



2018 RESIDENTIAL REAL ESTATE FORECAST

Presented by:

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KEY POINTS

- WHAT'S DRIVING THE MARKET?
- REAL ESTATE TRENDLINE
- CURRENT MARKET PHASE

1
2
3

- MULTI-PARISH BREAKDOWN & KEY SUBMARKETS
- 2018-2019 FORECAST

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What factors are driving the market?

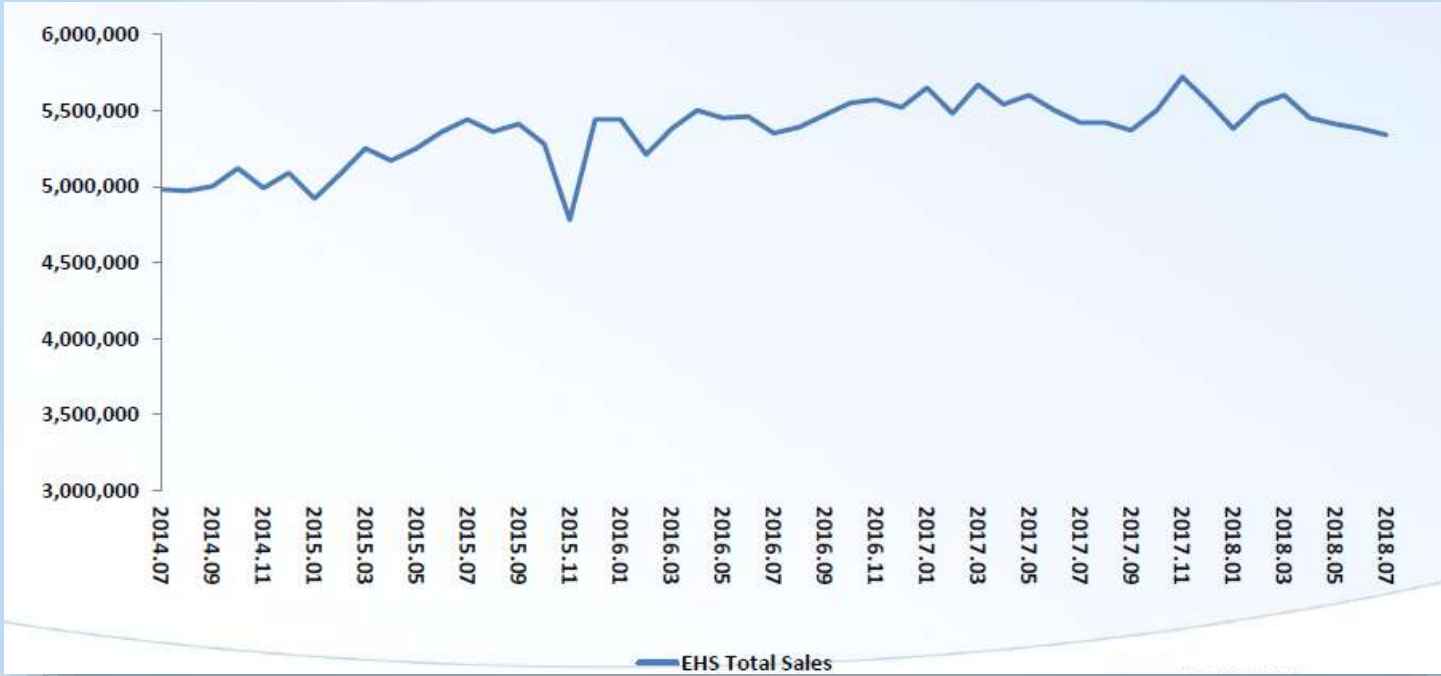
- Market in Transition
- Increasing Interest Rates
- Affordability
- Increasing Market Inventory
- Prices Starting to Decrease



