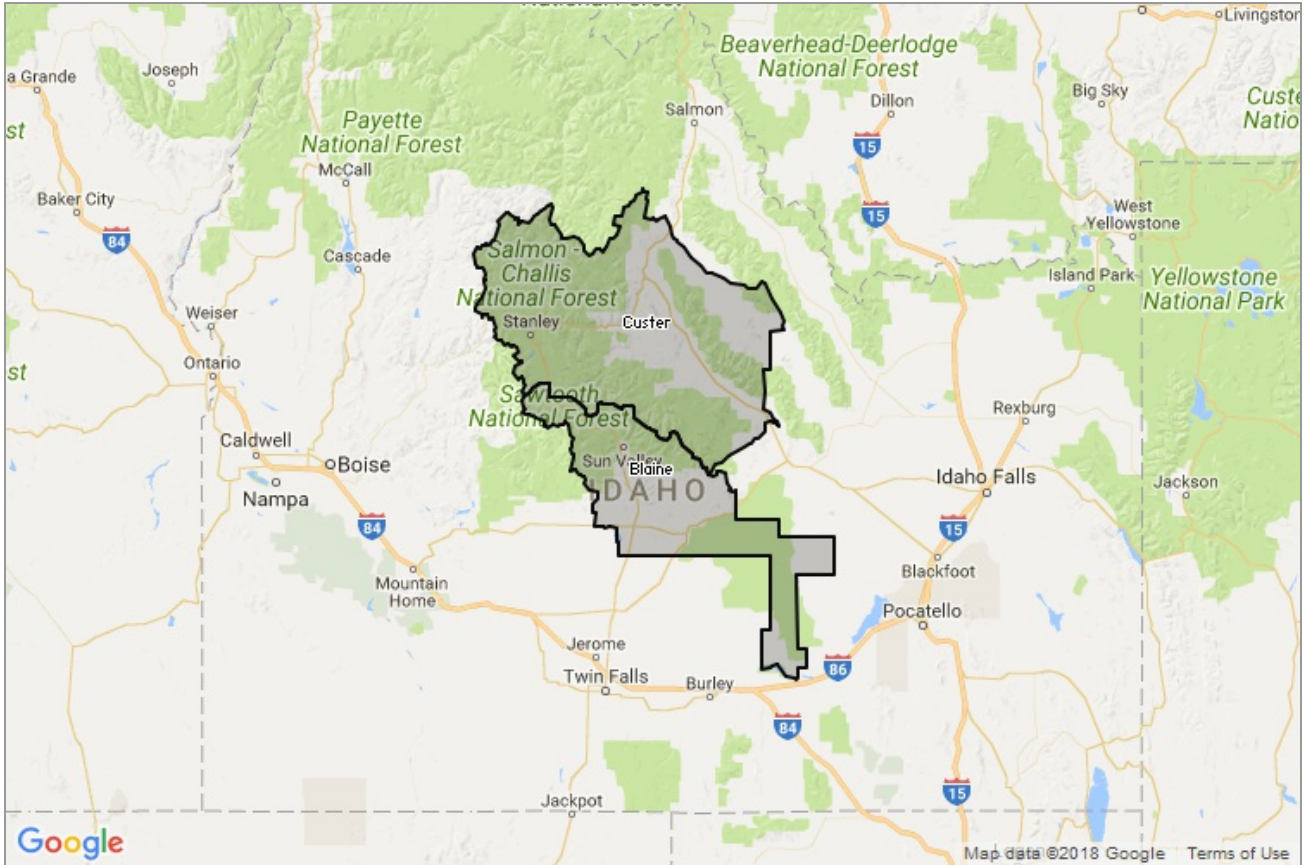




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
12/2016 – 12/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 01/07/2018

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

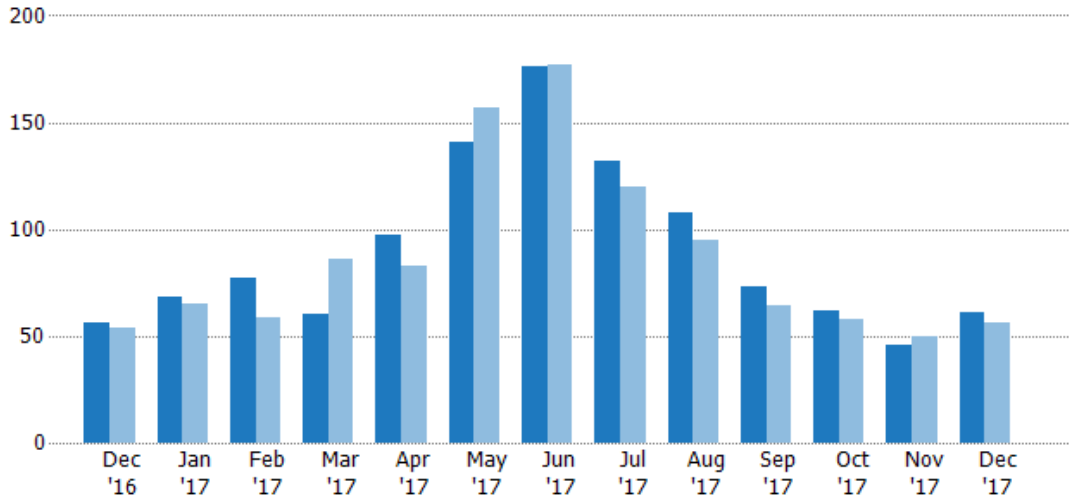
New Listings

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.
Dec '17	61	8.9%
Dec '16	56	3.7%
Dec '15	54	-3.7%



