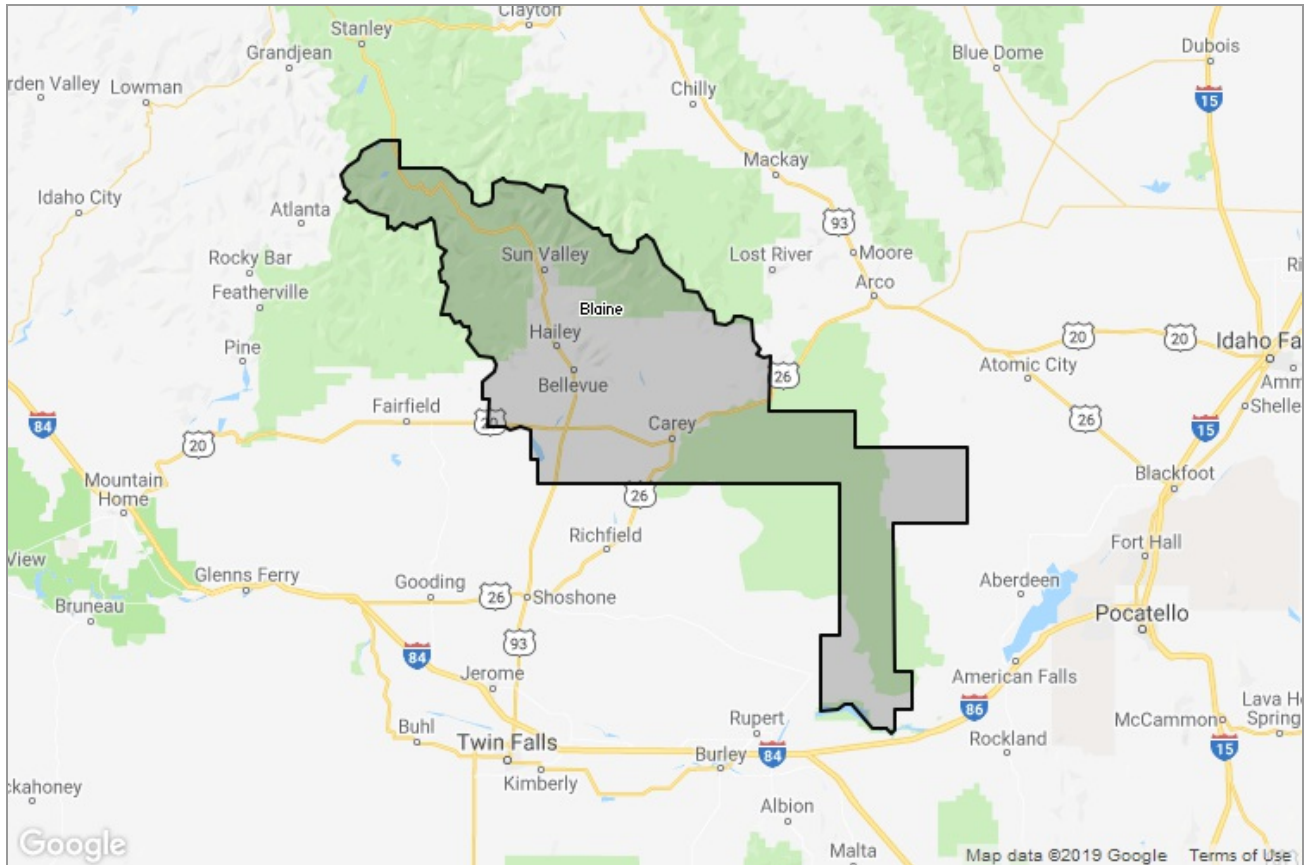




MARKET DATA REPORT

7/2019 Monthly Market Report



Report Characteristics

Report Name:
7/2019 Monthly Market Report

Report Date Range:
7/2019 – 7/2019

Filters Used:
Property Type, Location

Avg/Med: Both

Run Date: 08/05/2019

Scheduled: No

Presented by

Sun Valley Board of REALTORS®

Idaho Real Estate License: n/a

(208) 726-7764

Other: <http://sunvalleyidahorealestate.com/>

P O Box 1937
200 East River Street # 2
Ketchum, ID 83340

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

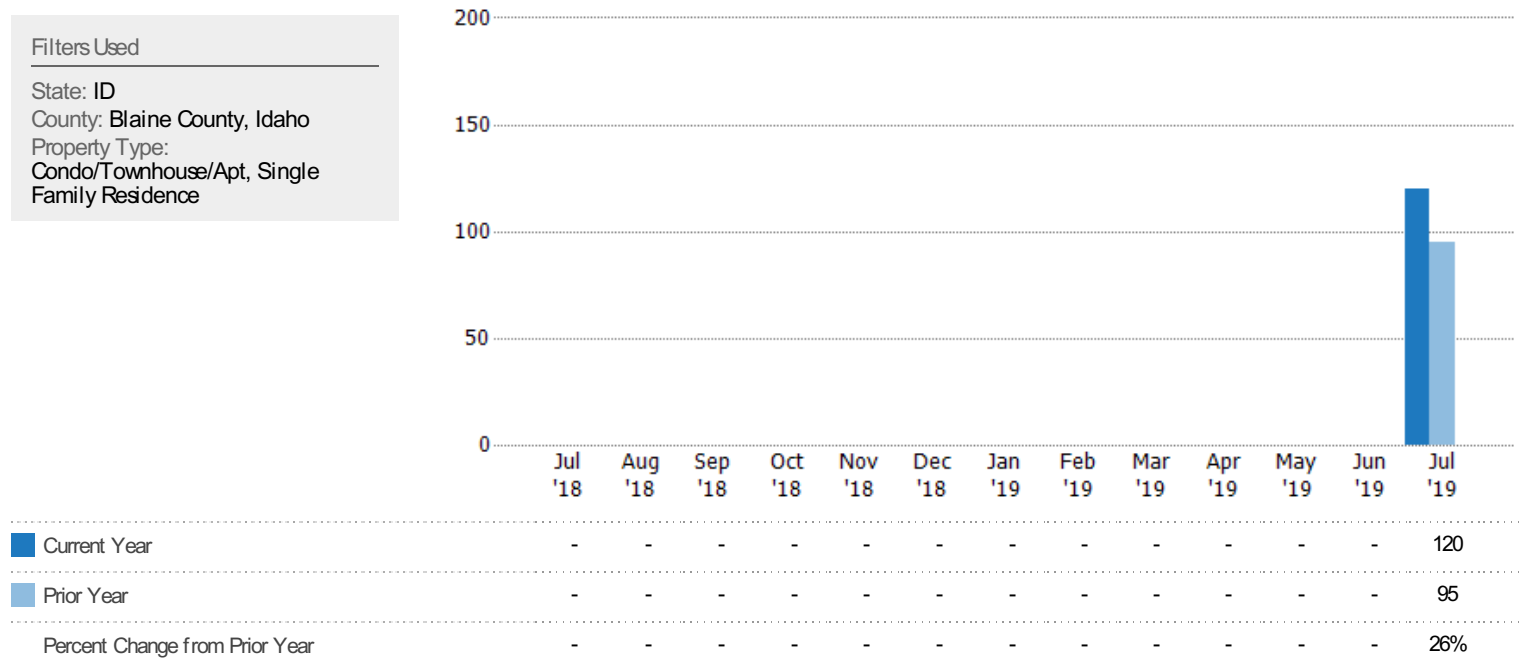
Key Metrics	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	120	95	+26.3%	120	95	+26.3%
New Listing Volume	\$138,118,466	\$119,250,000	+15.8%	\$138,118,466	\$119,250,000	+15.8%
Active Listing Count	369	446	-17.3%	N/A	N/A	
Active Listing Volume	\$811,148,882	\$805,787,998	+0.7%	N/A	N/A	
Average Listing Price	\$2,198,235	\$1,806,700	+21.7%	\$2,198,235	\$1,806,700	+21.7%
Median Listing Price	\$1,125,000	\$857,500	+31.2%	\$1,125,000	\$857,500	+31.2%
Average Listing Price per Sq Ft	\$537	\$465	+15.6%	\$537	\$465	+15.6%
Median Listing Price per Sq Ft	\$457	\$389	+17.5%	\$457	\$389	+17.5%
Median Days in RPR	75	77.5	-3.2%	75	77.5	-3.2%
Months of Inventory	—	—	—	9.5	8	+18.8%
Absorption Rate	—	—	+—	10.57%	12.56%	-2%
Sales Activity Charts Metrics						
New Pending Sales Count	86	84	+2.4%	86	84	+2.4%
New Pending Sales Volume	\$85,699,290	\$76,070,600	+12.7%	\$85,699,290	\$76,070,600	+12.7%
Pending Sales Count	127	95	+33.7%	N/A	N/A	
Pending Sales Volume	\$136,496,590	\$79,247,100	+72.2%	N/A	N/A	
Closed Sales Count	68	39	+74.4%	68	39	+74.4%
Closed Sales Volume	\$41,838,191	\$25,360,173	+65%	\$41,838,191	\$25,360,173	+65%
Average Sales Price	\$615,268	\$650,261	-5.4%	\$615,268	\$650,261	-5.4%
Median Sales Price	\$461,000	\$395,000	+16.7%	\$461,000	\$395,000	+16.7%
Average Sales Price per Sq Ft	\$327	\$338	-3.3%	\$327	\$338	-3.3%
Median Sales Price per Sq Ft	\$275	\$289	-4.8%	\$275	\$289	-4.8%

