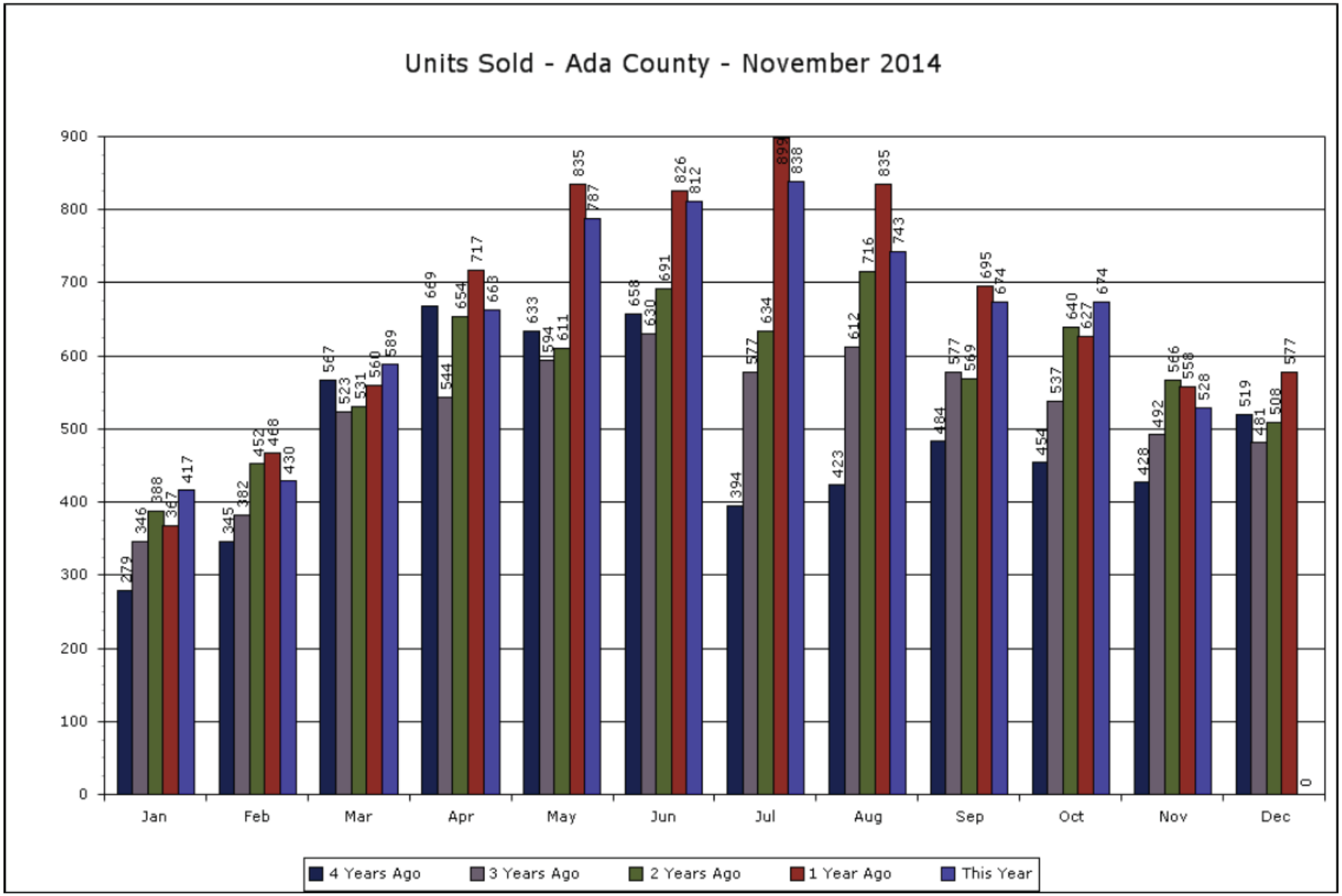
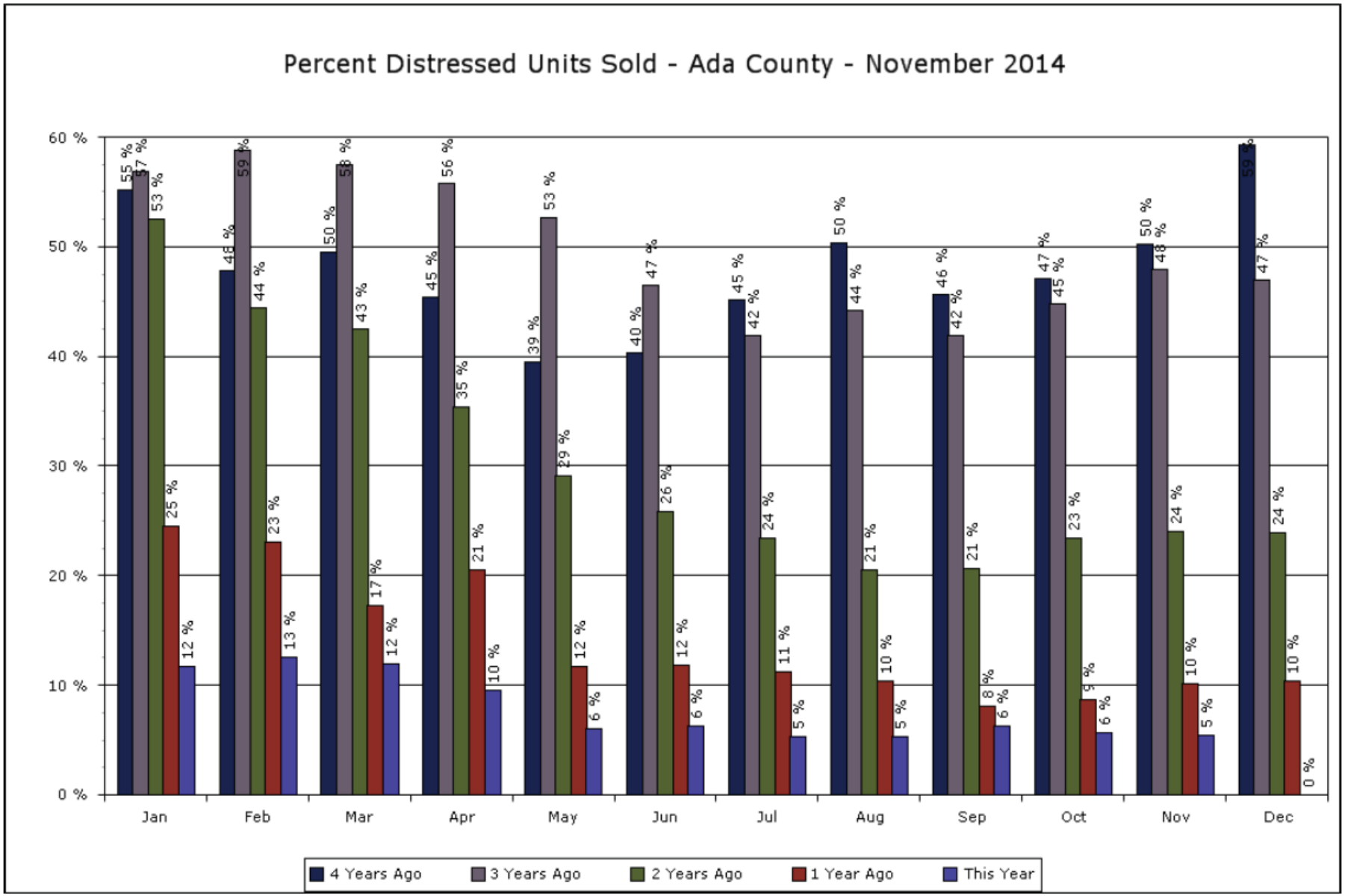
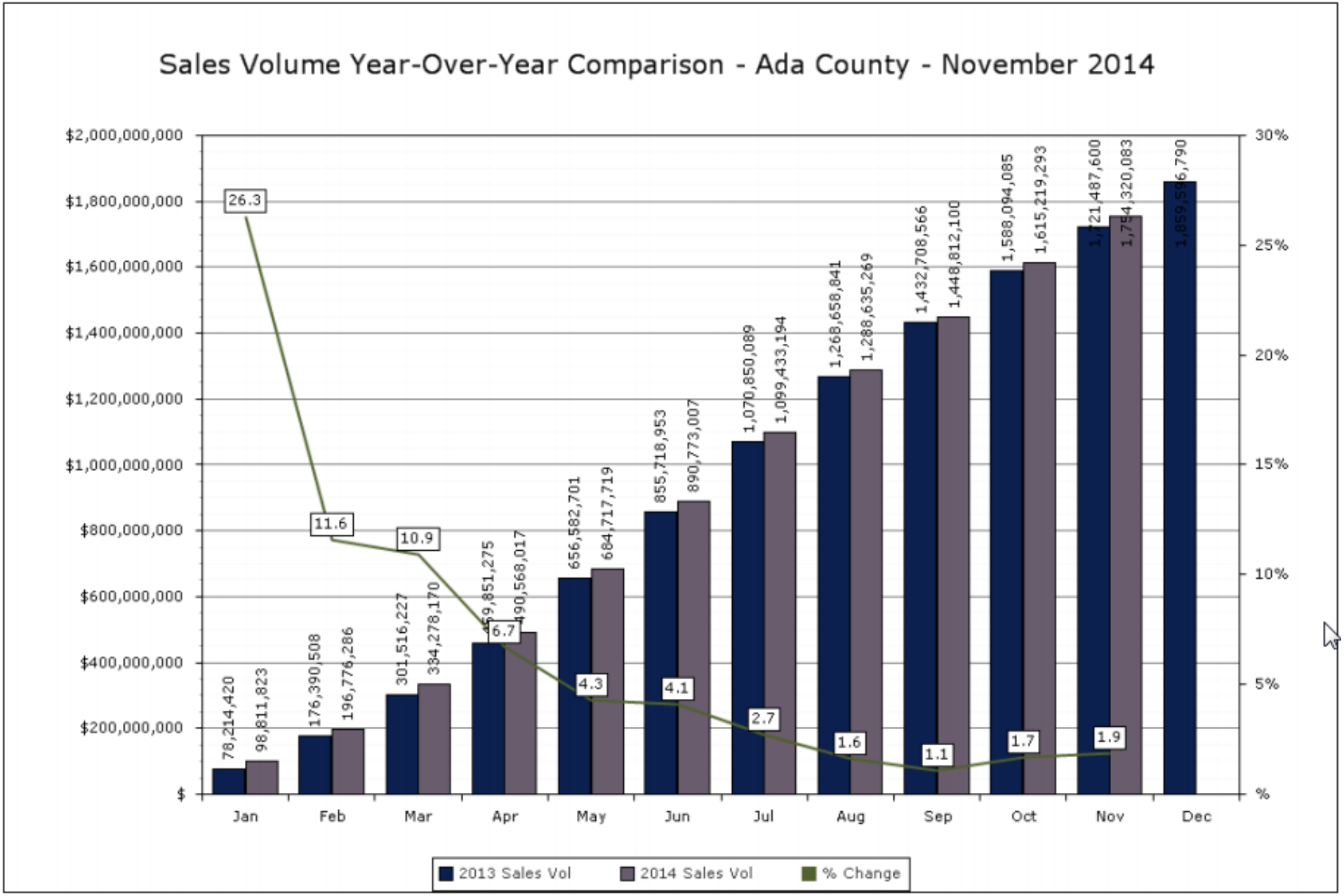
INTERMOUNTAIN MLS