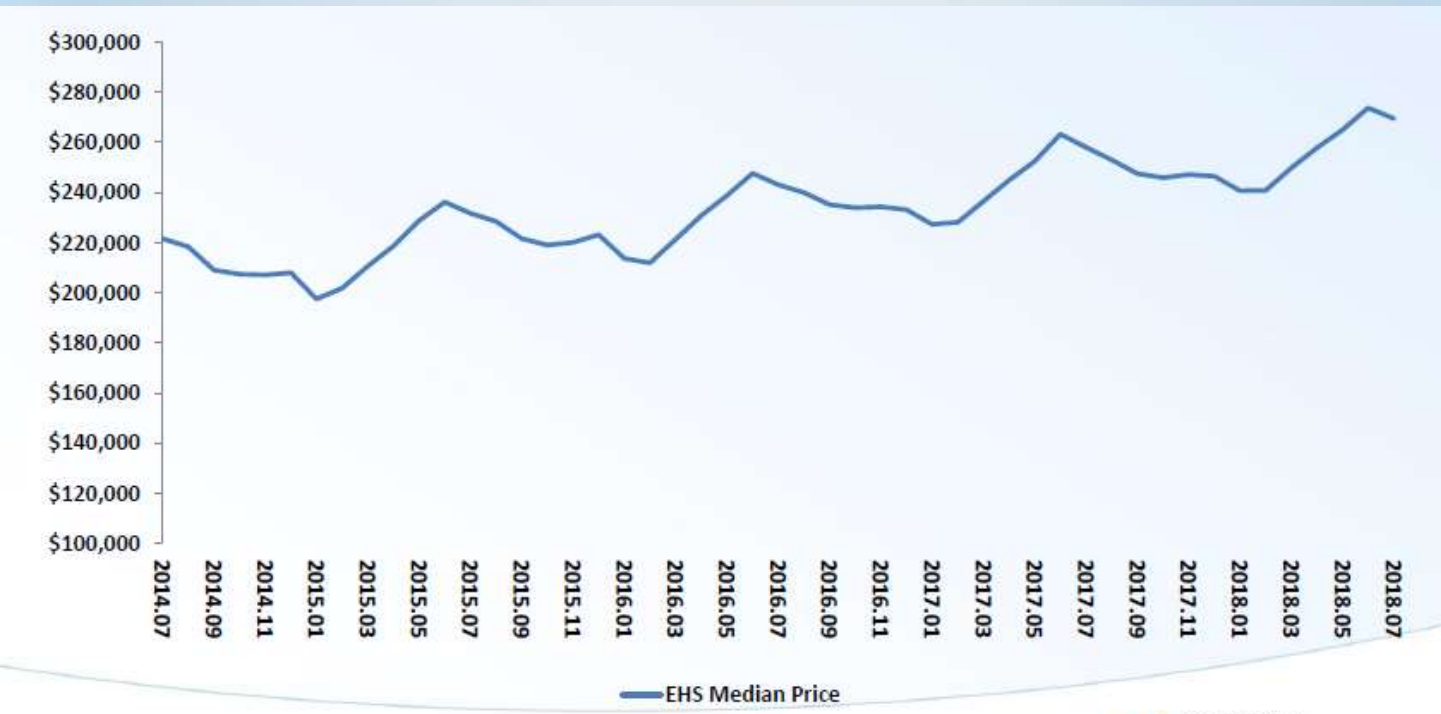
Housing Nationally



Total Existing Home Sales



Median Price of Existing Home Sales



Greater New Orleans (GNO) Parishes



- Jefferson
- Orleans
- Plaquemines
- St. Bernard
- St. Charles
- St. James
- St. John the Baptist
- St. Tammany
- Tangipahoa
- Washington

How much real estate was sold in GNO in 2017? 2016 numbers

15,074 14,858

Number of Sales

\$3,673,077 \$3,498,051

Volume of Sales

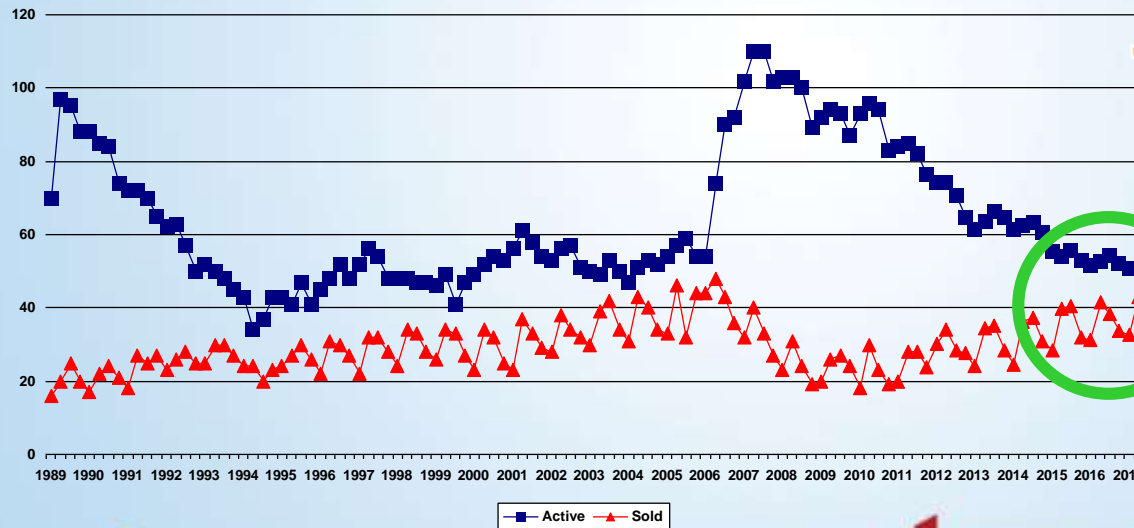
61 63

Average Days on Market

2



Greater New Orleans Area Active Listings vs. Sold Listings Jan. 1989 – Dec. 2017 (Single Family)



Converging



CURRENT MARKET PHASE:

Are we in
correction or
in transition?



