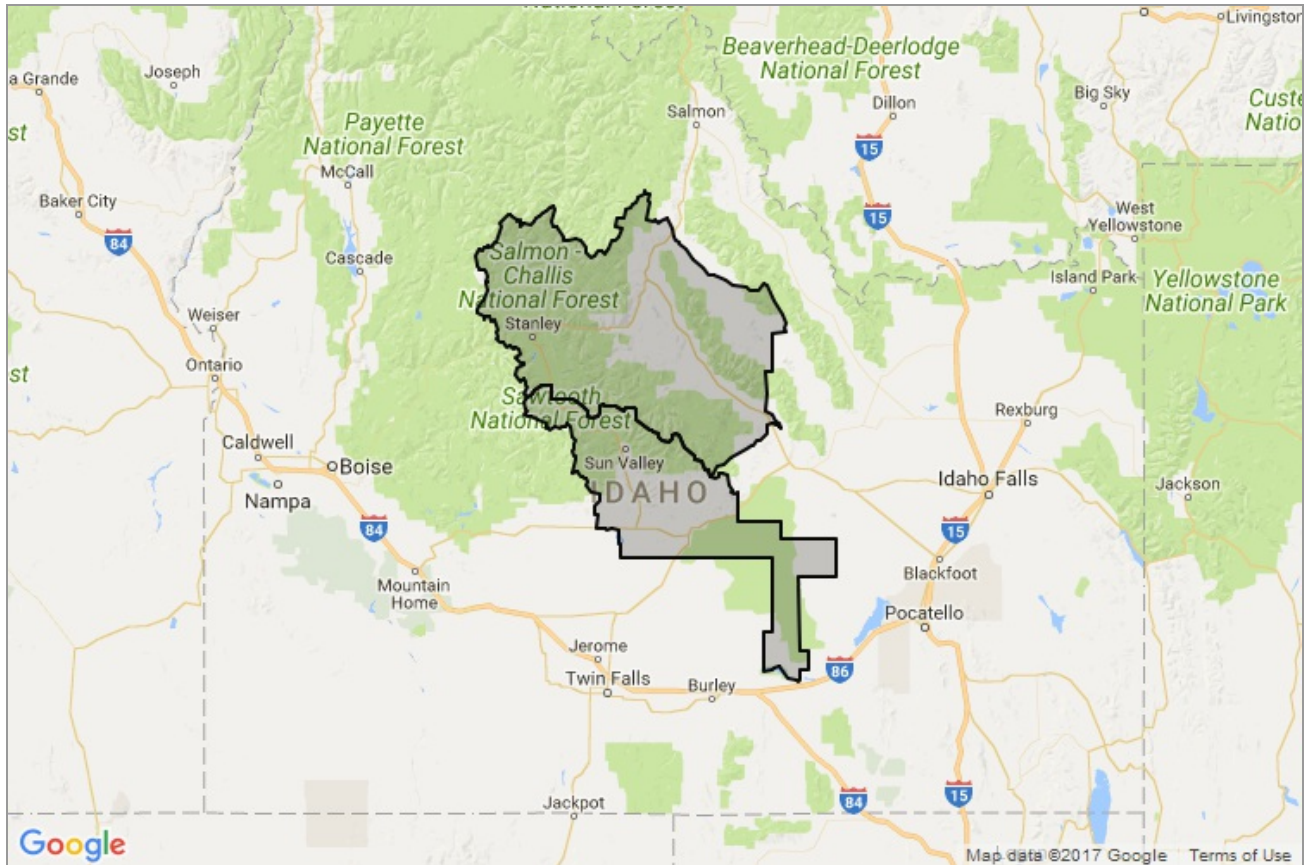




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
8/2016 – 8/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 09/06/2017

Scheduled: Yes

Presented by

Sun Valley Board of REALTORS®

(208) 726-7764

<http://sunvalleyidahorealestate.com/>

P O Box 1937
200 East River Street # 2
Ketchum, ID 83340

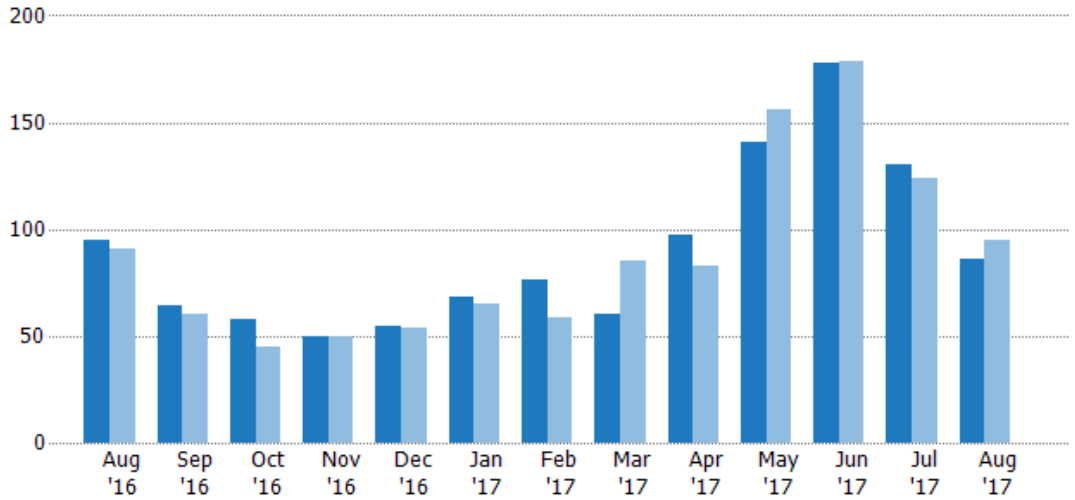
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