Current Year	56	68	77	60	97	141	176	132	108	73	62	46	61
Prior Year	54	65	59	86	83	157	177	120	95	64	58	50	56
Percent Change from Prior Year	4%	5%	31%	-30%	17%	-10%	-1%	10%	14%	14%	7%	-8%	9%

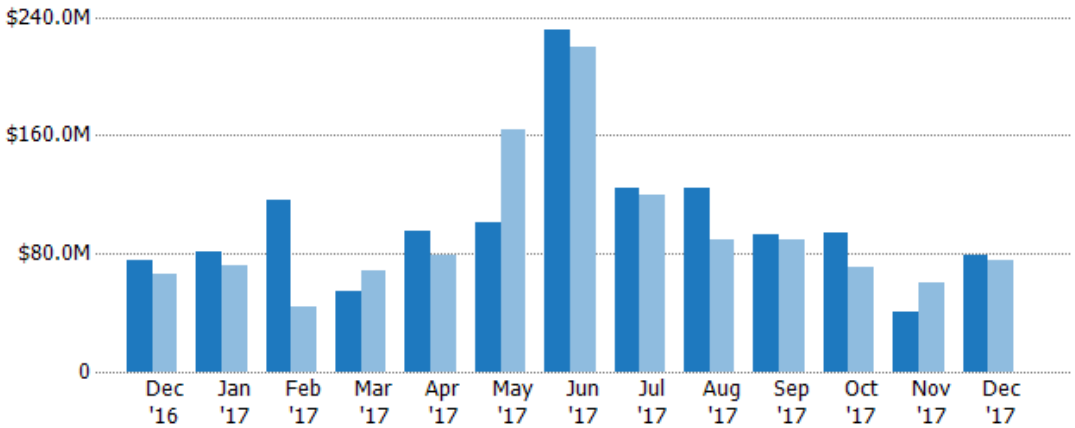
New Listing Volume

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.
Dec '17	\$78.8M	5%
Dec '16	\$75.1M	13.6%
Dec '15	\$66.1M	-25.6%



Current Year	\$75.1M	\$80.9M	\$117M	\$54.3M	\$94.9M	\$101M	\$231M	\$124M	\$124M	\$92.9M	\$94M	\$40.6M	\$78.8M
Prior Year	\$66.1M	\$72.2M	\$44.5M	\$68.6M	\$79.1M	\$163M	\$220M	\$119M	\$89.7M	\$88.9M	\$70.5M	\$60.4M	\$75.1M
Percent Change from Prior Year	14%	12%	162%	-21%	20%	-38%	5%	4%	39%	5%	33%	-33%	5%

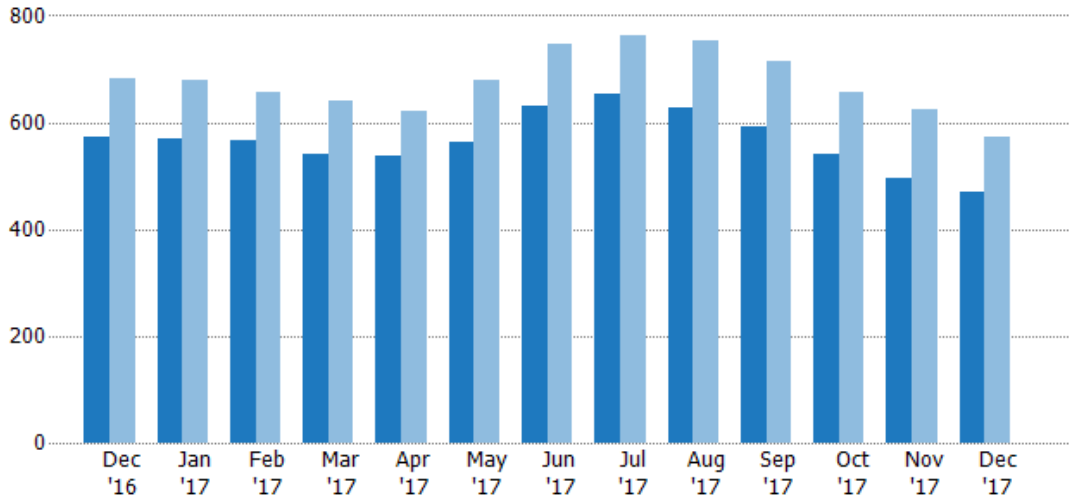
Active Listings

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.
Dec '17	469	-18.2%
Dec '16	573	-16%
Dec '15	682	-1.5%



	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Current Year	573	571	567	542	538	563	632	653	627	592	539	496	469
Prior Year	682	678	658	641	620	678	748	762	752	715	656	623	573
Percent Change from Prior Year	-16%	-16%	-14%	-15%	-13%	-17%	-16%	-14%	-17%	-17%	-18%	-20%	-18%

