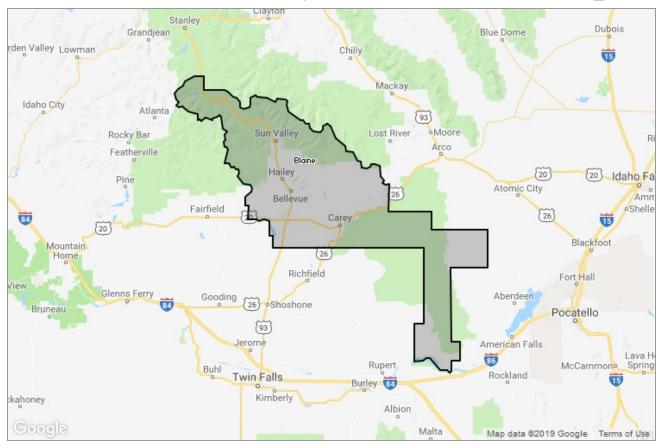


MARKET DATA REPORT

# June 2019 Monthly Market Data Report



#### **Report Characteristics**

Report Name:

June 2019 Monthly Market Data Report

Report Date Range:

6/2018 - 6/2019

Filters Used:

Property Type, Location

Avg/Med: Both

Run Date: 07/09/2019

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.

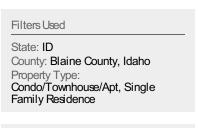
Key Metrics	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
arts Metrics						
New Listing Cour	t 127	141	-9.9%	491	493	-0.4%
New Listing Volum	e \$205,397,399	\$249,425,398	-17.7%	\$623,301,030	\$608,390,298	+2.5%
Active Listing Cour	t 349	439	-20.5%	NA	NA	
Active Listing Volum	e \$789,749,282	\$777,665,998	+1.6%	N/A	NA	
Average Listing Prio	e \$2,262,892	\$1,771,449	+27.7%	\$2,093,482	\$1,754,274	+19.3%
Median Listing Prio	\$1,199,000	\$875,000	+37%	\$1,066,439	\$912,317	+16.9%
Average Listing Price per Sq F	t \$549	\$444	+23.7%	\$506	\$459	+10.2%
Median Listing Price per Sq F	t \$477	\$378	+26.4%	\$439	\$384	+14.3%
Median Daysin RPI	₹ 73	87	-16.1%	134.48	136.07	-1.2%
Months of Inventor	y 8.3	9.1	-9.1%	6.4	9.2	-31.1%
Absorption Rat	e 12.03%	10.93%	+1.1%	15.74%	10.84%	+4.9%
ts Metrics						
New Pending Sales Cour	t 78	65	+20%	382	387	-1.3%
New Pending Sales Volum	\$62,675,399	\$50,940,750	+23%	\$297,462,641	\$285,979,144	+4%
Pending Sales Cour	t 118	68	+73.5%	NA	N/A	
Pending Sales Volum	e \$108,106,099	\$44,222,050	+144.5%	NA	N/A	
Closed Sales Cour	t 70	93	-24.7%	269	308	-12.7%
Closed Sales Volum	\$55,520,900	\$70,190,650	-20.9%	\$189,951,467	\$225,039,399	-15.6%
Average Sales Prio	ş \$793,156	\$754,738	+5.1%	\$706,139	\$730,647	-3.4%
Median Sales Prio	s \$527,500	\$445,000	+18.5%	\$439,981	\$463,057	-5%
Average Sales Price per Sq F	t \$416	\$340	+22.3%	\$370	\$354	+4.4%
Median Sales Price per Sq F	t \$320	\$273	+17%	\$322	\$293	+10%



