

2 0 2 3

HOUSING

SUMMIT

BOISE REGIONAL REALTORS®

ELMORE COUNTY

Agenda

10:00 a.m. | **County Updates** by
Mitra Mehta Cooper

10:30 a.m. | **City Updates** by
Brock Cherry

11:00 a.m. | **BREAK**

11:15 a.m. | **LEAP Housing**
Updates by *Bart Cochran*

11:40 a.m. | **Market Stats &**
Assoc. Updates by *Taylor Gray*

12:00 p.m.
Summit Concludes

1:00 p.m. – 5:00 p.m.
2023 CORE (Registration req.)

Welcome from...

LISA MARTIN

Chief Executive Officer of
BOISE REGIONAL REALTORS®



TAYLOR GRAY

Director of Communications for
BOISE REGIONAL REALTORS®



Thank you to our Annual Sponsors!



Welcome from...

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Today's Speakers...



Mitra Mehta-Cooper
Elmore County

Brock Cherry
City of Mountain Home



BREAK



Bart Cochran
LEAP Housing

Taylor Gray
BRR



Let's welcome...

MITRA MEHTA-COOPER

Land Use and Building Director at
ELMORE COUNTY



Elmore County Housing Summit - 2023

Boise Regional REALTORS®

Mitra Mehta-Cooper, Land Use and Building Director



Agenda



- 01 Introduction
- 02 Trends Over the Years
- 03 Elmore County Impact Fees
- 04 Regional Partnerships
- 05 REALTOR®'s Support
- 06 Closing Thoughts

01 Elmore County, ID

- Approx. 3100 sq. mile
- Population approx. 27,800
- Two incorporated cities – Mountain Home and Glens Ferry
- Mountain Home Air Force Base
- Three Highway Districts
- Five Fire Districts
- Established on February 7, 1889 with county seat at Rocky Bar
- Highest elevation in NE at 10,651 feet and lowest elevation in SW at 2500 feet

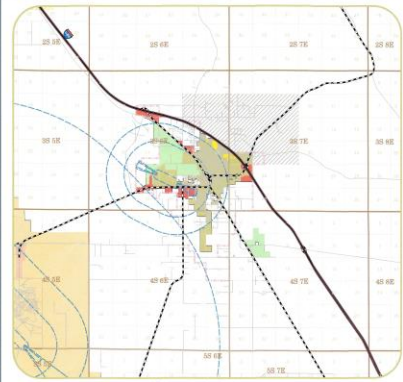


County and Department

Amazing destination for family travelers, outdoor enthusiasts, adventure seekers, or those just looking for a relaxing getaway.

Land Use and Building Department promotes sustained growth and development in Elmore County. Our day-to-day activities revolve around ensuring public health, safety, and welfare through implementation of Elmore County Zoning and Development Ordinance and the Local Land Use and Planning Act.

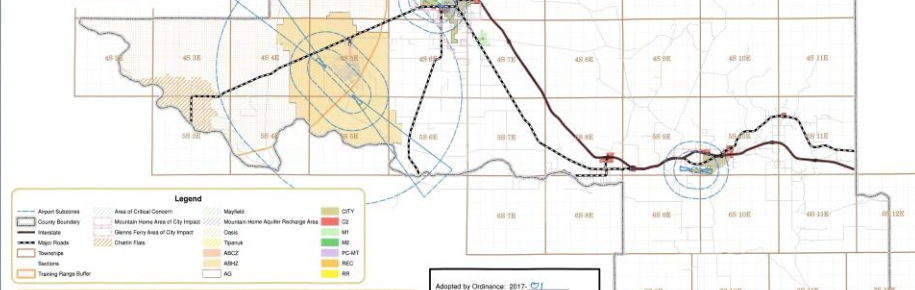




Mountain Home

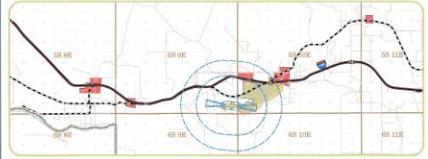


Simco Road



Legend

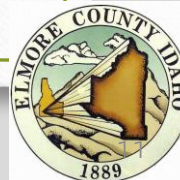
County Boundary	Area of Critical Concern	Mayfield	GPY
Highway	Mountain Home Area of City Impact	Mountain Home Airport Postage Area	CP
Major Road	Glenns Ferry Area of City Impact	Chase	SM
Neighborhood	Chattin Flats	Township	HO
Section	AMCZ	AMCZ	PC-1
Training Range Buffer	AMH2	MEC	RE
	AG	RE	RE



Glenns Ferry

Adopted by Ordinance 2017-01
 Dated this 6th day of January, 2017
 By: *Franklin Corbus*, Chairman
 By: *Wesley R. Wooten*, Commissioner
 By: *Albert Fuler*, Commissioner
 ATTEST:
Barbara Steele
 Barbara Steele, Clerk of Elmore County

- Notes:
- This map was created from various Elmore County GIS sources. Elmore County does not accept liability for the accuracy of information portrayed on this map.
 - The Wildlife Urban Interface (WUI) is comprised of all areas of Elmore County minus those areas that are in a registered Area of City Impact, Open Rural Fire District & Chapter 12 of the Elmore County Zoning and Development Ordinance. All developments within the WUI must be in compliance with Chapter 12 of the Elmore County Zoning and Development Ordinance.
 - Airport Subzones as defined in Chapter 20 of the Elmore County Zoning and Development Ordinance and applicable only to those areas within Elmore County.
 - Prior to sections 6-2-14 of the Elmore County Zoning and Development Ordinance, the Elmore County Growth and Development Director shall have the authority to interpret zoning and overlay district boundaries in accordance with the Elmore County Zoning and Development Ordinance. Interpretation of districts may be appealed to the Commission and of Board.
 - Unless otherwise specified in legal descriptions or defined by the county map, zone boundaries shall be to be shown, the centerlines of streets and alleys, highway right of way lines, centerlines between the back-most corners of all registered residential quarter sections, half section or section lines, corner lines, municipal corporate boundaries, centerlines of banks of streams or other bodies of water or noticeable points of change in natural boundaries.



02 Trends over the years



Growth and Development Trends

Building Permits	FY2023*	FY2022	FY2021	FY2020	FY2019	FY2018
Accessory Bld	12	14	9	8	11	10
Ag Exempt	9	12	16	12	12	13
Commercial	14	9	2	2	3	7
Demolition	3	1	0	0	0	0
Miscellaneous	40					
Garage	14	18	9	8	10	15
Manufactured Home - Perm	20	24	28	9	4	6
Manufactured Home - Temp	6	18	27	9	10	16
Multifamily	3	1	0	0	0	0
Patio/Porch/carport	16	25	15	34	9	11
Home Addition	21	32	36	21	13	20
Shed/Shop	30	66	74	49	20	20
Home	66	148	159	41	32	28
Solar	53	87	52	0	0	0
Towers	5	6	4	0	0	0
TOTAL BUILDING PERMITS	312	461	431	193	124	146
Planning Cases	FY2023*					
Admin Decisions	24	30	23	13	23	22
Boundary Line Adjustments	6	7	16	7	8	5
One-time Divisions	3	0	0	0	0	0
Conditional Use Pemit	13	19	7	9	3	5
Development Agreements	5	4	3	0	0	0
Minor Land Divisions	0	0	12	31	15	9
Planned Communities	2	2	2	1	0	0
Final Plat	1					
Subdivisions (Prelim Plat)	3	3	3	0	2	3
Varinaces	2	5	1	1	1	2
Zoning Map Amendments	3	2	3	1	0	0
Zoning Permits	166	258	316	0	0	0
TOTAL PLANNING CASES	228	330	386	63	52	46

* As of June 20, 2023



Growth and Development Trends

- **Median Home Sale Price in:**
 - December 2019 \$194,900
 - December 2020 \$232,250
 - December 2021 \$312,750
 - December 2022 \$340,000
- **Department's Revenue:**
 - Fiscal Year 2020 \$276,159
 - Fiscal Year 2021 \$510,368
 - Fiscal Year 2022 \$408,325
 - Fiscal Year 2023 (6/2) \$391,532

03 Development Impact Fees

**Impact
Fees**



ELMORE COUNTY DEVELOPMENT IMPACT FEES

- Effective May 24, 2023
- Comprehensive Plan Amendment (CPA-2023-01) to the 2014 Comprehensive Plan of Elmore County for allowing and adding Impact Fee Capital Improvement Plans for:
 - Elmore County (Sheriff, Jail and EMS),
 - Mountain Home Rural Fire District, and
 - King Hill Rural Fire District, and
- Impact Fees Ordinance as new Title 12 of Elmore County Code for collecting and expending development impact fees within Elmore County.



ELMORE COUNTY DEVELOPMENT IMPACT FEES – FUNDAMENTALS

- One-time payment for growth-related infrastructure, collected at the time buildings permits are issued
- Designed to ensure current level of service does not degrade as growth occurs
- Fee must be proportional to the amount of demand growth is projected to put on the system
- Impact Fees cannot be used for operational expenses or to fix an existing deficiency



ELMORE COUNTY UNINCORPORATED AREAS

Development Type	Sheriff	Jail	EMS	County Maximum Supportable Fee
Residential (per housing unit)				
Single Family	\$275	\$1,664	\$426	\$2,365
Multifamily	\$207	\$1,252	\$320	\$1,779
Nonresidential (per 1,000 square feet)				
Retail	\$525	\$3,254	\$821	\$4,600
Office	\$202	\$1,254	\$316	\$1,772
Industrial	\$91	\$563	\$142	\$796
Institutional	\$201	\$1,246	\$314	\$1,761



MOUNTAIN HOME RURAL FIRE DISTRICT

Residential

Housing Type	Persons per Housing Unit	Maximum Supportable Fee per Unit
Single Family	2.18	\$2,031
Multifamily	1.64	\$1,528

Nonresidential

Development Type	Adjusted Trips per 1,000 Sq. Ft.	Maximum Supportable Fee per 1,000 Sq. Ft.
Retail	11.47	\$3,858
Office	5.42	\$1,823
Industrial	1.69	\$567
Institutional	11.30	\$3,798



KING HILL RURAL FIRE DISTRICT

Residential

Housing Type	Persons per Housing Unit	Maximum Supportable Fee per Unit
Single Family	2.18	\$2,796
Multifamily	1.64	\$2,104

Nonresidential

Development Type	Trips per 1,000 Sq. Ft.	Maximum Supportable Fee per 1,000 Sq. Ft.
Retail	11.47	\$7,152
Office	5.42	\$3,379
Industrial	2.44	\$1,518
Institutional	11.30	\$7,041

ELMORE COUNTY INTERGOVERNMENTAL AGREEMENTS

- Mountain Home Rural Fire District – 07/14/2023
- King Hill Rural Fire District – 07/14/2023
- Glenns Ferry City – TBD
- Mountain Home City – TBD



04 Regional Partnerships



Idaho National Guard



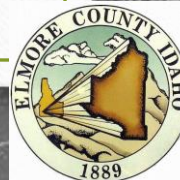
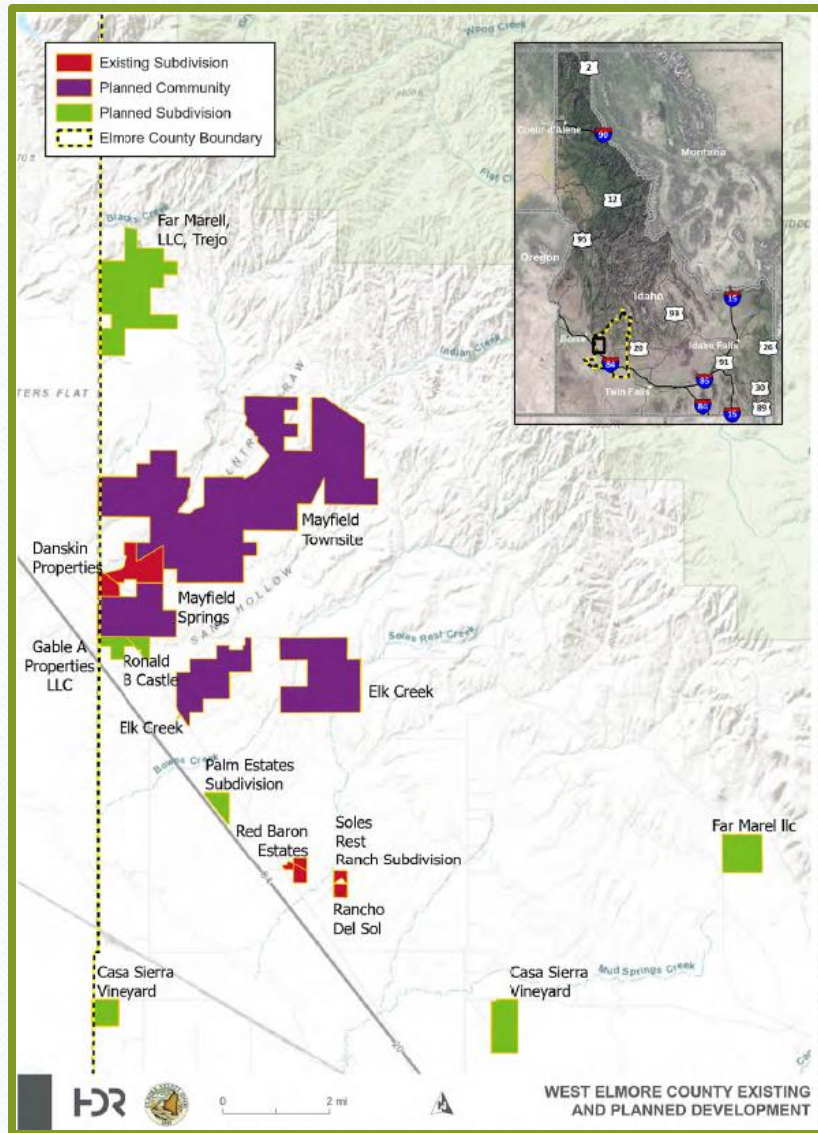
Mountain Home Highway District

