

Providing insights and commentary on residential markets in Utah and Nevada.

2021
MIDYEAR



RESIDENTIAL REVIEW

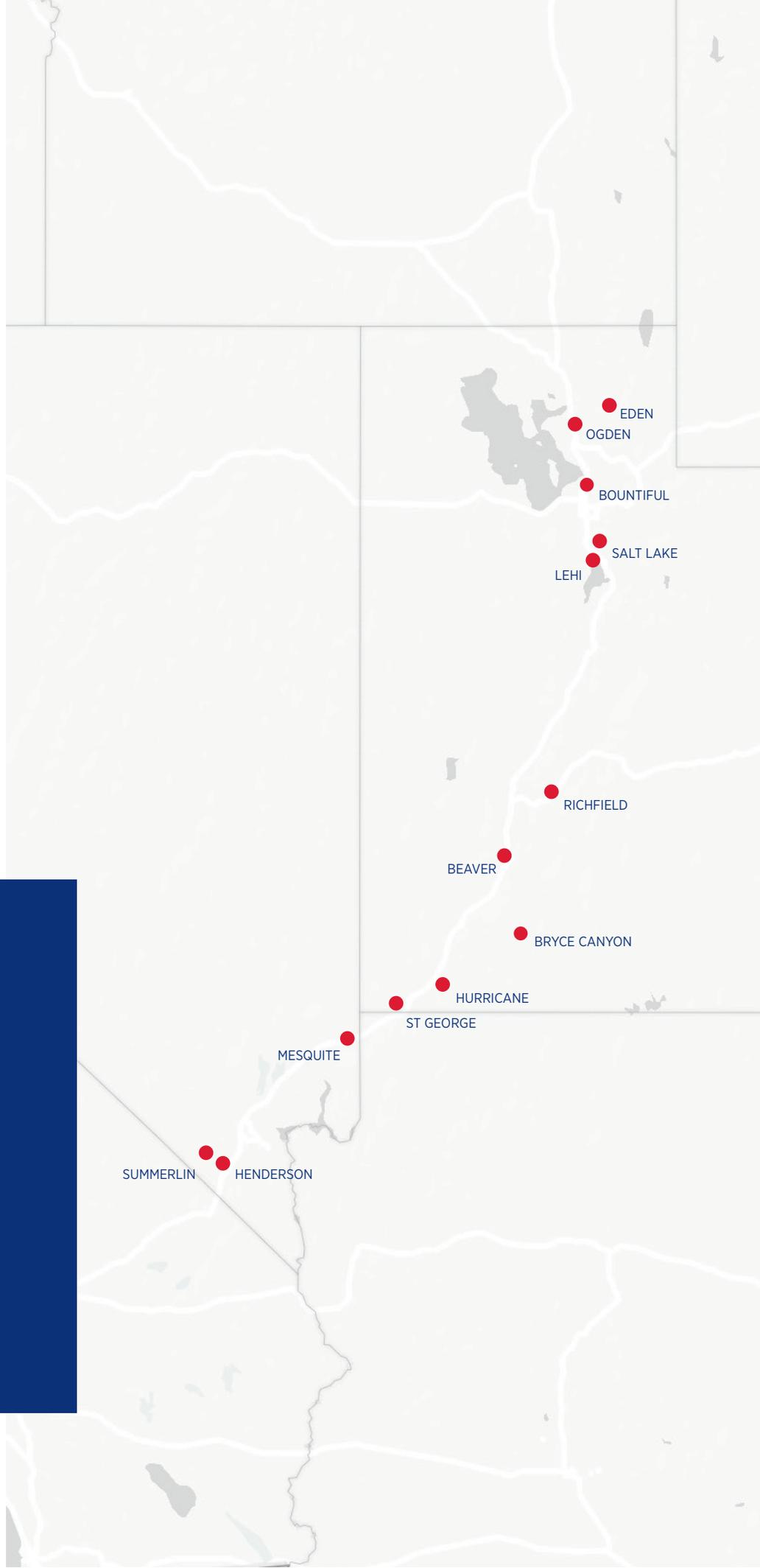
TABLE OF CONTENTS

- 03 Residential Resale Overview
- 07 Weber & Davis Counties Market Research
- 08 Asset Management Services
- 10 Salt Lake & Summit Counties Market Research
- 12 Distinctive Properties
- 16 Utah & Sevier Counties Market Research
- 18 Corporate & Relocation Services
- 19 Beaver & Iron Counties Market Research
- 20 Developer Services
- 23 Washington County & Hurricane Valley Market Research
- 24 Las Vegas & Mesquite Areas Market Research
- 25 Commercial Real Estate Services

Are you ready to
buy, sell, rent, or invest?

Let us guide you through the
process. Visit with one of our
trusted real estate
professionals today.

For more information go to:
erabrokers.com





ERA REAL ESTATE

**CIRCLE OF SUCCESS
2020**

PLATINUM COMPANY

3 ERA Affiliate Nationwide



#228 Nationally

**REALTRENDS
FIVE HUNDRED**

#267 Nationally

44TH Fastest Growing Nationally



#286 Nationally

**INMAN
INNOVATOR AWARDS**
Acts of Courage & Service

**REALTRENDS
GC2021
GAME CHANGERS**

The last twelve months have seen sentiment in residential housing markets change dramatically. The result is one of the most dynamic and challenging housing markets in memory. Following is a brief overview of market conditions over the past twelve months and a look at what to expect in the second half of 2021.

Summer 2020

The summer of 2020 ended the first wave of COVID-19 cases and with it came a sense that the pandemic might be easing. As individuals and families considered their housing circumstances, their employment, their school opportunities and their personal constraints, they looked to move. Early in the summer, supply was plentiful and buyer demand—although increasing—was not driving multiple offer scenarios. Rental eviction moratoriums were being enforced and mortgage forbearance was widely available. With interest rates at record lows, moving to a home that provided safety from the virus and accommodated work and school circumstances started the wave of home buying.

Fall 2020

An accelerating wave of COVID-19 cases in the fall increased buyer activity as people sought refuge from the pandemic and policies that restricted movement. With relocations increasing, existing housing inventory began to fall. Buyers entered the market faster than sellers offered homes for sale setting up multiple offer. Builders, who just a few months ago were concerned about oversupply, found they had no inventory to sell. Many builders had released commitments in the spring and were now looking for lots, land, labor, and materials to ramp up their homebuilding operations. Interest rates remained near record lows and rents began to rise.

Spring 2021

As COVID-19 cases fell from winter peaks and vaccinations rates rose, we experienced one of the most challenging markets for buyers ever recorded. What began as multiple offers turned into dozens of offers in many cases. The supply of available homes was measured in days, not months, and many builders moved to sell finished units only. Supply chain challenges and labor shortages became acute and seemingly everyone was following record high lumber prices. Builders renegotiated contracts and missed delivery deadlines. Sellers asked for tens and hundreds of thousands of dollars over ask and required buyers to waive due diligence and financing contingencies. Prospective sellers were unable to move because they couldn't find a new home to move into, deepening the shortage and accelerating the price appreciation.

Summer 2021

Moving into the summer, lumber prices began to stabilize and then fall. Existing home inventories increased, although inventories remain lower than during the summer of 2020. Price levels are much higher, although price increases seem to be stabilizing. Some sellers are asking too much for their homes, taking themselves out of the market. Appropriately priced homes are still seeing multiple offers, although far from the frenzy of the spring. The COVID-19 Delta variant began a third wave of rising case numbers since the pandemic began.

Second Half 2021

Looking ahead to the fall and winter, we believe the same drivers are moving the market that we identified at the beginning of 2021. Home as a safe place is the number one priority for most home owners and renters. Individuals and families are still looking for a place to educate their children, work, and play while remaining safe from COVID-19. The increased flexibility of work arrangements are accelerating relocations. The recent increase in cases has some employers extending their work-from-home accommodations, which in turn has employees moving to the place where they want to live while keeping their job. Low interest rates are softening the impact of higher prices as monthly payments remain manageable for many individuals and families. While inventories are higher than the past spring, overall inventory remains far below historical levels and far from oversupply.