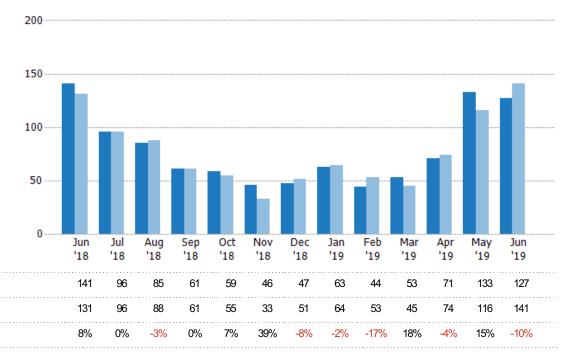


#### **New Listings**

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



Month/ Year	Count	% Chg.
Jun '19	127	-9.9%
Jun '18	141	7.6%
Jun '17	131	-1.5%



#### **New Listing Volume**

Percent Change from Prior Year

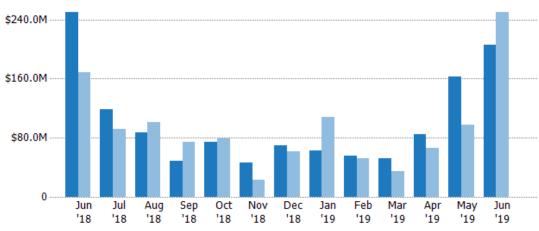
Current Year

Prior Year

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

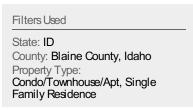
Month/ Year	Volume	% Chg.
Jun '19	\$205M	-17.7%
Jun '18	\$249M	48.4%
Jun '17	\$168M	-9%





#### **Active Listings**

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



Month/		0/ 01
Year	Count	% Chg.
Jun '19	349	-20.5%
Jun '18	439	-5.8%
Jun '17	466	0.9%



#### **Active Listing Volume**

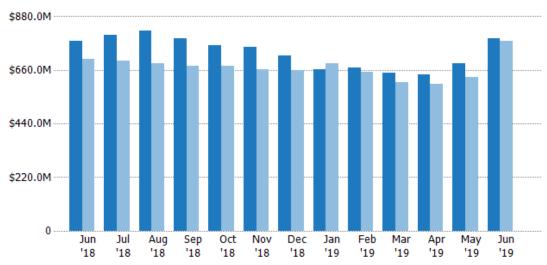
Percent Change from Prior Year

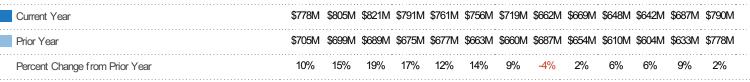
Current Year

Prior Year

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

Volume	% Chg.
\$790M	1.6%
\$778M	10.3%
\$705M	-11.2%
	\$790M \$778M



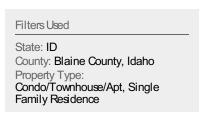




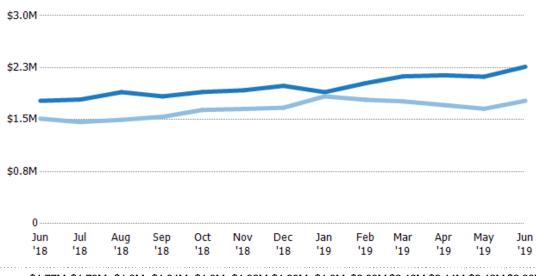


#### **Average Listing Price**

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



Month/	Drice	0/ Cha
Year	Price	% Chg.
Jun '19	\$2.26M	27.7%
Jun '18	\$1.77M	17.1%
Jun '17	\$1.51M	-12%



Current Year	\$1.77M	\$1.79M	\$1.9M	\$1.84M	\$1.9M	\$1.92M \$	\$1.99M	\$1.9M	\$2.03M	\$2.12M	\$2.14M	\$2.12M	\$2.26M
Prior Year	\$1.51M	\$1.47M	\$1.5M	\$1.54M	\$1.64M	\$1.65M \$	\$1.67M	\$1.84M	\$1.79M	\$1.76M	\$1.71M	\$1.66M	\$1.77M
 Percent Change from Prior Year	17%	22%	27%	19%	16%	16%	19%	3%	13%	20%	25%	28%	28%

#### **Median Listing Price**

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

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

Month/ Year	Price	% Chg.
Jun '19	\$1.2M	37%
Jun '18	\$875K	12.5%
Jun '17	\$778K	-10.1%

