



Matthew Lehman

REAL ESTATE

Market Trends Report 2014 - First Half



Matthew T. Lehman

Matthew Lehman Real Estate

Thank you for taking the time to read my Market Trend Report for the first half of 2014. I hope you find this analysis both useful and enlightening. If you have any questions or comments, please feel free to contact me at your convenience.

Matthew Lehman Real Estate is a full service brokerage and consulting firm seasoned in many aspects of real estate. As you find a need for professional real estate services, I hope you consider my brokerage as your next real estate representative.

Sincerely,



Matthew T. Lehman



Overview

This report is a brief summary comparing the first half of 2014 to performances observed in previous years. Subsequent 2014 reports will build on this initial analysis affording a good view of the ever changing real estate market in Mammoth Lakes.

**** Median Price = Is the middle value for a range of values. This is a good indicator to use when there is a lot of data. It helps prevent unusually high or low values from skewing a data set.**

Single Family Homes

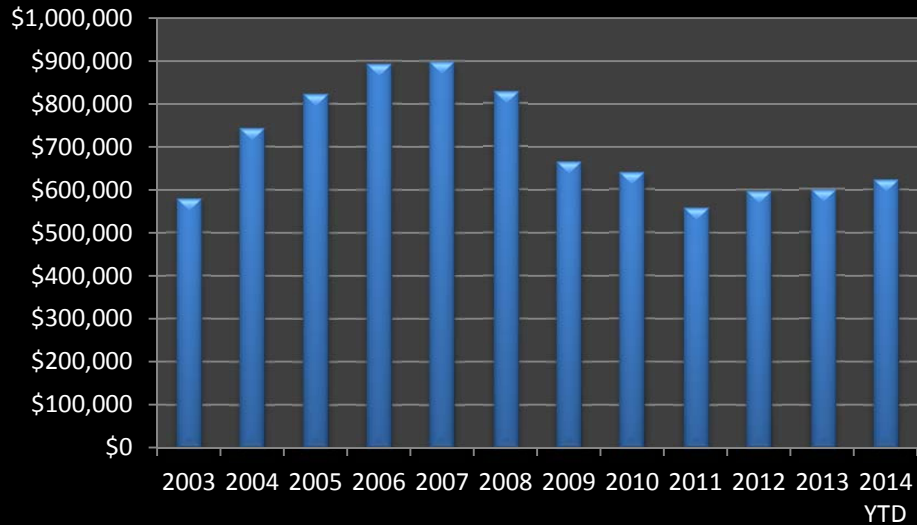
Statistics for the first half of 2014 are remaining consistent with the first quarter; median sale prices trending 8.46% higher than 2013 as of July 1st, 2014. Mobile homes and Forest Service leases have been excluded from these data sets as they do not include land in their valuations and they are not fee simple ownership.

Single-Family Residential History

				Avg.	% change
Year	#Sales	Average Price	Median Price	DOM	Median Price
2003	117	\$688,858	\$580,500	146	
2004	107	\$923,040	\$745,000	140	28.34%
2005	129	\$1,055,961	\$825,000	127	10.74%
2006	55	\$1,091,874	\$895,000	165	8.48%
2007	41	\$1,078,709	\$900,000	159	0.56%
2008	44	\$1,093,502	\$829,500	167	-7.83%
2009	60	\$827,788	\$667,250	180	-19.56%
2010	70	\$885,442	\$641,190	164	-3.91%
2011	72	\$671,627	\$560,000	169	-12.66%
2012	87	\$677,612	\$598,611	215	6.89%
2013	83	\$816,326	\$600,000	172	.23%
2014 YTD	38	\$827,279	\$650,750	168	8.46%

The bar chart on the following page provides a visual representation of median sales prices for the table above. Increases are gradual with current median prices in between 2003 and 2004 levels.

Single Family Homes Median Price



The table below offers a breakdown of Year to Date 2014 pricing by home size. I had one client ask if I could break it down in this manner for this issue... so here it is.

Single Family Home Stats for YTD-2014					
Living Area	# Sales	Avg. Price	Median Price	Average Days on Market	Median \$/Sq. Ft.
Less than 1000	1	\$382,500	\$382,500	70	\$416
1000-2000	15	\$482,341	\$450,000	145	\$325
2000-3000	12	\$723,625	\$732,500	182	\$311
3000-4000	7	\$1,285,071	\$1,482,500	126	\$380
4000+	3	\$2,046,666	\$1,600,000	357	\$361
Highest Sale		\$3,250,000			\$812
Lowest Sale		\$317,000			\$286

For the next quarter we may look at home pricing by neighborhood.

