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Inventory Levels - All Prices

	Idaho Falls	Bonneville	Total	
30-Sep-16	262	167	429	
2-Oct-17	231	150	381	-11%

Inventory Levels - By Price Range

	30-Sep-16	2-Oct-17
0 - 100,000	49	18
100,001 - 125,000	54	21
125,001 - 150,000	53	43
150,001 - 175,000	36	29
175,001 - 200,000	43	39
200,001 - 250,000	44	59
250,001 - 300,000	48	52
300,001 - 350,000	29	43
350,001 - 400,000	21	19
400,001 - 1,000,000	52	58



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Inventory Levels - All Prices

	<u>2015</u>	<u>2016</u>	<u>2017</u>	
January	530	350	267	-24%
February	558	321	260	-19%
March	555	313	265	-15%
April	545	313	304	-3%
May	547	375	336	-10%
June	569	422	308	-27%
July	565	470	339	-28%
August	576	467	370	-21%
September	539	429	381	-11%
October	482	375		
November	438	334		
December	366	302		



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**SEPTEMBER INVENTORY TRENDS
SEPTEMBER 2010 - 2017**

	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>
IDAHO FALLS	692	591	517	454	477	334	262	231
BONNEVILLE	444	379	347	319	342	235	167	150
TOTALS	1136	970	864	773	819	569	429	381
	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>
0-100,000	184	165	154	127	152	79	49	18
100,001-125,000	140	135	125	122	112	89	54	21
125,001-150,000	152	146	112	113	103	90	53	43
150,001-175,000	148	117	113	105	125	65	36	29
175,001-200,000	131	90	78	71	66	61	43	39
200,001-250,000	122	106	92	79	86	63	44	59
250,001-300,000	92	76	61	49	57	33	48	52
300,001-350,000	55	38	37	23	40	28	29	43
350,001-400,000	33	25	22	28	20	16	21	19
400,001-1,000,000	72	65	58	46	57	43	52	58



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September COMPARISON

BONNEVILLE COUNTY

	<u>2016</u>	<u>2017</u>	
# of Closings in September	179	166	-7%
Average DOM	47	40	
Average Selling Price	\$183,106	\$203,651	
Median Selling Price	\$165,000	\$177,450	
Average % List to Price	98.59%	99.44%	
# of Pendings in September	192	201	5%
Average DOM	50	48	
Average Listing Price of Pendings	\$188,365	\$207,195	
Median Listing Price of Pendings	\$167,500	\$179,000	

JEFFERSON COUNTY

	<u>2016</u>	<u>2017</u>	
# of Closings in September	39	28	-28%
Average DOM	56	40	
Average Selling Price	\$210,024	\$237,934	
Median Selling Price	\$207,000	\$246,000	
Average % List to Price	97.37%	98.59%	
# of Pendings in September	42	43	2%
Average DOM	76	57	
Average Listing Price of Pendings	\$217,498	\$226,837	
Median Listing Price of Pendings	\$202,400	\$179,900	



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JULY 1 to SEPTEMBER 30 2016 vs 2017

Bonneville County

	<u>2016</u>	<u>2017</u>	
Closed Sales	591	564	-5%
Avg Days on Market	46	37	
% List to Sell	99.01%	99.28%	
Avg Selling Price	179,162	204,830	
Median Selling Price	166,000	185,000	
# Going Pending	585	618	6%
Avg Days on Market	51	44	

Jefferson County

	<u>2016</u>	<u>2017</u>	
Closed Sales	114	105	-8%
Avg Days on Market	69	51	
% List to Sell	97.94%	97.90%	
Avg Selling Price	217,873	226,872	
Median Selling Price	206,250	228,000	
# Going Pending	122	127	4%
Avg Days on Market	70	60	



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APRIL 1 to SEPTEMBER 30 2015/2016 vs 2016/2017

Bonneville County

	<u>2015/2016</u>	<u>2016/2017</u>	
Closed Sales	1,234	1,168	-5%
Avg Days on Market	52	40	
% List to Sell	99.31%	99.40%	
Avg Selling Price	178,414	197,687	11%
Median Selling Price	165,000	180,000	9%
# Going Pending	1256	1272	1%
Avg Days on Market	52	42	

Jefferson County

	<u>2015/2016</u>	<u>2016/2017</u>	
Closed Sales	203	210	3%
Avg Days on Market	61	52	
% List to Sell	98.39%	98.10%	
Avg Selling Price	200,675	227,772	14%
Median Selling Price	190,000	225,000	18%
# Going Pending	230	248	8%
Avg Days on Market	73	55	