Percent Change from Prior Year

\$2.	)M												
\$1.	5 <b>M</b>												
\$1.0	MM												
\$0.	5M												
\$0.	0 Jun '18	Jul '18	Aug	Sep '18	0ct	Nov '18	Dec '18	Jan	Feb '19	Mar '19	Apr '19	May '19	Jun '19
\$0.	0 Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	'19	'19		'19
\$0.	0 Jun '18	Jul '18 \$873K	Aug '18 \$889K	Sep '18 \$849K	Oct '18 \$895K	Nov '18 \$895K	Dec '18 \$996K	Jan '19 \$899K	Feb '19 \$999K	'19 \$1.15M	'19 \$1.1M	'19	'19 \$1.2M



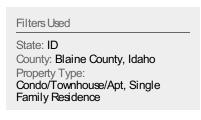
Current Year





#### Average Listing Price per Sq Ft

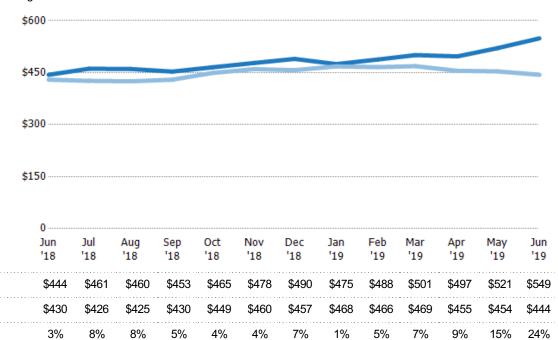
The average of listing prices divided by the living area of homes on market at the end of each month.



Month/		
Year	Price/sq ft	% Chg.
Jun '19	\$549	23.7%
Jun '18	\$444	3.3%
Jun '17	\$430	-8.3%

Current Year

Prior Year



#### 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	

Percent Change from Prior Year

Month/ Year	Price/sq ft	% Chg.
Jun '19	\$477	26.4%
Jun '18	\$378	8.2%
Jun '17	\$349	-4.3%

Percent Change from Prior Year

375												
250												
125												
		Aug '18										Jur
0 Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jur '19
0 Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	



Current Year

Prior Year



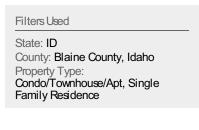
Avg Est Value

Avg Listing Price

# Market Data Report

#### 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.



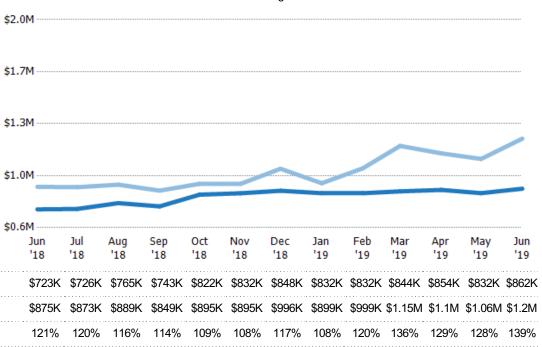


#### Median Listing Price vs Median Est Value

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

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

Avg Listing Price as a % of Avg Est Value





Median Est Value

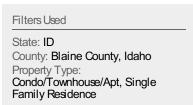
Median Listing Price

Med Listing Price as a % of Med Est Value



#### 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.







#### Months of Inventory

Percent Change from Prior Year

Current Year

Prior Year

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

20

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

Month/ Year	Months	% Chg.
Jun '19	8.31	-9.1%
Jun '18	9.15	4%
Jun '17	8.79	18.8%

Percent Change from Prior Year

15												
		^						$\widehat{}$	7			
5	<b>\</b>		×		<b>&gt;</b>							
0												
0 Jun '18	Jul '18	Aug '18	Sep '18			Dec '18		Feb '19	Mar '19	Apr '19	May '19	Jun '19
'18	'18	'18	'18	'18	'18	'18	'19	'19	'19	'19	'19	'19



Current Year



#### **Absorption Rate**

The percentage of inventory sold per month.

