

2019 Mid-Year Residential Real Estate Update

July 19, 2019

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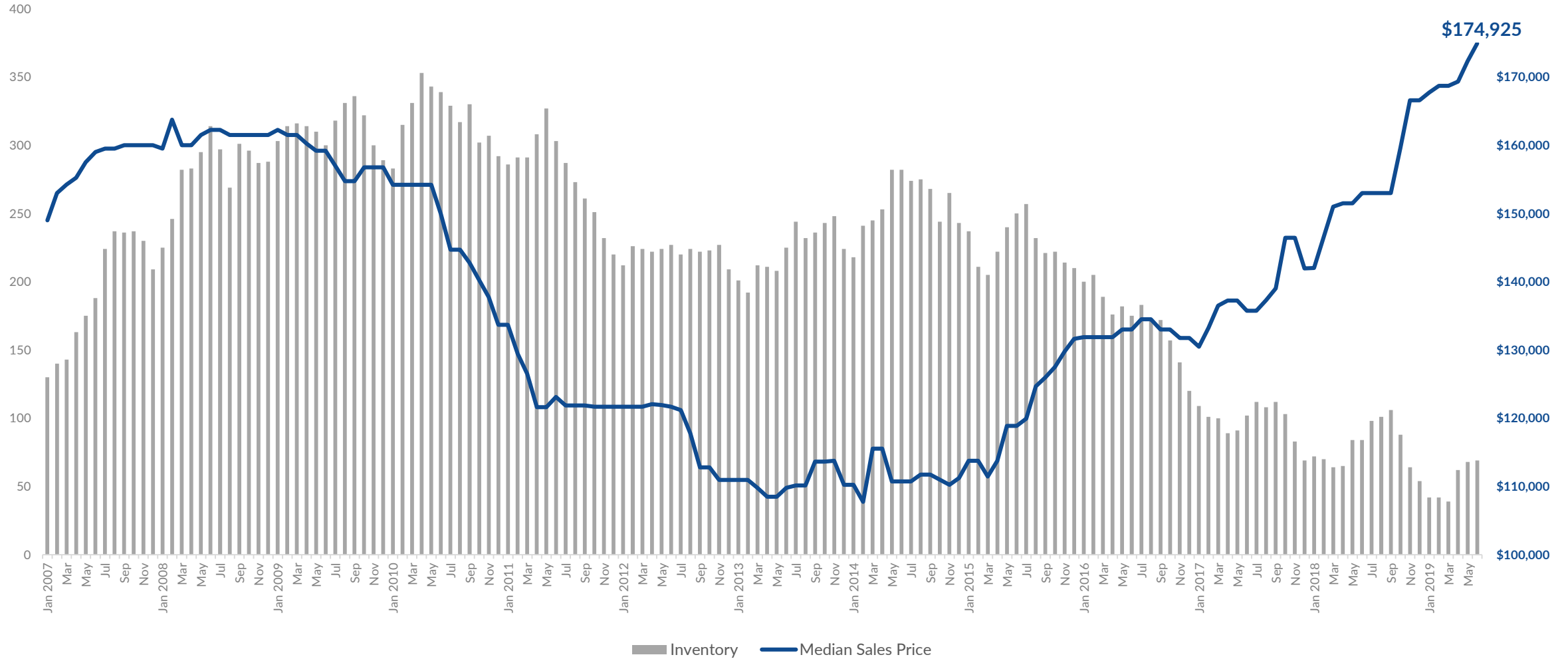


Elmore County home prices are being driven by...

Persistent and historically low inventory of *existing* homes compared to demand, which has been exaggerated by a lack of *new* construction.

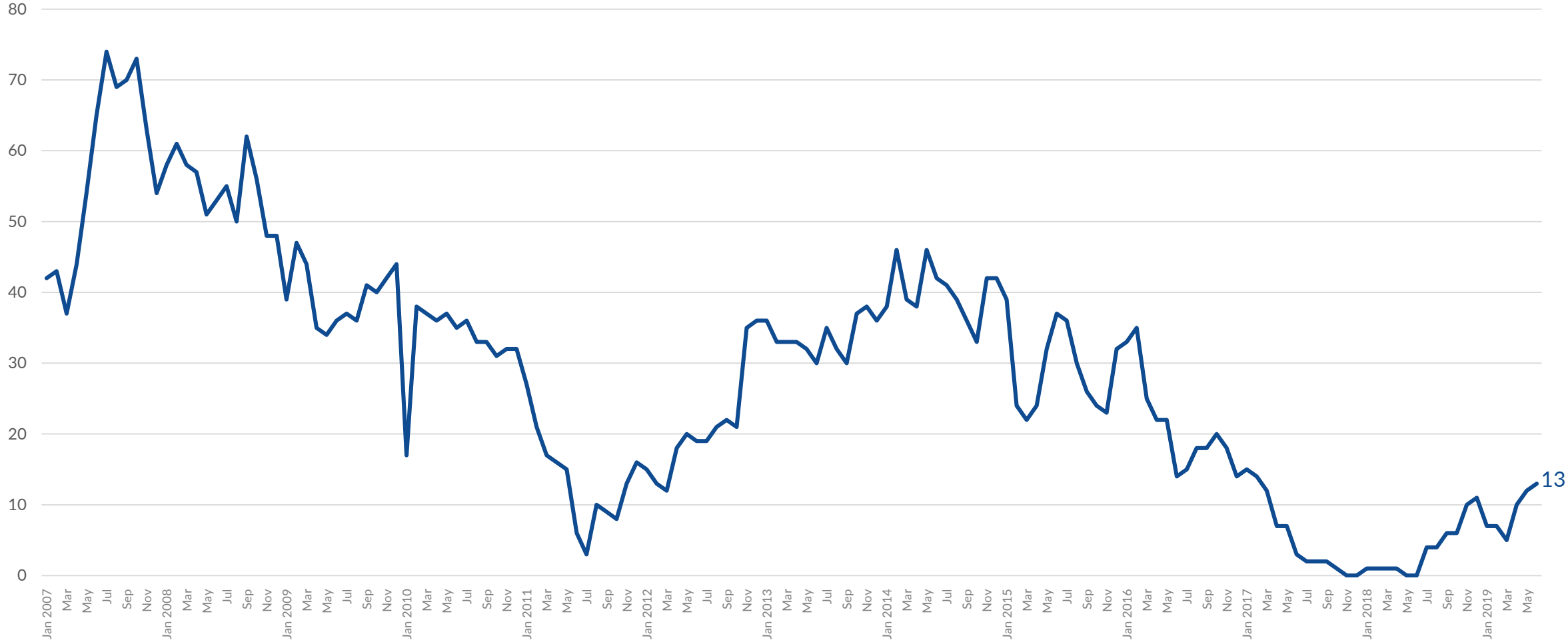
Historical Monthly Median Sales Price vs. Inventory in Elmore County

Activity for existing and new single-family homes combined between Jan 2007–Jun 2019. The median sales price and inventory rose and fell together between Jan 2007 and Aug 2015. Since then, inventory has not kept up with demand, contributing to prices being pushed upwards. Prices between 2011-2013 were depressed as more than 40% of all sales were considered “distressed” (foreclosure, short sale, REO/bank-owned, or HUD-owned).

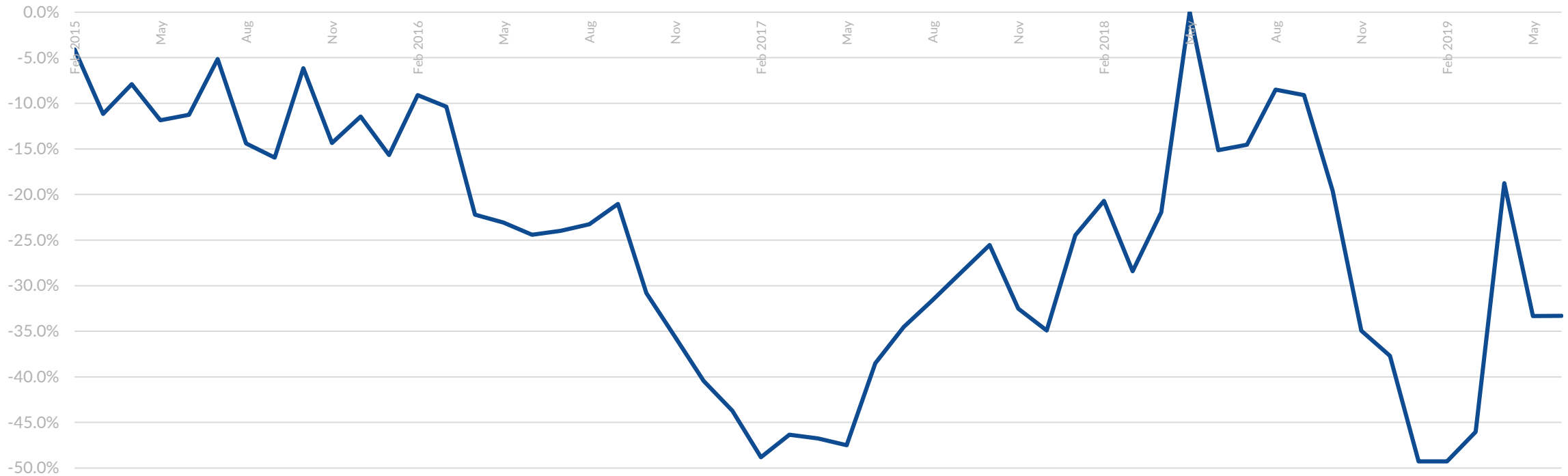


New Construction Historical Monthly Inventory in Elmore County

Activity for new single-family homes combined between Jan 2007–Jun 2019. Available new construction inventory hit a historic low (zero listings) in November and December 2017, and again in May and June 2018. There were 13 new construction listings available at the end of June 2019.

