

July 2017 Market Statistics for Ada and Canyon Counties

Report provided by Boise Regional REALTORS®

Data from the Intermountain MLS as of August 11, 2017

Monthly Analysis

At Boise Regional REALTORS® (BRR), we feel like we've been talking about low inventory for months... and for good reason.

A few weeks ago, Zillow's Chief Economist Svenja Gudell posted on Twitter: "Inventory down YoY for 25 consecutive months now. We're just past 2-years into the #inventorycrisis." While we never like when the term "crisis" is used to describe the housing market, the sentiment reflects the pressure that many home buyers are feeling caused by the low inventory levels, especially for existing homes.

Gudell's comments were based on nationwide trends, so what does this look like in the Boise Region?

Based on monthly data, inventory of existing homes in both Ada and Canyon counties has been down year-over-year for 34 consecutive months, starting October 2014. Let's break this down by inventory (supply) and pending sales (demand)...

Inventory of existing homes in Ada County was at 1,702 in October 2014 and 1,238 in July 2017, a decrease of 27.3%. In comparison, there were 628 pending sales in October 2014 versus 1,078 in July 2017, an increase of 71.7%. Pending sales are homes under contract that should close within 30-90 days.

Looking at months supply of existing inventory — which takes the number of homes for sale divided by the average number of sales by month — there were 3.2 months in October 2014 in Ada County to 1.4 months in July 2017, a drop of 56.3%. (A balanced market—not favoring buyers or sellers—is typically between 4-6 months supply of inventory.)

In Canyon County, inventory of existing homes was at 886 in October 2014 and 600 in July 2017, a decrease of 32.3%. In comparison, there were 307 pending sales in October 2014 versus 537 in July 2017, an increase of 76.6%. That put months supply of inventory at 3.3 months in October 2014 compared to 1.5 months in June 2017, a drop of 54.5%.

How has the decrease in supply and increase in demand influenced home prices in the Boise Region? The median sales price of existing homes in Ada County increased 34.2% between October 2014 and July 2017, and increased 42.2% in Canyon County during that same period, illustrating BRR's familiar refrain of how home prices are being driven by demand compared to supply.

The information in this report is based primarily on the public statistics provided by the Intermountain MLS (IMLS), a subsidiary of Boise Regional REALTORS® (BRR), based upon information secured by the agent from the owner or their representative. The accuracy of this information, while deemed reliable, has not been verified and is not guaranteed. These statistics are not intended to represent the total number of properties sold in the counties or cities during the specified time period. The IMLS and BRR provide these statistics for purposes of general market analysis but make no representations as to past or future performance. || For questions about this report, please contact Breanna Vanstrom, Chief Executive Officer of Boise Regional REALTORS®. If you are a consumer, please contact a REALTOR® to get the most current and accurate information specific to your situation. You can find a REALTOR® at intermountainmls.com/Agents/Searchagents.aspx.



Ada County — Single-Family Homes

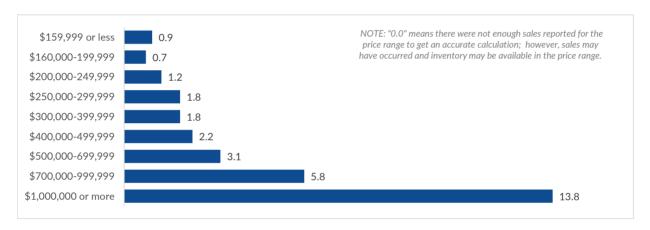
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Key Metrics	Jul 2016	Jul 2017	% Chg	YTD 2016	YTD 2017	% Chg
Closed Sales	1,070	1,055	-1.4%	6,017	5,998	-0.3%
Median Sales Price	\$243,250	\$271,000	11.4%	\$240,000	\$260,000	8.3%
Days on Market	33	30	-9.1%	44	39	-11.4%
Pending Sales	1,639	1,828	11.5%			
Inventory	2,196	1,966	-10.5%			
Months Supply of Inventory	2.0	1.7	-15.0%			

Months Supply of Inventory by Price Range



Explanation of Metrics and Notes on Data Sources and Methodology

Closed Sales — A count of the actual sales that have closed; Median Sales Price — The price at which half the homes sold for more, and half sold for less; Days on Market — Average, cumulative number of days between when a property is listed and when it goes pending; Pending Sales — A count of the homes that were under contract, and should close within 30-90 days; Inventory — A count of the homes for sale on the 11th day of a given month following the one reported; Months Supply of Inventory — Takes the number of homes for sale divided by the average number of closed sales by month for the preceding twelve months. A balanced market—not favoring buyers or sellers—is typically between 4-6 months of supply.

