



Results that *MOVE YOU!*



### Inventory Levels - All Prices

	Idaho Falls	Bonneville	Total	
3-Feb-17	162	105	267	
2-Feb-18	139	92	231	-13%

### Inventory Levels - By Price Range

	3-Feb-17	2-Feb-18
0 - 100,000	49	7
100,001 - 125,000	25	11
125,001 - 150,000	23	25
150,001 - 175,000	22	17
175,001 - 200,000	31	15
200,001 - 250,000	25	40
250,001 - 300,000	28	35
300,001 - 350,000	15	23
350,001 - 400,000	14	20
400,001 - 1,000,000	35	38
	267	231

## Inventory Levels - All Prices

	<u>2016</u>	<u>2017</u>	<u>2018</u>	
<b>January</b>	<b>350</b>	<b>267</b>	<b>231</b>	<b>-13%</b>
<b>February</b>	<b>321</b>	<b>260</b>		
<b>March</b>	<b>313</b>	<b>265</b>		
<b>April</b>	<b>313</b>	<b>304</b>		
<b>May</b>	<b>375</b>	<b>336</b>		
<b>June</b>	<b>422</b>	<b>308</b>		
<b>July</b>	<b>470</b>	<b>339</b>		
<b>August</b>	<b>467</b>	<b>370</b>		
<b>September</b>	<b>429</b>	<b>381</b>		
<b>October</b>	<b>375</b>	<b>326</b>		
<b>November</b>	<b>334</b>	<b>312</b>		
<b>December</b>	<b>302</b>	<b>258</b>		



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**JANUARY INVENTORY TRENDS**  
**JANUARY 2011 - 2018**

	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
<b>IDAHO FALLS</b>	502	427	455	346	261	198	165	139
<b>BONNEVILLE</b>	328	285	298	243	177	136	93	92
<b>TOTALS</b>	830	712	753	589	438	334	258	231
	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
<b>0-100,000</b>	175	159	153	119	72	44	10	7
<b>100,001-125,000</b>	125	102	130	89	68	47	20	11
<b>125,001-150,000</b>	116	102	98	76	55	36	32	25
<b>150,001-175,000</b>	83	93	104	61	43	31	25	17
<b>175,001-200,000</b>	75	59	63	46	51	40	12	15
<b>200,001-250,000</b>	81	67	75	64	47	31	40	40
<b>250,001-300,000</b>	57	39	33	37	28	31	39	35
<b>300,001-350,000</b>	38	25	30	28	25	21	22	23
<b>350,001-400,000</b>	23	19	11	20	9	15	19	20
<b>400,001-1,000,000</b>	48	36	50	47	40	38	39	38
	821	701	747	587	438	334	258	231





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## January COMPARISON

### BONNEVILLE COUNTY

	<u>2017</u>	<u>2018</u>	
<b># of Closings in January</b>	<b>106</b>	<b>102</b>	<b>-4%</b>
<b>Average DOM</b>	<b>76</b>	<b>67</b>	
<b>Average Selling Price</b>	<b>\$180,318</b>	<b>\$205,916</b>	
<b>Median Selling Price</b>	<b>\$164,196</b>	<b>\$189,950</b>	
<b>Average % List to Price</b>	<b>97.31%</b>	<b>95.43%</b>	
<b># of Pendings in January</b>	<b>149</b>	<b>157</b>	<b>5%</b>
<b>Average DOM</b>	<b>64</b>	<b>62</b>	
<b>Average Listing Price of Pendings</b>	<b>\$185,177</b>	<b>\$200,829</b>	
<b>Median Listing Price of Pendings</b>	<b>\$159,900</b>	<b>\$170,000</b>	

### JEFFERSON COUNTY

	<u>2017</u>	<u>2018</u>	
<b># of Closings in January</b>	<b>22</b>	<b>15</b>	<b>-32%</b>
<b>Average DOM</b>	<b>75</b>	<b>61</b>	
<b>Average Selling Price</b>	<b>\$182,401</b>	<b>\$202,600</b>	
<b>Median Selling Price</b>	<b>\$160,864</b>	<b>\$205,000</b>	
<b>Average % List to Price</b>	<b>99.41%</b>	<b>97.78%</b>	
<b># of Pendings in January</b>	<b>18</b>	<b>27</b>	<b>50%</b>
<b>Average DOM</b>	<b>61</b>	<b>70</b>	
<b>Average Listing Price of Pendings</b>	<b>\$245,575</b>	<b>\$232,167</b>	
<b>Median Listing Price of Pendings</b>	<b>\$252,450</b>	<b>\$234,900</b>	