County: Blaine County, Idaho, Custer County, Idaho

Month/Year	Count	% Chg.
Aug '17	86	-9.5%
Aug '16	95	4.4%
Aug '15	91	1.1%



Current Year	95	64	58	50	55	68	76	60	97	141	178	130	86
Prior Year	91	60	45	50	54	65	59	85	83	156	179	124	95
Percent Change from Prior Year	4%	7%	29%	0%	2%	5%	29%	-29%	17%	-10%	-1%	5%	-9%

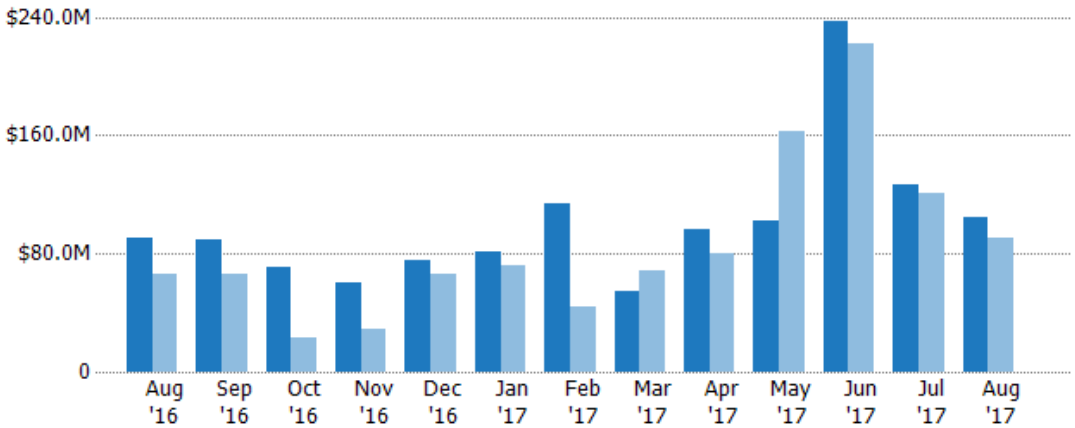
New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

County: Blaine County, Idaho, Custer County, Idaho

Month/Year	Volume	% Chg.
Aug '17	\$105M	15.8%
Aug '16	\$90.7M	37.2%
Aug '15	\$66.1M	20.1%



Current Year	\$90.7M	\$89.7M	\$71.3M	\$60.6M	\$75.6M	\$81.6M	\$114M	\$54.7M	\$96M	\$102M	\$237M	\$127M	\$105M
Prior Year	\$66.1M	\$65.9M	\$23.6M	\$29.1M	\$66M	\$72.5M	\$44.5M	\$68.4M	\$79.7M	\$163M	\$222M	\$121M	\$90.7M
Percent Change from Prior Year	37%	36%	202%	108%	15%	13%	157%	-20%	21%	-37%	7%	5%	16%

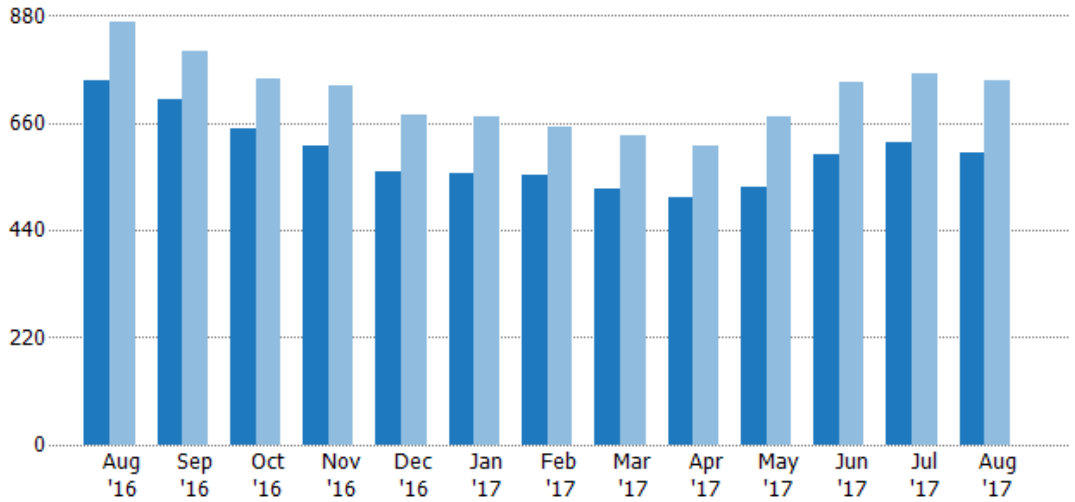
Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Blaine County, Idaho, Custer County, Idaho

Month/Year	Count	% Chg.
Aug '17	598	-19.8%
Aug '16	746	-14.1%
Aug '15	868	1.4%



	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Current Year	746	708	649	615	562	557	552	526	509	529	597	620	598
Prior Year	868	807	750	738	676	673	652	635	613	672	743	760	746
Percent Change from Prior Year	-14%	-12%	-13%	-17%	-17%	-17%	-15%	-17%	-17%	-21%	-20%	-18%	-20%

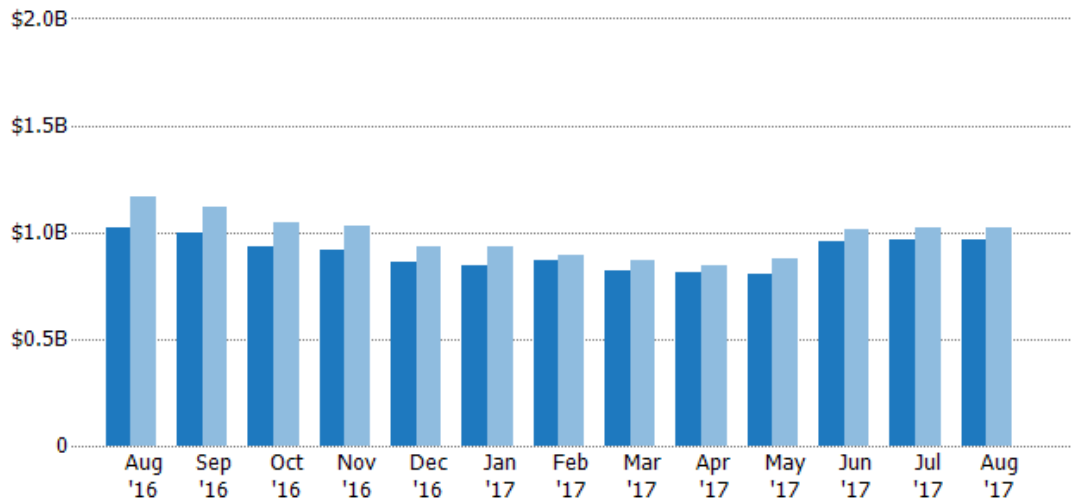
Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Blaine County, Idaho, Custer County, Idaho

