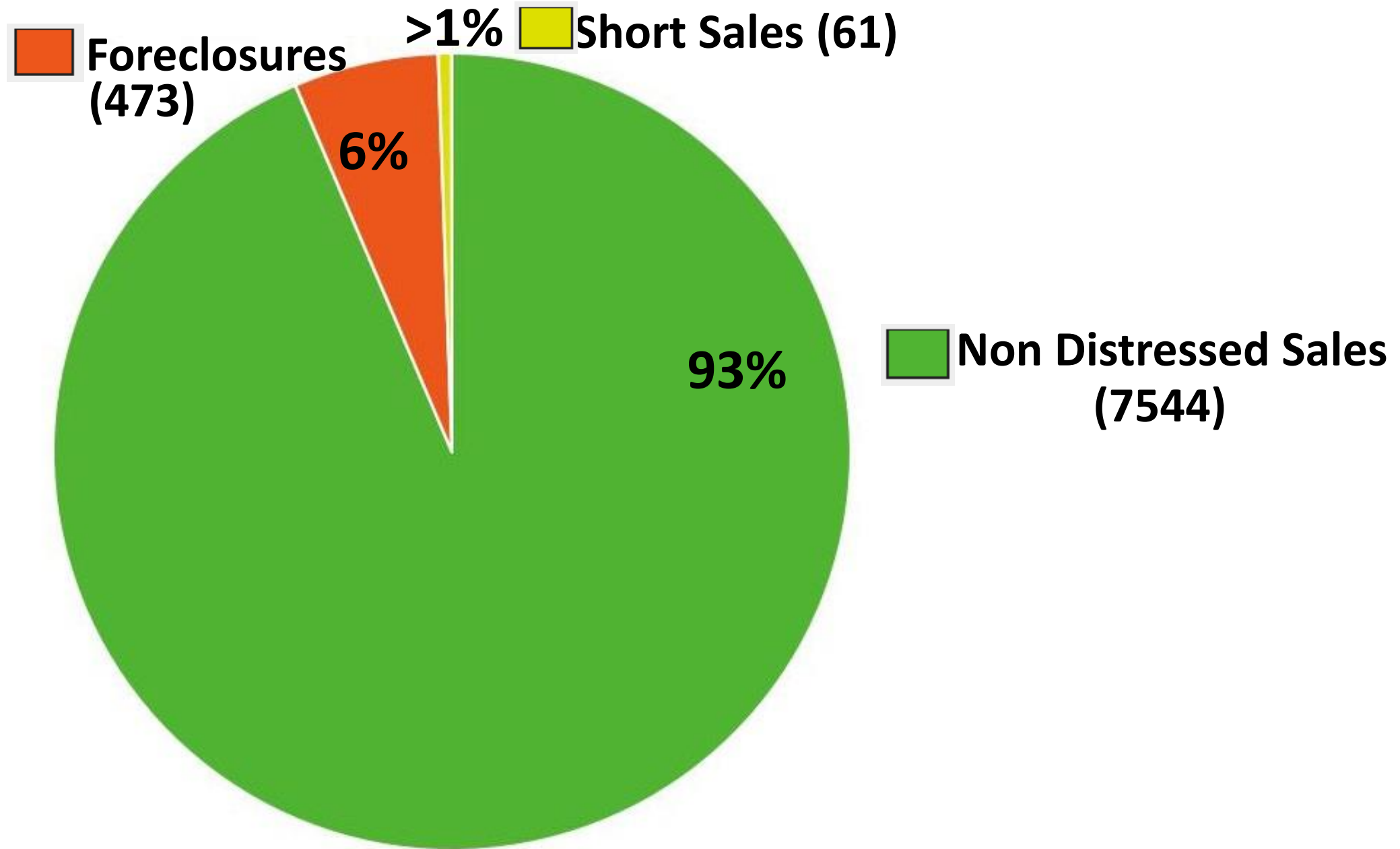
+655 9%



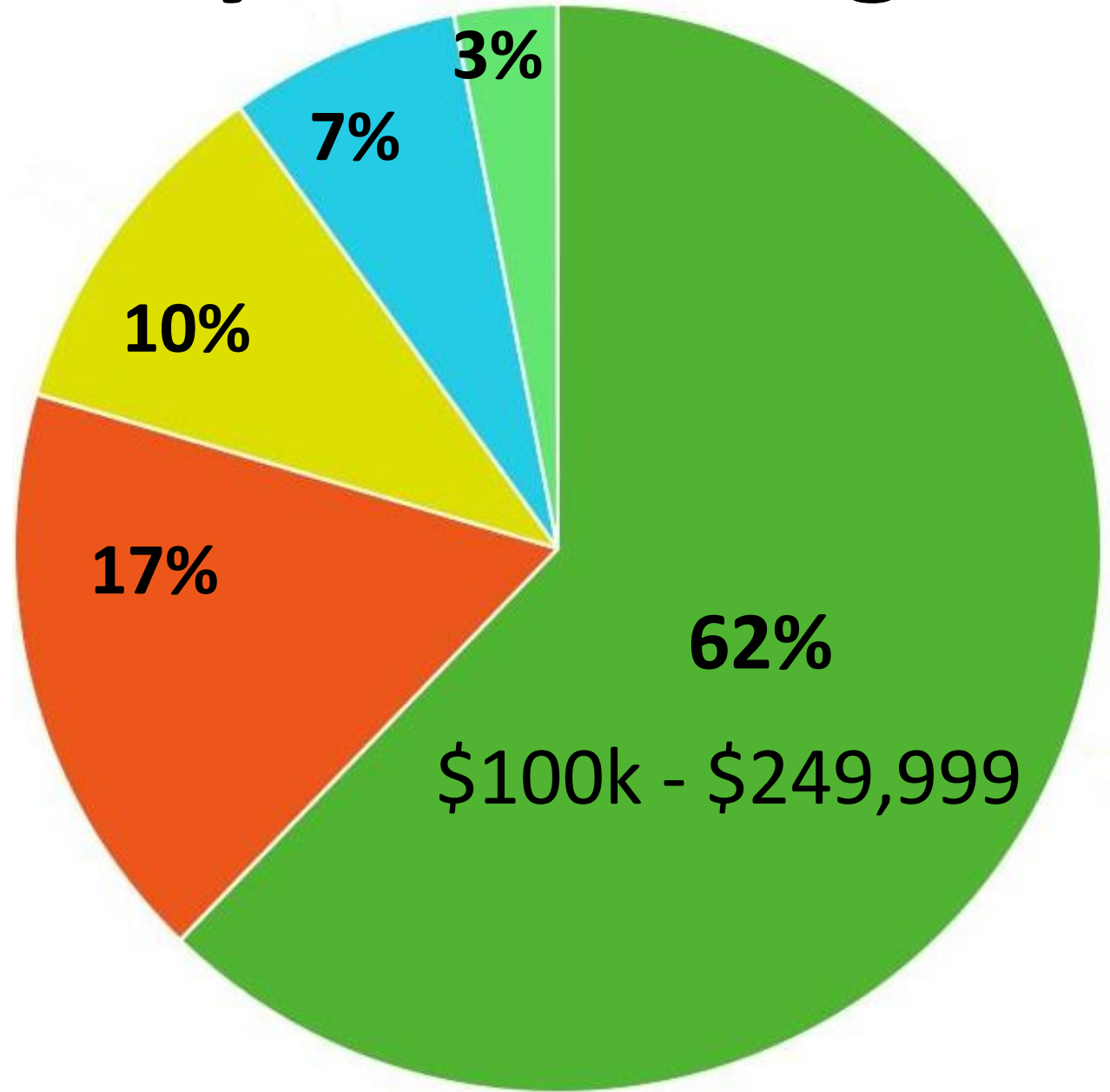