What's Ahead

Inventory levels should increase, bringing them closer in line to historical levels. Supply constraints will continue to disrupt builders, but not at the same level as the past spring. Rental demand will remain high and rental units will remain undersupplied, causing rents to continue to rise in most markets. Price levels are at risk if interest rates rise, remote employees are called back to the office, or builders get ahead of market demand. Given the current conditions, we expect prices to rise in the second half of 2021, although more slowly than in the first half of the year.

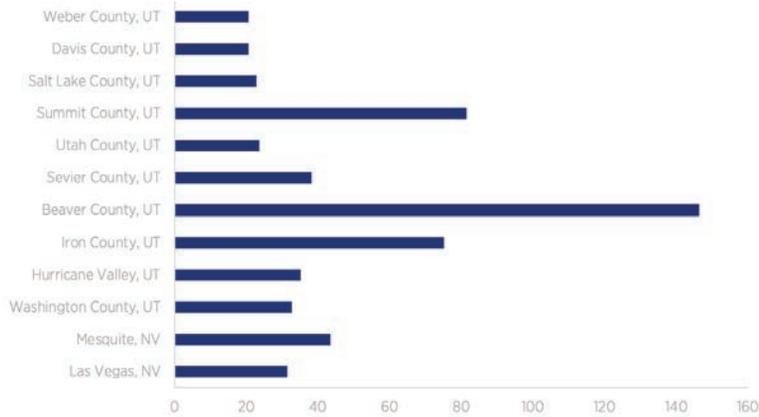
NEIL WALTER
CEO



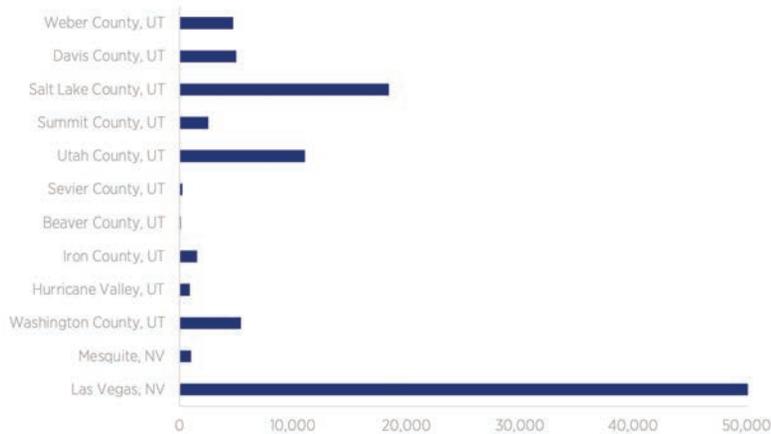
RESIDENTIAL RESALE OVERVIEW

JULY 2020-2021

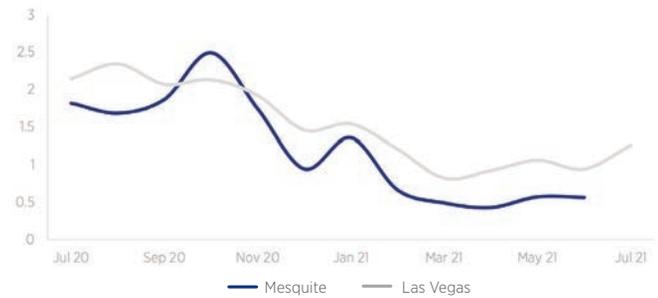
Days on Market - 12 Month Average



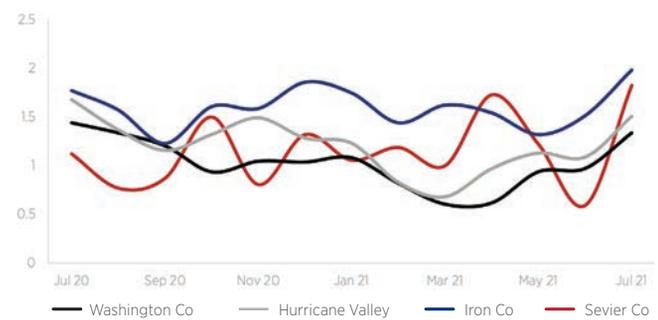
Number of Homes Sold Last 12 Months



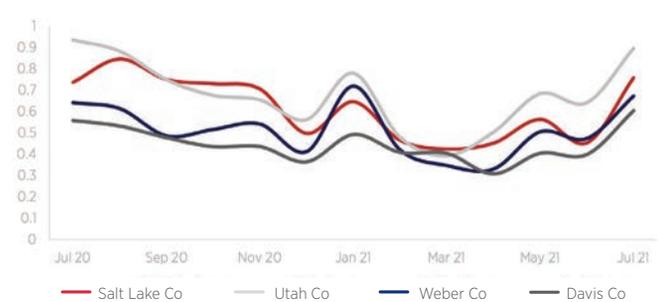
Southern Nevada Months Supply of Inventory



Southern Utah Months Supply of Inventory



Northern Utah Months Supply of Inventory



| Market | 12 Month Median Sales Price | YOY Change | 12 Month Avg Sales Price | YOY Change | Current Inventory | 12 Month Building Permits |
|-----------------------|-----------------------------|------------|--------------------------|------------|-------------------|---------------------------|
| Weber County, UT | \$332,171 | 22% | \$381,872 | 22% | 270 | 1,144 |
| Davis County, UT | \$407,438 | 19% | \$448,903 | 21% | 261 | 1,453 |
| Salt Lake County, UT | \$419,377 | 17% | \$491,377 | 21% | 1,223 | 2,872 |
| Summit County, UT | \$1,083,772 | 23% | \$1,695,206 | 30% | 301 | 180 |
| Utah County, UT | \$405,047 | 19% | \$461,708 | 22% | 938 | 4,998 |
| Sevier County, UT | \$249,100 | 33% | \$281,656 | 39% | 31 | 57 |
| Beaver County, UT | \$215,315 | 15% | \$272,101 | 35% | 25 | 13 |
| Iron County, UT | \$285,501 | 19% | \$308,823 | 20% | 220 | 665 |
| Hurricane Valley, UT | \$396,092 | 22% | \$446,075 | 28% | 110 | 686 |
| Washington County, UT | \$418,563 | 24% | \$491,145 | 28% | 554 | 3,266 |
| Mesquite, NV | \$306,161 | 13% | \$328,735 | 16% | 45 | 408 |
| Las Vegas, NV | \$334,117 | 14% | \$404,649 | 21% | 5,578 | 9,628 |

View market reports covering Utah & Nevada at:
erabrokers.com

Data is current through July 2021. Data for Mesquite is current through June 2021.
 Source: MLS, Local Association of Realtors and Construction Monitor

A New Real Estate Experience

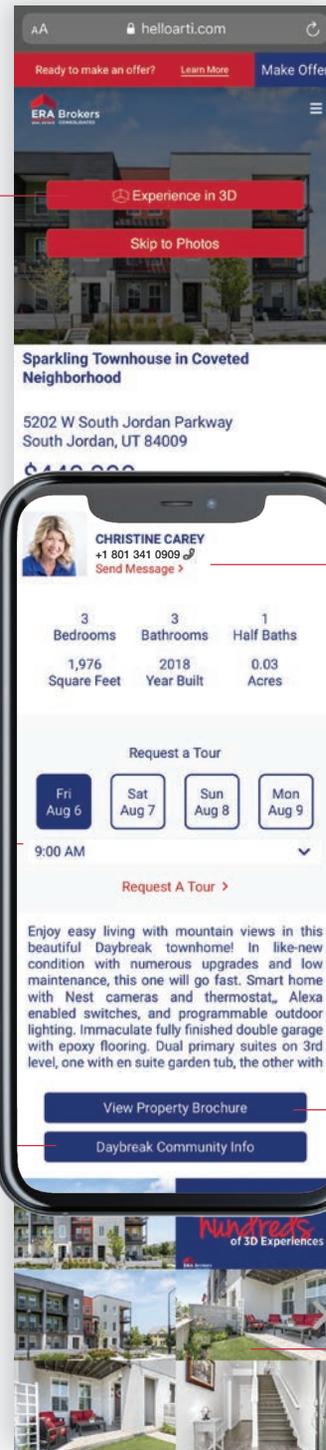
Some consider selling real estate an individual effort –we believe it is a team sport. When you combine best in industry technology, broker support, graphic design, lead generation, and marketing systems supported by a cohesive team, you get exceptional results.