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## NOVEMBER 1 TO JANUARY 31 2016/2017 vs 2017/2018

### Bonneville County

	<u>2016/2017</u>	<u>2017/2018</u>	
<b>Closed Sales</b>	413	396	-4%
<b>Avg Days on Market</b>	63	53	
<b>% List to Sell</b>	98.18%	98.25%	
<b>Avg Selling Price</b>	185,002	193,945	
<b>Median Selling Price</b>	165,000	174,900	
<b># Going Pending</b>	381	431	13%
<b>Avg Days on Market</b>	62	65	

### Jefferson County

	<u>2016/2017</u>	<u>2017/2018</u>	
<b>Closed Sales</b>	79	76	-4%
<b>Avg Days on Market</b>	76	60	
<b>% List to Sell</b>	98.96%	98.05%	
<b>Avg Selling Price</b>	196,783	221,645	
<b>Median Selling Price</b>	180,000	225,000	
<b># Going Pending</b>	61	51	-16%
<b>Avg Days on Market</b>	64	60	



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## August 1 to January 31 2016/2017 vs 2017/2018

### Bonneville County

	<u>2016/2017</u>	<u>2017/2018</u>	
<b>Closed Sales</b>	<b>981</b>	<b>943</b>	<b>-4%</b>
<b>Avg Days on Market</b>	<b>53</b>	<b>46</b>	
<b>% List to Sell</b>	<b>98.58%</b>	<b>98.81%</b>	
<b>Avg Selling Price</b>	<b>182,812</b>	<b>202,035</b>	<b>11%</b>
<b>Median Selling Price</b>	<b>167,000</b>	<b>182,500</b>	<b>9%</b>
<b># Going Pending</b>	<b>968</b>	<b>975</b>	<b>1%</b>
<b>Avg Days on Market</b>	<b>59</b>	<b>52</b>	

### Jefferson County

	<u>2016/2017</u>	<u>2017/2018</u>	
<b>Closed Sales</b>	<b>203</b>	<b>193</b>	<b>-5%</b>
<b>Avg Days on Market</b>	<b>66</b>	<b>55</b>	
<b>% List to Sell</b>	<b>98.45%</b>	<b>98.17%</b>	
<b>Avg Selling Price</b>	<b>211,083</b>	<b>225,065</b>	<b>7%</b>
<b>Median Selling Price</b>	<b>195,000</b>	<b>225,000</b>	<b>15%</b>
<b># Going Pending</b>	<b>170</b>	<b>188</b>	<b>11%</b>
<b>Avg Days on Market</b>	<b>69</b>	<b>61</b>	



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## YEAR TO DATE COMPARISON

### BONNEVILLE COUNTY

	<u>2017</u>	<u>2018</u>	
<b># of Closings Jan 1 – December 31</b>	<b>2,079</b>	<b>2,053</b>	<b>-1%</b>
<b>Average DOM</b>	<b>57</b>	<b>47</b>	
<b>Average Selling Price</b>	<b>\$177,622</b>	<b>\$193,603</b>	<b>9%</b>
<b>Median Selling Price</b>	<b>\$163,900</b>	<b>\$174,755</b>	<b>7%</b>
<b>Average % List to Price</b>	<b>98.99%</b>	<b>99.02%</b>	
<b># of Pendings Jan 1 – December 31</b>	<b>2157</b>	<b>2208</b>	<b>2%</b>
<b>Average DOM</b>	<b>60</b>	<b>51</b>	
<b>Average Listing Price of Pendings</b>	<b>\$180,959</b>	<b>\$198,249</b>	<b>10%</b>
<b>Median Listing Price of Pendings</b>	<b>\$165,000</b>	<b>\$179,000</b>	<b>8%</b>

### JEFFERSON COUNTY

	<u>2017</u>	<u>2018</u>	
<b># of Closings Jan 1 – December 31</b>	<b>368</b>	<b>374</b>	<b>2%</b>
<b>Average DOM</b>	<b>69</b>	<b>53</b>	
<b>Average Selling Price</b>	<b>\$201,304</b>	<b>\$223,313</b>	<b>11%</b>
<b>Median Selling Price</b>	<b>\$188,680</b>	<b>\$225,000</b>	<b>19%</b>
<b>Average % List to Price</b>	<b>98.53%</b>	<b>98.50%</b>	
<b># of Pendings Jan 1 – December 31</b>	<b>386</b>	<b>404</b>	<b>5%</b>
<b>Average DOM</b>	<b>74</b>	<b>59</b>	
<b>Average Listing Price of Pendings</b>	<b>\$206,648</b>	<b>\$299,043</b>	<b>45%</b>
<b>Median Listing Price of Pendings</b>	<b>\$194,900</b>	<b>\$224,900</b>	<b>15%</b>