3

NEW ORLEANS REAL ESTATE MARKET 2016 (2 Years Ago)

- **Phase I - PEAK**

Unit Sales Increasing  Prices Increasing  Inventory Decreasing 

- **Phase II CORRECTION**

Unit Sales Decreasing  Prices Increasing  Inventory Increasing 

- **Phase III TROUGH**

Unit Sales Decreasing  Prices Decreasing  Inventory Increasing 

- **Phase IV RECOVERY**

Unit Sales Increasing  Prices Decreasing  Inventory Decreasing 

NEW ORLEANS REAL ESTATE MARKET 2018 – PRICE CORRECTIONS

- **Phase I - PEAK**

Unit Sales Increasing  Prices Increasing  Inventory Decreasing 

- **Phase II CORRECTION**

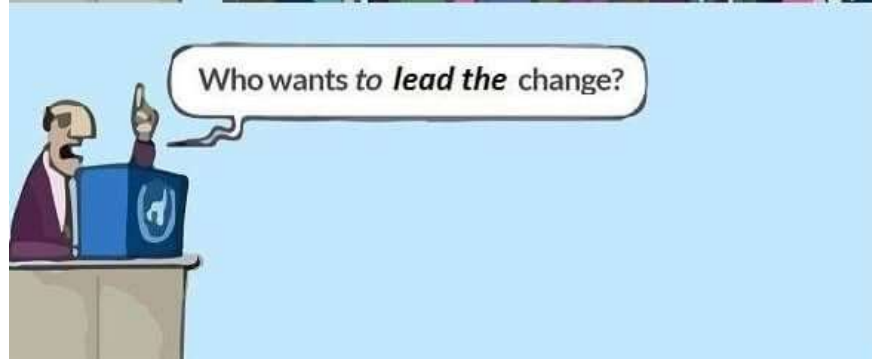
Unit Sales Decreasing  Prices Increasing  Inventory Increasing 

- **Phase III TROUGH**

Unit Sales Decreasing  Prices Decreasing  Inventory Increasing 

- **Phase IV RECOVERY**

Unit Sales Increasing  Prices Decreasing  Inventory Decreasing 



Buyers Market or Sellers Market?

DEFINITION:

Sellers – Under 3 Months Inventory

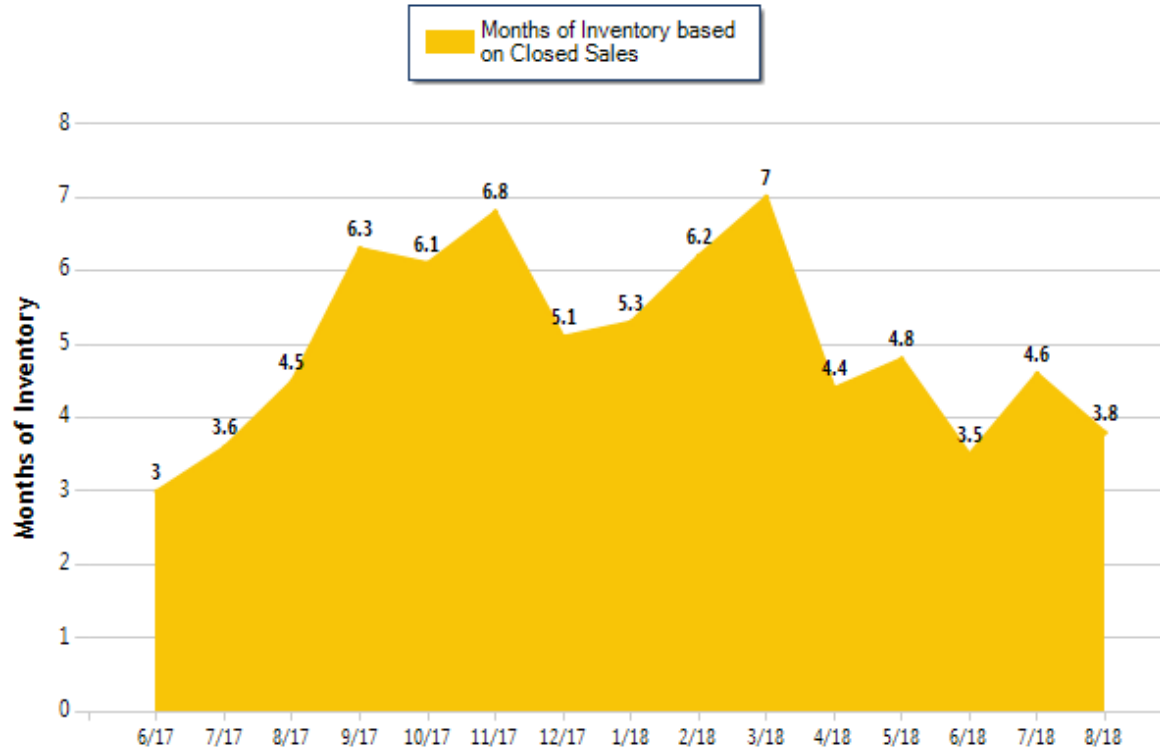
Buyers – Over 6 Months Inventory

Neutral – In transition (3 to 6 Months Inventory)