New Listings

The number of new residential listings that were added each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

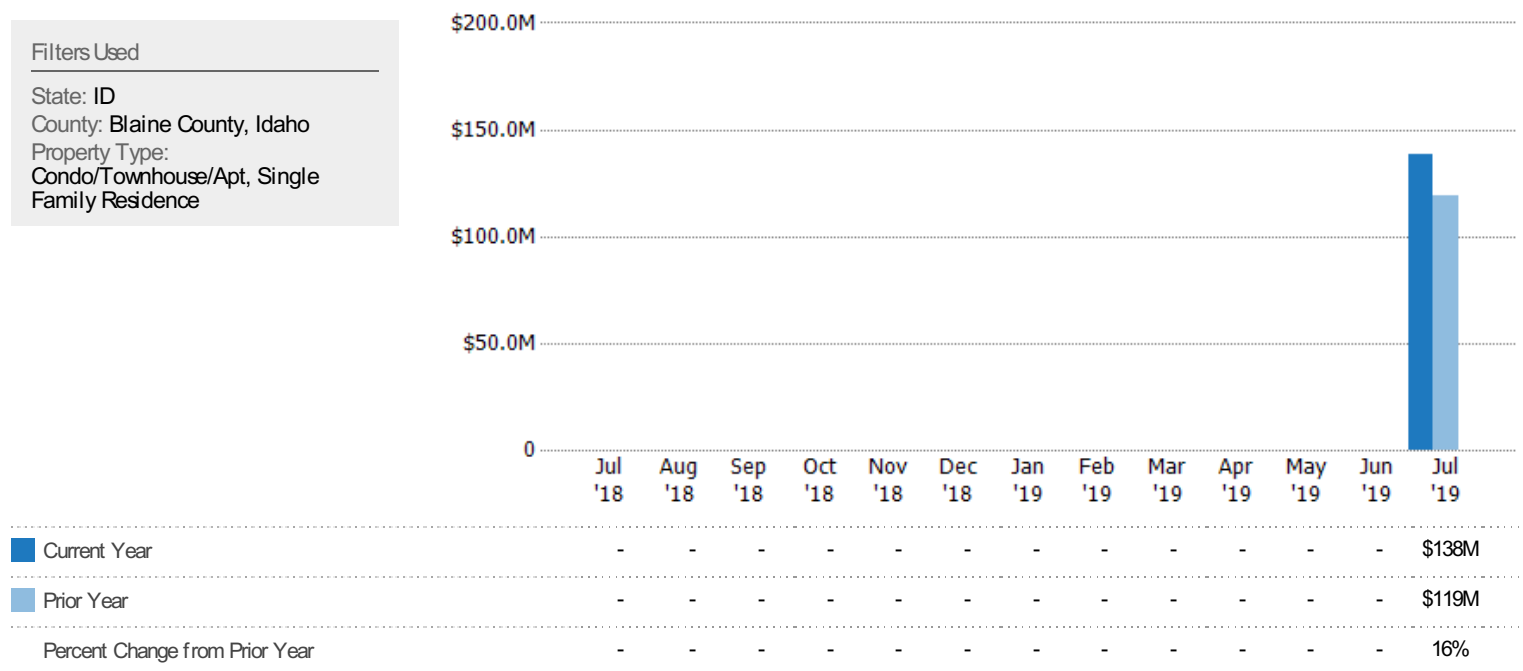


New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

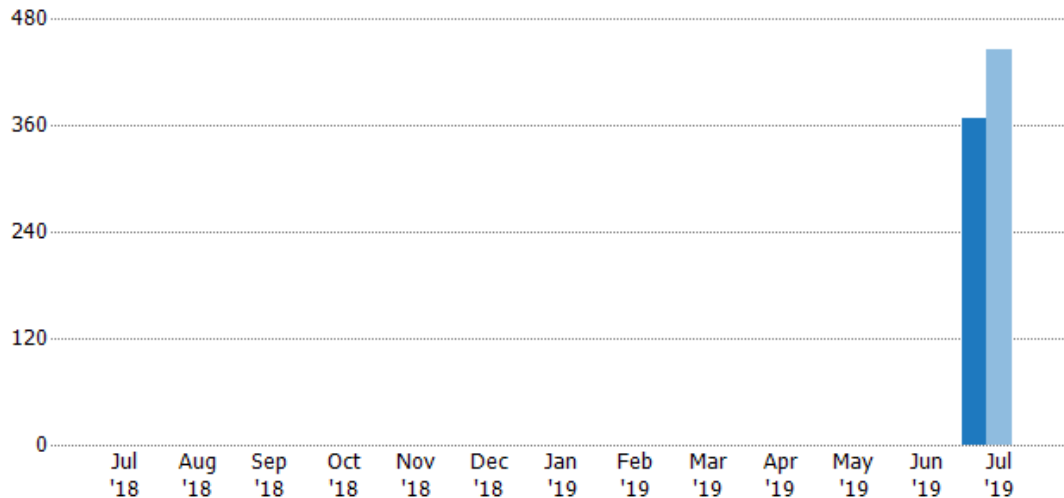


Active Listings

The number of active residential listings at the end of each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



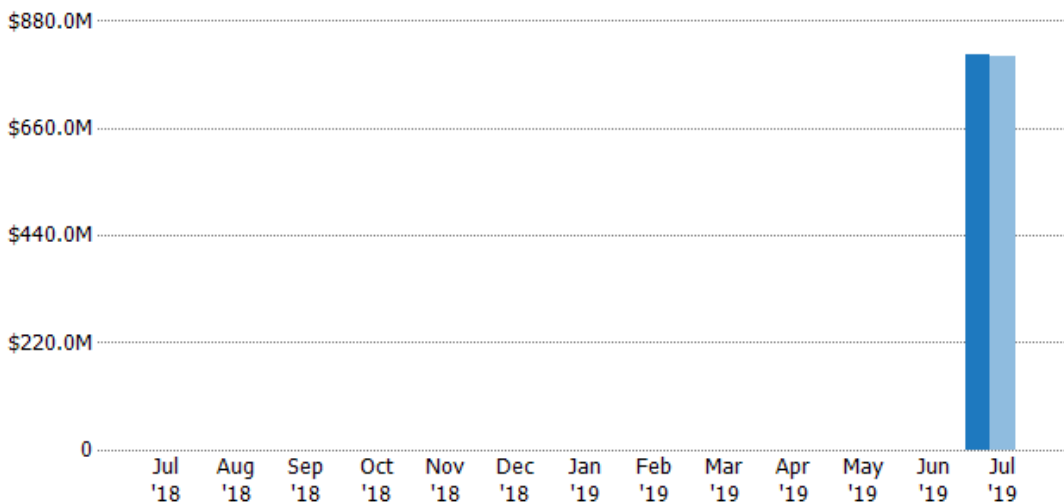
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	369
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	446
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-17%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



