

Inventory Levels - All Prices

| | Idaho Falls | Bonneville | Total | |
|----------|-------------|------------|-------|------|
| 7-Apr-17 | 154 | 111 | 265 | |
| 6-Apr-18 | 113 | 91 | 204 | -23% |

Inventory Levels - By Price Range

| | 7-Apr-17 | 6-Apr-18 |
|----------------------------|------------|------------|
| 0 - 100,000 | 36 | 10 |
| 100,001 - 125,000 | 13 | 9 |
| 125,001 - 150,000 | 24 | 5 |
| 150,001 - 175,000 | 20 | 14 |
| 175,001 - 200,000 | 29 | 12 |
| 200,001 - 250,000 | 35 | 43 |
| 250,001 - 300,000 | 29 | 29 |
| 300,001 - 350,000 | 24 | 25 |
| 350,001 - 400,000 | 21 | 14 |
| 400,001 - 1,000,000 | 34 | 43 |
| | 265 | 204 |

Inventory Levels - All Prices

| | <u>2016</u> | <u>2017</u> | <u>2018</u> | |
|------------------|-------------|-------------|-------------|-------------|
| January | 350 | 267 | 231 | -13% |
| February | 321 | 260 | 187 | -22% |
| March | 313 | 265 | 204 | -23% |
| April | 313 | 304 | | |
| May | 375 | 336 | | |
| June | 422 | 308 | | |
| July | 470 | 339 | | |
| August | 467 | 370 | | |
| September | 429 | 381 | | |
| October | 375 | 326 | | |
| November | 334 | 312 | | |
| December | 302 | 258 | | |



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MARCH INVENTORY TRENDS
MARCH 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> |
|--------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| IDAHO FALLS | 546 | 453 | 376 | 395 | 326 | 199 | 154 | 153 |
| BONNEVILLE | 334 | 334 | 252 | 274 | 232 | 122 | 111 | 91 |
| TOTALS | 880 | 787 | 628 | 669 | 558 | 321 | 265 | 204 |
| | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>2018</u> |
| 0-100,000 | 174 | 163 | 143 | 130 | 99 | 51 | 36 | 10 |
| 100,001-125,000 | 101 | 119 | 96 | 125 | 70 | 42 | 13 | 9 |
| 125,001-150,000 | 139 | 113 | 78 | 79 | 71 | 39 | 24 | 5 |
| 150,001-175,000 | 99 | 84 | 83 | 95 | 65 | 34 | 20 | 14 |
| 175,001-200,000 | 95 | 70 | 60 | 58 | 51 | 26 | 29 | 12 |
| 200,001-250,000 | 97 | 81 | 60 | 57 | 66 | 45 | 35 | 43 |
| 250,001-300,000 | 59 | 51 | 29 | 33 | 35 | 17 | 29 | 29 |
| 300,001-350,000 | 34 | 34 | 16 | 31 | 31 | 22 | 24 | 25 |
| 350,001-400,000 | 28 | 24 | 17 | 11 | 16 | 14 | 21 | 14 |
| 400,001-1,000,000 | 54 | 44 | 36 | 43 | 54 | 32 | 34 | 43 |
| | 880 | 783 | 618 | 662 | 558 | 322 | 265 | 204 |



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March COMPARISON

BONNEVILLE COUNTY

| | <u>2017</u> | <u>2018</u> | |
|--|--------------------|--------------------|-------------|
| # of Closings in March | 192 | 176 | -8% |
| Average DOM | 77 | 56 | |
| Average Selling Price | \$185,198 | \$202,997 | |
| Median Selling Price | \$170,000 | \$180,750 | |
| Average % List to Price | 98.81% | 99.49% | |
| | | | |
| # of Pendings in March | 204 | 178 | -13% |
| Average DOM | 53 | 53 | |
| Average Listing Price of Pendings | \$181,593 | \$215,191 | |
| Median Listing Price of Pendings | \$175,000 | \$187,450 | |