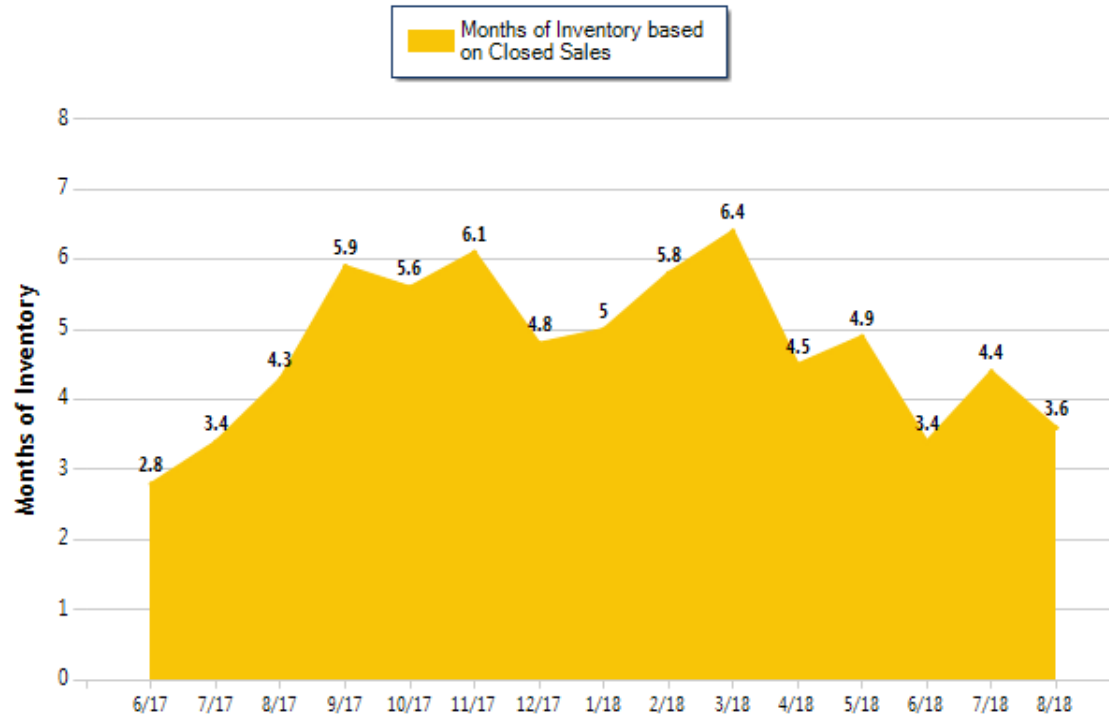
Lakefront - Months of Inventory

Price Range: \$0 - No Limit



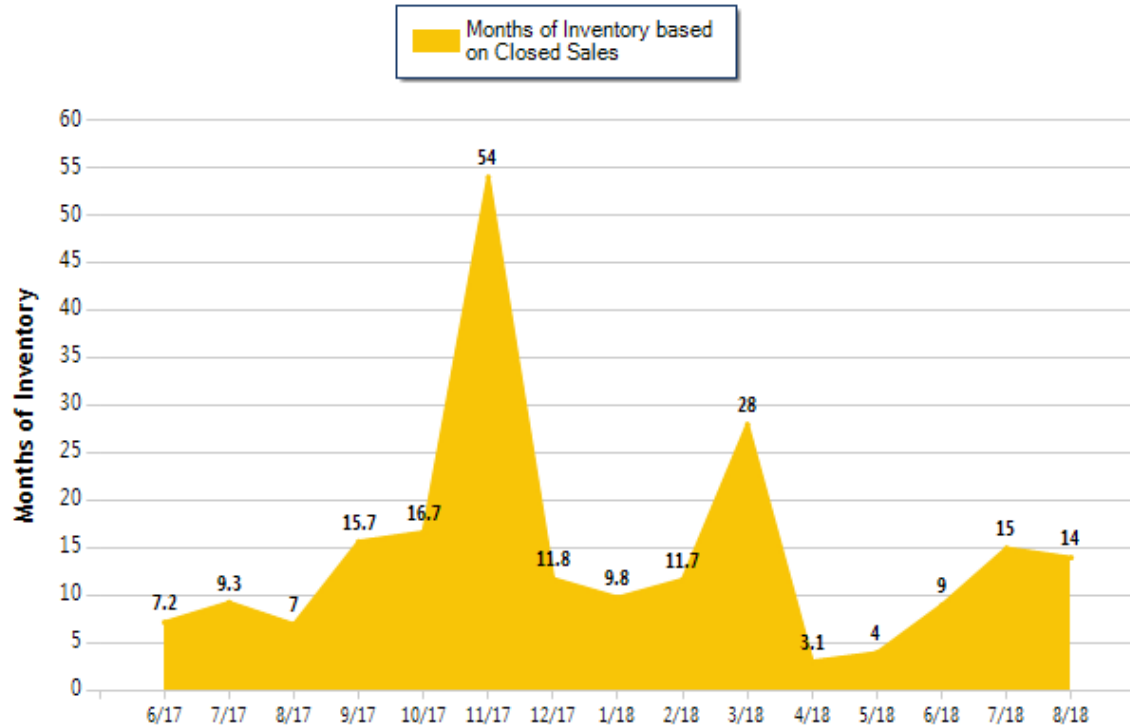
Lakefront - Months of Inventory

Price Range: \$0 - \$699,999



Lakefront - Months of Inventory

Price Range: \$700,000 – No Limit



GNO Parish Marketplace



- Jefferson
- Orleans
- Plaquemines
- St. Bernard
- St. Charles
- St. James
- St. John the Baptist
- St. Tammany
- Tangipahoa
- Washington

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Parish Breakdown (2017) (2016)

	# OF SOLD LISTINGS			VOLUME TOTAL		
Jefferson	4,203	↓	4,322 (-2.8%)	\$914,263	↑	\$865,736 (5.6%)