**Thinking about a career in real estate?
Changing brokerages?**

Let's start a conversation.



erabrokers.com/careers



MAKE AN OFFER

3D TOUR

LISTING AGENT CONTACT

SCHEDULE A TOUR

DOCUMENT FILES

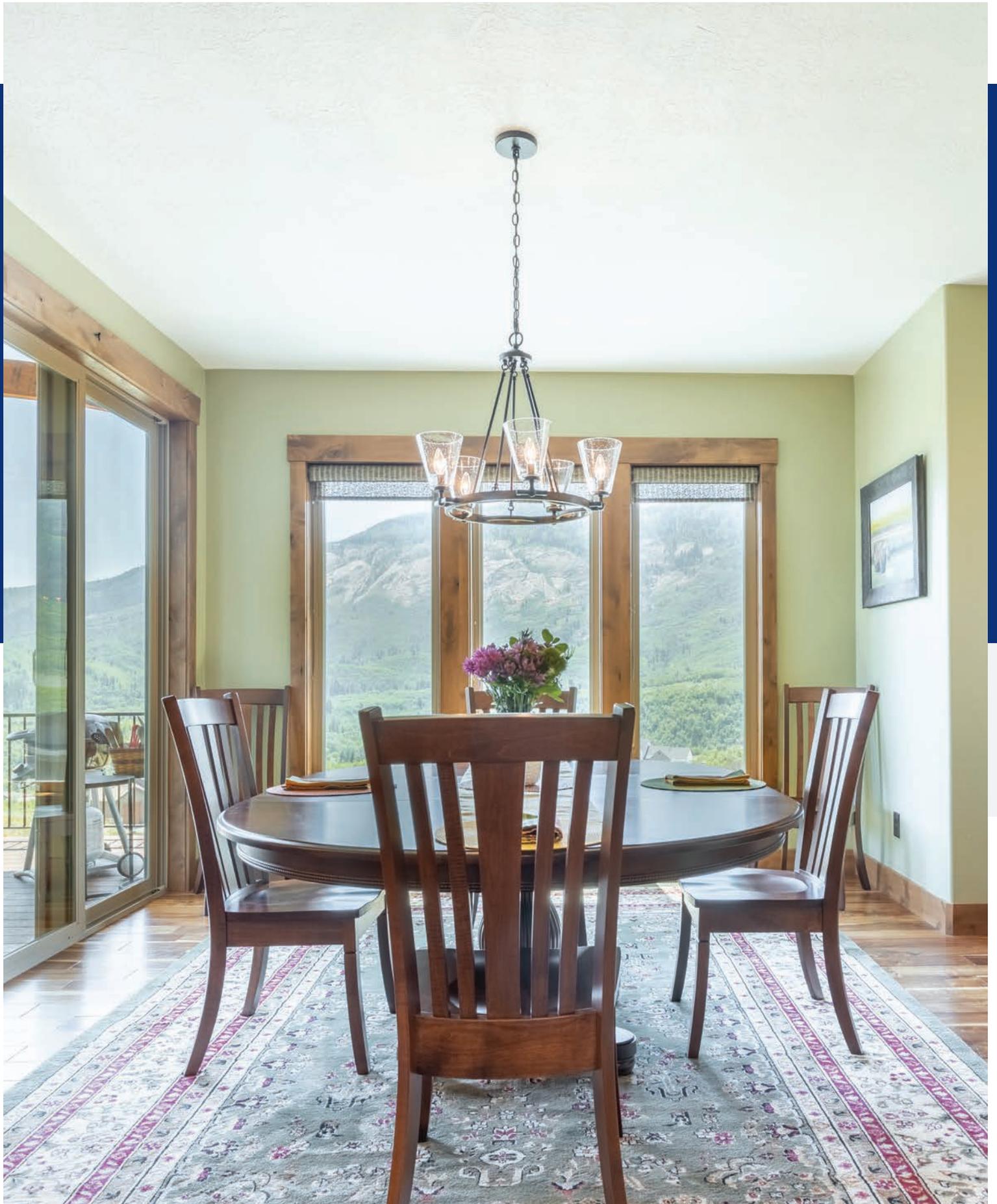
CUSTOM MARKETING

PROFESSIONAL PHOTOGRAPHY

PROPERTY LISTING WEBSITES EVERY LISTING, EVERY DEVICE

Delivered over 1 MILLION virtual showings the last 12 months.

To learn more about ARTI go to:
brokerstechnology.com



FOR SALE by ERA Brokers // Liberty, Utah

WEBER COUNTY

Highlights:

- Median Sales Price is up 30.0% compared to July last year.
- Average Sales Price Per SF is up 33.0% compared to July last year.
- Inventory of Homes for Sale is down 66% over a 12 month average.

July 2021 // Year-Over-Year:

| | | |
|------------------------|------------------------|---------------------|
| -9.2% | -24.9% | -21.3% |
| Change in New Listings | Change in Closed Sales | Change in Inventory |



| | July 2020 | | July 2021 | + / - | 12 Month Avg | + / - |
|-----------------------------|-----------|--|------------------|--------|------------------|-------|
| New Listings | 513 | | 466 | -9.2% | 397 | -17% |
| Pending Sales | 519 | | 207 | -60.1% | 307 | -24% |
| Closed Sales | 534 | | 401 | -24.9% | 392 | -3% |
| Median Sales Price | \$300,000 | | \$390,000 | 30.0% | \$332,171 | 22% |
| Average Sales Price | \$341,528 | | \$442,001 | 29.4% | \$381,872 | 22% |
| Average Sales Price Per SF | \$149 | | \$199 | 33.0% | \$175 | 24% |
| Average Home Size in SF | 2288 | | 2226 | -2.7% | 2179 | -1.4% |
| List to Sale Price Ratio | 100.0% | | 102.0% | 2.0% | 101.6% | -1.8% |
| Days on Market | 27 | | 13 | -51.9% | 21 | -44% |
| Inventory of Homes for Sale | 343 | | 270 | -21.3% | 197 | -66% |
| Months Supply of Inventory | 0.6 | | 0.7 | 4.8% | 0.5 | -66% |
| Single Family Permits | 124 | | 55 | -55.6% | 95 | 4% |

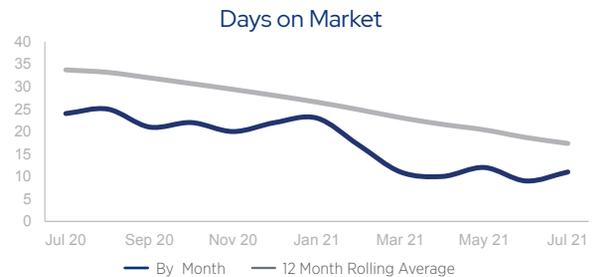
DAVIS COUNTY

Highlights:

- Median Sales Price is up 27.0% compared to July last year.
- Average Sales Price Per SF is up 32.4% compared to July last year.
- Inventory of Homes for Sale is down 65% over a 12 month average.