- December 7, 2023 – Staff Attendance at the Highway District Board
- January 11, 2023 – Staff Attendance at the Highway District Board
- May 3, 2023 – Elmore County Board of Commissioners and Mountain Home Highway District Board Joint Meeting
- September 6, 2023 – Elmore County Board of Commissioners and Mountain Home Highway District Board Joint Meeting to review a proposed Memorandum of Understanding for:
 - Review and construction of all roads
 - Ongoing maintenance of all roads and system expansion of public roads



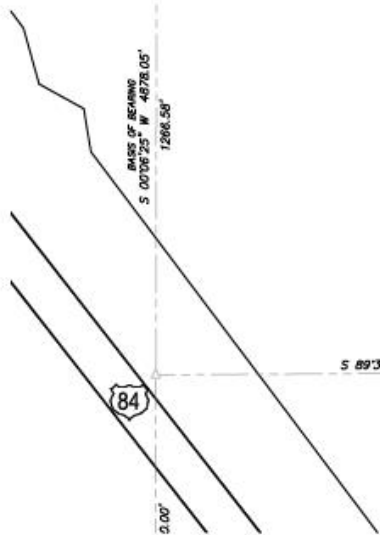
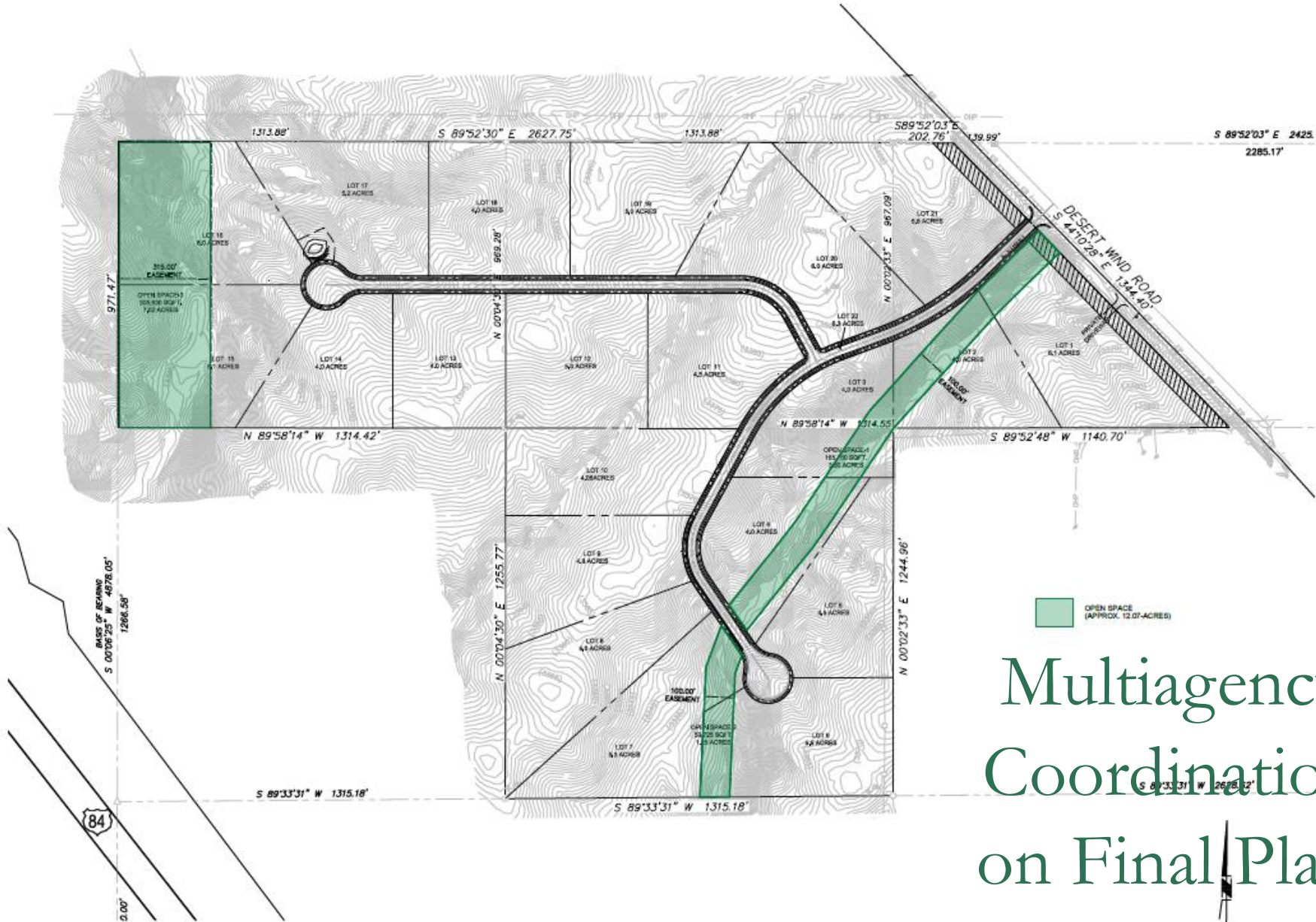
July 22, 2023 - Planning and Zoning Commission Public Hearing for Mayfield Springs Preliminary Plat with 950+ lots

August 31, 2023 – Planning and Zoning Commission Public Hearing for Mayfield Townsite Preliminary Plat with 1425+ lots

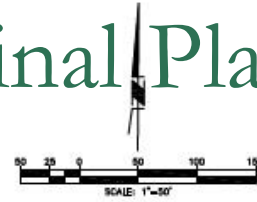




Multiagency Coordination at Western Border



Multiagency Coordination on Final Plats



3315 W CHERRY LANE
#507
MERRIMAN, ID 83842
208.318.0508
WWW.BLUEPEAKENGINEERING.COM

**BLUE PEAK
ENGINEERING**

DRAWING ISSUE RECORD
NO. DATE DESCRIPTION

REVISION RECORD
NO. DATE DESCRIPTION

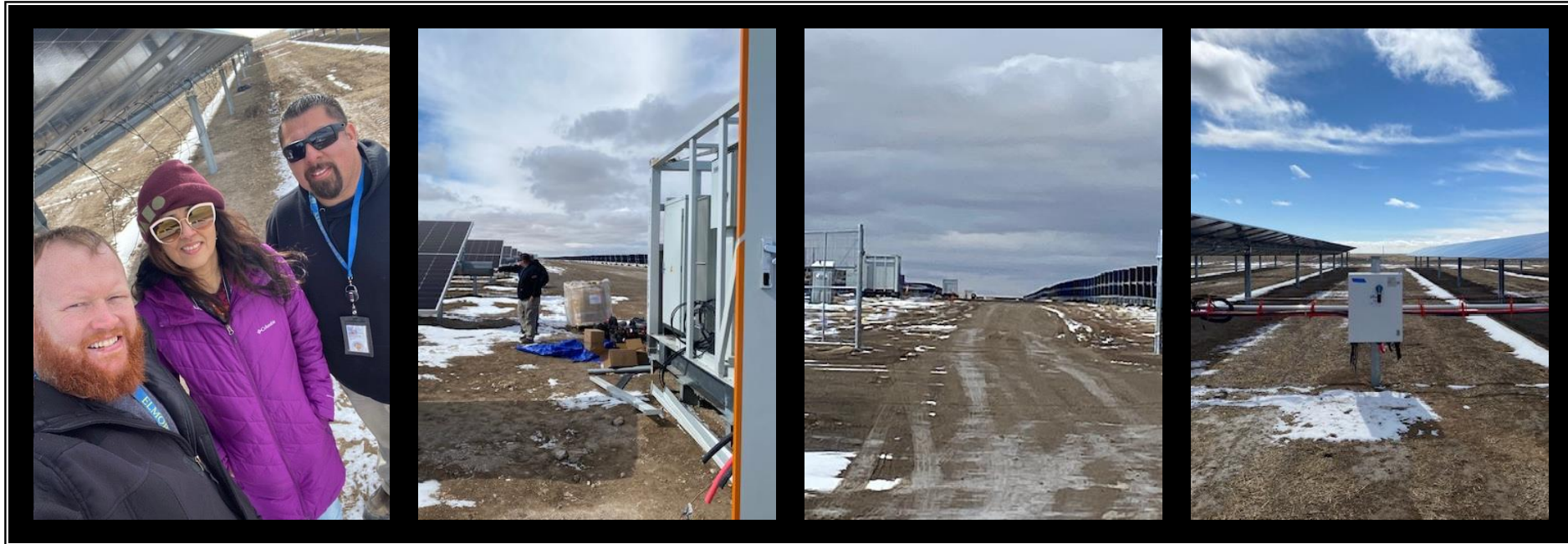
PROJECT INFORMATION

MAYFIELD SUBDIVISION
ELMORE COUNTY, IDAHO
PRELIMINARY - NOT FOR CONSTRUCTION



DRAWING NO.
BEST TITLE
**OPEN
SPACE
EXHIBIT**
DIBET NAME
BILL: PEAK_208_41809





Multiagency Coordination on Alternative Energy Project

Multiagency Coordination on Chronic Code Violations

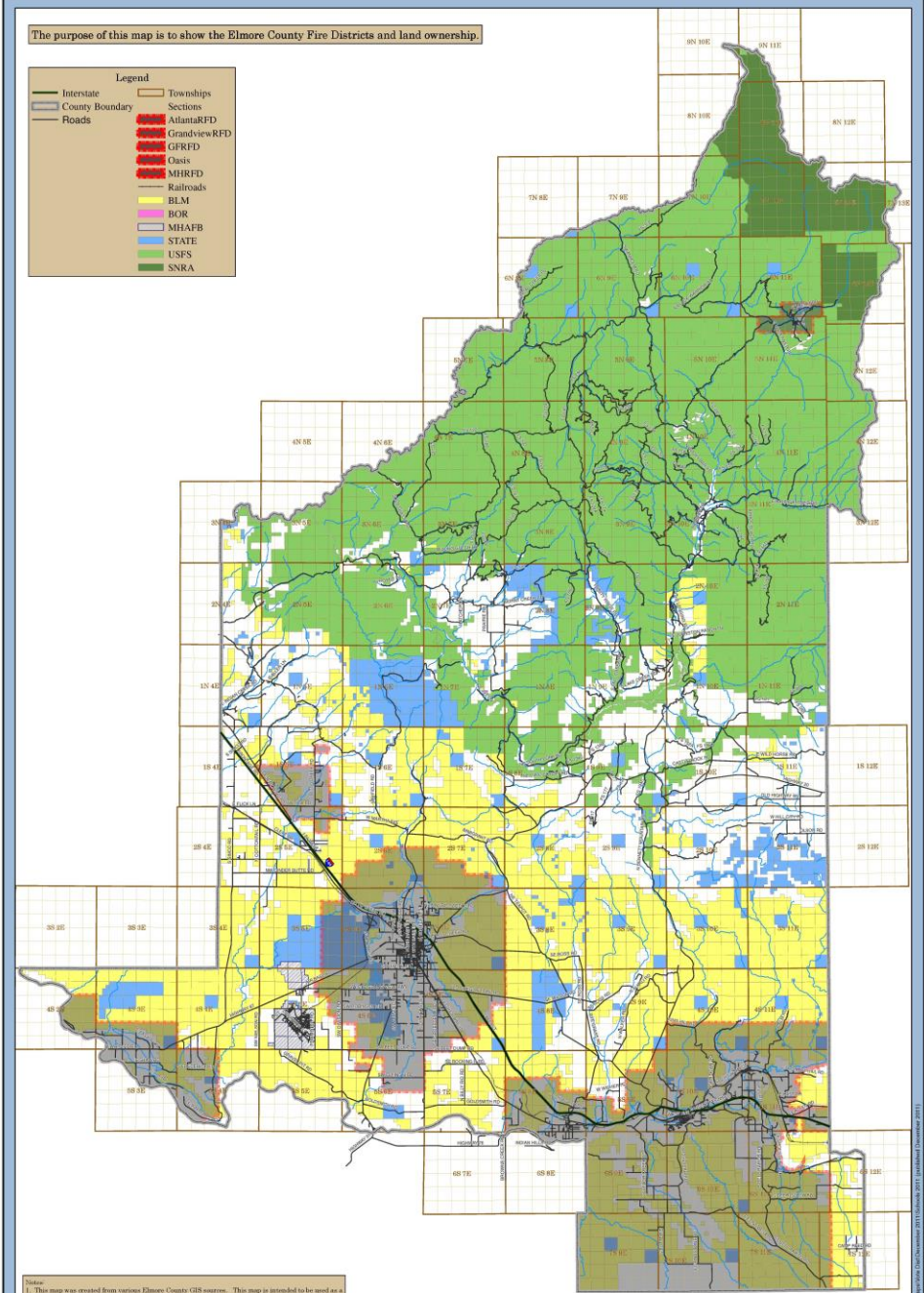
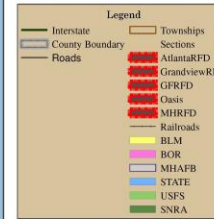