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## February 1 to January 31 2016/2017 vs 2017/2018

### Bonneville County

	<u>2016/2017</u>	<u>2017/2018</u>	
<b>Closed Sales</b>	<b>2,080</b>	<b>2,092</b>	<b>1%</b>
<b>Avg Days on Market</b>	<b>58</b>	<b>47</b>	
<b>% List to Sell</b>	<b>99.01%</b>	<b>99.01%</b>	
<b>Avg Selling Price</b>	<b>178,149</b>	<b>194,167</b>	<b>9%</b>
<b>Median Selling Price</b>	<b>164,300</b>	<b>175,000</b>	<b>7%</b>
<b># Going Pending</b>	<b>2,183</b>	<b>2,201</b>	<b>1%</b>
<b>Avg Days on Market</b>	<b>58</b>	<b>50</b>	

### Jefferson County

	<u>2016/2017</u>	<u>2017/2018</u>	
<b>Closed Sales</b>	<b>367</b>	<b>381</b>	<b>4%</b>
<b>Avg Days on Market</b>	<b>70</b>	<b>53</b>	
<b>% List to Sell</b>	<b>98.53</b>	<b>98.46%</b>	
<b>Avg Selling Price</b>	<b>200,200</b>	<b>224,780</b>	<b>12%</b>
<b>Median Selling Price</b>	<b>187,500</b>	<b>225,000</b>	<b>20%</b>
<b># Going Pending</b>	<b>386</b>	<b>408</b>	<b>6%</b>
<b>Avg Days on Market</b>	<b>72</b>	<b>60</b>	





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## Closed Sales Comparison - Bonneville County

	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	
<b>January</b>	<b>83</b>	<b>102</b>	<b>106</b>	<b>102</b>	<b>4%</b>
<b>February</b>	<b>113</b>	<b>112</b>	<b>115</b>		
<b>March</b>	<b>127</b>	<b>155</b>	<b>191</b>		
<b>April</b>	<b>195</b>	<b>207</b>	<b>173</b>		
<b>May</b>	<b>177</b>	<b>215</b>	<b>202</b>		
<b>June</b>	<b>181</b>	<b>225</b>	<b>202</b>		
<b>July</b>	<b>172</b>	<b>188</b>	<b>228</b>		
<b>August</b>	<b>178</b>	<b>189</b>	<b>207</b>		
<b>September</b>	<b>176</b>	<b>195</b>	<b>176</b>		
<b>October</b>	<b>161</b>	<b>184</b>	<b>163</b>		
<b>November</b>	<b>117</b>	<b>148</b>	<b>160</b>		
<b>December</b>	<b>125</b>	<b>159</b>	<b>130</b>		
	<b>1805</b>	<b>2079</b>	<b>2053</b>		



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## YEAR TO DATE CLOSING UNITS COMPARISON

January 1 to January 31

2017 vs 2018

	<u>2017</u>	<u>2018</u>	<u>% Change</u>
<b>Up to \$195,000</b>	<b>68</b>	<b>56</b>	<b>-18%</b>
<b>Over \$195,001</b>	<b><u>38</u></b>	<b><u>46</u></b>	<b><u>21%</u></b>
<b>Totals</b>	<b>106</b>	<b>102</b>	



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## DISTRESSED PROPERTY COMPARISON

### BONNEVILLE COUNTY

#### January 1 to January 31

	<u>2018</u>
# of Total Active Properties in December	230
# of Active Distressed Properties	2
% of Distressed Properties on the Market	0.87%
# of Total Pending Properties in December	29
# of Pending that were Distressed Properties	1
% Pendings that were Distressed	3.45%
# of Total Closed Properties in December	100
# of Closed that were Distressed Properties	2
% of Closings that were Distressed Properties	2.00%

#### November 1 to January 31

	<u>QUARTERLY</u>
# of Total Pending Properties in the Quarter	244
# of Pending that were Distressed Properties	9
% Pendings that were Distressed	3.69%
# of Total Closed Properties in the Quarter	390
# of Closed that were Distressed Properties	11
% of Closings that were Distressed Properties	2.82%