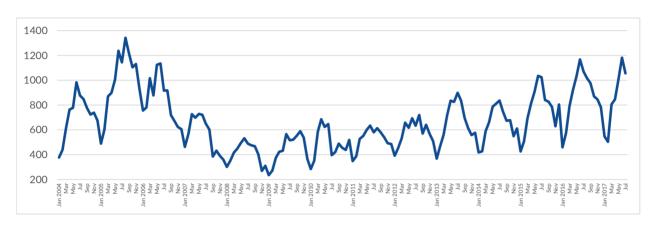


Ada County — Single-Family Homes July 2017 Market Statistics

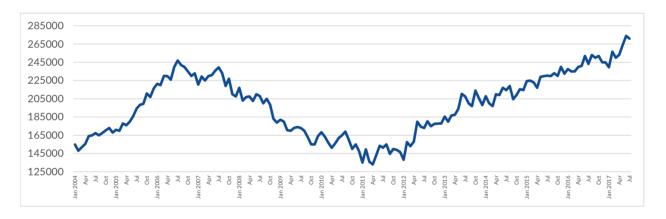
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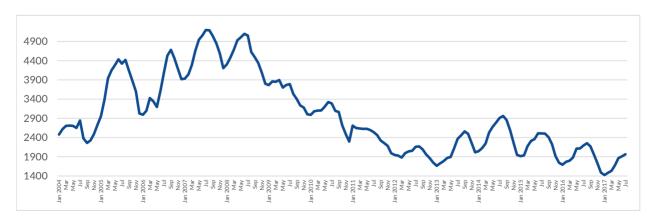
Closed Sales High: 1,359 in Aug 2005 | Low: 237 in Jan 2009 | Current Month: 1,055



Median Sales Price High: \$273,950 in June 2017 | Low: \$134,900 in Jan 2011 | Current Month: \$271,000



Inventory of Homes for Sale High: 5,198 in Jul 2007 | Low: 1,425 in Jan 2017 | Current Month: 1,966





Ada County — Existing/Resale

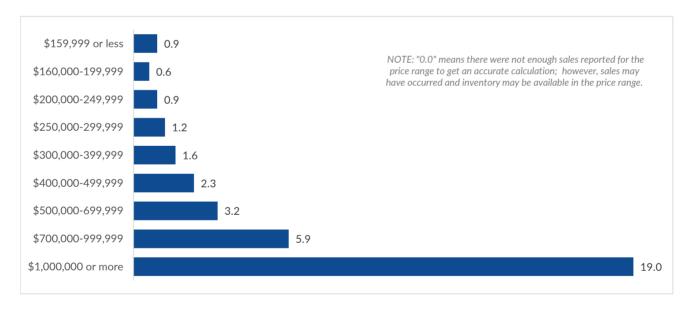
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Key Metrics	Jul 2016	Jul 2017	% Chg	YTD 2016	YTD 2017	% Chg
Closed Sales	870	836	-3.9%	4,748	4,581	-3.5%
Median Sales Price	\$229,900	\$255,000	10.9%	\$225,400	\$241,000	6.9%
Days on Market	27	20	-25.9%	34	28	-17.6%
Pending Sales	1,066	1,078	1.1%			
Inventory	1,462	1,238	-15.3%			
Months Supply of Inventory	1.6	1.4	-12.5%			

Months Supply of Existing/Resale Inventory by Price Range



Explanation of Metrics

Closed Sales — A count of the actual sales that have closed; Median Sales Price — The price at which half the homes sold for more, and half sold for less; Days on Market — Average, cumulative number of days between when a property is listed and when it goes pending; Pending Sales — A count of the homes that were under contract, and should close within 30-90 days; Inventory — A count of the homes for sale on the 11th day of a given month following the one reported; Months Supply of Inventory — Takes the number of homes for sale divided by the average number of closed sales by month for the preceding twelve months. A balanced market—not favoring buyers or sellers—is typically between 4-6 months of supply. || Copyright © 2017 Boise Regional REALTORS®

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Ada County — Existing/Resale