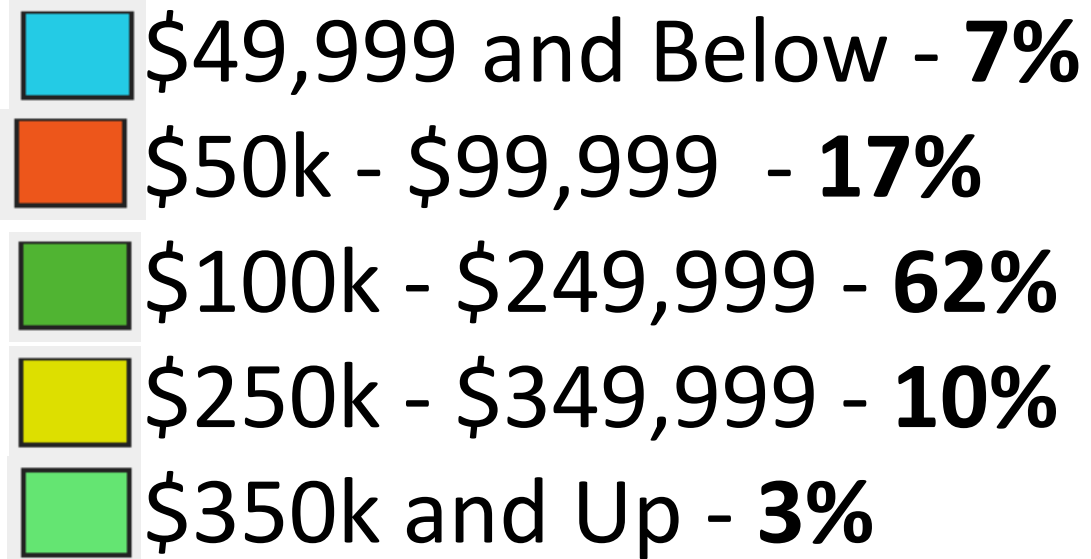
2015 – 2019 CLOSED EXISTING