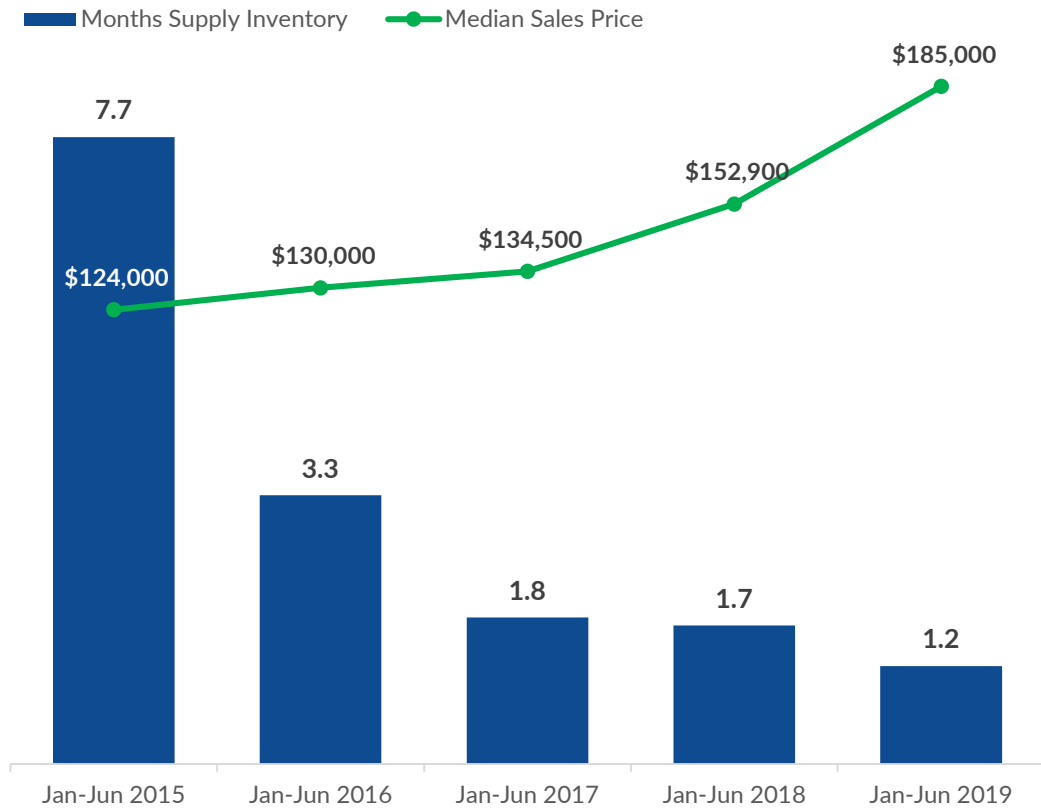


June 2019 marked *53 consecutive months* of year-over-year declines in the number of *existing* homes for sale in Elmore County.



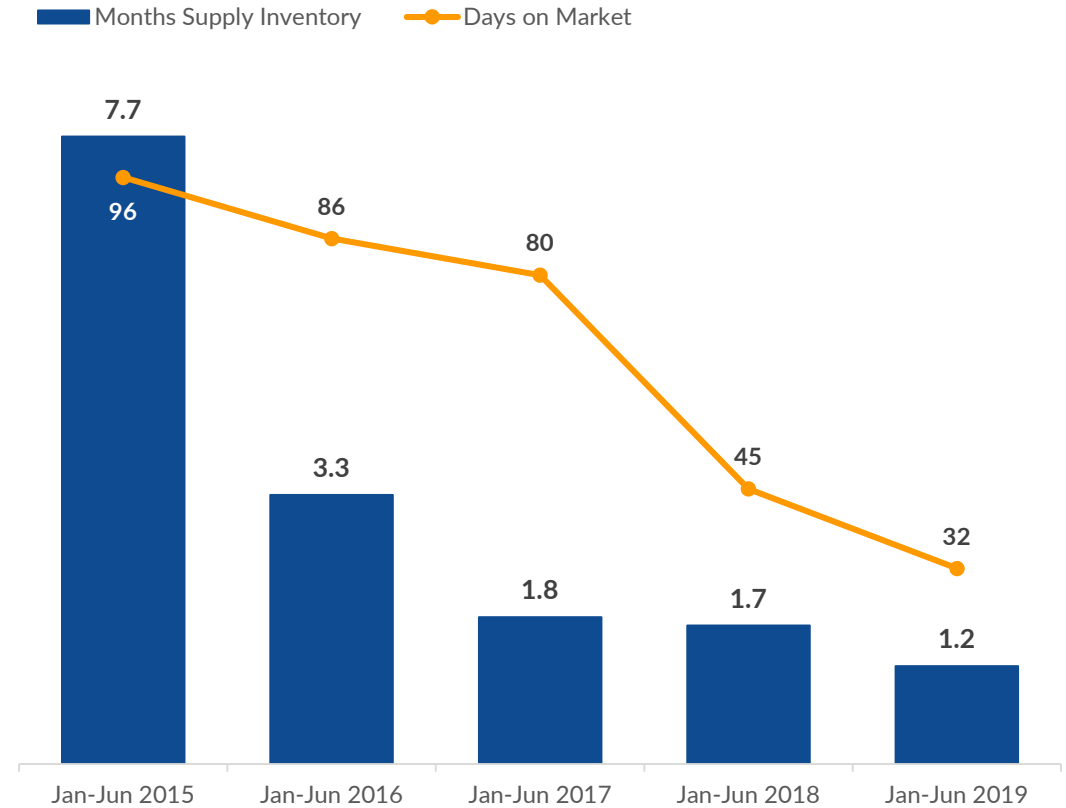
Existing Months Supply of Inventory vs. Median Sales Price in Elmore County, 2015-2019 YTD through June

Activity for existing single-family homes only. As Months Supply of Inventory has decreased year-after-year, indicating increasing demand vs. supply, the median sales price has increased.



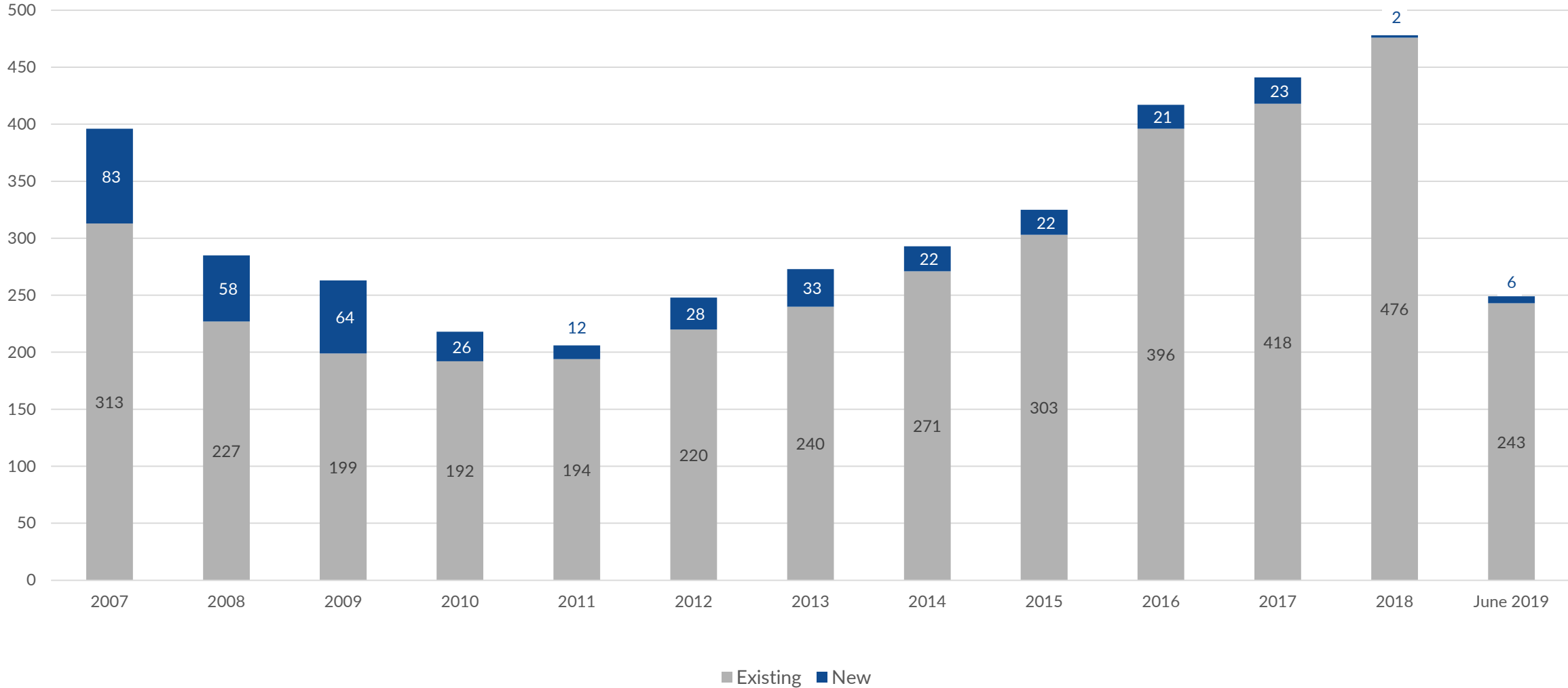
Existing Months Supply of Inventory vs. Average Days on Market in Elmore County, 2015-2019 YTD through June

Activity for existing single-family homes only. As Months Supply of Inventory has decreased year-after-year, indicating increasing demand vs. supply, the median sales price has increased.