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A	Closed Sales			Median Sales Price			
Activity by MLS Area	Jul 2016	Jul 2017	% Chg	Jul 2016	Jul 2017	% Chg	
Boise N (0100)	41	56	36.6%	\$301,000	\$413,000	37.2%	
Boise NE (0200)	19	19	0.0%	\$380,000	\$405,000	6.6%	
Boise SE (0300)	74	69	-6.8%	\$241,200	\$274,900	14.0%	
Boise Bench (0400)	65	50	-23.1%	\$182,000	\$196,000	7.7%	
Boise S (0500)	34	32	-5.9%	\$245,000	\$240,950	-1.7%	
Boise SW-Meridian (0550)	84	68	-19.0%	\$217,750	\$237,250	9.0%	
Boise W (0600)	44	60	36.4%	\$189,950	\$204,745	7.8%	
Boise W-Garden City (0650)	74	80	8.1%	\$202,650	\$222,000	9.5%	
Garden City (0700)	5	3	-40.0%	\$180,000	\$175,000	-2.8%	
Boise NW (0800)	45	41	-8.9%	\$267,500	\$254,000	-5.0%	
Eagle (0900)	69	57	-17.4%	\$405,000	\$419,000	3.5%	
Star (0950)	27	34	25.9%	\$262,000	\$271,400	3.6%	
Meridian SE (1000)	32	38	18.8%	\$247,500	\$277,650	12.2%	
Meridian SW (1010)	15	6	-60.0%	\$250,000	\$357,500	43.0%	
Meridian NE (1020)	65	61	-6.2%	\$242,000	\$257,000	6.2%	
Meridian NW (1030)	108	100	-7.4%	\$229,250	\$274,900	19.9%	
Kuna (1100)	55	66	20.0%	\$173,900	\$202,950	16.7%	

Notes on Data Sources and Methodology



Ada County — New Construction

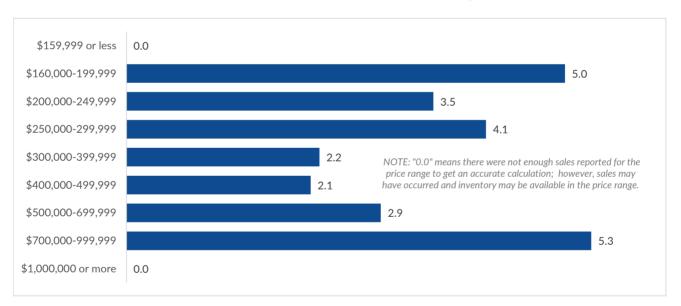
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Key Metrics	Jul 2016	Jul 2017	% Chg	YTD 2016	YTD 2017	% Chg
Closed Sales	200	219	9.5%	1,269	1,417	11.7%
Median Sales Price	\$317,255	\$337,740	6.5%	\$309,252	\$329,645	6.6%
Days on Market	56	67	19.6%	82	76	-7.3%
Pending Sales	573	750	30.9%			
Inventory	734	728	-0.8%			
Months Supply of Inventory	3.4	2.9	-14.7%			

Months Supply of New Construction Inventory by Price Range



Explanation of Metrics

Closed Sales — A count of the actual sales that have closed; Median Sales Price — The price at which half the homes sold for more, and half sold for less; Days on Market — Average, cumulative number of days between when a property is listed and when it goes pending; Pending Sales — A count of the homes that were under contract, and should close within 30-90 days; Inventory — A count of the homes for sale on the 11th day of a given month following the one reported; Months Supply of Inventory — Takes the number of homes for sale divided by the average number of closed sales by month for the preceding twelve months. A balanced market—not favoring buyers or sellers—is typically between 4-6 months of supply. || Copyright © 2017 Boise Regional REALTORS®

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Ada County — New Construction July 2017 Market Statistics