Month/Year	Volume	% Chg.
Aug '17	\$967M	-5.7%
Aug '16	\$1.02B	-12%
Aug '15	\$1.17B	-7.3%



	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Current Year	\$1.02B	\$999M	\$932M	\$920M	\$858M	\$842M	\$866M	\$822M	\$813M	\$806M	\$953M	\$965M	\$967M
Prior Year	\$1.17B	\$1.12B	\$1.05B	\$1.03B	\$934M	\$932M	\$895M	\$871M	\$848M	\$880M	\$1.01B	\$1.02B	\$1.02B
Percent Change from Prior Year	-12%	-11%	-11%	-10%	-8%	-10%	-3%	-6%	-4%	-8%	-6%	-6%	-6%

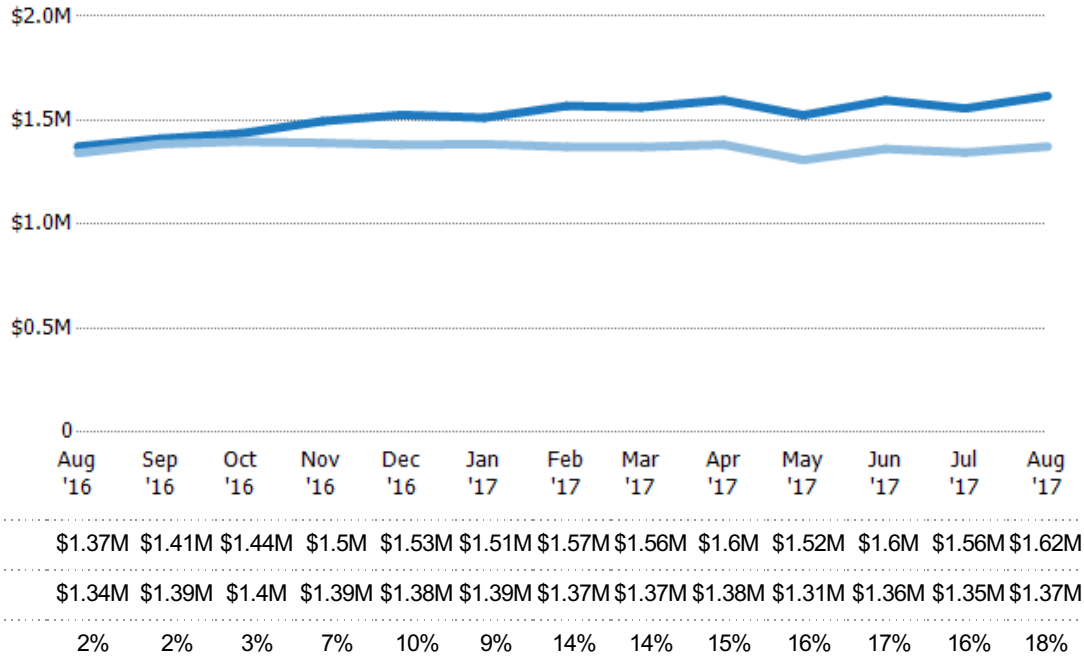
Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Blaine County, Idaho, Custer County, Idaho

Month/Year	Price	% Chg.
Aug '17	\$1.62M	17.7%
Aug '16	\$1.37M	2.4%
Aug '15	\$1.34M	-8.5%



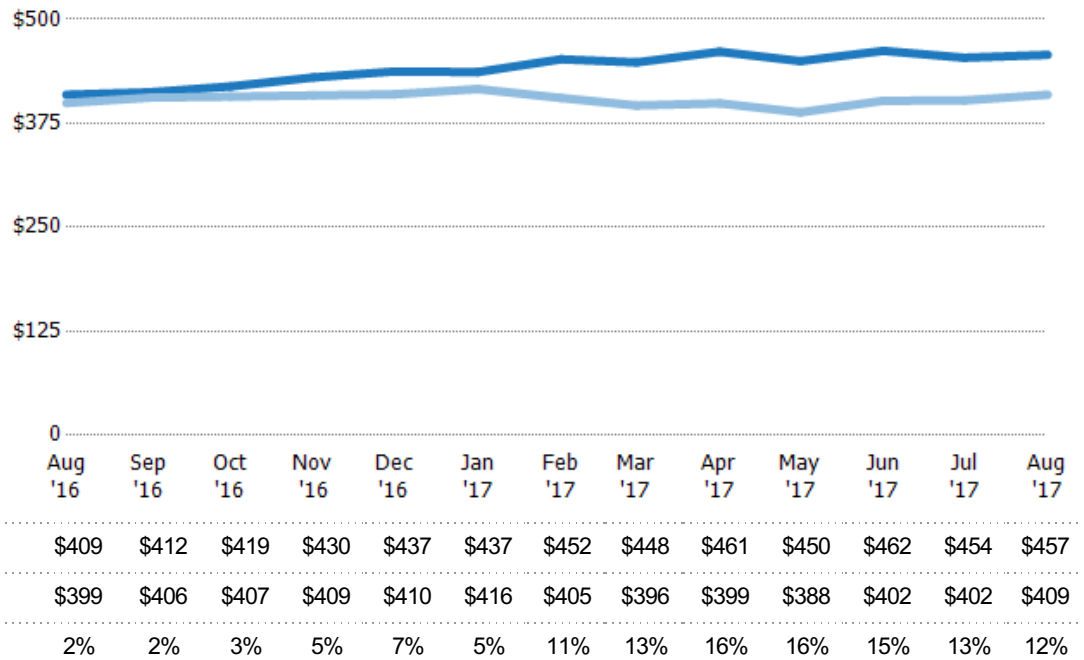
Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

