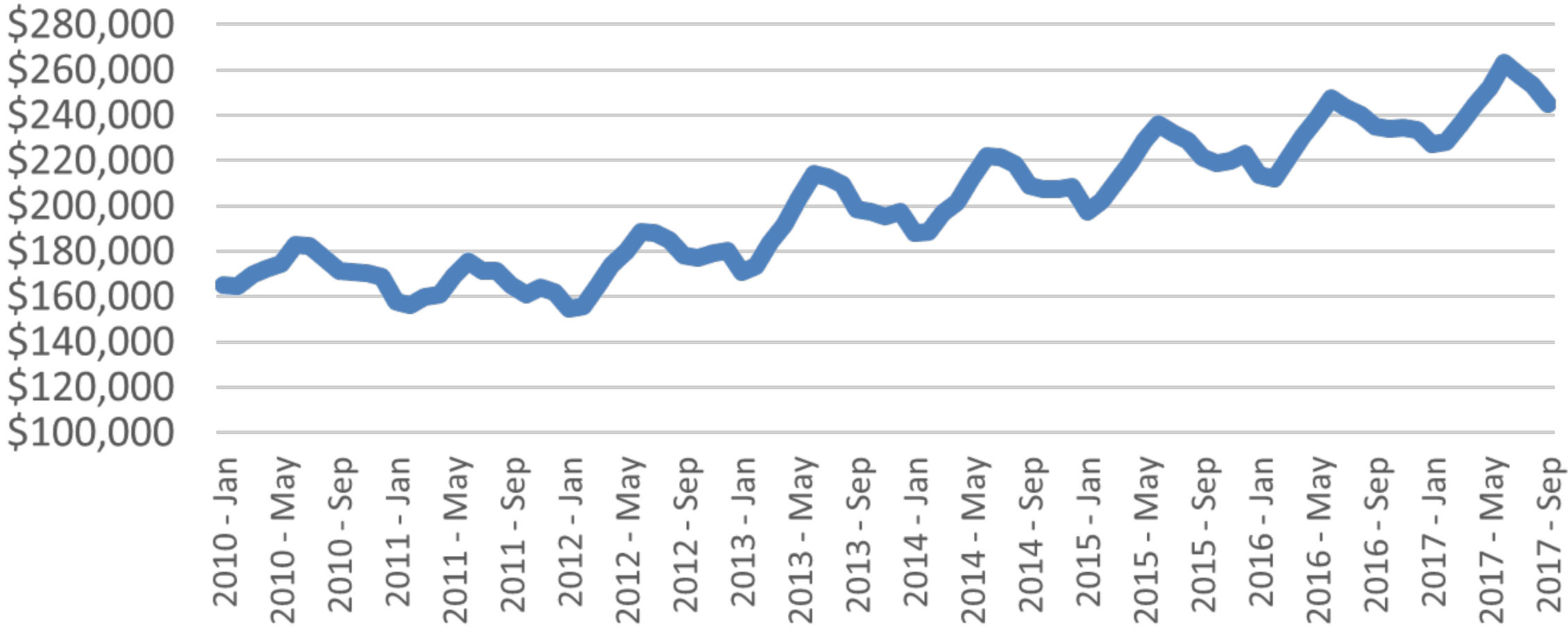


Max Pond - Government Affairs Director



Median Home Price



Source: NAR

ADA COUNTY MARKET SNAPSHOT: NOVEMBER 2017

\$269,900

Median Sales Price

+10.2%

Year-Over-Year



839

Homes Sold

-0.7%

Year-Over-Year



38 Days
on Market

-17.4%

Year-Over-Year



1.8 Months
of Available
Inventory

-10.0%

Year-Over-Year



CANYON COUNTY MARKET SNAPSHOT: NOVEMBER 2017

\$184,011

Median Sales Price

+15.7%

Year-Over-Year



360

Homes Sold

-1.4%

Year-Over-Year



42 Days
on Market

-10.6%

Year-Over-Year



1.9 Months
of Available
Inventory

-26.9%

Year-Over-Year



Provided by Boise Regional REALTORS® • BOIREALTORS.COM
Data from the Intermountain MLS as of December 11, 2017

