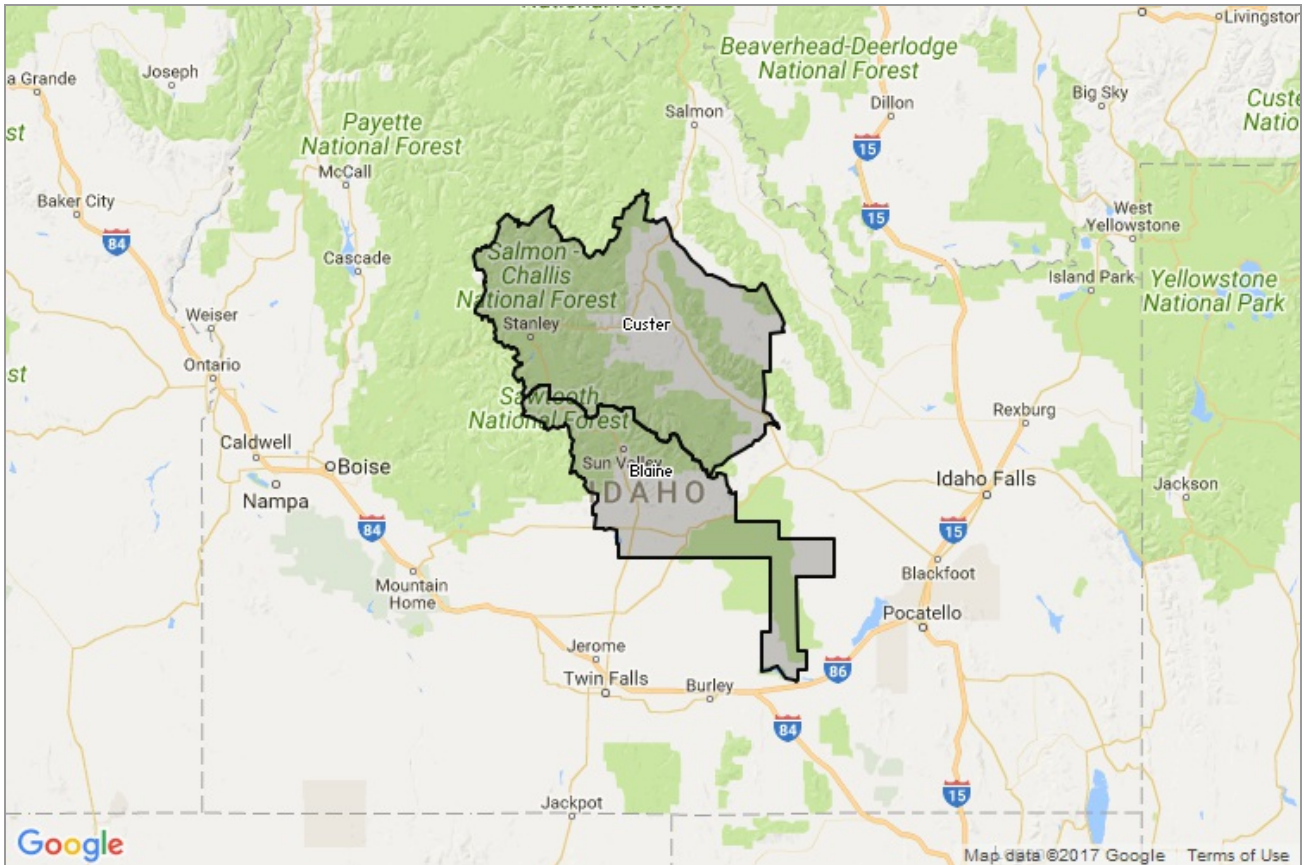




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
11/2016 – 11/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 12/07/2017

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

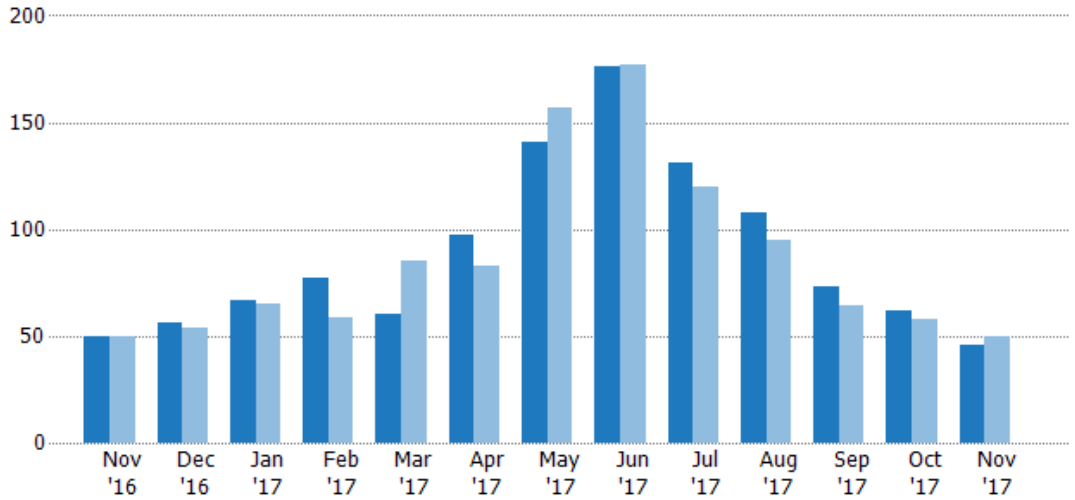
New Listings

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.
Nov '17	46	-8%
Nov '16	50	0%
Nov '15	50	4%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	50	56	67	77	60	97	141	176	131	108	73	62	46
Prior Year	50	54	65	59	85	83	157	177	120	95	64	58	50
Percent Change from Prior Year	0%	4%	3%	31%	-29%	17%	-10%	-1%	9%	14%	14%	7%	-8%