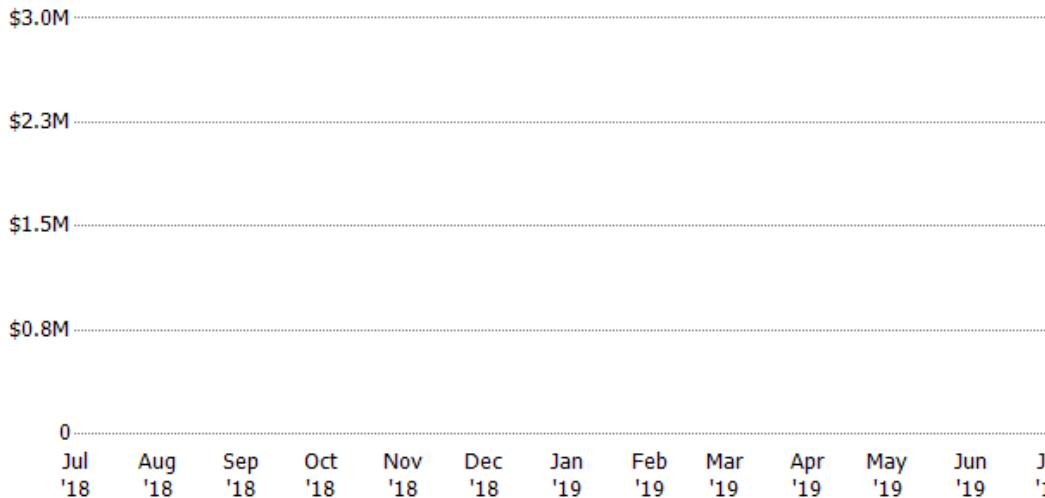
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$811M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$806M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	1%

Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

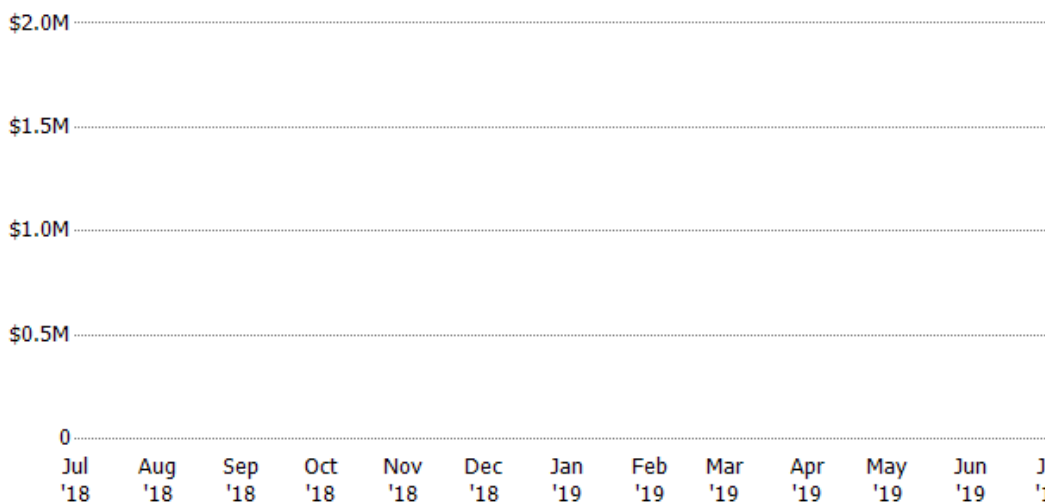


Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

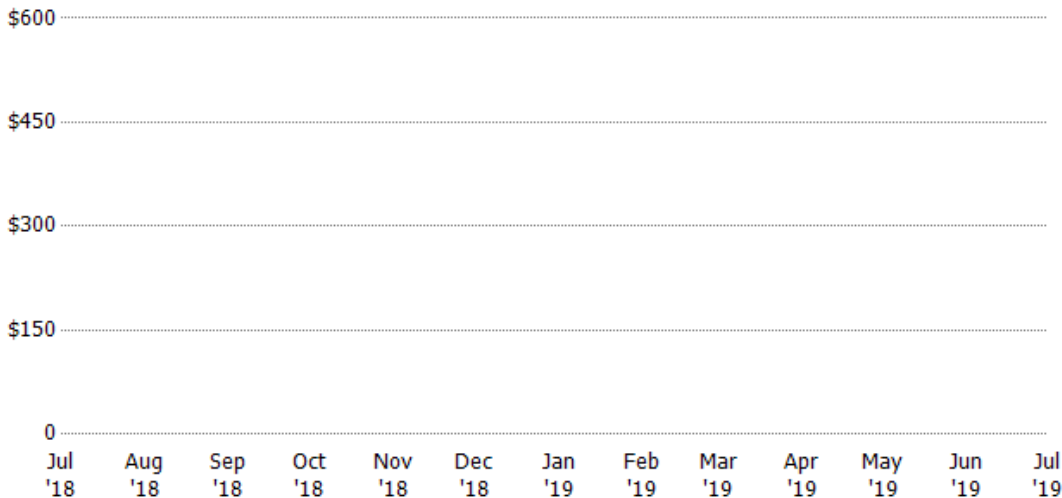


Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

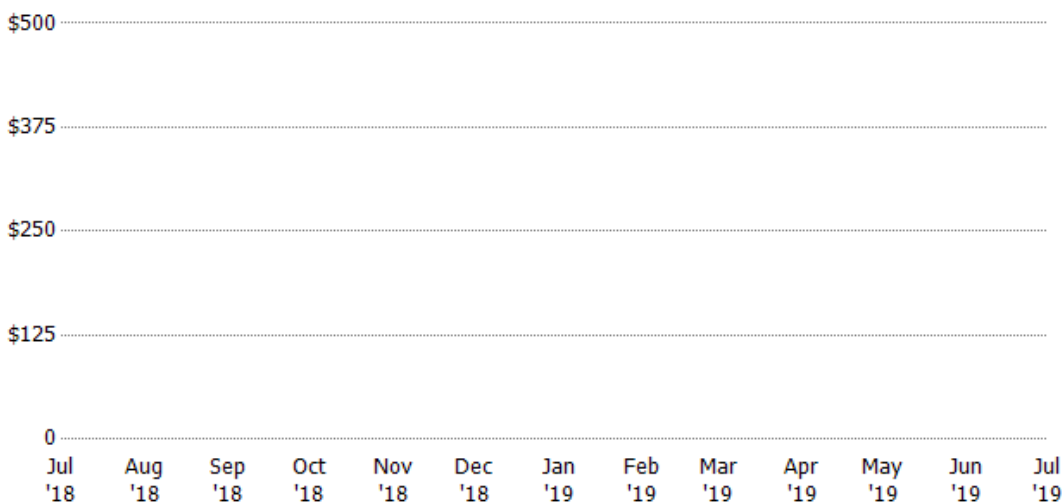


Median Listing Price per Sq Ft

The median of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

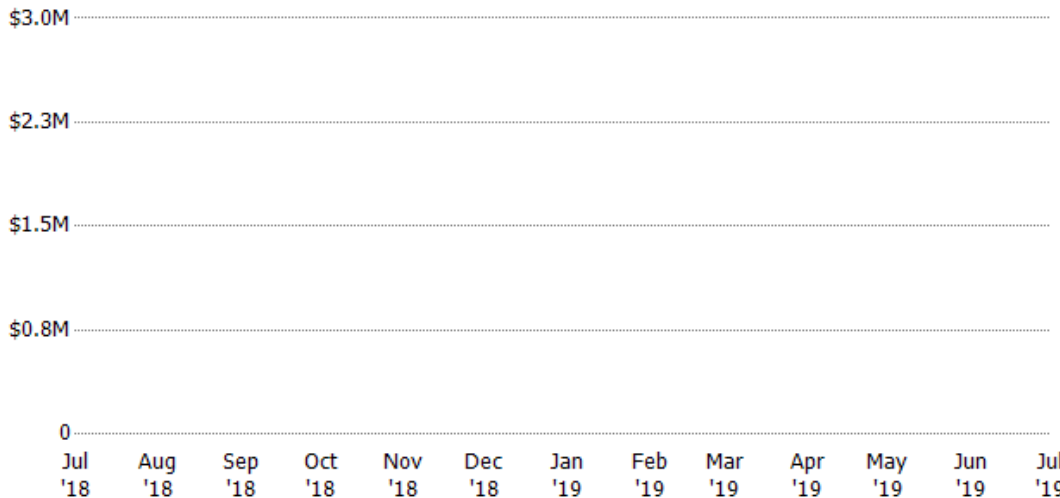


Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

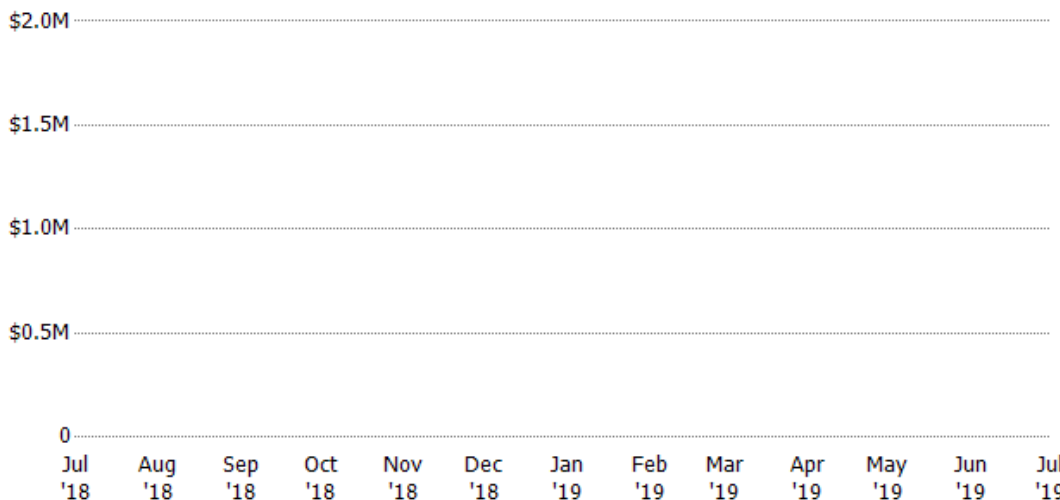


Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

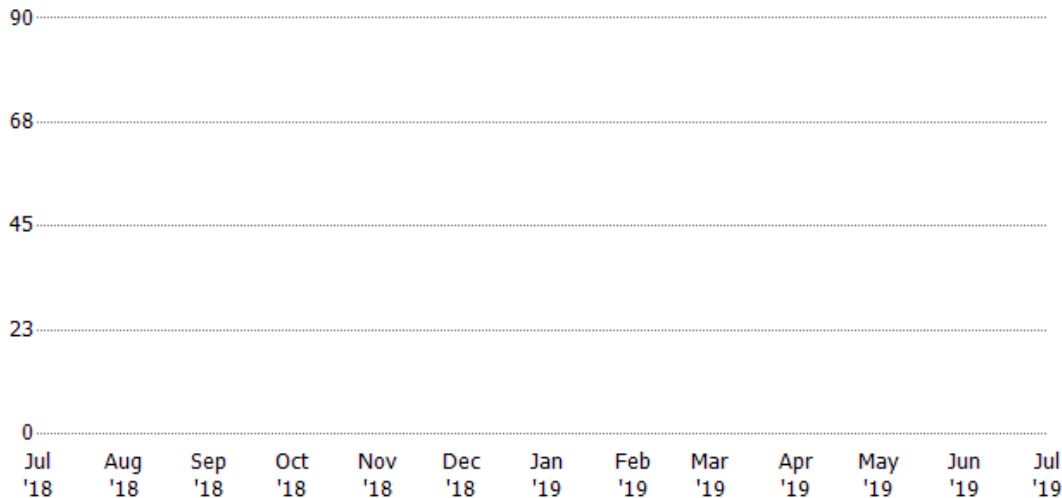


Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



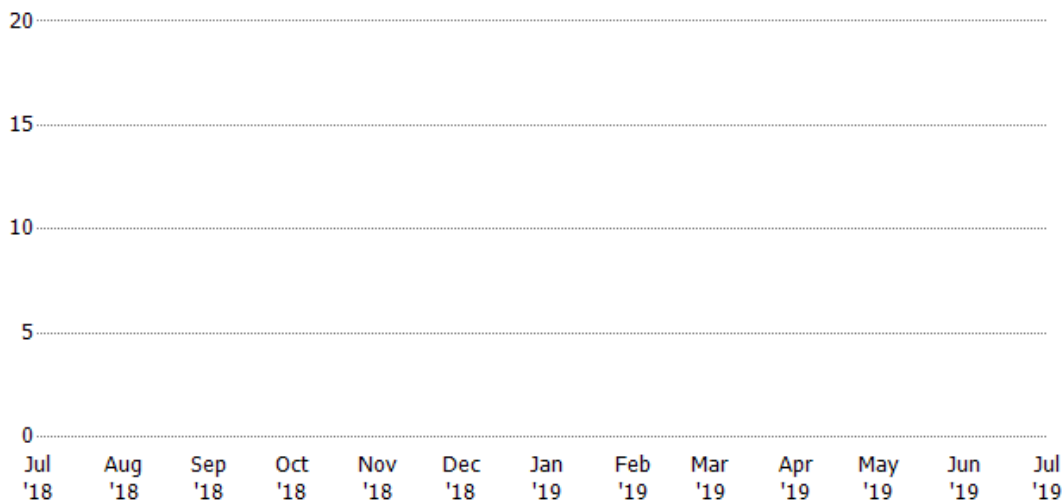
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	75
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	77.5
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



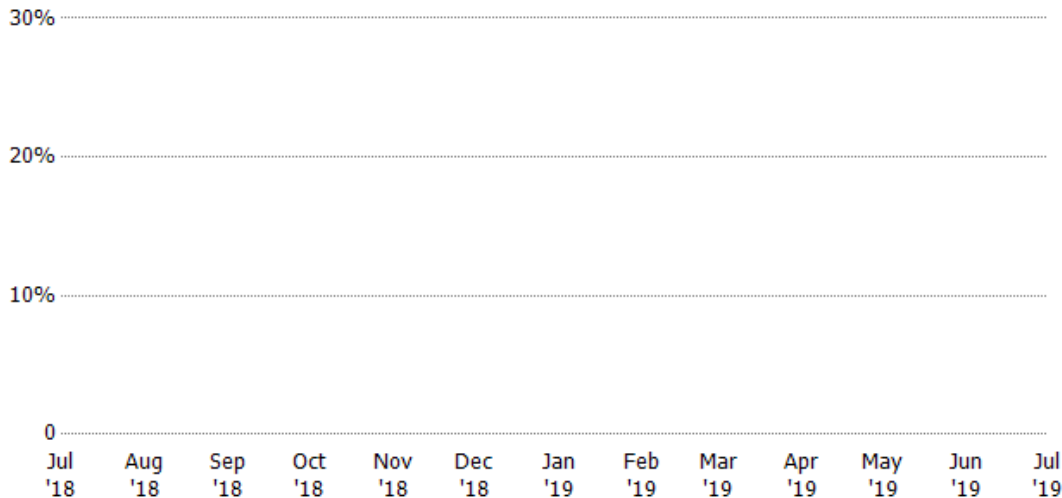
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	5.2
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4.8
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