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



Current Year

Change from Prior Year

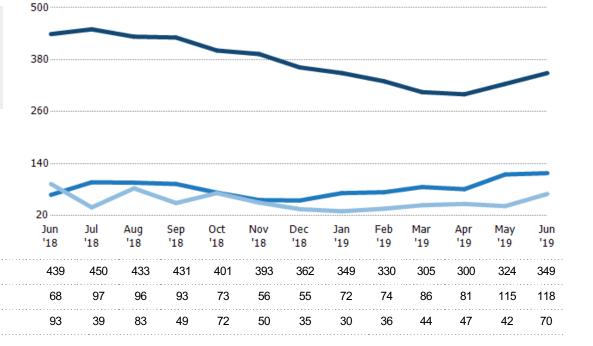
Prior Year



#### Active/Pending/Sold Units

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

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



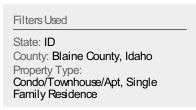
Active

Sold

Pending

#### **New Pending Sales**

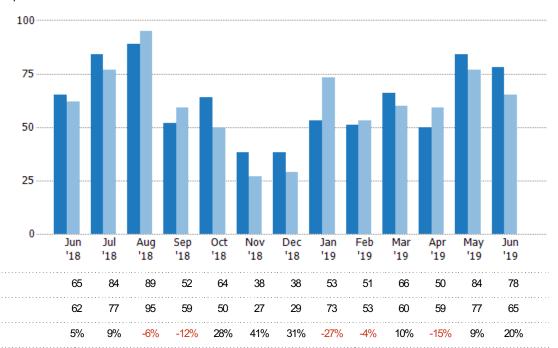
The number of residential properties with accepted offers that were added each month.



Month/ Year	Count	% Chg.
Jun '19	78	20%
Jun '18	65	4.8%
Jun '17	62	-1.6%

Current Year

Prior Year

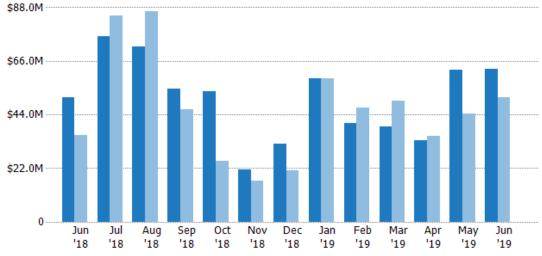


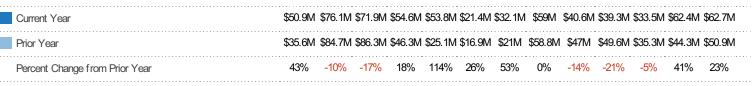
#### New Pending Sales Volume

Percent Change from Prior Year

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

Volume	% Chg.
\$62.7M	23%
\$50.9M	43.2%
\$35.6M	-22.6%
	\$62.7M \$50.9M

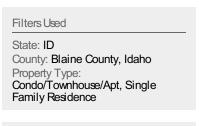


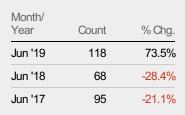


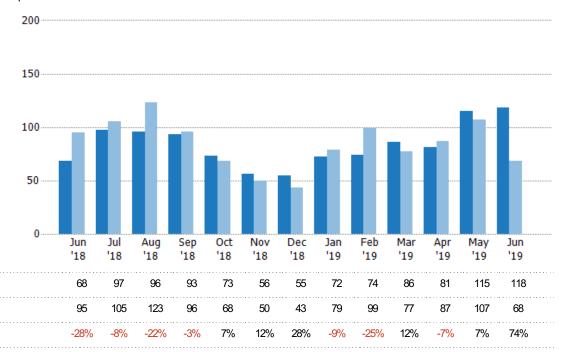


#### **Pending Sales**

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







#### Pending Sales Volume

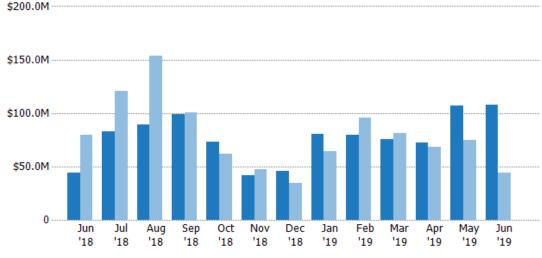
Percent Change from Prior Year

Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
Jun '19	\$108M	144.5%
Jun '18	\$44.2M	-44.2%
Jun '17	\$79.3M	-37.9%