County: Blaine County, Idaho, Custer County, Idaho

Month/Year	Price/sq ft	% Chg.
Aug '17	\$457	11.7%
Aug '16	\$409	2.5%
Aug '15	\$399	-2.7%

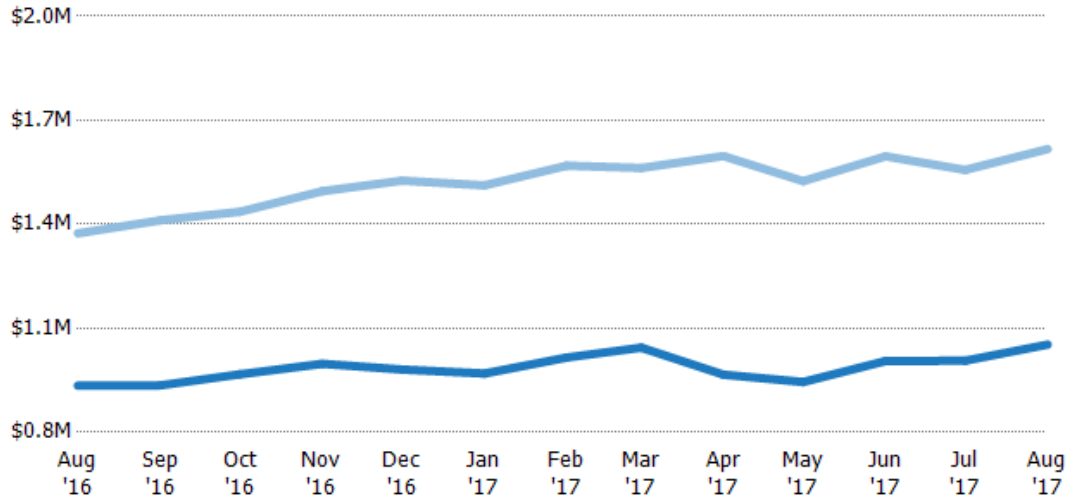


Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

County: Blaine County, Idaho, Custer County, Idaho

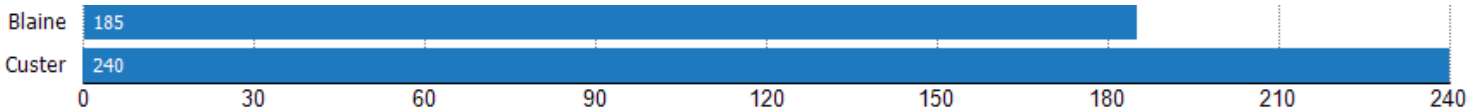


	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Avg Est Value	\$935K	\$935K	\$967K	\$997K	\$981K	\$969K	\$1.02M	\$1.04M	\$966K	\$945K	\$1.01M	\$1.01M	\$1.05M
Avg Listing Price	\$1.37M	\$1.41M	\$1.44M	\$1.5M	\$1.53M	\$1.51M	\$1.57M	\$1.56M	\$1.6M	\$1.52M	\$1.6M	\$1.56M	\$1.62M
Avg Listing Price as a % of Avg Est Value	147%	151%	148%	150%	156%	156%	154%	150%	165%	161%	159%	155%	154%

Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

Filters Used: County: Blaine County, Idaho, Custer County, Idaho



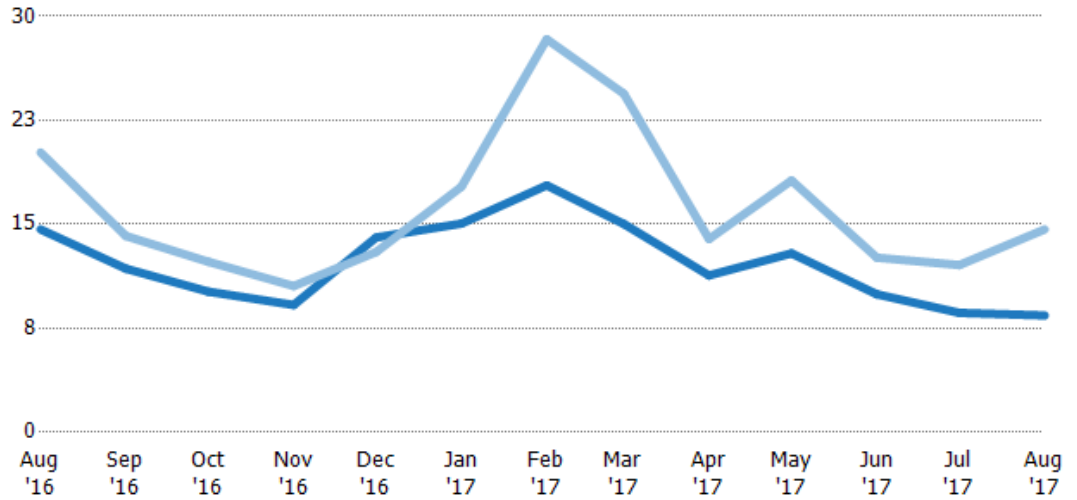
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

County: Blaine County, Idaho, Custer County, Idaho

Month/Year	Months	% Chg.
Aug '17	8.42	-42.4%
Aug '16	14.6	-27.5%
Aug '15	20.2	-14.5%