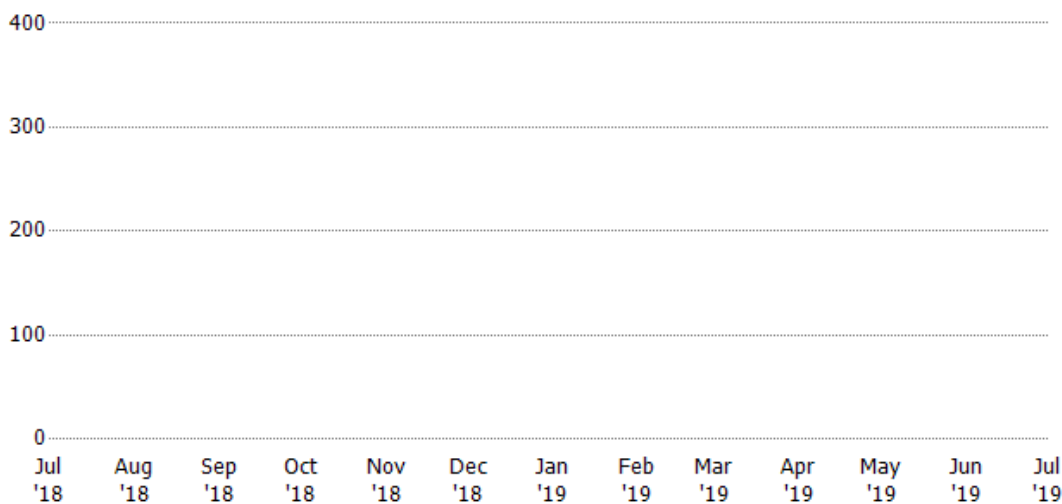


Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

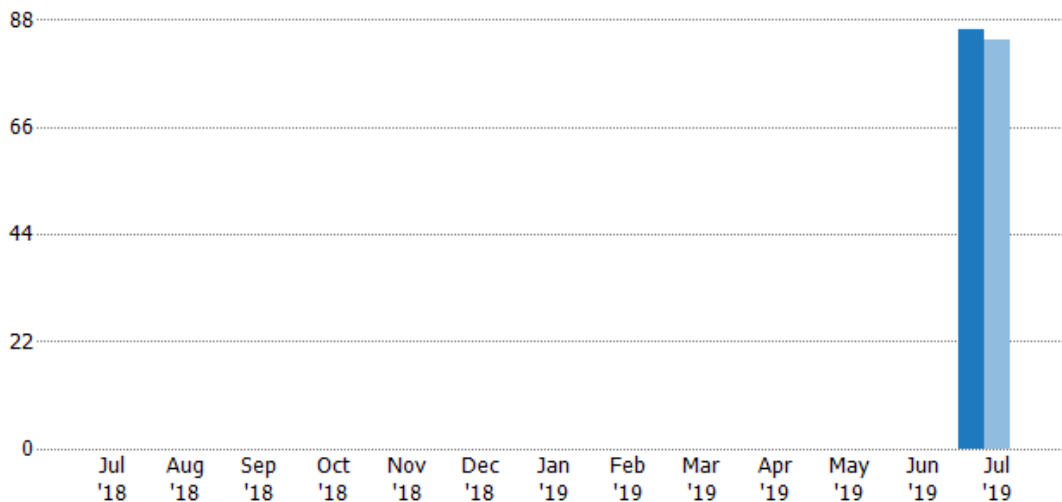


New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



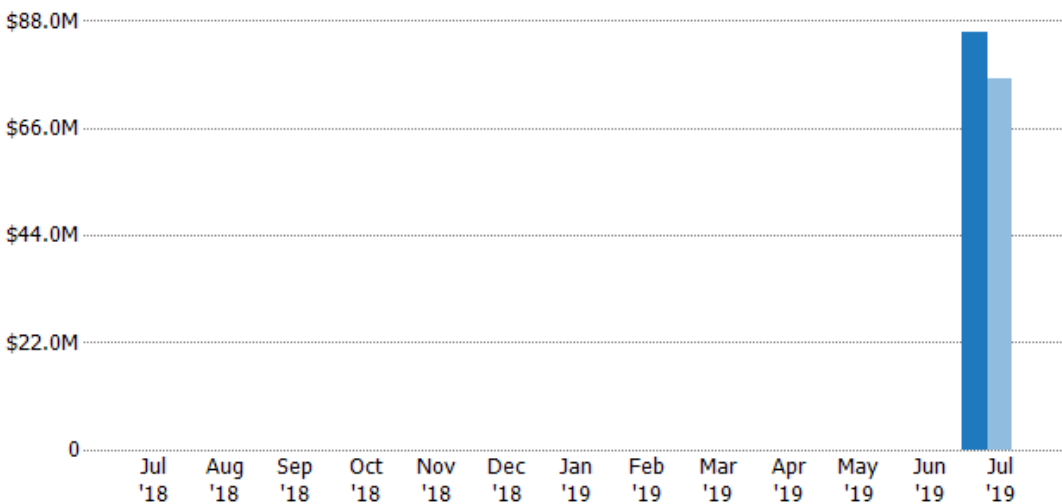
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	86
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	84
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%

New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



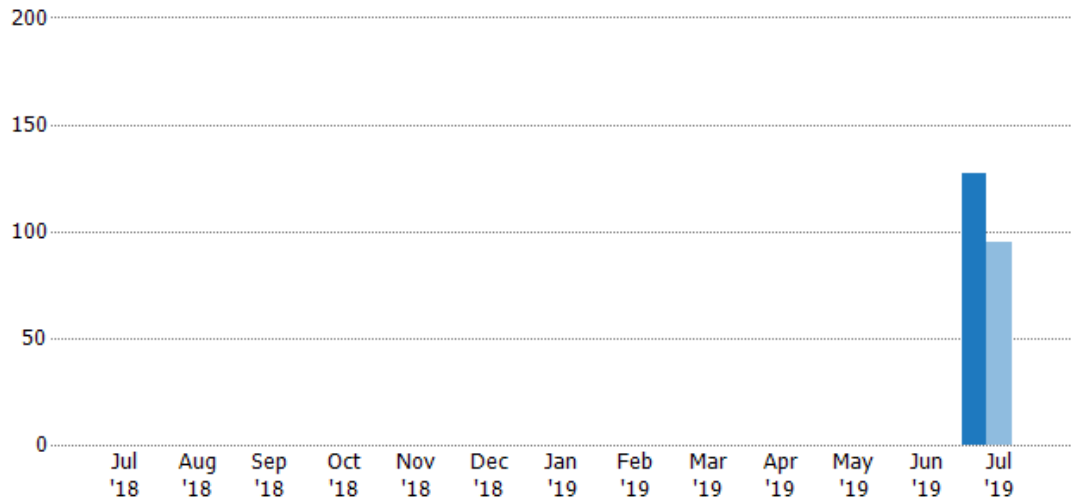
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$85.7M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$76.1M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13%

Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



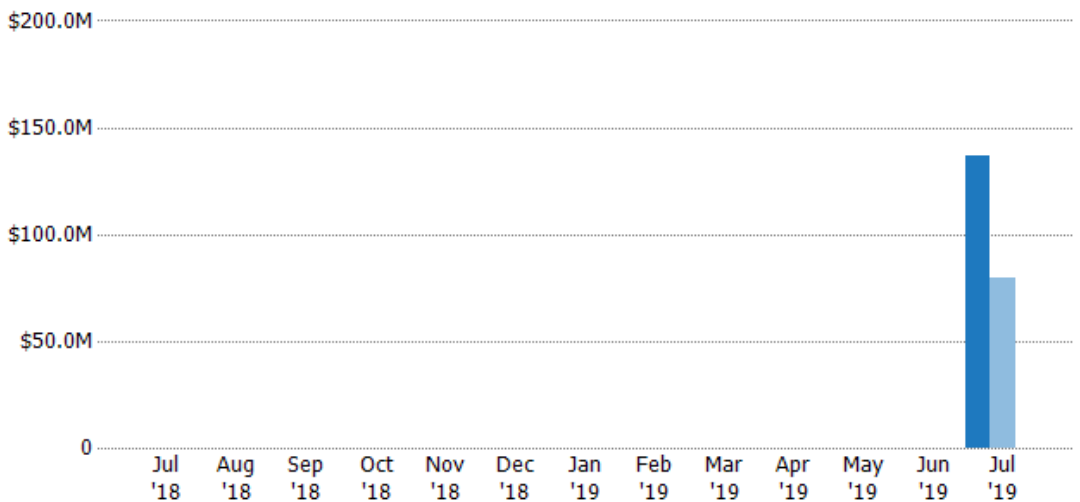
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	127
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	95
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	34%

Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



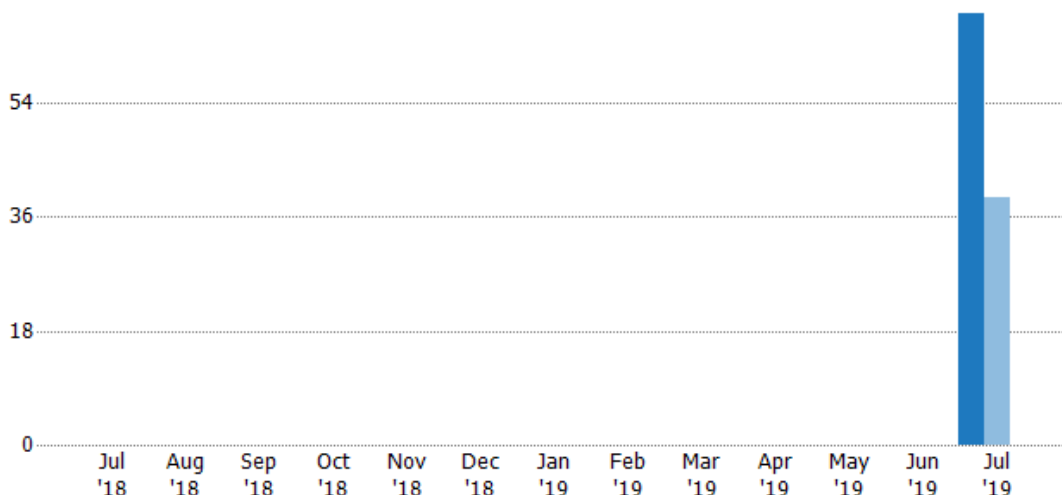
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$136M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$79.2M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	72%

Closed Sales

The total number of residential properties sold each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



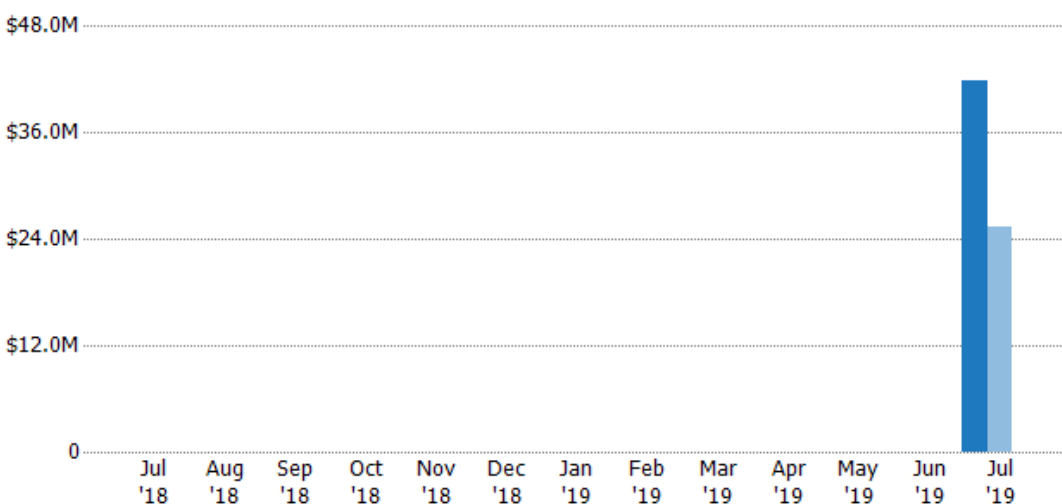
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	68
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	39
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	74%

Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



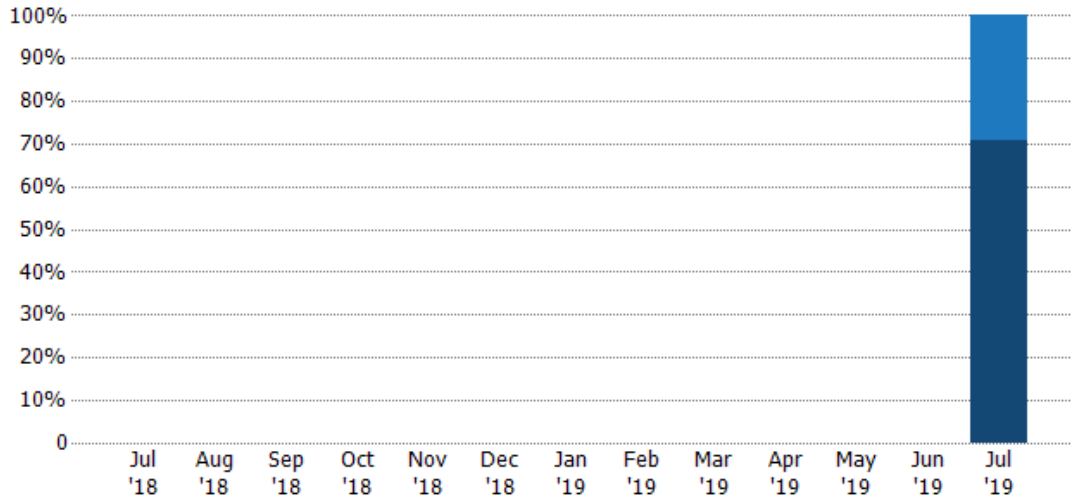
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$41.8M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$25.4M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	65%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



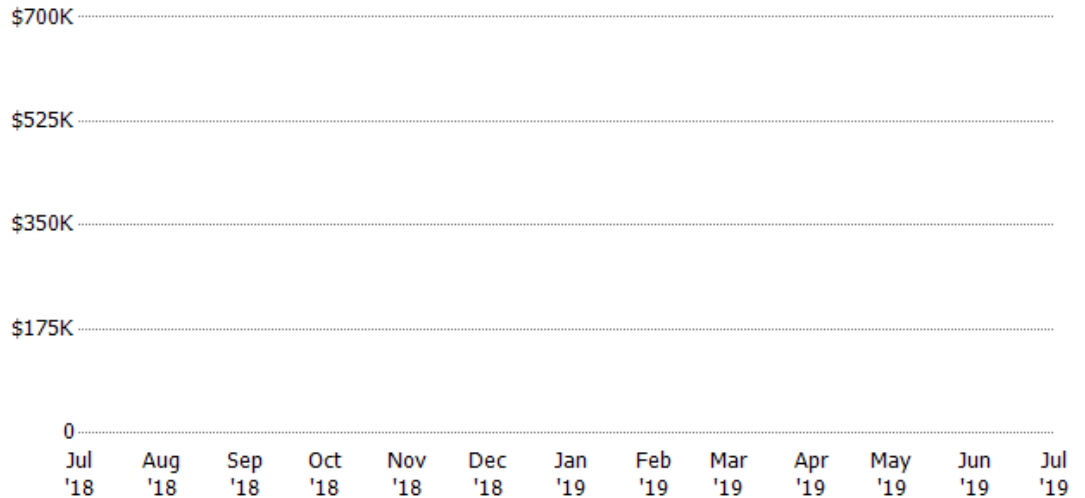
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	-	29%
Single Family Residence	-	-	-	-	-	-	-	-	-	-	-	-	71%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



