



ERA Real Estate 2015 Military Markets Report

ERA Sellers & Buyers Real Estate	El Paso, Texas	Fort Bliss
Lisa Ramos, REALTOR / Relocation Director		
Military files received (2015 YTD) Military files received (2014) Average sales price (2015 YTD) Average sales price (2014) Percent changes Inventory sweet spot Foreclosures Sold YTD Foreclosures Sold 2014 Days on the Market New Home Prices		589 741 \$158,000 \$156,000 1% \$135,000 - \$165,000: New Construction 551 out of 5,647 493 out of 6,362 90-120 Days (Depending on area of town) \$101,950 - \$289,000 (Depending on builder/area of town)
Market Background and Insights: <ul style="list-style-type: none"> • The Army's second largest installment, Fort Bliss, comprises 1,700 miles spanning New Mexico and Texas and is FORSCOM's largest installation. • Fort Bliss is comprised of approximately 1.12 million acres of land in Texas and New Mexico. The Main Cantonment Area of Fort Bliss is located adjacent to El Paso, Texas. • The base benefited from a massive base realignment in 2012 which resulted in a net gain of 11,000 personnel. • Thriving rental market • High demand for new construction 		

ERA Sarver Real Estate, Inc. Ranelle Birmingham, Managing Broker	Leesville, La.	Fort Polk
Military referrals handled each year (approx.) Average sales price (2015 YTD) Average sales price (2014 YTD) Percent change Inventory sweet spot Foreclosure rate Months on market	50+* \$179,000 \$171,301 4.35% \$240,000 and below N/A 4.44 months *80% of the brokerage's business is military	
<p>Market Background and Insights:</p> <ul style="list-style-type: none"> • Located 10 miles east of Leesville, La., Fort Polk is home to the Joint Readiness Training Center, the 3rdth Brigade, 10th Mountain Division, 115th Combat Support Hospital, 519th Military Police Battalion, 5th Aviation Battalion, the 46th Engineers Battalion, NCO Academy (hosted by Fort Sill) and the U.S. Army Garrison and Bayne-Jones Army Community Hospital. • Currently Fort Polk is home to over 17,000 active duty military. • Fort Polk is the only military installation in the nation that is growing in foot print with an ongoing acquisition of 100,000 acres. This current land acquisition places Fort Polk in a strategic position for troop expansion in years to come. • Historically low interest rates and special programs offering no down payments have continued to enable soldiers to purchase a home and use their tax free housing allowance to invest in the American dream of home ownership rather than renting. • Fort Polk is the second largest employer in the state of Louisiana, second only to the state itself. 		

ERA Shields Real Estate William Hurt, Broker / Owner	Colorado Springs, Colo.	Various Bases
Military referrals handled each year (approx.) Average sales price (2015 YTD) Average sales price (2014 YTD) Percent change Inventory sweet spot Foreclosure rate Months on market		650 (2015 YTD) / 975 (2014 YTD) \$265,000 \$254,000 4.3% \$175,000 - \$225,000 Down from 2014 2.3 months
<p>Market Background and Insights: Colorado Springs' economy is primarily driven by the military and defense industries with six military bases bordering the area and various defense companies (Bowing, Harris Corporation, Lockheed Martin, etc.) calling the city home. Among the largest employers in the area are Fort Carson, Peterson Air Force Base, the U.S. Air Force Academy and Schriever Air Force Base. Fort Carson and Peterson Air Force Base have a combined population of more than 70,000.</p> <ul style="list-style-type: none"> • Buying activity has been positively influenced in both military and non-military housing markets due to low interest rates. • The military market is experiencing an increase in proactive buyers and sellers. As with many markets, slimmer inventory is creating a competitive buyer's market, resulting in increasing sales prices, which is good news for sellers. • Denver, Colorado, is seeing an influx of young professionals. The growth of that market is spilling into Colorado Springs. 		

ERA Eagle Estates Realty ERA North Orange County Real Estate Tyese Constatino, Relocation Director	San Diego, Calif. Yorba Linda, CA	Camp Pendleton
Military referrals handled each year (approx.) Average sales price (2014) San Diego Average sales price (2015 YTD) San Diego Percent changes Inventory sweet spot Foreclosure rate Months on market	200 \$506,675 \$574,000 9.1% \$300,000 - \$700,000 1% 1-3 months depending on price	
<p>Market Background and Insights:</p> <ul style="list-style-type: none"> • Located in Southern California, the West Coast Marine Corps base Camp Pendleton is an amphibious training base for Assault Craft Unit 5 and home to various operating force units including the Marine Expeditionary force. • The population is nearly 100,000 during daytime operating hours. • Low interest rates are an encouraging factor in military personnel seeking to qualify for home mortgages and the military market in San Diego is not immune to the lower inventory / higher buying demand trends many other markets are experiencing. • Multiple offers and increasing prices are prevalent on homes below the \$500,000 range. 		

ERA Neubauer Real Estate, Inc.	Panama City, Fla.	Tyndall Air Force Base
Tom Neubauer, Owner / Broker		

Military referrals received (approx.)	255
Average sales price (2015 YTD)	\$190,895**
Average sales price (2014 YTD)	\$206,720
Percent change	- 7.6%
Inventory sweet spot	\$170,000 – \$250,000
Foreclosure rate	11%
Months on market	4.1 months
	**46% from listings and 54% from home finding

Market Background and Insights:

- Tyndall Air Force Base is home to the largest number 5th generation F-22 fighter aircraft. The 43rd FS is responsible for all F-22 training and the 95th is an operational fighter squadron.
- Naval Support Activity Panama City hosts the Naval Surface Warfare Center Panama City Division, which provides research, development, testing and evaluation for amphibious warfare, diving, maritime special operations and mine warfare. The base is also a center of excellence for Navy Diving.
- Tyndall AFB employs over 6,000 personnel, provides support to more than 18,500 retired military and defense civilians and reports and annual payroll of approximately \$340 million.
- Base housing is provided for 346 military members. Naval Support Activity Panama City supports more than 3,300 military and civilian personnel, has an annual payroll of \$330 million and an economic impact exceeding \$600 million annually.
- Overall inventories continue to be in balance with approximately six months of supply, however market inventory below \$300,000 indicates less than 4 months of supply. There is a 10 month supply in the >\$300,000 price point. Most military buyers in the Bay County are seeking homes priced below \$300,000 so low inventory is an issue for the military market.
- Several core issues affecting the military are having an impact on home sales: (1) high operational tempo and increased rate of deployment. (2) The op-tempo is also impacting domestic issues evidenced by high divorce rates in all branches. (3) Many military members have a sense of economic instability as DoD has operated without a defense budget for the past six years, resulting in retention issues in some career fields. (4) The recurring potential for sequestration is affecting civil service employee stability. The result has been an increase in demand for rental housing.
- In the Panama City-Bay County market, inventories below the \$300,000 price point are not in balance and there is little new construction below \$200,000.