05 REALTOR®'s Support

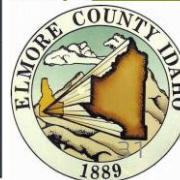


Fire Districts

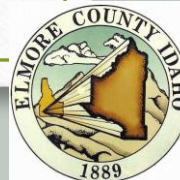
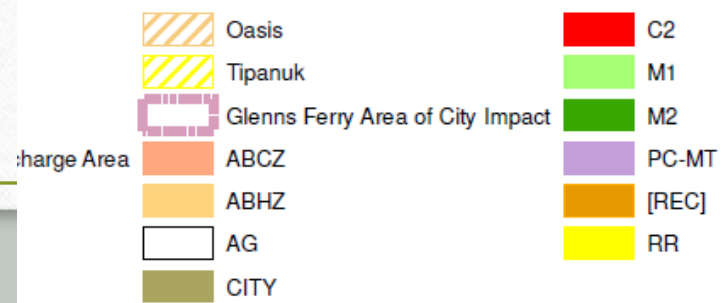
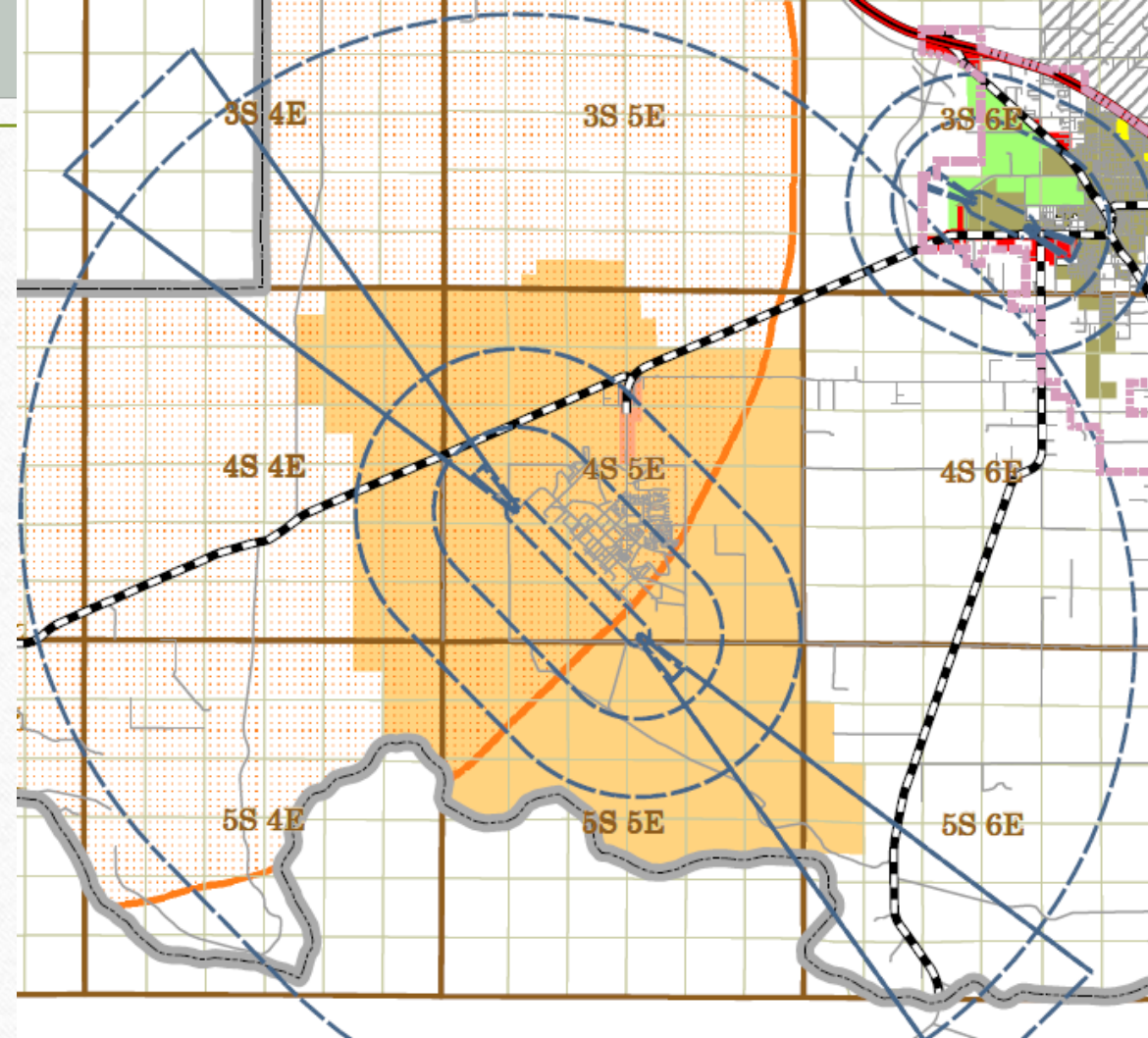
The purpose of this map is to show the Elmore County Fire Districts and land ownership.



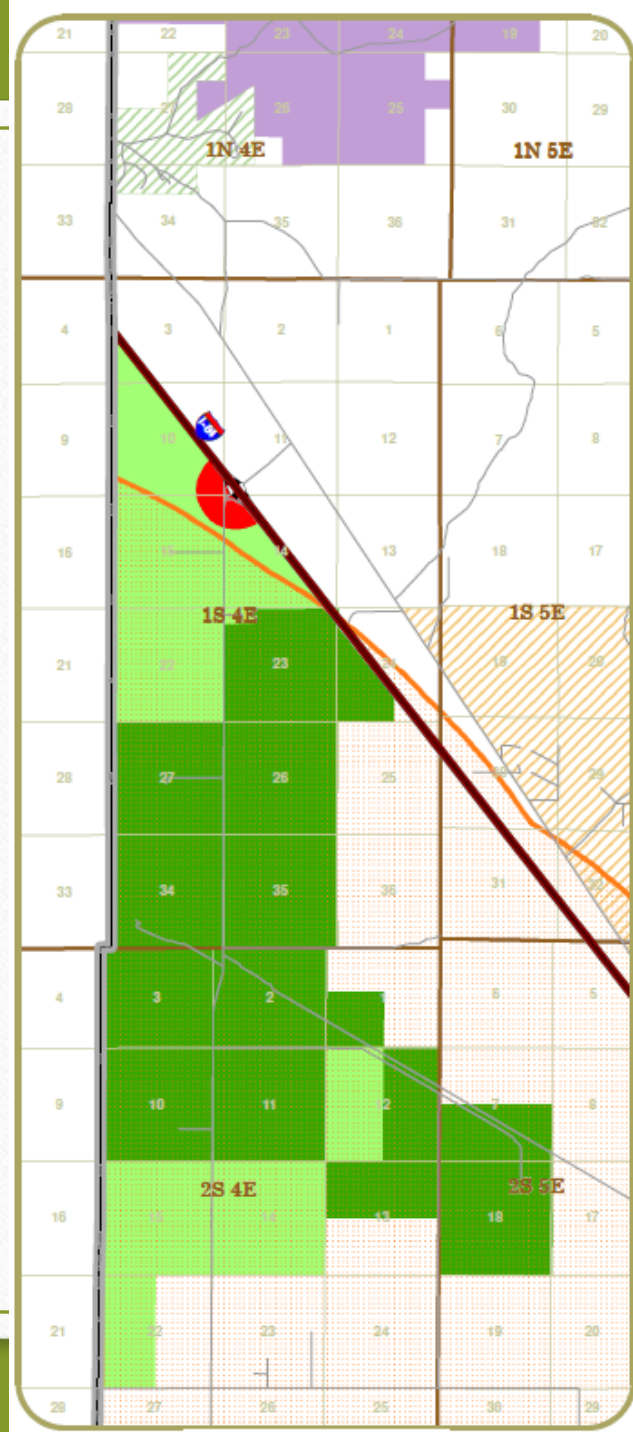
Source:
1. This map was created from various Elmore County GIS sources. This map is intended to be used as a reference only. Elmore County cannot accept liability with the accuracy of information portrayed on this map.



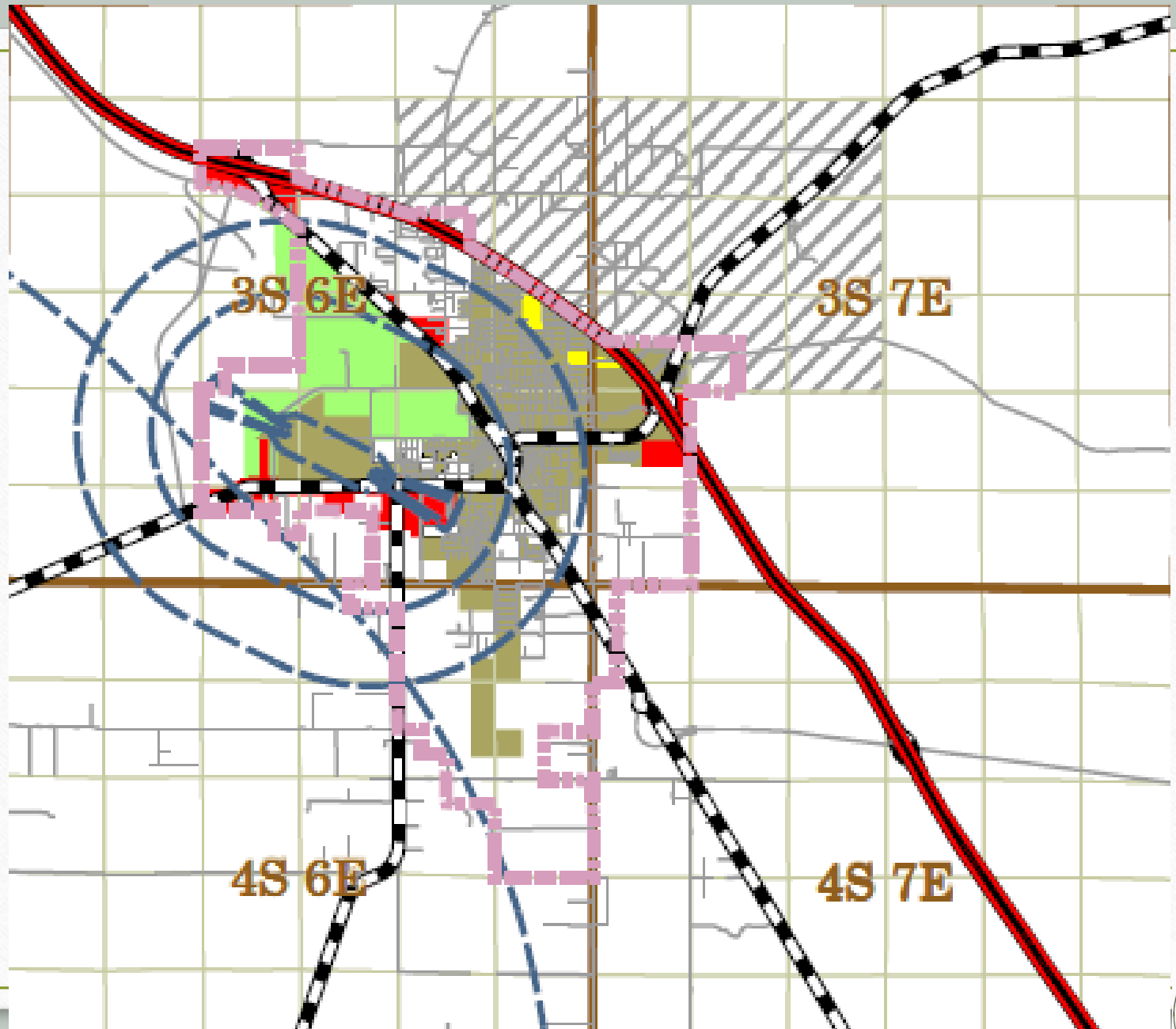
Airbase Hazard Zone and Airbase Commercial Zone