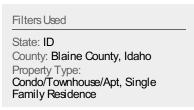




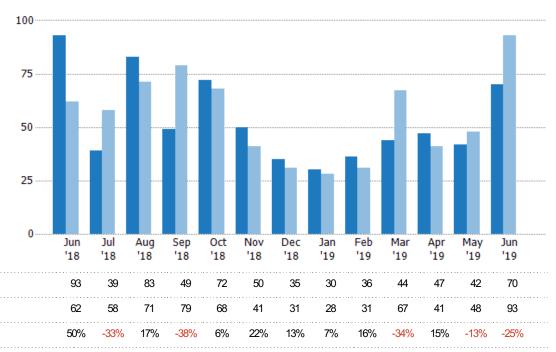


#### **Closed Sales**

The total number of residential properties sold each month.



Month/ Year	Count	% Chg.
Jun '19	70	-24.7%
Jun '18	93	50%
Jun '17	62	-22.6%



#### **Closed Sales Volume**

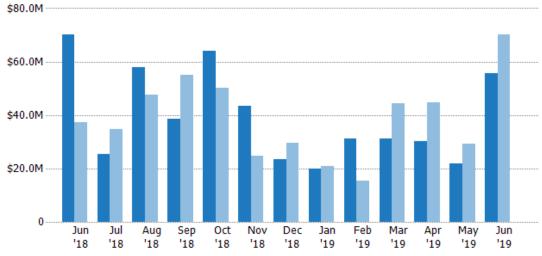
Percent Change from Prior Year

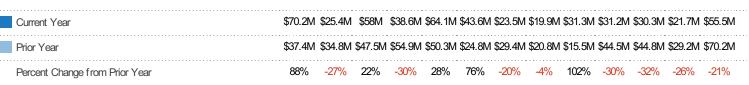
Current Year

Prior Year

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

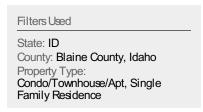
Month/ Year	Volume	% Chg.
Jun '19	\$55.5M	-20.9%
Jun '18	\$70.2M	87.8%
Jun '17	\$37.4M	-37.3%

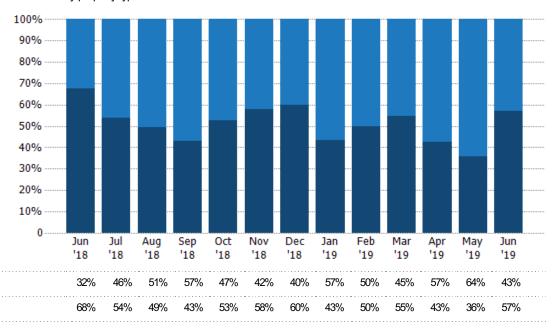




#### Closed Sales by Property Type

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





#### **Average Sales Price**

Single Family Residence

Condo/Townhouse

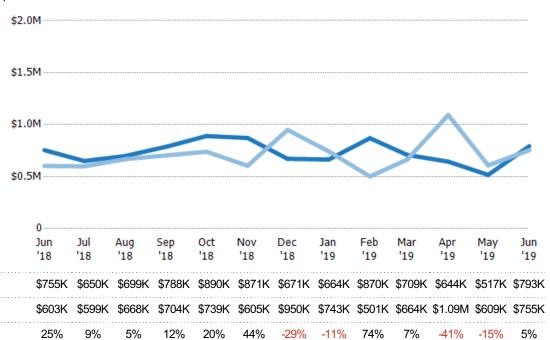
The average sales price of the residential properties sold each month.