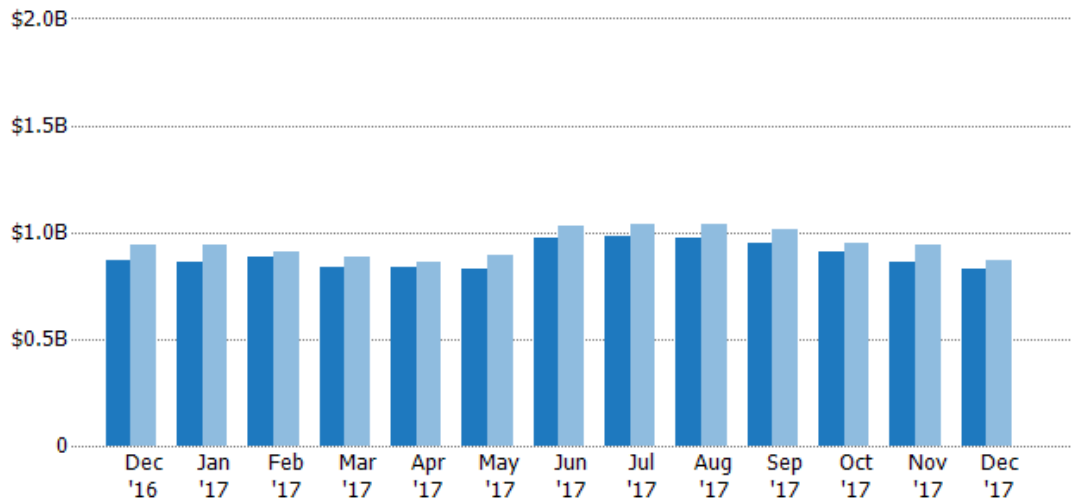
Active Listing Volume

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.
Dec '17	\$826M	-5.3%
Dec '16	\$872M	-7.1%
Dec '15	\$939M	-4.7%



	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Current Year	\$872M	\$860M	\$885M	\$839M	\$836M	\$832M	\$975M	\$980M	\$975M	\$945M	\$907M	\$862M	\$826M
Prior Year	\$939M	\$942M	\$905M	\$884M	\$862M	\$893M	\$1.03B	\$1.04B	\$1.04B	\$1.02B	\$949M	\$938M	\$872M
Percent Change from Prior Year	-7%	-9%	-2%	-5%	-3%	-7%	-5%	-6%	-6%	-7%	-4%	-8%	-5%

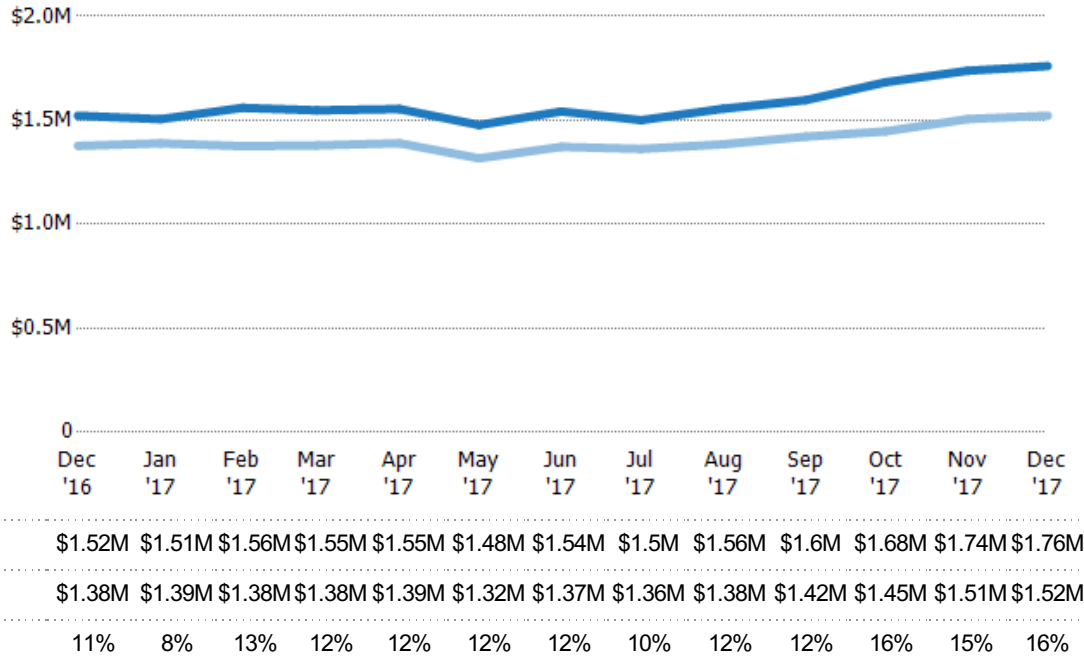
Average Listing Price

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.
Dec '17	\$1.76M	15.7%
Dec '16	\$1.52M	10.5%
Dec '15	\$1.38M	-3.3%