GEM COUNTY MARKET SNAPSHOT: NOVEMBER 2017

\$239,000

Median Sales Price

+19.5%

Year-Over-Year



23

Homes Sold

-8.0%

Year-Over-Year



50 Days
on Market

-19.4%

Year-Over-Year



2.2 Months
of Available
Inventory

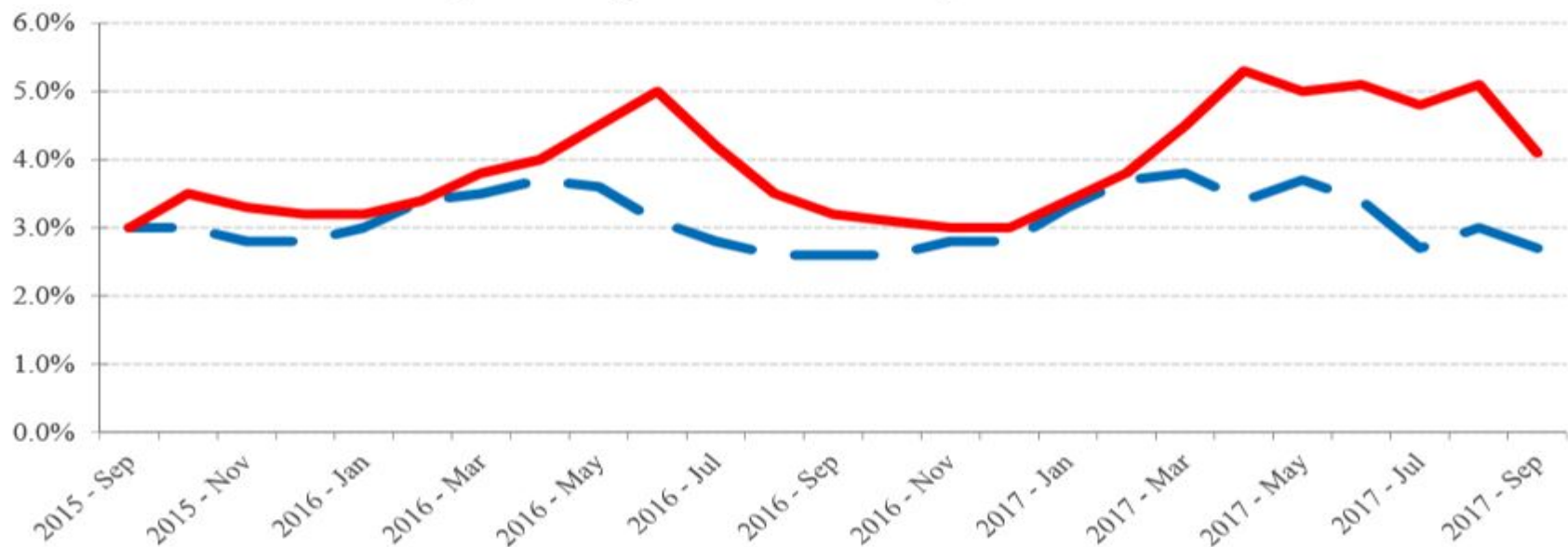
-21.0%

Year-Over-Year



REALTOR® Price Expectations for the Next 12 Months

