



Results that *MOVE YOU!*



### Inventory Levels - All Prices

	Idaho Falls	Bonneville	Total	
3-Nov-17	198	128	326	
2-Nov-18	155	134	289	-11%

### Inventory Levels - By Price Range

	3-Nov-17	2-Nov-18
0 - 100,000	17	11
100,001 - 125,000	15	9
125,001 - 150,000	37	16
150,001 - 175,000	30	19
175,001 - 200,000	34	15
200,001 - 250,000	55	53
250,001 - 300,000	34	44
300,001 - 350,000	35	27
350,001 - 400,000	18	20
400,001 - 1,000,000	51	75
	326	289

## 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>187</b>	<b>-22%</b>
<b>March</b>	<b>313</b>	<b>265</b>	<b>204</b>	<b>-23%</b>
<b>April</b>	<b>313</b>	<b>304</b>	<b>194</b>	<b>-36%</b>
<b>May</b>	<b>375</b>	<b>336</b>	<b>244</b>	<b>-27%</b>
<b>June</b>	<b>422</b>	<b>308</b>	<b>253</b>	<b>-18%</b>
<b>July</b>	<b>470</b>	<b>339</b>	<b>296</b>	<b>-13%</b>
<b>August</b>	<b>467</b>	<b>370</b>	<b>310</b>	<b>-16%</b>
<b>September</b>	<b>429</b>	<b>381</b>	<b>302</b>	<b>-21%</b>
<b>October</b>	<b>375</b>	<b>326</b>	<b>289</b>	<b>-11%</b>
<b>November</b>	<b>334</b>	<b>312</b>		
<b>December</b>	<b>302</b>	<b>258</b>		



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**OCTOBER INVENTORY TRENDS  
OCTOBER 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>	527	449	457	384	298	230	198	155
<b>BONNEVILLE</b>	341	299	314	289	184	145	128	134
<b>TOTALS</b>	868	748	771	673	482	375	326	289
	<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>	173	145	156	128	74	40	17	11
<b>100,001-125,000</b>	126	111	127	100	77	55	15	9
<b>125,001-150,000</b>	127	120	91	95	68	49	37	16
<b>150,001-175,000</b>	84	96	105	80	51	34	30	19
<b>175,001-200,000</b>	83	64	75	60	48	39	34	15
<b>200,001-250,000</b>	88	74	80	68	52	27	55	53
<b>250,001-300,000</b>	59	46	38	41	32	38	34	44
<b>300,001-350,000</b>	40	28	30	29	28	27	35	27
<b>350,001-400,000</b>	24	22	15	17	16	21	18	20
<b>400,001-1,000,000</b>	53	42	46	54	36	45	51	75
	857	748	763	672	482	375	326	289



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**October COMPARISON**

**BONNEVILLE COUNTY**

	<u>2017</u>	<u>2018</u>	
<b># of Closings in October</b>	<b>166</b>	<b>184</b>	<b>11%</b>
<b>Average DOM</b>	<b>47</b>	<b>36</b>	
<b>Average Selling Price</b>	<b>\$206,504</b>	<b>\$237,776</b>	
<b>Median Selling Price</b>	<b>\$177,250</b>	<b>\$209,125</b>	
<b>Average % List to Price</b>	<b>98.58%</b>	<b>99.38%</b>	
<b># of Pendings in October</b>	<b>178</b>	<b>196</b>	<b>10%</b>
<b>Average DOM</b>	<b>46</b>	<b>43</b>	
<b>Average Listing Price of Pendings</b>	<b>\$214,665</b>	<b>\$221,905</b>	
<b>Median Listing Price of Pendings</b>	<b>\$186,200</b>	<b>\$187,450</b>	

**JEFFERSON COUNTY**

	<u>2017</u>	<u>2018</u>	
<b># of Closings in October</b>	<b>38</b>	<b>27</b>	<b>-29%</b>
<b>Average DOM</b>	<b>46</b>	<b>32</b>	
<b>Average Selling Price</b>	<b>\$220,839</b>	<b>\$234,428</b>	
<b>Median Selling Price</b>	<b>\$189,500</b>	<b>\$243,000</b>	
<b>Average % List to Price</b>	<b>99.12%</b>	<b>99.10%</b>	
<b># of Pendings in October</b>	<b>31</b>	<b>46</b>	<b>48%</b>
<b>Average DOM</b>	<b>62</b>	<b>38</b>	
<b>Average Listing Price of Pendings</b>	<b>\$249,981</b>	<b>\$239,252</b>	
<b>Median Listing Price of Pendings</b>	<b>\$250,000</b>	<b>\$230,000</b>	