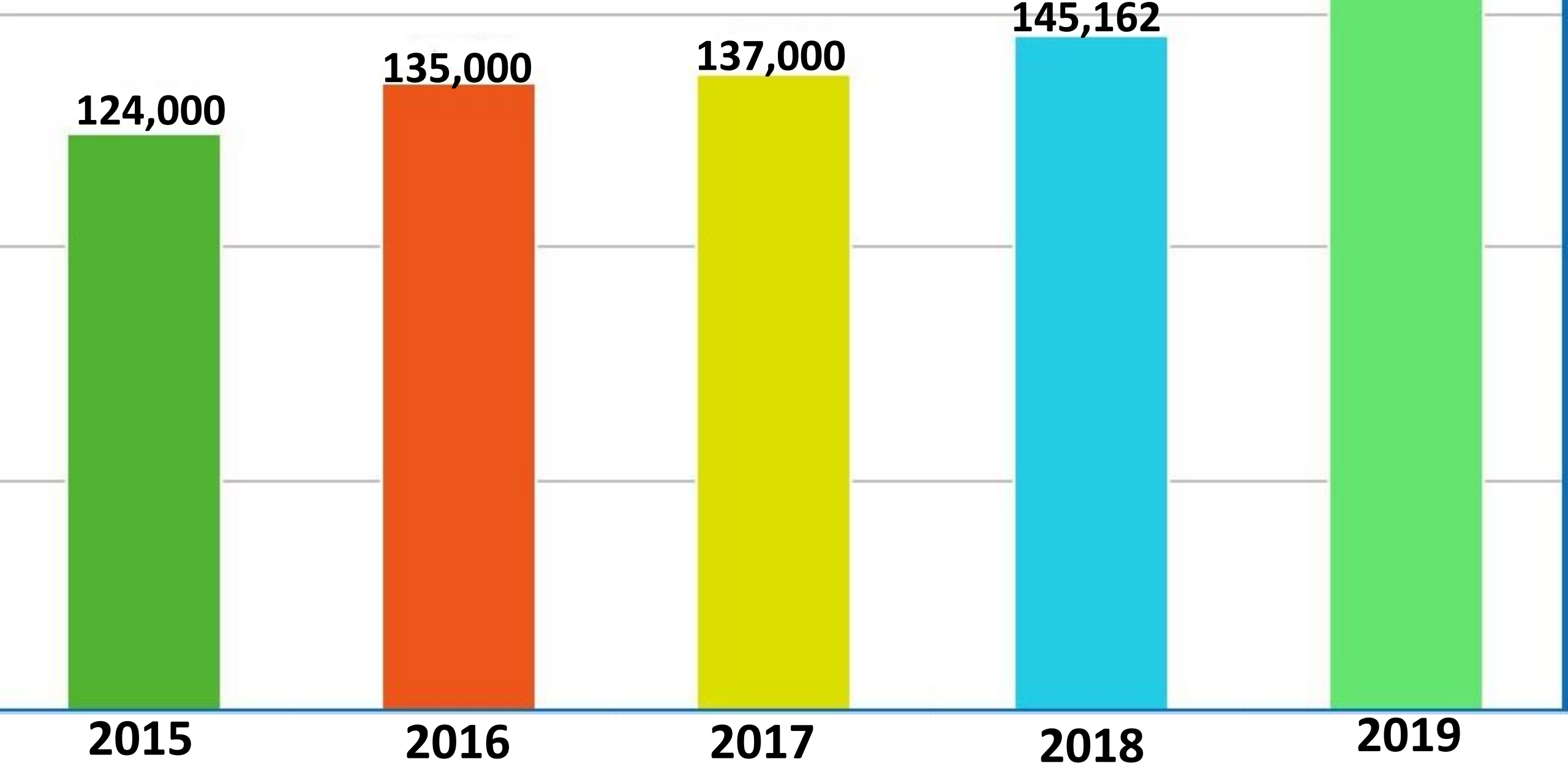
2019 Distressed vs. Non Distressed Sales