Current Year	14.6	11.8	10.1	9.18	14.1	15.1	17.8	15	11.3	12.9	9.95	8.61	8.42
Prior Year	20.2	14.2	12.3	10.5	13	17.7	28.3	24.4	13.9	18.2	12.6	12.1	14.6
Percent Change from Prior Year	-28%	-17%	-18%	-13%	8%	-15%	-37%	-38%	-19%	-29%	-21%	-29%	-42%

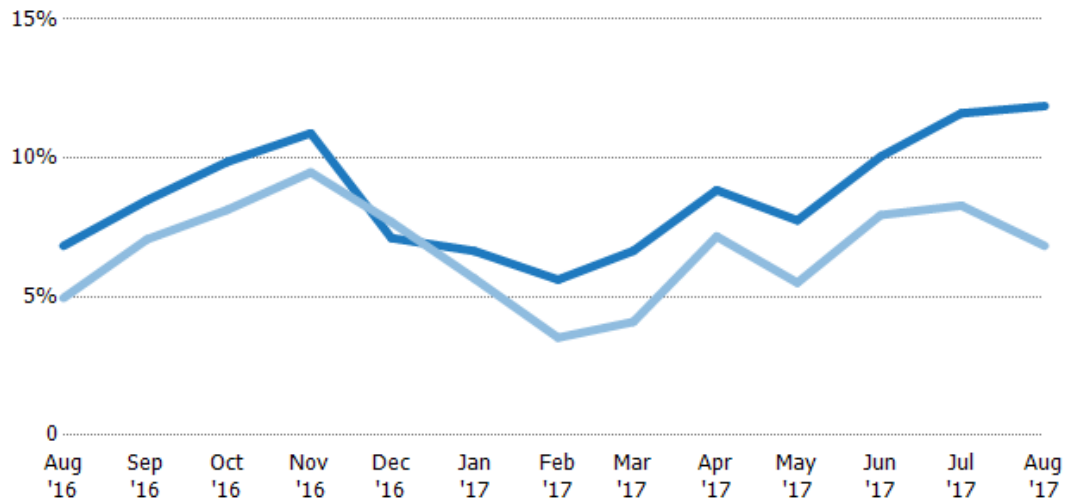
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Blaine County, Idaho, Custer County, Idaho

Month/Year	Rate	Chg.
Aug '17	12%	-5%
Aug '16	7%	-1.9%
Aug '15	5%	17%

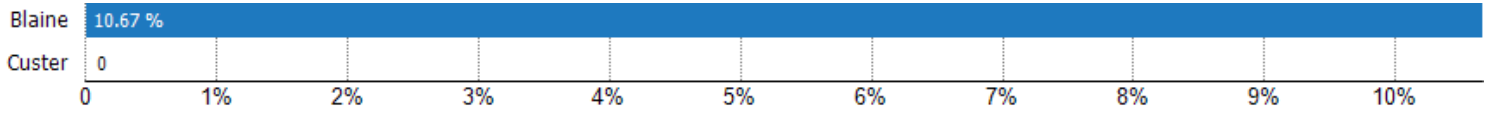


Current Year	7%	8%	10%	11%	7%	7%	6%	7%	9%	8%	10%	12%	12%
Prior Year	5%	7%	8%	9%	8%	6%	4%	4%	7%	6%	8%	8%	7%
Change from Prior Year	-2%	-1%	-2%	-1%	1%	-1%	-2%	-3%	-2%	-2%	-2%	-3%	-5%

Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: County: Blaine County, Idaho, Custer County, Idaho



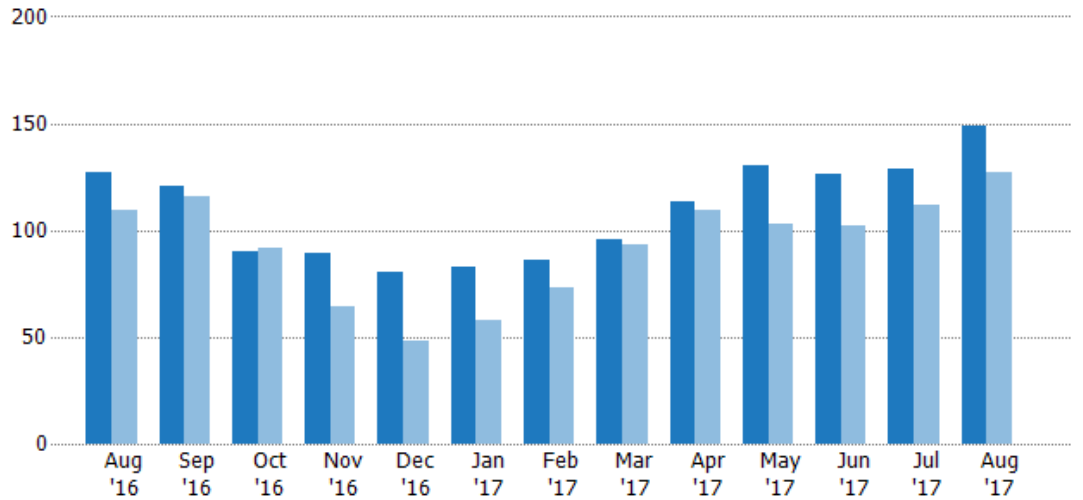
Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used

County: Blaine County, Idaho, Custer County, Idaho

Month/Year	Count	% Chg.
Aug '17	149	17.3%
Aug '16	127	16.5%
Aug '15	109	-22%



	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Current Year	127	121	90	89	80	83	86	96	113	130	126	129	149
Prior Year	109	116	92	64	48	58	73	93	109	103	102	112	127
Percent Change from Prior Year	17%	4%	-2%	39%	67%	43%	18%	3%	4%	26%	24%	15%	17%