JEFFERSON COUNTY

| | <u>2017</u> | <u>2018</u> | |
|--|--------------------|--------------------|-------------|
| # of Closings in March | 30 | 21 | -30% |
| Average DOM | 61 | 53 | |
| Average Selling Price | \$213,173 | \$218,176 | |
| Median Selling Price | \$227,200 | \$215,000 | |
| Average % List to Price | 98.53% | 98.56% | |
| | | | |
| # of Pendings in March | 37 | 39 | 5% |
| Average DOM | 79 | 68 | |
| Average Listing Price of Pendings | \$203,578 | \$241,202 | |
| Median Listing Price of Pendings | \$179,900 | \$225,000 | |



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JANUARY 1 TO MARCH 31 2017 VS 2018

Bonneville County

| | <u>2017</u> | <u>2018</u> | |
|-----------------------------|----------------|----------------|------------|
| Closed Sales | 414 | 385 | -7% |
| Avg Days on Market | 71 | 59 | |
| % List to Sell | 98.25% | 98.79% | |
| Avg Selling Price | 179,712 | 199,882 | |
| Median Selling Price | 162,000 | 179,900 | |
| | | | |
| # Going Pending | 530 | 484 | -9% |
| Avg Days on Market | 66 | 58 | |

Jefferson County

| | <u>2017</u> | <u>2018</u> | |
|-----------------------------|----------------|----------------|------------|
| Closed Sales | 62 | 57 | -8% |
| Avg Days on Market | 63 | 60 | |
| % List to Sell | 98.85% | 97.95% | |
| Avg Selling Price | 207,797 | 213,272 | |
| Median Selling Price | 216,225 | 215,000 | |
| | | | |
| # Going Pending | 76 | 94 | 24% |
| Avg Days on Market | 68 | 64 | |



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OCTOBER 1 TO MARCH 31 2016/2017 vs 2017/2018

Bonneville County

| | <u>2016/2017</u> | <u>2017/2018</u> | |
|-----------------------------|------------------|------------------|------------|
| Closed Sales | 905 | 850 | -6% |
| Avg Days on Market | 62 | 53 | |
| % List to Sell | 98.49% | 98.75% | |
| Avg Selling Price | 182,863 | 197,542 | 8% |
| Median Selling Price | 165,000 | 175,000 | 6% |
| | | | |
| # Going Pending | 948 | 929 | -2% |
| Avg Days on Market | 66 | 58 | |

Jefferson County

| | <u>2016/2017</u> | <u>2017/2018</u> | |
|-----------------------------|------------------|------------------|------------|
| Closed Sales | 163 | 158 | -3% |
| Avg Days on Market | 71 | 57 | |
| % List to Sell | 98.82% | 98.23% | |
| Avg Selling Price | 209,640 | 220,190 | 5% |
| Median Selling Price | 210,000 | 222,250 | 6% |
| | | | |
| # Going Pending | 157 | 174 | 11% |
| Avg Days on Market | 74 | 64 | |



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YEAR TO DATE COMPARISON

BONNEVILLE COUNTY

| | <u>2017</u> | <u>2018</u> | |
|-----------------------------------|-------------|-------------|-----|
| # of Closings Jan 1 – Mar 31 | 419 | 393 | 94% |
| Average DOM | 71 | 59 | |
| Average Selling Price | \$180,370 | \$199,639 | 11% |
| Median Selling Price | \$163,000 | \$179,900 | 10% |
| Average % List to Price | 98.20% | 97.05% | |
| | | | |
| # of Pendings Jan 1 – Mar 31 | 530 | 484 | -9% |
| Average DOM | 66 | 58 | |
| Average Listing Price of Pendings | \$182,792 | \$206,012 | 13% |
| Median Listing Price of Pendings | \$167,950 | \$179,900 | 7% |