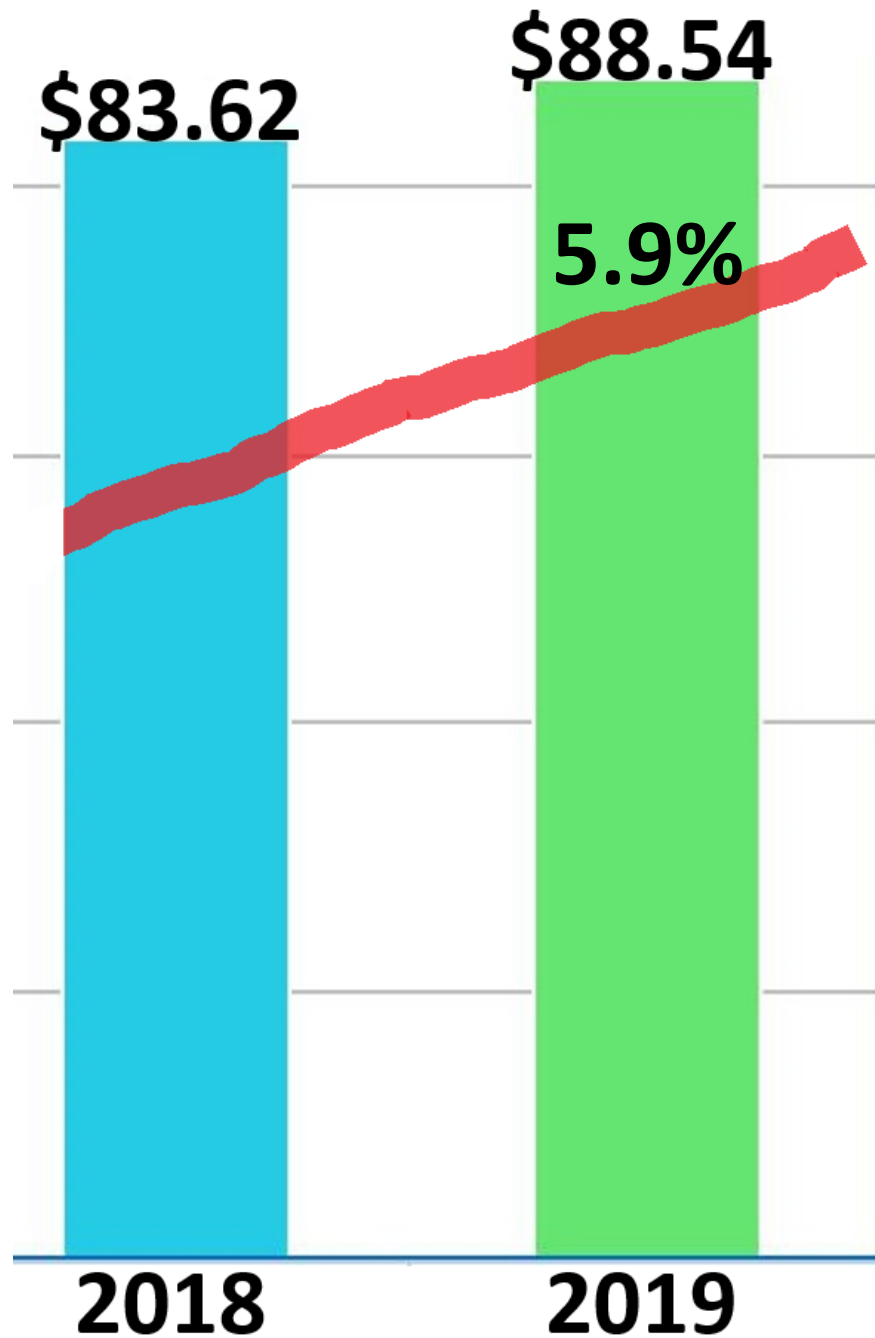


Existing Sales by Price Range



Median Existing Price



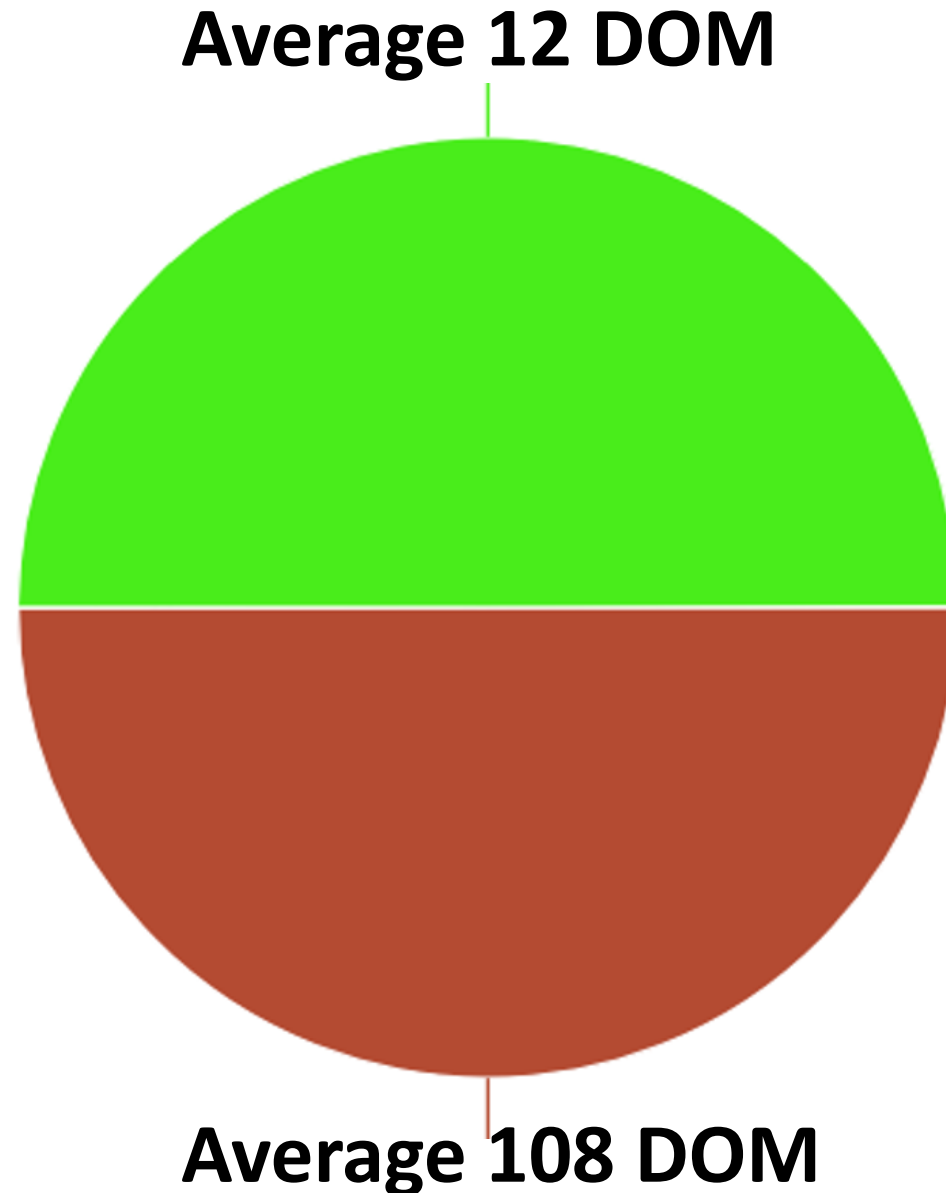


Median \$/S.F. 4th Qtr
2018 compared to 4th
Qtr 2019 +5.9%
appreciation

Existing Days On Market (DOM)

Priced Right, your House Should sell in 30 days or Less!