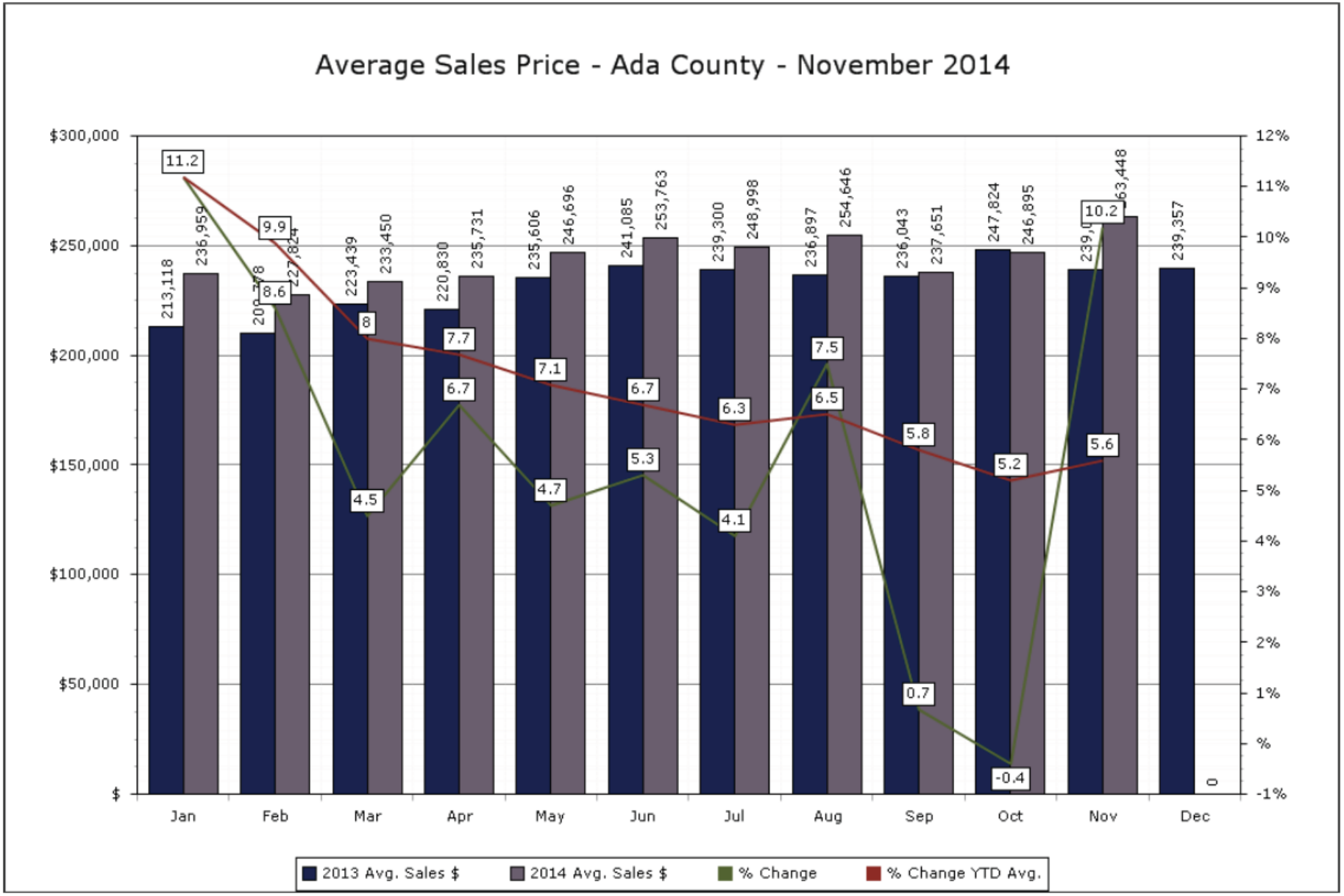
Market Snapshot

Ada County

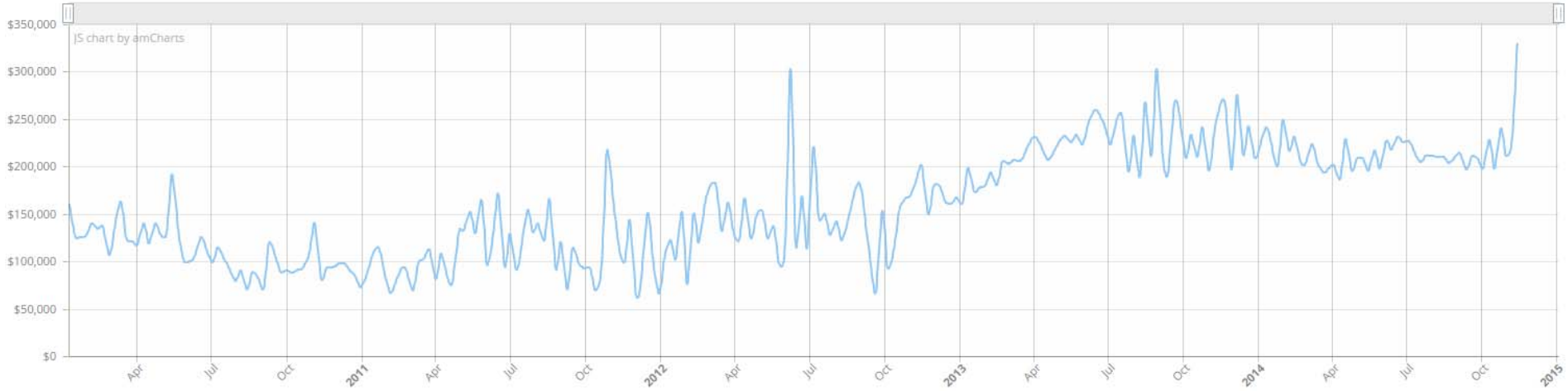

Units Sold - Ada County - November 2014
900
800
700
600
500
400
300
200
100
0
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
279
346
388
367
417
345
382
452
468
430
567
523
531
560
589
669
544
654
717
663
633
594
611
835
787
658
630
691
826
812
394
577
634
899
838
423
612
716
835
743
484
577
569
695
674
454
537
640
627
674
428
492
566
558
528
519
481
508
577
0
4 Years Ago
3 Years Ago
2 Years Ago
1 Year Ago
This Year

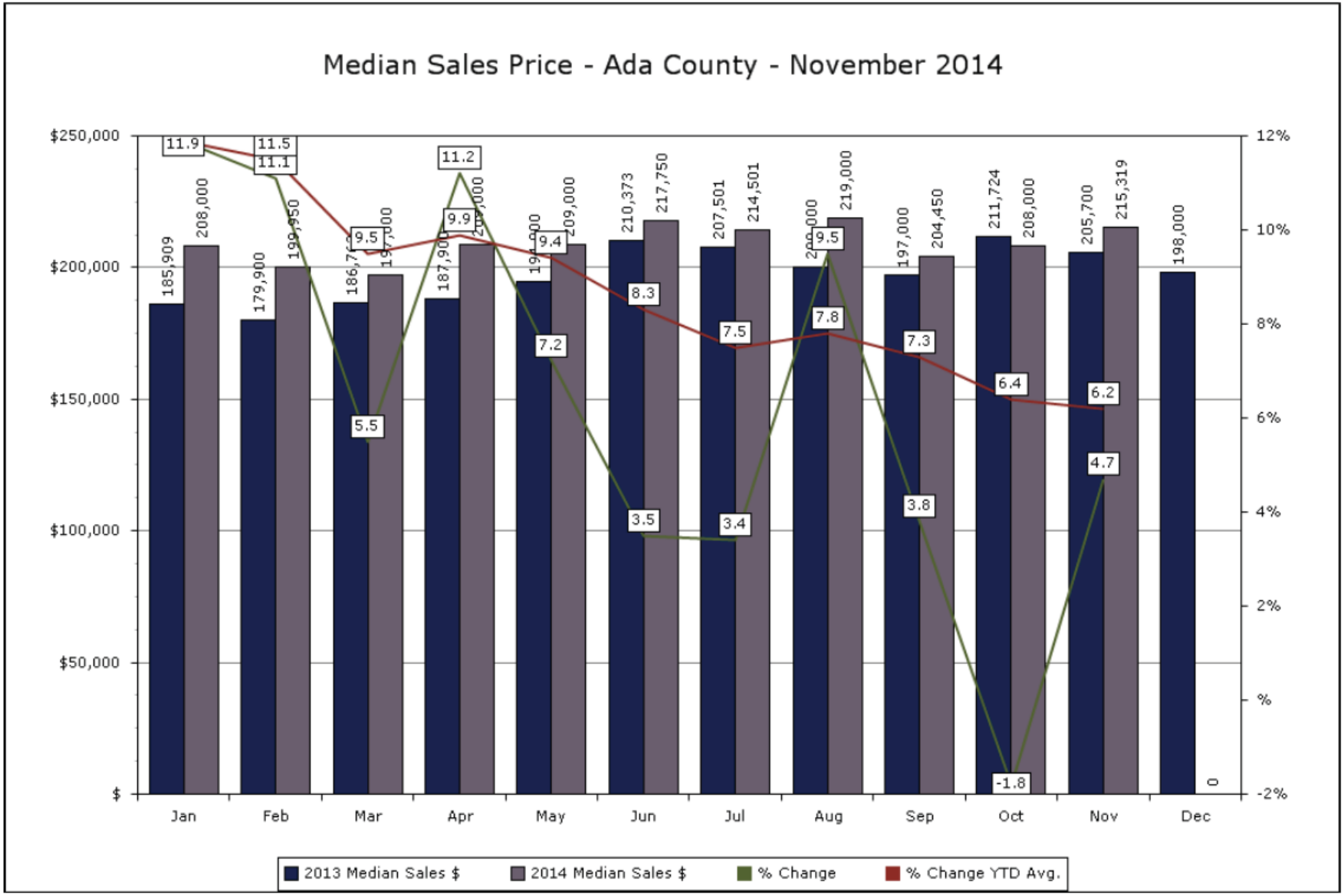

Percent Distressed Units Sold - Ada County - November 2014
60 %
50 %
40 %
30 %
20 %
10 %
0 %
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
4 Years Ago
3 Years Ago
2 Years Ago
1 Year Ago
This Year


Sales Volume Year-Over-Year Comparison - Ada County - November 2014
$2,000,000,000
$1,800,000,000
$1,600,000,000
$1,400,000,000
$1,200,000,000
$1,000,000,000
$800,000,000
$600,000,000
$400,000,000
$200,000,000
$
30%
25%
20%
15%
10%
5%
%
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
78,214,420
98,811,823
176,390,508
196,776,286
301,516,227
334,278,170
490,568,017
656,582,701
684,717,719
855,718,953
890,773,007
1,070,850,089
1,099,433,194
1,268,658,841
1,288,635,269
1,432,708,566
1,448,812,100
1,588,094,085
1,615,219,293
1,721,487,600
1,794,320,083
1,859,536,790
26.3
11.6
10.9
6.7
4.3
4.1
2.7
1.6
1.1
1.7
1.9
2013 Sales Vol
2014 Sales Vol
% Change

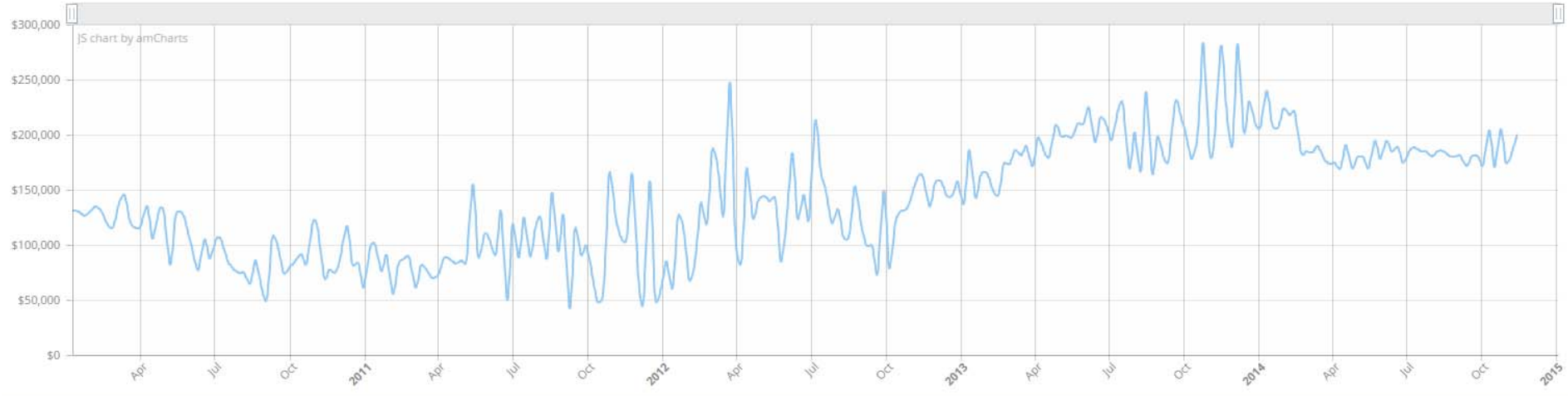

Average Sales Price - Ada County - November 2014
$300,000
$250,000
$200,000
$150,000
$100,000
$50,000
$
12%
11%
10%
9%
8%
7%
6%
5%
4%
3%
2%
1%
%
-1%
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
213,118
236,959
223,439
233,450
220,830
235,731
235,606
246,696
241,085
253,763
239,300
248,998
236,897
254,646
236,043
237,651
247,824
246,895
239,357
11.2
9.9
8.6
8
7.7
7.1
6.7
6.3
5.8
5.2
5.6
4.5
6.7
4.7
5.3
4.1
7.5
6.5
0.7
-0.4
10.2
2013 Avg. Sales $
2014 Avg. Sales $
% Change
% Change YTD Avg.