Orleans	3,548	↑	3,466 (2.4%)	\$1,162,991	↑	\$1,145,129 (1.6%)
Plaquemines	111	↑	101 (9.9%)	\$32,565	↑	\$27,635 (17.8%)
St. Bernard	397	↑	365 (8.8%)	\$63,676	↑	\$53,138 (19.8%)
St. Charles	460	↓	461 (-0.2%)	\$104,869	↑	\$99,161 (5.8%)
St. James	43	↑	31 (38.7%)	\$5,615	↑	\$5,032 (11.6%)
St. John the Baptist	404	↑	404 (0%)	\$61,122	↑	\$55,697 (9.7%)
St. Tammany	4,151	↑	4,094 (1.4%)	\$1,037,959	↑	\$986,062 (5.3%)
Tangipahoa	1,374	↑	1,282 (7.2%)	\$236,423	↑	\$215,664 (9.6%)



Key SubMarkets

MARKETS IN TRANSITION:

Garden/Uptown

Lakefront/Gentilly

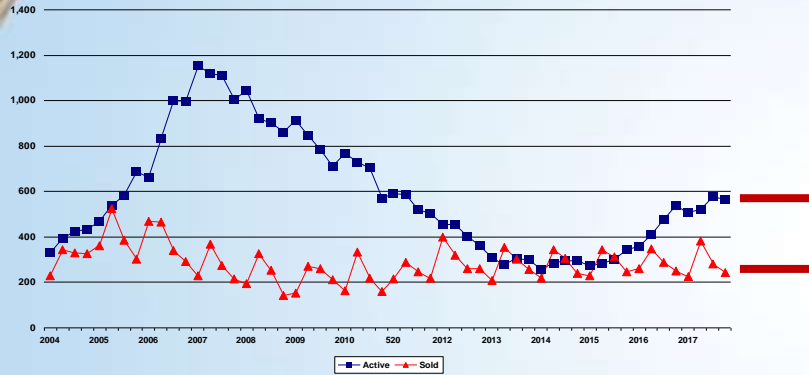
Historic Districts

(Bywater, Marigny, New Marigny, Holy Cross)