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A attacked by NALC Annua	Closed Sales			Median Sales Price			
Activity by MLS Area	Jul 2016	Jul 2017	% Chg	Jul 2016	Jul 2017	% Chg	
Boise N (0100)	4			\$717,294			
Boise NE (0200)	10	15	50.0%	\$439,350	\$510,000	16.1%	
Boise SE (0300)	5	6	20.0%	\$224,851	\$385,496	71.4%	
Boise Bench (0400)							
Boise S (0500)	3	1	-66.7%	\$241,583	\$217,000	-10.2%	
Boise SW-Meridian (0550)	20	24	20.0%	\$257,037	\$277,462	7.9%	
Boise W (0600)	5	2	-60.0%	\$230,000	\$259,450	12.8%	
Boise W-Garden City (0650)	2	4	100.0%	\$302,650	\$329,062	8.7%	
Garden City (0700)		1			\$195,000		
Boise NW (0800)	12	16	33.3%	\$318,667	\$396,900	24.6%	
Eagle (0900)	41	29	-29.3%	\$469,900	\$500,000	6.4%	
Star (0950)	17	22	29.4%	\$300,000	\$332,275	10.8%	
Meridian SE (1000)	19	15	-21.1%	\$319,900	\$398,578	24.6%	
Meridian SW (1010)	6	7	16.7%	\$345,498	\$392,114	13.5%	
Meridian NE (1020)	13	17	30.8%	\$292,500	\$306,056	4.6%	
Meridian NW (1030)	27	38	40.7%	\$285,437	\$298,178	4.5%	
Kuna (1100)	13	22	69.2%	\$216,348	\$258,491	19.5%	

Notes on Data Sources and Methodology



Canyon County — Single-Family Homes

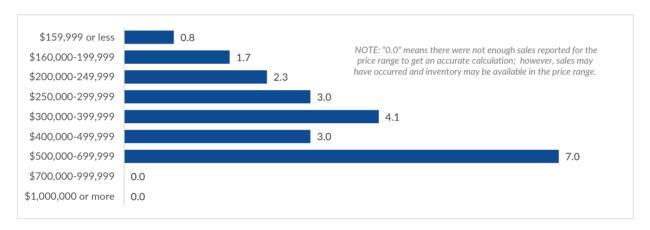
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Key Metrics	Jul 2016	Jul 2017	% Chg	YTD 2016	YTD 2017	% Chg
Closed Sales	391	426	9.0%	2,406	2,519	4.7%
Median Sales Price	\$169,500	\$185,750	9.6%	\$159,900	\$178,000	11.3%
Days on Market	36	33	-8.3%	45	41	-8.9%
Pending Sales	692	784	13.3%			
Inventory	970	918	-5.4%			
Months Supply of Inventory	2.3	2.0	-13.0%			

Months Supply of Inventory by Price Range



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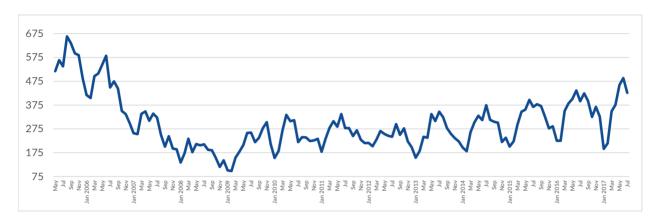
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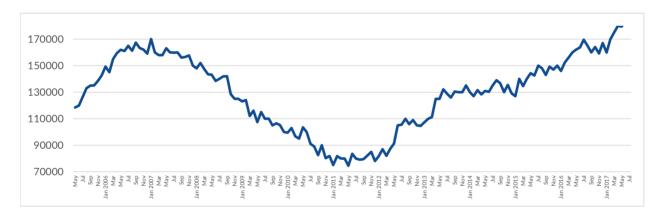
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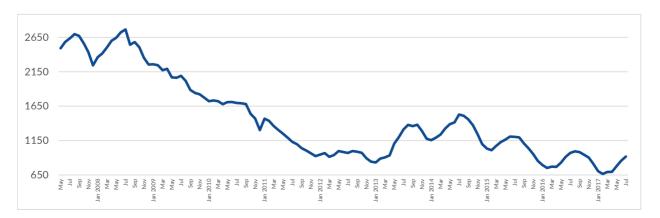
Closed Sales High: 663 in Aug 2005 | Low: 98 in Feb 2009 | Current Month: 426



Median Sales Price High: \$185,750 in July 2017 | Low: \$74,500 in May 2011 | Current Month: \$185,750



Inventory of Homes for Sale High: 2,765 in Jul 2008 | Low: 665 in Feb 2017 | Current Month: 918