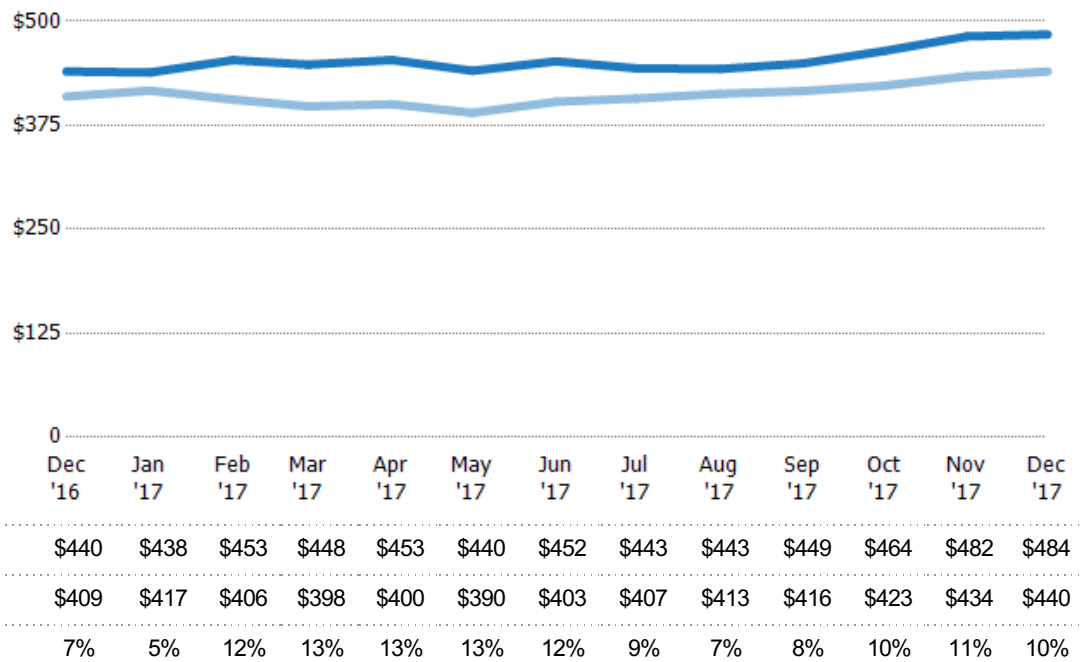
Average Listing Price per Sq Ft

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.
Dec '17	\$484	10.1%
Dec '16	\$440	7.4%
Dec '15	\$409	-3.1%

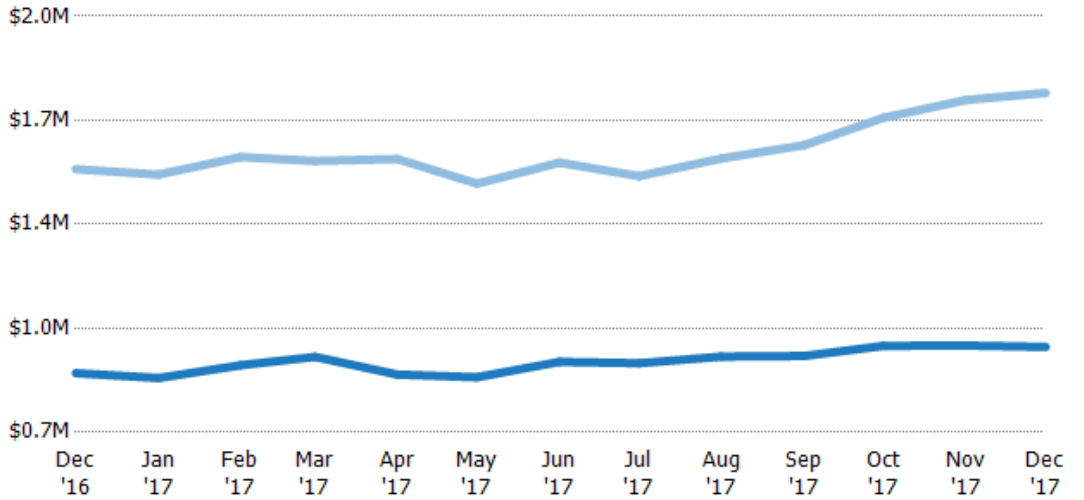


Average Listing Price vs Average Est Value

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



Avg Est Value	\$885K	\$869K	\$910K	\$936K	\$880K	\$872K	\$920K	\$916K	\$936K	\$938K	\$970K	\$971K	\$967K
Avg Listing Price	\$1.52M	\$1.51M	\$1.56M	\$1.55M	\$1.55M	\$1.48M	\$1.54M	\$1.5M	\$1.56M	\$1.6M	\$1.68M	\$1.74M	\$1.76M
Avg Listing Price as a % of Avg Est Value	172%	173%	172%	165%	177%	169%	168%	164%	166%	170%	173%	179%	182%

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



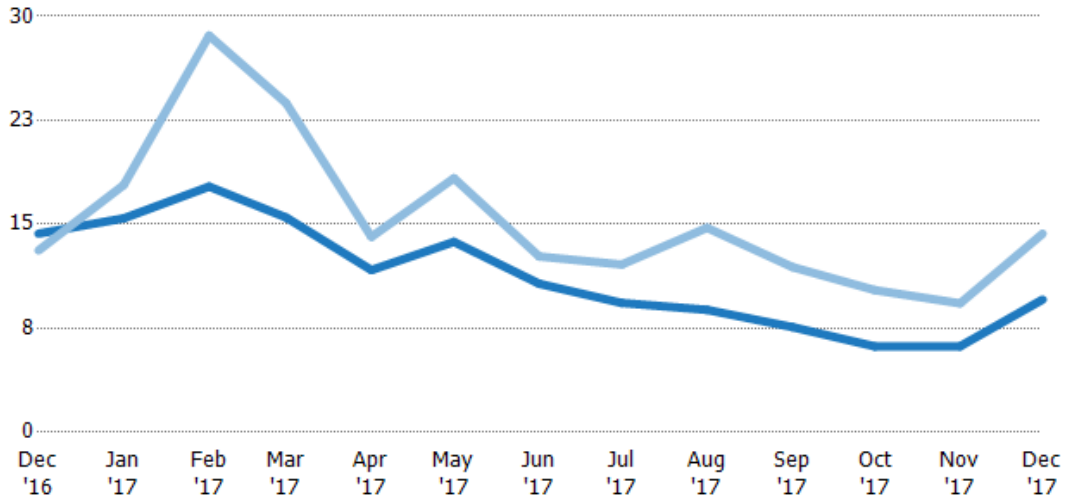
Months of Inventory

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.
Dec '17	9.57	-33.2%
Dec '16	14.3	9.2%
Dec '15	13.1	-11.7%