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## AUGUST 1 to OCTOBER 31 2017 VS 2018

### Bonneville County

	<u>2017</u>	<u>2018</u>	
<b>Closed Sales</b>	554	555	0%
<b>Avg Days on Market</b>	40	35	
<b>% List to Sell</b>	99.19%	99.57%	
<b>Avg Selling Price</b>	206,966	220,685	
<b>Median Selling Price</b>	185,000	198,000	
<b># Going Pending</b>	540	601	11%
<b>Avg Days on Market</b>	41	39	

### Jefferson County

	<u>2017</u>	<u>2018</u>	
<b>Closed Sales</b>	118	99	-16%
<b>Avg Days on Market</b>	52	35	
<b>% List to Sell</b>	98.25%	99.19%	
<b>Avg Selling Price</b>	226,758	248,956	
<b>Median Selling Price</b>	225,950	245,000	
<b># Going Pending</b>	109	121	11%
<b>Avg Days on Market</b>	55	41	



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## MAY 1 to OCTOBER 31 2017 vs 2018

### Bonneville County

	<u>2017</u>	<u>2018</u>	
<b>Closed Sales</b>	<b>1,188</b>	<b>1,124</b>	<b>-5%</b>
<b>Avg Days on Market</b>	<b>38</b>	<b>34</b>	
<b>% List to Sell</b>	<b>99.37%</b>	<b>99.72%</b>	
<b>Avg Selling Price</b>	<b>200,844</b>	<b>221,667</b>	<b>10%</b>
<b>Median Selling Price</b>	<b>181,500</b>	<b>203,500</b>	<b>12%</b>
<b># Going Pending</b>	<b>1186</b>	<b>1183</b>	<b>0%</b>
<b>Avg Days on Market</b>	<b>41</b>	<b>38</b>	

### Jefferson County

	<u>2017</u>	<u>2018</u>	
<b>Closed Sales</b>	<b>232</b>	<b>213</b>	<b>-8%</b>
<b>Avg Days on Market</b>	<b>46</b>	<b>40</b>	
<b>% List to Sell</b>	<b>98.56%</b>	<b>99.41%</b>	
<b>Avg Selling Price</b>	<b>227,220</b>	<b>254,879</b>	<b>12%</b>
<b>Median Selling Price</b>	<b>225,000</b>	<b>250,000</b>	<b>11%</b>
<b># Going Pending</b>	<b>228</b>	<b>249</b>	<b>9%</b>
<b>Avg Days on Market</b>	<b>59</b>	<b>45</b>	



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

### Bonneville County

	<u>2016/2017</u>	<u>2017/2018</u>	
<b>Closed Sales</b>	<b>2,082</b>	<b>2,005</b>	<b>-4%</b>
<b>Avg Days on Market</b>	<b>48</b>	<b>42</b>	
<b>% List to Sell</b>	<b>99.02%</b>	<b>99.40%</b>	
<b>Avg Selling Price</b>	<b>192,791</b>	<b>211,747</b>	<b>10%</b>
<b>Median Selling Price</b>	<b>173,000</b>	<b>190,000</b>	<b>10%</b>
<b># Going Pending</b>	<b>2,157</b>	<b>2,123</b>	<b>-2%</b>
<b>Avg Days on Market</b>	<b>50</b>	<b>46</b>	

### Jefferson County

	<u>2016/2017</u>	<u>2017/2018</u>	
<b>Closed Sales</b>	<b>378</b>	<b>371</b>	<b>-2%</b>
<b>Avg Days on Market</b>	<b>56</b>	<b>49</b>	
<b>% List to Sell</b>	<b>98.58%</b>	<b>98.89%</b>	
<b>Avg Selling Price</b>	<b>219,836</b>	<b>241,547</b>	<b>10%</b>
<b>Median Selling Price</b>	<b>219,500</b>	<b>240,000</b>	<b>9%</b>
<b># Going Pending</b>	<b>393</b>	<b>428</b>	<b>9%</b>
<b>Avg Days on Market</b>	<b>60</b>	<b>52</b>	