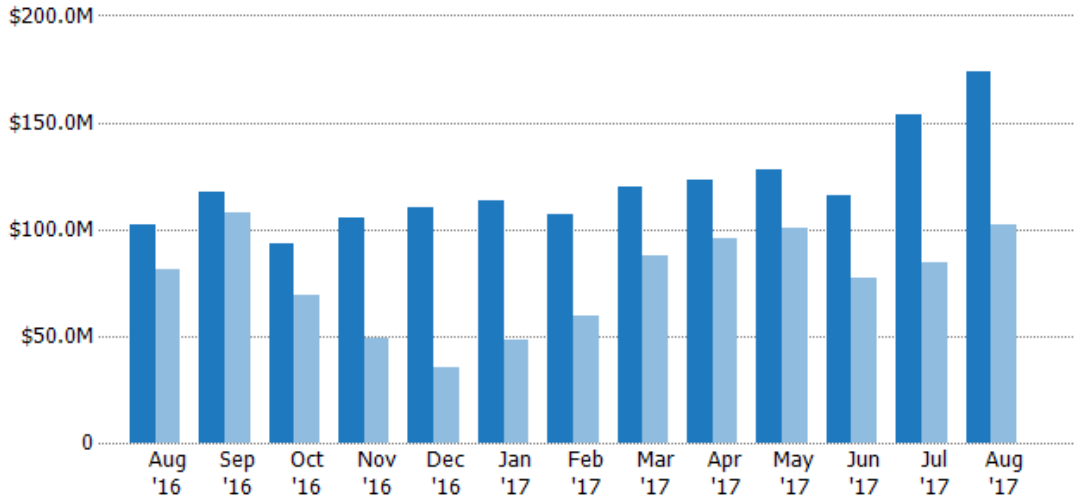
Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used

County: Blaine County, Idaho, Custer County, Idaho

Month/Year	Volume	% Chg.
Aug '17	\$174M	70.7%
Aug '16	\$102M	24.9%
Aug '15	\$81.5M	-4.3%



Current Year	\$102M	\$117M	\$93M	\$105M	\$110M	\$113M	\$107M	\$120M	\$123M	\$128M	\$116M	\$153M	\$174M
Prior Year	\$81.5M	\$108M	\$68.8M	\$48.9M	\$35.2M	\$48M	\$59.7M	\$88M	\$95.8M	\$101M	\$77.4M	\$84.7M	\$102M
Percent Change from Prior Year	25%	8%	35%	115%	212%	136%	79%	36%	29%	27%	50%	81%	71%

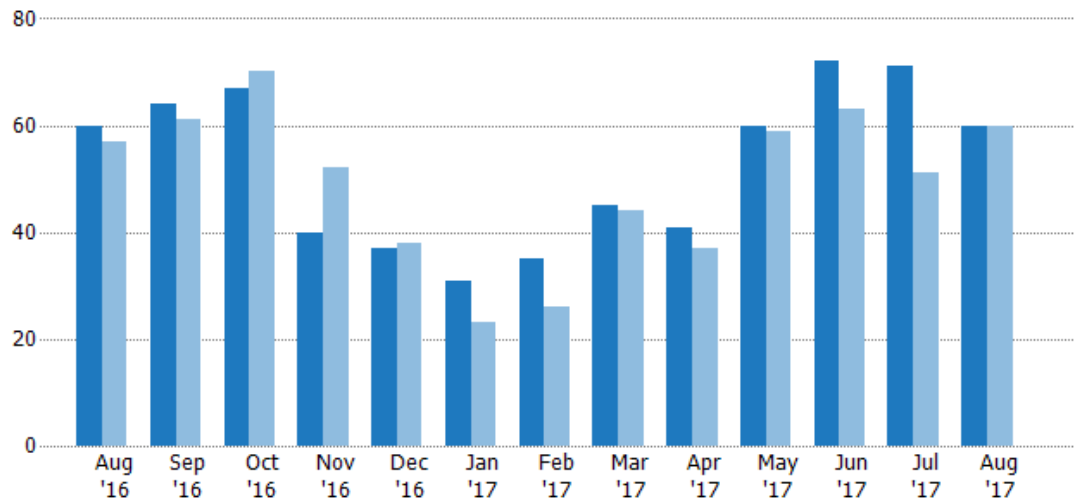
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

County: Blaine County, Idaho, Custer County, Idaho

Month/Year	Count	% Chg.
Aug '17	60	0%
Aug '16	60	5.3%
Aug '15	57	3.5%



Current Year	60	64	67	40	37	31	35	45	41	60	72	71	60
Prior Year	57	61	70	52	38	23	26	44	37	59	63	51	60
Percent Change from Prior Year	5%	5%	-4%	-23%	-3%	35%	35%	2%	11%	2%	14%	39%	0%

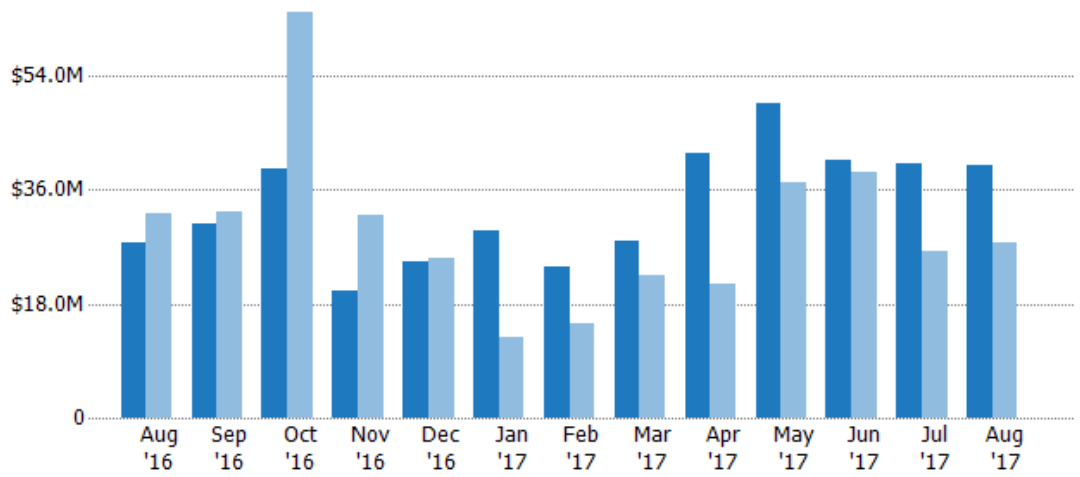
Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