30 DOM or Less



30 DOM or More

2019 Existing Market By The Numbers

8061 = Closed Houses

\$159,900 = Median Price

1778 Sq Ft = Median Sq Ft.

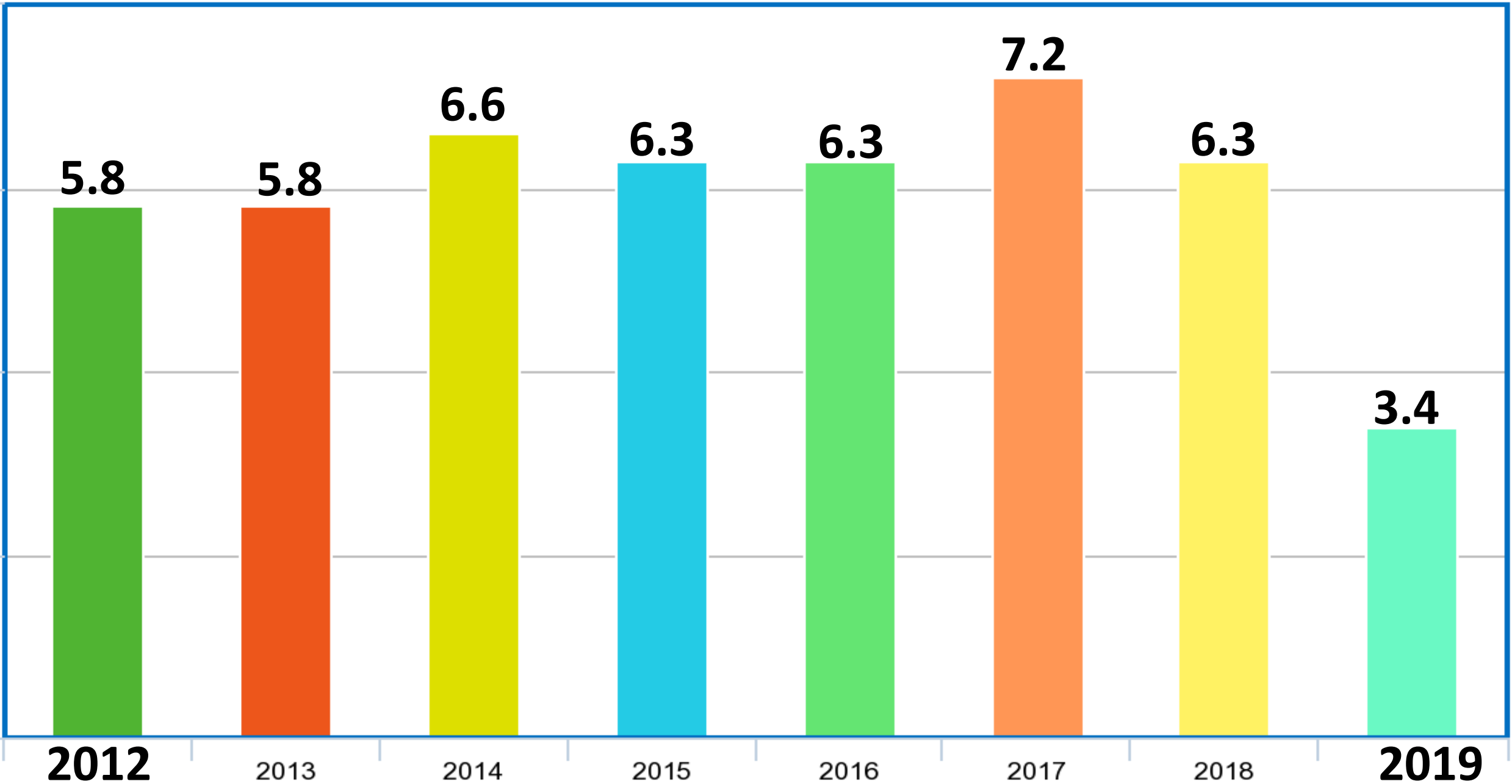
\$89.30/Sq Ft = Median \$/Sq Ft.