Canyon County — Existing/Resale

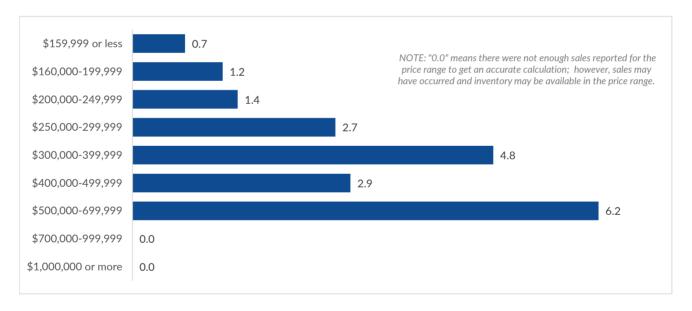
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Key Metrics	Jul 2016	Jul 2017	% Chg	YTD 2016	YTD 2017	% Chg
Closed Sales	329	351	6.7%	2,060	2,036	-1.2%
Median Sales Price	\$160,000	\$174,900	9.3%	\$152,900	\$169,500	10.9%
Days on Market	32	27	-15.6%	40	32	-20.0%
Pending Sales	536	537	0.2%			
Inventory	690	600	-13.0%			
Months Supply of Inventory	1.9	1.5	-21.1%			

Months Supply of Existing/Resale Inventory by Price Range



Explanation of Metrics

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A		Closed Sales			Median Sales Price		
Activity by MLS Area	Jul 2016	Jul 2017	% Chg	Jul 2016	Jul 2017	% Chg	
Nampa NE (1250)	40	64	60.0%	\$158,500	\$176,400	11.3%	
Nampa S (1260)	105	100	-4.8%	\$169,900	\$178,000	4.8%	
Melba (1265)	2	2	0.0%	\$279,500	\$342,950	22.7%	
Nampa NW (1270)	42	44	4.8%	\$151,850	\$161,975	6.7%	
Caldwell NW (1275)	25	23	-8.0%	\$149,900	\$160,000	6.7%	
Caldwell SW (1280)	51	62	21.6%	\$146,500	\$170,174	16.2%	
Middleton (1285)	32	31	-3.1%	\$224,500	\$201,000	-10.5%	
Parma (1292)	8	6	-25.0%	\$186,050	\$181,900	-2.2%	
Wilder (1293)	5	5	0.0%	\$205,000	\$234,900	14.6%	
Greenleaf (1294)	1	1	0.0%	\$106,000	\$155,700	46.9%	

Notes on Data Sources and Methodology



Canyon County — New Construction

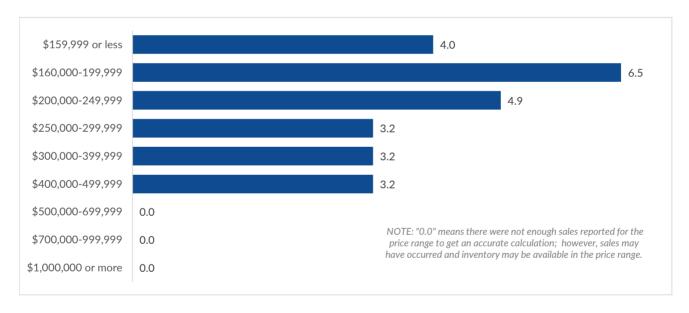
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Key Metrics	Jul 2016	Jul 2017	% Chg	YTD 2016	YTD 2017	% Chg
Closed Sales	62	75	21.0%	346	483	39.6%
Median Sales Price	\$222,599	\$254,130	14.2%	\$214,995	\$233,000	8.4%
Days on Market	56	59	5.4%	73	79	8.2%
Pending Sales	156	247	58.3%			
Inventory	280	318	13.6%			
Months Supply of Inventory	5.0	4.3	-14.0%			

Months Supply of New Construction Inventory by Price Range



Explanation of Metrics

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A .: .: 1 N416 A	Closed Sales			Median Sales Price		
Activity by MLS Area	Jul 2016	Jul 2017	% Chg	Jul 2016	Jul 2017	% Chg
Nampa NE (1250)	4	7	75.0%	\$269,500	\$289,650	7.5%
Nampa S (1260)	21	25	19.0%	\$267,319	\$249,990	-6.5%
Melba (1265)						
Nampa NW (1270)	3	10	233.3%	\$196,100	\$226,400	15.5%
Caldwell NW (1275)	10	6	-40.0%	\$157,375	\$198,995	26.4%
Caldwell SW (1280)	14	8	-42.9%	\$200,094	\$248,666	24.3%
Middleton (1285)	8	18	125.0%	\$256,000	\$282,368	10.3%
Parma (1292)						
Wilder (1293)	2	1	-50.0%	\$210,000	\$299,900	42.8%
Greenleaf (1294)						

Notes on Data Sources and Methodology