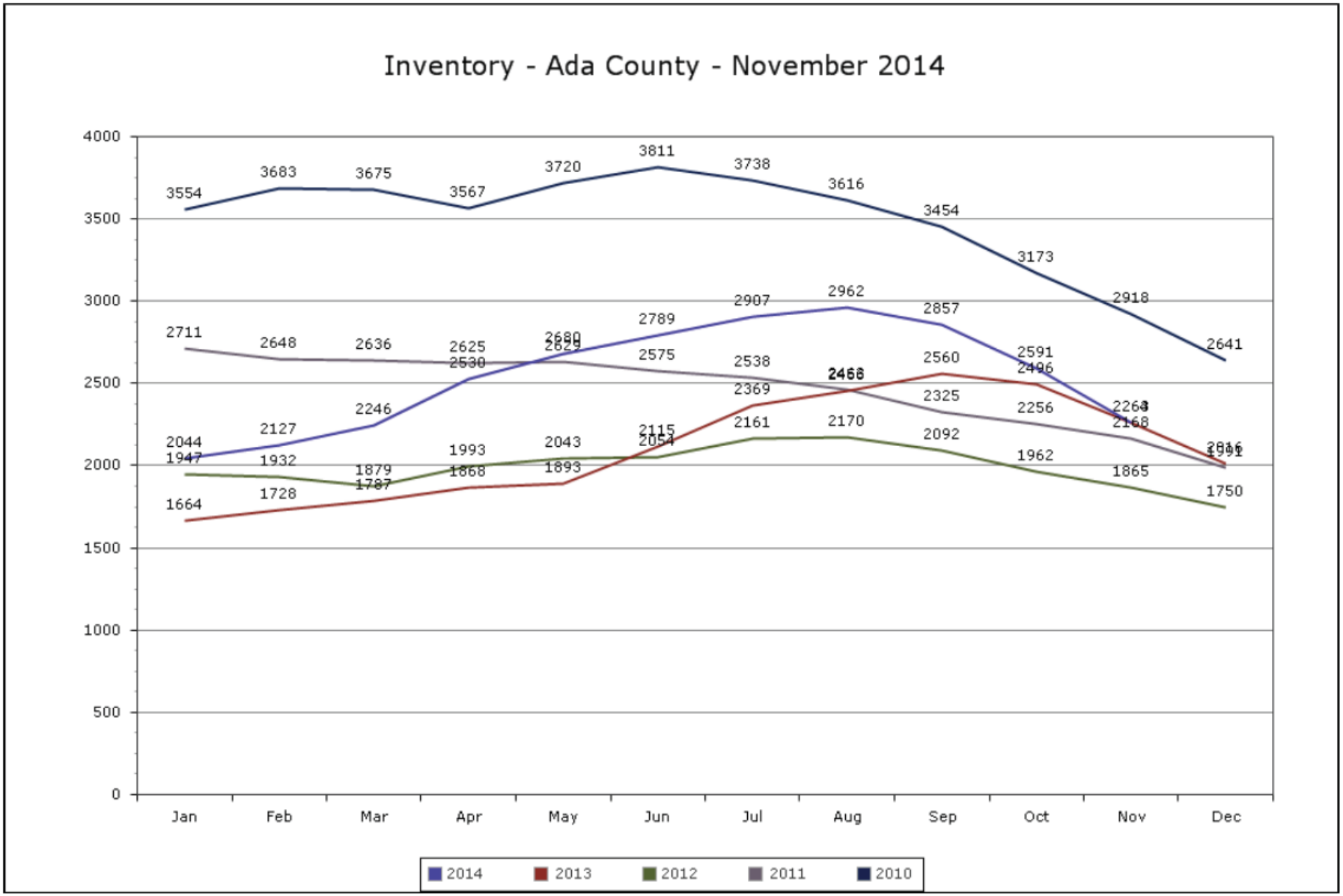
Average Price 2010-2015

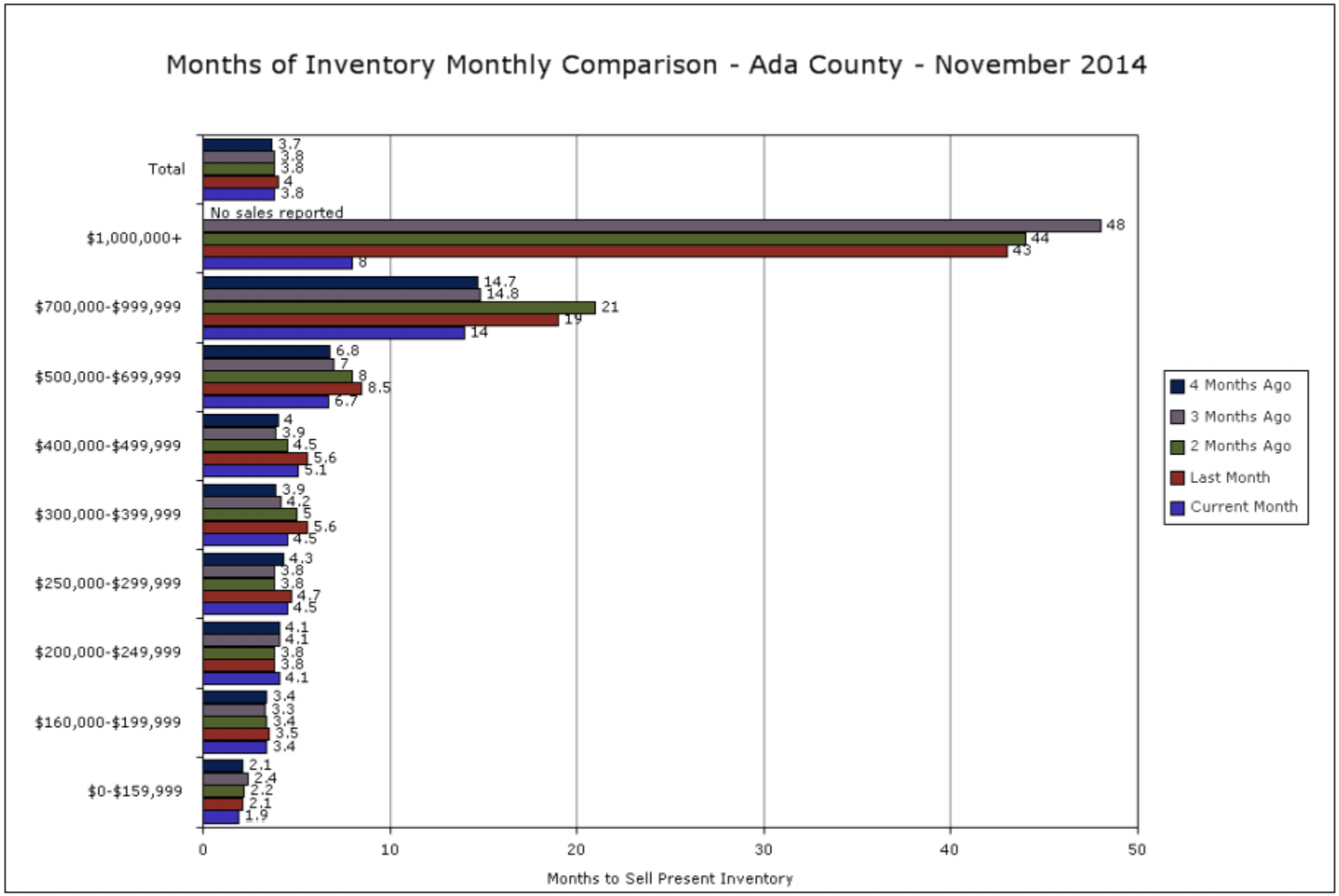



Median Sales Price - Ada County - November 2014
$250,000
$200,000
$150,000
$100,000
$50,000
$
12%
10%
8%
6%
4%
2%
%
-2%
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
185,909
208,000
179,900
199,950
186,7
197,000
187,900
197,000
209,000
210,373
217,750
207,501
214,501
219,000
197,000
204,450
211,724
208,000
205,700
215,319
198,000
0
11.9
11.5
11.1
9.5
11.2
9.9
9.4
8.3
7.5
7.8
7.3
6.4
6.2
5.5
7.2
3.5
3.4
9.5
3.8
-1.8
4.7
2013 Median Sales $
2014 Median Sales $
% Change
% Change YTD Avg.

Median Price 2010-2015



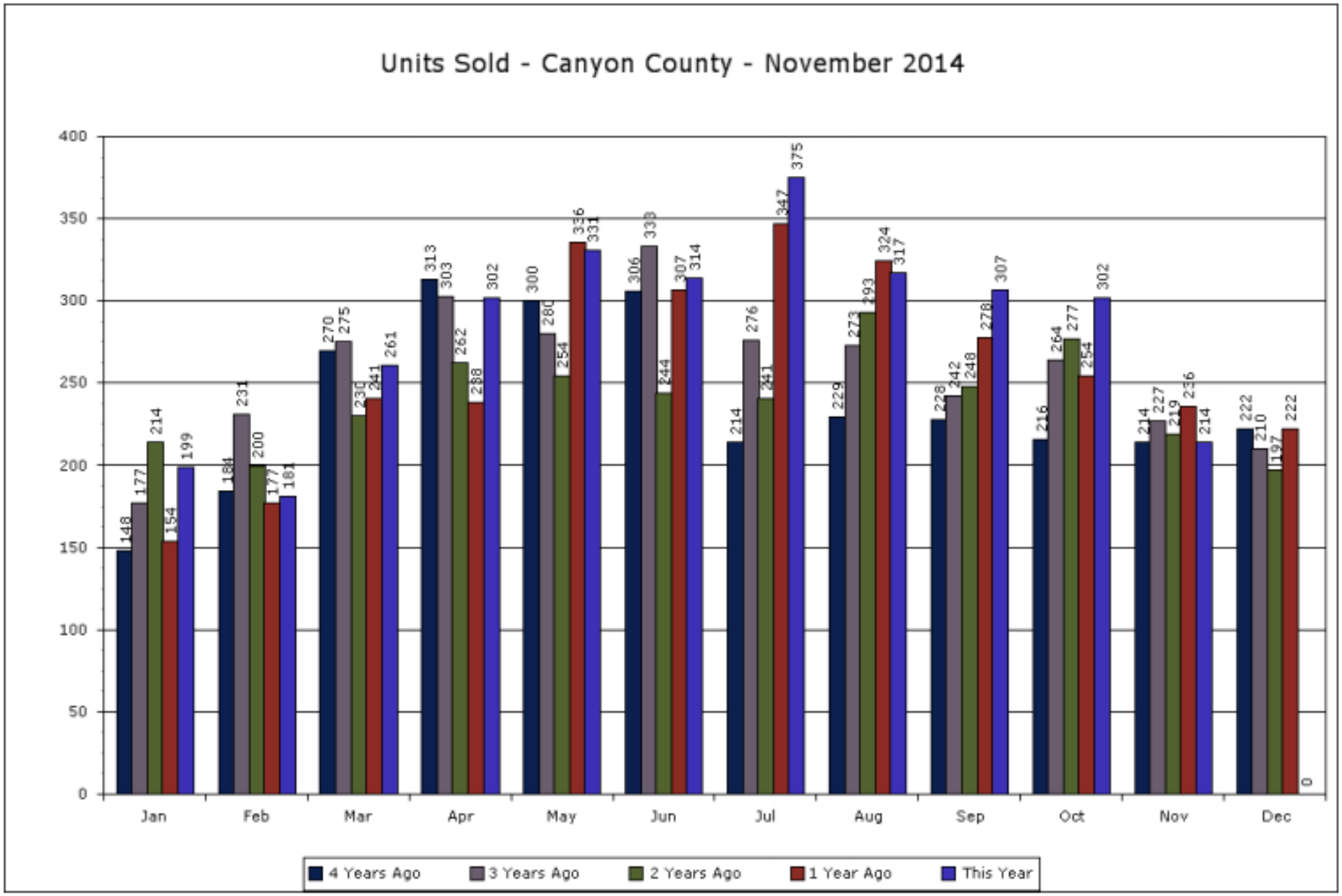

Inventory - Ada County - November 2014
4000
3500
3000
2500
2000
1500
1000
500
0
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
3554
3683
3675
3567
3720
3811
3738
3616
3454
3173
2918
2641
2711
2648
2636
2625
2680
2789
2575
2538
2466
2325
2256
2168
2044
2127
2246
2530
2907
2962
2857
2591
2496
2263
1947
1932
1879
1993
2043
2115
2369
2161
2170
2092
1962
1865
1664
1728
1787
1868
1893
2054
2560
1750
2016
1991
2014
2013
2012
2011
2010

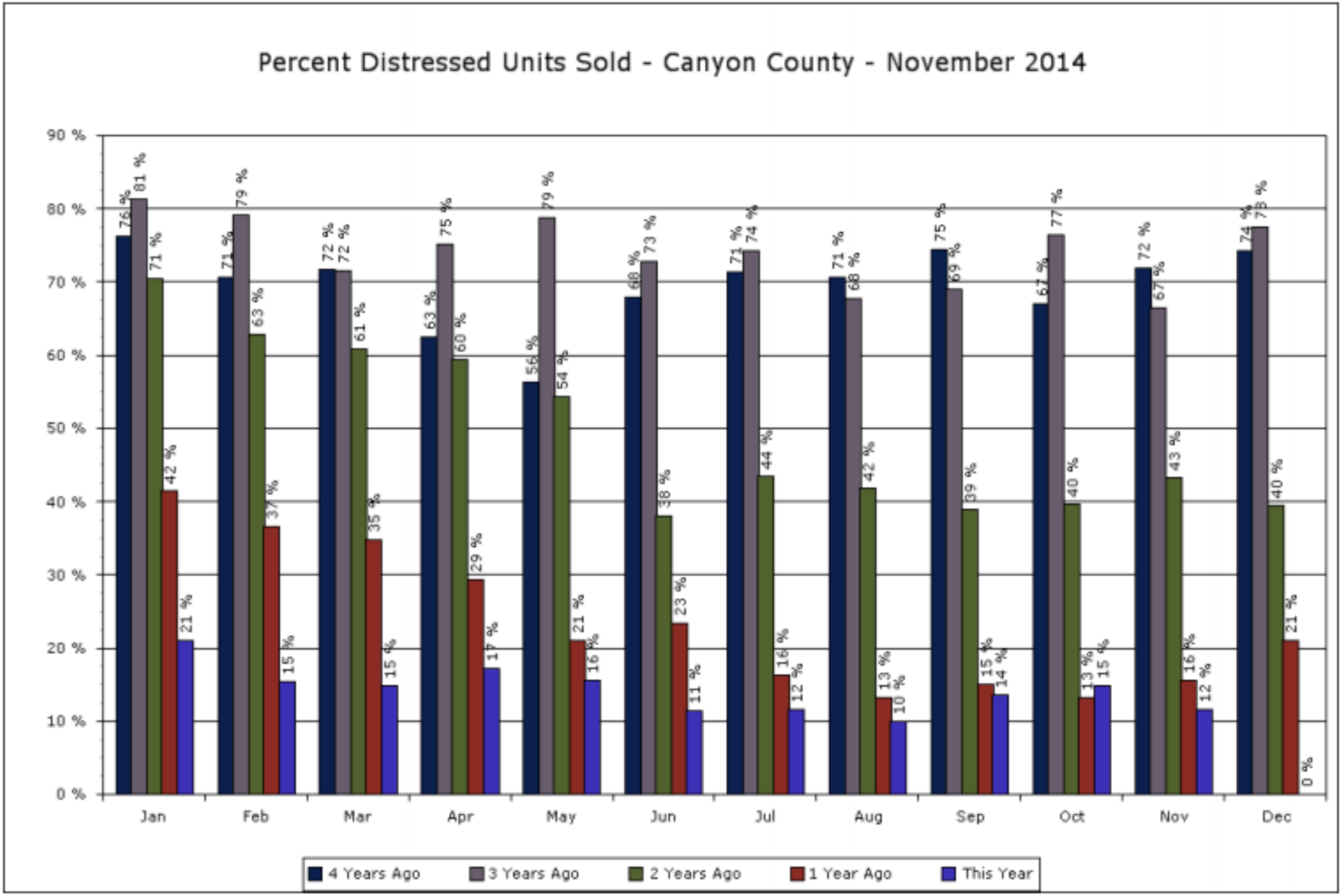

Months of Inventory Monthly Comparison - Ada County - November 2014
Total
3.7
3.8
3.8
4
3.8
$1,000,000+
No sales reported
48
44
43
8
$700,000-$999,999
14.7
14.8
21
19
14
$500,000-$699,999
6.8
7
8
8.5
6.7
$400,000-$499,999
4
3.9
4.5
5.6
5.1
$300,000-$399,999
3.9
4.2
5
5.6
4.5
$250,000-$299,999
4.3
3.8
3.8
4.7
4.5
$200,000-$249,999
4.1
4.1
3.8
3.8
4.1
$160,000-$199,999
3.4
3.3
3.4
3.5
3.4
$0-$159,999
2.1
2.4
2.2
2.1
1.9
0
10
20
30
40
50
Months to Sell Present Inventory
4 Months Ago
3 Months Ago
2 Months Ago
Last Month
Current Month