Condominium Market

The condominium pricing for YTD-2014 is proving strong increases over 2013. When double digit increases were observed during the first quarter, it was thought perhaps the limited data or seasonal gains may have been indicating unusually high results. Given the 121 condominium sales as of July 1st, 2014 and the incorporation of a shoulder season in market data, the median pricing is showing to be stable and reliable.

Condominium Sales History

Year	# Sales	Avg. Price	Median Price	Avg. DOM	% Chg. in Median Price
2003	609	\$406,058	\$351,000	127	
2004	491	\$514,427	\$449,900	96	28.18%
2005	619	\$600,693	\$530,000	166	17.80%
2006	374	\$661,703	\$560,000	97	5.66%
2007	278	\$651,157	\$540,700	100	-3.45%
2008	206	\$555,530	\$475,000	148	-12.15%
2009	295	\$387,292	\$325,000	162	-31.58%
2010	375	\$350,657	\$280,000	155	-13.85%
2011	306	\$300,799	\$242,000	98	-13.57%
2012	298	\$294,415	\$244,500	180	1.03%
2013	342	\$318,703	\$264,000	156	7.98%
2014 YTD	121	\$353,657	\$305,000	161	15.53%

The condominium market is the most active market in Mammoth in terms of sales volume. In analyzing the data there have been more than 4,314 sales over a ten year study period. The following chart provides and interpretation of the table above. This graph reflects the entire condominium market in Mammoth Lakes. It's important to understand sub-markets within the condominium market perform differently. As of July 1, 2014, median condominium pricing is trending 15.53% over 2013.





In this issue I have broken the condominium market down by bedroom and loft utility. From this chart we can view the performance of specific bedroom types.

Bedroom Configuration	# Sales	Avg. Price	Median Price	Days on Market	Median Price/ft.
1 Bedroom	24	\$201,478	\$182,500	96	\$241
1 Bedroom + Loft	10	\$222,900	\$224,500	98	\$232
2 Bedroom	30	\$391,866	\$382,500	134	\$320
2 Bedroom + Loft	18	\$286,179	\$274,062	92	\$227
3 Bedroom	19	\$490,857	\$370,000	219	\$255
3 Bedroom + Loft	6	\$637,333	\$530,000	314	\$267
4 Bedroom	4	\$771,250	\$750,000	146	\$347
4 Bedroom + Loft	0	\$0	\$0	0	\$0
5 Bedroom+	1	\$1,090,000	\$1,090,000	158	\$339

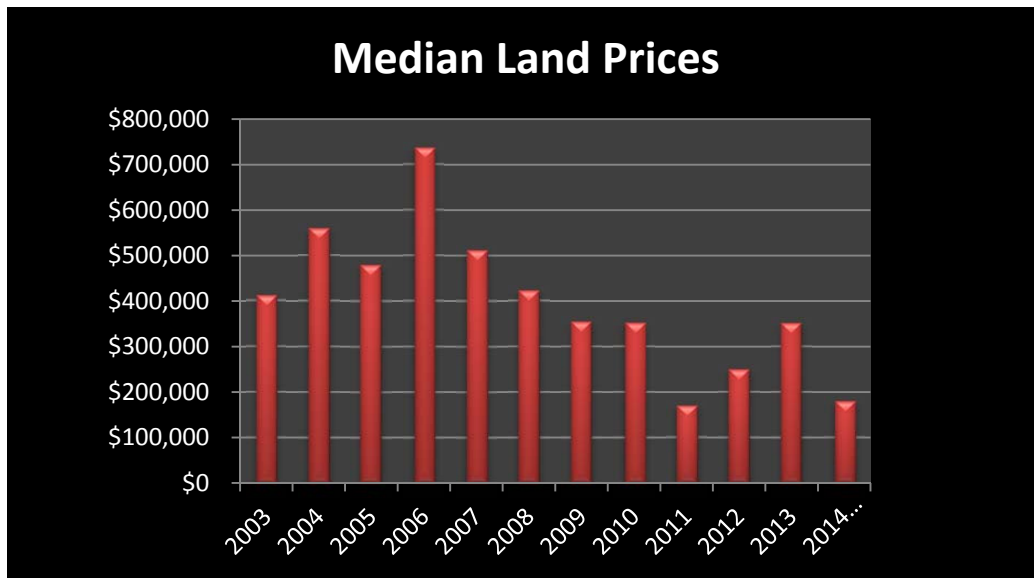
What is apparent in the table above is market's desire for two bedroom condominium units. Not only were these condominium types demonstrating the greatest number of total sales, but the median price per foot for this product type was significantly higher than the 1 bedroom/loft or two bedroom/loft units.