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YEAR TO DATE COMPARISON

BONNEVILLE COUNTY

	<u>2016</u>	<u>2017</u>	
# of Closings Jan 1 – September 30	1528	1571	3%
Average DOM	59	48	
Average Selling Price	\$176,313	\$193,145	10%
Median Selling Price	\$163,000	\$175,000	7%
Average % List to Price	99.03%	99.10%	
# of Pendings Jan 1 – September 30	1761	1811	3%
Average DOM	59	49	
Average Listing Price of Pendings	\$180,439	\$196,886	9%
Median Listing Price of Pendings	\$165,000	\$175,000	6%

JEFFERSON COUNTY

	<u>2016</u>	<u>2017</u>	
# of Closings Jan 1 – September 30	267	272	2%
Average DOM	67	55	
Average Selling Price	\$197,723	\$223,330	13%
Median Selling Price	\$187,000	\$224,900	20%
Average % List to Price	98.43%	98.29%	
# of Pendings Jan 1 – September 30	305	324	6%
Average DOM	72	57	
Average Listing Price of Pendings	\$205,491	\$228,468	11%
Median Listing Price of Pendings	\$194,000	\$224,900	16%



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October 1 to September 30 2015/2016 vs 2016/2017

Bonneville County

	<u>2015/2016</u>	<u>2016/2017</u>	
Closed Sales	2,019	2,082	3%
Avg Days on Market	62	50	
% List to Sell	98.81	99.01	
Avg Selling Price	175,358	191,372	9%
Median Selling Price	160,000	172,400	8%
# Going Pending	2,141	2,238	5%
Avg Days on Market	65	53	

Jefferson County

	<u>2015/2016</u>	<u>2016/2017</u>	
Closed Sales	339	373	10%
Avg Days on Market	70	61	
% List to Sell	98.26	98.43	
Avg Selling Price	198,679	219,929	11%
Median Selling Price	185,000	220,000	19%
# Going Pending	378	405	7%
Avg Days on Market	74	61	



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Closed Sales Comparison - Bonneville County

	<u>2015</u>	<u>2016</u>	<u>2017</u>	
January	84	103	106	3%
February	114	99	115	16%
March	128	157	191	22%
April	194	208	169	-19%
May	176	191	199	4%
June	182	198	202	2%
July	177	190	224	18%
August	170	203	199	-2%
September	177	179	166	-7%
October	164	157		
November	115	129		
December	121	147		
	1802	1961	1571	



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YEAR TO DATE CLOSING UNITS COMPARISON

January 1 to September 30

2016 vs 2017

	<u>2016</u>	<u>2017</u>	<u>% Change</u>
Up to \$179,000	991	818	-17%
Over \$179,001	621	767	24%



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DISTRESSED PROPERTY COMPARISON

BONNEVILLE COUNTY

September 1 to September 30

	<u>2017</u>
# of Total Active Properties in July	404
# of Active Distressed Properties	4
% of Distressed Properties on the Market	0.99%
# of Total Pending Properties in July	197
# of Pending that were Distressed Properties	4
% Pending that were Distressed	2.03%
# of Total Closed Properties in July	163
# of Closed that were Distressed Properties	1
% of Closings that were Distressed Properties	0.61%

July 1 to September 30

	<u>QUARTERLY</u>
# of Total Pending Properties in the Quarter	607
# of Pending that were Distressed Properties	11
% Pending that were Distressed	1.81%
# of Total Closed Properties in the Quarter	583
# of Closed that were Distressed Properties	8
% of Closings that were Distressed Properties	1.37%



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EXISTING HOMES - CLOSED SALE ACTIVITY