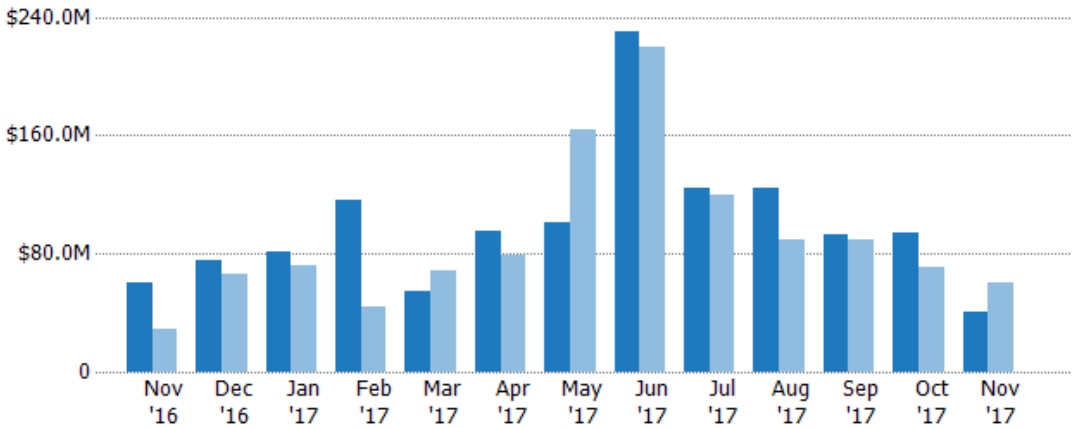
New Listing Volume

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.
Nov '17	\$40.7M	-32.8%
Nov '16	\$60.5M	107.7%
Nov '15	\$29.1M	109.5%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	\$60.5M	\$75.1M	\$80.8M	\$116M	\$54.3M	\$94.9M	\$101M	\$231M	\$125M	\$125M	\$93M	\$94.1M	\$40.7M
Prior Year	\$29.1M	\$66M	\$72.3M	\$44.5M	\$68.4M	\$79.1M	\$163M	\$220M	\$119M	\$89.7M	\$88.9M	\$70.5M	\$60.5M
Percent Change from Prior Year	108%	14%	12%	160%	-21%	20%	-38%	5%	5%	39%	5%	33%	-33%

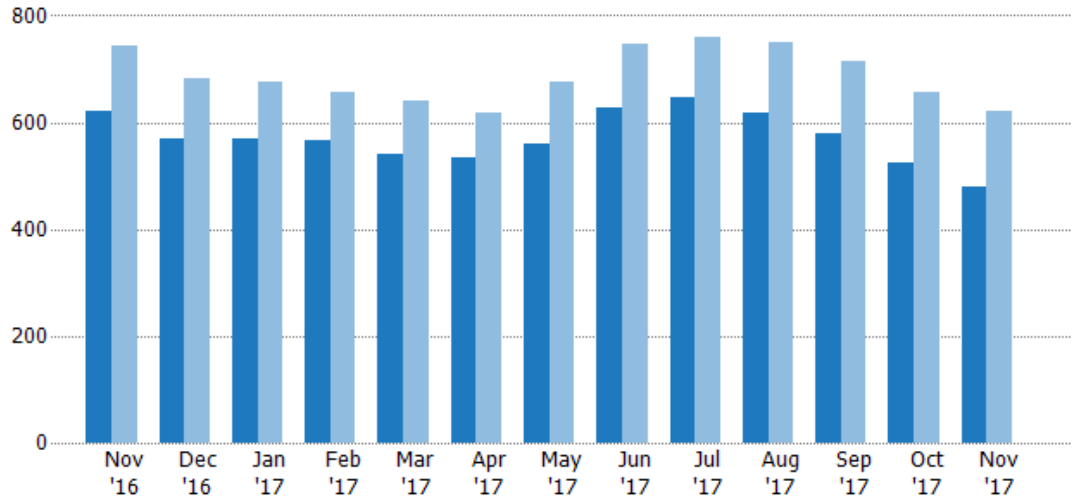
Active Listings

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.
Nov '17	480	-22.7%
Nov '16	621	-16.5%
Nov '15	744	-0.9%



Current Year	621	571	569	565	540	535	560	627	647	618	580	525	480
Prior Year	744	681	677	657	639	618	676	746	760	750	713	655	621
Percent Change from Prior Year	-17%	-16%	-16%	-14%	-15%	-13%	-17%	-16%	-15%	-18%	-19%	-20%	-23%