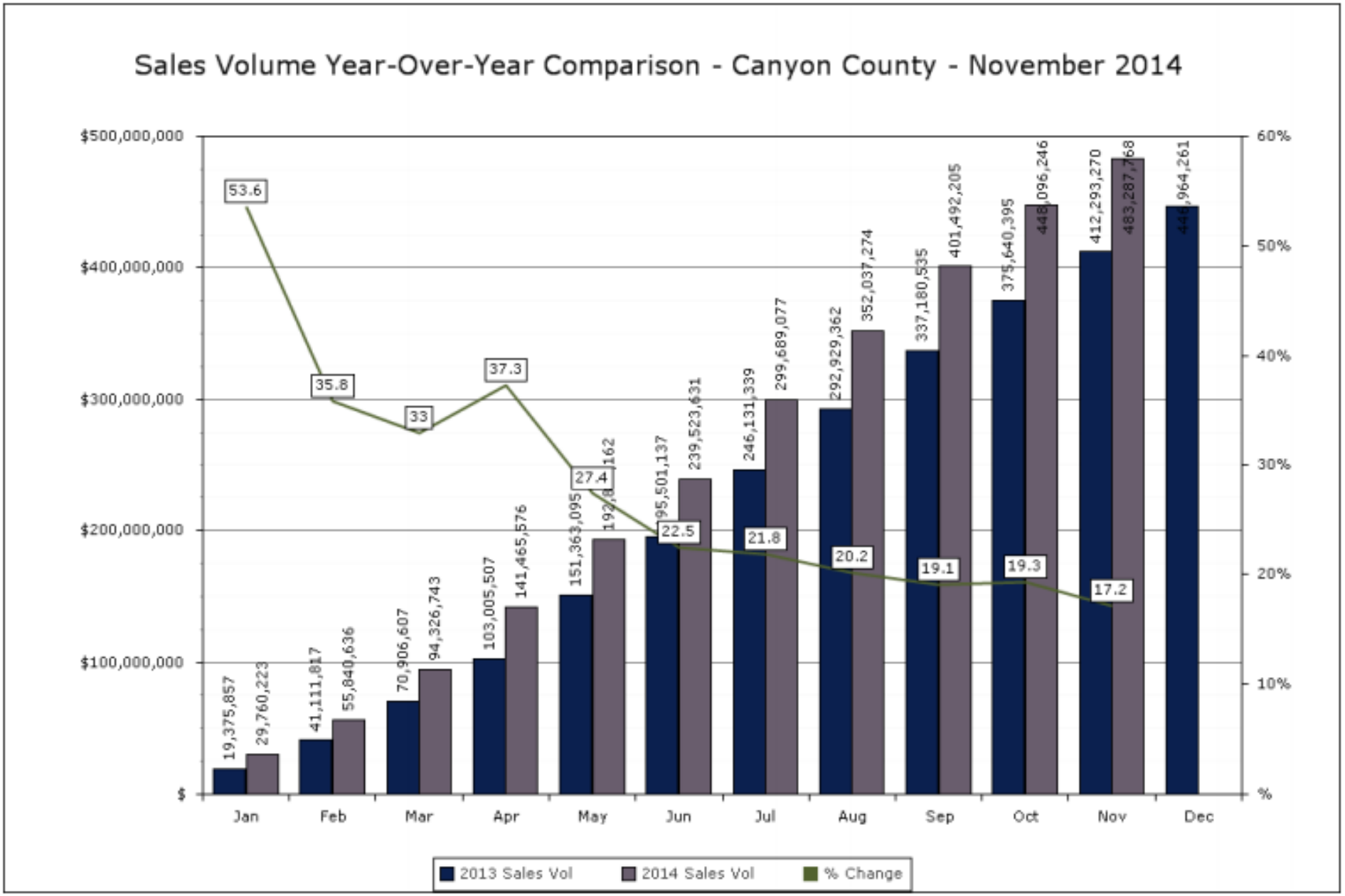
Summary

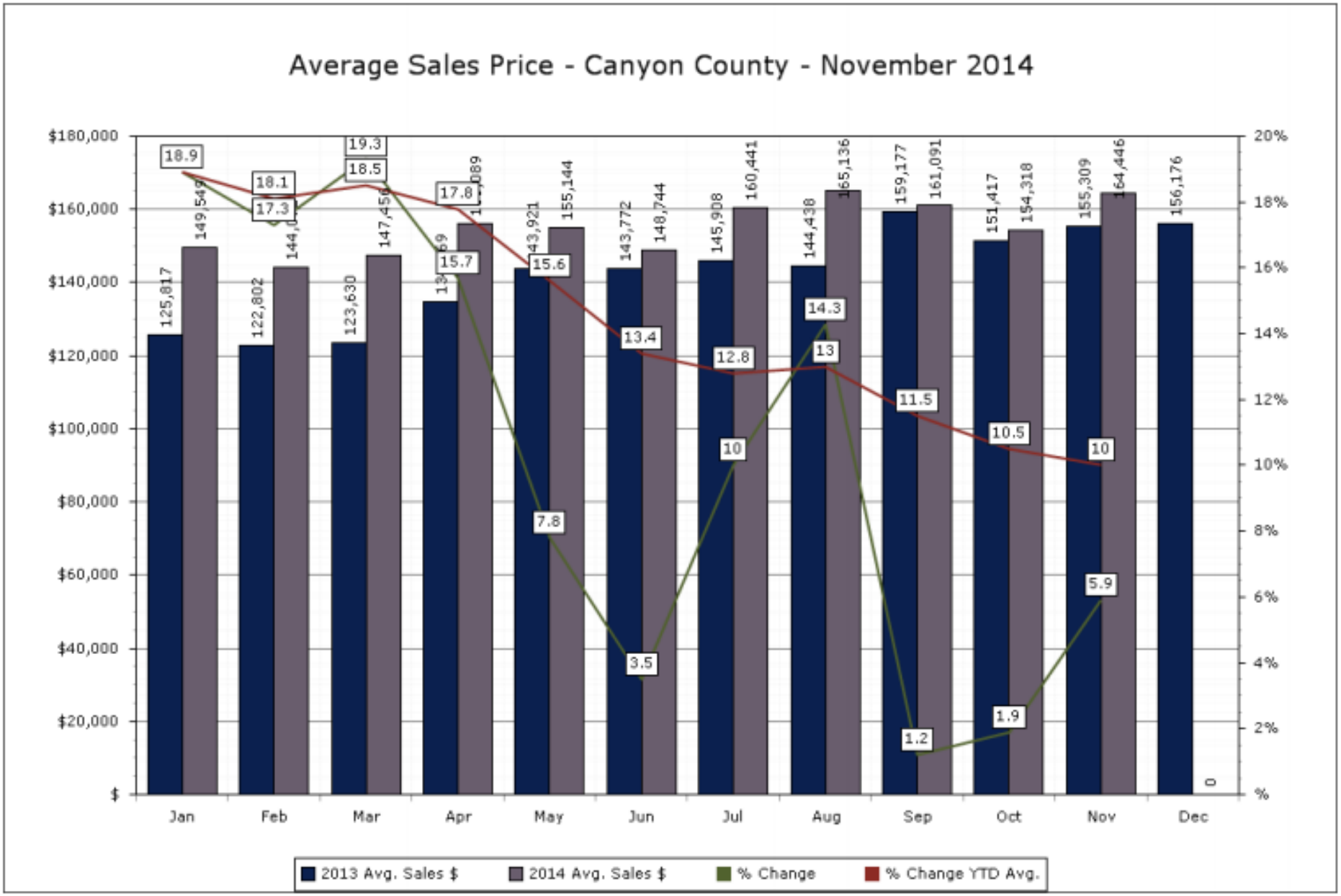
Ada County Single Family Home Sales Comparing November 2014 with November 2013					
	Nov-14	**Year to Date 14**	**Nov-13**	**Year to Date 13**	**Previous 12 Months**
Total Active Residential Listings	2264		2263		
Total Pending Residential Listings	827		831		
Total Single-Family Homes Sold	528	7,155	558	7,387	7,204
Percent Change	-5.38 %	-3.14 %			
Median Price	$215,319	$209,990	$205,700	$198,000	$208,414
Percent Change	4.68 %	6.06 %			
Average Price	$263,448	$245,188	$239,056	$233,043	$243,383
Percent Change	10.20 %	5.21 %			
Days on Market	57	55	52	51	55
Total Dollar Volume	$139,100,790	$1,754,320,083	$133,393,515	$1,721,487,600	$1,753,328,483
Percent Change	4.28 %	1.91 %			

Canyon County

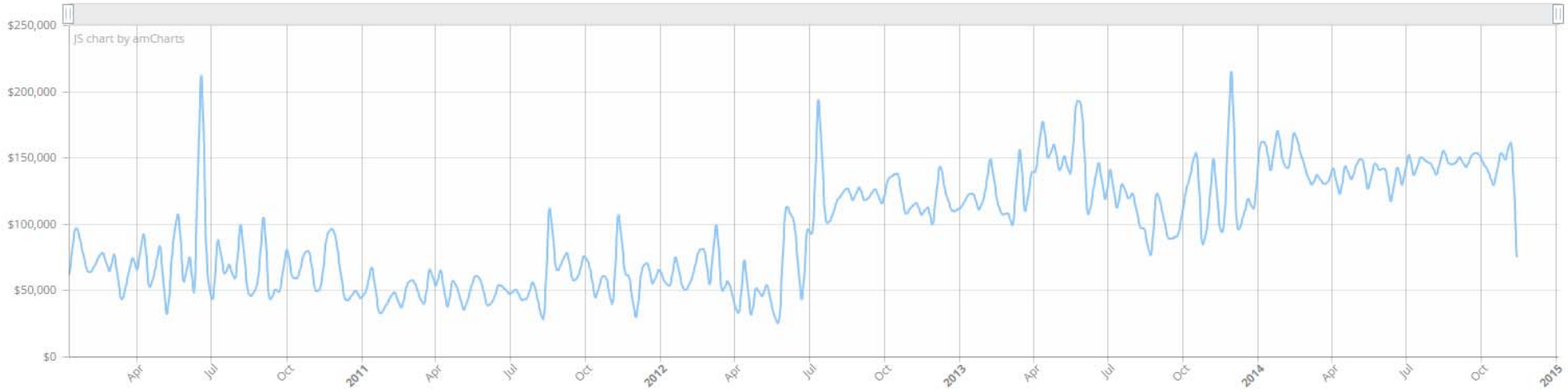

Units Sold - Canyon County - November 2014
400
350
300
250
200
150
100
50
0
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
4 Years Ago
3 Years Ago
2 Years Ago
1 Year Ago
This Year

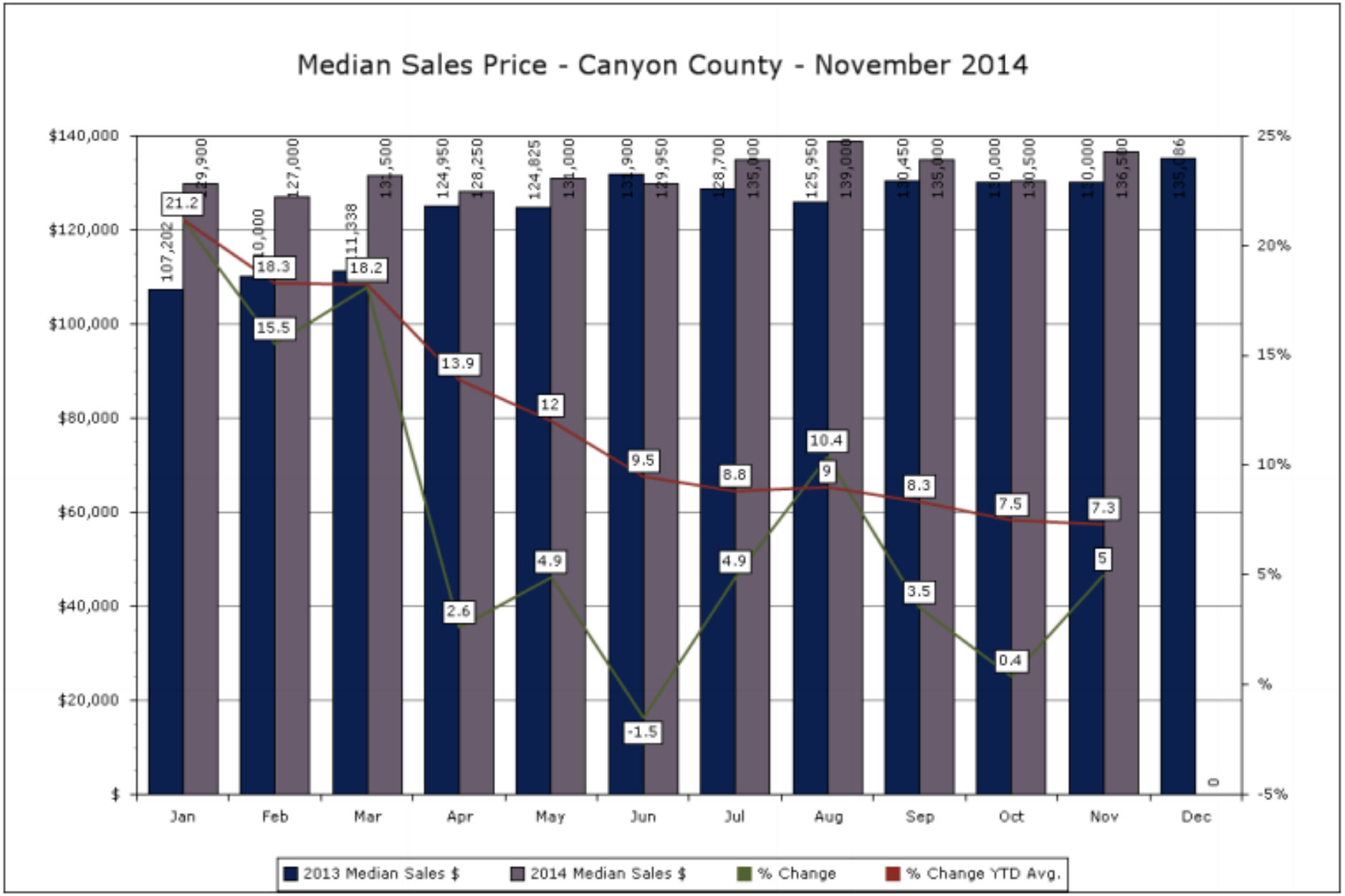

Percent Distressed Units Sold - Canyon County - November 2014
90 %
80 %
70 %
60 %
50 %
40 %
30 %
20 %
10 %
0 %
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
4 Years Ago
3 Years Ago
2 Years Ago
1 Year Ago
This Year