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**EXISTING HOMES - CLOSED SALE ACTIVITY**

JAN 1 -31

		<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
<b>\$0 - \$100</b>	<b>Existing</b>	<b>289</b>	<b>354</b>	<b>369</b>	<b>337</b>	<b>351</b>	<b>289</b>	<b>232</b>	<b>10</b>
	<b>Days on Market</b>	<b>109</b>	<b>121</b>	<b>111</b>	<b>94</b>	<b>83</b>	<b>67</b>	<b>61</b>	<b>49</b>
	<b>% List to Sell</b>	<b>94.39</b>	<b>95.92</b>	<b>96.18</b>	<b>95.74</b>	<b>97.3</b>	<b>97.29</b>	<b>92.44</b>	<b>92.18</b>
<b>\$100 - \$125</b>	<b>Existing</b>	<b>134</b>	<b>218</b>	<b>205</b>	<b>237</b>	<b>295</b>	<b>288</b>	<b>223</b>	<b>11</b>
	<b>Days on Market</b>	<b>112</b>	<b>119</b>	<b>92</b>	<b>90</b>	<b>76</b>	<b>58</b>	<b>51</b>	<b>42</b>
	<b>% List to Sell</b>	<b>97.09</b>	<b>97.3</b>	<b>97.54</b>	<b>97.44</b>	<b>98.35</b>	<b>99.43</b>	<b>99.57</b>	<b>99.24</b>
<b>\$125 - \$150</b>	<b>Existing</b>	<b>141</b>	<b>179</b>	<b>199</b>	<b>224</b>	<b>262</b>	<b>313</b>	<b>304</b>	<b>9</b>
	<b>Days on Market</b>	<b>129</b>	<b>113</b>	<b>99</b>	<b>91</b>	<b>72</b>	<b>43</b>	<b>34</b>	<b>50</b>
	<b>% List to Sell</b>	<b>96.82</b>	<b>97.42</b>	<b>98.27</b>	<b>98.22</b>	<b>98.59</b>	<b>99.33</b>	<b>99.41</b>	<b>92.19</b>
<b>\$150 - \$175</b>	<b>Existing</b>	<b>92</b>	<b>116</b>	<b>190</b>	<b>178</b>	<b>209</b>	<b>307</b>	<b>279</b>	<b>13</b>
	<b>Days on Market</b>	<b>116</b>	<b>120</b>	<b>99</b>	<b>89</b>	<b>76</b>	<b>57</b>	<b>37</b>	<b>71</b>
	<b>% List to Sell</b>	<b>96.9</b>	<b>97.7</b>	<b>98.24</b>	<b>97.98</b>	<b>98.76</b>	<b>99.07</b>	<b>99.82</b>	<b>97.99</b>
<b>\$175 - \$200</b>	<b>Existing</b>	<b>59</b>	<b>68</b>	<b>92</b>	<b>112</b>	<b>170</b>	<b>266</b>	<b>250</b>	<b>13</b>
	<b>Days on Market</b>	<b>109</b>	<b>128</b>	<b>82</b>	<b>111</b>	<b>63</b>	<b>48</b>	<b>37</b>	<b>50</b>
	<b>% List to Sell</b>	<b>96.6</b>	<b>97.75</b>	<b>98.34</b>	<b>98.34</b>	<b>98.7</b>	<b>99.69</b>	<b>98.9</b>	<b>97.6</b>
<b>\$200 - \$300</b>	<b>Existing</b>	<b>118</b>	<b>172</b>	<b>162</b>	<b>166</b>	<b>269</b>	<b>395</b>	<b>426</b>	<b>19</b>
	<b>Days on Market</b>	<b>136</b>	<b>150</b>	<b>146</b>	<b>119</b>	<b>78</b>	<b>59</b>	<b>43</b>	<b>71</b>
	<b>% List to Sell</b>	<b>96.39</b>	<b>96.54</b>	<b>97</b>	<b>97.93</b>	<b>98.39</b>	<b>99.18</b>	<b>99.27</b>	<b>95.35</b>
<b>\$300 - \$400</b>	<b>Existing</b>	<b>35</b>	<b>37</b>	<b>49</b>	<b>57</b>	<b>85</b>	<b>108</b>	<b>144</b>	<b>11</b>
	<b>Days on Market</b>	<b>110</b>	<b>171</b>	<b>130</b>	<b>134</b>	<b>134</b>	<b>72</b>	<b>85</b>	<b>127</b>
	<b>% List to Sell</b>	<b>96.05</b>	<b>95.54</b>	<b>96.99</b>	<b>97.12</b>	<b>96.94</b>	<b>98.35</b>	<b>98.29</b>	<b>94.17</b>
<b>\$400 - \$500</b>	<b>Existing</b>	<b>4</b>	<b>13</b>	<b>15</b>	<b>18</b>	<b>36</b>	<b>35</b>	<b>46</b>	<b>2</b>
	<b>Days on Market</b>	<b>119</b>	<b>159</b>	<b>95</b>	<b>166</b>	<b>157</b>	<b>109</b>	<b>75</b>	<b>7</b>
	<b>% List to Sell</b>	<b>92.41</b>	<b>95.84</b>	<b>98.34</b>	<b>97.87</b>	<b>97.55</b>	<b>98.35</b>	<b>97.63</b>	<b>98.88</b>
<b>\$500 - \$750</b>	<b>Existing</b>	<b>5</b>	<b>4</b>	<b>8</b>	<b>9</b>	<b>13</b>	<b>13</b>	<b>19</b>	<b>1</b>
	<b>Days on Market</b>	<b>563</b>	<b>197</b>	<b>202</b>	<b>152</b>	<b>147</b>	<b>79</b>	<b>102</b>	<b>95</b>
	<b>% List to Sell</b>	<b>92.95</b>	<b>96.24</b>	<b>91.42</b>	<b>96.34</b>	<b>97.3</b>	<b>95.97</b>	<b>97.57</b>	<b>90.78</b>
<b>\$750 - \$1,000</b>	<b>Existing</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>4</b>	<b>1</b>	<b>4</b>	<b>0</b>
	<b>Days on Market</b>	<b>0</b>	<b>0</b>	<b>198</b>	<b>0</b>	<b>456</b>	<b>367</b>	<b>150</b>	<b>0</b>
	<b>% List to Sell</b>	<b>0</b>	<b>0</b>	<b>98.1</b>	<b>0</b>	<b>93.43</b>	<b>88.96</b>	<b>98.7</b>	<b>0</b>
<b>\$1,000,000+</b>	<b>Existing</b>	<b>1</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>1</b>	<b>0</b>
	<b>Days on Market</b>	<b>259</b>	<b>368</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>233</b>	<b>430</b>	<b>0</b>
	<b>% List to Sell</b>	<b>76.08</b>	<b>89.36</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>81.82</b>	<b>80.77</b>	<b>0</b>