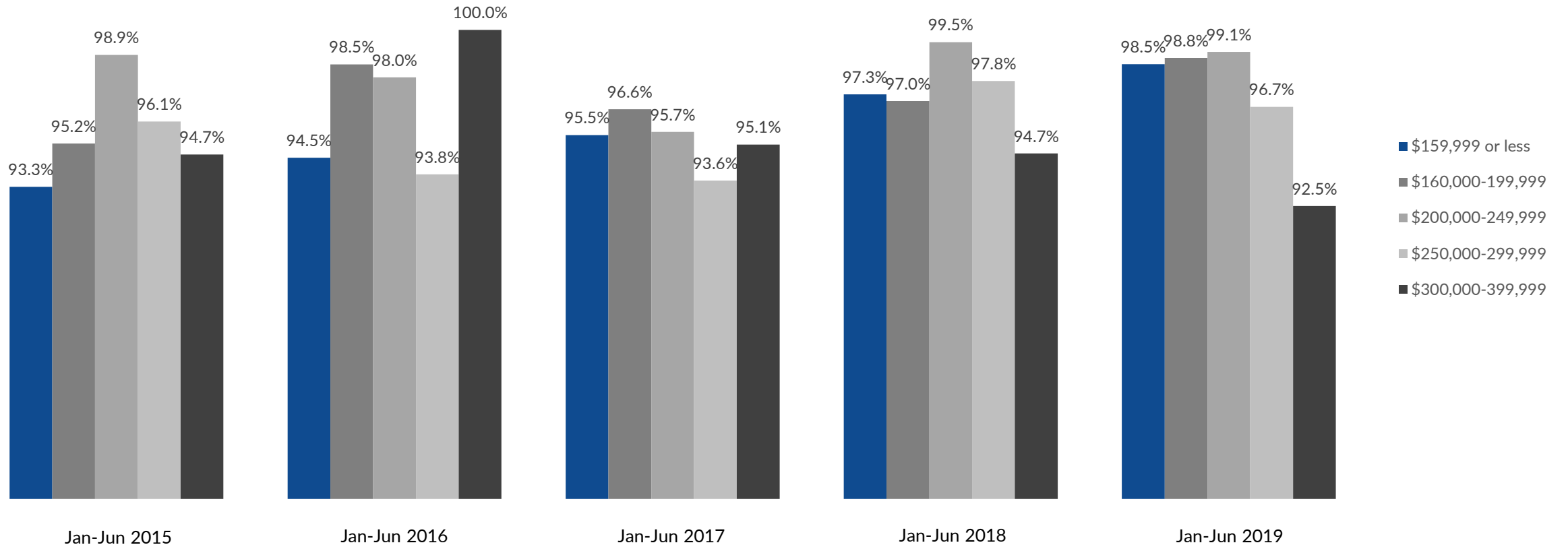
Annual Total Home Sales in Elmore County, 2007–2019 YTD

Historically, Elmore County has had a larger share of existing home sales than new construction. In 2018, a record high of 476 existing home sales was reached while there were only two new construction home sales. So far there have been six new construction home sales between January-June 2019.



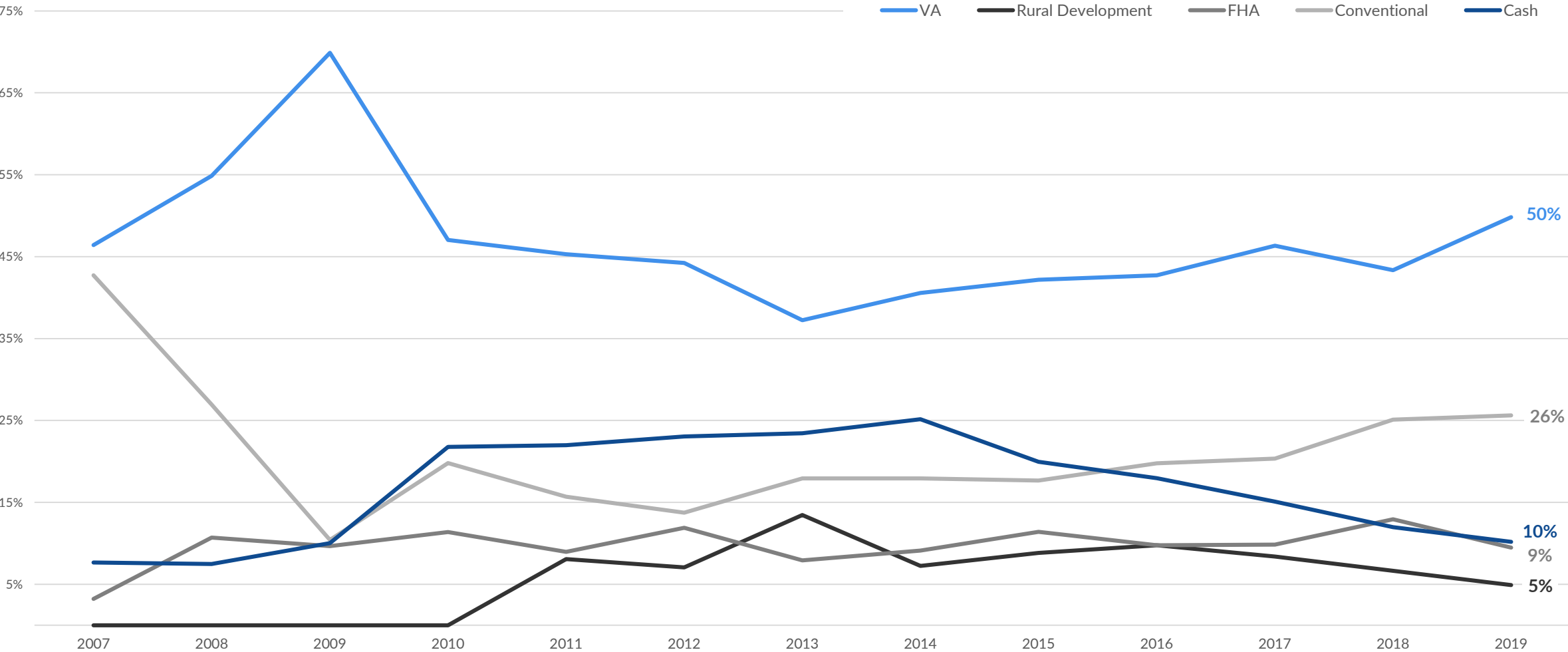
Existing Percent of Original List Price Received by Price Range in Elmore County

Activity for existing single-family homes from January to June between 2015 and 2019. The percent of original list price received measures the difference between the original listing price and the final sold price, noting any price reductions made by the seller or as negotiated with the buyer. So far this year, the average percent of original list price received on existing homes (with at least one day on the market) was at 98.5%, up from 97.4% during the same time period in 2018.



Share of Sales by Purchase Vehicle for Elmore County, 2007-2019 YTD

Activity for existing and new single-family homes combined between Jan 2007-Jun 2019. Perhaps unsurprisingly, VA loans made up nearly 50% of all home sales between January and June 2019 in Elmore County, with conventional loans financing 26% of the share of home sales. Cash sales have declined in Elmore County since 2014, and rural development loans have been declining since 2016.



Recent NAR Legislative Win:

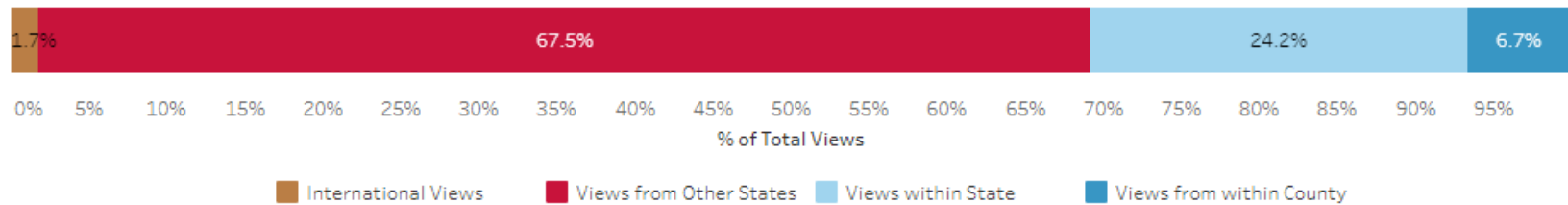
The Department of Veterans Affairs can now back loans that *exceed the conforming loan limit*, as a bill eliminating this cap was signed into law in June.

What impact does the Air Force Base have on the housing market?