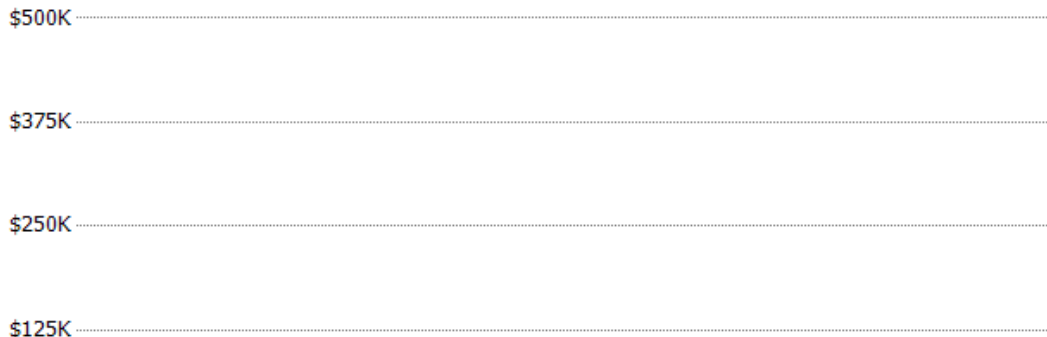
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$615K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$650K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%

Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



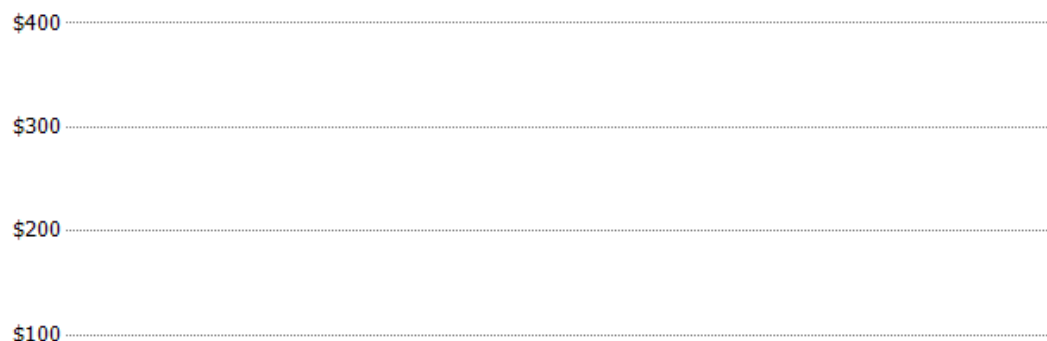
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$461K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$395K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	17%

Average Sales Price per Sq Ft

The average of the sales price divided by the living area of properties sold each month.

Filters Used

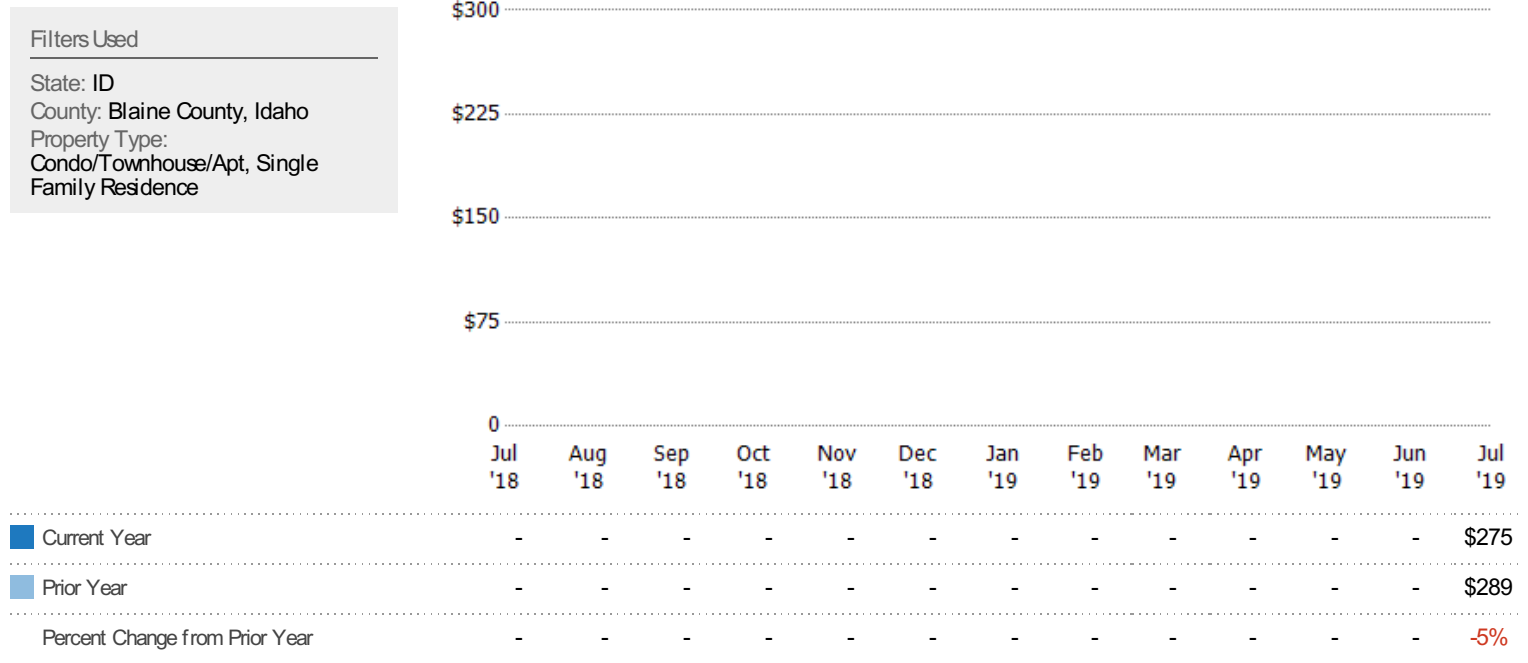
State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$327
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$338
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%

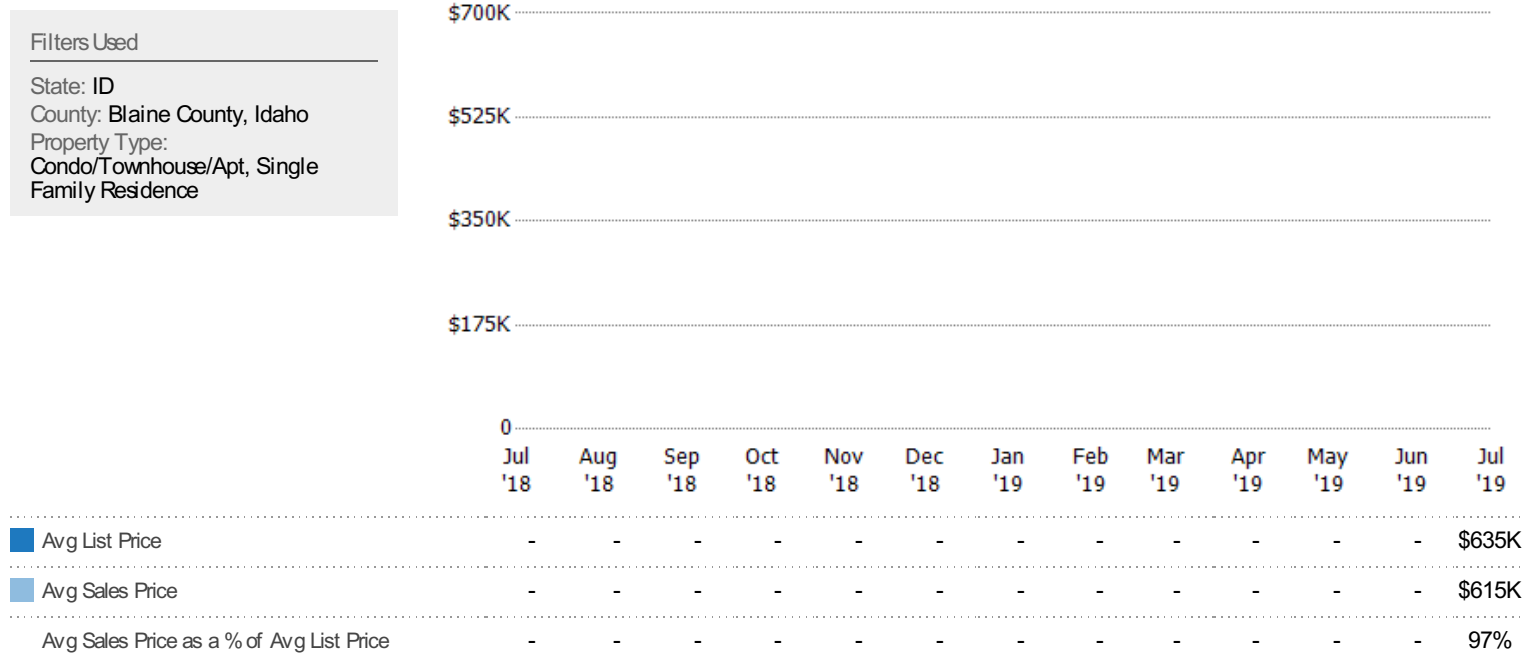
Median Sales Price per Sq Ft

The median of the sales price divided by the living area of properties sold each month.



Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

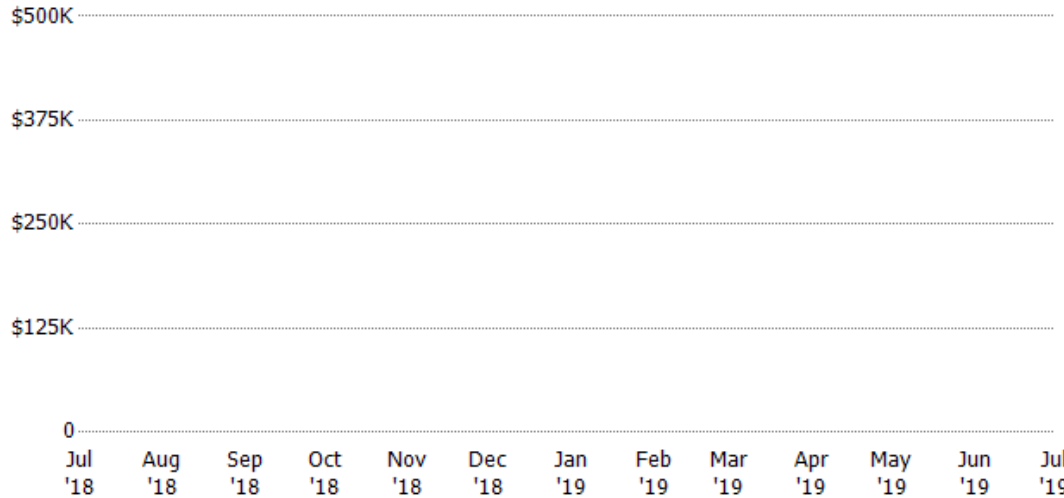


Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

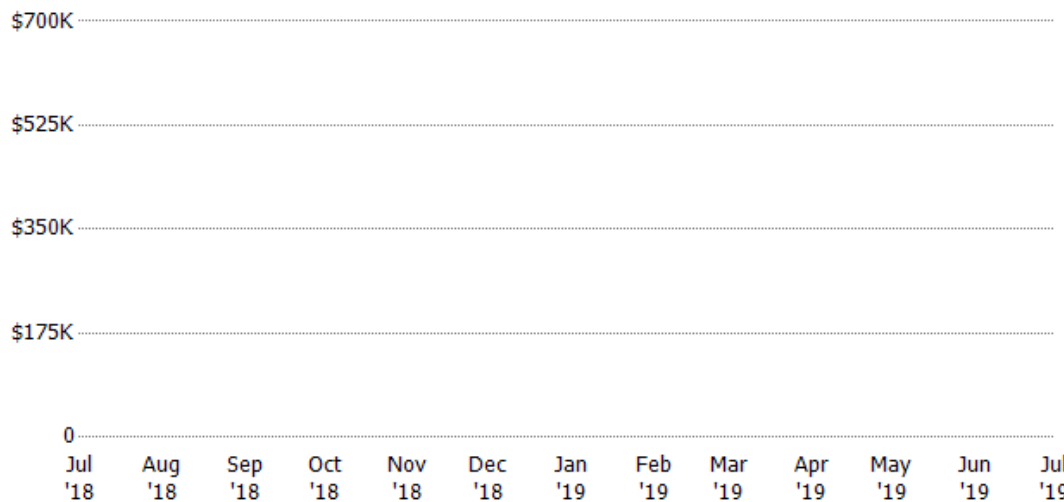


Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

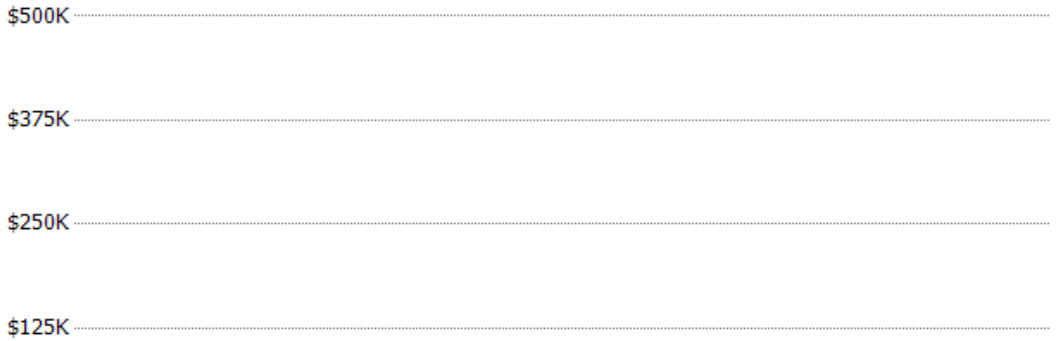


Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

State: ID
County: Blaine County, Idaho
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
--	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------

Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$414K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$467K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	113%

Sales Activity by ZIP

Jul 2019

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
83313	14	\$8,560,900	9	\$4,618,000	\$513,111	\$485,000	\$210	\$195	51
83333	40	\$25,834,790	28	\$12,003,291	\$428,689	\$385,000	\$251	\$244	10
83340	38	\$63,045,400	20	\$18,987,500	\$949,375	\$992,500	\$464	\$472	30
83352			2	\$74,900	\$37,450	\$37,450	\$71	\$71	261
83353	30	\$33,470,500	9	\$6,154,500	\$683,833	\$370,000	\$362	\$372	18

Sales Activity by Metro Area

Jul 2019

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Hailey, ID	127	\$136,496,590	68	\$41,838,191	\$615,268	\$461,000	\$318	\$271	21

Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details

Report Name: 7/2019 Monthly Market Report

Run Date: 08/05/2019

Scheduled: No

Report Date Range: From 7/2019 To: 7/2019

Information Included

☒ Include Cover Sheet

☒ Include Key Metric Summary *

☐ Include Metrics By

☒ Averages

☒ Include Appendix

☒ Medians

* The Key Metrics Table's YTD median calculations are calculated using a weighted average of the median values for each month that is included.

MLS Filter

MLS: All

Listing Filters

Property Types: Condo/Townhouse/Apt Single Family Residence

Sales Types: All

Price Range: None

Location Filters

State: All

County: Blaine County, Idaho

ZIP Code: All

Listing Activity Charts

☒ New Listings

☒ Active Listings

☒ Avg/Med Listing Price

☒ Avg/Med Listing Price per Sq Ft

☒ Avg/Med Listing Price vs Est Value

☒ Median Days in RPR

☒ Months of Inventory

☒ Absorption Rate

Sales Activity Charts

☒ Active/Pending/Sold

☒ New Pending Sales

☒ Pending Sales

☒ Closed Sales

☒ Avg/Med Sales Price

☒ Avg/Med Sales Price per Sq Ft

☒ Avg/Med Sales Price vs Listing Price

☒ Avg/Med Sales Price vs Est Value

Distressed Charts

☐ Distressed Listings

☐ Distressed Sales

Data Tables Using 7/2019 data

☐ Listing Activity by ZIP

☐ Listing Activity by Metro Area

☒ Sales Activity by ZIP

☒ Sales Activity by Metro Area