Sales Volume Year-Over-Year Comparison - Canyon County - November 2014
$500,000,000
$400,000,000
$300,000,000
$200,000,000
$100,000,000
$
60%
50%
40%
30%
20%
10%
%
53.6
35.8
33
37.3
27.4
22.5
21.8
20.2
19.1
19.3
17.2
19,375,857
29,760,223
41,111,817
55,840,636
70,906,607
94,326,743
103,005,507
141,465,576
151,363,095
192,8
95,501,137
239,523,631
246,131,339
299,689,077
292,929,362
352,037,274
337,180,535
401,492,205
375,640,395
448,096,246
412,293,270
483,287,768
,964,261
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
2013 Sales Vol
2014 Sales Vol
% Change

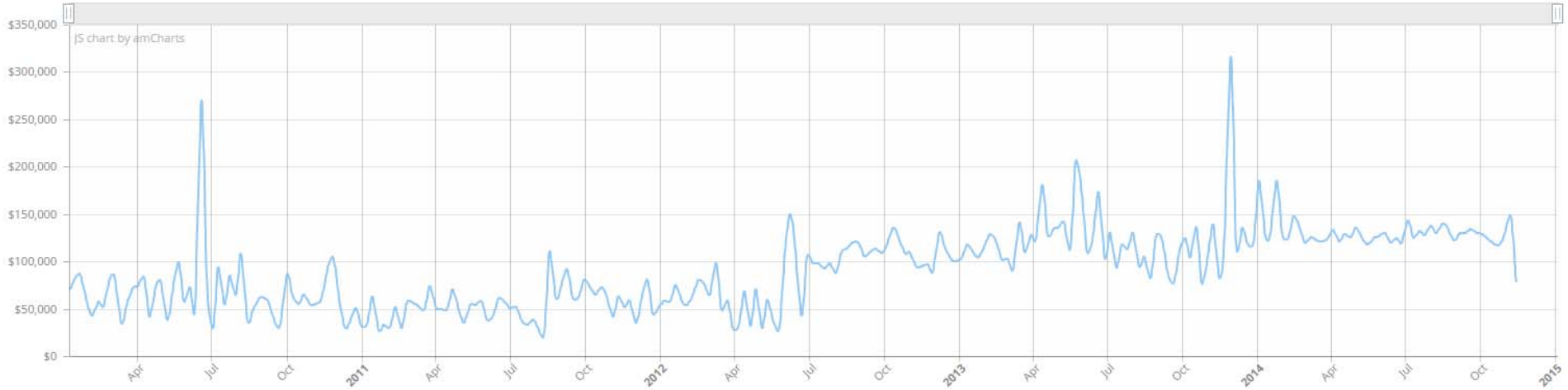

Average Sales Price - Canyon County - November 2014
$180,000
$160,000
$140,000
$120,000
$100,000
$80,000
$60,000
$40,000
$20,000
$
20%
18%
16%
14%
12%
10%
8%
6%
4%
2%
%
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
125,817
149,549
122,802
123,630
147,450
155,144
143,772
148,744
145,908
160,441
144,438
165,136
159,177
161,091
151,417
154,318
155,309
164,446
156,176
0
18.9
18.1
17.3
19.3
18.5
17.8
15.7
15.6
13.4
12.8
13
11.5
10.5
10
7.8
3.5
10
14.3
1.2
1.9
5.9
2013 Avg. Sales $
2014 Avg. Sales $
% Change
% Change YTD Avg.

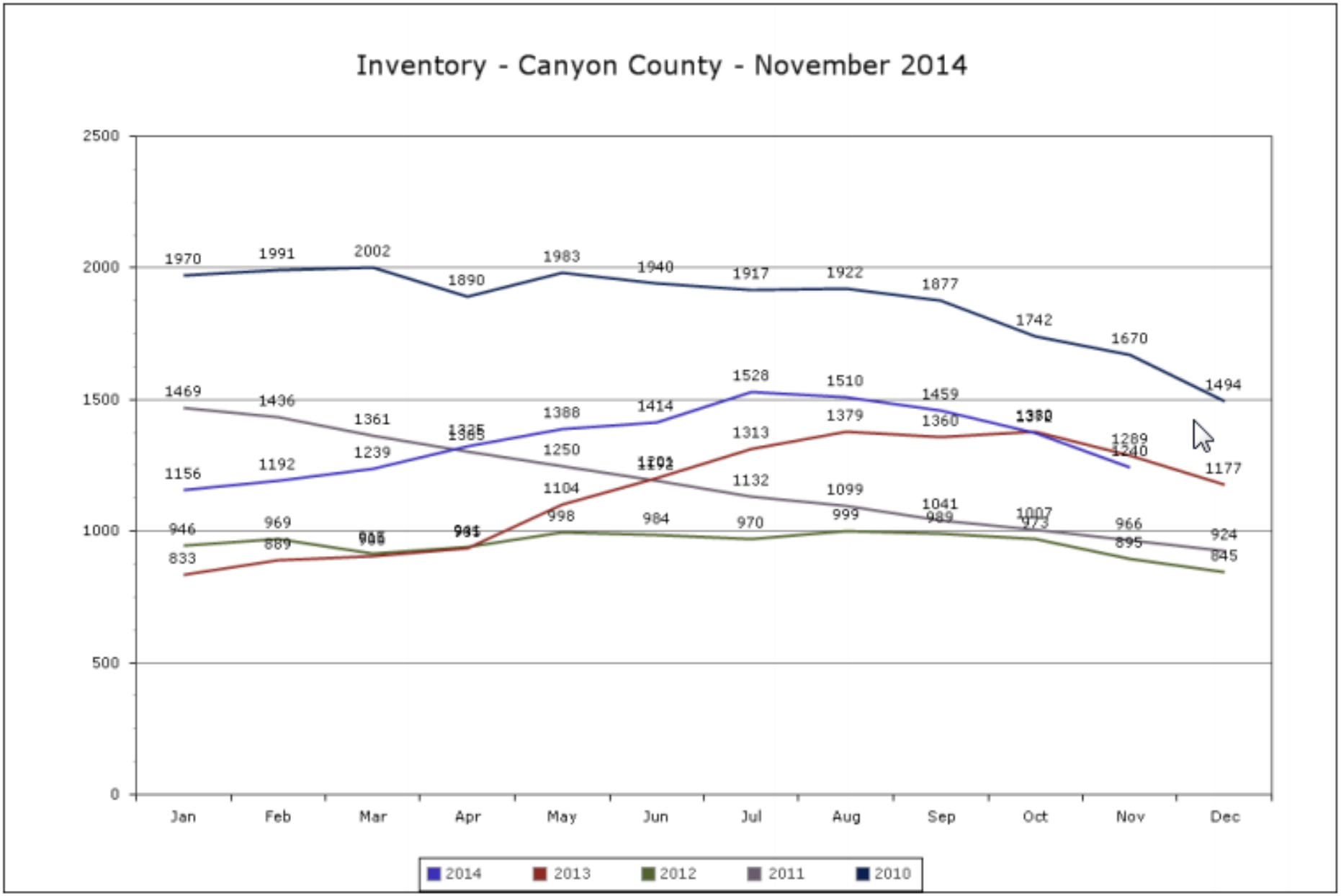
Average Price 2010-2015



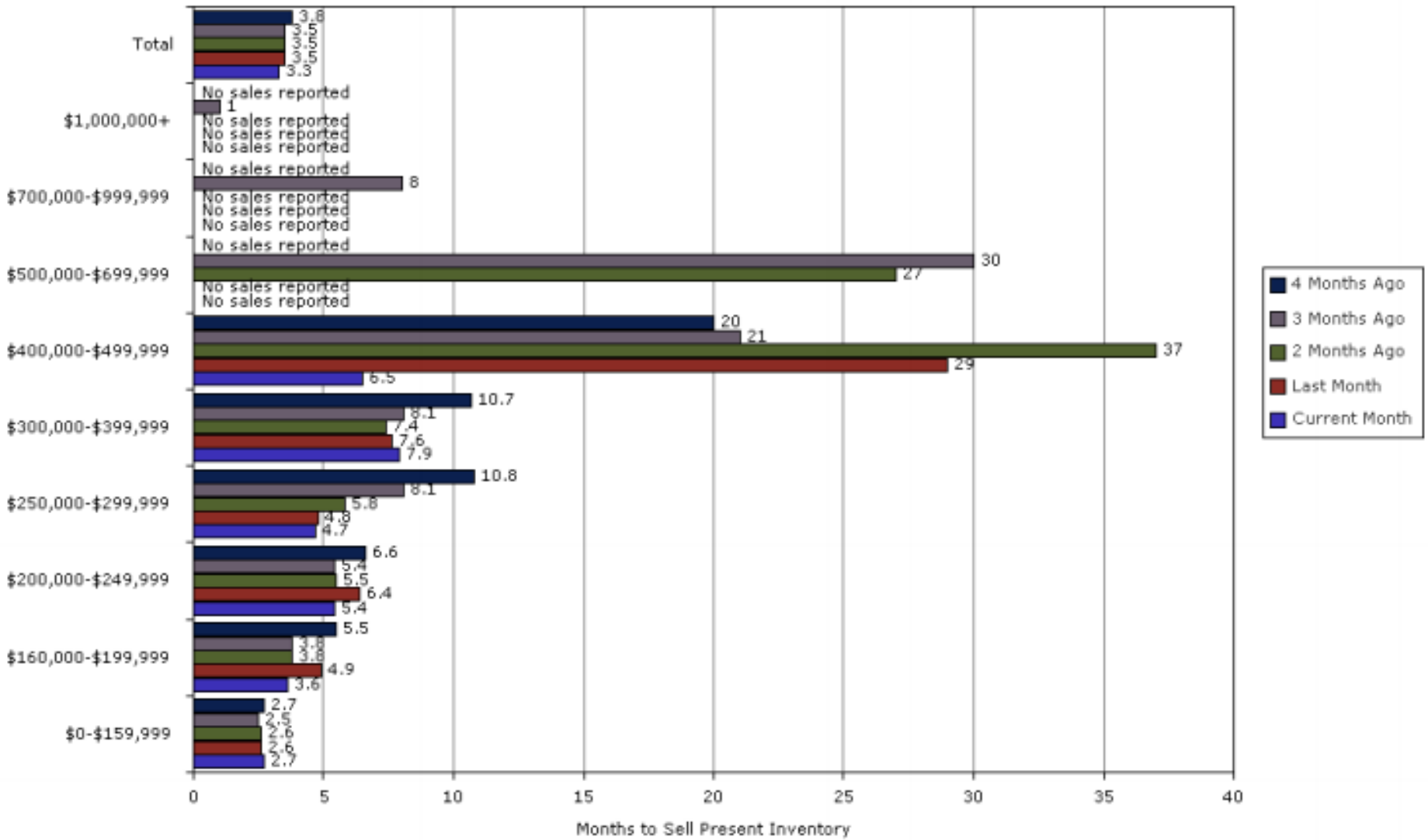

Median Sales Price - Canyon County - November 2014
$140,000
$120,000
$100,000
$80,000
$60,000
$40,000
$20,000
$
25%
20%
15%
10%
5%
%
-5%
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
107,202
129,900
10,000
127,000
11,338
131,500
124,950
128,250
124,825
131,000
131,900
129,950
128,700
135,000
125,950
139,000
130,450
135,000
130,000
130,500
130,000
136,500
135,186
0
21.2
18.3
18.2
13.9
12
9.5
8.8
10.4
8.3
7.5
7.3
15.5
2.6
4.9
-1.5
4.9
9
3.5
0.4
5
2013 Median Sales $
2014 Median Sales $
% Change
% Change YTD Avg.