30 = Median Days on Market

87% sells Below \$250,000



New Construction Absorption 2012 - 2019

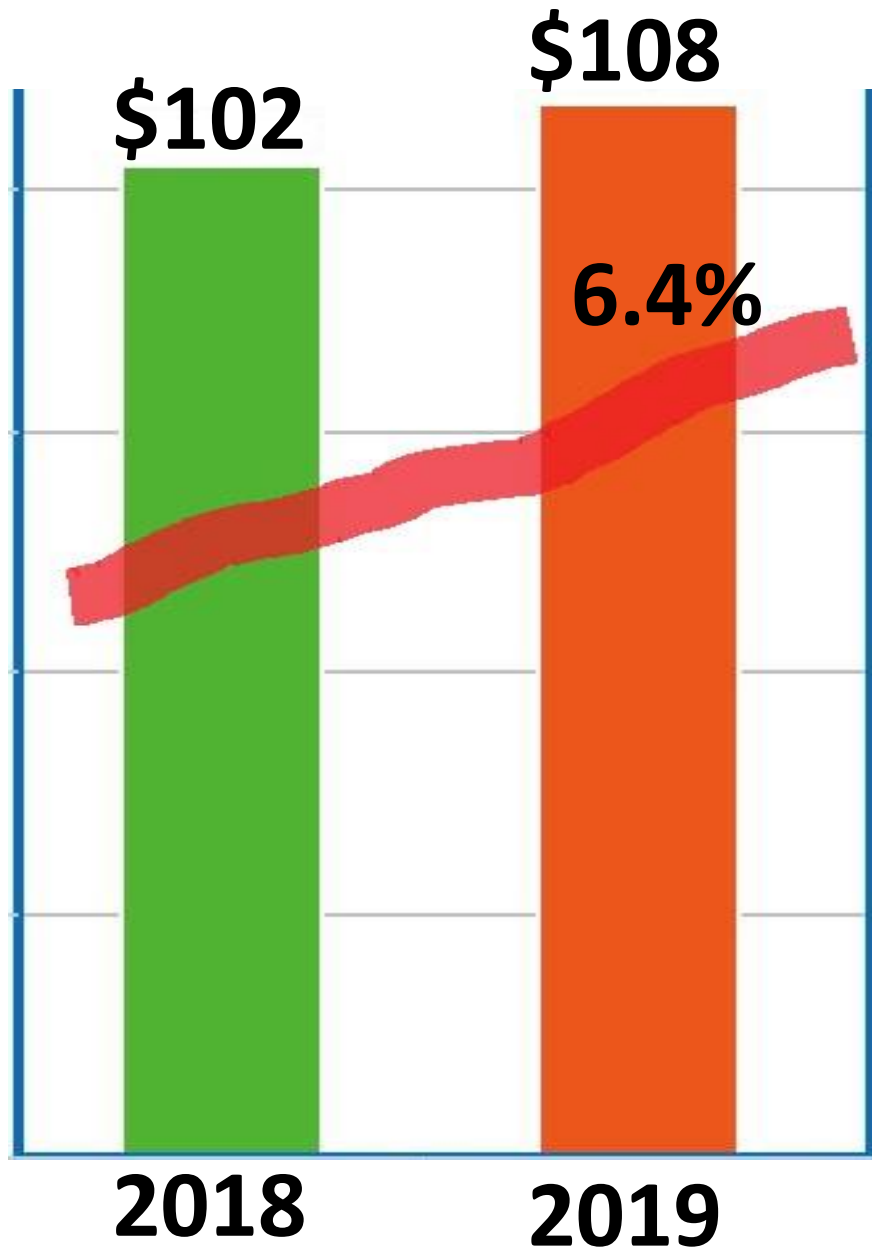


		Mos.		Mos.			
	2019	Inv.		2018	Inv.		2017
Jan	76	5.6	-4%	79	6.7	-1%	80
Feb	78	5.6	0%	78	6.8	-14%	91
Mar	110	5.5	1%	109	6.8	-16%	130
April	136	5.0	9%	125	6.8	2%	122
May	144	5.1	-15%	169	6.6	17%	145
June	128	5.1	-4%	134	6.9	-19%	165
July	116	5.5	-3%	119	6.0	14%	104
Aug	123	5.4	-8%	134	6.0	25%	107
Sept	95	5.5	30%	73	6.2	-14%	85
Oct	104	5.1	-17%	125	6.1	25%	100
Nov	93	4.9	13%	82	5.9	-6%	87