JEFFERSON COUNTY

| | <u>2017</u> | <u>2018</u> | |
|-----------------------------------|-------------|-------------|-----|
| # of Closings Jan 1 – Mar 31 | 62 | 57 | -8% |
| Average DOM | 63 | 60 | |
| Average Selling Price | \$207,797 | \$212,272 | 2% |
| Median Selling Price | \$216,225 | \$215,000 | -1% |
| Average % List to Price | 98.85% | 97.95% | |
| | | | |
| # of Pendings Jan 1 – Mar 31 | 76 | 94 | 24% |
| Average DOM | 68 | 64 | |
| Average Listing Price of Pendings | \$216,572 | \$230,737 | 7% |
| Median Listing Price of Pendings | \$203,500 | \$225,000 | 11% |



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APRIL 1 TO MARCH 31 2016/2017 vs 2017/2018

Bonneville County

| | <u>2016/2017</u> | <u>2017/2018</u> | |
|-----------------------------|------------------|------------------|------------|
| Closed Sales | 2,124 | 2,042 | -4% |
| Avg Days on Market | 56 | 44 | |
| % List to Sell | 98.97% | 99.20% | |
| Avg Selling Price | 180,137 | 197,360 | 10% |
| Median Selling Price | 165,000 | 178,950 | 8% |
| | | | |
| # Going Pending | 2,191 | 2,137 | -2% |
| Avg Days on Market | 58 | 48 | |

Jefferson County

| | <u>2016/2017</u> | <u>2017/2018</u> | |
|-----------------------------|------------------|------------------|------------|
| Closed Sales | 366 | 378 | 3% |
| Avg Days on Market | 66 | 54 | |
| % List to Sell | 98.58% | 98.30% | |
| Avg Selling Price | 204,667 | 224,642 | 10% |
| Median Selling Price | 195,000 | 225,000 | 15% |
| | | | |
| # Going Pending | 387 | 414 | 7% |
| Avg Days on Market | 73 | 58 | |



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Closed Sales Comparison - Bonneville County

| | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>2018</u> | |
|------------------|-------------|-------------|-------------|-------------|-------------|
| January | 83 | 102 | 106 | 113 | 7% |
| February | 113 | 112 | 116 | 100 | -14% |
| March | 127 | 155 | 192 | 180 | -6% |
| April | 195 | 207 | 173 | | |
| May | 177 | 215 | 202 | | |
| June | 181 | 225 | 202 | | |
| July | 172 | 188 | 228 | | |
| August | 178 | 189 | 207 | | |
| September | 176 | 195 | 176 | | |
| October | 161 | 184 | 163 | | |
| November | 117 | 148 | 160 | | |
| December | 125 | 159 | 130 | | |
| | 1805 | 2079 | 2055 | | |



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YEAR TO DATE CLOSING UNITS COMPARISON
January 1 to March 31
2017 vs 2018

| | <u>2017</u> | <u>2018</u> | <u>% Change</u> |
|------------------------|-------------------|-------------------|-------------------|
| Up to \$195,000 | 281 | 236 | -16% |
| Over \$195,001 | <u>138</u> | <u>157</u> | <u>14%</u> |
| Totals | 419 | 393 | |



Results that *MOVE YOU!*



DISTRESSED PROPERTY COMPARISON

BONNEVILLE COUNTY

March 1 to March 31

| | <u>2018</u> |
|---|-------------|
| # of Total Active Properties in March | 197 |
| # of Active Distressed Properties | 4 |
| % of Distressed Properties on the Market | 2.03% |
| | |
| # of Total Pending Properties in March | 184 |
| # of Pending that were Distressed Properties | 1 |
| % Pendings that were Distressed | 0.54% |
| | |
| # of Total Closed Properties in March | 177 |
| # of Closed that were Distressed Properties | 3 |
| % of Closings that were Distressed Properties | 1.69% |

January 1 to March 31

| | <u>QUARTERLY</u> |
|---|------------------|
| # of Total Pending Properties in the Quarter | 487 |
| # of Pending that were Distressed Properties | 10 |
| % Pendings that were Distressed | 2.05% |
| | |
| # of Total Closed Properties in the Quarter | 383 |
| # of Closed that were Distressed Properties | 10 |
| % of Closings that were Distressed Properties | 2.61% |