Current Year	14.3	15.4	17.7	15.5	11.7	13.7	10.7	9.33	8.83	7.59	6.2	6.2	9.57
Prior Year	13.1	17.8	28.6	23.7	14.1	18.3	12.7	12.1	14.7	11.9	10.3	9.3	14.3
Percent Change from Prior Year	9%	-14%	-38%	-35%	-17%	-25%	-16%	-23%	-40%	-36%	-40%	-33%	-33%

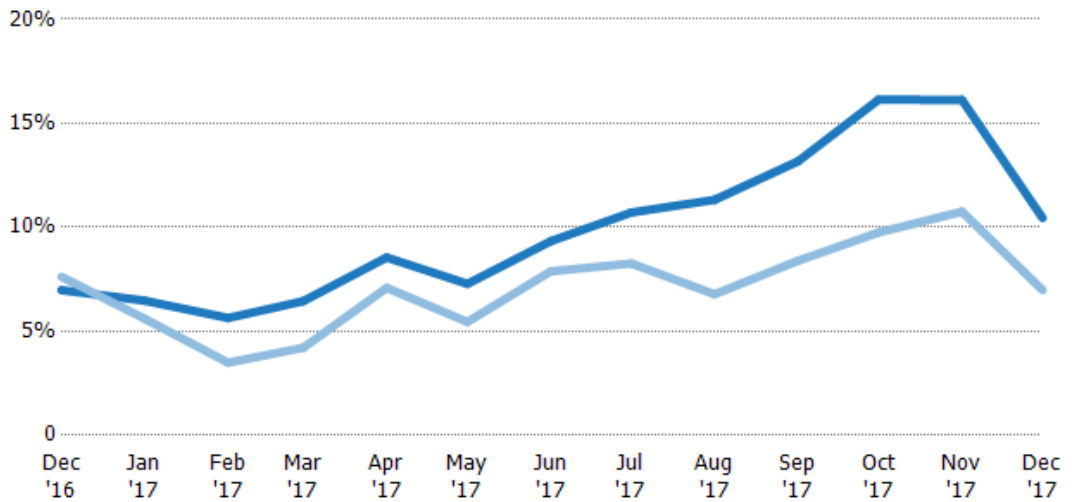
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Blaine County, Idaho, Custer County, Idaho

Month/Year	Rate	Chg.
Dec '17	10%	-3.5%
Dec '16	7%	0.6%
Dec '15	8%	13.3%

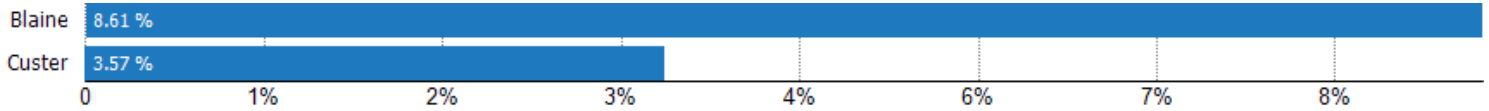


Current Year	7%	6%	6%	6%	9%	7%	9%	11%	11%	13%	16%	16%	10%
Prior Year	8%	6%	3%	4%	7%	5%	8%	8%	7%	8%	10%	11%	7%
Change from Prior Year	1%	-1%	-2%	-2%	-1%	-2%	-1%	-2%	-5%	-5%	-6%	-5%	-3%

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



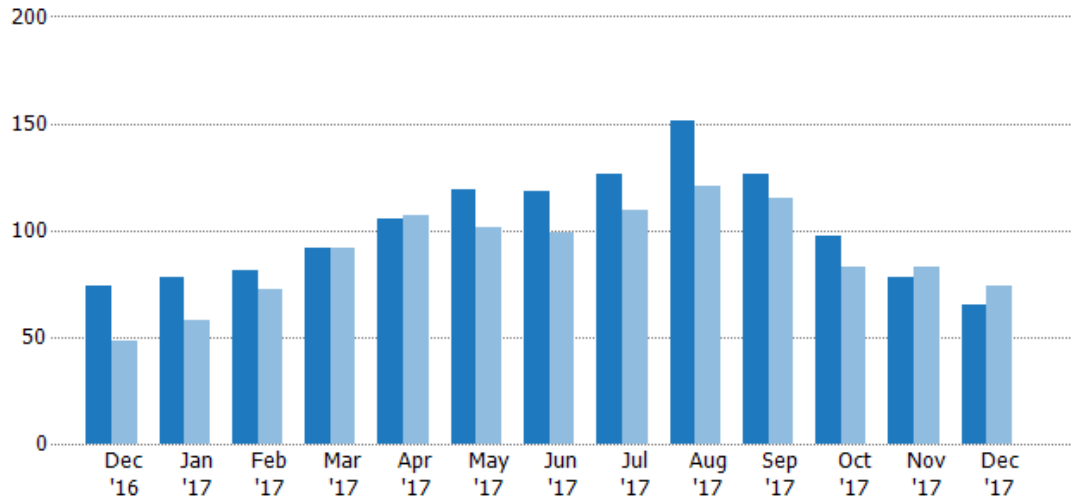
Pending Sales

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.
Dec '17	65	-12.2%
Dec '16	74	54.2%
Dec '15	48	31.3%



Current Year	74	78	81	92	105	119	118	126	151	126	97	78	65
Prior Year	48	58	72	92	107	101	99	109	121	115	83	83	74
Percent Change from Prior Year	54%	34%	13%	0%	-2%	18%	19%	16%	25%	10%	17%	-6%	-12%