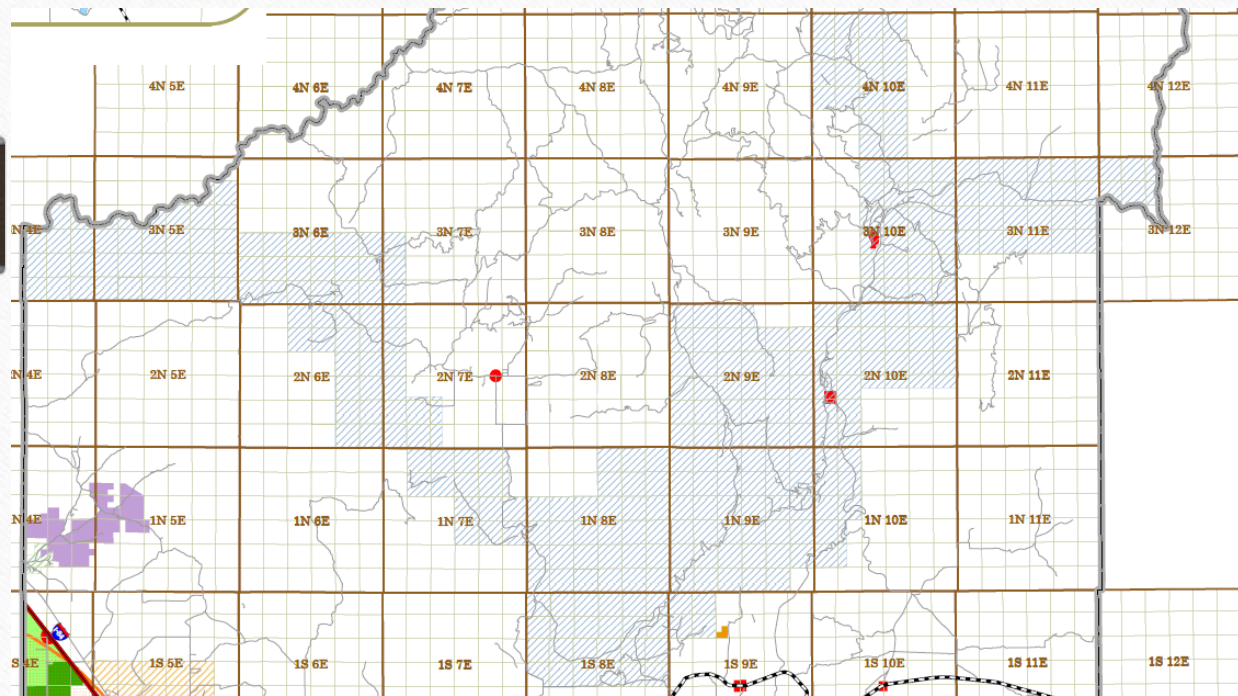
Heavy and Light Industrial



Mountain
Home
Aquifer
Recharge Area



Hillside and Floodplain



Hillside Development

- Cut or fill of 15% or more slopes
- County Engineer's close coordination with applicants

Floodplain Development

- All FEMA mapped 100-year floodplains
- South Fork of Boise River, Indian Creek, Bennett Creek, Canyon Creek, Little Camas, and Rattlesnake Creek
- County is working with FEMA in updating maps
- Received LiDAR data for Indian Creek, awaiting addition info in Spring 2024

05 Closing Thoughts



- Brining Elmore County and my department to 21st Century
- Permit Software Request
- Comprehensive Plan Update Request
- Master Facilities Plan and Funding/Financing Strategy Request

Let's welcome...

BROCK CHERRY

County Development Director at
CITY OF MOUNTAIN HOME





COMMUNITY DEVELOPMENT UPDATE

7/20/2023

HERE'S THE GIST OF IT...

FIRST - HOUSING

Whats happening? Where is the housing at?

SECOND - COMMERCIAL

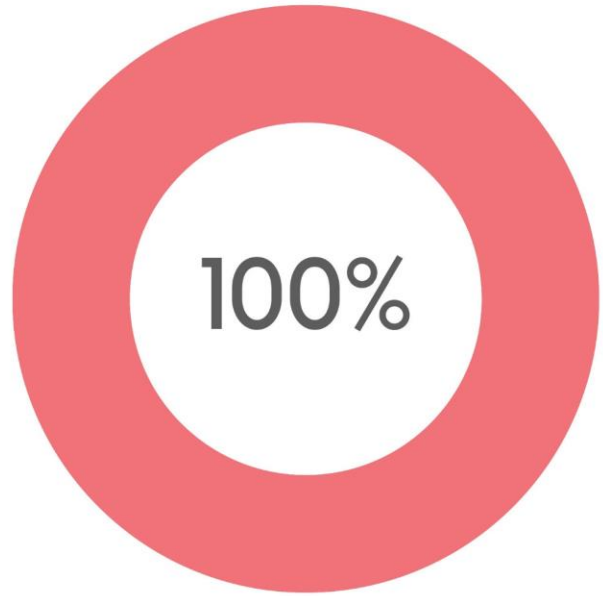
Commercial victories over the last three years. Questions?

THIRD - FIBER

Whats next with fiber? When is it coming to me?



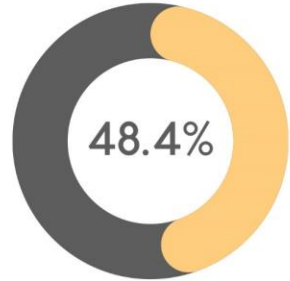
AS OF NOW...



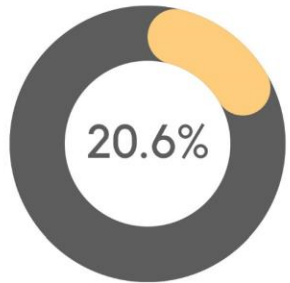
2167 ACTIVE APPROVED DWELLINGS



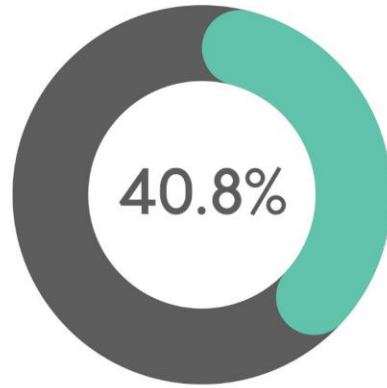
FOR PURCHASE



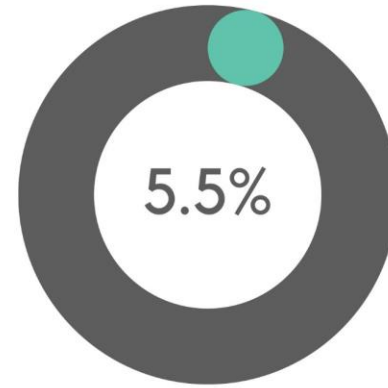
FOR RENT



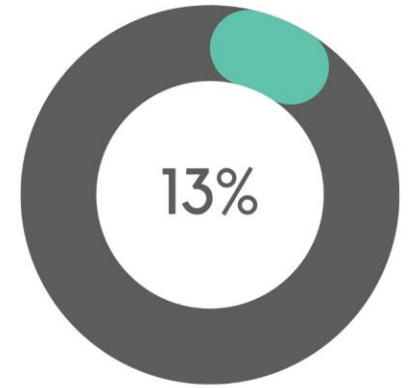
PURCHASE/RENT



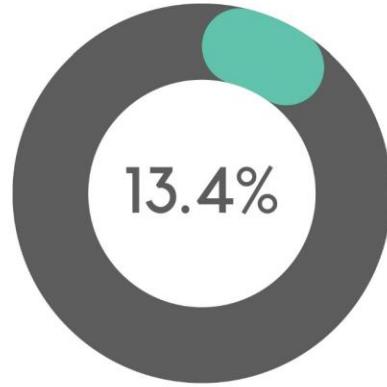
SINGLE FAMILY HOMES



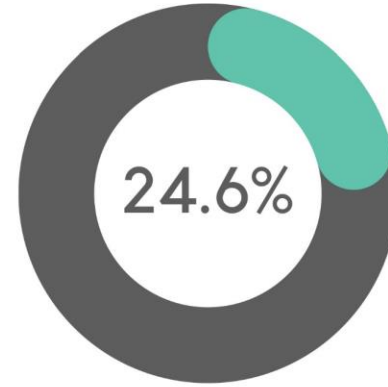
DUPLEXES



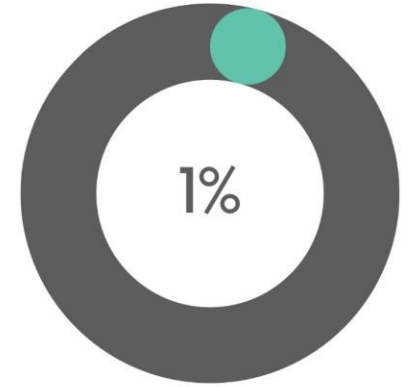
FOURPLEXES



TOWNHOMES



PATIO APTS

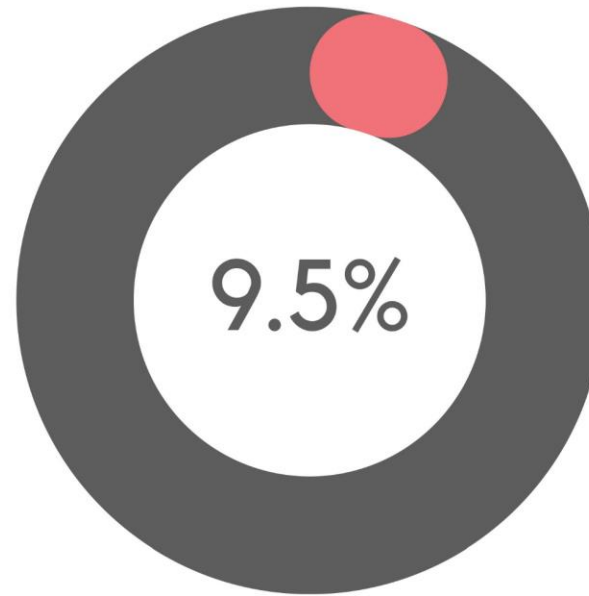


LIVE-WORK

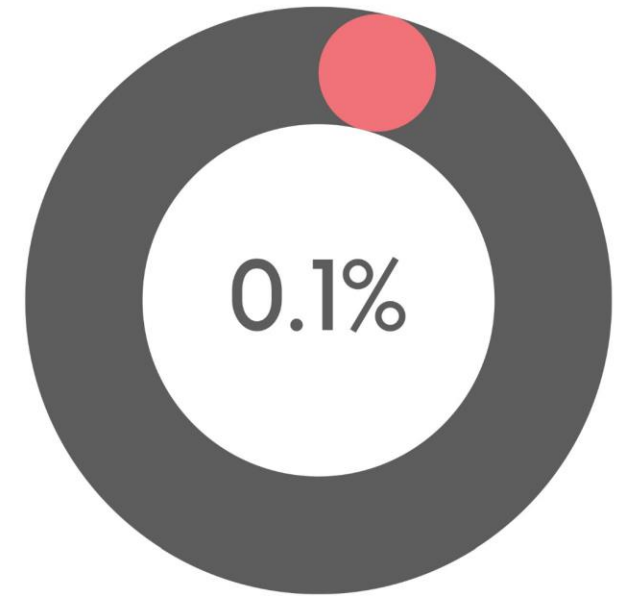


MF HOME PARK

AS OF NOW...