July 2021 // Year-Over-Year:

| | | |
|------------------------|------------------------|---------------------|
| -9.6% | -29.1% | -23.2% |
| Change in New Listings | Change in Closed Sales | Change in Inventory |



| | July 2020 | | July 2021 | + / - | 12 Month Avg | + / - |
|-----------------------------|-----------|--|------------------|--------|------------------|-------|
| New Listings | 602 | | 544 | -9.6% | 425 | -16% |
| Pending Sales | 577 | | 262 | -54.6% | 333 | -24% |
| Closed Sales | 609 | | 432 | -29.1% | 416 | -7% |
| Median Sales Price | \$362,500 | | \$460,500 | 27.0% | \$407,438 | 19% |
| Average Sales Price | \$403,774 | | \$516,898 | 28.0% | \$448,903 | 21% |
| Average Sales Price Per SF | \$152 | | \$201 | 32.4% | \$173 | 21% |
| Average Home Size in SF | 2661 | | 2573 | -3.3% | 2586 | 0.0% |
| List to Sale Price Ratio | 99.8% | | 103.0% | 3.2% | 101.8% | -1.6% |
| Days on Market | 24 | | 11 | -54.2% | 17 | -49% |
| Inventory of Homes for Sale | 340 | | 261 | -23.2% | 185 | -65% |
| Months Supply of Inventory | 0.6 | | 0.6 | 8.2% | 0.4 | -64% |
| Single Family Permits | 105 | | 112 | 6.7% | 121 | 25% |

PROPERTY MANAGEMENT SERVICES

Professional Advertising

Listed on hundreds of websites. Rest assured that the best tenants in your area will hear about your rental.

Tenant Screening

Criminal background and credit checks, income verification, landlord references. Rigorous tenant screening process.

Rent Collection

Online rent payments and professional rent collection. No worries. Regular owner payments.

Enforcement

Policies about pets, cleanliness, drug use, and smoking. We stand by our owners.

Inspections

Regular inspections and preventative maintenance keeps your property at its best.

Accounting

Receive detailed monthly statements of income and expenses for you and your accountant.

Maintenance

Licensed professional vendors with competitive pricing provide quality work. We're experienced in negotiating and diagnosing problems.



13
Office Locations

2,000
Units Managed

\$400 Million
Assets Managed



We combine the best people, technology,
marketing, and research to deliver the best
management experience.

Learn more about ERA Property Management:
erabrokers.com | 800.372.2765

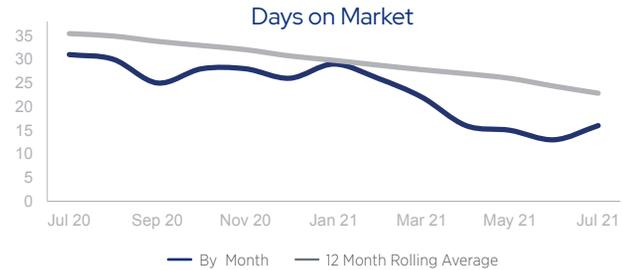
SALT LAKE COUNTY

Highlights:

- Median Sales Price is up 26.1% compared to July last year.
- Average Sales Price Per SF is up 30.2% compared to July last year.
- Inventory of Homes for Sale is down 52% over a 12 month average.

July 2021 // Year-Over-Year:

| | | |
|------------------------|------------------------|---------------------|
| -6.7% | -22.8% | -20.6% |
| Change in New Listings | Change in Closed Sales | Change in Inventory |



| | July 2020 | | July 2021 | + / - | 12 Month Avg | + / - |
|-----------------------------|-----------|--|------------------|--------|------------------|-------|
| New Listings | 2103 | | 1962 | -6.7% | 1626 | -6% |
| Pending Sales | 1894 | | 848 | -55.2% | 1249 | -14% |
| Closed Sales | 2088 | | 1611 | -22.8% | 1538 | 6% |
| Median Sales Price | \$380,750 | | \$480,000 | 26.1% | \$419,377 | 17% |
| Average Sales Price | \$436,166 | | \$557,773 | 27.9% | \$491,377 | 21% |
| Average Sales Price Per SF | \$177 | | \$231 | 30.2% | \$204 | 21% |
| Average Home Size in SF | 2460 | | 2416 | -1.8% | 2402 | -0.7% |
| List to Sale Price Ratio | 99.1% | | 102.0% | 2.9% | 101.1% | -1.7% |
| Days on Market | 31 | | 16 | -48.4% | 23 | -36% |
| Inventory of Homes for Sale | 1540 | | 1223 | -20.6% | 955 | -52% |
| Months Supply of Inventory | 0.7 | | 0.8 | 2.9% | 0.6 | -57% |
| Single Family Permits | 428 | | 115 | -73.1% | 239 | -22% |

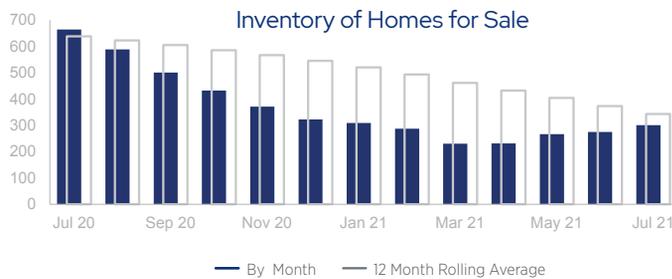
SUMMIT COUNTY

Highlights:

- Median Sales Price is up 7.0% compared to July last year.
- Average Sales Price Per SF is up 26.7% compared to July last year.
- Inventory of Homes for Sale is down 46% over a 12 month average.

July 2021 // Year-Over-Year:

| | | |
|------------------------|------------------------|---------------------|
| -44.0% | -24.5% | -54.7% |
| Change in New Listings | Change in Closed Sales | Change in Inventory |



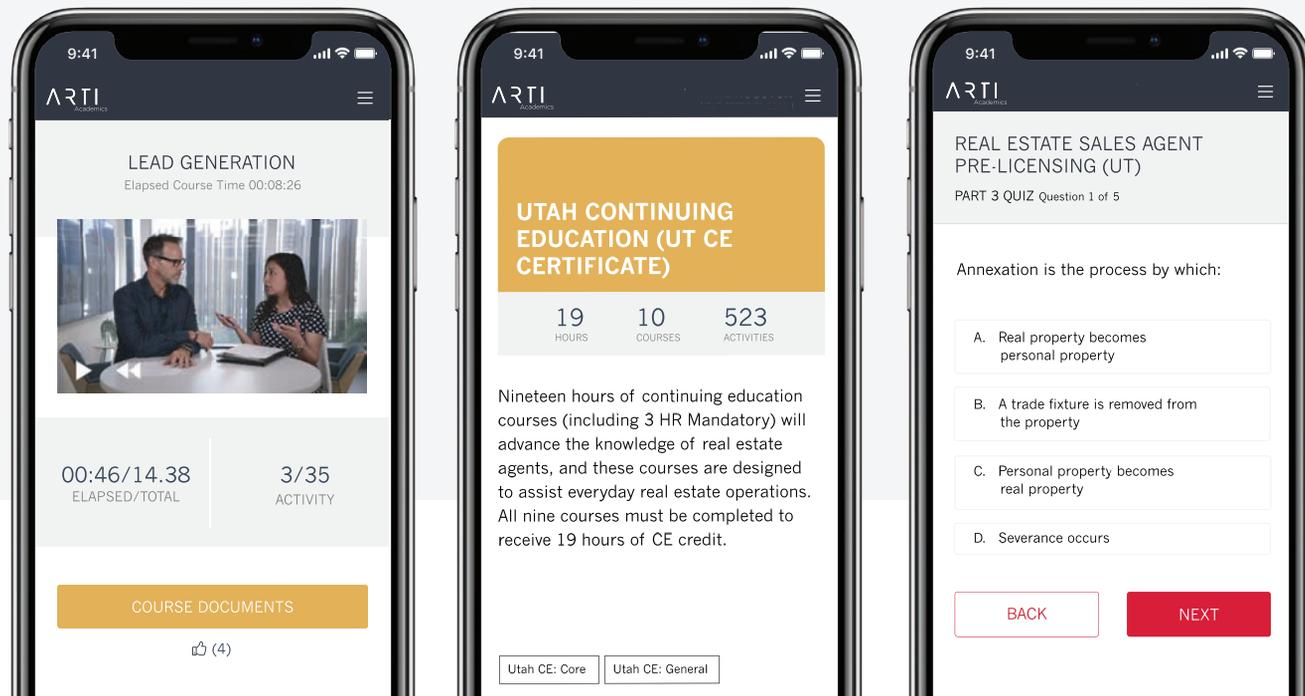
| | July 2020 | | July 2021 | + / - | 12 Month Avg | + / - |
|-----------------------------|-------------|--|--------------------|--------|--------------------|-------|
| New Listings | 336 | | 188 | -44.0% | 215 | 10% |
| Pending Sales | 302 | | 100 | -66.9% | 208 | 44% |
| Closed Sales | 204 | | 154 | -24.5% | 209 | 56% |
| Median Sales Price | \$1,030,000 | | \$1,101,833 | 7.0% | \$1,083,772 | 23% |
| Average Sales Price | \$1,636,504 | | \$1,651,517 | 0.9% | \$1,695,206 | 30% |
| Average Sales Price Per SF | \$464 | | \$589 | 26.7% | \$573 | 31% |
| Average Home Size in SF | 3524 | | 2806 | -20.4% | 2905 | -1.2% |
| List to Sale Price Ratio | 94.6% | | 98.0% | 3.6% | 97.1% | -5.5% |
| Days on Market | 84 | | 37 | -56.0% | 81 | -14% |
| Inventory of Homes for Sale | 665 | | 301 | -54.7% | 343 | -46% |
| Months Supply of Inventory | 3.3 | | 2.0 | -40.0% | 1.7 | -68% |
| Single Family Permits | 27 | | 8 | -70.4% | 15 | -30% |