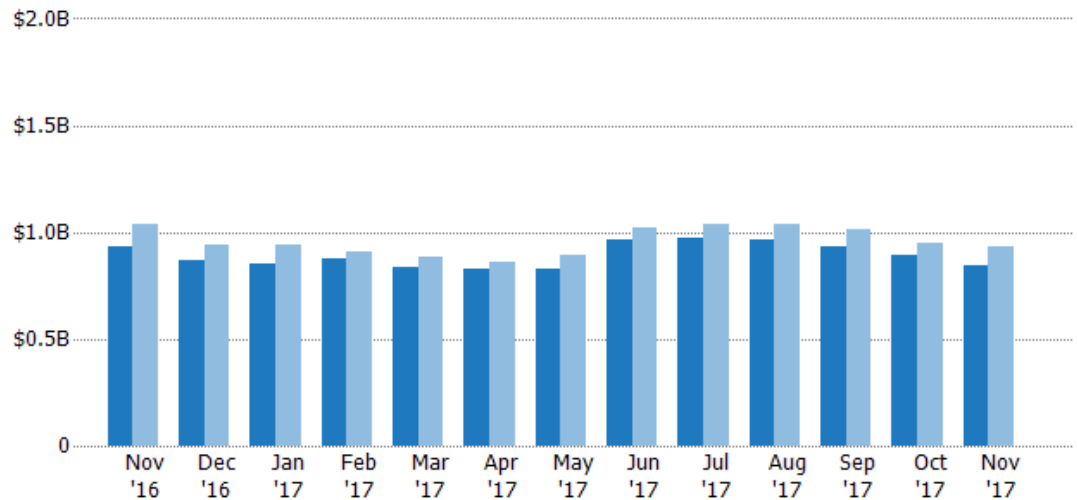
Active Listing Volume

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.
Nov '17	\$841M	-9.9%
Nov '16	\$934M	-9.8%
Nov '15	\$1.04B	-7.3%



Current Year	\$934M	\$868M	\$855M	\$879M	\$834M	\$831M	\$826M	\$968M	\$973M	\$965M	\$934M	\$889M	\$841M
Prior Year	\$1.04B	\$939M	\$942M	\$905M	\$881M	\$858M	\$889M	\$1.02B	\$1.03B	\$1.04B	\$1.01B	\$946M	\$934M
Percent Change from Prior Year	-10%	-8%	-9%	-3%	-5%	-3%	-7%	-5%	-6%	-7%	-8%	-6%	-10%

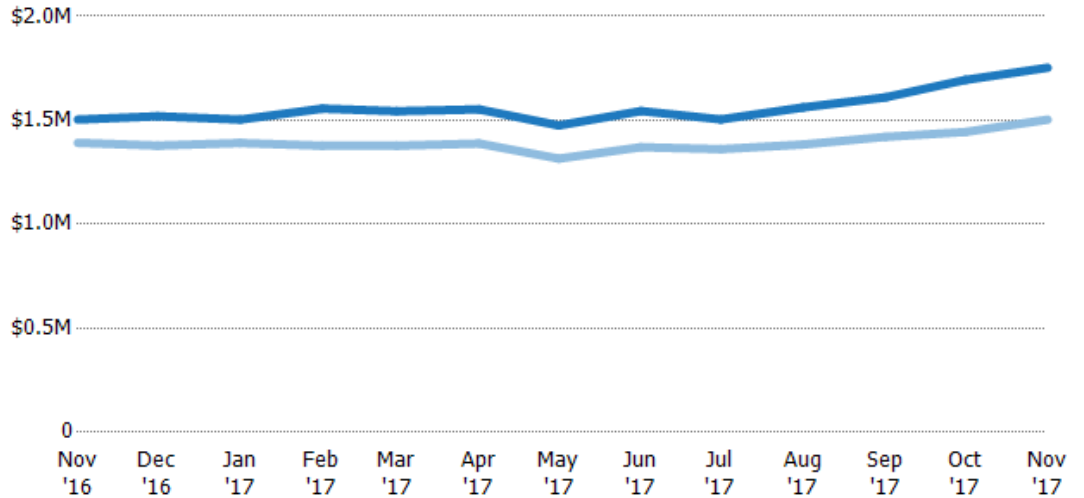
Average Listing Price

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.
Nov '17	\$1.75M	16.6%
Nov '16	\$1.5M	8%
Nov '15	\$1.39M	-6.5%



Current Year	\$1.5M	\$1.52M	\$1.5M	\$1.56M	\$1.54M	\$1.55M	\$1.48M	\$1.54M	\$1.5M	\$1.56M	\$1.61M	\$1.69M	\$1.75M
Prior Year	\$1.39M	\$1.38M	\$1.39M	\$1.38M	\$1.38M	\$1.39M	\$1.32M	\$1.37M	\$1.36M	\$1.38M	\$1.42M	\$1.44M	\$1.5M
Percent Change from Prior Year	8%	10%	8%	13%	12%	12%	12%	13%	11%	13%	13%	17%	17%

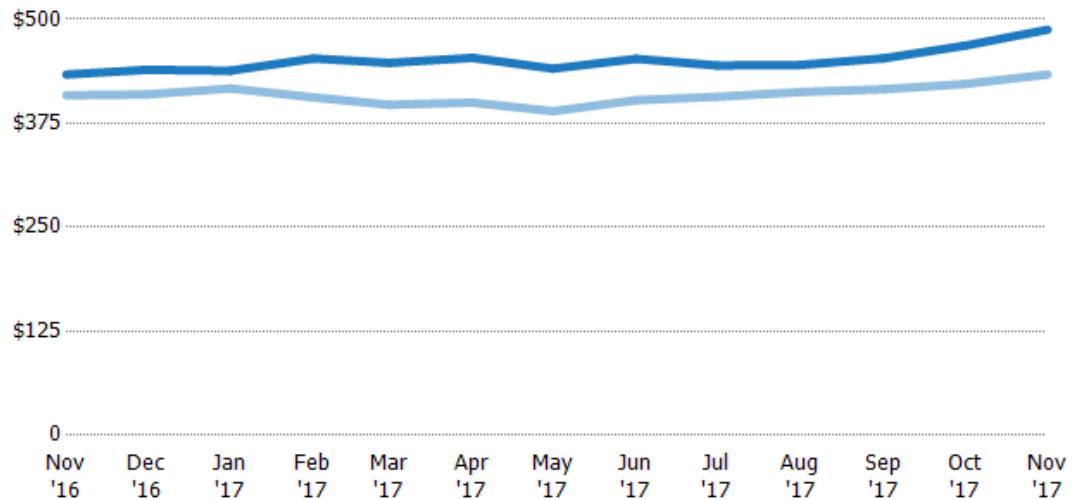
Average Listing Price per Sq Ft

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.
Nov '17	\$487	12.4%
Nov '16	\$434	6.1%
Nov '15	\$409	-2.8%