County: Blaine County, Idaho, Custer County, Idaho

Month/Year	Volume	% Chg.
Aug '17	\$39.8M	44.4%
Aug '16	\$27.6M	-14.9%
Aug '15	\$32.4M	11.4%



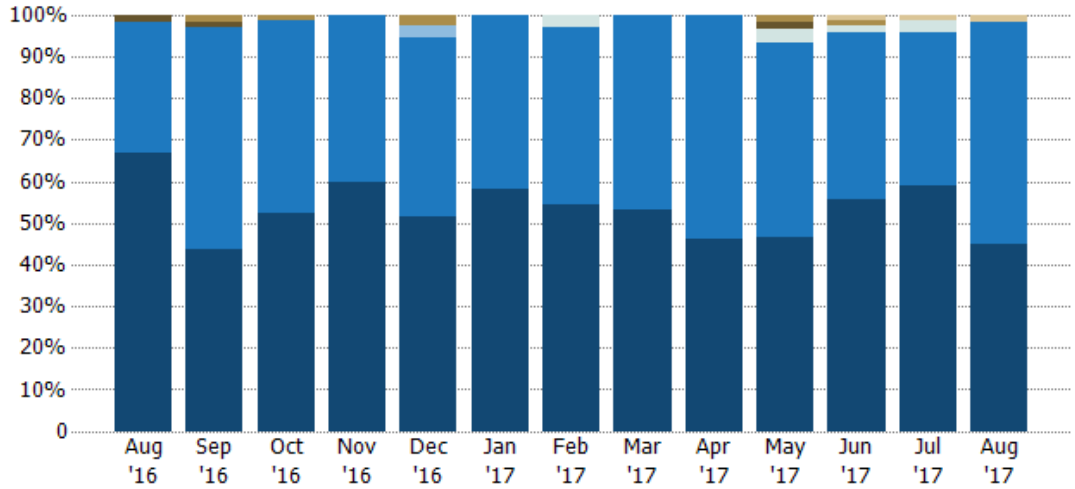
Current Year	\$27.6M	\$30.7M	\$39.2M	\$20M	\$24.7M	\$29.5M	\$23.7M	\$27.9M	\$41.9M	\$49.6M	\$40.6M	\$40M	\$39.8M
Prior Year	\$32.4M	\$32.5M	\$64M	\$32M	\$25.1M	\$12.7M	\$14.8M	\$22.4M	\$21.2M	\$37.1M	\$38.7M	\$26.3M	\$27.6M
Percent Change from Prior Year	-15%	-5%	-39%	-38%	-2%	133%	61%	25%	98%	34%	5%	52%	44%

Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

County: Blaine County, Idaho, Custer County, Idaho



Other	-	-	-	-	-	-	-	-	-	-	1%	1%	2%
Farm/Ranch	-	2%	1%	-	3%	-	-	-	-	2%	1%	-	-
Lot/Land	2%	2%	-	-	-	-	-	-	-	2%	-	-	-
Multifamily/Multiplex	-	-	-	-	-	-	3%	-	-	3%	1%	3%	-
Mobile/Manufactured	-	-	-	-	3%	-	-	-	-	-	-	-	-
Condo/Townhouse	32%	53%	46%	40%	43%	42%	43%	47%	54%	47%	40%	37%	53%
Single Family Residence	67%	44%	52%	60%	51%	58%	54%	53%	46%	47%	56%	59%	45%

Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

Filters Used: County: Blaine County, Idaho, Custer County, Idaho

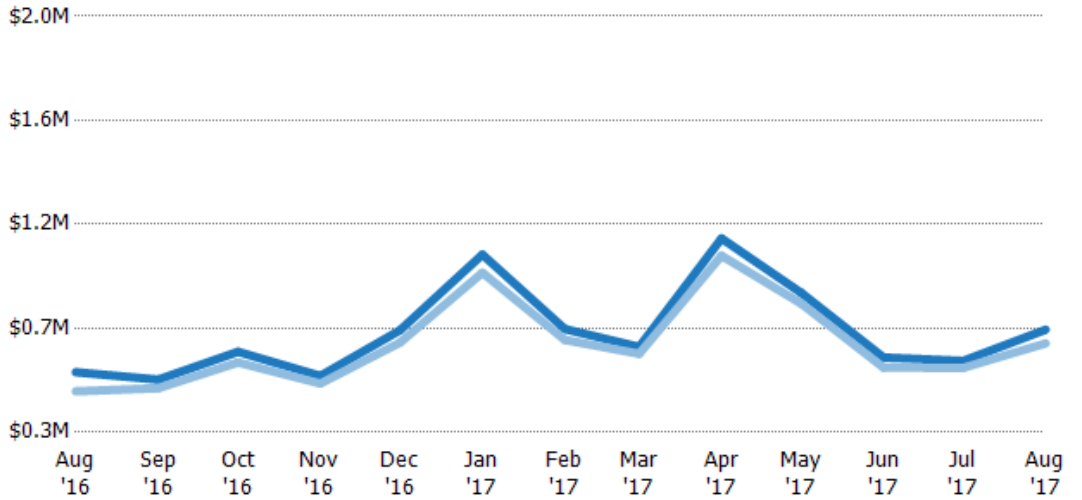


Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

County: Blaine County, Idaho, Custer County, Idaho



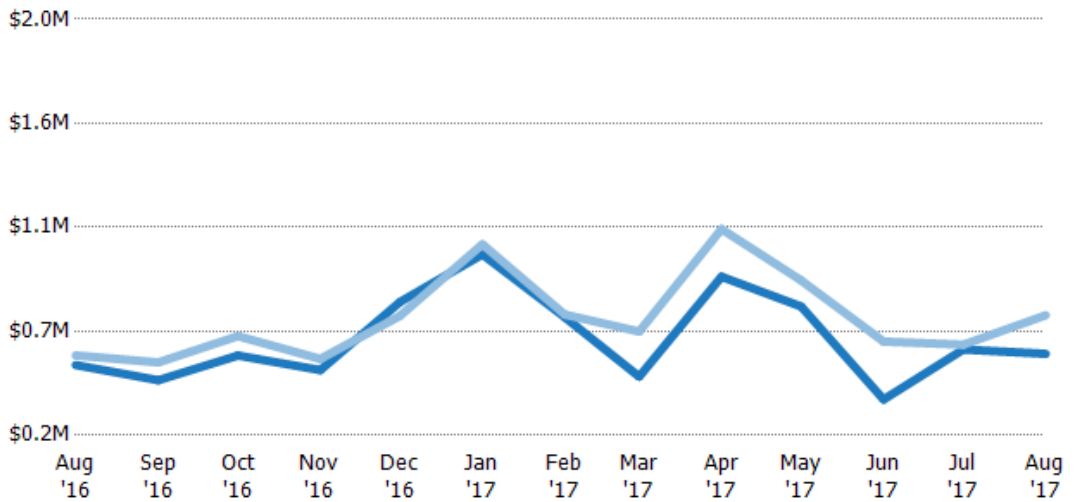
	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Avg List Price	\$545K	\$515K	\$629K	\$530K	\$717K	\$1.03M	\$722K	\$649K	\$1.09M	\$870K	\$606K	\$592K	\$719K
Avg Sales Price	\$467K	\$480K	\$585K	\$499K	\$667K	\$952K	\$677K	\$621K	\$1.02M	\$826K	\$564K	\$563K	\$663K
Avg Sales Price as a % of Avg List Price	86%	93%	93%	94%	93%	93%	94%	96%	94%	95%	93%	95%	92%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

County: Blaine County, Idaho, Custer County, Idaho



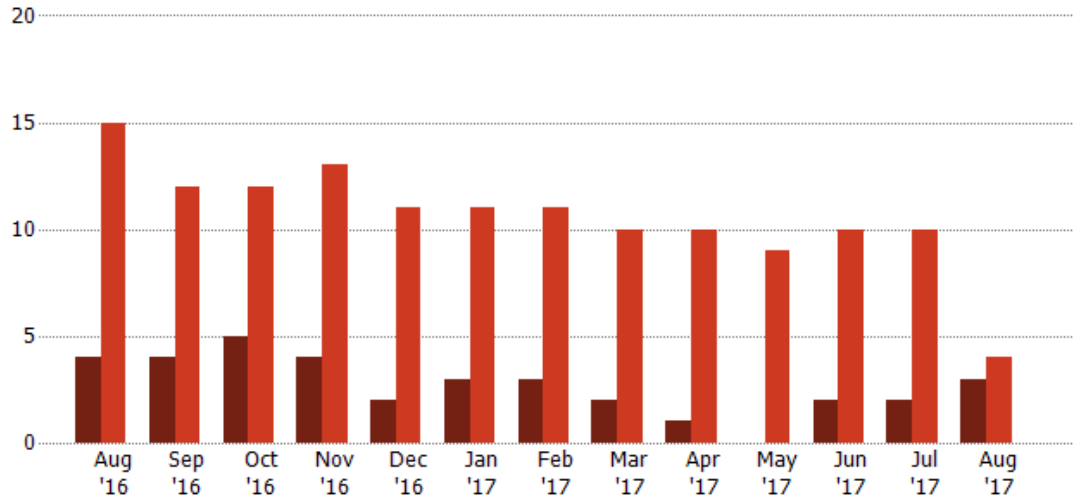
	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Avg Est Value	\$504K	\$438K	\$545K	\$482K	\$777K	\$983K	\$711K	\$454K	\$886K	\$757K	\$355K	\$571K	\$552K
Avg Sales Price	\$545K	\$515K	\$629K	\$530K	\$717K	\$1.03M	\$722K	\$649K	\$1.09M	\$870K	\$606K	\$592K	\$719K
Avg Sales Price as a % of Avg Est Value	108%	118%	115%	110%	92%	104%	102%	143%	123%	115%	171%	104%	130%

Distressed Listings

The number of distressed single-family, condominium and townhome properties that were for sale at the end of each month.

Filters Used

County: Blaine County, Idaho, Custer County, Idaho



Current Year	4	4	5	4	2	3	3	2	1	-	2	2	3
Prior Year	15	12	12	13	11	11	11	10	10	9	10	10	4
Percent Change from Prior Year	-73%	-67%	-58%	-69%	-82%	-73%	-73%	-80%	-90%	-100%	-80%	-80%	-25%

Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

Filters Used: County: Blaine County, Idaho, Custer County, Idaho



Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details

Report Name: Monthly Market Data Report

Run Date: 09/06/2017

Scheduled: Yes

Report Date Range: From 8/2016 To: 8/2017

Information Included

- | | |
|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet | <input checked="" type="checkbox"/> Averages |
| <input type="checkbox"/> Include Key Metric Summary | <input checked="" type="checkbox"/> Include Appendix |
| <input checked="" type="checkbox"/> Include Metrics By: County | <input type="checkbox"/> Medians |

MLS Filter

MLS: All

Listing Filters

Property Types: All

Sales Types: All

Price Range: None

Location Filters

State: All

County: Blaine County, Idaho Custer County, Idaho

ZIP Code: All

Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 8/2017 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area