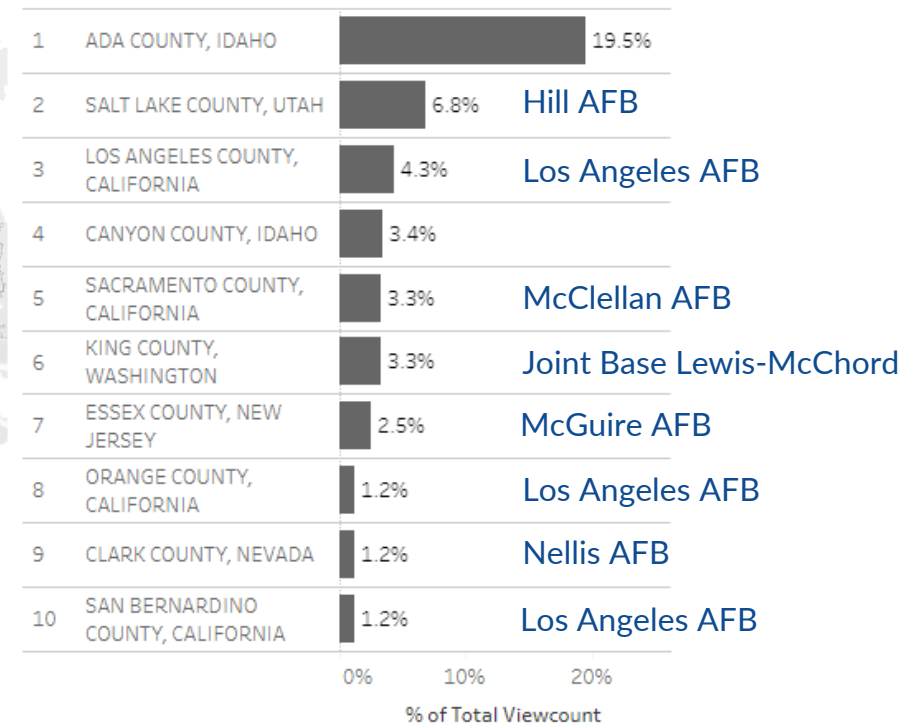
Q1-2019 Cross-Market *Interest in Elmore County Real Estate*

Source: **realtor.com**[®]

Based on listing views on REALTOR.com for properties in Elmore County from other states, within Idaho, within Elmore County, and internationally.



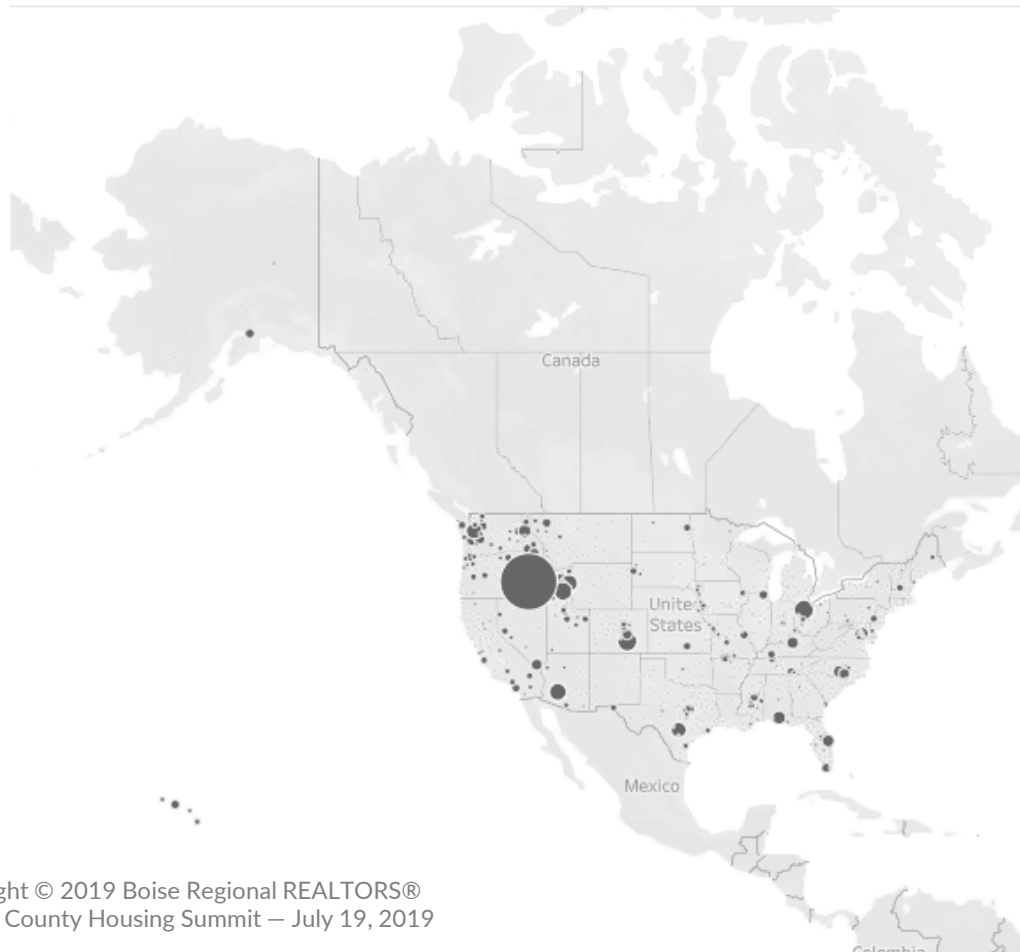
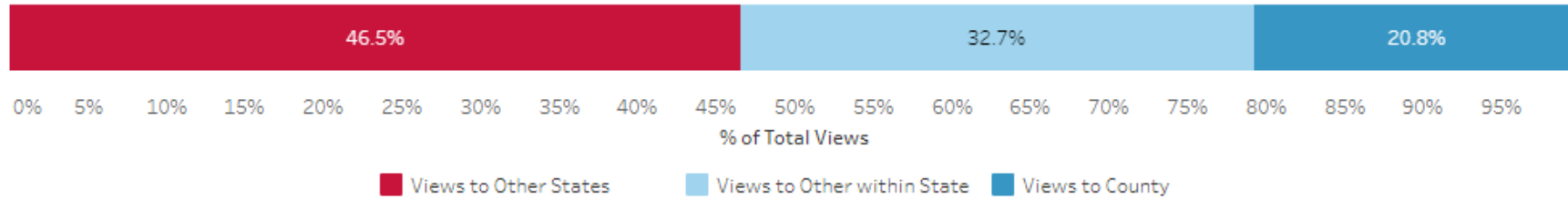
Top Viewing Counties



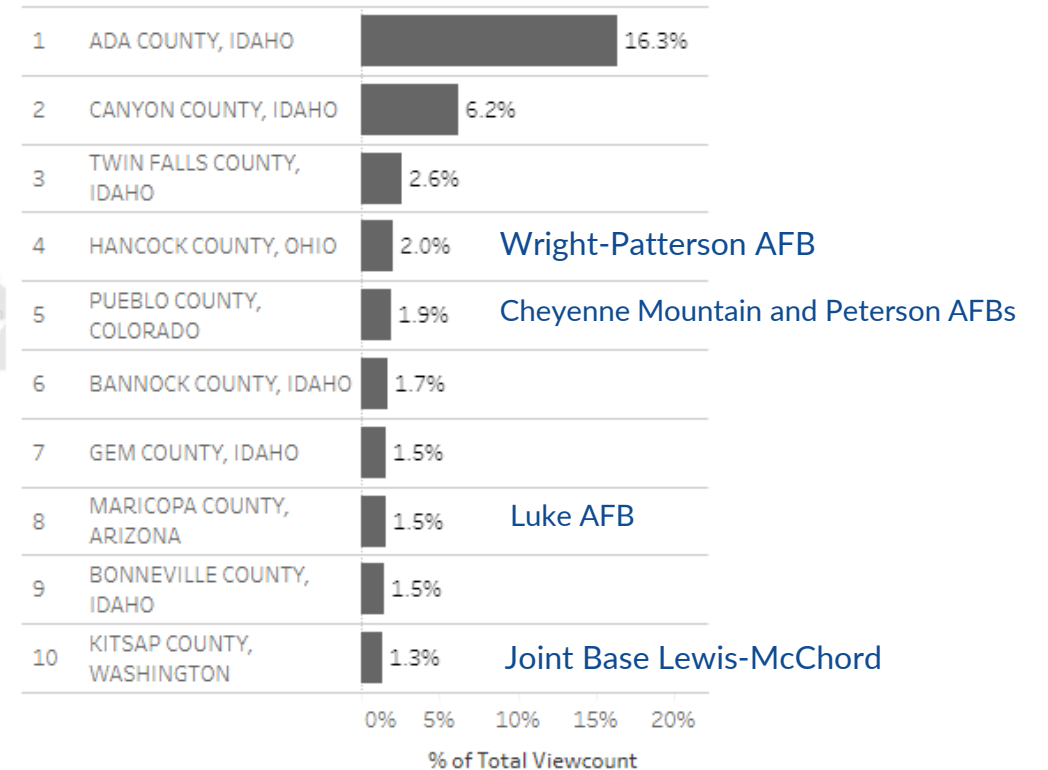
Q1-2019 Cross-Market Out of Elmore County Real Estate

Source: **realtor.com**

Based on listing views on REALTOR.com from people in Elmore County.