JAN 1 -SEP 30

		<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>
\$0 - \$100	Existing	259	289	354	369	337	351	289	185
	Days on Market	104	109	121	111	94	83	67	64
	% List to Sell	93.09	94.39	95.92	96.18	95.74	97.3	97.29	95.68
\$100 - \$125	Existing	178	134	218	205	237	295	288	168
	Days on Market	92	112	119	92	90	76	58	51
	% List to Sell	96.55	97.09	97.3	97.54	97.44	98.35	99.43	99.64
\$125 - \$150	Existing	183	141	179	199	224	262	313	228
	Days on Market	107	129	113	99	91	72	43	35
	% List to Sell	97.1	96.82	97.42	98.27	98.22	98.59	99.33	99.59
\$150 - \$175	Existing	131	92	116	190	178	209	307	208
	Days on Market	115	116	120	99	89	76	57	39
	% List to Sell	97.96	96.9	97.7	98.24	97.98	98.76	99.07	100.1
\$175 - \$200	Existing	82	59	68	92	112	170	266	195
	Days on Market	129	109	128	82	111	63	48	34
	% List to Sell	97.22	96.6	97.75	98.34	98.34	98.7	99.69	98.93
\$200 - \$300	Existing	139	118	172	162	166	269	395	316
	Days on Market	150	136	150	146	119	78	59	43
	% List to Sell	95.89	96.39	96.54	97	97.93	98.39	99.18	99.25
\$300 - \$400	Existing	42	35	37	49	57	85	108	117
	Days on Market	166	110	171	130	134	134	72	92
	% List to Sell	94.78	96.05	95.54	96.99	97.12	96.94	98.35	98.2
\$400 - \$500	Existing	14	4	13	15	18	36	35	30
	Days on Market	216	119	159	95	166	157	109	65
	% List to Sell	93.92	92.41	95.84	98.34	97.87	97.55	98.35	97.83
\$500 - \$750	Existing	3	5	4	8	9	13	13	13
	Days on Market	75	563	197	202	152	147	79	74
	% List to Sell	95.38	92.95	96.24	91.42	96.34	97.3	95.97	98.28
\$750 - \$1,000	Existing	1	0	0	1	0	4	1	2
	Days on Market	57	0	0	198	0	456	367	127
	% List to Sell	91.84	0	0	98.1	0	93.43	88.96	97.4
\$1,000,000+	Existing	0	1	1	0	0	0	1	1
	Days on Market	0	259	368	0	0	0	233	430
	% List to Sell	0	76.08	89.36	0	0	0	81.82	80.77



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NEW CONSTRUCTION - CLOSED SALES ACTIVITY

	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>JAN 1 to SEP 30</u> <u>2016</u>	<u>2017</u>
\$100 - \$125 New	5	10	4	4	2	8	4	0
Days on Market	92	102	127	149	561	413	9	0
% List to Sell	99.78	99.48	96.56	97.16	99.33	96.77	99.27	0
\$125 - \$150 New	10	20	27	18	10	9	3	0
Days on Market	91	97	72	85	121	55	13	0
% List to Sell	100.1	100.15	99.62	100.72	99.34	99.95	102.01	0
\$150 - \$175 New	42	22	30	27	31	10	21	6
Days on Market	85	122	74	89	86	48	7	2
% List to Sell	100	100.42	100.5	100.23	99.8	99.62	100.68	102.09
\$175 - \$200 New	24	10	11	16	17	23	24	14
Days on Market	79	110	72	66	88	69	31	29
% List to Sell	100.9	101.86	102.3	100.17	101.84	100.65	100.74	101.56
\$200 - \$300 New	14	12	12	25	38	40	45	35
Days on Market	96	112	156	74	119	103	28	24
% List to Sell	103.4	102.62	103.1	101.65	103.5	101.54	100.05	100.92
\$300 - \$400 New	3	1	1	0	6	6	8	13
Days on Market	356	19	67	0	140	80	49	58
% List to Sell	93.59	98.13	98.51	0	97.34	100.76	100.92	101.56
\$400 - \$500 New	2	0	0	0	0	3	4	1
Days on Market	75	0	0	0	0	101	94	101
% List to Sell	95.11	0	0	0	0	98.14	102.33	97.91
\$500 - \$1,000 New	0	0	0	0	0	0	1	0
Days on Market	0	0	0	0	0	0	25	0
% List to Sell	0	0	0	0	0	0	95.63	0



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ANNUAL VOLUME COMPARISON
2005 - 2017

	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>YTD</u> <u>2017</u>
NUMBER OF TRANSACTIONS	3536	3508	2542	2356	2188	2092	2494	2760	2850	3586	4152	3168
AVERAGE SELLING PRICE	158,004	174,670	176,986	164,258	155,443	146,279	147,772	152,211	156,431	169,697	\$178,727	193,059
AVERAGE % LIST TO SELL	99.43	99.09	98.24	96.83	96.22	96.3	97.03	97.52	97.55	98.28	98.98	99.11
AVERAGE DOM	96	88	107	122	114	121	124	106	99	83	58	48





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