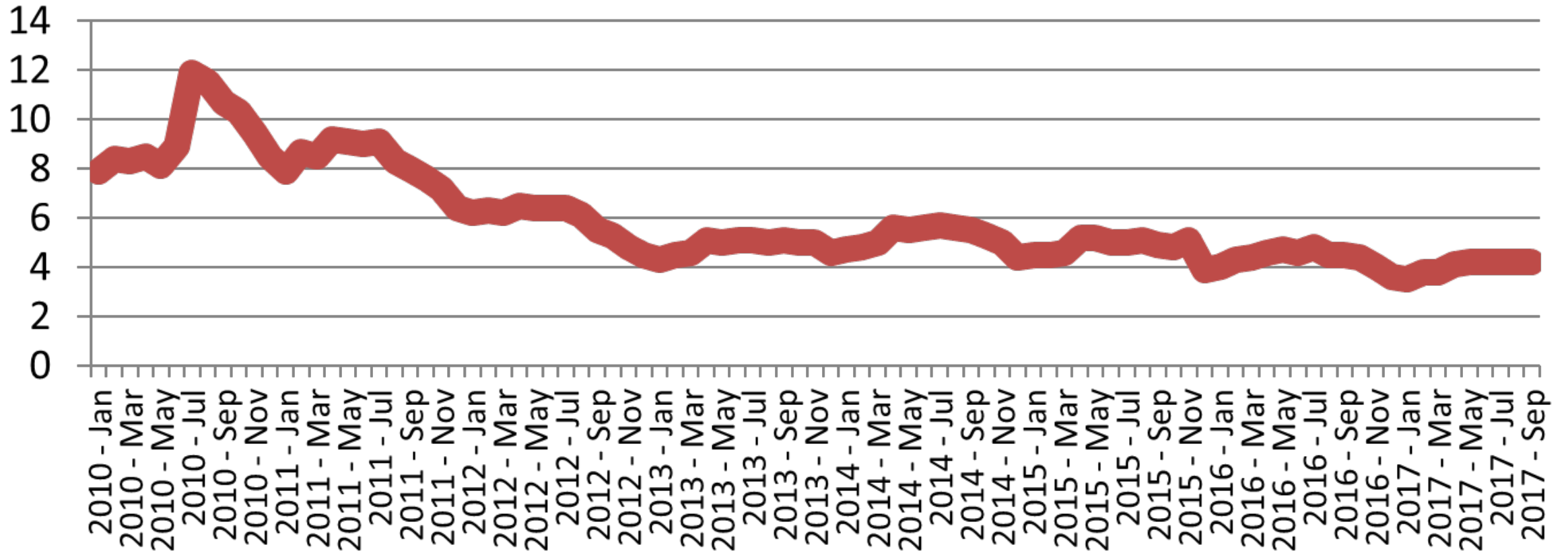
(U.S. Average in Blue Dashed Line)



Source: NAR

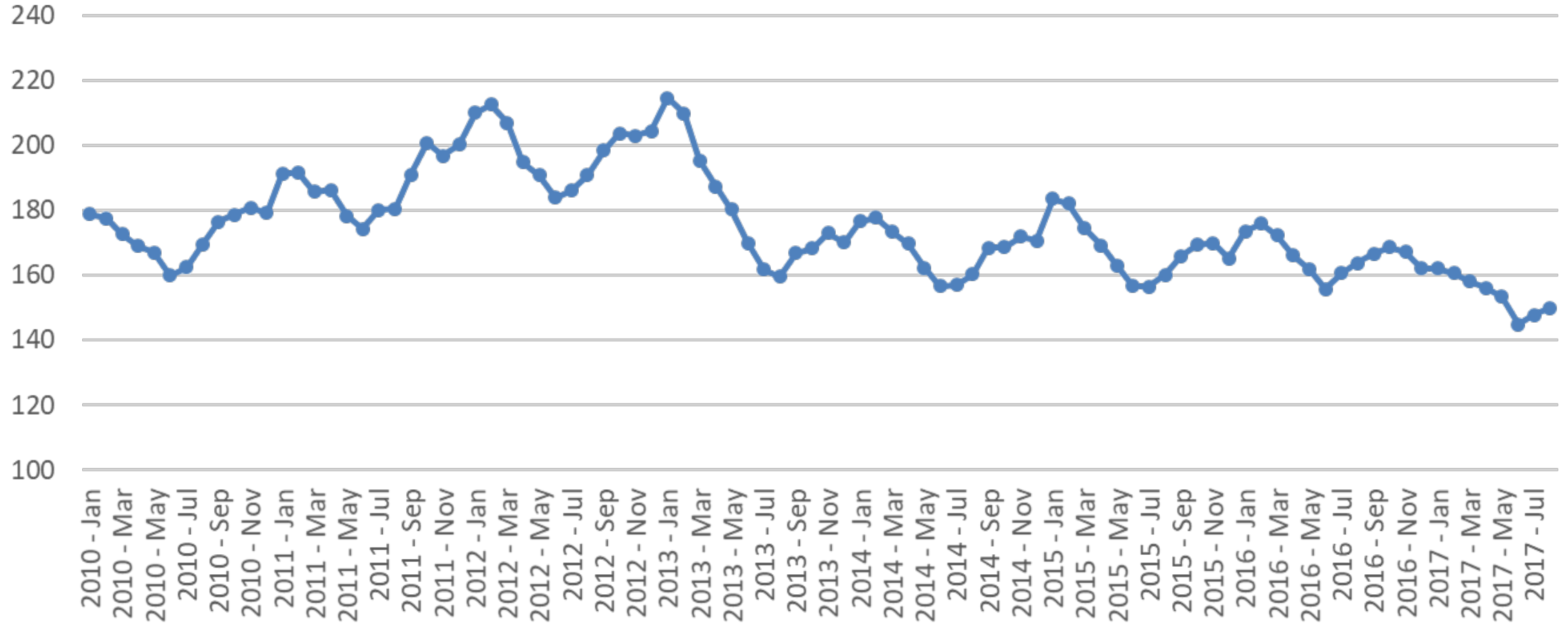
REALTOR® Price Expectations	Idaho	U.S.	
2017 - Sep	4.1%	2.7%	REALTORS® expect higher price growth in Idaho than in the U.S. in the next 12 months. Their price expectations are also higher than a year ago.
Prior 12 months	3.2%	2.6%	