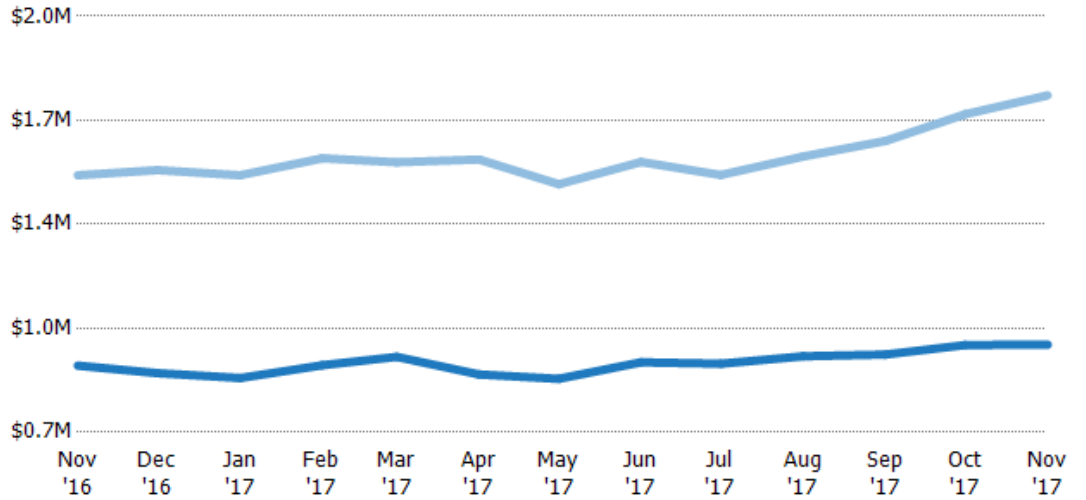
Current Year	\$434	\$439	\$438	\$453	\$448	\$454	\$441	\$452	\$444	\$445	\$453	\$468	\$487
Prior Year	\$409	\$410	\$417	\$406	\$397	\$400	\$390	\$403	\$407	\$412	\$416	\$422	\$434
Percent Change from Prior Year	6%	7%	5%	12%	13%	13%	13%	12%	9%	8%	9%	11%	12%

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

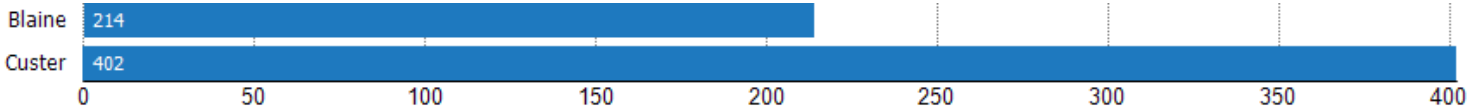


	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Avg Est Value	\$908K	\$885K	\$869K	\$910K	\$936K	\$881K	\$867K	\$919K	\$914K	\$938K	\$943K	\$973K	\$974K
Avg Listing Price	\$1.5M	\$1.52M	\$1.5M	\$1.56M	\$1.54M	\$1.55M	\$1.48M	\$1.54M	\$1.5M	\$1.56M	\$1.61M	\$1.69M	\$1.75M
Avg Listing Price as a % of Avg Est Value	166%	172%	173%	171%	165%	176%	170%	168%	165%	167%	171%	174%	180%

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



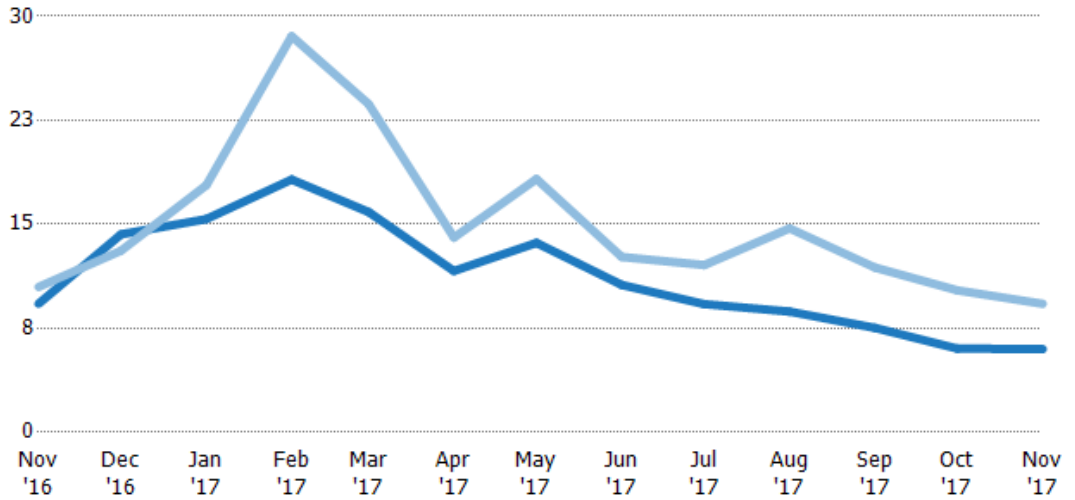
Months of Inventory

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.
Nov '17	6	-35.3%
Nov '16	9.27	-11.5%
Nov '15	10.5	59.8%



