



METRO-WEST
APPRAISAL CO., LLC

THE MARKET'S EDGE

INSIGHTS AND PREDICTIONS FOR THE REAL ESTATE INDUSTRY

MAY 2019

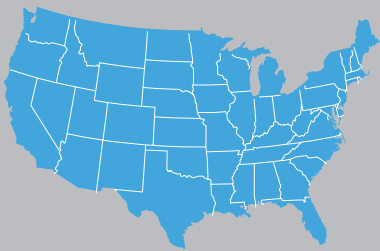
Decreasing Interest Rates Bring Big Business



What's New with Metro-West?

Double Record

We're happy to announce that Metro-West has hit a rare double record! April 2019 marked the best April in our 30-year history. Not only that, since we've continuously worked to improve our speed and processes, we've achieved a turn time of 4.3 business days nationwide – the fastest turn time in company history!



Expansion

Our expansion efforts in Q1 are paying off, with business booming in Boston. We're always looking to expand nationwide and are currently focusing our efforts on new markets in Columbus, Ohio and Grand Rapids, Michigan.

Website Update



Exceptional customer service is a huge part of our mission here at Metro-West. To help us achieve this, we've implemented a chat function on our website to better serve our clients. We're now able to provide immediate follow up to your valued questions and comments. Visit our website to test it out!

<http://metrowestappr.com/>

What's New with the Housing Market?

Mortgage Application Status



Although mortgage applications dipped at the end of April, they are still 11% higher year over year due to lower interest rates. Low inventory levels on the lower end market contribute to flat purchase applications year over year.

The average rate for a 30-year fixed mortgage is 4.42% at print. With rates dropping this week coming off a record March and April, Metro-West is expecting a very busy second quarter! "The current homebuying population is very much affected by interest rate changes as affordability continues to be a major factor" says COO of Metro-West, Brandon Boudreau. "If interest rates remain where they are now, it should be a very busy few months and summer."

HOME VALUE AND MARKET GROWTH UPDATE



While most homes saw an average increase in value last quarter of 2.2%, there was a slump in the luxury home market (homes over \$2 million) of -1.5%.

In terms of growth, Tucson and Phoenix, AZ ranked in the top 10 for forecast growth after posting nearly 2% home appreciation last quarter.

House Flipping

House flipping trends have slowed in coastal towns but have increased in smaller MSA's and affordable markets. For example, house flipping in North Carolina is booming, with percentages rising to over 50% year over year. Unfortunately, fraud risk is also starting to climb as more purchases are being made by LLCs and less discernable transactions are occurring.