Ready for better Real Estate education?



Why You Should Choose ARTI[®] Academics

1. We provide the courses you care about
2. The only Real Estate school with a mobile app
3. Engaging video content and all courses 100% Free



all screenshots from mobile app

12K +

Students Enrolled

\$2.2 MIL

Tuition Saved



artiacademics.com

Start your CE or Pre-Licensing today!

Download in the App Store.

featured in
inman





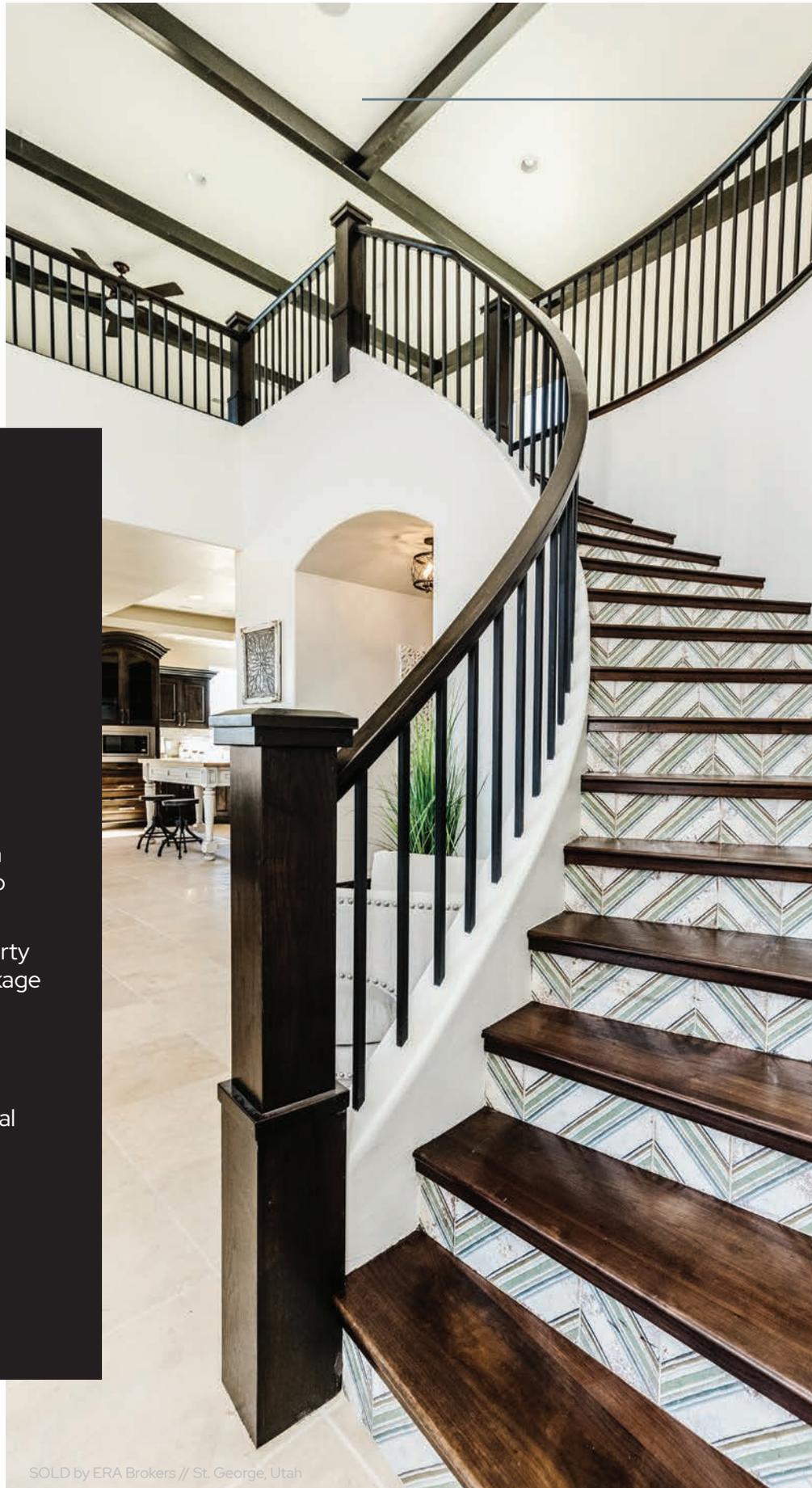
DISTINCTIVE
PROPERTIES

UNMATCHED MARKETING

- Custom built Facebook and Instagram advertisement campaign.
- Featured in the leading Utah and Nevada real estate publication with distribution to over 100,000 people.
- Distinctive branding that sets your property website and custom built marketing package apart from the rest.
- Enhanced photography package, aerial photography, 3d tour and floorplan.*
- Listed on over 100 international luxury real estate websites.

eradistinctiveproperties.com

*where available



SOLD by ERA Brokers // St. George, Utah

seamless blend of experience, technology and global reach



Monte De Luz | Henderson, NV
5 Beds | 4.5 Baths | \$1,678,000 | Richard Lasica | S.0057440



Bear Hollow Cove | Draper, UT
9 Beds | 4.5 Baths | \$1,390,000 | Angie Simons



Midnight Ridge | Las Vegas, NV
3 Beds | 2.5 Baths | \$2,525,000 | Tanya Murray | S.0051142



Red Rock Country Club Estate | Las Vegas, NV
4 Beds | 3.5 Baths | \$1,399,000 | Dawnelle Gallo | S.0184532



Entertainer's Dream | St. George, UT | SOLD
6 Beds | 4.5 Baths | \$1,610,000 | Cox Team



Monte Bello Beauty | Las Vegas, NV | SOLD
4 Beds | 3.5 Baths | \$1,265,000 | Lisa Hoover | S.0061864



Stunning Views | St. George, UT
5 Beds | 4 Baths | \$940,000 | Melissa Bean



Tuscan Oasis | Las Vegas, NV
3 Beds | 2.5 Baths | \$1,100,000 | Laura Ahumada | S.0057538



