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Inventory Levels - All Prices

	Idaho Falls	Bonneville	Total	
6-Jan-17	189	113	302	
5-Jan-18	165	93	258	-15%

Inventory Levels - By Price Range

	6-Jan-17	5-Jan-18
0 - 100,000	52	10
100,001 - 125,000	40	20
125,001 - 150,000	36	32
150,001 - 175,000	24	25
175,001 - 200,000	33	12
200,001 - 250,000	20	40
250,001 - 300,000	29	39
300,001 - 350,000	22	22
350,001 - 400,000	11	19
400,001 - 1,000,000	35	39
	302	258



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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	326	-13%
November	438	334	312	-7%
December	366	302	258	-15%



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**DECEMBER INVENTORY TRENDS
DECEMBER 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	567	502	427	455	346	261	198	165
BONNEVILLE	364	328	285	298	243	177	136	93
TOTALS	931	830	712	753	589	438	334	258
	<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	163	175	159	153	119	72	44	10
100,001-125,000	100	125	102	130	89	68	47	20
125,001-150,000	133	116	102	98	76	55	36	32
150,001-175,000	125	83	93	104	61	43	31	25
175,001-200,000	102	75	59	63	46	51	40	12
200,001-250,000	100	81	67	75	64	47	31	40
250,001-300,000	69	57	39	33	37	28	31	39
300,001-350,000	43	38	25	30	28	25	21	22
350,001-400,000	29	23	19	11	20	9	15	19
400,001-1,000,000	67	48	36	50	47	40	38	39
	931	821	701	747	587	438	334	258



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December COMPARISON

BONNEVILLE COUNTY

	<u>2016</u>	<u>2017</u>	
# of Closings in December	159	130	-18%
Average DOM	53	63	
Average Selling Price	\$188,313	\$181,842	
Median Selling Price	\$169,000	\$161,000	
Average % List to Price	98.77%	98.82%	
# of Pendings in December	106	128	21%
Average DOM	69	69	
Average Listing Price of Pendings	\$198,164	\$219,025	
Median Listing Price of Pendings	\$168,450	\$190,000	

JEFFERSON COUNTY

	<u>2016</u>	<u>2017</u>	
# of Closings in December	31	29	-6%
Average DOM	65	52	
Average Selling Price	\$190,715	\$232,841	
Median Selling Price	\$175,000	\$229,500	
Average % List to Price	99.08%	98.42%	
# of Pendings in December	20	24	20%
Average DOM	62	67	
Average Listing Price of Pendings	\$188,680	\$220,008	
Median Listing Price of Pendings	\$175,950	\$217,500	



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OCTOBER 1 to DECEMBER 31 2016 vs 2017

Bonneville County

	<u>2016</u>	<u>2017</u>	
Closed Sales	491	453	-8%
Avg Days on Market	55	48	
% List to Sell	98.69%	98.50%	
Avg Selling Price	185,515	196,392	
Median Selling Price	166,000	172,800	
# Going Pending	418	466	11%
Avg Days on Market	67	59	

Jefferson County

	<u>2016</u>	<u>2017</u>	
Closed Sales	101	94	-7%
Avg Days on Market	77	52	
% List to Sell	98.80%	98.61%	
Avg Selling Price	210,771	223,476	
Median Selling Price	206,100	225,000	
# Going Pending	81	88	9%
Avg Days on Market	80	55	



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JULY 1 to DECEMBER 31 2016 vs 2017

Bonneville County

	<u>2016</u>	<u>2017</u>	
Closed Sales	1,063	1,064	0%
Avg Days on Market	50	41	
% List to Sell	98.89%	98.99%	
Avg Selling Price	182,251	200,897	10%
Median Selling Price	166,400	181,250	9%
# Going Pending	997	1036	4%
Avg Days on Market	58	50	

Jefferson County

	<u>2016</u>	<u>2017</u>	
Closed Sales	215	208	-3%
Avg Days on Market	73	50	
% List to Sell	98.35%	98.28%	
Avg Selling Price	214,537	224,624	5%
Median Selling Price	206,100	226,000	10%
# Going Pending	203	207	2%
Avg Days on Market	74	61	



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YEAR TO DATE COMPARISON

BONNEVILLE COUNTY

	<u>2016</u>	<u>2017</u>	
# of Closings Jan 1 – December 31	2,079	2,053	-1%
Average DOM	57	47	
Average Selling Price	\$177,622	\$193,603	9%
Median Selling Price	\$163,900	\$174,755	7%
Average % List to Price	98.99%	99.02%	
# of Pendings Jan 1 – December 31	2157	2208	2%
Average DOM	60	51	
Average Listing Price of Pendings	\$180,959	\$198,249	10%
Median Listing Price of Pendings	\$165,000	\$179,000	8%

JEFFERSON COUNTY

	<u>2016</u>	<u>2017</u>	
# of Closings Jan 1 – December 31	368	374	2%
Average DOM	69	53	
Average Selling Price	\$201,304	\$223,313	11%
Median Selling Price	\$188,680	\$225,000	19%
Average % List to Price	98.53%	98.50%	
# of Pendings Jan 1 – December 31	386	404	5%
Average DOM	74	59	
Average Listing Price of Pendings	\$206,648	\$299,043	45%
Median Listing Price of Pendings	\$194,900	\$224,900	15%



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January 1 to December 31 2016 vs 2017