OF APPROVED PROJECTS THAT HAVE SUBMITTED BUILDING PERMITS



OF APPROVED PROJECTS THAT HAVE ISSUED BUILDING PERMITS

New Residential
Commercial

2021	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
	6	2	11	8	17	7	3	4	7	3	2	3	73
	0	2	0	0	0	0	0	1	0	0	1	0	4

New Residential
Commercial

2022	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
	0	7	15	4	5	0	0	1	6	3	0	0	41
	0	0	0	0	1	0	1	0	0	0	1	0	3

New Residential
Commercial

2023	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
	1	11	4	11	2	11	10						50
	0	0	2	0	1	0							3

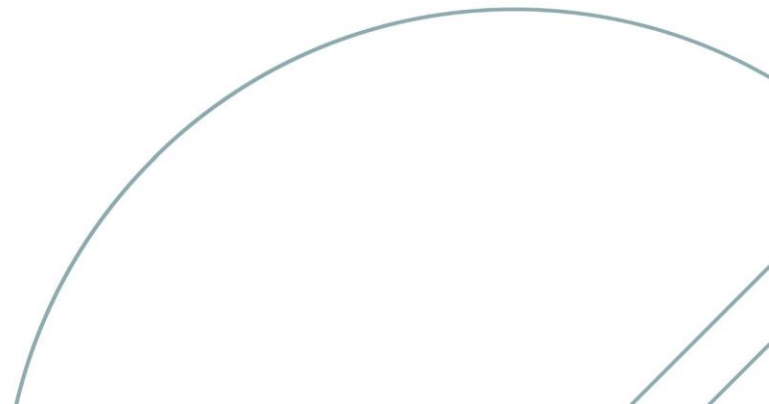


MY GUESTIMATE

**125 COMPLETED DWELLINGS
BY FALL 2023**

**AT LEAST 1 PHASE OF A
MULTIFAMILY PROJECT
COMPLETED**

**THE CITY WILL FINALLY
AFTER 15 YEARS HAVE
MULTIFAMILY COMPARABLE
PROJECT FOR LENDERS**





COMMERCIAL HAPPENINGS IN THE LAST 3 YEARS



FIBER UPDATE



2023

HOUSING

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ELMORE COUNTY

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Brock Cherry & Rich Sykes

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Updates by *Bart Cochran*

11:40 a.m. | Market Stats &
Assoc. Updates by *Taylor Gray*

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Summit concludes

1:00 p.m. – 5:00 p.m.
2023 CORE (Registration req.)

Let's welcome...

BART COCHRAN

Executive Director of
LEAP HOUSING SOLUTIONS





**BOISE REGIONAL REALTORS:
Elmore County Housing
Summit**

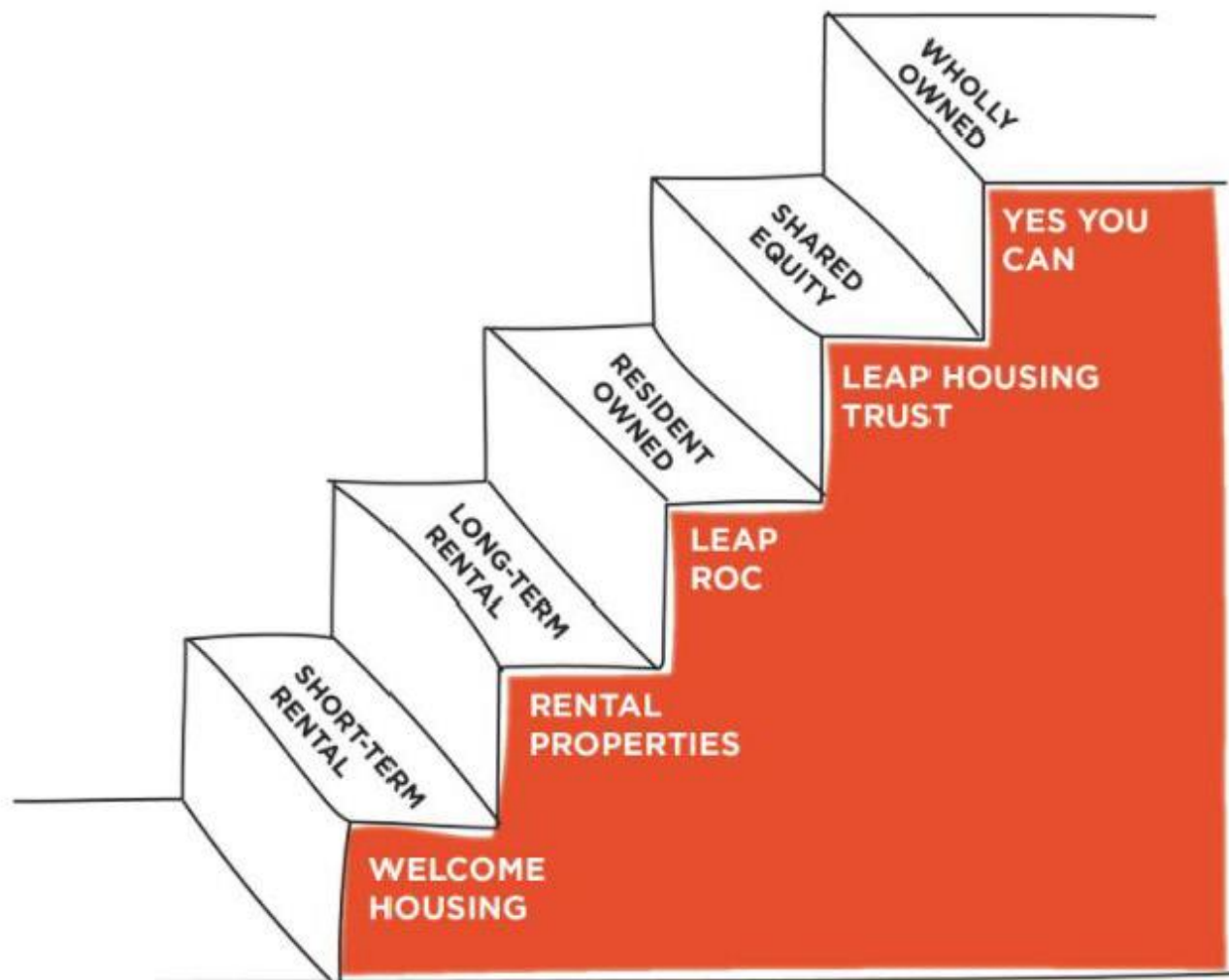
7.20.23



About LEAP

We are an Idaho-based nonprofit focused on decreasing the affordable housing deficit through creation of innovative and out-of-the-box affordable housing communities. **Our belief is that all people should have an opportunity to access safe, stable and affordable housing.**

LEAP works as one with the community to provide solutions for all Idahoans across the spectrum of housing, using love, equity, and partnership to see the change we see as necessary for strong and healthy communities.



The Numbers

42,372

The number of renter households that are extremely low income in Idaho according to the Idaho Asset Building Network and National Low Income Housing Coalition (NLIHC).

11x

Housing cost increases are 4x greater than wage increases over the last 5 years in Elmore County according to the Boise Regional Realtors.

24,468

The total amount of affordable rental housing units that are needed in order to combat the housing shortage across the state of Idaho according to the NLIHC.

LEAP Housing Trust Homeowners

SYNCING HOUSING OPPORTUNITIES TO LOCAL INCOMES

\$15/hr

MEDICAL RECEPTIONIST

- Single, 0 kids
- \$33K per year

\$22/hr

HOSPITAL WORKER

- Single, 0 kids
- \$42K per year

\$23/hr

CONSTRUCTION WORKER

- Married, 2 kids
- \$48K per year

\$27/hr

SCHOOL TEACHER

- Single, 1 child
- \$57K per year

\$31/hr

SOCIAL WORKER

- Married, 2 kids
- \$64K per year

ALL ARE INCOME QUALIFIED UNDER 80% AMI

**** All have a household member with Special Needs ****

TAFT HOMES AT COLLISTER UNITED METHODIST

YES IN GOD'S BACKYARD CAMPAIGN | BOISE, ID



LEAP Housing launched the “Yes in God’s Backyard” (**YIGBY**) campaign in 2020.

The campaign focuses on partnering with different faith-based communities in Idaho to turn underutilized land into affordable housing.

The first two homes are 30% AMI rentals in partnership with Collister United Methodist Church in Boise.

CARITAS COMMONS

HOMEOWNERSHIP | BOISE, ID



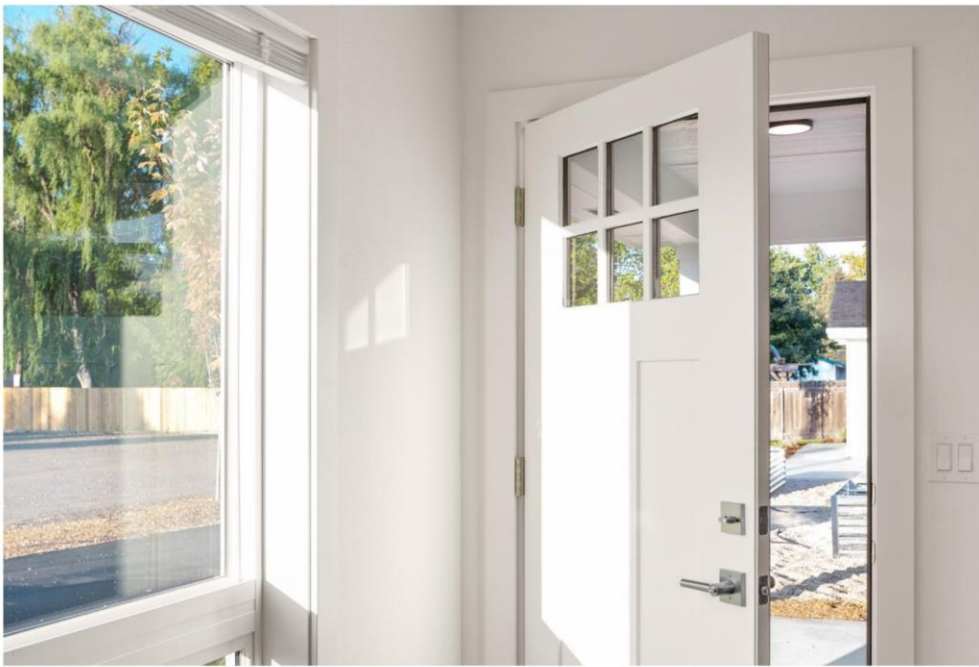
1.

Made possible through a lead donation from Saint Alphonsus and a mission-minded seller.

2.

14 single family homes located in NW Boise. Sold to households at 80% AMI or below.

A LOOK INSIDE



WHITNEY COMMONS

HOMEOWNERSHIP | BOISE, ID



1.

Made possible through a lead donation from the Whitney Foundation and a mission-minded seller.

2.

11 homes to be sold to households at 80% AMI or below.

CONSTRUCTION PROGRESS



FALCON'S LANDING

RENTAL & HOMEOWNERSHIP | MOUNTAIN HOME, ID



1.

Lead donation from the Blue Cross Foundation and a mission-minded seller. Groundbreaking expected in August 2023