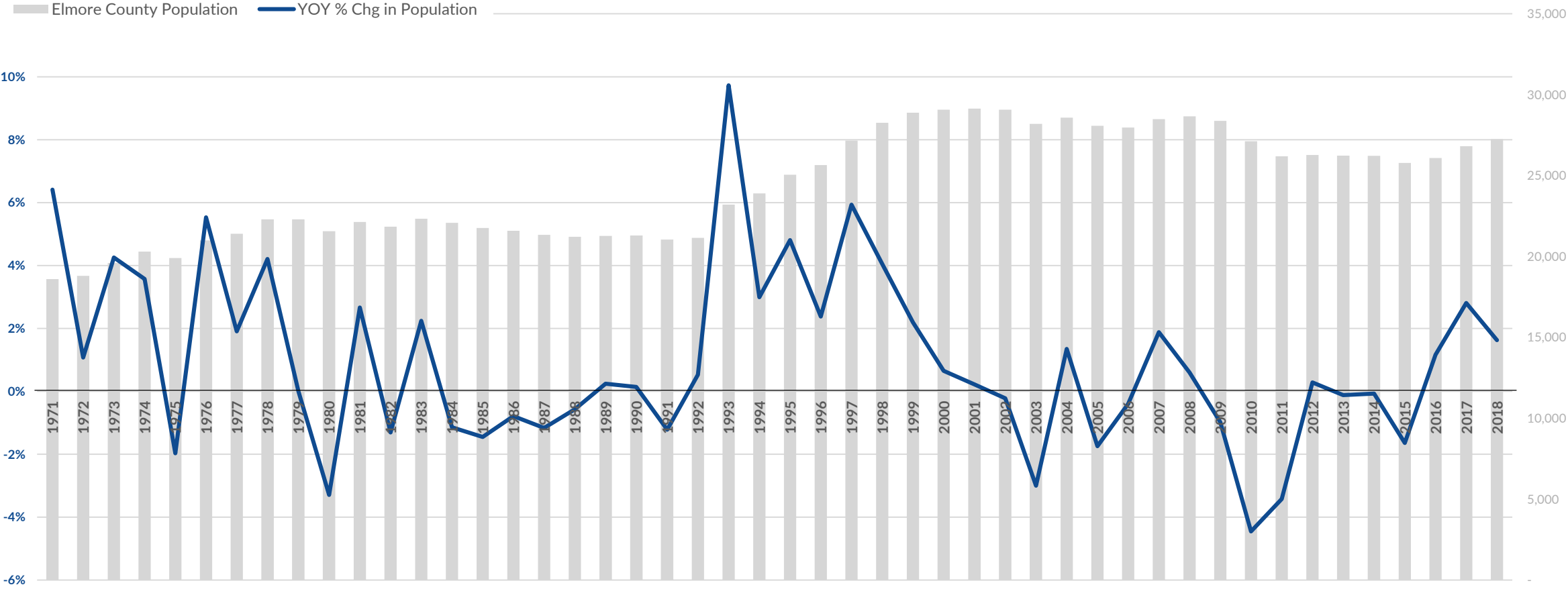


Top Counties Viewed



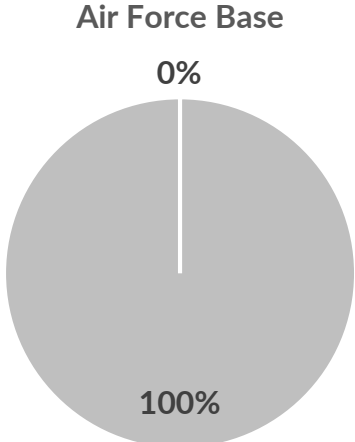
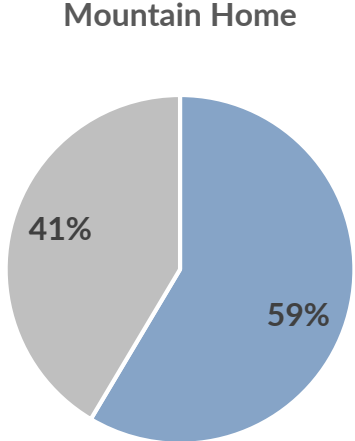
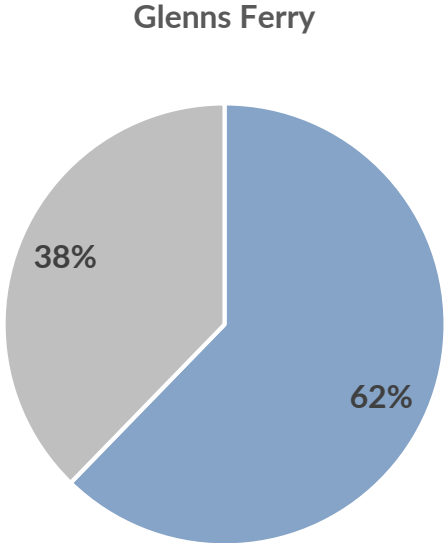
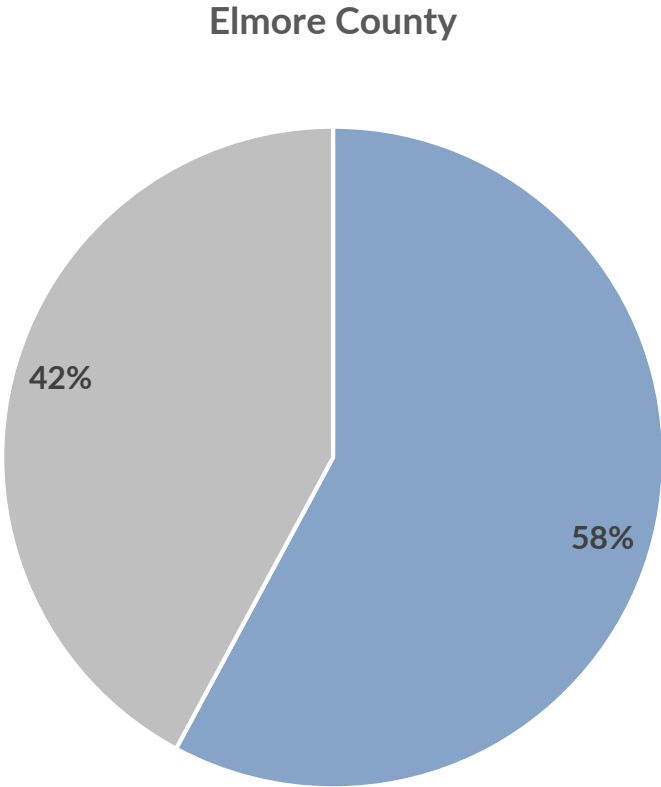
Historical Annual Population Counts Compared to Year-Over-Year Growth for Elmore County, 1971-2018

According to the Idaho Department of Labor, of the state's population of those "18 years and older, 9.5% percent were veterans. The largest number were veterans of the Vietnam era – 44,706 or 38.7%. Elmore County had the largest percentage of its population who were veterans at 25.4%... Ada County had the largest number of veterans at 28,945." Between 2017 and 2018, the county's population increased by 1.6% to 27,259.



Owner vs. Renter Occupied Housing Units in Elmore County, 2017

According to U.S. Census Data, in 2017 (most current numbers available), 42% of the occupied housing units in Elmore County were renter occupied and 58% were owner occupied.



■ Owner Occupied ■ Renter Occupied



Just *How Many* Rentals are Available in Elmore County?