Median Price 2010-2015




Inventory - Canyon County - November 2014
2500
2000
1500
1000
500
0
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
1970
1991
2002
1890
1983
1940
1917
1922
1877
1742
1670
1494
1469
1436
1361
1388
1414
1528
1510
1459
1379
1289
1177
1156
1192
1239
1250
1313
1132
1099
1041
966
924
946
969
998
984
970
999
895
845
833
889
1104

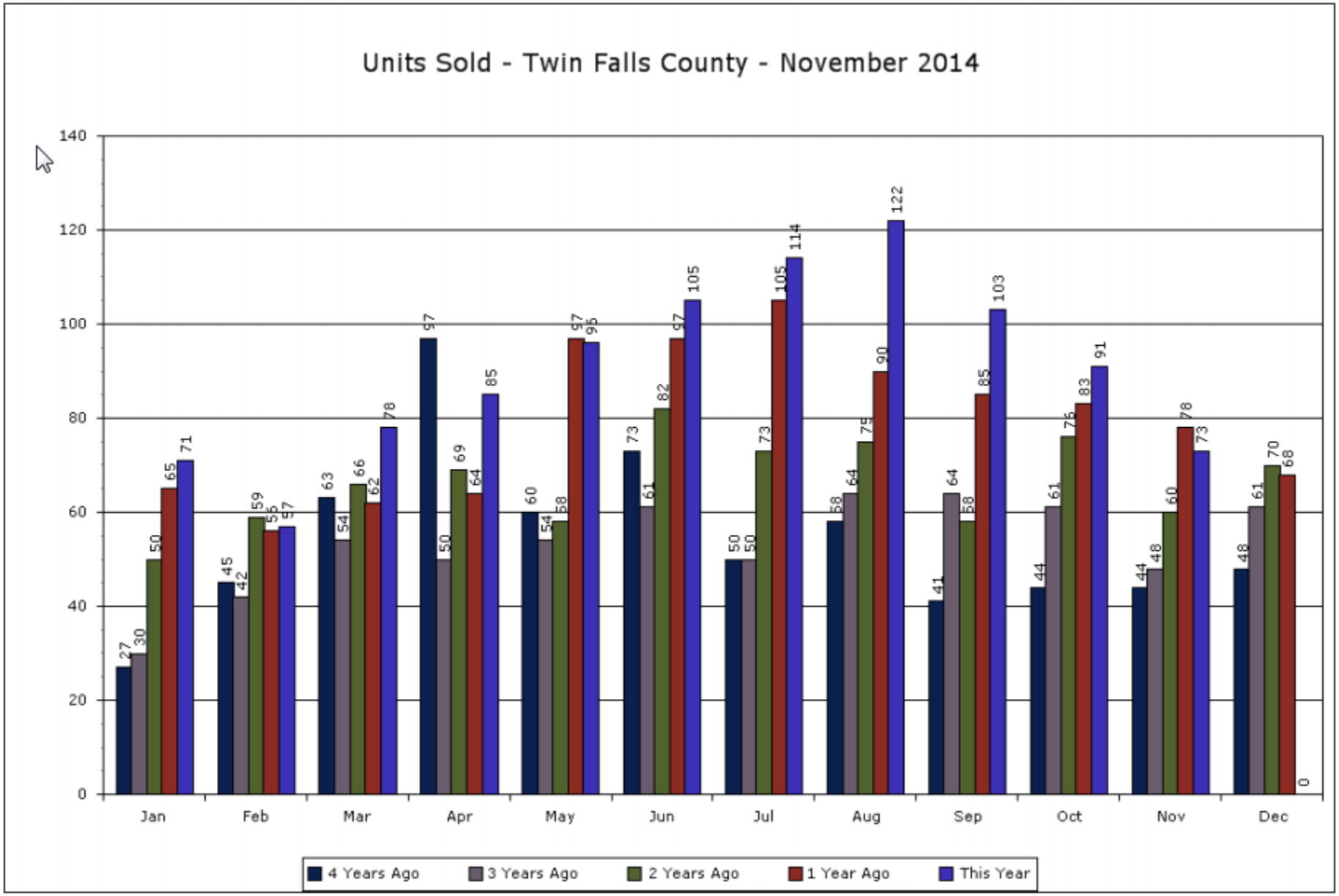
Months of Inventory Monthly Comparison - Existing - Canyon County - November 2014