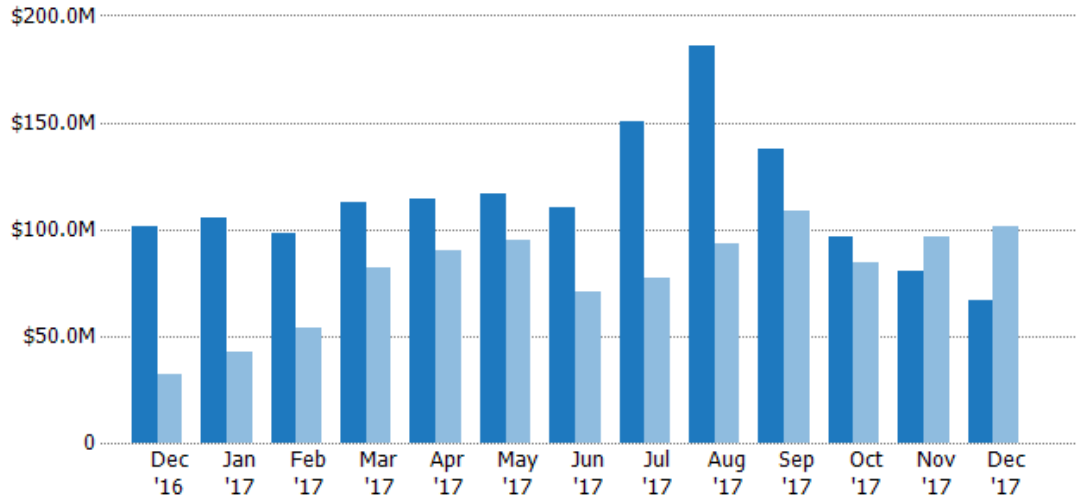
Pending Sales Volume

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.
Dec '17	\$66.3M	-34.5%
Dec '16	\$101M	218.4%
Dec '15	\$31.8M	29.5%



Current Year	\$101M	\$105M	\$98.4M	\$113M	\$114M	\$117M	\$110M	\$150M	\$185M	\$138M	\$96.3M	\$80.2M	\$66.3M
Prior Year	\$31.8M	\$42.6M	\$54M	\$82.2M	\$90M	\$94.8M	\$70.5M	\$76.9M	\$93.1M	\$109M	\$84.1M	\$96.5M	\$101M
Percent Change from Prior Year	218%	146%	82%	37%	27%	23%	57%	96%	99%	27%	15%	-17%	-34%

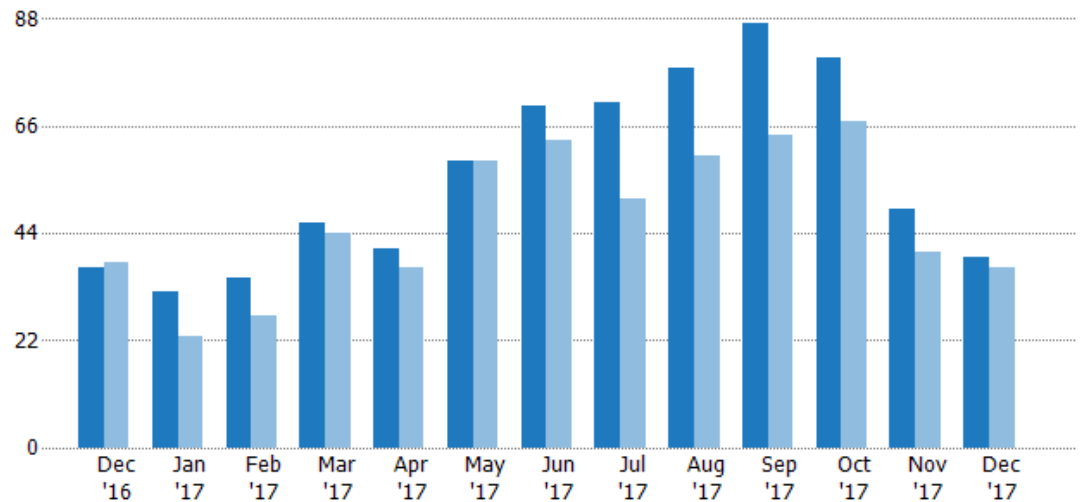
Closed Sales

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.
Dec '17	39	5.4%
Dec '16	37	-2.6%
Dec '15	38	-15.8%



Current Year	37	32	35	46	41	59	70	71	78	87	80	49	39
Prior Year	38	23	27	44	37	59	63	51	60	64	67	40	37
Percent Change from Prior Year	-3%	39%	30%	5%	11%	0%	11%	39%	30%	36%	19%	23%	5%