Filters Used

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

Month/ Year	Price	% Chg.
Jun '19	\$793K	5.1%
Jun '18	\$755K	25.2%
Jun '17	\$603K	-19.1%

Percent Change from Prior Year



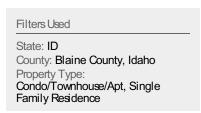


Current Year



#### **Median Sales Price**

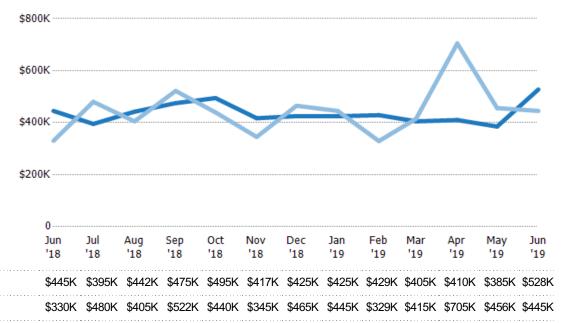
The median sales price of the residential properties sold each month.





Current Year

Prior Year



### Average Sales Price per Sq Ft

Percent Change from Prior Year

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

35%

-18%

9%

13%

21%

-9%

-5%

30%

-42%

-16%

19%

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

Month/ Year	Price/sq ft	% Chg.
Jun '19	\$416	22.3%
Jun '18	\$340	13.7%
Jun '17	\$299	-5.5%

Percent Change from Prior Year



Current Year





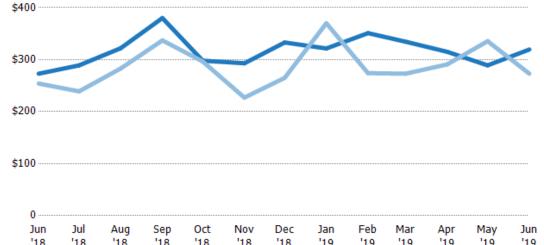
#### Median Sales Price per Sq Ft

The median 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



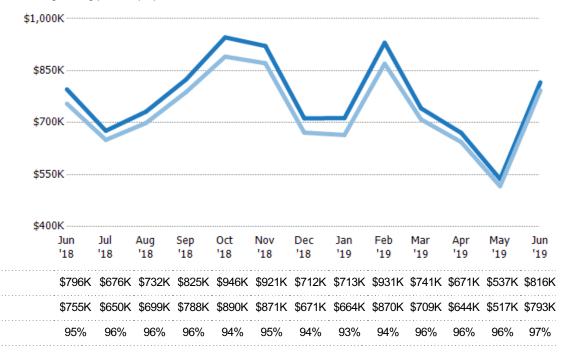


	10	10	10	10	10	10	10	19	19	15	15	19	19
Current Year	\$273	\$289	\$322	\$380	\$298	\$293	\$333	\$322	\$351		\$315	\$289	\$320
Prior Year	\$254	\$239	\$283	\$337	\$297	\$227	\$265	\$370	\$274	\$273	\$291	\$336	\$273
Percent Change from Prior Year	7%	21%	14%	13%	1%	29%	26%	-13%	28%	23%	8%	-14%	17%

#### Average Sales Price vs Average Listing Price

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

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





Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price

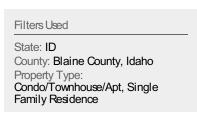
Median List Price

Median Sales Price

# Market Data Report

#### Median Sales Price vs Median Listing Price

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



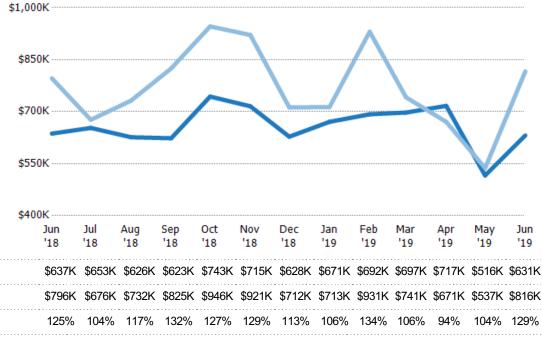


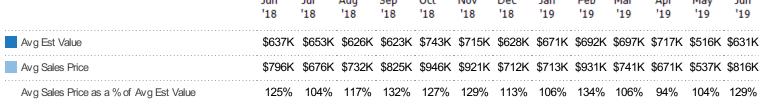
#### Average Sales Price vs Average Est Value