Arnold Court | Alpine, UT
5 Beds | 3 Baths | \$1,100,000 | Andrea Eastman



Mountain Escape | Eden, UT
5 Beds | 3 Baths | \$1,275,000 | Julie Summers Christensen



Heritage Hills Home | Alpine, UT
6 Beds | 4.5 Baths | \$2,298,000 | Nicki Christensen



Golfers Heaven | Las Vegas, NV | SOLD
2 Beds | 2.5 Baths | \$940,000 | Hank Israel | BS.0025916



Mile High Drive | Provo, UT
5 Beds | 3 Baths | \$1,600,000 | Nathan Davey



Little Valley Paradise | St. George, UT
7 Beds | 5 Baths | \$1,999,999 | Jared West



Mountain Views | Liberty, UT | SOLD
4 Beds | 2.5 Baths | \$1,300,000 | Mira Koford



Paunsaugunt Cliffs Dr | Hatch, UT
5 Beds | 4.5 Baths | \$1,100,000 | Matthew Walter



Cliffweller Ranch Dream | Hurricane, UT
3 Beds | 2 Baths | \$1,191,000 | April Gates



Recreational Retreat | Huntsville, UT
10 Beds | 6.5 Baths | \$1,950,000 | Nanci Lifer



Allegheny Way | Alpine, UT
8 Beds | 4.5 Baths | \$1,199,000 | Maria Fillmore



Trafalgar Court | Henderson, NV
6 Beds | 5.5 Baths | \$1,650,000 | Scott Meservey | S.0062459



Zion Bed & Breakfast | Rockville, UT
7 Beds | 5.5 Baths | \$1,599,000 | Jace Jackson



Backyard Oasis | Washington, UT
7 Beds | 5.5 Baths | \$ 965,000 | Craig Barr



Exquisite Upgrades | Lehi, UT
6 Beds | 3.5 Baths | \$910,000 | Jennifer Call

View all Distinctive Properties:
eradistinctiveproperties.com



Venticello Drive | Las Vegas, NV | SOLD
4 Beds | 4.5 Baths | \$1,350,000 | Jordin Walker | S.0186322



Sun Valley Estates | Washington, UT
6 Beds | 3.5 Baths | \$990,000 | Beverly Whipple



Jessamine Dr | St George, UT | SOLD
5 Beds | 4 Baths | \$999,900 | Cox Team



Silver Crescent St | Las Vegas, NV | SOLD
3 Beds | 2.5 Baths | \$1,170,000 | Richard Lasica | S.0057440



Cascade Canyon | St George, UT | SOLD
5 Beds | 3.5 Baths | \$925,000 | Christy Gibbs



11.57 Acre Retreat | Toquerville, UT
4 Beds | 3 Baths | \$1,597,000 | Jake Peart



Elegant Views | Hatch, UT
3 Beds | 2 Baths | \$2,495,000 | Matthew Walter



Torrey Pines Estate | Hurricane, UT
3 Beds | 4.5 Baths | \$1,500,000 | The Porter Team

delivering exceptional service
that exceeds expectations

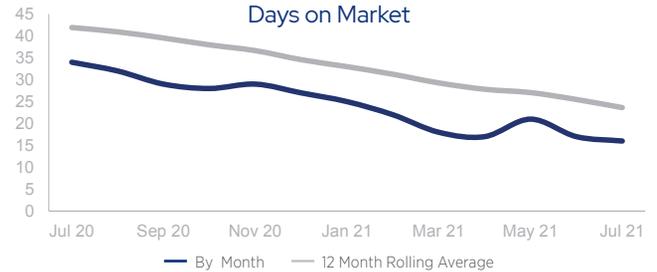
UTAH COUNTY

Highlights:

- Median Sales Price is up 29.3% compared to July last year.
- Average Sales Price Per SF is up 33.2% compared to July last year.
- Inventory of Homes for Sale is down 66% over a 12 month average.

July 2021 // Year-Over-Year:

| | | |
|------------------------|------------------------|---------------------|
| 10.6% | -15.6% | -19.1% |
| Change in New Listings | Change in Closed Sales | Change in Inventory |



| | July 2020 | | July 2021 | + / - | 12 Month Avg | + / - |
|-----------------------------|-----------|--|------------------|--------|------------------|-------|
| New Listings | 1249 | | 1381 | 10.6% | 1045 | -10% |
| Pending Sales | 1259 | | 767 | -39.1% | 845 | -14% |
| Closed Sales | 1241 | | 1047 | -15.6% | 920 | 5% |
| Median Sales Price | \$355,000 | | \$459,138 | 29.3% | \$405,047 | 19% |
| Average Sales Price | \$392,338 | | \$520,180 | 32.6% | \$461,708 | 22% |
| Average Sales Price Per SF | \$147 | | \$196 | 33.2% | \$169 | 20% |
| Average Home Size in SF | 2669 | | 2657 | -0.5% | 2728 | 1.3% |
| List to Sale Price Ratio | 100.2% | | 102.0% | 1.8% | 102.0% | -0.9% |
| Days on Market | 34 | | 16 | -52.9% | 24 | -44% |
| Inventory of Homes for Sale | 1160 | | 938 | -19.1% | 617 | -66% |
| Months Supply of Inventory | 0.9 | | 0.9 | -4.2% | 0.7 | -70% |
| Single Family Permits | 400 | | 393 | -1.8% | 417 | -1% |

SEVIER COUNTY

Highlights:

- Median Sales Price is up 22.9% compared to July last year.
- Average Sales Price Per SF is up 26.7% compared to July last year.
- Inventory of Homes for Sale is down 63% over a 12 month average.

July 2021 // Year-Over-Year:

| | | |
|------------------------|------------------------|---------------------|
| 94.4% | -48.5% | -16.2% |
| Change in New Listings | Change in Closed Sales | Change in Inventory |



| | July 2020 | | July 2021 | + / - | 12 Month Avg | + / - |
|-----------------------------|-----------|--|------------------|--------|------------------|-------|
| New Listings | 18 | | 35 | 94.4% | 24 | 3% |
| Pending Sales | 36 | | 20 | -44.4% | 20 | -12% |
| Closed Sales | 33 | | 17 | -48.5% | 21 | 0% |
| Median Sales Price | \$207,000 | | \$254,500 | 22.9% | \$249,100 | 33% |
| Average Sales Price | \$229,953 | | \$288,259 | 25.4% | \$281,656 | 39% |
| Average Sales Price Per SF | \$100 | | \$127 | 26.7% | \$115 | 25% |
| Average Home Size in SF | 2296 | | 2272 | -1.0% | 2439 | 13.4% |
| List to Sale Price Ratio | 95.6% | | 101.0% | 5.6% | 97.7% | -5.1% |
| Days on Market | 57 | | 28 | -50.9% | 38 | -39% |
| Inventory of Homes for Sale | 37 | | 31 | -16.2% | 23 | -63% |
| Months Supply of Inventory | 1.1 | | 1.8 | 62.6% | 1.2 | -64% |



CORPORATE & RELOCATION SERVICES



Designed for employers who want to offer a benefit to their employees.



Offers \$300 to \$5,500 in benefits after closing when you work with us to buy or sell your home!
Cash back program not available in all states.



Most preferred and trusted financial institution serving the military and their families. Receive \$400 to \$8,000 in cash back when working with us.
Cash back program not available in all states.



The trusted leader among relocation companies, providing mobility services to organizations of all sizes.



Working with the top 10% of brokers in the United States to give our client's the attention they deserve.



Provides key resources to guide active military, veterans and their families through their next move.
Work with us and you may receive \$350 to \$7,500 in cash back.
Cash back program not available in all states.

With approximately 2,350 offices across the world, your ERA Agent can help you with your next move anywhere.