Current Year	9.27	14.3	15.4	18.2	15.9	11.6	13.7	10.6	9.24	8.7	7.53	6.03	6
Prior Year	10.5	13.1	17.8	28.6	23.7	14	18.3	12.6	12.1	14.7	11.9	10.2	9.27
Percent Change from Prior Year	-12%	9%	-14%	-36%	-33%	-17%	-25%	-16%	-23%	-41%	-37%	-41%	-35%

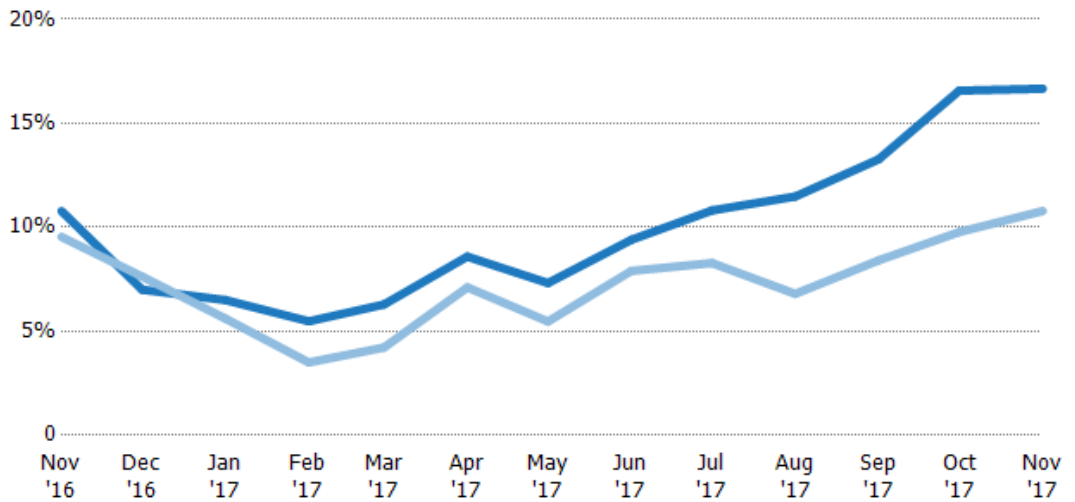
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Blaine County, Idaho, Custer County, Idaho

Month/Year	Rate	Chg.
Nov '17	17%	-5.9%
Nov '16	11%	-1.2%
Nov '15	10%	-37.4%

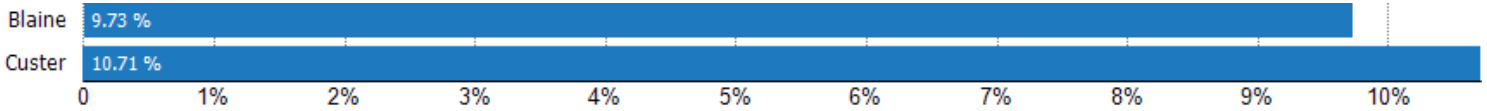


Current Year	11%	7%	7%	5%	6%	9%	7%	9%	11%	11%	13%	17%	17%
Prior Year	10%	8%	6%	4%	4%	7%	5%	8%	8%	7%	8%	10%	11%
Change from Prior Year	-1%	1%	-1%	-2%	-2%	-1%	-2%	-2%	-3%	-5%	-5%	-7%	-6%

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



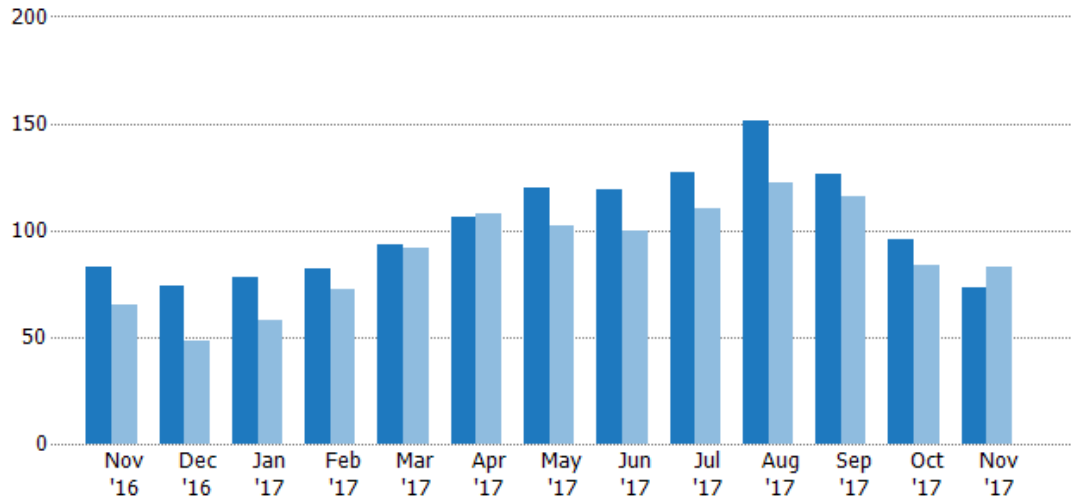
Pending Sales

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.
Nov '17	73	-12%
Nov '16	83	27.7%
Nov '15	65	16.9%



Current Year	83	74	78	82	93	106	120	119	127	151	126	96	73
Prior Year	65	48	58	72	92	108	102	100	110	122	116	84	83
Percent Change from Prior Year	28%	54%	34%	14%	1%	-2%	18%	19%	15%	24%	9%	14%	-12%