Bonneville County

	<u>2016</u>	<u>2017</u>	
Closed Sales	2,079	2,053	-1%
Avg Days on Market	57	47	
% List to Sell	98.99%	99.02%	
Avg Selling Price	177,622	193,603	9%
Median Selling Price	163,900	174,755	7%
# Going Pending	2,157	2,208	2%
Avg Days on Market	60	51	

Jefferson County

	<u>2016</u>	<u>2017</u>	
Closed Sales	368	374	2%
Avg Days on Market	69	53	
% List to Sell	98.53	98.50%	
Avg Selling Price	201,304	223,313	11%
Median Selling Price	188,680	225,000	19%
# Going Pending	386	404	5%
Avg Days on Market	74	59	



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Closed Sales Comparison - Bonneville County

	<u>2015</u>	<u>2016</u>	<u>2017</u>	
January	83	102	106	4%
February	113	112	115	3%
March	127	155	191	23%
April	195	207	173	-16%
May	177	215	202	-6%
June	181	225	202	-10%
July	172	188	228	21%
August	178	189	207	10%
September	176	195	176	-10%
October	161	184	163	-11%
November	117	148	160	8%
December	125	159	130	-18%
	1805	2079	2053	



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YEAR TO DATE CLOSING UNITS COMPARISON
January 1 to December 31
2016 vs 2017

	<u>2016</u>	<u>2017</u>	<u>% Change</u>
Up to \$179,000	1266	1066	-16%
Over \$179,001	<u>813</u>	<u>987</u>	<u>21%</u>
Totals	2079	2053	



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DISTRESSED PROPERTY COMPARISON

BONNEVILLE COUNTY

December 1 to December 31

	<u>2017</u>
# of Total Active Properties in December	261
# of Active Distressed Properties	3
% of Distressed Properties on the Market	1.15%
# of Total Pending Properties in December	192
# of Pending that were Distressed Properties	9
% Pending that were Distressed	9.78%
# of Total Closed Properties in December	123
# of Closed that were Distressed Properties	5
% of Closings that were Distressed Properties	4.07%

October 1 to December 31

	<u>QUARTERLY</u>
# of Total Pending Properties in the Quarter	315
# of Pending that were Distressed Properties	9
% Pending that were Distressed	2.86%
# of Total Closed Properties in the Quarter	448
# of Closed that were Distressed Properties	12
% of Closings that were Distressed Properties	2.68%



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EXISTING HOMES - CLOSED SALE ACTIVITY

JAN 1 - DEC31

		<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	232
	Days on Market	104	109	121	111	94	83	67	61
	% List to Sell	93.09	94.39	95.92	96.18	95.74	97.3	97.29	92.44
\$100 - \$125	Existing	178	134	218	205	237	295	288	223
	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	99.57
\$125 - \$150	Existing	183	141	179	199	224	262	313	304
	Days on Market	107	129	113	99	91	72	43	34
	% List to Sell	97.1	96.82	97.42	98.27	98.22	98.59	99.33	99.41
\$150 - \$175	Existing	131	92	116	190	178	209	307	279
	Days on Market	115	116	120	99	89	76	57	37
	% List to Sell	97.96	96.9	97.7	98.24	97.98	98.76	99.07	99.82
\$175 - \$200	Existing	82	59	68	92	112	170	266	250
	Days on Market	129	109	128	82	111	63	48	37
	% List to Sell	97.22	96.6	97.75	98.34	98.34	98.7	99.69	98.9
\$200 - \$300	Existing	139	118	172	162	166	269	395	426
	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	99.27
\$300 - \$400	Existing	42	35	37	49	57	85	108	144
	Days on Market	166	110	171	130	134	134	72	85
	% List to Sell	94.78	96.05	95.54	96.99	97.12	96.94	98.35	98.29
\$400 - \$500	Existing	14	4	13	15	18	36	35	46
	Days on Market	216	119	159	95	166	157	109	75
	% List to Sell	93.92	92.41	95.84	98.34	97.87	97.55	98.35	97.63
\$500 - \$750	Existing	3	5	4	8	9	13	13	19
	Days on Market	75	563	197	202	152	147	79	102
	% List to Sell	95.38	92.95	96.24	91.42	96.34	97.3	95.97	97.57
\$750 - \$1,000	Existing	1	0	0	1	0	4	1	4
	Days on Market	57	0	0	198	0	456	367	150
	% List to Sell	91.84	0	0	98.1	0	93.43	88.96	98.7
\$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>	JAN 1 to DEC 31	
							<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	10
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	101.55
\$175 - \$200 New	24	10	11	16	17	23	24	19
Days on Market	79	110	72	66	88	69	31	24
% List to Sell	100.9	101.86	102.3	100.17	101.84	100.65	100.74	101.43
\$200 - \$300 New	14	12	12	25	38	40	45	51
Days on Market	96	112	156	74	119	103	28	32
% List to Sell	103.4	102.62	103.1	101.65	103.5	101.54	100.05	100.73
\$300 - \$400 New	3	1	1	0	6	6	8	17
Days on Market	356	19	67	0	140	80	49	69
% List to Sell	93.59	98.13	98.51	0	97.34	100.76	100.92	101.34
\$400 - \$500 New	2	0	0	0	0	3	4	2
Days on Market	75	0	0	0	0	101	94	73
% List to Sell	95.11	0	0	0	0	98.14	102.33	98.77
\$500 - \$1,000 New	0	0	0	0	0	0	1	1
Days on Market	0	0	0	0	0	0	25	88
% List to Sell	0	0	0	0	0	0	95.63	100



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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	4162
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	193,603
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	99.02
AVERAGE DOM	96	88	107	122	114	121	124	106	99	83	58	47





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