




| MEDIAN SALES PRICE  | | YOY % | MOM % |
|--|-----------|--------|-------|
| ALL | \$412,195 | -6.2% | +0.0% |
| RESALE | \$406,750 | -2.6% | +0.0% |
| NEW | \$437,109 | -11.1% | +3.3% |

- There was a much larger segment of lower priced resale homes sold in March when compared to February. Most notable, resale homes less than 20 years old had a median sales price of \$397K compared to a Median Sales Price (MSP) of \$797K for similarly aged homes sold in February (in both cases this sales volume is low and can be volatile).
- The MSP sold in March increased significantly, but the low volume of sales didn't shift the rolling 12-month MSP.


| HOMES SOLD  | | YOY % | MOM % |
|--|----|--------|---------|
| ALL | 26 | -13.3% | +73.3% |
| RESALE | 20 | -9.1% | +400.0% |
| NEW | 6 | -25.0% | -45.5% |

- Homes sold increased significantly this month, growing 73% relative to February. The number of resale homes sold in March was five times the number sold in February.
- There was a significant change in the composition of homes sold by age from February to March. The proportion of overall homes sold that were resale homes was around 3 out of every 4 sales in March, a major switch from February's 1 of 3 sales balance.


| PENDING SALES  | | YOY % | MOM % |
|---|----|--------|--------|
| ALL | 48 | +11.6% | +20.0% |
| RESALE | 24 | +26.3% | +4.3% |
| NEW | 24 | +0.0% | +41.2% |

- Pending sales increased by 20% in March, the third straight month of significant growth in pending sales.
- There are currently a few older resale homes pending that are priced above \$750K on average. These homes were on the market for less than 20 days in most cases indicating there is a market for higher price point homes currently in Gem County.

- Year-Over-Year (YOY)** – Comparison of the current month to same month in previous year.
- Month-Over-Month (MOM)** – Comparison of the current month to the previous month.

| INVENTORY  | | YOY % | MOM % |
|---|-----|---------|--------|
| ALL | 106 | +63.1% | +6.0% |
| RESALE | 55 | +19.6% | +19.6% |
| NEW | 51 | +168.4% | -5.6% |

- Inventory increased slightly in March, marking the third month in a row of increases.
- Over half (51%) of inventory are new homes. They have been on the market over 100 days on average and are currently priced well above new homes sold in March.
- Resale homes in inventory have been on the market for an average of 83 days and have experienced a \$30K price reduction.

| DAYS ON MARKET  | | YOY % | MOM % |
|--|----|--------|--------|
| ALL | 51 | -35.4% | -32.9% |
| RESALE | 53 | -5.4% | -60.4% |
| NEW | 43 | -69.7% | -21.8% |

- Days on Market decreased by 25 days in March, driven by a significant decrease in Days on Market for resale homes sold in March.
- A group of resale homes aged 11–20 years were sold after 38 Days on Market. A large proportion of these homes had been sold after being relisted which drove down their days on market measure.

MARKET MATH!



"Balanced" Market = 4-6 MSI

CURRENT MSI: 4.6 Months

Market Speeds + Inventory = Months' Supply of Inventory



“A MESSAGE FROM BRR’S PRESIDENT

Rapid shifts in price points and a significant increase in resale activity make Gem County’s market feel like it’s waking up from winter. With volatility and low volume, having a REALTOR® ensures you’re not just reacting to the market – it ensures you’re reading it accurately.

~Elizabeth Hume, Boise Regional REALTORS® 2025 President