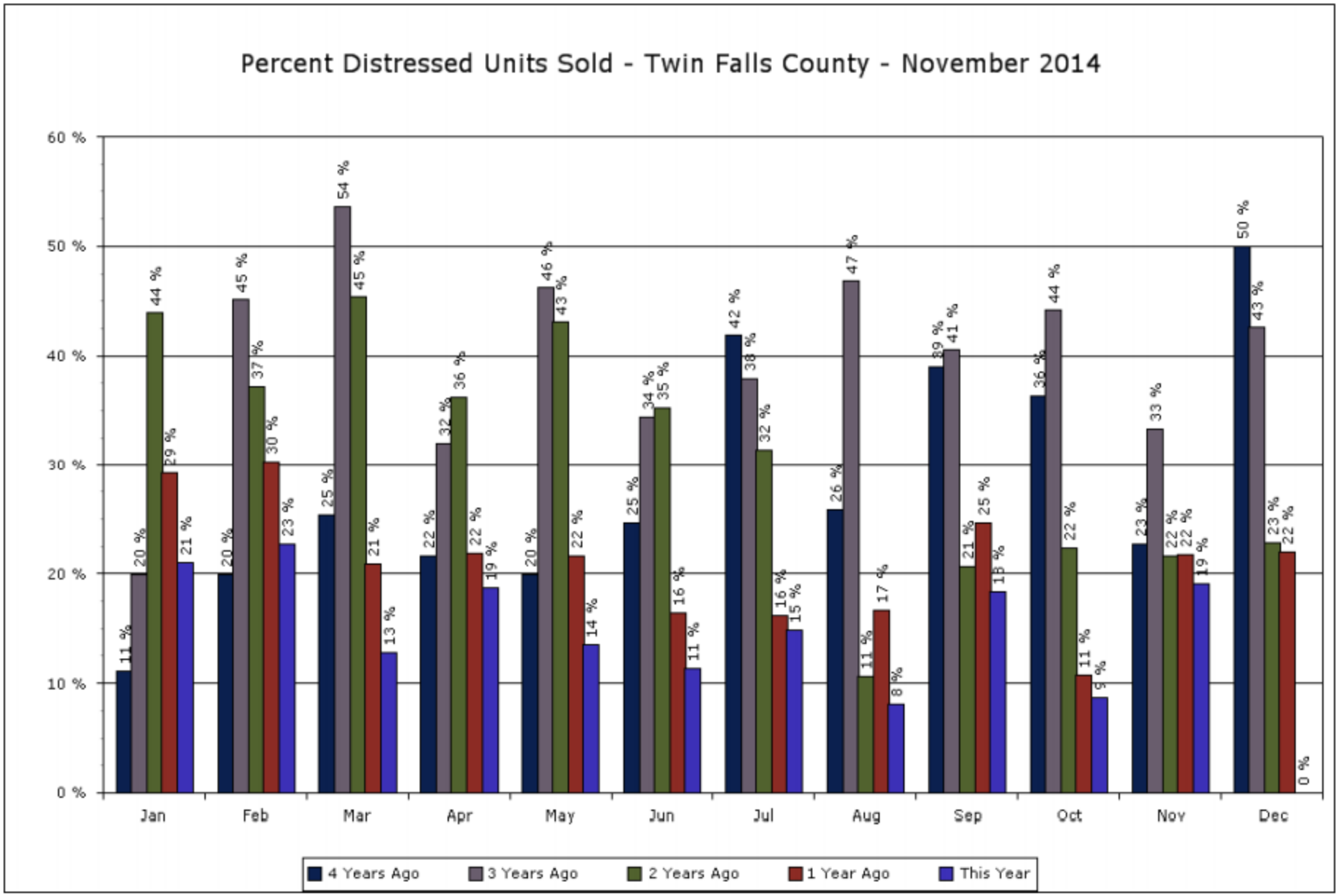


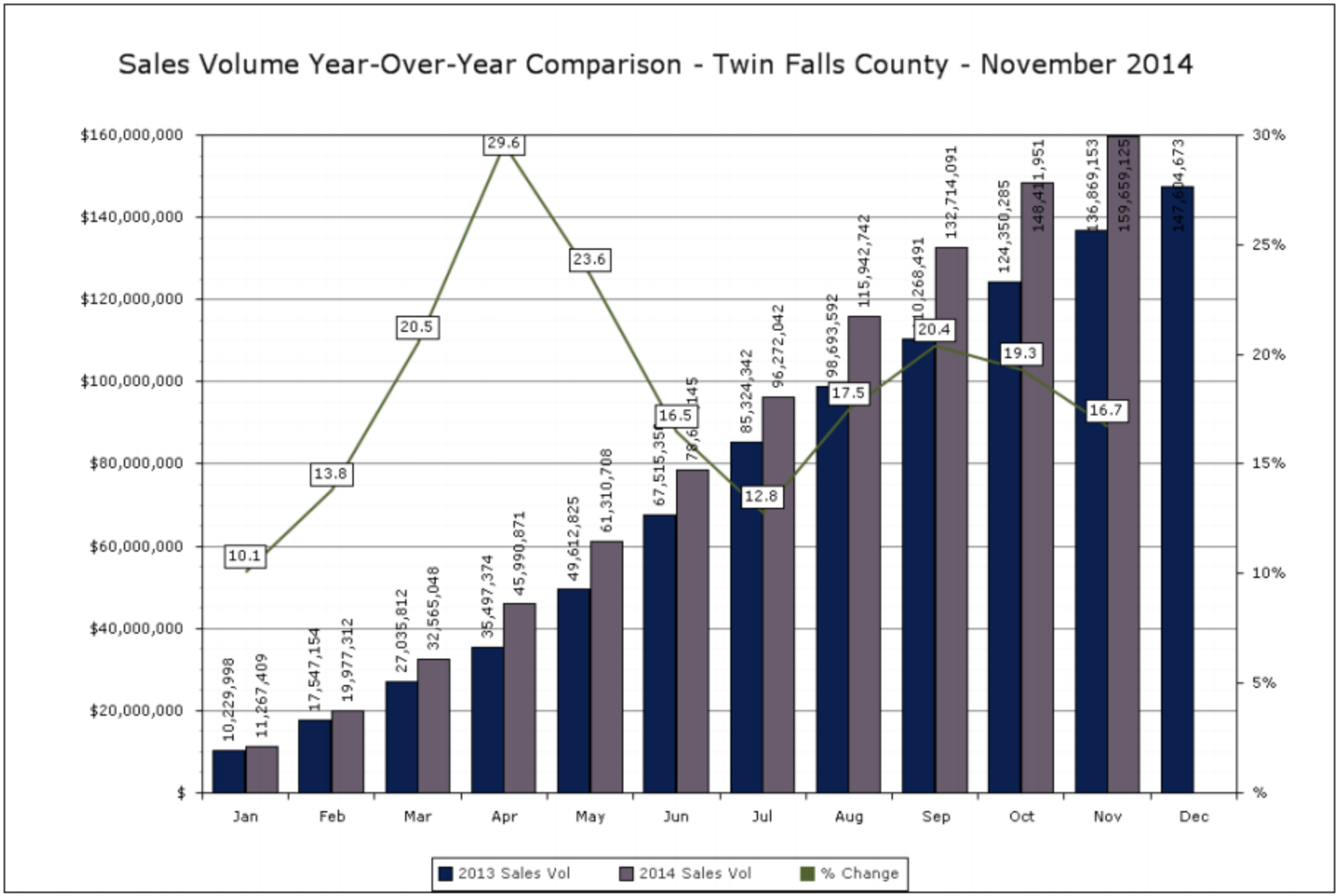
Summary

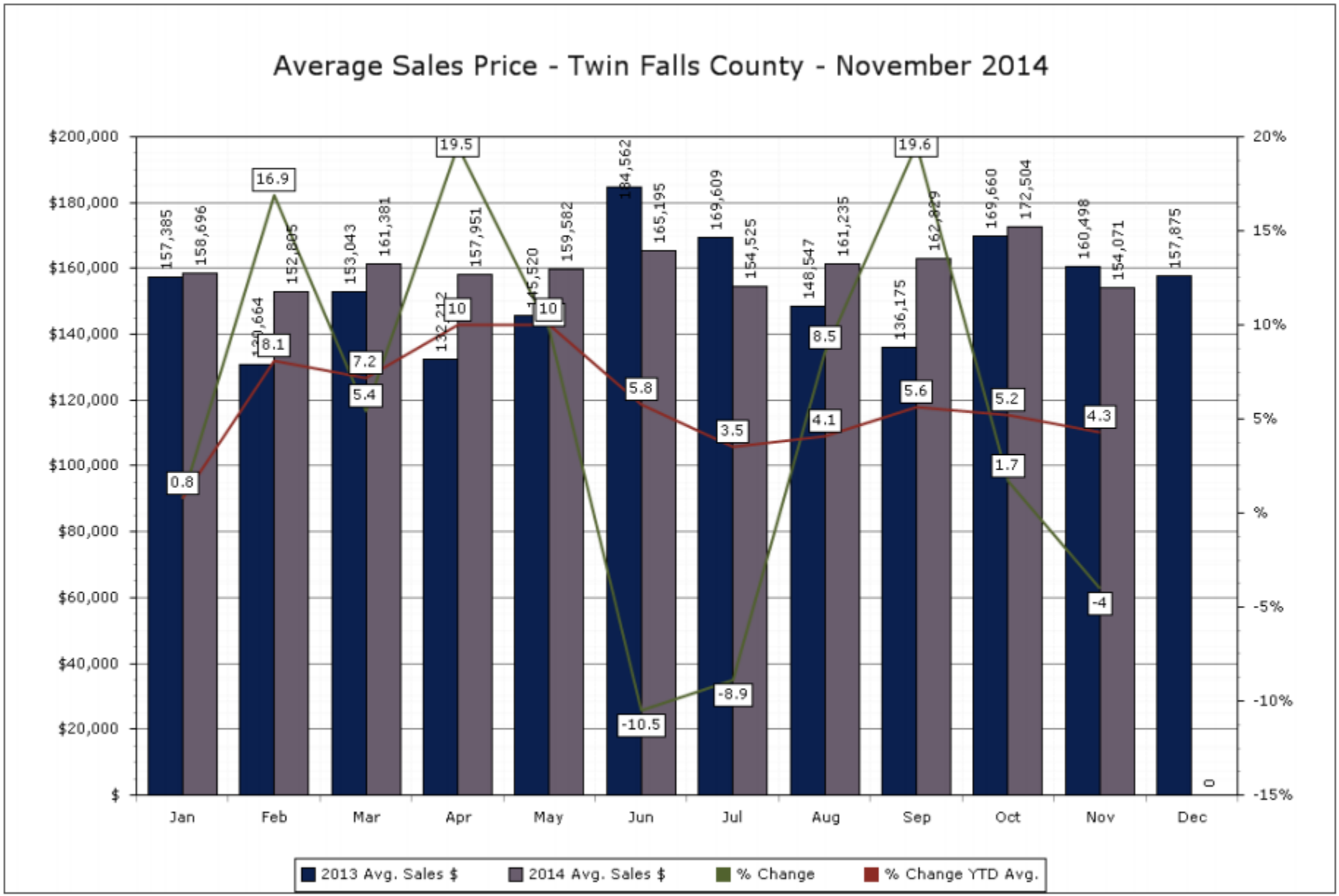
Canyon County Single Family Home Sales Comparing November 2014 with November 2013					
	Nov-14	Year to Date 14	Nov-13	Year to Date 13	Previous 12 Months
Total Active Residential Listings	1240		1289		
Total Pending Residential Listings	345		384		
Total Single-Family Homes Sold	214	3,103	236	2,892	3,112
Percent Change	-9.32 %	7.30 %			
Median Price	$136,500	$132,500	$130,000	$125,000	$132,550
Percent Change	5.00 %	6.00 %			
Average Price	$164,446	$155,749	$155,309	$142,563	$155,193
Percent Change	5.88 %	9.25 %			
Days on Market	69	64	56	53	64
Total Dollar Volume	$35,191,522	$483,287,768	$36,652,875	$412,293,270	$482,959,237
Percent Change	-3.99 %	17.22 %			

Twin Falls

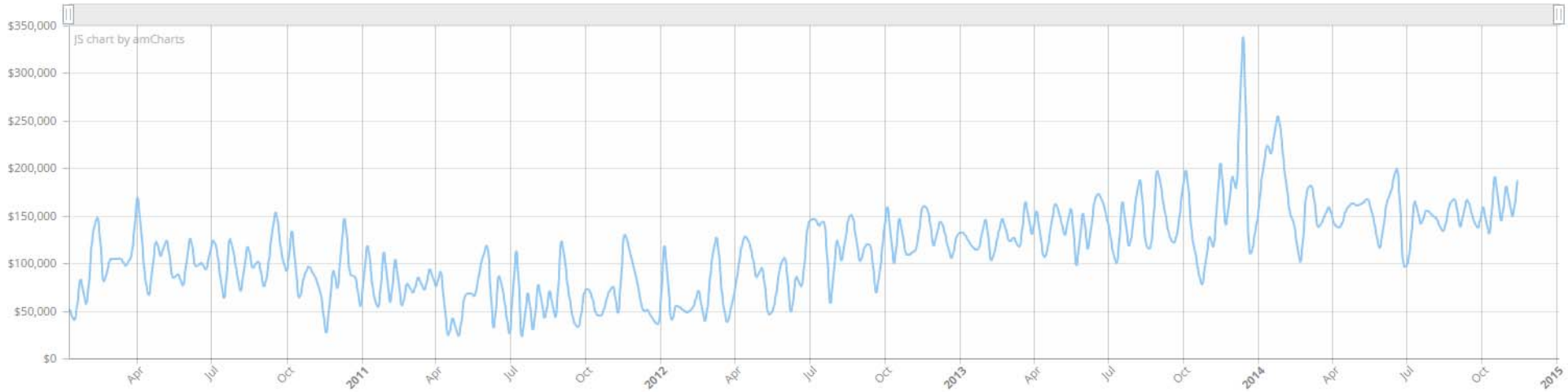

Units Sold - Twin Falls County - November 2014
140
120
100
80
60
40
20
0
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
27 30 50 65 71
45 42 59 55 57
63 54 66 62 78
97 50 69 64 85
60 54 58 97 95
73 61 82 97 105
50 50 73 105 114
58 64 75 90 122
41 64 58 85 103
44 61 76 83 91
44 48 60 78 73
48 61 70 68 0
4 Years Ago
3 Years Ago
2 Years Ago
1 Year Ago
This Year

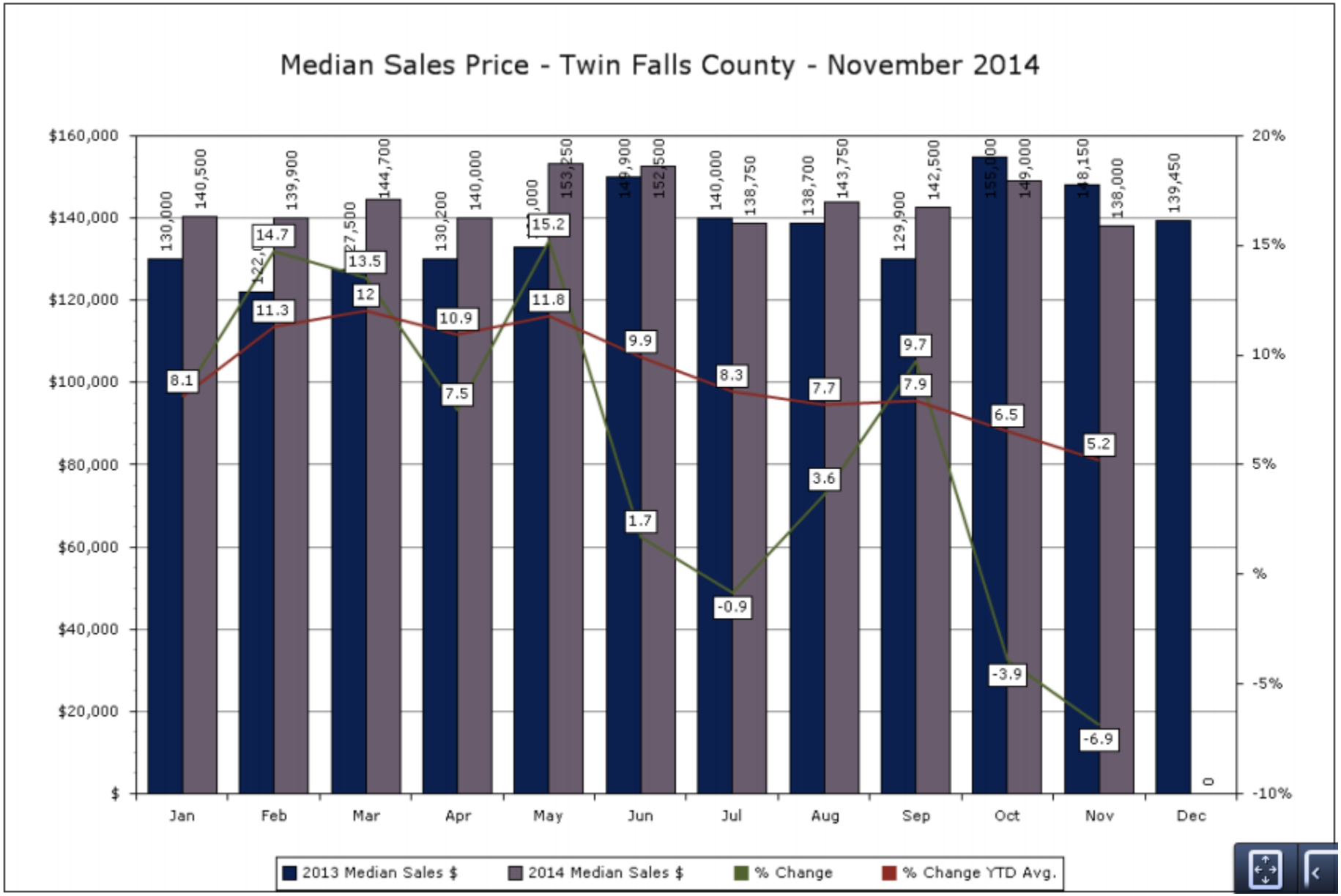

Percent Distressed Units Sold - Twin Falls County - November 2014
60 %
50 %
40 %
30 %
20 %
10 %
0 %
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
4 Years Ago
3 Years Ago
2 Years Ago
1 Year Ago
This Year


Sales Volume Year-Over-Year Comparison - Twin Falls County - November 2014
$160,000,000
$140,000,000
$120,000,000
$100,000,000
$80,000,000
$60,000,000
$40,000,000
$20,000,000
$
30%
25%
20%
15%
10%
5%
%
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
10,229,998
11,267,409
17,547,154
19,977,312
27,035,812
32,565,048
35,497,374
45,990,871
49,612,825
61,310,708
67,515,35
78,6
85,324,342
96,272,042
98,693,592
115,942,742
10,268,491
132,714,091
124,350,285
148,41
136,869,153
159,659,125
147,604,673
10.1
13.8
20.5
29.6
23.6
16.5
12.8
17.5
20.4
19.3
16.7
2013 Sales Vol
2014 Sales Vol
% Change

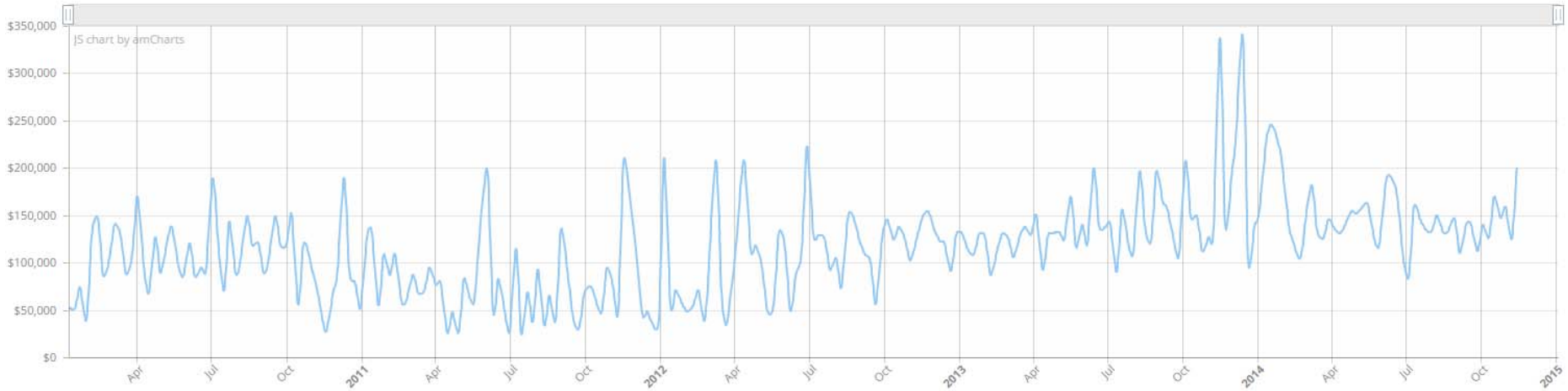

Average Sales Price - Twin Falls County - November 2014
$200,000
$180,000
$160,000
$140,000
$120,000
$100,000
$80,000
$60,000
$40,000
$20,000
$
20%
15%
10%
5%
%
-5%
-10%
-15%
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
157,385
158,696
152,805
153,043
161,381
157,951
159,582
165,195
169,609
154,525
161,235
162,829
169,660
172,504
160,498
154,071
157,875
0
0.8
16.9
8.1
7.2
5.4
19.5
10
10
5.8
-10.5
3.5
-8.9
8.5
4.1
19.6
5.6
5.2
1.7
4.3
-4
2013 Avg. Sales $
2014 Avg. Sales $
% Change
% Change YTD Avg.