Dec	141	3.4	57%	90	6.3	-20%	113

Aug	123	5.4	-8%	134	6.0	25%	107
Sept	95	5.5	30%	73	6.2	-14%	85
Oct	104	5.1	-17%	125	6.1	25%	100
Nov	93	4.9	13%	82	5.9	-6%	87
Dec	141	3.4	57%	90	6.3	-20%	113

Median New Construction Price





Median \$/S.F. 4th Qtr
2018 compared to 4th
Qtr 2019

+6.4% appreciation

It has only average
3.4% over the last 5.

Construction Analytics

Building Cost Index - Construction Inflation

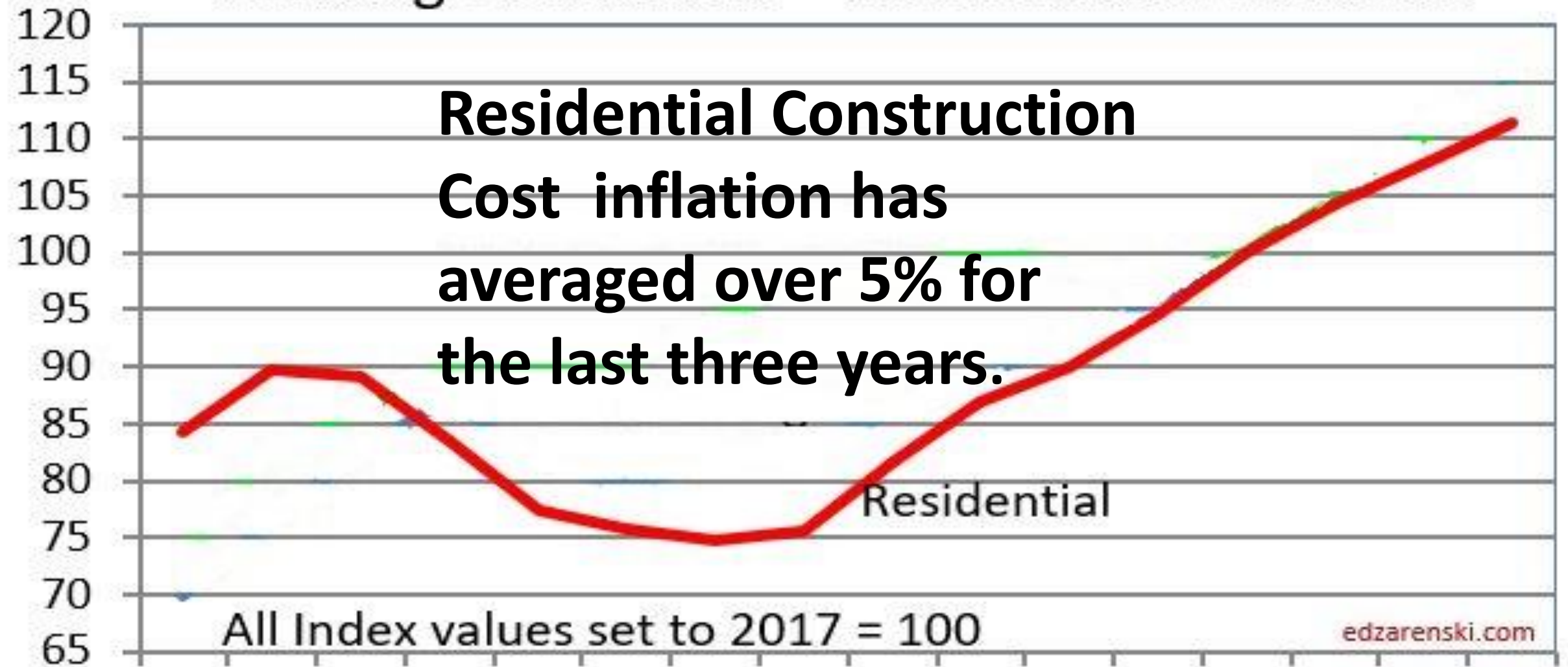
**Residential Construction
Cost inflation has
averaged over 5% for
the last three years.**