Months Supply of Inventory



Source: NAR

Housing Affordability Index ... Steadily Less Affordable



When a Home is Sold in Idaho

Income generated from
real estate related
industries is:

\$16,911

Additional expenditures on consumer
items such as furniture, appliances, and
remodeling are:

\$4,572

Source: BEA, Census, NAHB, NAR

When a Home is Sold in Idaho

It generates an economic “multiplier” impact. There is greater spending at restaurants, sports games, and charity events. The size of this multiplier effect is estimated to be:

\$10,312



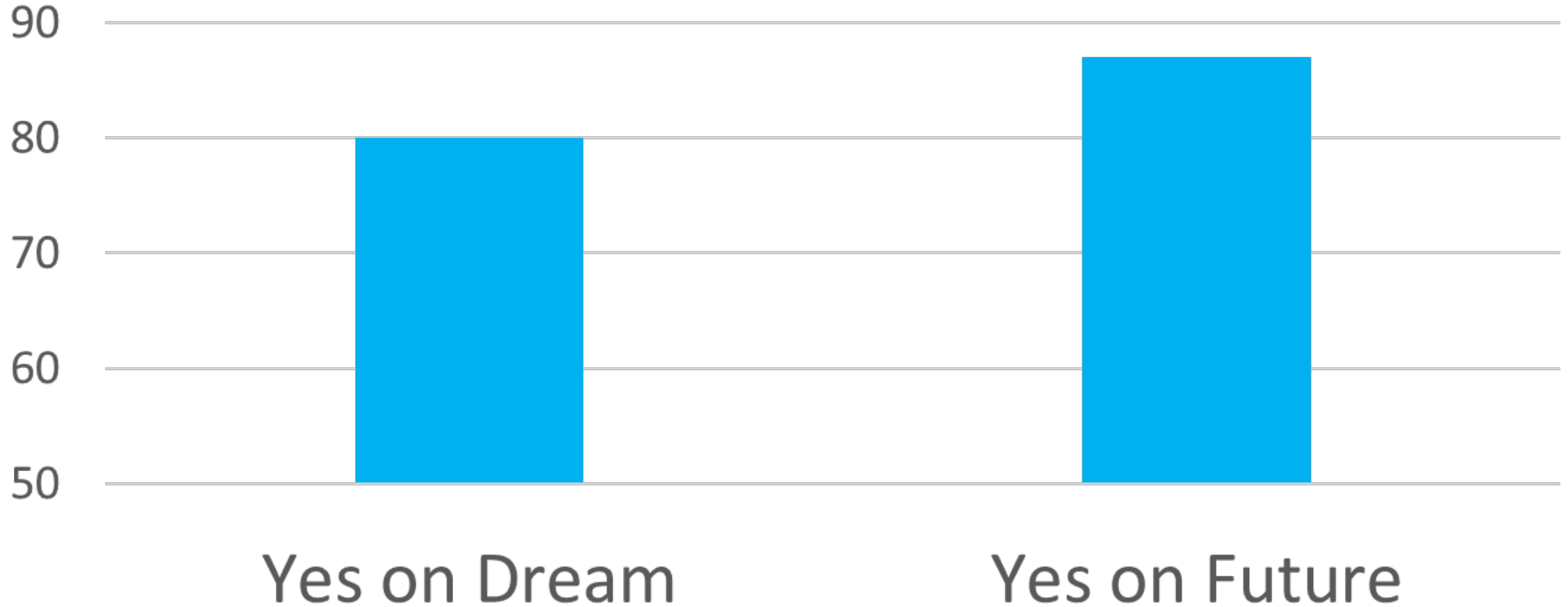
Additional home sales induce added home production. Typically, one new home is constructed for every eight existing home sales. Therefore, for each existing home sale, $1/8$ of a new home's value is added to the economy which is estimate in this state to be:

Source: BEA, Macroeconomic Advisors, NAR

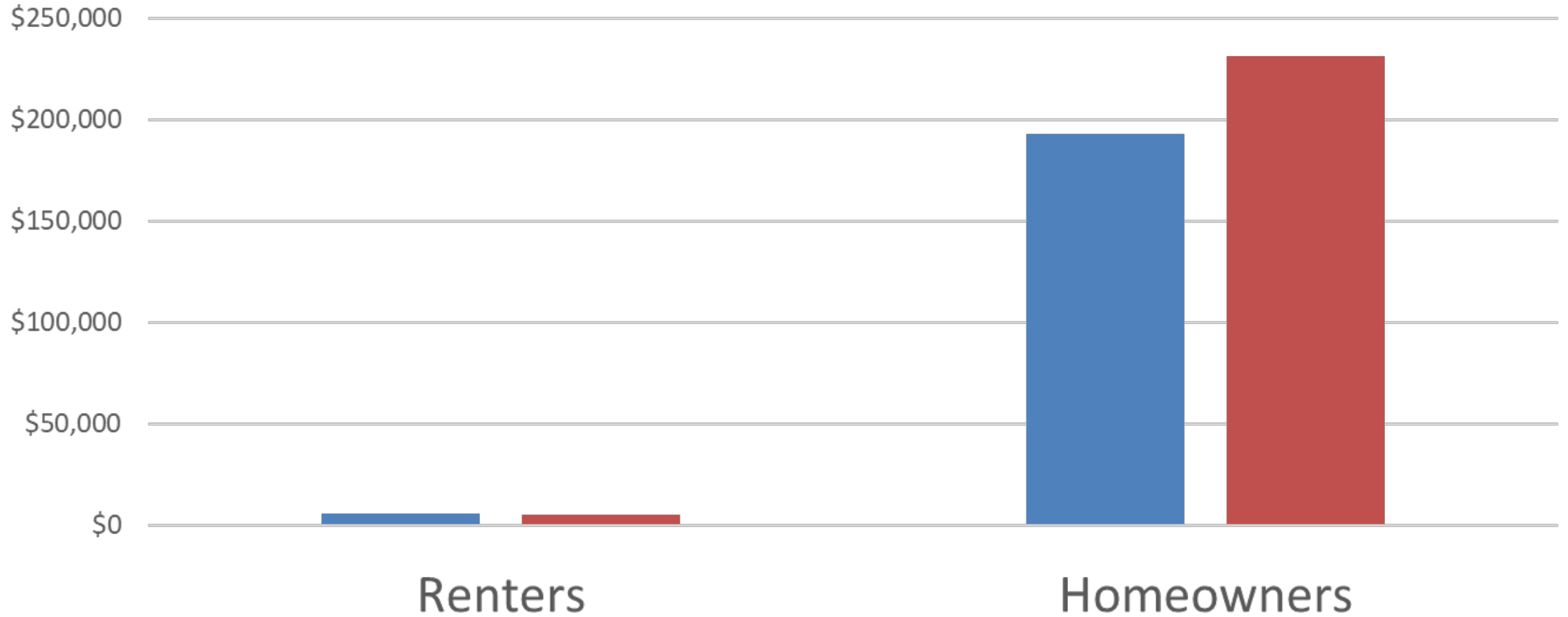


\$23,488