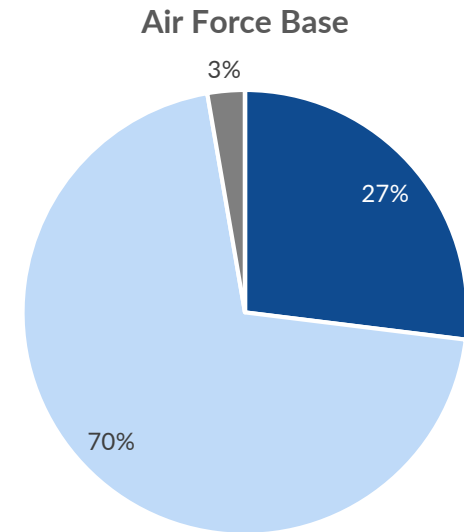
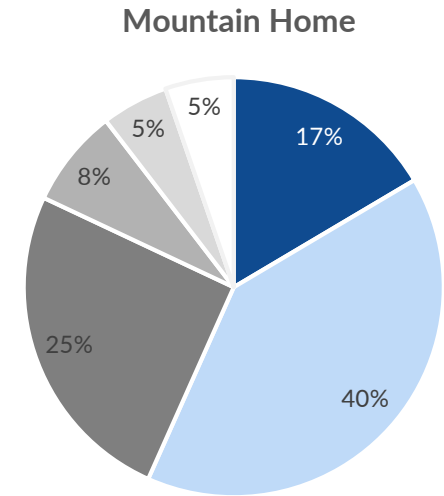
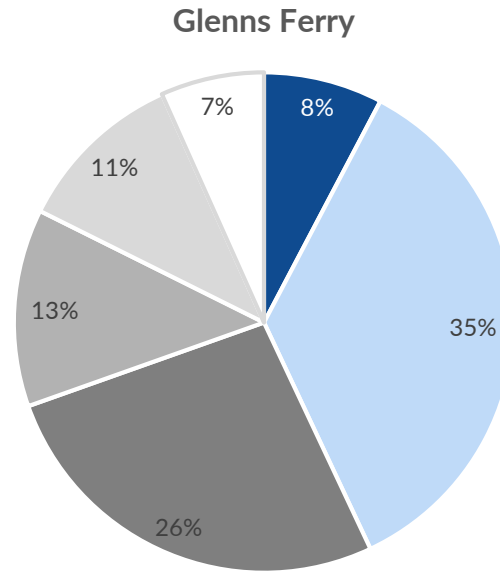
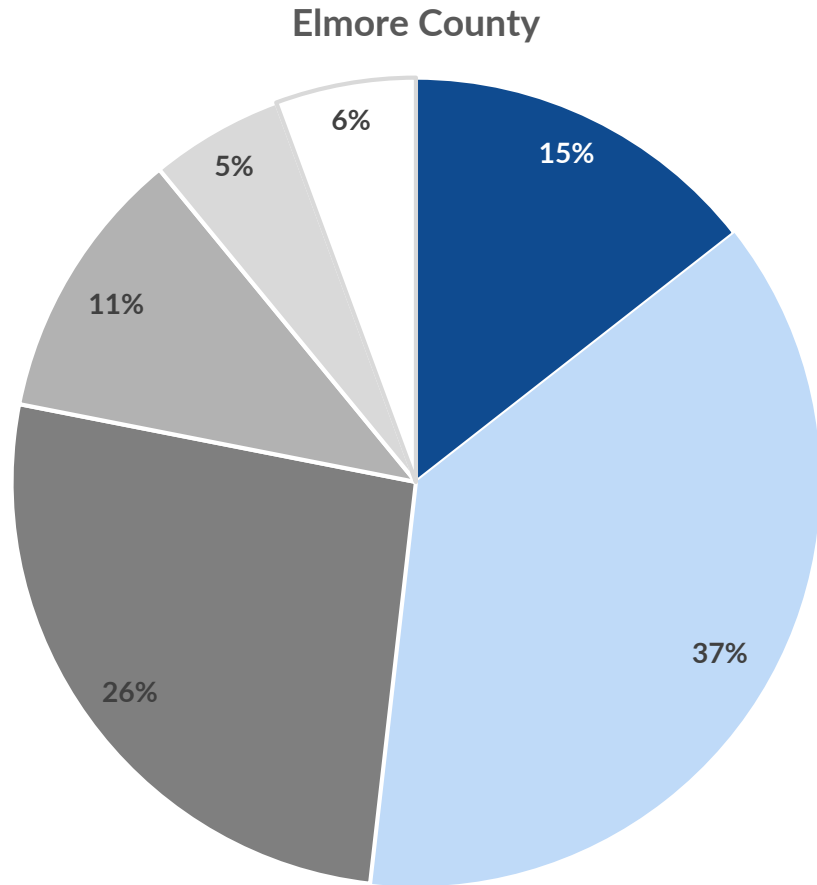
Based on a simple online search of the following sites, there were 11 unique available rentals in Elmore County as of July 8, 2019.

Website	Listed Rentals
Craigslist	None
Apartments.com	2 Apartments
Facebook Marketplace	2 Single Family Homes
Zillow Rentals	2 Single Family Homes
ShowMeTheRent	2 Single Family Homes
Fogleman Properties LLC	1 Single Family Home, 2 Apartments
TOTAL	11 Available Rentals

According to research by the
National Association of REALTORS®,
homeowners are staying in their homes
longer, *averaging 9 years in 2018*
compared to 6-7 years historically.

Housing Tenure in Elmore County, 2017

According to U.S. Census Data as of 2017 (most current numbers available), 37% of the occupied housing units (owner and renter occupied combined) in Elmore County had been moved into by current occupants within the last 3-7 years.

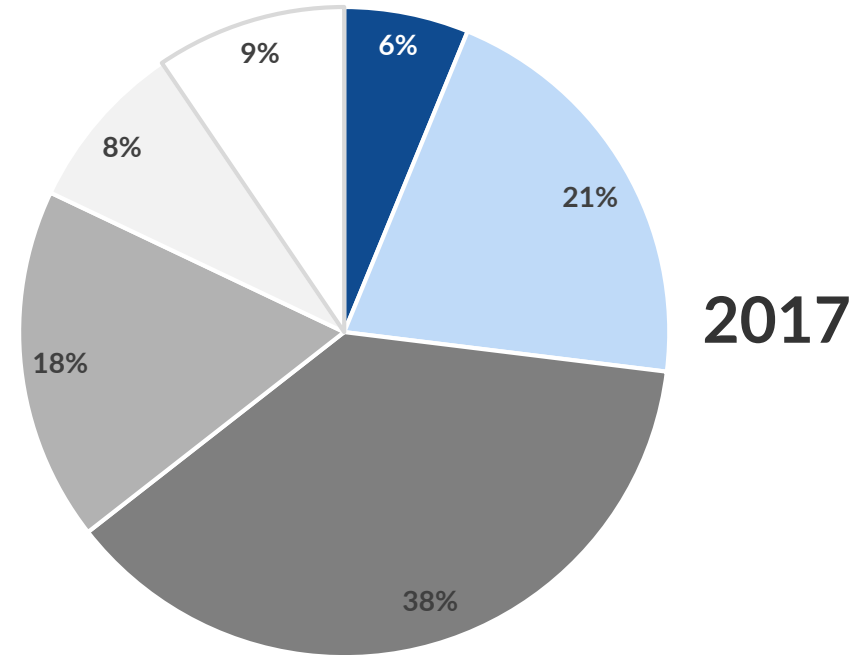
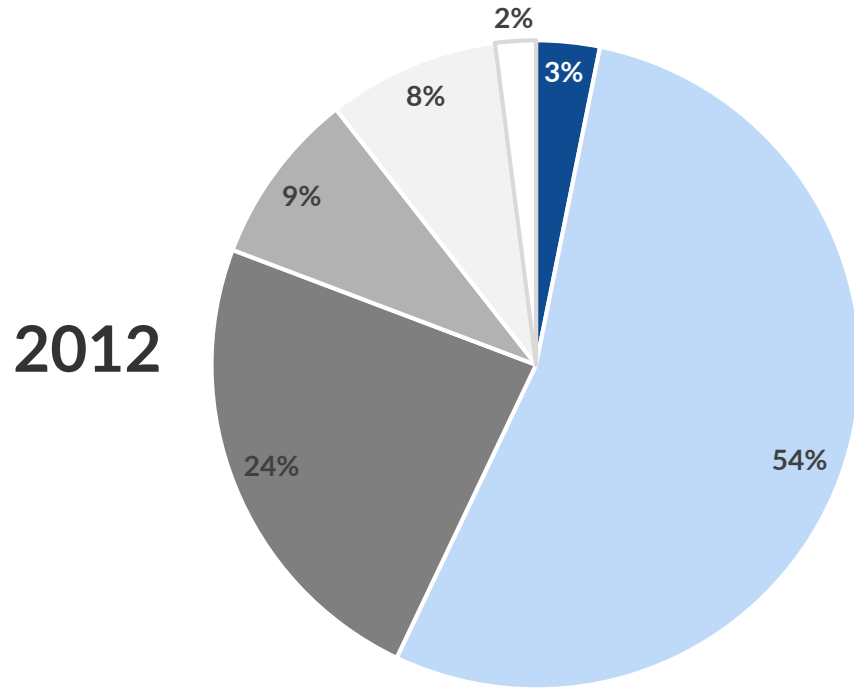


■ 2 years or less
 ■ 3-7 years
 ■ 8-17 years
 ■ 18-27 years
 ■ 28-37 years
 ■ 38 years or more