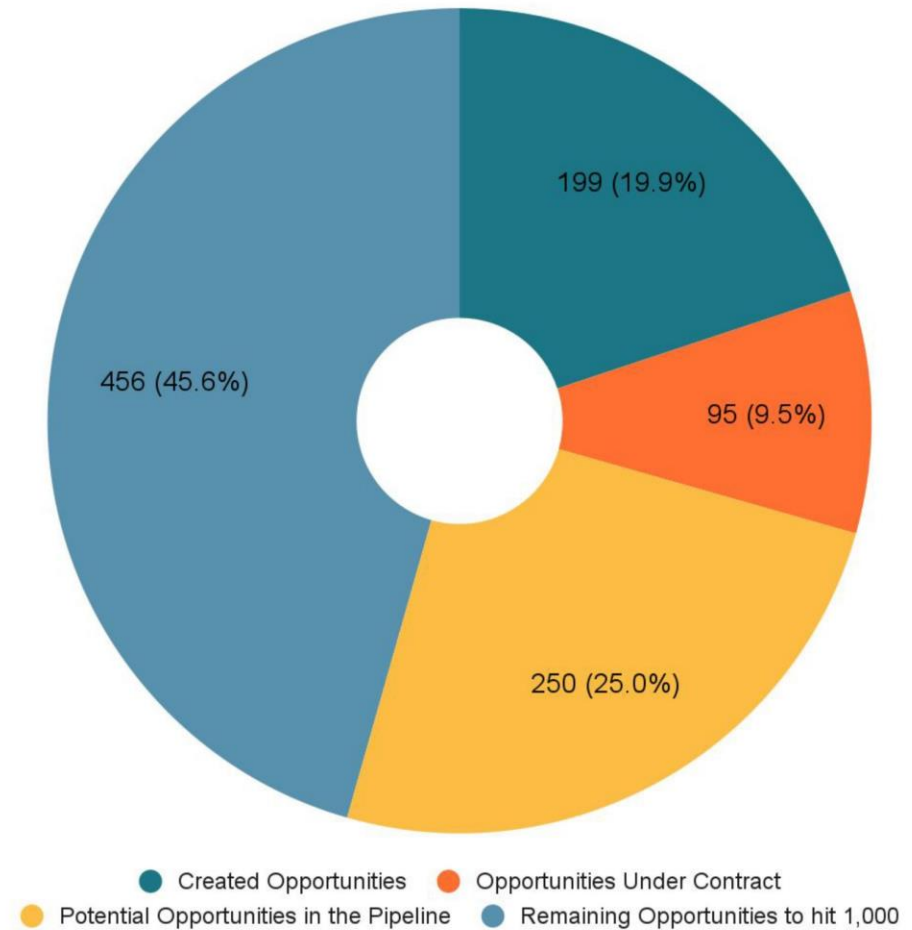
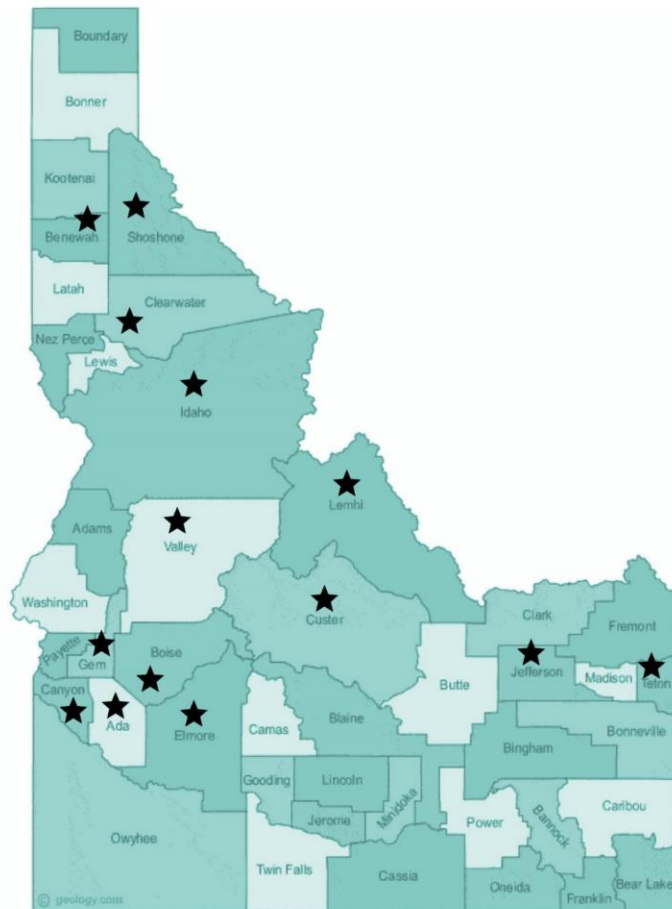
2.

4 phase construction process; 120 rental units. 16 townhomes for homeownership to involve SHOP funds

OUR PROGRESS

GOAL OF 1,000 OPPORTUNITIES BY 2026

LEAP's board of directors approved a goal of creating or preserving 1,000 affordable housing opportunities statewide by our 10th anniversary in 2026.



GET INVOLVED

1.

Help us find potential homeowners for Falcon's Landing townhomes.

2.

Invest in the **LEAP Loan Fund**; make a return while investing in your community

3.

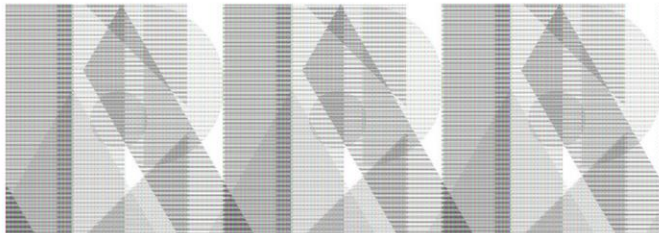
Have a LEAP representative come speak to your team and educate them about how to **help solve housing** in Idaho

SCAN THIS QR CODE AND FOLLOW US ONLINE



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Boise, ID 83706



Let's welcome...

TAYLOR GRAY

Director of Communications at
BOISE REGIONAL REALTORS®



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Elmore County Housing Summit – July 20, 2023

Here's what we're going to cover today:

Association Updates

Current market conversations

Our market vs. national stats

Takeaways for you AND your clients

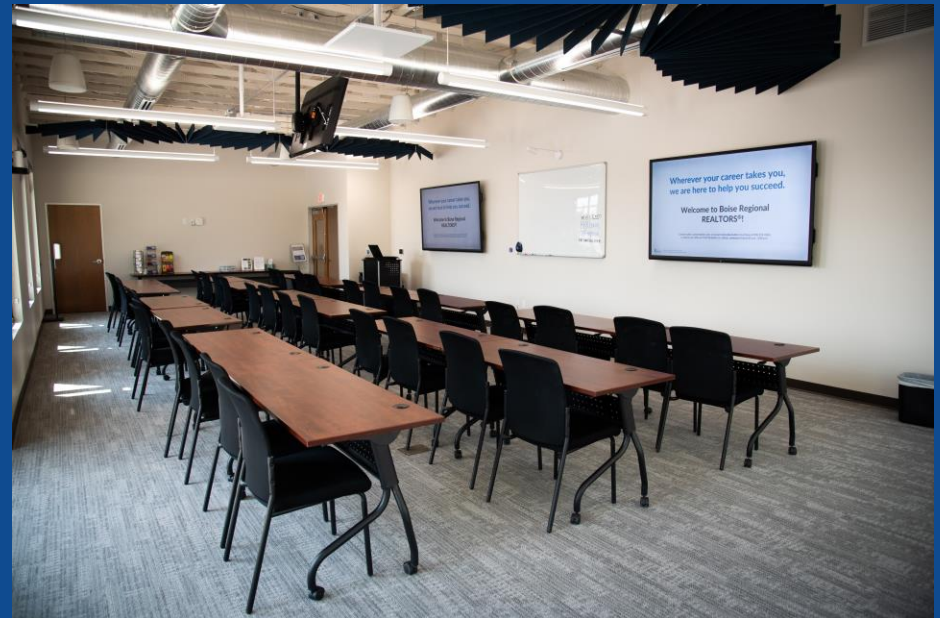
Association Updates...

**We're
here to
EMPOWER!**



Association Updates...

**Stay tuned
for rental
opportunities!**



Association Updates...

STRATEGIC SYMPOSIUM: “SEIZE THE SHIFT.”

(Previously the “Member Expo”)

- Where: OUR NEW OFFICE!
- When: September 7, 2023
- What:
 - Affiliates
 - Keynote Speaker
 - Director Elections



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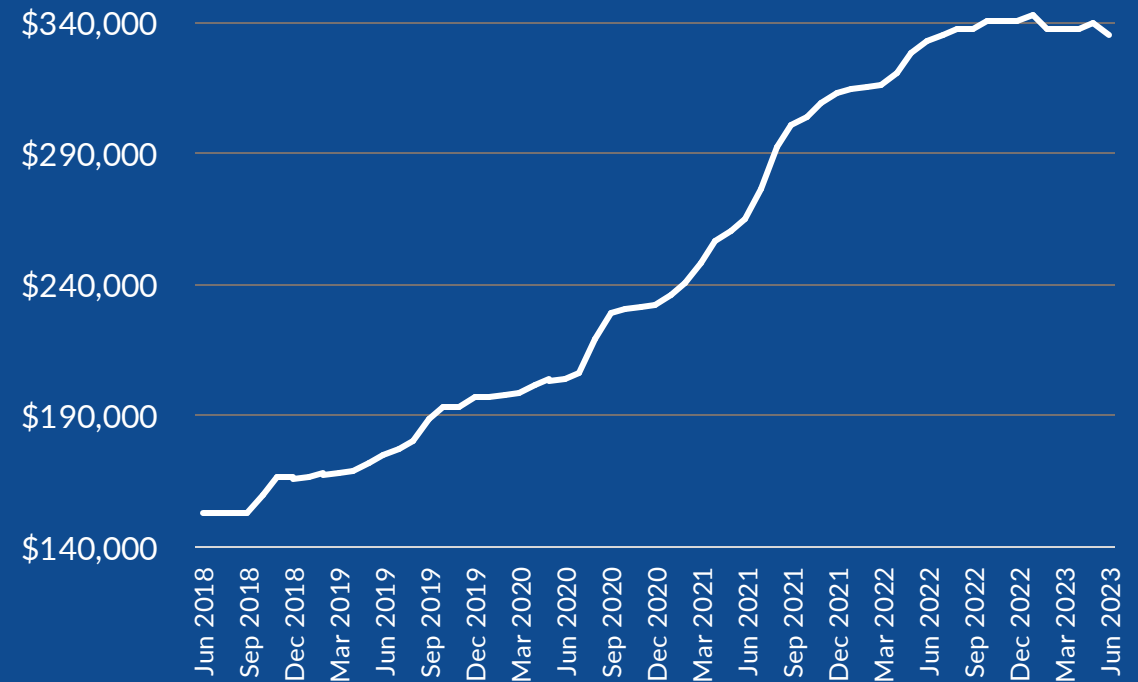
Our market vs. national stats

Takeaways for you AND your clients

Conversations we're hearing...

Is the market crashing?

- We've been on a necessary course correction.

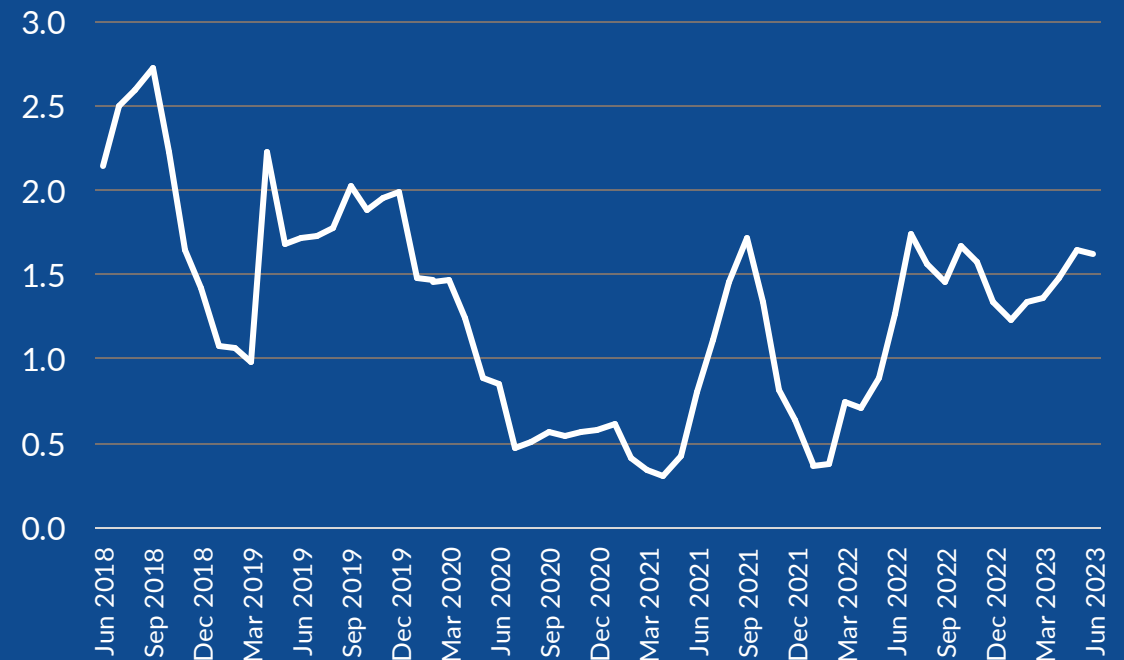


ROLLING 12-MONTH
MEDIAN SALES PRICE (JUNE 2018-2023)

Conversations we're hearing...

Is the market crashing?

- Median Sales Prices have been in an upward swing three months in a row.
- Contributing factors?