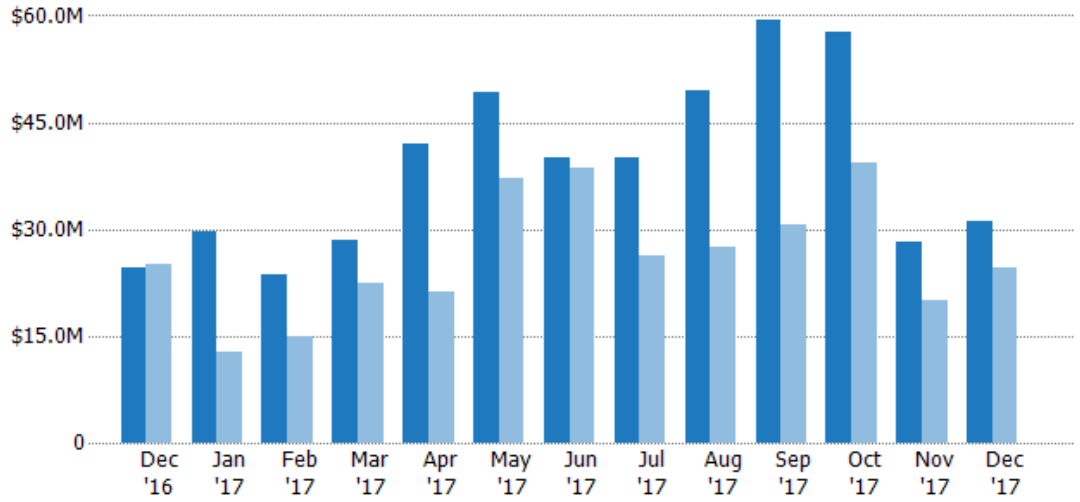
Closed Sales Volume

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.
Dec '17	\$31.1M	26.2%
Dec '16	\$24.7M	-1.8%
Dec '15	\$25.1M	0.1%



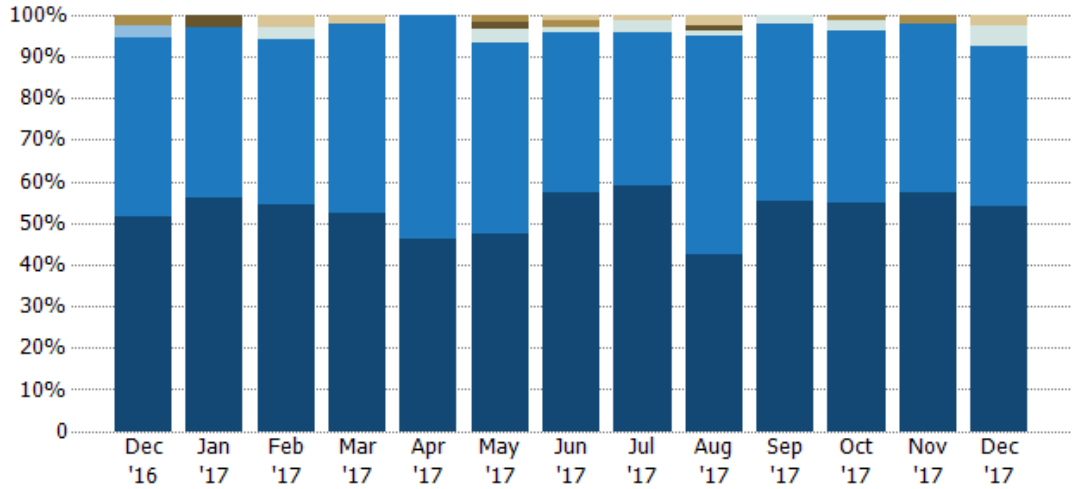
Current Year	\$24.7M	\$29.7M	\$23.6M	\$28.5M	\$41.9M	\$49.2M	\$40.1M	\$40.1M	\$49.5M	\$59.5M	\$57.6M	\$28.2M	\$31.1M
Prior Year	\$25.1M	\$12.7M	\$15M	\$22.4M	\$21.2M	\$37.1M	\$38.7M	\$26.3M	\$27.6M	\$30.7M	\$39.2M	\$20M	\$24.7M
Percent Change from Prior Year	-2%	134%	57%	27%	98%	33%	4%	53%	80%	94%	47%	41%	26%

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	-	-	3%	2%	-	-	1%	1%	3%	-	-	-	3%
Farm/Ranch	3%	-	-	-	-	2%	1%	-	-	-	1%	2%	-
Lot/Land	-	3%	-	-	-	2%	-	-	1%	-	-	-	-
Multifamily/Multiplex	-	-	3%	-	-	3%	1%	3%	1%	2%	3%	-	5%
Mobile/Manufactured	3%	-	-	-	-	-	-	-	-	-	-	-	-
Condo/Townhouse	43%	41%	40%	46%	54%	46%	39%	37%	53%	43%	41%	41%	38%
Single Family Residence	51%	56%	54%	52%	46%	47%	57%	59%	42%	55%	55%	57%	54%