Housing Tenure for Owner-Occupied Units in Elmore County, 2012 vs. 2017

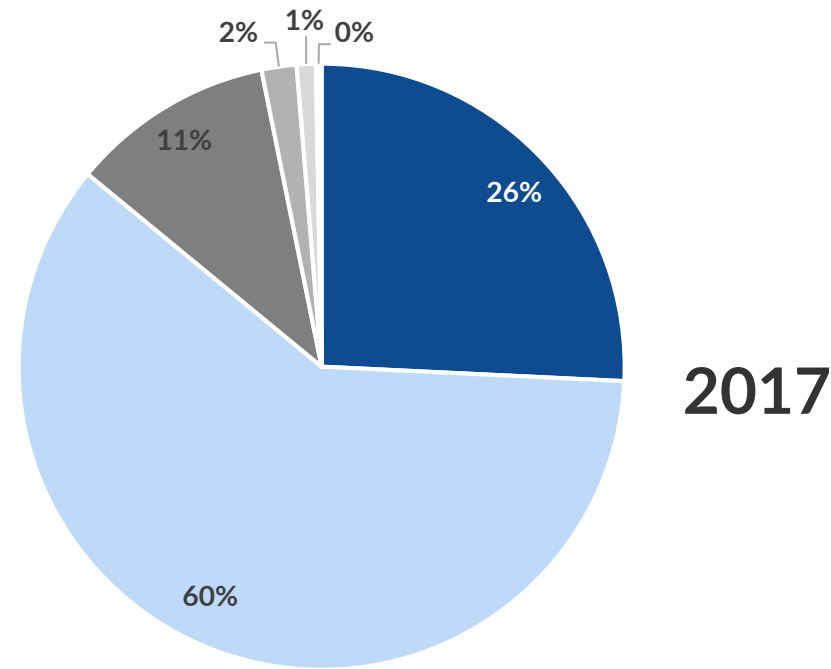
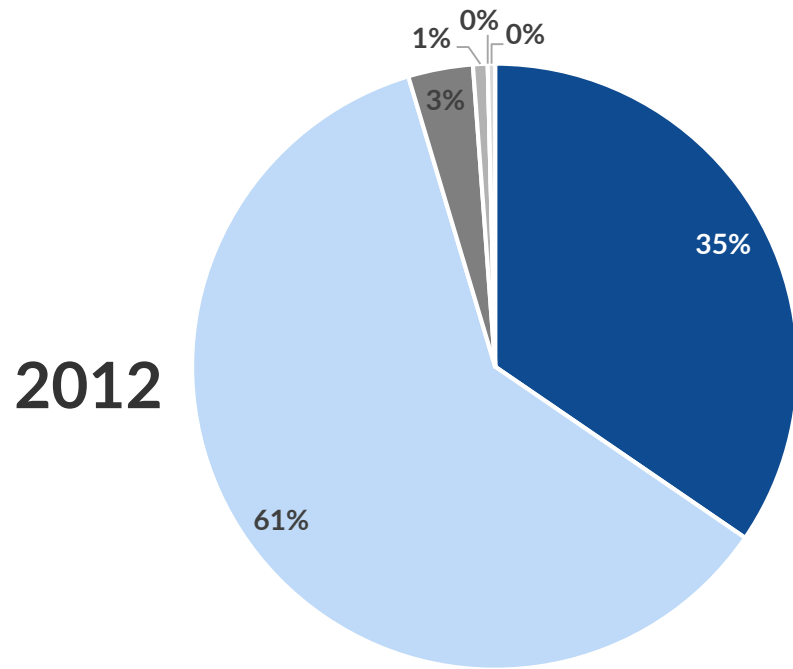
According to U.S. Census Data, in 2012 (most current numbers available), 54% of the owner-occupied housing units in Elmore County had been moved into by current occupants within the last 3-7 years. In 2017, that decreased to 21%, and the most common tenure was in the 8-17 year range. Based on these estimates, owners were moving less frequently in 2017 than in 2012.



■ 2 years or less ■ 3-7 years ■ 8-17 years ■ 18-27 years ■ 28-37 years ■ 38 years or more

Housing Tenure for Renter-Occupied Units in Elmore County, 2012 vs. 2017

According to U.S. Census Data, in 2012 (most current numbers available), 61% of the renter-occupied housing units in Elmore County had been moved into by current occupants within the last 3-7 years. In 2017, that percentage stayed consistent, however, the 2 years or less range decreased from 35% in 2012 to 26% in 2017. Based on these estimates, renters were staying put longer in 2017 than in 2012.

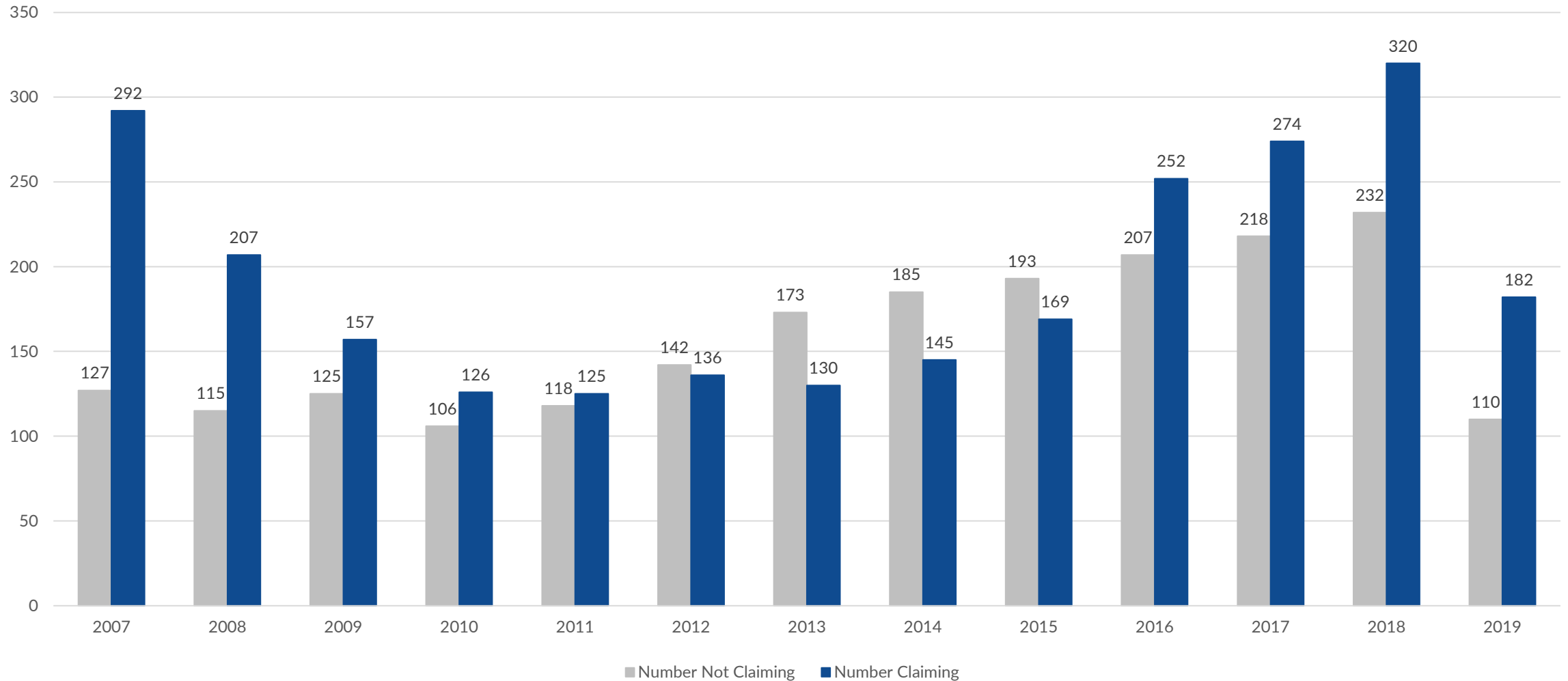


■ 2 years or less ■ 3-7 years ■ 8-17 years ■ 18-27 years ■ 28-37 years ■ 38 years or more

**With a higher than average
renter-occupied rate, who is selling
homes in Elmore County?**

Number of Home Sales that Claimed a Homeowner's Exemption in Elmore County by Year

From 2012- 2015, the number of home sales not claiming a homeowner's exemption outnumbered those claiming an exemption. This trend reversed in 2016 but sales in both segments have continued to increase.



Strategies for today's market

Who can sell but *does not* need to buy locally?

- Investors with single-family properties
- “Default” landlords
- Relocations for military, retirement, work, etc.

Serving clients in today's market

Facing low inventory, a tight rental market, and unique needs of a large military population... what can REALTORS® do?

- Prepare buyers and sellers for a fast-moving market
- Be a resource for renters and understand the rental market
- Become well-versed in VA loans and military relocation

Upcoming BRR Education and Events

- **Jul 25** – **Military Relocation Professional Certification**; 7.5 CE; \$150
- **Jul 26** – 2019 CORE 3 CE; free for members
- **Jul 31 and Aug 28** – Ethics: The 2019-2021 Cycle; 3 CE; \$25
- **Aug 15** – Seniors Real Estate Specialist Designation Course; 13 CE; \$250
- **Aug 19** – **Lunch & Learn: Minimum Property Requirements for FHA, VA, RD, and IHFA**; 2 CE; \$25
- **Aug 20** – Post License Elective: Pricing, Marketing, and Advertising; 4 CE; \$35
- **Aug 23** – Post License Fundamentals; 8 CE; \$75
- **Sep 10** – Seller Representative Specialist Designation; 16.5 CE; \$250
- **Sep 19** – Leigh Brown Presents National Ethics Day REPLAY; \$15
- **Nov 14** – Member Expo at the Galaxy Event Center