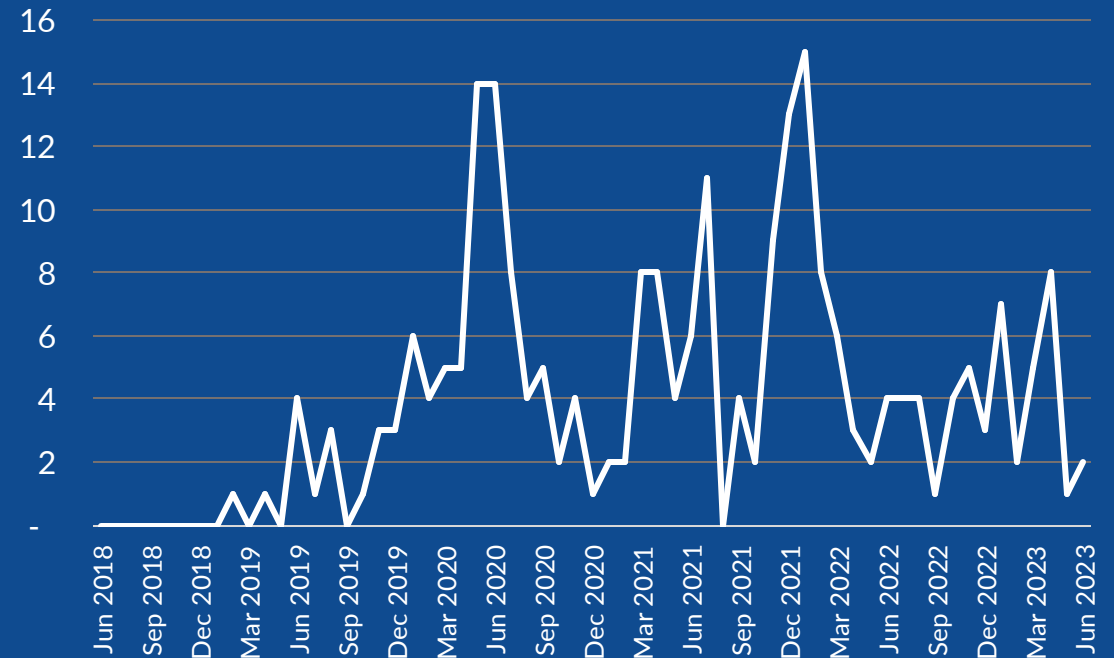


MONTHS' SUPPLY OF INVENTORY (JUNE 2018-2023)

Conversations we're hearing...

Is the market crashing?

- **Fox Business: Nationally, new construction sales “highest level in more than a year.”**



NEW CONSTRUCTION HOME SALES IN ELMORE (JUNE 2018-2023)

Conversations we're hearing...

Should I rent or should I buy now?

NAR & Apartment Therapy bring you...

An interactive hub for renters.



Conversations we're hearing...

**Should I
rent or
should I
buy now?**



Conversations we're hearing...

Should I rent or should I buy now?

- How does rent compare to the Median Sales Price?
 - Rental prices versus sales prices
 - Benefits of owning

Rental Market Trends in the U.S. — Is Rent Going Up?

Asking rents increased 0.6% from April to May, according to Zillow's rental report for May 2023.



By Anna Helhoski

Updated Jul 12, 2023 7:01 a.m. PDT



By Don Day - BoiseDev Editor & Founder

January 13, 2023

The average price to rent an apartment in the Boise area rose just more than five percent last year – but the price slid for the last five months of the year, following a typical seasonal trend.

SPEND

Rent prices will keep going up in 2023 —here's what to expect

Published Wed, Sep 28 2022-1:57 PM EDT



Mike Winters
@MIKEWINTERS

SHARE    

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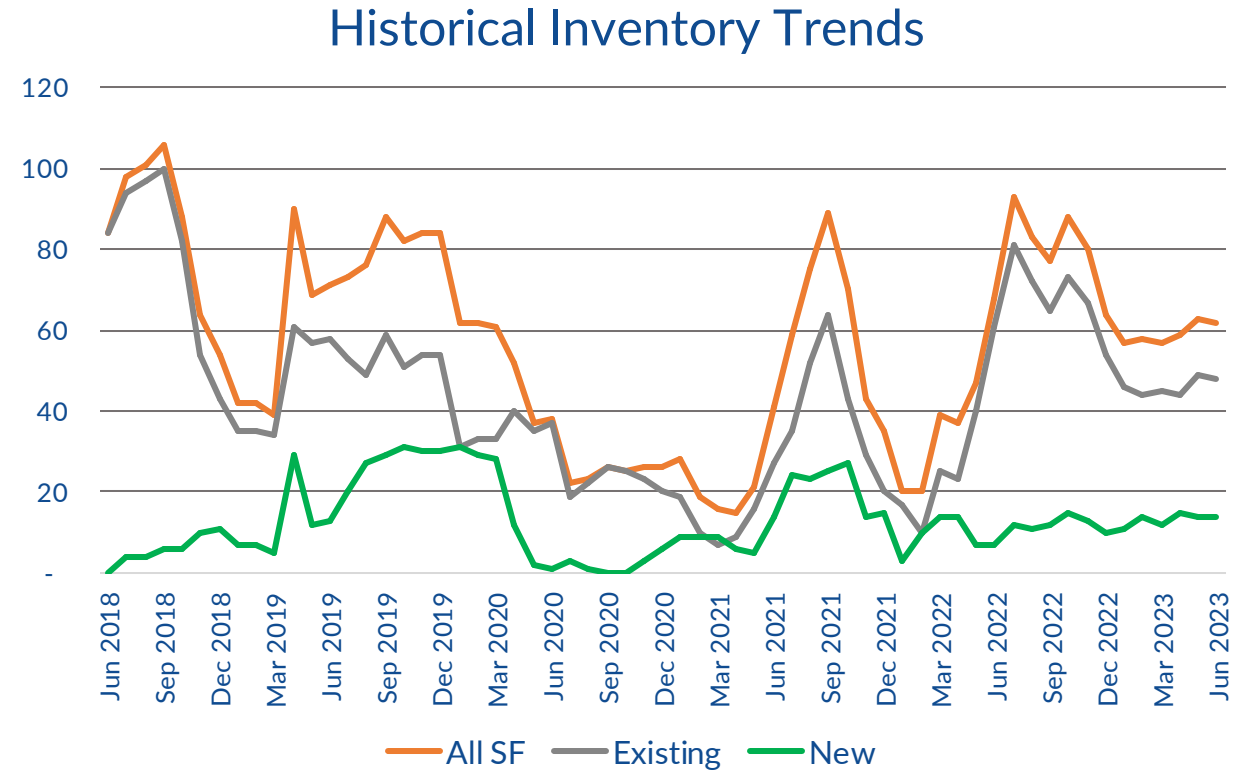
Our market vs. national stats

Takeaways for you AND your clients

Our market...

This Year in Review (Jan 2023 – June 2023)

INVENTORY			
Month	All Single-Family	Existing	New Construction
January	57	46	11
February	58	44	14
March	57	45	12
April	59	44	15
May	63	49	14
June	62	48	14



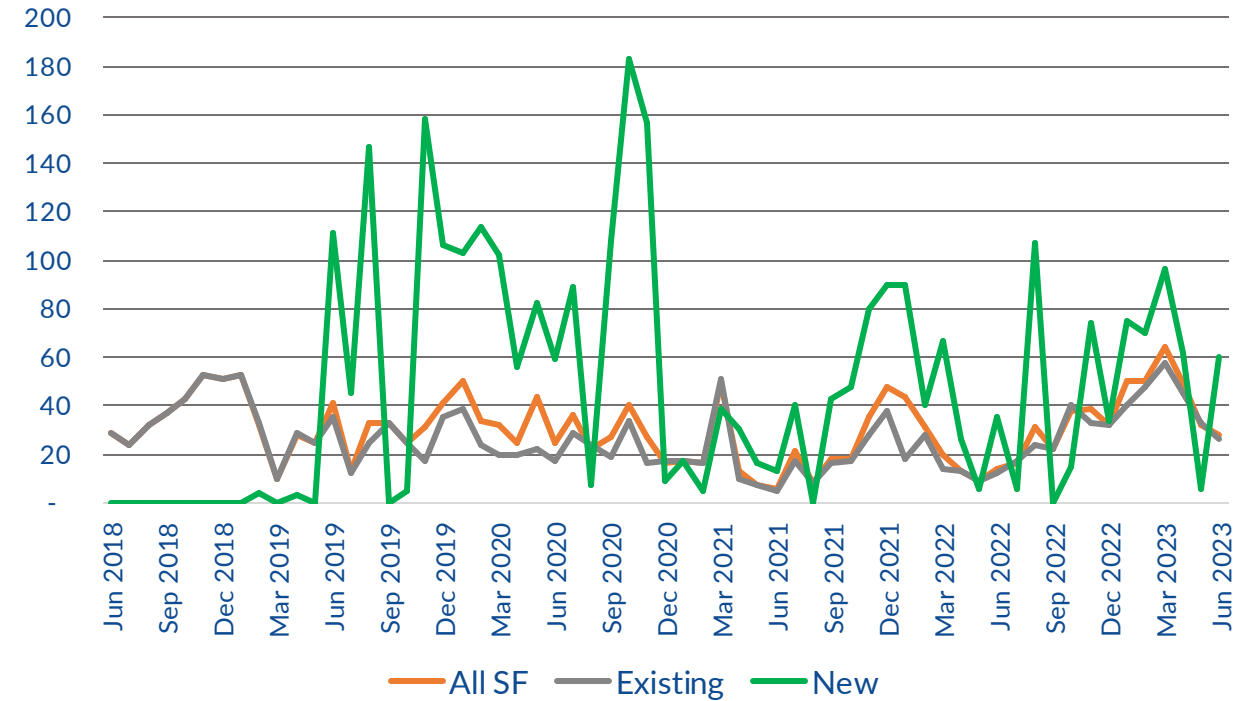
HEADLINE: Inventory Finds Middle Ground, Still Not Satisfying Market Hunger

Our market...

This Year in Review (Jan 2023 – June 2023)

DAYS ON MARKET			
Month	All Single-Family	Existing	New Construction
January	50	40	75
February	50	48	70
March	64	58	96
April	49	45	62
May	32	33	6
June	28	26	60

Historical DOM Trends



HEADLINE: Days on Market Rev to Fall 2020 Times; “To Be Built” Causing Perception Issues?

Our market...

This Year in Review (Jan 2023 – June 2023)

PENDING			
Month	All Single-Family	Existing	New Construction
January	30	24	6
February	39	31	8
March	42	36	6
April	47	43	4
May	57	44	13
June	55	39	16

Historical Pending Trends



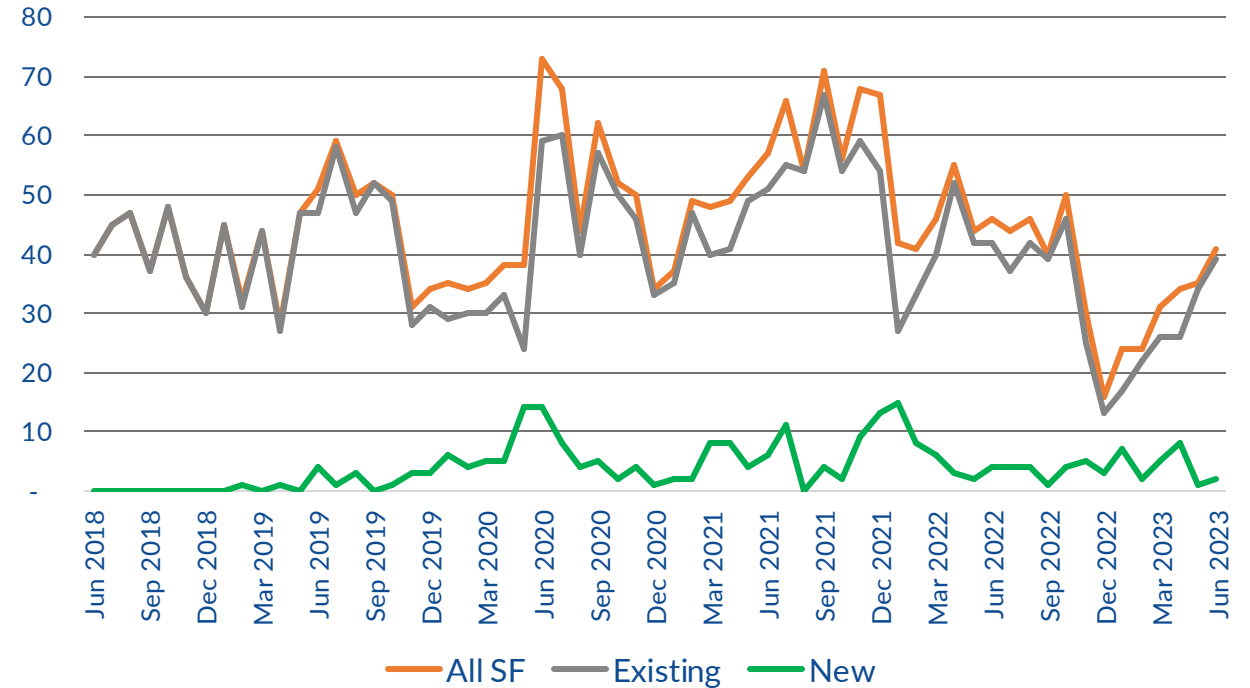
HEADLINE: Existing Pendants Snooze, First Time Since November 2022 While New Rises – Hope for Inventory?