Results that *MOVE YOU!*

EXISTING HOMES - CLOSED SALE ACTIVITY

JAN 1 -MAR31

| | | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>2018</u> |
|------------------------|-----------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| \$0 - \$100 | Existing | 289 | 354 | 369 | 337 | 351 | 289 | 232 | 27 |
| | Days on Market | 109 | 121 | 111 | 94 | 83 | 67 | 61 | 47 |
| | % List to Sell | 94.39 | 95.92 | 96.18 | 95.74 | 97.3 | 97.29 | 92.44 | 93.82 |
| \$100 - \$125 | Existing | 134 | 218 | 205 | 237 | 295 | 288 | 223 | 35 |
| | Days on Market | 112 | 119 | 92 | 90 | 76 | 58 | 51 | 43 |
| | % List to Sell | 97.09 | 97.3 | 97.54 | 97.44 | 98.35 | 99.43 | 99.57 | 99.69 |
| \$125 - \$150 | Existing | 141 | 179 | 199 | 224 | 262 | 313 | 304 | 64 |
| | Days on Market | 129 | 113 | 99 | 91 | 72 | 43 | 34 | 45 |
| | % List to Sell | 96.82 | 97.42 | 98.27 | 98.22 | 98.59 | 99.33 | 99.41 | 98.47 |
| \$150 - \$175 | Existing | 92 | 116 | 190 | 178 | 209 | 307 | 279 | 62 |
| | Days on Market | 116 | 120 | 99 | 89 | 76 | 57 | 37 | 52 |
| | % List to Sell | 96.9 | 97.7 | 98.24 | 97.98 | 98.76 | 99.07 | 99.82 | 98.27 |
| \$175 - \$200 | Existing | 59 | 68 | 92 | 112 | 170 | 266 | 250 | 48 |
| | Days on Market | 109 | 128 | 82 | 111 | 63 | 48 | 37 | 65 |
| | % List to Sell | 96.6 | 97.75 | 98.34 | 98.34 | 98.7 | 99.69 | 98.9 | 99.29 |
| \$200 - \$300 | Existing | 118 | 172 | 162 | 166 | 269 | 395 | 426 | 85 |
| | Days on Market | 136 | 150 | 146 | 119 | 78 | 59 | 43 | 59 |
| | % List to Sell | 96.39 | 96.54 | 97 | 97.93 | 98.39 | 99.18 | 99.27 | 99.11 |
| \$300 - \$400 | Existing | 35 | 37 | 49 | 57 | 85 | 108 | 144 | 32 |
| | Days on Market | 110 | 171 | 130 | 134 | 134 | 72 | 85 | 89 |
| | % List to Sell | 96.05 | 95.54 | 96.99 | 97.12 | 96.94 | 98.35 | 98.29 | 98.78 |
| \$400 - \$500 | Existing | 4 | 13 | 15 | 18 | 36 | 35 | 46 | 3 |
| | Days on Market | 119 | 159 | 95 | 166 | 157 | 109 | 75 | 85 |
| | % List to Sell | 92.41 | 95.84 | 98.34 | 97.87 | 97.55 | 98.35 | 97.63 | 98.59 |
| \$500 - \$750 | Existing | 5 | 4 | 8 | 9 | 13 | 13 | 19 | 3 |
| | Days on Market | 563 | 197 | 202 | 152 | 147 | 79 | 102 | 246 |
| | % List to Sell | 92.95 | 96.24 | 91.42 | 96.34 | 97.3 | 95.97 | 97.57 | 91.21 |
| \$750 - \$1,000 | Existing | 0 | 0 | 1 | 0 | 4 | 1 | 4 | 0 |
| | Days on Market | 0 | 0 | 198 | 0 | 456 | 367 | 150 | 0 |
| | % List to Sell | 0 | 0 | 98.1 | 0 | 93.43 | 88.96 | 98.7 | 0 |
| \$1,000,000+ | Existing | 1 | 1 | 0 | 0 | 0 | 1 | 1 | 1 |
| | Days on Market | 259 | 368 | 0 | 0 | 0 | 233 | 430 | 75 |
| | % List to Sell | 76.08 | 89.36 | 0 | 0 | 0 | 81.82 | 80.77 | 89.6 |