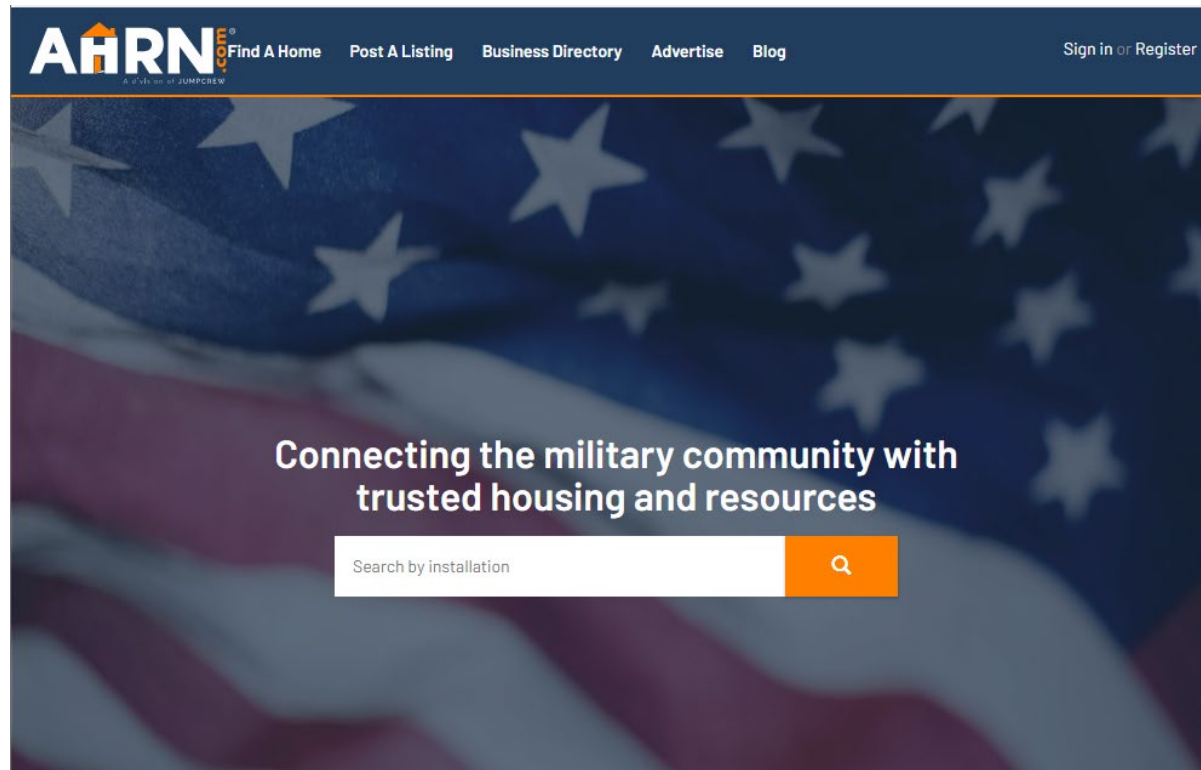


**MILITARY RELOCATION
PROFESSIONAL CERTIFICATION**

July 25 | 8:30 a.m. - 5:00 p.m.
Instructor: Jay McMaken
IREC Approval D1098 | 7.5 CE | \$150*

AHRN.com for Military Clients

Other option is off-base housing is available at the Automated Housing Referral Network website (ahrn.com). AHRN offers a real estate agent certification.



Market Reports

Market Reports are delivered to members via email on or after the 12th calendar day of the month and are always accessible on our website at boirealtors.com/market-statistics. Reports include analysis, snapshot graphics of key metrics, printable PDF reports for Elmore, Ada, and Gem counties, and a city data report.

ELMORE COUNTY SINGLE-FAMILY HOMES
Market Snapshot: June 2019

\$169,744
Rolling 12-Month
Median Sales Price
+10.9%
Year-Over-Year

51
Homes Sold
+27.5%
Year-Over-Year

47 Days
on Market
+62.1%
Year-Over-Year

69
Inventory
-17.9%
Year-Over-Year

BOISE REGIONAL REALTORS®
Provided by Boise Regional REALTORS® • BOIREALTORS.COM
Data from the Intermountain MLS as of July 11, 2019

BOISE REGIONAL REALTORS®
Elmore County – Single-Family Homes
June 2019 Market Statistics
Report provided by Boise Regional REALTORS®
Data from the Intermountain MLS as of July 11, 2019

Key Metrics	Jun 2018	Jun 2019	% Chg.	YTD 2018	YTD 2019	% Chg.
Closed Sales	40	51	+27.5%	230	349	+51.3%
Median Sales Price	\$152,000	\$169,744	+11.6%	\$158,000	\$165,000	+4.4%
Days on Market	29	47	+62.1%	34	39	+14.7%
Months Supply of Inventory	6.4	1.3	-79.7%	4.4	3.0	-32.3%

Monthly Supply of Inventory by Price Range

Price Range	Jun 2018	Jun 2019
\$150,000 - \$199,999	116	116
\$100,000 - \$149,999	116	116
\$50,000 - \$99,999	116	116
\$100,000 or more	116	116

Explanation of Metrics and Notes on Data Sources and Methodology

The data presented in this report is derived from the public information provided by the Intermountain Multiple Listing Service (MLS). The data is provided for informational purposes only and is not intended to be used as a basis for investment or other financial decisions. The data is subject to change without notice and is not guaranteed to be accurate or complete. The data is provided as a service to our members and is not intended to be used as a basis for investment or other financial decisions. The data is subject to change without notice and is not guaranteed to be accurate or complete.

BOISE REGIONAL REALTORS®
Elmore County – Single-Family Homes
June 2019 Market Statistics
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Data from the Intermountain MLS as of July 11, 2018

Closed Sales (chart only goes to 2017) | High: 69 in Aug 2006 | Low: 6 in Apr 2011 | Current Month: 51

Rolling 12-Month Median Sales Price
(chart only goes to 2017) | High: \$169,744 as of Jun 2019 | Low: \$107,750 as of Feb 2014 | Current Month: \$169,744

Inventory of Homes for Sale (chart only goes to 2017) | High: 353 in Apr 2010 | Low: 100 in Jun 2018

BOISE REGIONAL REALTORS®
City Statistics – Single-Family Homes
June 2019 Market Report
Report provided by Boise Regional REALTORS® based on data from the Intermountain MLS and feature property licenses as of July 11, 2019

City	Jun 2018	Jun 2019	% Chg.	Jun 2017 to Jun 2018	Jun 2018 to Jun 2019	% Chg.
Ada	114	140	+23.7%	\$202,000	\$203,742	+0.8%
Boise	7	12	+71.4%	\$212,000	\$217,975	+2.8%
Clayton	380	391	+2.9%	\$221,000	\$221,000	0.0%
Meridian	55	59	+7.3%	\$202,763	\$204,500	+0.8%
Mesa	1	1	0.0%	\$199,000	\$202,000	+1.5%
North Boise	3	4	+33.3%	\$202,000	\$202,000	0.0%
Northwest Boise	42	48	+14.3%	\$208,000	\$208,000	0.0%
Provo	17	27	+58.8%	\$202,000	\$202,000	0.0%
Wilson	6	6	0.0%	\$211,250	\$217,500	+3.0%

Elmore County

City	Jun 2018	Jun 2019	% Chg.	Jun 2017 to Jun 2018	Jun 2018 to Jun 2019	% Chg.
Elmore County	2	2	0.0%	\$185,000	\$185,000	0.0%
Elmore County	2	2	0.0%	\$185,000	\$185,000	0.0%

Gem County

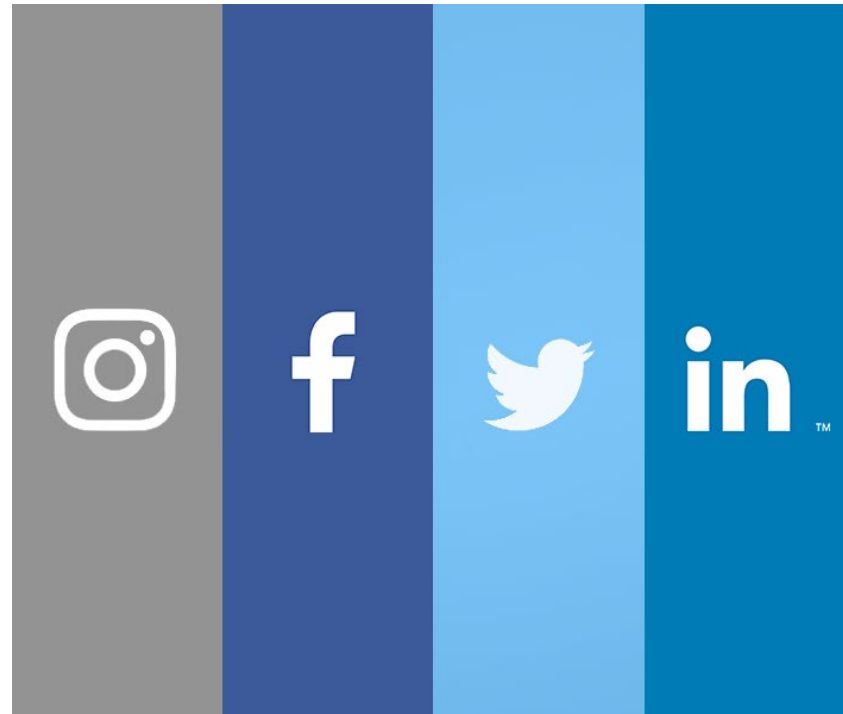
City	Jun 2018	Jun 2019	% Chg.	Jun 2017 to Jun 2018	Jun 2018 to Jun 2019	% Chg.
Gem County	1	1	0.0%	\$177,500	\$177,500	0.0%
Gem County	1	1	0.0%	\$177,500	\$177,500	0.0%

Explanation of Metrics and Notes on Data Sources and Methodology

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Sources and Methodologies

The information included in this report is based primarily on the data available through Intermountain MLS (IMLS), a wholly-owned subsidiary of Boise Regional REALTORS® (BRR). IMLS data is 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 noted during the specified time periods. IMLS and BRR provide these statistics for purposes of general market analysis but make no representations as to past or future performance.

Historical data from IMLS has not been adjusted for seasonality or inflation, unless noted. Data was also secured from the following sources, some of which may or may not have been seasonally adjusted or adjusted for inflation: realtor.com®, U.S. Census Bureau, Idaho Department of Labor, and, the National Association of REALTORS®.

Comparisons between sources were made using the most similar time periods available for each data set. While done infrequently, some averages were taken, or data was estimated for time periods in which data was unavailable.

For questions, clarifications, or corrections, please contact BRR Chief Executive Officer, Breanna Vanstrom, at 208-376-0363.