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## YEAR TO DATE COMPARISON

### BONNEVILLE COUNTY

	<u>2017</u>	<u>2018</u>	
# of Closings Jan 1 – October 31	1,775	1,699	-4%
Average DOM	46	41	
Average Selling Price	\$193,859	\$215,848	11%
Median Selling Price	\$175,000	\$195,000	11%
Average % List to Price	99.12%	99.50%	
# of Pendings Jan 1 – October 31	1911	1857	-3%
Average DOM	48	43	
Average Listing Price of Pendings	\$201,141	\$222,038	10%
Median Listing Price of Pendings	\$179,000	\$195,000	9%
	99.19	99.57	

### JEFFERSON COUNTY

	<u>2017</u>	<u>2018</u>	
# of Closings Jan 1 – October 31	321	308	-4%
Average DOM	53	46	
Average Selling Price	\$222,944	\$244,715	10%
Median Selling Price	\$222,500	\$240,450	8%
Average % List to Price	98.54%	99.08%	
# of Pendings Jan 1 – October 31	347	379	9%
Average DOM	59	50	
Average Listing Price of Pendings	\$232,535	\$271,436	17%
Median Listing Price of Pendings	\$229,900	\$249,000	8%
	98.5	99.08	





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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>114</b>	<b>8%</b>
<b>February</b>	<b>113</b>	<b>112</b>	<b>116</b>	<b>99</b>	<b>-15%</b>
<b>March</b>	<b>127</b>	<b>155</b>	<b>192</b>	<b>188</b>	<b>-2%</b>
<b>April</b>	<b>195</b>	<b>207</b>	<b>173</b>	<b>174</b>	<b>1%</b>
<b>May</b>	<b>177</b>	<b>215</b>	<b>202</b>	<b>177</b>	<b>-12%</b>
<b>June</b>	<b>181</b>	<b>225</b>	<b>202</b>	<b>203</b>	<b>0%</b>
<b>July</b>	<b>172</b>	<b>188</b>	<b>228</b>	<b>184</b>	<b>-19%</b>
<b>August</b>	<b>178</b>	<b>189</b>	<b>207</b>	<b>212</b>	<b>2%</b>
<b>September</b>	<b>176</b>	<b>195</b>	<b>176</b>	<b>152</b>	<b>-1%</b>
<b>October</b>	<b>161</b>	<b>184</b>	<b>163</b>	<b>184</b>	<b>13%</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>2055</b>	<b>1687</b>	



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**YEAR TO DATE CLOSING UNITS COMPARISON**  
**January 1 to September 30**  
**2017 vs 2018**

	<u>2017</u>	<u>2018</u>	<u>% Change</u>
<b>Up to \$195,000</b>	<b>1097</b>	<b>859</b>	<b>-22%</b>
<b>Over \$195,001</b>	<b><u>678</u></b>	<b><u>840</u></b>	<b><u>24%</u></b>
<b>Totals</b>	<b>1775</b>	<b>1699</b>	



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## DISTRESSED PROPERTY COMPARISON

### BONNEVILLE COUNTY

**October 1 to October 31**

	<b><u>2018</u></b>
<b># of Total Active Properties in October</b>	<b>281</b>
<b># of Active Distressed Properties</b>	<b>4</b>
<b>% of Distressed Properties on the Market</b>	<b>1.42%</b>
<b># of Total Pending Properties in October</b>	<b>193</b>
<b># of Pending that were Distressed Properties</b>	<b>4</b>
<b>% Pendings that were Distressed</b>	<b>2.07%</b>
<b># of Total Closed Properties in October</b>	<b>184</b>
<b># of Closed that were Distressed Properties</b>	<b>3</b>
<b>% of Closings that were Distressed Properties</b>	<b>1.63%</b>

**August to October**

	<b><u>QUARTERLY</u></b>
<b># of Total Pending Properties in the Quarter</b>	<b>597</b>
<b># of Pending that were Distressed Properties</b>	<b>12</b>
<b>% Pendings that were Distressed</b>	<b>2.01%</b>
<b># of Total Closed Properties in the Quarter</b>	<b>552</b>
<b># of Closed that were Distressed Properties</b>	<b>9</b>
<b>% of Closings that were Distressed Properties</b>	<b>1.63%</b>





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**EXISTING HOMES - CLOSED SALE ACTIVITY**