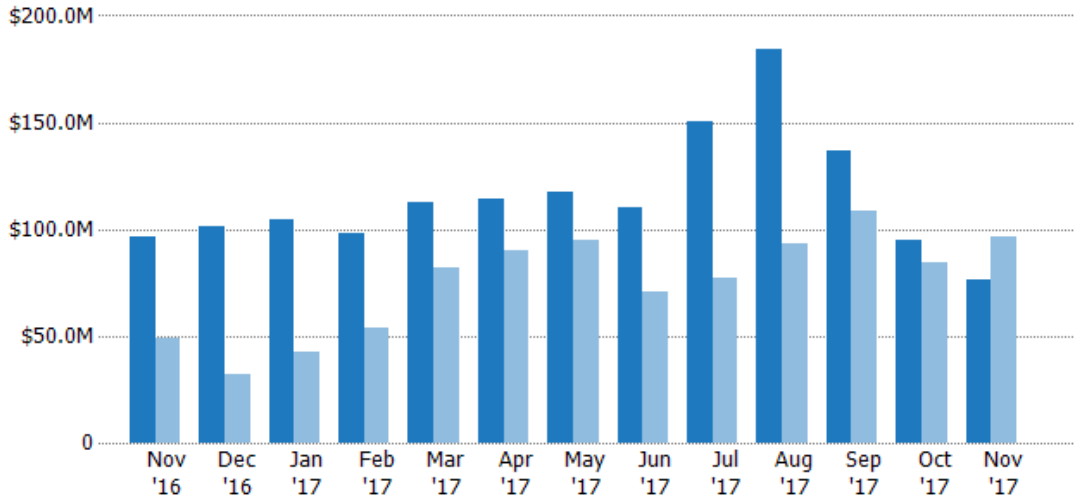
Pending Sales Volume

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.
Nov '17	\$76.6M	-20.4%
Nov '16	\$96.3M	95.7%
Nov '15	\$49.2M	18.2%



Current Year	\$96.3M	\$101M	\$104M	\$98.4M	\$113M	\$114M	\$117M	\$110M	\$150M	\$185M	\$137M	\$94.8M	\$76.6M
Prior Year	\$49.2M	\$31.8M	\$42.6M	\$54M	\$82.2M	\$90M	\$94.9M	\$70.6M	\$76.9M	\$93.3M	\$109M	\$84.1M	\$96.3M
Percent Change from Prior Year	96%	218%	145%	82%	37%	27%	23%	56%	96%	98%	26%	13%	-20%

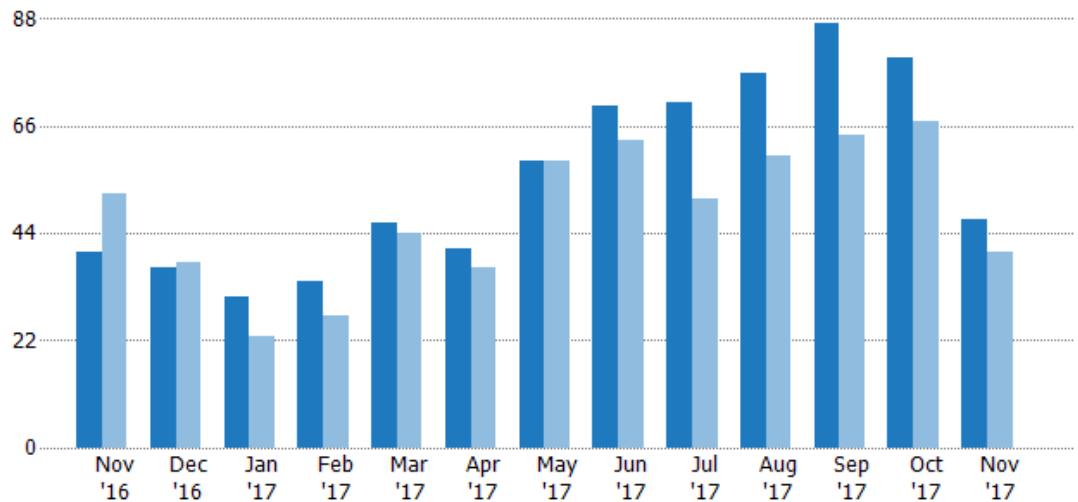
Closed Sales

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.
Nov '17	47	17.5%
Nov '16	40	-23.1%
Nov '15	52	11.5%



Current Year	40	37	31	34	46	41	59	70	71	77	87	80	47
Prior Year	52	38	23	27	44	37	59	63	51	60	64	67	40
Percent Change from Prior Year	-23%	-3%	35%	26%	5%	11%	0%	11%	39%	28%	36%	19%	18%

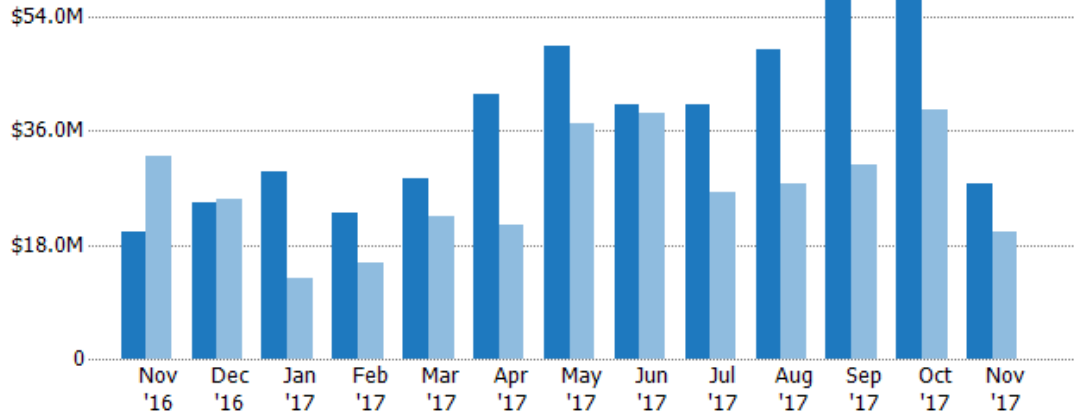
Closed Sales Volume

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.
Nov '17	\$27.7M	38.6%
Nov '16	\$20M	-37.6%
Nov '15	\$32M	88%