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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 JAN 31</u> <u>2016</u>	<u>2017</u>
<b>\$100 - \$125 New</b>	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
<b>\$125 - \$150 New</b>	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
<b>\$150 - \$175 New</b>	42	22	30	27	31	10	21	0
Days on Market	85	122	74	89	86	48	7	0
% List to Sell	100	100.42	100.5	100.23	99.8	99.62	100.68	0
<b>\$175 - \$200 New</b>	24	10	11	16	17	23	24	2
Days on Market	79	110	72	66	88	69	31	14
% List to Sell	100.9	101.86	102.3	100.17	101.84	100.65	100.74	103.78
<b>\$200 - \$300 New</b>	14	12	12	25	38	40	45	7
Days on Market	96	112	156	74	119	103	28	60
% List to Sell	103.4	102.62	103.1	101.65	103.5	101.54	100.05	100.44
<b>\$300 - \$400 New</b>	3	1	1	0	6	6	8	3
Days on Market	356	19	67	0	140	80	49	79
% List to Sell	93.59	98.13	98.51	0	97.34	100.76	100.92	99.6
<b>\$400 - \$500 New</b>	2	0	0	0	0	3	4	0
Days on Market	75	0	0	0	0	101	94	0
% List to Sell	95.11	0	0	0	0	98.14	102.33	0
<b>\$500 - \$1,000 New</b>	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>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>2017</u>	<u>YTD</u> <u>2018</u>
<b>NUMBER OF TRANSACTIONS</b>	3508	2542	2356	2188	2092	2494	2760	2850	3586	4152	4162	204
<b>AVERAGE SELLING PRICE</b>	174,670	176,986	164,258	155,443	146,279	147,772	152,211	156,431	169,697	\$178,727	193,603	206,651
<b>AVERAGE % LIST TO SELL</b>	99.09	98.24	96.83	96.22	96.3	97.03	97.52	97.55	98.28	98.98	99.02	97.53
<b>AVERAGE DOM</b>	88	107	122	114	121	124	106	99	83	58	47	65





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