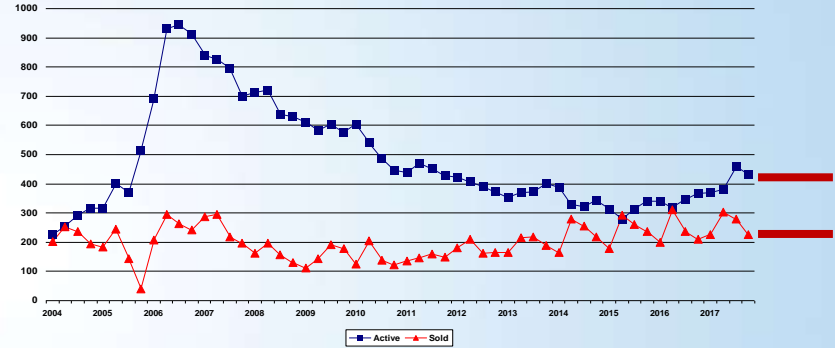


MARKETS IN TRANSITION

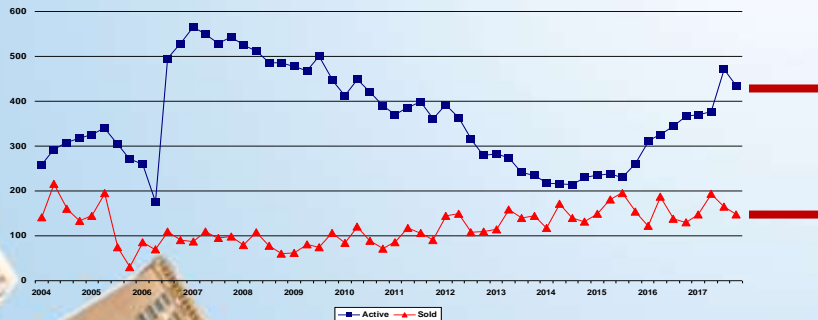
Garden/Uptown Area



Lakefront/Gentilly



Historic Districts



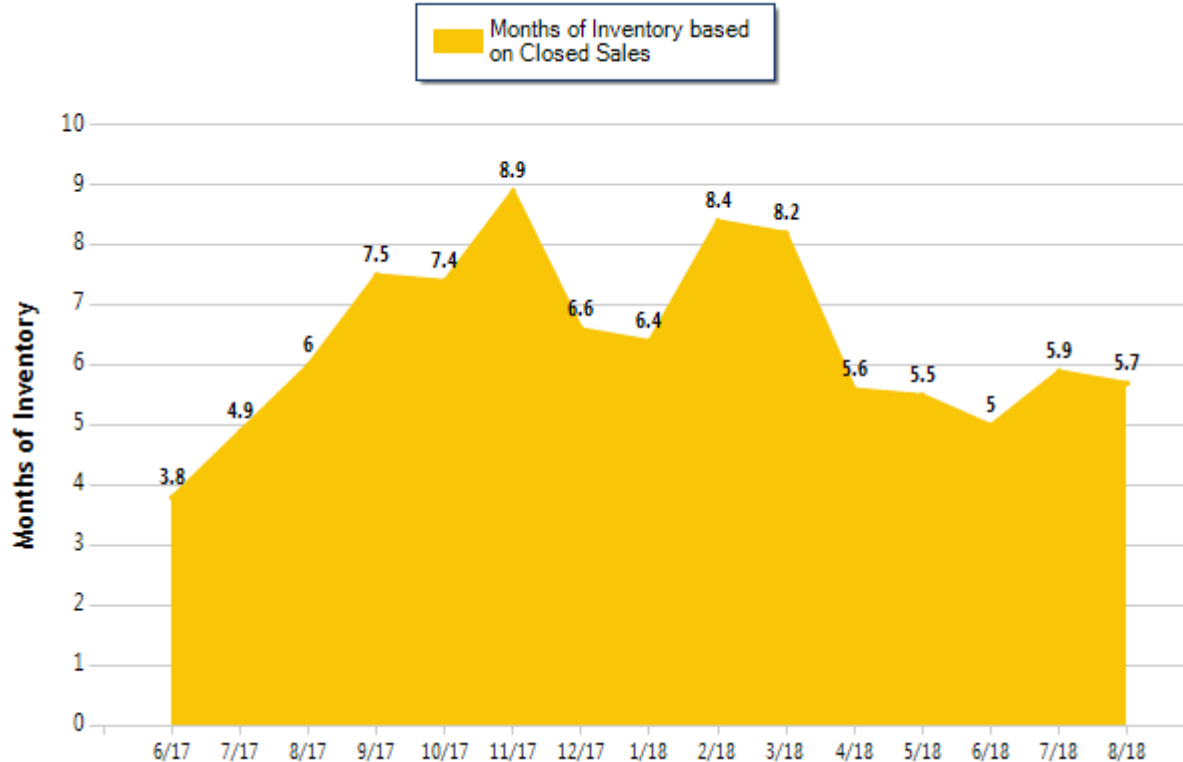
Single Family-
Active Listings vs.
Sold Listings
2004 – 2017