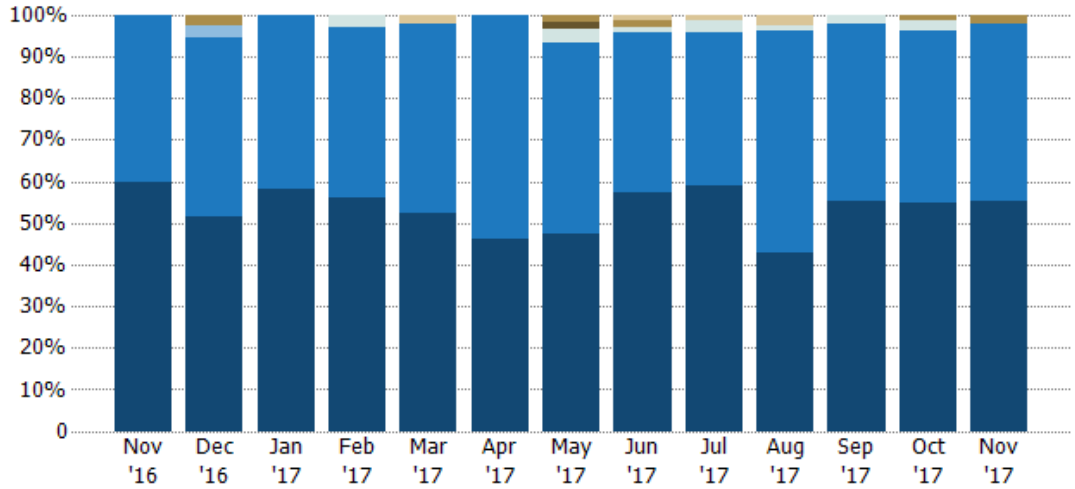
Current Year	\$20M	\$24.7M	\$29.5M	\$23.1M	\$28.5M	\$41.9M	\$49.3M	\$40.1M	\$40.1M	\$48.9M	\$59.5M	\$57.6M	\$27.7M
Prior Year	\$32M	\$25.1M	\$12.7M	\$15M	\$22.4M	\$21.2M	\$37.1M	\$38.7M	\$26.3M	\$27.6M	\$30.7M	\$39.2M	\$20M
Percent Change from Prior Year	-38%	-2%	133%	54%	27%	98%	33%	4%	53%	78%	94%	47%	39%

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	-	-	-	-	2%	-	-	1%	1%	3%	-	-	-
Farm/Ranch	-	3%	-	-	-	-	2%	1%	-	-	-	1%	2%
Lot/Land	-	-	-	-	-	-	2%	-	-	-	-	-	-
Multifamily/Multiplex	-	-	-	3%	-	-	3%	1%	3%	1%	2%	3%	-
Mobile/Manufactured	-	3%	-	-	-	-	-	-	-	-	-	-	-
Condo/Townhouse	40%	43%	42%	41%	46%	54%	46%	39%	37%	53%	43%	41%	43%
Single Family Residence	60%	51%	58%	56%	52%	46%	47%	57%	59%	43%	55%	55%	55%