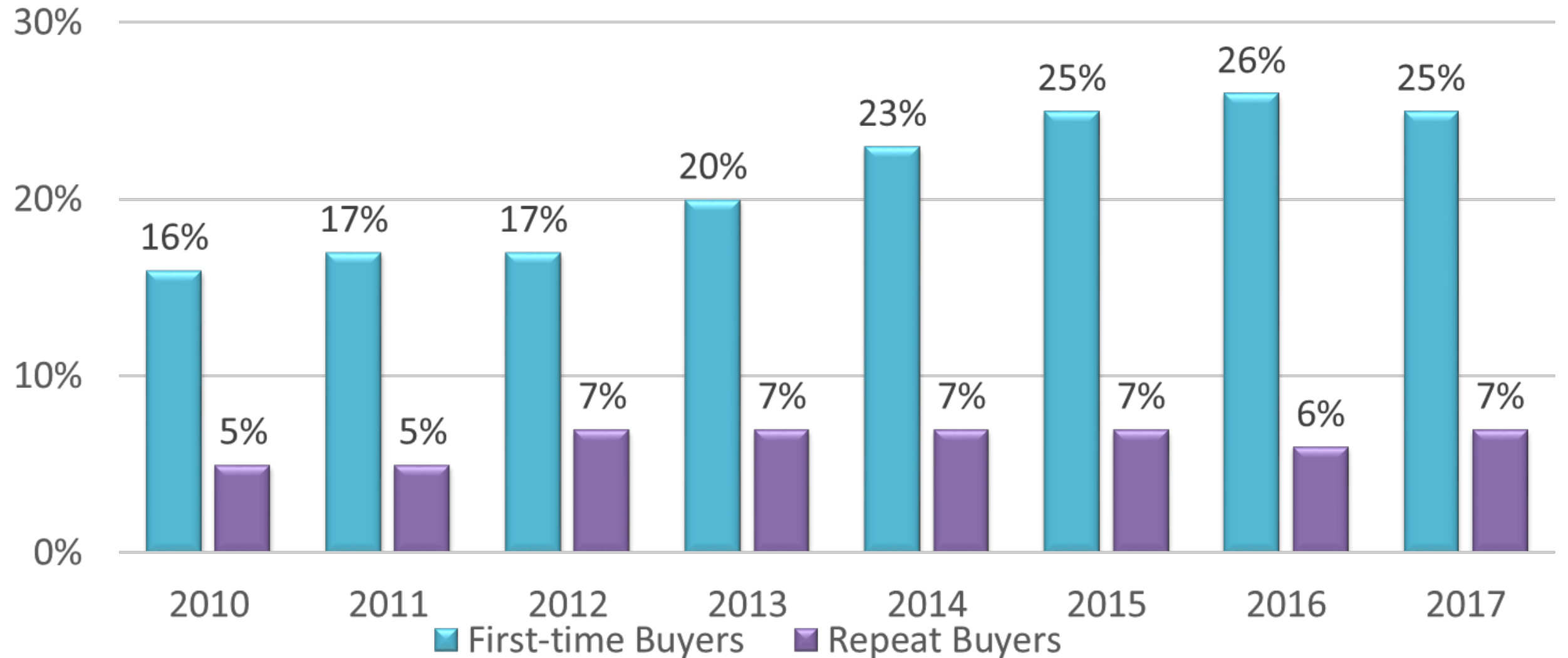
Is Owning still American Dream? Will you Buy in Future?