■ Active
▲ Sold



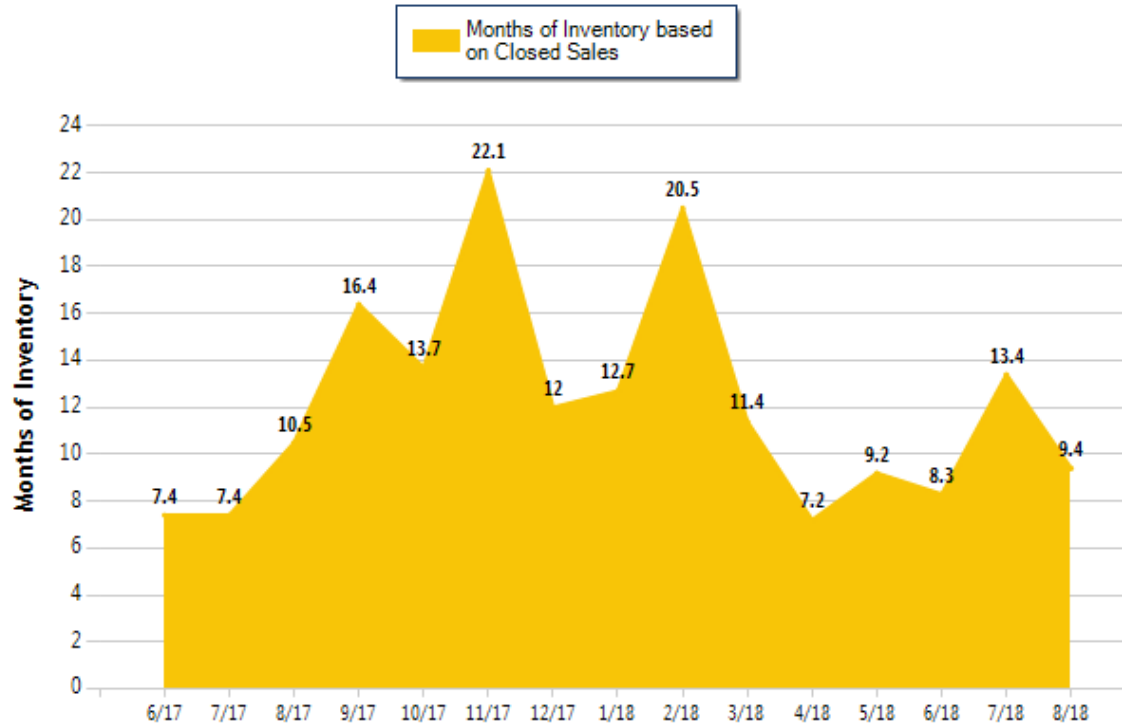
3 Sub-Markets - Months of Inventory

Price Range: \$0 – No Limit



3 Sub-Markets - Months of Inventory

Price Range: \$700,000 – No Limit



Key SubMarkets

NEUTRAL TO CONVERGENCE:

Metairie

Kenner

Ormond

Luling

LaPlace

New Orleans East

West St. Tammany

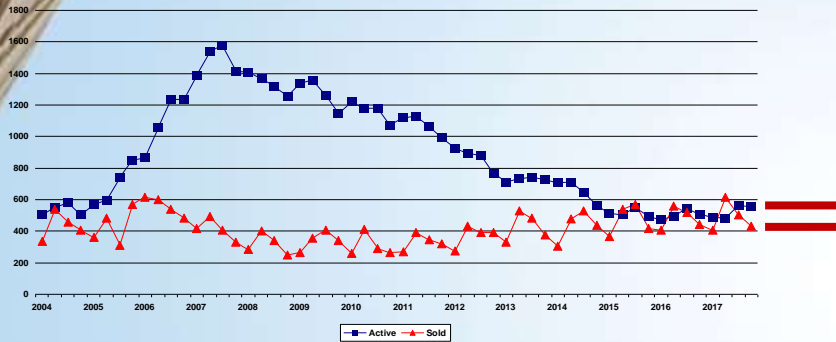
East St. Tammany



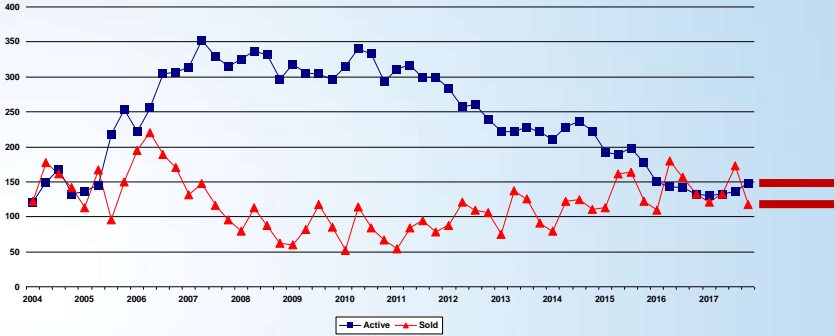
NEUTRAL TO CONVERGENCE MARKETS

Single Family- Active Listings vs. Sold Listings 2004 -2017

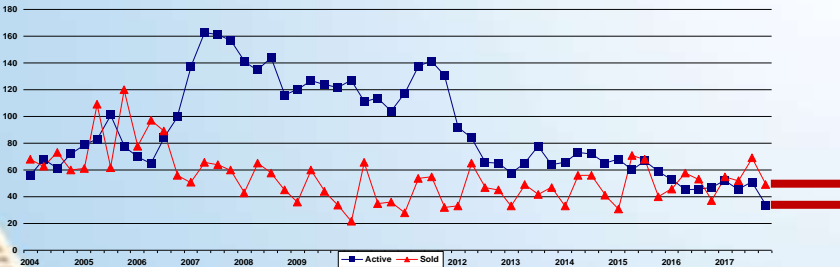
Metairie



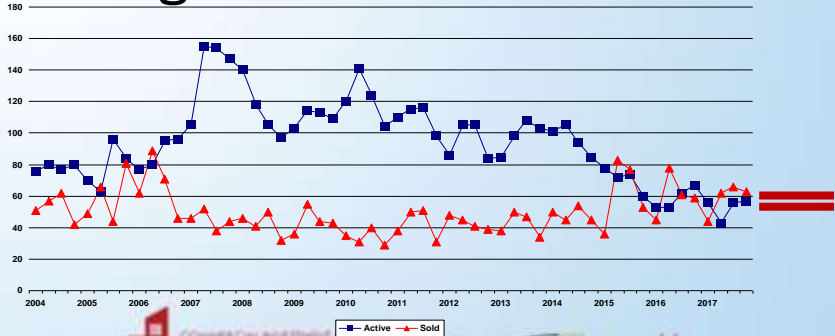
Kenner



Ormond



Luling



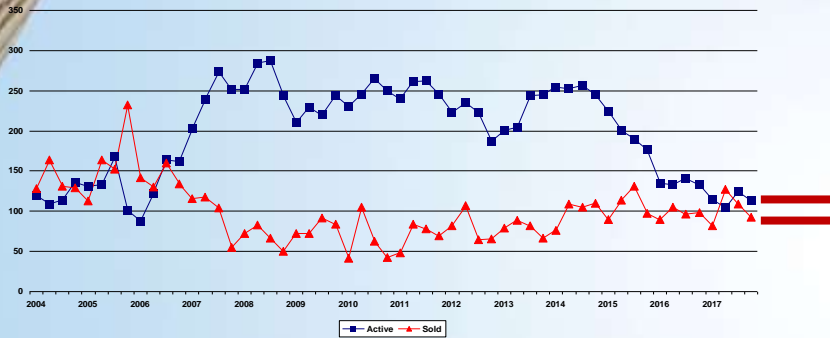
 Active
 Sold



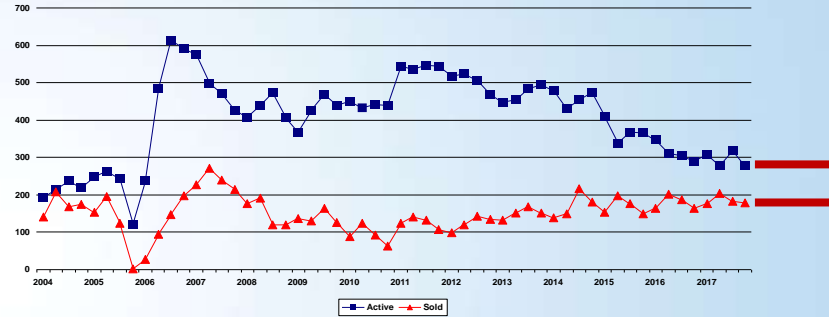
NEUTRAL TO CONVERGENCE MARKETS

Single Family- Active Listings vs. Sold Listings 2004 –2017

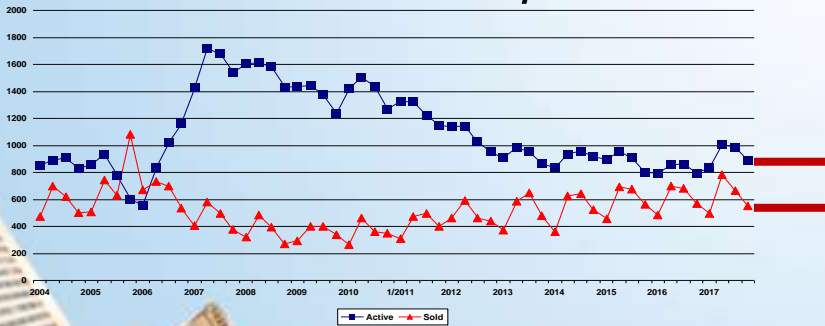
LaPlace



New Orleans East



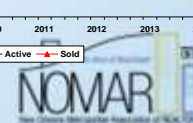
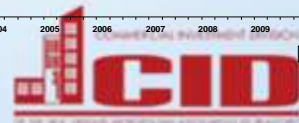
West St. Tammany



East St. Tammany



 Active
 Sold



**2018 Economic
Forecast**

FORECAST

- Changing Market
- Prices are flat or starting to decrease
- Inventory is increasing
- Slowing demand
- Affordability is still a factor

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LATTER & BLUM

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COMPANIES

THANK YOU