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

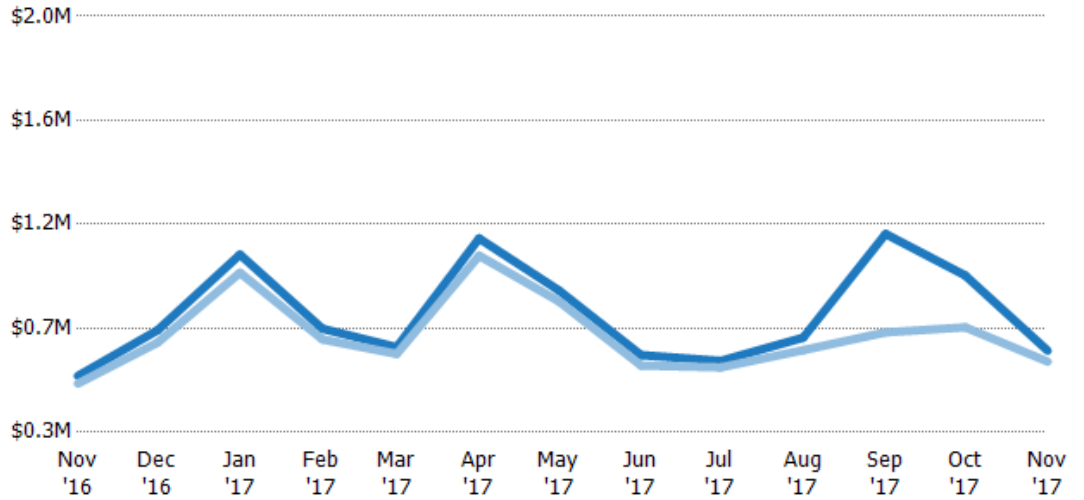


Average Sales Price vs Average Listing Price

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



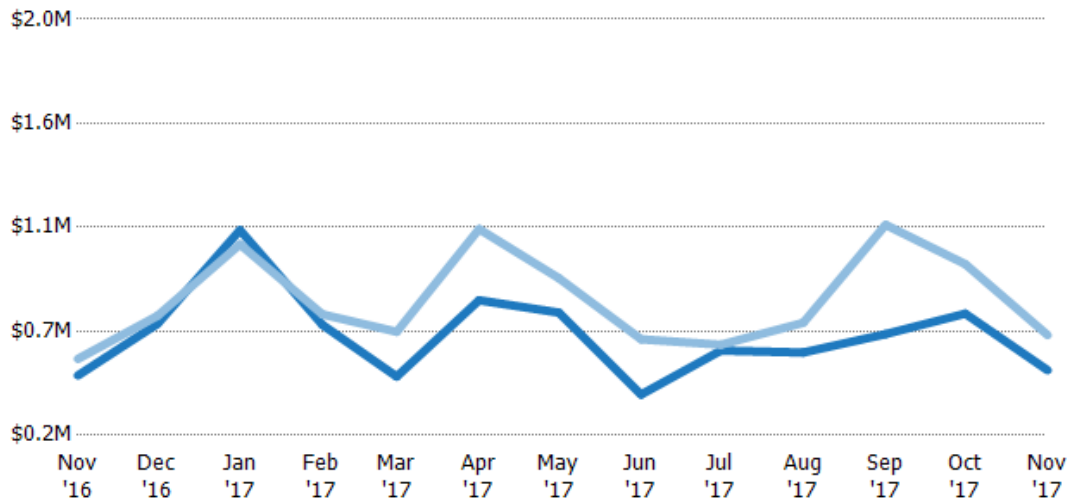
Avg List Price	\$530K	\$717K	\$1.03M	\$723K	\$648K	\$1.09M	\$880K	\$615K	\$592K	\$687K	\$1.11M	\$941K	\$634K
Avg Sales Price	\$499K	\$667K	\$952K	\$680K	\$620K	\$1.02M	\$835K	\$573K	\$565K	\$636K	\$708K	\$729K	\$589K
Avg Sales Price as a % of Avg List Price	94%	93%	93%	94%	96%	94%	95%	93%	95%	93%	64%	77%	93%

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



Avg Est Value	\$459K	\$683K	\$1.09M	\$678K	\$454K	\$784K	\$731K	\$376K	\$567K	\$558K	\$638K	\$726K	\$481K
Avg Sales Price	\$530K	\$717K	\$1.03M	\$723K	\$648K	\$1.09M	\$880K	\$615K	\$592K	\$687K	\$1.11M	\$941K	\$634K
Avg Sales Price as a % of Avg Est Value	116%	105%	94%	107%	143%	139%	120%	164%	104%	123%	174%	130%	132%

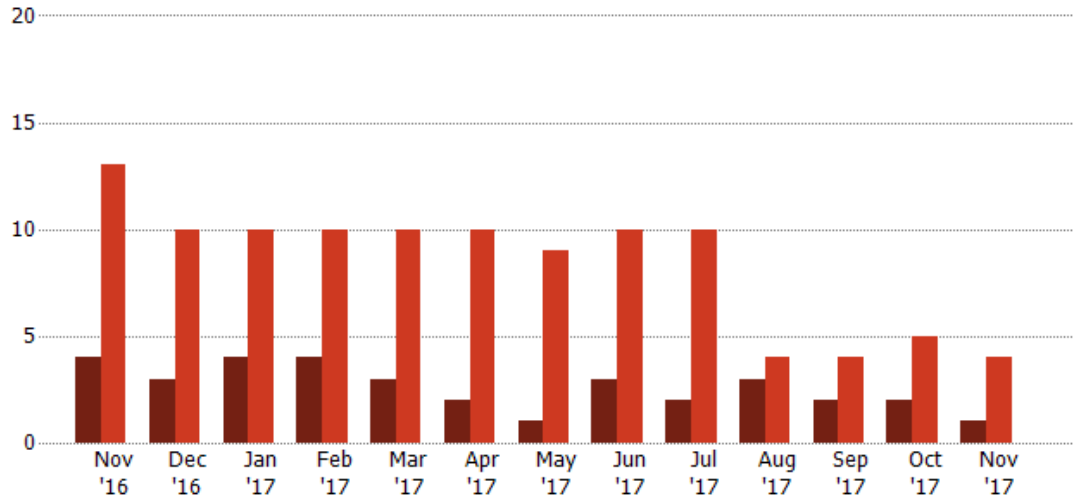
Distressed Listings

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

Month/Year	Count	% Chg.
Nov '17	1	-75%
Nov '16	4	-69.2%
Nov '15	13	-15.4%

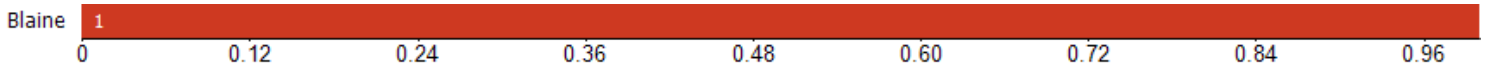


Current Year	4	3	4	4	3	2	1	3	2	3	2	2	1
Prior Year	13	10	10	10	10	10	9	10	10	4	4	5	4
Percent Change from Prior Year	-69%	-70%	-60%	-60%	-70%	-80%	-89%	-70%	-80%	-25%	-50%	-60%	-75%

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: 12/07/2017

Scheduled: Yes

Report Date Range: From 11/2016 To: 11/2017

Information Included

- Include Cover Sheet
- Include Key Metric Summary
- Include Metrics By: County
- Averages
- Medians
- Include Appendix

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 11/2017 data

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