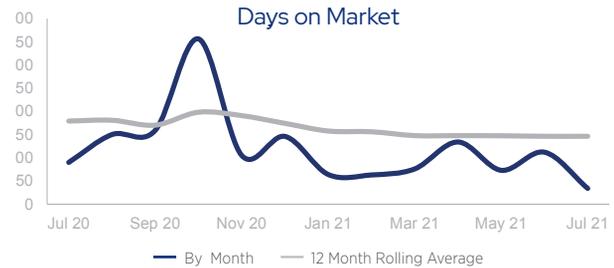
BEAVER COUNTY

Highlights:

- Median Sales Price is up 15% over a 12 month average.
- Average Sales Price Per SF is up 33% over a 12 month average.
- Inventory of Homes for Sale is down 57% over a 12 month average.

July 2021 // Year-Over-Year:

| | | |
|------------------------|------------------------|---------------------|
| 7.1% | -50.0% | -26.5% |
| Change in New Listings | Change in Closed Sales | Change in Inventory |



| | July 2020 | | July 2021 | + / - | 12 Month Avg | + / - |
|-----------------------------|-----------|--|-----------|--------|--------------|-------|
| New Listings | 14 | | 15 | 7.1% | 9 | 14% |
| Pending Sales | 17 | | 8 | -52.9% | 9 | 29% |
| Closed Sales | 10 | | 5 | -50.0% | 9 | 50% |
| Median Sales Price | \$305,000 | | \$155,000 | -49.2% | \$215,315 | 15% |
| Average Sales Price | \$285,500 | | \$268,600 | -5.9% | \$272,101 | 35% |
| Average Sales Price Per SF | \$117 | | \$203 | 73.0% | \$138 | 33% |
| Average Home Size in SF | 2432 | | 1322 | -45.6% | 1876 | 1.2% |
| List to Sale Price Ratio | 94.8% | | 100.7% | 6.2% | 95.9% | -6.9% |
| Days on Market | 90 | | 34 | -62.2% | 146 | -18% |
| Inventory of Homes for Sale | 34 | | 25 | -26.5% | 20 | -57% |
| Months Supply of Inventory | 3.4 | | 5.0 | 47.1% | 2.7 | -77% |

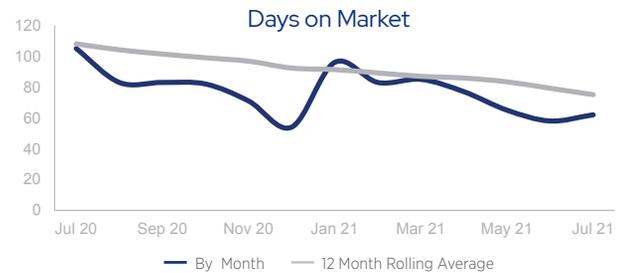
IRON COUNTY

Highlights:

- Median Sales Price is up 36.0% compared to July last year.
- Average Sales Price Per SF is up 40.1% compared to July last year.
- Inventory of Homes for Sale is down 46% over a 12 month average.

July 2021 // Year-Over-Year:

| | | |
|------------------------|------------------------|---------------------|
| -28.6% | -35.1% | -27.4% |
| Change in New Listings | Change in Closed Sales | Change in Inventory |



| | July 2020 | | July 2021 | + / - | 12 Month Avg | + / - |
|-----------------------------|-----------|--|-----------|--------|--------------|-------|
| New Listings | 182 | | 130 | -28.6% | 132 | 5% |
| Pending Sales | 235 | | 117 | -50.2% | 132 | 11% |
| Closed Sales | 171 | | 111 | -35.1% | 127 | 26% |
| Median Sales Price | \$250,000 | | \$340,000 | 36.0% | \$285,501 | 19% |
| Average Sales Price | \$260,891 | | \$353,987 | 35.7% | \$308,823 | 20% |
| Average Sales Price Per SF | \$123 | | \$172 | 40.1% | \$151 | 22% |
| Average Home Size in SF | 2126 | | 2059 | -3.2% | 2059 | -1.9% |
| List to Sale Price Ratio | 97.6% | | 100.6% | 3.1% | 99.3% | -3.0% |
| Days on Market | 105 | | 62 | -41.0% | 75 | -31% |
| Inventory of Homes for Sale | 303 | | 220 | -27.4% | 197 | -46% |
| Months Supply of Inventory | 1.8 | | 2.0 | 11.9% | 1.6 | -60% |
| Single Family Permits | 45 | | 56 | 24.4% | 55 | 37% |

DEVELOPER & BUILDER SERVICES



View all new Homes & Building Lots
currently listed with ERA Brokers
at erabrokers.com/new-construction

Builders choose ERA Brokers because of our agents, culture, marketing and technology. Our lead tracking and ability to stay in communications is the best in the industry.





ERA Brokers represents some of the best builders and communities



and more...

Learn more about about our services:
erabrokers.com



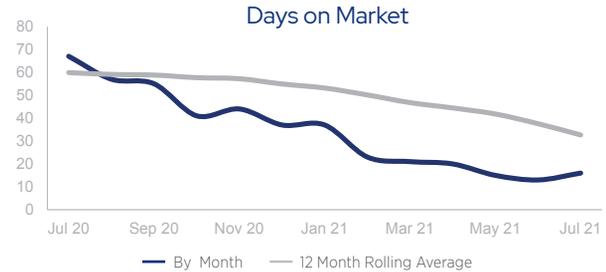
WASHINGTON COUNTY

Highlights:

- Median Sales Price is up 28.9% compared to July last year.
- Average Sales Price Per SF is up 41.7% compared to July last year.
- Inventory of Homes for Sale is down 63% over a 12 month average.

July 2021 // Year-Over-Year:

| | | |
|------------------------|------------------------|---------------------|
| 9.7% | -30.7% | -35.7% |
| Change in New Listings | Change in Closed Sales | Change in Inventory |



| | July 2020 | | July 2021 | + / - | 12 Month Avg | + / - |
|-----------------------------|-----------|--|------------------|--------|------------------|-------|
| New Listings | 538 | | 590 | 9.7% | 482 | -7% |
| Pending Sales | 586 | | 420 | -28.3% | 465 | 8% |
| Closed Sales | 597 | | 414 | -30.7% | 449 | 10% |
| Median Sales Price | \$373,126 | | \$480,930 | 28.9% | \$418,563 | 24% |
| Average Sales Price | \$430,694 | | \$578,514 | 34.3% | \$491,145 | 28% |
| Average Sales Price Per SF | \$186 | | \$263 | 41.7% | \$217 | 24% |
| Average Home Size in SF | 2321 | | 2200 | -5.2% | 2266 | 3.6% |
| List to Sale Price Ratio | 97.8% | | 101.4% | 3.7% | 100.0% | -2.6% |
| Days on Market | 67 | | 16 | -76.1% | 33 | -45% |
| Inventory of Homes for Sale | 861 | | 554 | -35.7% | 446 | -63% |
| Months Supply of Inventory | 14 | | 1.3 | -7.2% | 1.0 | -68% |
| Single Family Permits | 270 | | 269 | -0.4% | 272 | 16% |

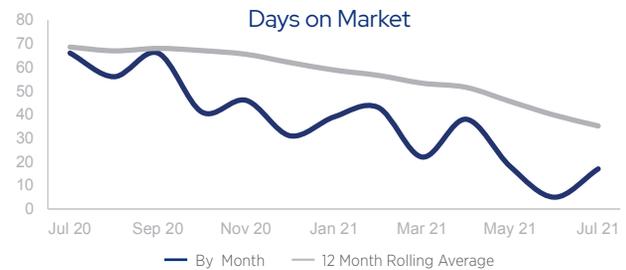
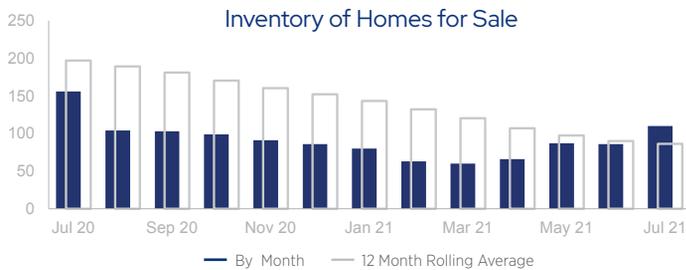
HURRICANE VALLEY

Highlights:

- Median Sales Price is up 31.1% compared to July last year.
- Average Sales Price Per SF is up 58.5% compared to July last year.
- Inventory of Homes for Sale is down 56% over a 12 month average.