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

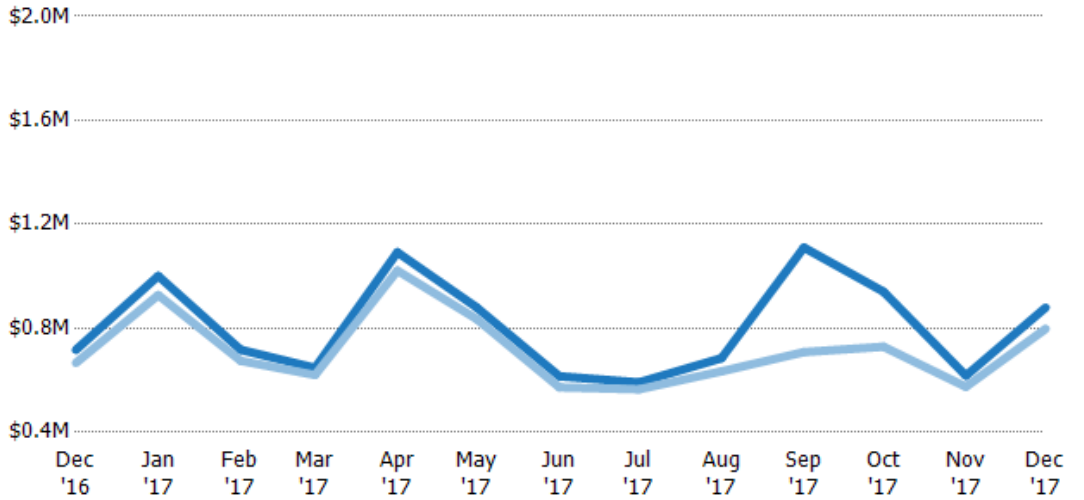


Average Sales Price vs Average Listing Price

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



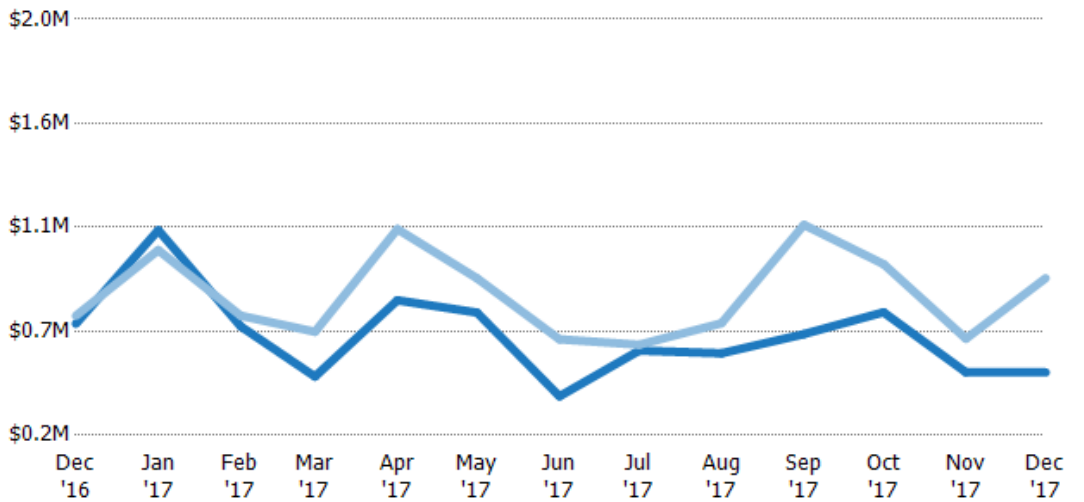
Avg List Price	\$717K	\$1M	\$717K	\$648K	\$1.09M	\$879K	\$615K	\$592K	\$685K	\$1.11M	\$941K	\$618K	\$880K
Avg Sales Price	\$667K	\$927K	\$675K	\$620K	\$1.02M	\$835K	\$573K	\$565K	\$634K	\$708K	\$729K	\$575K	\$798K
Avg Sales Price as a % of Avg List Price	93%	93%	94%	96%	94%	95%	93%	95%	93%	64%	77%	93%	91%

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



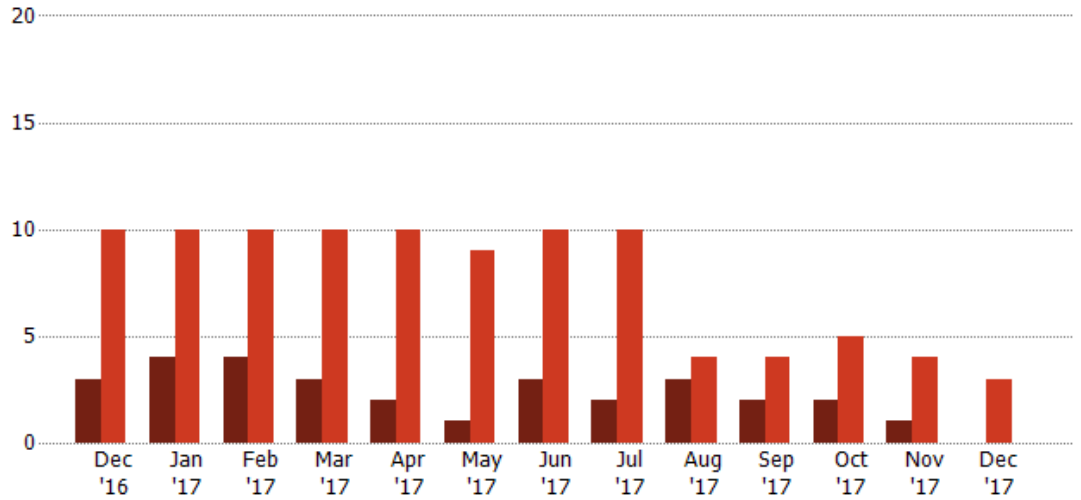
Avg Est Value	\$683K	\$1.09M	\$672K	\$454K	\$784K	\$731K	\$369K	\$567K	\$555K	\$638K	\$732K	\$473K	\$472K
Avg Sales Price	\$717K	\$1M	\$717K	\$648K	\$1.09M	\$879K	\$615K	\$592K	\$685K	\$1.11M	\$941K	\$618K	\$880K
Avg Sales Price as a % of Avg Est Value	105%	92%	107%	143%	139%	120%	167%	104%	123%	174%	128%	131%	186%

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	3	4	4	3	2	1	3	2	3	2	2	1	-
Prior Year	10	10	10	10	10	9	10	10	4	4	5	4	3
Percent Change from Prior Year	-70%	-60%	-60%	-70%	-80%	-89%	-70%	-80%	-25%	-50%	-60%	-75%	-100%

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: 01/07/2018

Scheduled: Yes

Report Date Range: From 12/2016 To: 12/2017

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 12/2017 data

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