Wealth: From 2000 to 2016

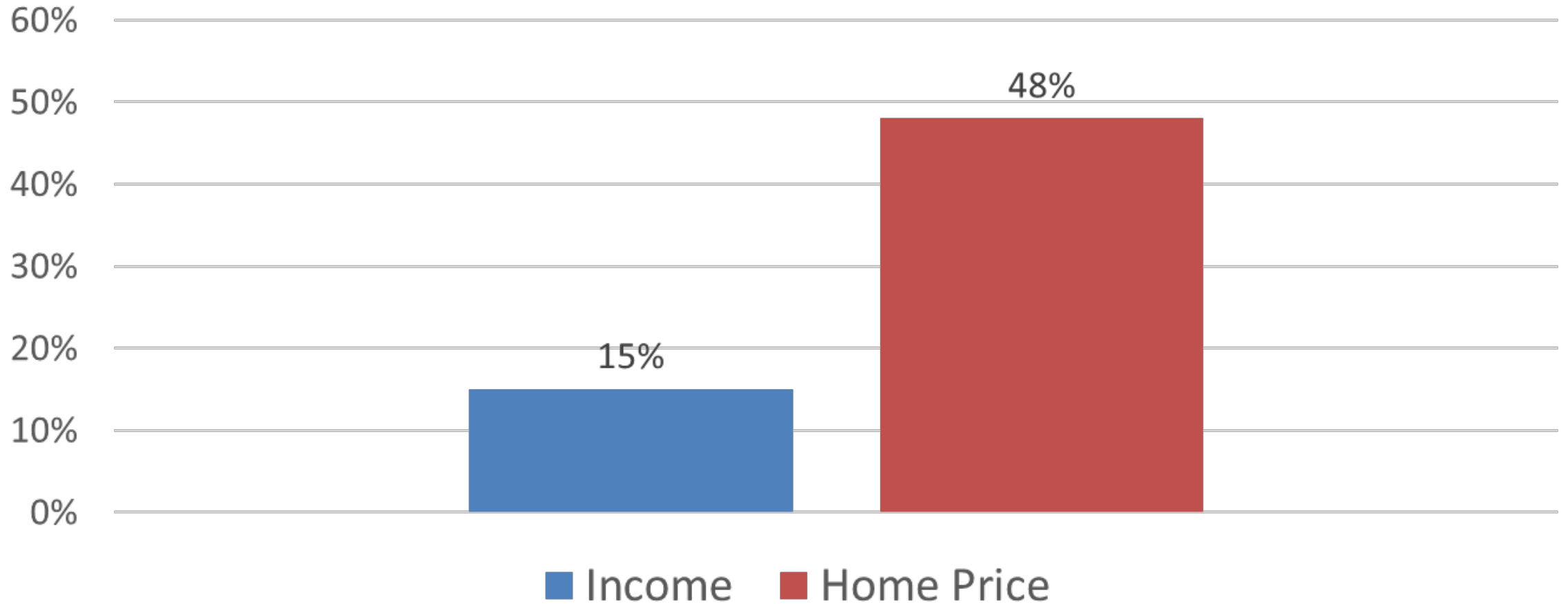


Difficulty Saving for Downpayment

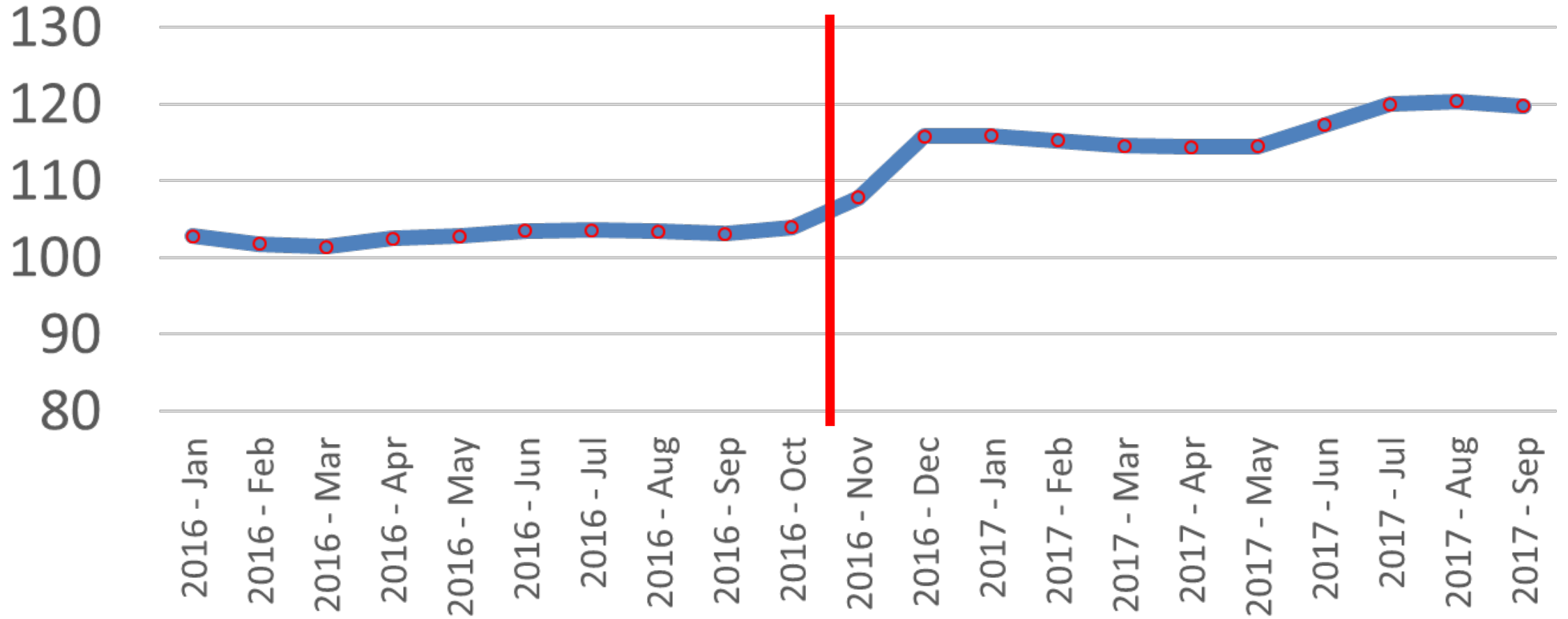


Income Growth and Home Price Growth

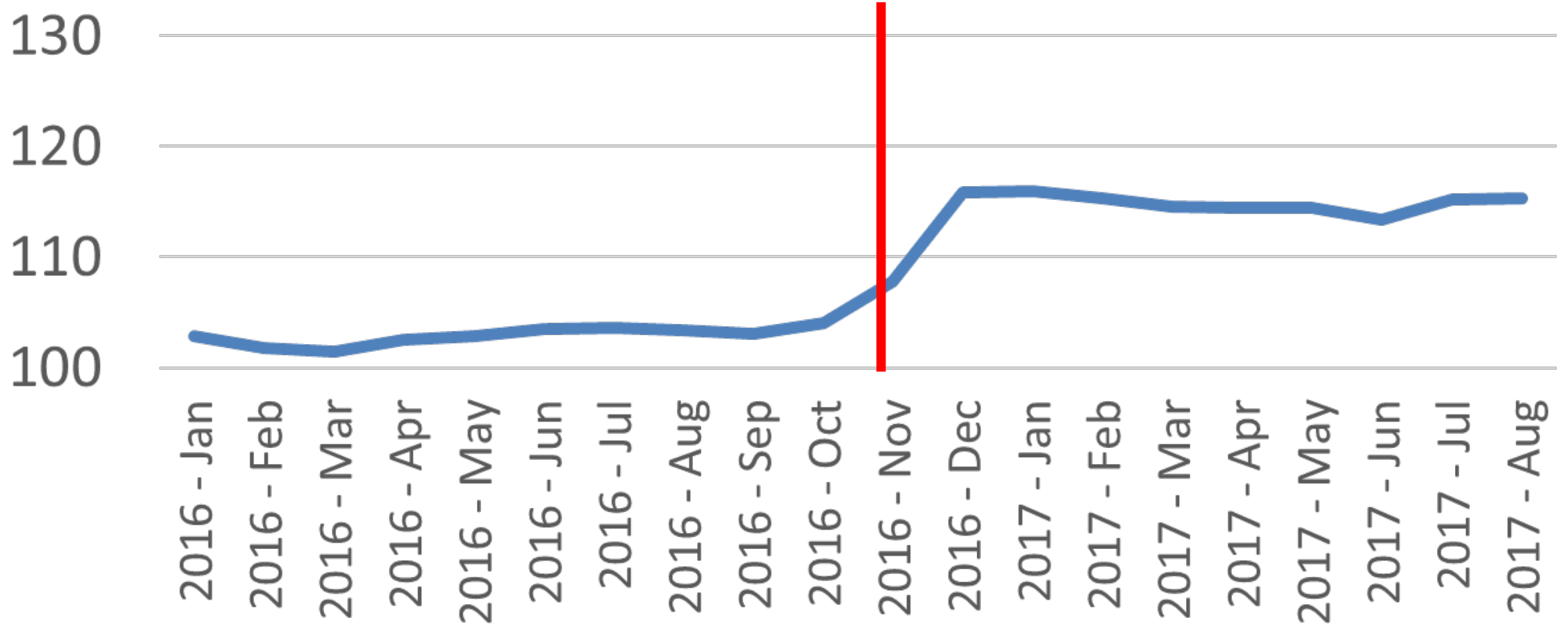
(from lows in 2011 to 2017)



Animal Spirit Revival of Consumers? Consumer Confidence Index



Animal Spirit Revival of Businesses? Small Business Optimism Index



Housing Forecast

	2015	2016	2017 Forecast	2018 Forecast
New Home Sales	500,000	560,000	600,000	700,000
Existing Home Sales	5.3 million	5.4 million	5.5 million	5.7 million
Median Price Growth	+ 6.8%	+5.1%	+6.0%	+5.0%
30-year Rate	3.9%	3.6%	4.0%	4.5%

Thank you for your time!

**Max Pond – Government Affairs Director – Idaho
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