JAN1 - Oct 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>	289	354	369	337	351	289	232	91
	<b>Days on Market</b>	109	121	111	94	83	67	61	47
	<b>% List to Sell</b>	94.39	95.92	96.18	95.74	97.3	97.29	92.44	95.17
<b>\$100 - \$125</b>	<b>Existing</b>	134	218	205	237	295	288	223	115
	<b>Days on Market</b>	112	119	92	90	76	58	51	35
	<b>% List to Sell</b>	97.09	97.3	97.54	97.44	98.35	99.43	99.57	99.56
<b>\$125 - \$150</b>	<b>Existing</b>	141	179	199	224	262	313	304	230
	<b>Days on Market</b>	129	113	99	91	72	43	34	26
	<b>% List to Sell</b>	96.82	97.42	98.27	98.22	98.59	99.33	99.41	99.92
<b>\$150 - \$175</b>	<b>Existing</b>	92	116	190	178	209	307	279	258
	<b>Days on Market</b>	116	120	99	89	76	57	37	26
	<b>% List to Sell</b>	96.9	97.7	98.24	97.98	98.76	99.07	99.82	100.05
<b>\$175 - \$200</b>	<b>Existing</b>	59	68	92	112	170	266	250	168
	<b>Days on Market</b>	109	128	82	111	63	48	37	42
	<b>% List to Sell</b>	96.6	97.75	98.34	98.34	98.7	99.69	98.9	99.76
<b>\$200 - \$300</b>	<b>Existing</b>	118	172	162	166	269	395	426	471
	<b>Days on Market</b>	136	150	146	119	78	59	43	42
	<b>% List to Sell</b>	96.39	96.54	97	97.93	98.39	99.18	99.27	99.62
<b>\$300 - \$400</b>	<b>Existing</b>	35	37	49	57	85	108	144	155
	<b>Days on Market</b>	110	171	130	134	134	72	85	60
	<b>% List to Sell</b>	96.05	95.54	96.99	97.12	96.94	98.35	98.29	98.72
<b>\$400 - \$500</b>	<b>Existing</b>	4	13	15	18	36	35	46	46
	<b>Days on Market</b>	119	159	95	166	157	109	75	66
	<b>% List to Sell</b>	92.41	95.84	98.34	97.87	97.55	98.35	97.63	97.9
<b>\$500 - \$750</b>	<b>Existing</b>	5	4	8	9	13	13	19	24
	<b>Days on Market</b>	563	197	202	152	147	79	102	126
	<b>% List to Sell</b>	92.95	96.24	91.42	96.34	97.3	95.97	97.57	96.81
<b>\$750 - \$1,000</b>	<b>Existing</b>	0	0	1	0	4	1	4	2
	<b>Days on Market</b>	0	0	198	0	456	367	150	18
	<b>% List to Sell</b>	0	0	98.1	0	93.43	88.96	98.7	94.37
<b>\$1,000,000+</b>	<b>Existing</b>	1	1	0	0	0	1	1	2
	<b>Days on Market</b>	259	368	0	0	0	233	430	58
	<b>% List to Sell</b>	76.08	89.36	0	0	0	81.82	80.77	90.04



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**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 OCT 31</u>	
							<u>2017</u>	<u>2018</u>
<b>\$100 - \$125 New</b>	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
<b>\$125 - \$150 New</b>	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
<b>\$150 - \$175 New</b>	22	30	27	31	10	21	10	26
Days on Market	122	74	89	86	48	7	2	13
% List to Sell	100.4	100.47	100.2	99.8	99.62	100.68	101.55	100.31
<b>\$175 - \$200 New</b>	10	11	16	17	23	24	19	7
Days on Market	110	72	66	88	69	31	24	16
% List to Sell	101.9	102.31	100.2	101.84	100.65	100.74	101.43	99.84
<b>\$200 - \$300 New</b>	12	12	25	38	40	45	51	41
Days on Market	112	156	74	119	103	28	32	21
% List to Sell	102.6	103.14	101.7	103.5	101.54	100.05	100.73	102.04
<b>\$300 - \$400 New</b>	1	1	0	6	6	8	17	25
Days on Market	19	67	0	140	80	49	69	67
% List to Sell	98.13	98.51	0	97.34	100.76	100.92	101.34	100.97
<b>\$400 - \$500 New</b>	0	0	0	0	3	4	2	3
Days on Market	0	0	0	0	101	94	73	67
% List to Sell	0	0	0	0	98.14	102.33	98.77	102.16
<b>\$500 - \$1,000 New</b>	0	0	0	0	0	1	1	1
Days on Market	0	0	0	0	0	25	88	12
% List to Sell	0	0	0	0	0	95.63	100	113.42



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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>
<b>NUMBER OF TRANSACTIONS</b>	3508	2542	2356	2188	2092	2494	2760	2850	3586	4152	4162	3450
<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	215,825
<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	99.49
<b>AVERAGE DOM</b>	88	107	122	114	121	124	106	99	83	58	47	41





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