Vacant Land Sales (All use types)

Total single family land sales did not change from the first quarter to the second quarter.

Year	# Sales	Avg. Price	Median Price	DOM	Med. % Change in	
					Median Price	Avg. \$/Sq. Ft.
2003	63	\$453,327	\$412,500	196		
2004	69	\$1,006,919	\$560,000	228	35.76%	
2005	62	\$649,338	\$480,500	202	-14.20%	
2006	34	\$978,977	\$737,500	251	53.49%	\$68.37
2007	21	\$643,250	\$513,000	260	-30.44%	\$47.32
2008	6	\$396,417	\$423,750	403	-17.40%	\$28.31
2009	11	\$370,864	\$355,000	439	-16.22%	\$24.06
2010	4	\$349,625	\$352,500	257	-0.70%	\$20.31
2011	9	\$202,277	\$170,000	399	-51.77%	\$16.24
2012	23	\$381,718	\$250,000	168	47.06%	\$31.06
2013	30	\$450,783	\$352,000	258	40.80%	\$28.22
2014 YTD	6	\$219,500	\$180,000	222	-48.86%	\$21.87

Land Sales History



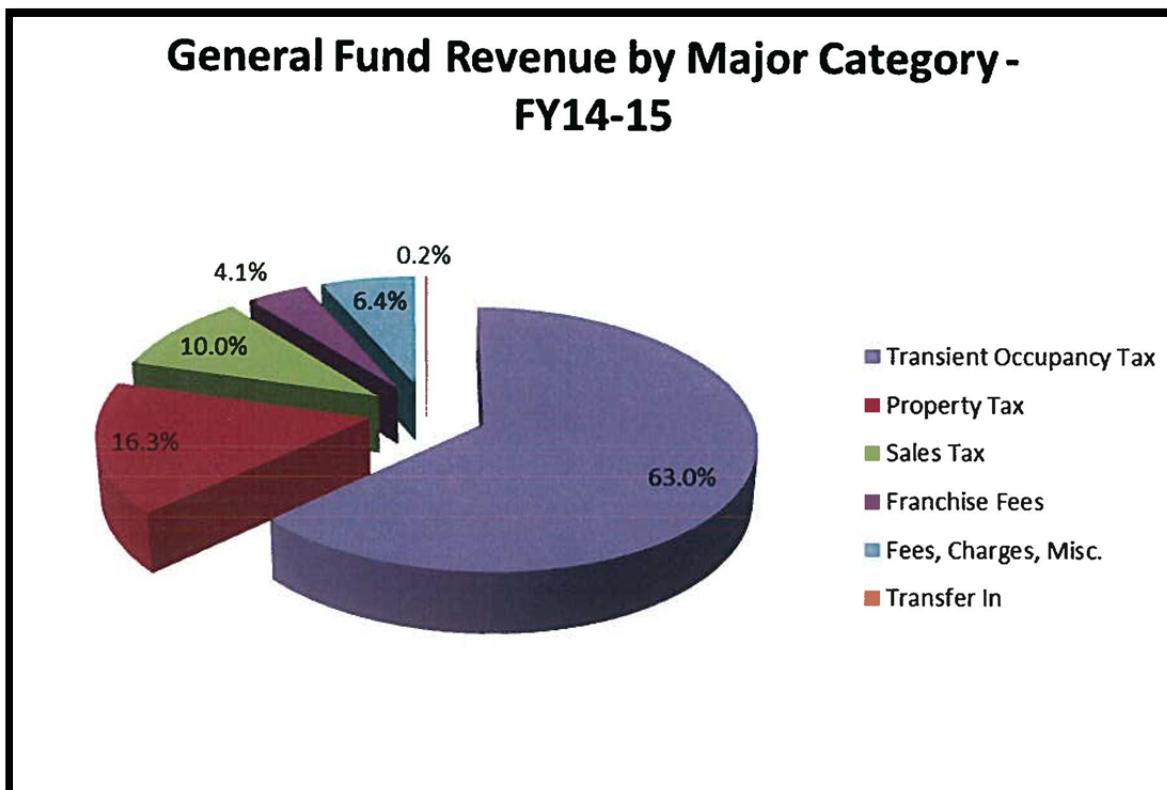
Land trends are not considered to be as indicative of the market as condominiums or single family home trends simply due to the fact there are few data points and the land uses are comingled in this analysis.