Residential

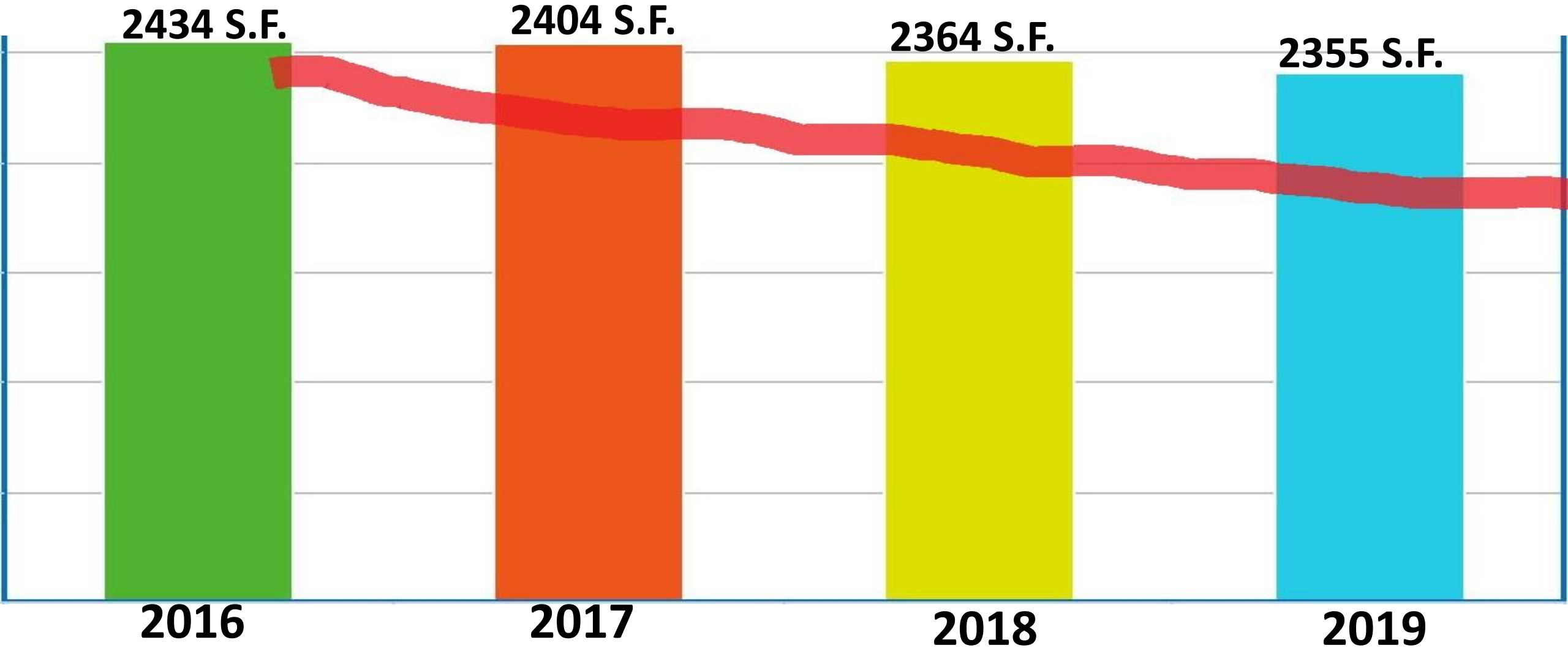
All Index values set to 2017 = 100

edzarenski.com

2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020



Median New Construction S.F.



2019 New Construction By The Numbers

1344 = Closed Houses

\$252,706 = Median Price

2355 Sq Ft = Median Sq Ft.

\$108.61/Sq Ft = Median \$/S. F.

**80% = Of New Construction sold
below \$305,000**

