

# RESIDENTIAL REAL ESTATE CONDITIONS AND FORECAST FOR SALT LAKE COUNTY 2015-2016

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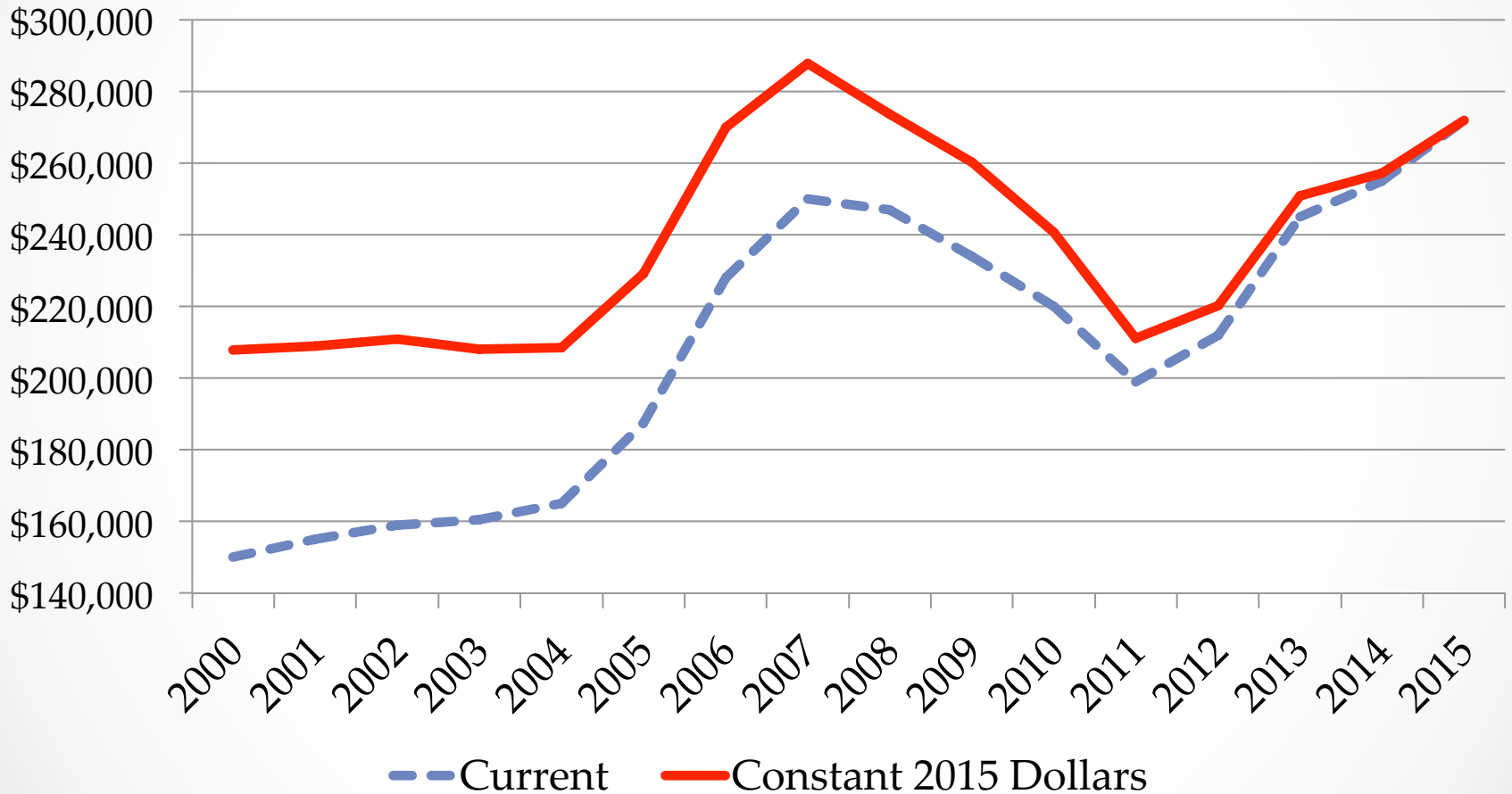
# Real Estate Highlights Salt Lake County - 2015

- **Third highest year ever for single-family sales; up 15%, to 13,300 units. Total value \$4.1 billion, up 22%.**
- **Condominium & town homes sales up 26% to 3,800 units, an all-time high. Total value \$775 million, up 36%.**
- **Real estate commission increased nearly \$300 million; 24 percent, \$60 million.**
- **Home prices up 6.7% and condo prices up 8%.**

# Housing Prices: Salt Lake County

- Median sales price for single-family homes of \$272,000 and condominium at \$189,000.
- Average annual growth rate in median sales price of a home (2000-2015) 4.0% and 3.8% for condos.
- Inflation adjusted annual growth rate of 1.8%.
- Seller's market: strong demand pushes up prices and pulls down CDOM to lowest level since 2006; 21 days for homes, 29 days for condos.

# Price Trend for Single-Family Home – SL Co.



# Volatility of Housing Prices Salt Lake County

<b>Boom</b>	<b>2004</b>	<b>2007</b>	<b>% Chg.</b>
Current Dollars	\$165,000	\$250,000	+52%
Constant 2015 Dollars	\$208,412	\$287,747	+38%
<b>Contraction</b>	<b>2007</b>	<b>2011</b>	<b>% Chg.</b>
Current Dollars	\$250,000	\$199,000	-20%
Constant 2015 Dollars	\$287,747	\$211,122	-27%
<b>Recovery</b>	<b>2011</b>	<b>2015</b>	<b>% Chg.</b>
Current Dollars	\$199,000	\$272,000	+37%
Constant 2015 Dollars	\$211,122	\$272,000	+29%
<i>Source: Wasatch Front Regional Multiple Listing Service.</i>			

# Conclusions & Forecast for Salt Lake County

- **No sign of a bubble. Both prices and sales sustainable.**
- **(1) Interest rates remain favorable; (2) prices free of foreclosures and underwater loans, (3) listings low and home builders have little “for sale” inventory, (4) normal affordability, (5) market fundamentals excellent.**
- **Forecast: *Sales* up eleven percent, total sales at 19,000; single-family 14,600 units and condos at 4,400 units.**
- ***Prices* – Median sales price of single-family home \$290,000 increase of 5-7 percent, condo to \$205,000 increase of 8-10 percent.**