Results that *MOVE YOU!*

NEW CONSTRUCTION - CLOSED SALES ACTIVITY

| | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>JAN 1 to MAR 31</u> | |
|----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|------------------------|-------------|
| | | | | | | | <u>2017</u> | <u>2018</u> |
| \$100 - \$125 New | 10 | 4 | 4 | 2 | 8 | 4 | 0 | 0 |
| Days on Market | 102 | 127 | 149 | 561 | 413 | 9 | 0 | 0 |
| % List to Sell | 99.48 | 96.56 | 97.16 | 99.33 | 96.77 | 99.27 | 0 | 0 |
| \$125 - \$150 New | 20 | 27 | 18 | 10 | 9 | 3 | 0 | 0 |
| Days on Market | 97 | 72 | 85 | 121 | 55 | 13 | 0 | 0 |
| % List to Sell | 100.2 | 99.62 | 100.7 | 99.34 | 99.95 | 102.01 | 0 | 0 |
| \$150 - \$175 New | 22 | 30 | 27 | 31 | 10 | 21 | 10 | 0 |
| Days on Market | 122 | 74 | 89 | 86 | 48 | 7 | 2 | 0 |
| % List to Sell | 100.4 | 100.47 | 100.2 | 99.8 | 99.62 | 100.68 | 101.55 | 0 |
| \$175 - \$200 New | 10 | 11 | 16 | 17 | 23 | 24 | 19 | 4 |
| Days on Market | 110 | 72 | 66 | 88 | 69 | 31 | 24 | 14 |
| % List to Sell | 101.9 | 102.31 | 100.2 | 101.84 | 100.65 | 100.74 | 101.43 | 104.47 |
| \$200 - \$300 New | 12 | 12 | 25 | 38 | 40 | 45 | 51 | 17 |
| Days on Market | 112 | 156 | 74 | 119 | 103 | 28 | 32 | 63 |
| % List to Sell | 102.6 | 103.14 | 101.7 | 103.5 | 101.54 | 100.05 | 100.73 | 106.01 |
| \$300 - \$400 New | 1 | 1 | 0 | 6 | 6 | 8 | 17 | 6 |
| Days on Market | 19 | 67 | 0 | 140 | 80 | 49 | 69 | 66 |
| % List to Sell | 98.13 | 98.51 | 0 | 97.34 | 100.76 | 100.92 | 101.34 | 99.82 |
| \$400 - \$500 New | 0 | 0 | 0 | 0 | 3 | 4 | 2 | 2 |
| Days on Market | 0 | 0 | 0 | 0 | 101 | 94 | 73 | 175 |
| % List to Sell | 0 | 0 | 0 | 0 | 98.14 | 102.33 | 98.77 | 99.41 |
| \$500 - \$1,000 New | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 |
| Days on Market | 0 | 0 | 0 | 0 | 0 | 25 | 88 | 0 |
| % List to Sell | 0 | 0 | 0 | 0 | 0 | 95.63 | 100 | 0 |



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ANNUAL VOLUME COMPARISON
2007 - 2018

| | <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> |
|-------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|---------------------------|
| NUMBER OF TRANSACTIONS | 3508 | 2542 | 2356 | 2188 | 2092 | 2494 | 2760 | 2850 | 3586 | 4152 | 4162 | 786 |
| AVERAGE SELLING PRICE | 174,670 | 176,986 | 164,258 | 155,443 | 146,279 | 147,772 | 152,211 | 156,431 | 169,697 | \$178,727 | 193,603 | 199,639 |
| AVERAGE % LIST TO SELL | 99.09 | 98.24 | 96.83 | 96.22 | 96.3 | 97.03 | 97.52 | 97.55 | 98.28 | 98.98 | 99.02 | 98.83 |
| AVERAGE DOM | 88 | 107 | 122 | 114 | 121 | 124 | 106 | 99 | 83 | 58 | 47 | 59 |





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