Our market...

This Year in Review (Jan 2023 – June 2023)

SALES			
Month	All Single-Family	Existing	New Construction
January	24	17	7
February	24	22	2
March	31	26	5
April	34	26	8
May	35	34	1
June	41	39	2

Historical Sale Trends



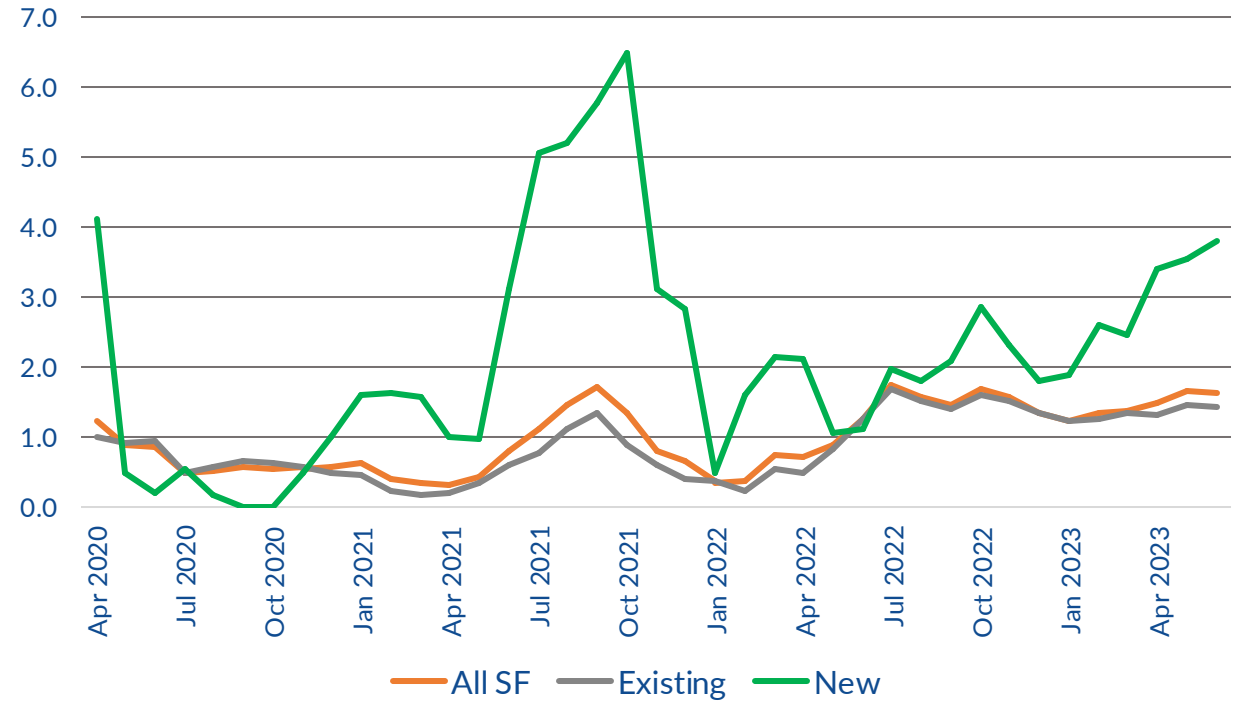
HEADLINE: Sales Accelerate for All Sectors in June 2023; Existing Sales Similar to Aug '20, Mar '21, and Jul '22.

Our market...

This Year in Review (Jan 2023 – June 2023)

MONTHS' SUPPLY OF INVENTORY			
Month	All SF	Existing	New
Jan	1.2	1.2	1.9
Feb	1.3	1.2	2.6
Mar	1.4	1.3	2.5
Apr	1.5	1.3	3.4
May	1.7	1.5	3.6
June	1.6	1.4	3.8

Historical MSI Trends



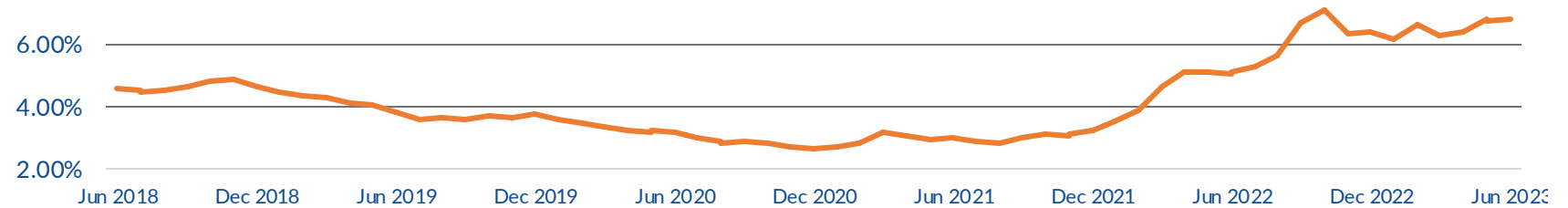
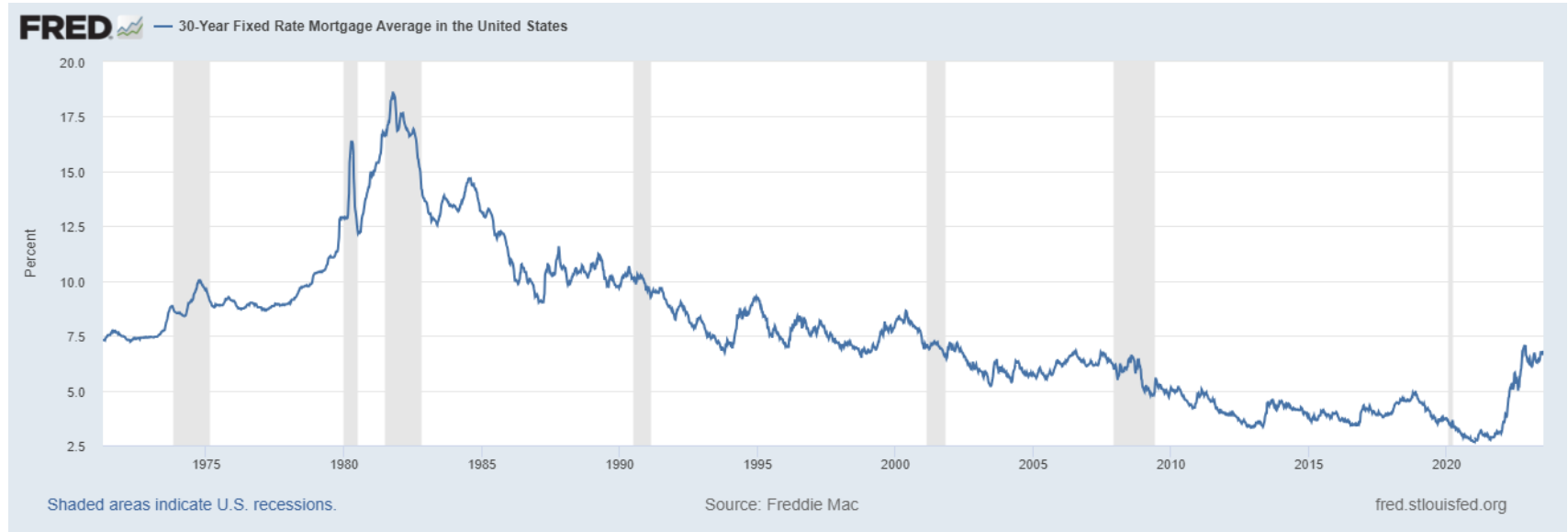
HEADLINE: Shelves Remain Short of Stock in June 2023 for Elmore.

Our market...

This Year in Review (Jan 2023 – June 2023)

MORTGAGE RATES

Month	Rate
Jan	6.18%
Feb	6.65%
Mar	6.27%
Apr	6.39%
May	6.79%
June	6.81%



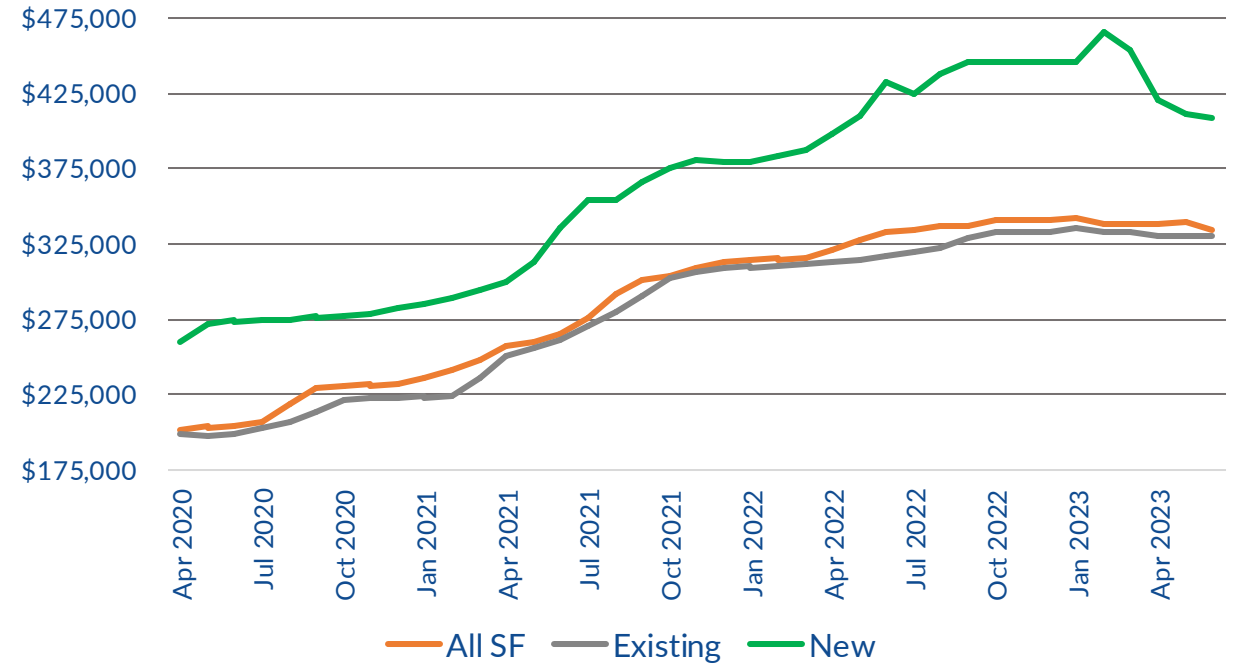
HEADLINE: Mortgage Rates Work to Cool Demand

Our market...

This Year in Review (Jan 2023 – June 2023)

R12MM MEDIAN SALES PRICE			
Month	All Single-Family	Existing	New Construction
January	\$342,938	\$335,500	\$445,993
February	\$337,938	\$333,250	\$466,444
March	\$337,938	\$333,250	\$454,137
April	\$337,938	\$331,000	\$420,216
May	\$340,000	\$331,000	\$411,021
June	\$335,000	\$331,000	\$408,743

Historical Sale Trends



HEADLINE: Home Prices Seek Relief from Pandemic Pressures

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Takeaways for YOU...

What Forbes is forecasting for July.

**Affordable options will evade
us for a bit longer.**

**Higher
mortgage
rates**

**Elevated
home
prices**

**Constrained
housing
inventory**

Takeaways for YOU...

What others are forecasting for July.

Will affordable options evade us for
a bit longer?

OR...

Will we see further slides in MSP?

Higher
mortgage
rates

Elevated
home
prices

Constrained
housing
inventory

Takeaways for YOUR CLIENTS...

**Wealth =
+\$120,000?**

Sign me up.

**“Best time to buy
real estate was 20
years ago. The
second-best time
to get into real
estate is now.”**

Before I go...

We applaud you, REALTORS® and affiliates.

ADVOCATE | EDUCATE | CONNECT

Closing remarks from...

LISA MARTIN

Chief Executive Officer of
BOISE REGIONAL REALTORS®

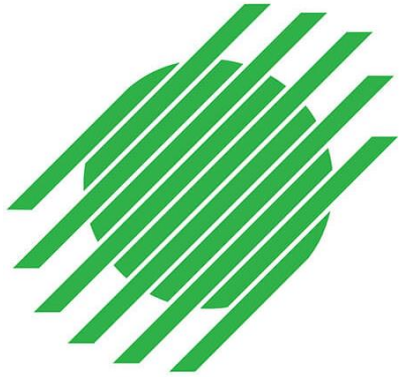


TAYLOR GRAY

Director of Communications for
BOISE REGIONAL REALTORS®



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