July 2021 // Year-Over-Year:

| | | |
|------------------------|------------------------|---------------------|
| 20.2% | -21.5% | -29.5% |
| Change in New Listings | Change in Closed Sales | Change in Inventory |



| | July 2020 | | July 2021 | + / - | 12 Month Avg | + / - |
|-----------------------------|-----------|--|------------------|--------|------------------|-------|
| New Listings | 84 | | 101 | 20.2% | 85 | 5% |
| Pending Sales | 100 | | 61 | -39.0% | 79 | 18% |
| Closed Sales | 93 | | 73 | -21.5% | 75 | 23% |
| Median Sales Price | \$358,383 | | \$469,900 | 31.1% | \$396,092 | 22% |
| Average Sales Price | \$365,082 | | \$579,572 | 58.8% | \$446,075 | 28% |
| Average Sales Price Per SF | \$170 | | \$270 | 58.5% | \$209 | 21% |
| Average Home Size in SF | 2144 | | 2147 | 0.1% | 2139 | 6.2% |
| List to Sale Price Ratio | 98.3% | | 99.7% | 1.4% | 100.3% | -2.0% |
| Days on Market | 66 | | 17 | -74.2% | 35 | -49% |
| Inventory of Homes for Sale | 156 | | 110 | -29.5% | 86 | -56% |
| Months Supply of Inventory | 17 | | 1.5 | -10.2% | 1.2 | -66% |
| Single Family Permits | 70 | | 56 | -20.0% | 57 | 55% |

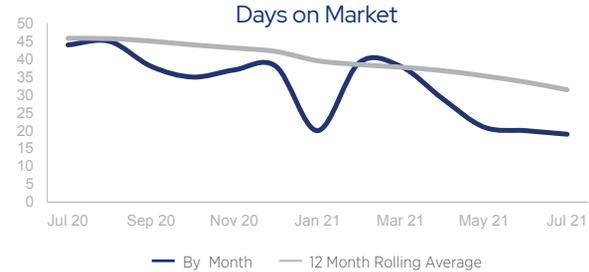
LAS VEGAS AREA

Highlights:

- Median Sales Price is up 23.0% compared to July last year.
- Inventory of Homes for Sale is down 36% over a 12 month average.
- Single Family Permits is up 22% over a 12 month average.

July 2021 // Year-Over-Year:

| | | |
|------------------------|------------------------|---------------------|
| 8.9% | 5.6% | -37.9% |
| Change in New Listings | Change in Closed Sales | Change in Inventory |



| | July 2020 | | July 2021 | + / - | 12 Month Avg | + / - |
|-----------------------------|-----------|--|------------------|--------|------------------|-------|
| New Listings | 5116 | | 5570 | 8.9% | 4727 | 16% |
| Closed Sales | 4186 | | 4420 | 5.6% | 4176 | 36% |
| Median Sales Price | \$305,000 | | \$375,000 | 23.0% | \$334,117 | 14% |
| Average Sales Price | \$354,340 | | \$451,576 | 27.4% | \$404,649 | 21% |
| List to Sale Price Ratio | 99.2% | | 100.3% | 1.1% | 99.8% | -1.3% |
| Days on Market | 44 | | 19 | -56.8% | 31 | -31% |
| Inventory of Homes for Sale | 8989 | | 5578 | -37.9% | 6034 | -36% |
| Months Supply of Inventory | 2.1 | | 1.3 | -41.2% | 1.5 | -53% |
| Single Family Permits | 845 | | 628 | -25.7% | 802 | 22% |

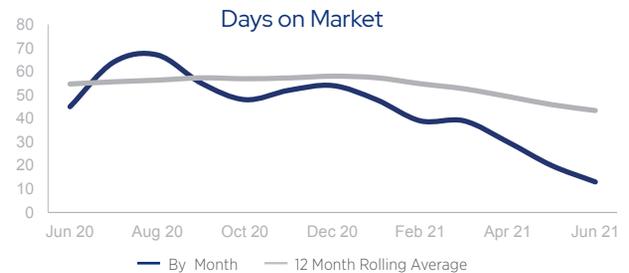
MESQUITE AREA

Highlights:

- Median Sales Price is up 14.4% compared to July last year.
- Average Sales Price Per SF is up 13.6% compared to July last year.
- Inventory of Homes for Sale is down 76.6% compared to July last year.

June 2021 // Year-Over-Year:

| | | |
|------------------------|------------------------|---------------------|
| 17.5% | 14.3% | -76.6% |
| Change in New Listings | Change in Closed Sales | Change in Inventory |



| | July 2020 | | July 2021 | + / - | 12 Month Avg | + / - |
|-----------------------------|-----------|--|------------------|--------|------------------|-------|
| New Listings | 80 | | 94 | 17.5% | 88 | 13% |
| Pending Sales | 110 | | 139 | 26.4% | 131 | 66% |
| Closed Sales | 70 | | 80 | 14.3% | 85 | 36% |
| Median Sales Price | \$275,223 | | \$314,790 | 14.4% | \$306,161 | 13% |
| Average Sales Price | \$303,063 | | \$346,999 | 14.5% | \$328,735 | 16% |
| Average Sales Price Per SF | \$190 | | \$216 | 13.6% | \$198 | 13% |
| Average Home Size in SF | 1595 | | 1608 | 0.8% | 1656 | 2.4% |
| Days on Market | 45 | | 13 | -71.1% | 43 | -21% |
| Inventory of Homes for Sale | 192 | | 45 | -76.6% | 97 | -55% |
| Months Supply of Inventory | 2.7 | | 0.6 | -79.5% | 1.2 | -66% |
| Single Family Permits | 23 | | 43 | 87.0% | 33 | 37% |

Over 400 Offerings For Sale or Lease



SOLD by NAI Excel | St. George, UT
Printer Logic a Vasion Solution — 54,227 SF

COMMERCIAL, INDUSTRIAL, AND INVESTMENT SOLUTIONS

Access commercial real estate research for
Northern Utah, Southern Utah, and Southern Nevada.

naiexcel.com | naivegas.com

NAIExcel
NAIVegas

Ogden
215 25th Street
Ogden, UT 84401
801.627.6500

Bryce Canyon
1300 North Highway 89
Hatch, UT 84735
435.633.2006

Eden
2640 North Highway 162 #106
Eden, UT 84310
801.627.6500

Hurricane
10 North 100 West
Hurricane, UT 84737
435.635.4636

Bountiful
535 West 500 South #5
Bountiful, UT 84010
801.627.6500

St. George
201 East St. George Boulevard
St. George, UT 84770
435.628.1606

Salt Lake
9350 South 150 East #410
Sandy, UT 84070
801.341.0901

Mesquite
1155 West Pioneer Boulevard #104
Mesquite, NV 89027
702.346.7200

Lehi
2901 North Ashton Boulevard
Lehi, UT 84043
801.341.0909

Summerlin
1735 Village Center Circle
Las Vegas, NV 89134
702.873.4500

Richfield
745 South Main Street
Richfield, UT 84701
435.896.9609

Henderson
2855 St. Rose Parkway
Henderson, NV 89052
702.940.4500

Beaver
395 South Main Street
Beaver, UT 84713
435.438.1606

erabrokers.com

Data sources include ERA Brokers Consolidated Research Division, Local Multiple Listing Service Affiliates, and Construction Monitor.

No warranty or representation, express or implied, is made as to the accuracy of the information contained herein. The information is provided subject to errors, omissions, changes with or without notice. Data compiled for this report and the information contained here in, while not guaranteed, has been secured from sources deemed reliable.