Town Economy

When looking at a real estate market as a whole it is useful to look at the revenues and health of the governmental agency in which the real estate resides. Looking at these facts and figures also allows us somewhat of a holistic view of the general economy in the area.

Major Category	Revenue
Transient Occupancy Tax	\$11,600,000
Property Tax	\$2,996,984
Sales Tax	\$1,833,000
Franchise Fees	\$760,000
Fees, Charges, Misc.	\$1,177,599
Transfer-In	\$32,778
Total	\$18,400,321

The General Fund revenue projections have been established at \$18,400,321. Assumptions for sales tax revenue are assumed to be \$1,833,000. According to the Town of Mammoth Lakes, revenues are broken down as follows:



Summer Events

While the Mammoth Half Marathon and the Mammoth Motocross are now the two events kicking off summer with large influxes of visitors and athletes, the Fourth of July coming up this weekend is really the identifying event showing summer is in full swing. One of our home grown Olympians, John Teller, will be the Grand Marshal and the parade will be traveling from the south end of town to the north end of town this year.

Some other signature events for the 2014 summer:

- “Gimme Shelter” Carnival (NEW!!) July 10th – July 20th in the Rafters parking lot
- Food and Wine Experience- July 11th – 13th
- Jazz Jubilee - July 16th – 20th
- Villagefest – July 25th – 27th
- Bluesapalooza / Mammoth Festival of Beers – July 31st – August 3rd
- Fine Arts and Crafts Festival – August 1st – 3rd
- Mammoth Margarita Festival – August 8th – 9th
- Mammoth Reggae Festival – August 15th – 16th
- Mammoth Rock & Taste of the Sierra – August 22nd – 23rd
- Hop ‘n’ Sage – September 6th

Single Family Home Rentals

In light of much discussion relating to the idea of single family home rentals in Mammoth Lakes, Matthew Lehman Real Estate ran a survey among our clients and visitors to our website in order to find out if they are for or against single family home rentals in Mammoth Lakes.

In our short, three question, survey we received 153 respondents and retrieved the following information:

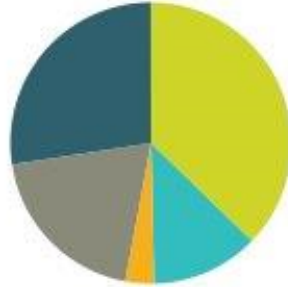
- 57 were very much opposed
- 19 were, for the most part, opposed
- 5 didn’t care one way or another
- 30 were in favor of nightly rentals with some conditions
- 42 were very much in favor of nightly rentals

15.03% of respondents were renters while 84.97% were owners.

80.39% were full time residents and 19.61% were not.

Q2 Would you be in favor of permitting single family home owners to rent their homes on nightly basis in Mammoth Lakes?

Answered: 153 Skipped: 0



- I'm very much opposed to renting single family homes on a nightly basis in Mammoth La...
- For the most part I'm opposed renting single family homes on a nightly basis
- I don't care one way or another
- I'm in favor or renting single family homes on a nightly basis , with conditions
- I'm in very much in favor renting single family homes in Mammoth Lakes on a nightly b...

If you would like to subscribe to this quarterly Market Trend Report or if you have any questions regarding real estate in Mammoth, please email me at: Matthew@MatthewLehmanRealEstate.com or call 760-934-1110

I also have a monthly newsletter that will give you more frequent updates on various topics affecting the real estate market. Again, send me an email letting me know you would like the monthly newsletter and I will make sure you receive it at the beginning of each month. You can unsubscribe at any time.

If you are looking for weekly information relating to real estate or just topics taking place around Mammoth Lakes, you can read my blog at <http://trademarkmammoth.com/blog/>

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