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

Med Sales Price as a % of Med List Price







#### Median Sales Price vs Median Est Value

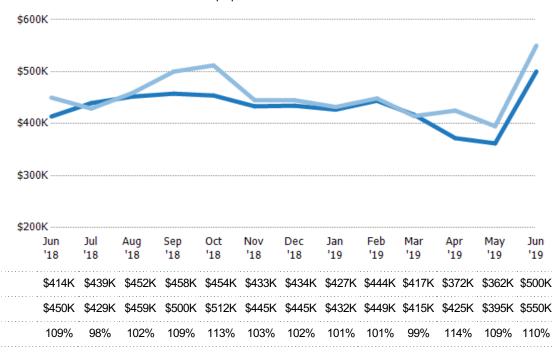
The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value









# Sales Activity by ZIP

Jun 2019

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Av g Sales Price	Median Sales Price	Av g Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
83313	19	\$8,487,900	2	\$689,900	\$344,950	\$344,950	\$171	\$171	39
83320			1	\$284,000	\$284,000	\$284,000	\$110	\$110	11
83333	44	\$24,694,800	29	\$18,484,500	\$637,397	\$495,000	\$297	\$272	13
83340	36	\$55,972,899	19	\$18,258,500	\$960,974	\$850,000	\$599	\$407	46
83353	17	\$15,250,500	19	\$17,804,000	\$937,053	\$392,500	\$425	\$340	23







#### Sales Activity by Metro Area Jun 2019

Pending Volume (Month End) Median Days In RPR **Pendings** Avg Median Avg Sales **Median Sales** (Month End) Sales Price Metro Sales Sales Volume Sales Price Price per Sq Ft Price per Sq Ft 118 \$108,106,099 70 \$55,520,900 \$793,156 \$527,500 \$407 \$314 20 Hailey, ID





# **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	S		Listing Activity Charts			
Report Name: Jui	ne 2019 Monthly Market Data Report	Mew Listings				
Run Date: 07/09/2	2019	Active Listings				
Scheduled: No			<ul><li>Avg/Med Listing Price</li><li>Avg/Med Listing Price per Sq Ft</li></ul>			
Report Date Rang	ge: From 6/2018 To: 6/2019					
			Avg/Med Listing Price vs Est Value			
Information Inc	cluded		✓ Median Days in RPR			
Include Cover	Sheet	Averages	✓ Months of Inventory			
✓ Include Key Me	etric Summary *	Medians	Absorption Rate			
Include Metric	s By					
	ble's YTD median calculations are calculated using a weighted averag	ge of the median values for each	Sales Activity Charts			
month that is included	d.		Active/Pending/Sold			
MLS Filter			✓ New Pending Sales			
			Pending Sales			
MLS:	All		✓ Closed Sales			
Listing Eiltors			Avg/Med Sales Price			
Listing Filters			Avg/Med Sales Price per Sq Ft			
Property Types:	Condo/Townhouse/Apt Single Family Residence		Avg/Med Sales Price vs Listing Price			
Sales Types:	All		✓ Avg/Med Sales Price vs Est Value			
Price Range:	None		Distressed Charts			
			Distressed Listings			
Location Filter	rs		□ Distressed Sales			
State:	All					
			Data Tables Using 6/2019 data			
County:	Blaine County, Idaho		Listing Activity by ZIP			
ZIP Code:	All		Listing Activity by Metro Area			
	/ WI		Sales Activity by ZIP			
			Sales Activity by Metro Area			
			The state of the s			