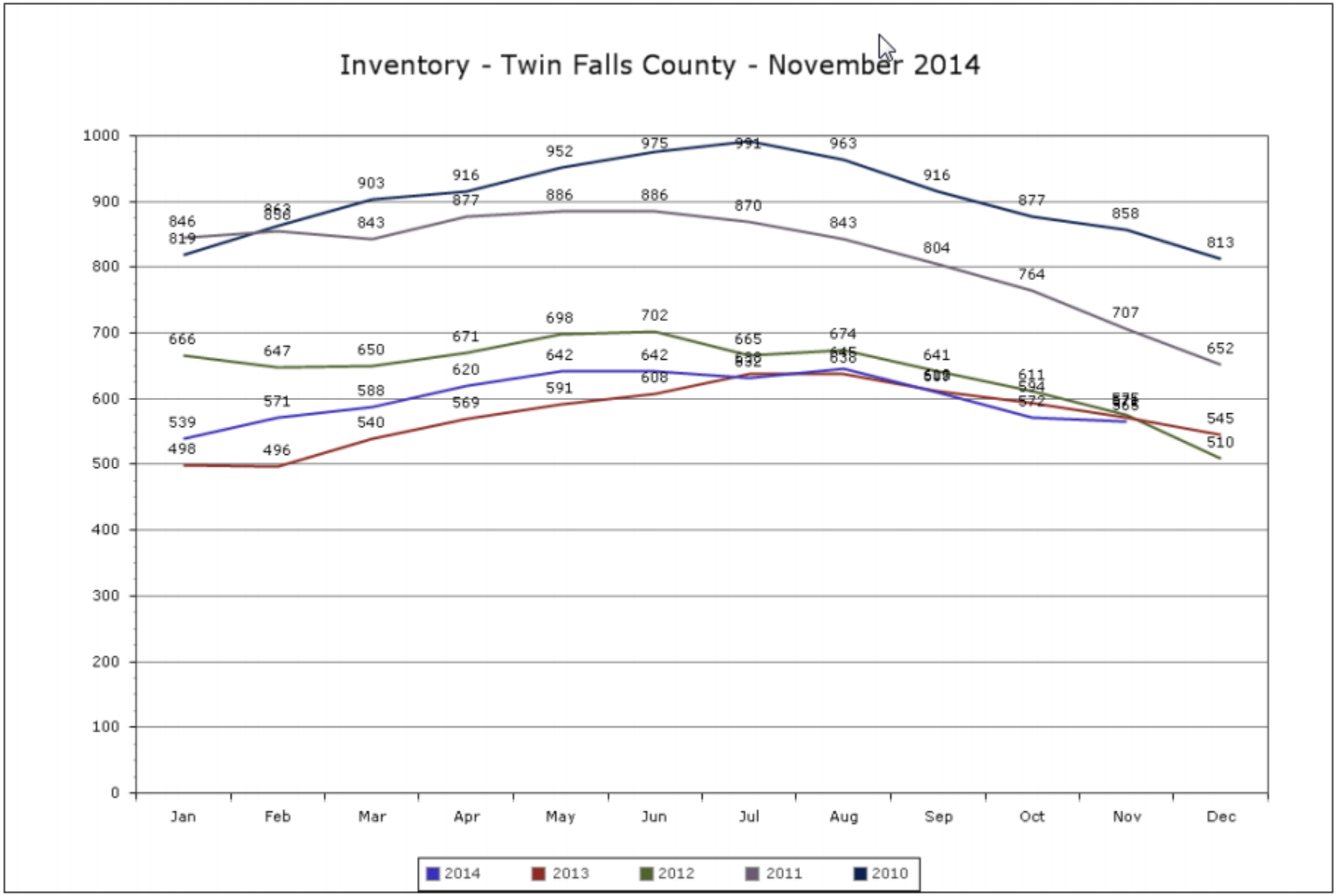
Average Price 2010-2015

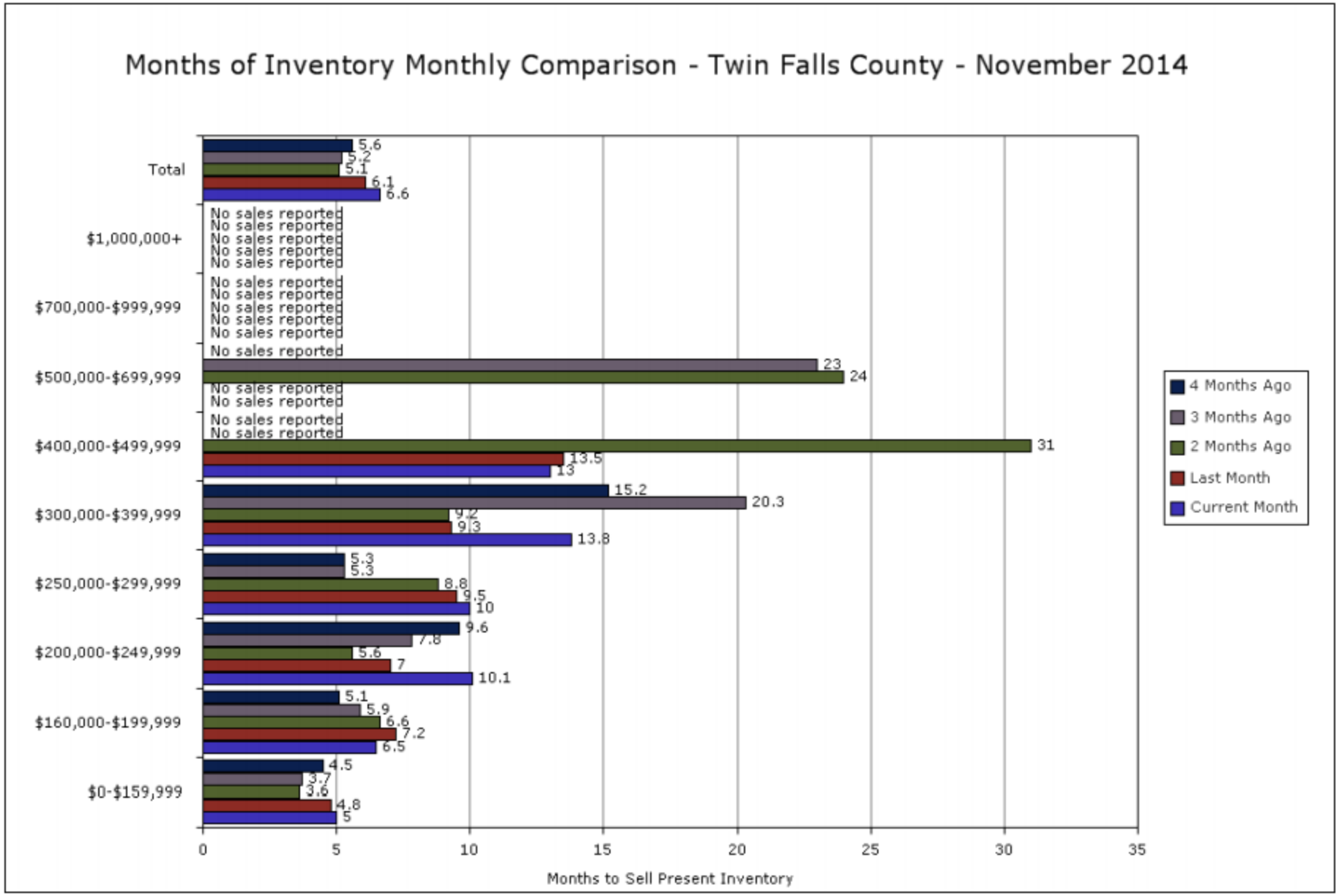



Median Sales Price - Twin Falls County - November 2014
$160,000
$140,000
$120,000
$100,000
$80,000
$60,000
$40,000
$20,000
$
20%
15%
10%
5%
%
-5%
-10%
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
130,000
140,500
139,900
144,700
130,200
140,000
153,250
152,500
140,000
138,750
138,700
143,750
129,900
142,500
155,000
149,000
138,150
138,000
139,450
0
8.1
14.7
11.3
13.5
12
10.9
7.5
15.2
11.8
9.9
1.7
8.3
-0.9
7.7
3.6
9.7
7.9
6.5
-3.9
5.2
-6.9
2013 Median Sales $
2014 Median Sales $
% Change
% Change YTD Avg.

Median Price 2010-2015




Inventory - Twin Falls County - November 2014
1000
900
800
700
600
500
400
300
200
100
0
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
2014
2013
2012
2011
2010


Months of Inventory Monthly Comparison - Twin Falls County - November 2014
Total
5.6
5.2
5.1
6.1
6.6
$1,000,000+
No sales reported
No sales reported
No sales reported
No sales reported
No sales reported
$700,000-$999,999
No sales reported
No sales reported
No sales reported
No sales reported
No sales reported
$500,000-$699,999
No sales reported
23
24
No sales reported
No sales reported
$400,000-$499,999
No sales reported
No sales reported
31
13.5
13
$300,000-$399,999
15.2
20.3
9.2
9.3
13.8
$250,000-$299,999
5.3
5.3
8.8
9.5
10
$200,000-$249,999
9.6
7.8
5.6
7
10.1
$160,000-$199,999
5.1
5.9
6.6
7.2
6.5
$0-$159,999
4.5
3.7
3.6
4.8
5
0
5
10
15
20
25
30
35
Months to Sell Present Inventory
4 Months Ago
3 Months Ago
2 Months Ago
Last Month
Current Month

Summary

Twin Falls County Single Family Home Sales Comparing November 2014 with November 2013					
	Nov-14	**Year to Date 14**	**Nov-13**	**Year to Date 13**	**Previous 12 Months**
Total Active Residential Listings	565		571		
Total Pending Residential Listings	109		132		
Total Single-Family Homes Sold	73	995	78	882	990
Percent Change	-6.41 %	12.81 %			
Median Price	$138,000	$142,000	$148,150	$138,000	$142,750
Percent Change	-6.85 %	2.90 %			
Average Price	$154,071	$160,461	$160,498	$155,180	$160,755
Percent Change	-4.00 %	3.40 %			
Days on Market	86	88	108	96	91
Total Dollar Volume	$11,247,174	$159,659,125	$12,518,868	$136,869,153	$159,147,471
Percent Change	-10.16 %	16.65 %			

A Solid Year

- Average and Median Prices rising in all markets, but not too fast.
- Distressed Properties have been flushed out.
- Sales Volume increases in all markets.
- Number of Units Sold close to last year or above in all markets.
- IMLS Membership remains steady.

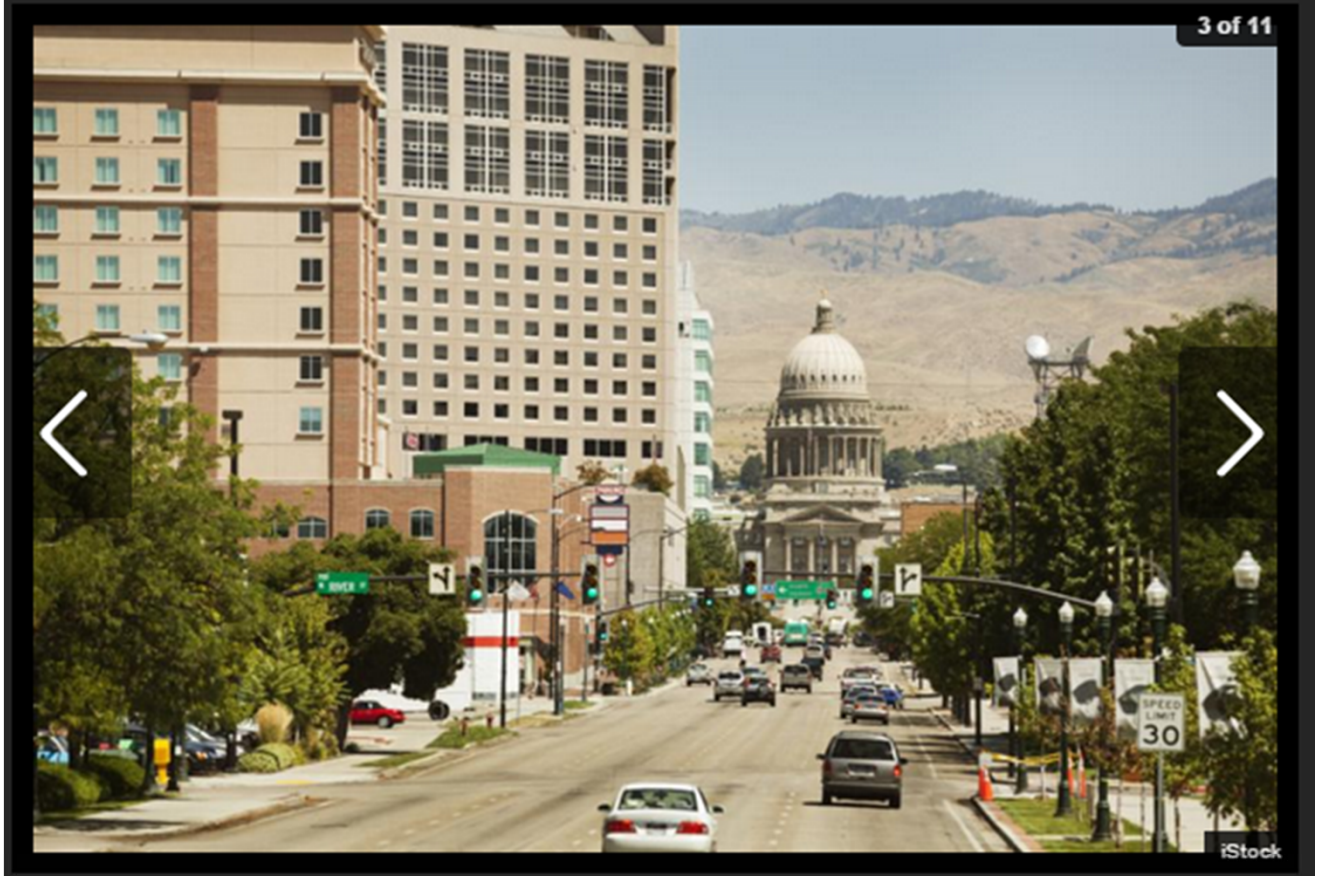
December 10, 2014 10:33 ET

NAR Identifies Top Metro Areas Poised for Uptick in Baby Boomer Home Sales

The top markets positioned to see an influx of baby boomer homebuyers are (*listed alphabetically*):

- Albuquerque, New Mexico
- Boise, Idaho
- Denver
- Fort Myers, Florida
- Greenville, South Carolina
- Orlando, Florida
- Phoenix
- Raleigh, North Carolina
- Sarasota, Florida
- Tucson, Arizona

Best Cities For Raising A Family



No. 2 Boise, Idaho

Rankings (of 100 largest metros):
Median Income: 64 Cost of Living Index: 44 Housing Affordability: 34 Commuting: 23 Pct. Owning Homes: 29 (69%) Crime: 5 Education: 1
Life is good for many families in the Pacific Northwest's third largest city, with lower costs and less crime than the region's two biggest metros, Seattle and Portland. And there's the local powerhouse football team, the Boise State Broncos.

Thank You!

Greg Manship

CEO, Intermountain MLS

gmanship@intermountainmls.com

INTERMOUNTAIN MLS