

# Max Pond - Government Affairs Director



# THE ECONOMIC IMPACT OF A TYPICAL HOME SALE

in Idaho

The real estate industry accounted for \$14,166 million or 19.6% of the gross state product in 2017.

TOTAL ECONOMIC IMPACT

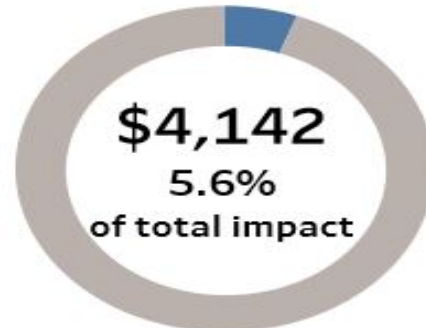
**\$73,959**

Income generated from  
real estate industries



+

Expenditures related  
to home purchase



+

Multiplier of housing  
related expenditures



+

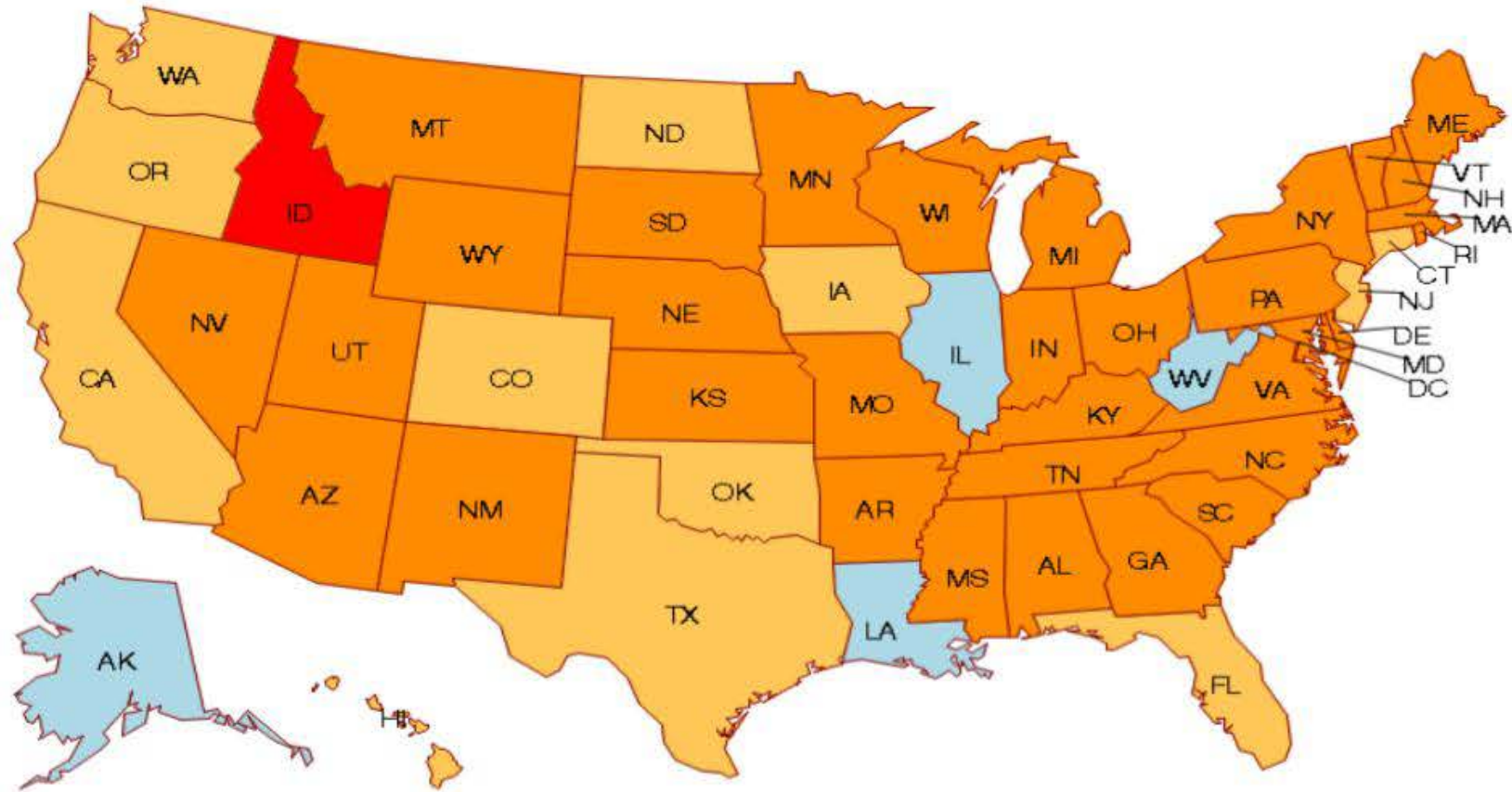
New home construction



**Ada County Single Family Home Sales**  
**Comparing Q3 2018 with Q3 2017**

	<b>Q3 of 2018</b>	<b>Year to Date 18</b>	<b>Q3 of 2017</b>	<b>Year to Date 17</b>	<b>Previous 12 Months</b>
Total Active Residential Listings	n/a		n/a		
Total Pending Residential Listings	n/a		n/a		
Total Single-Family Homes Sold	3,136	8,520	3,272	8,207	10,286
Percent Change	-4.16 %	3.81 %			
Median Price	\$324,900	\$310,000	\$274,900	\$264,900	\$300,000
Percent Change	18.19 %	17.03 %			
Average Price	\$365,400	\$354,617	\$311,349	\$302,606	\$344,024
Percent Change	17.36 %	17.19 %			
Days on Market	27	33	32	37	34
Total Dollar Volume	\$1,145,894,155	\$3,021,336,003	\$1,018,732,891	\$2,483,485,021	\$3,538,632,574
Percent Change	12.48 %	21.66 %			

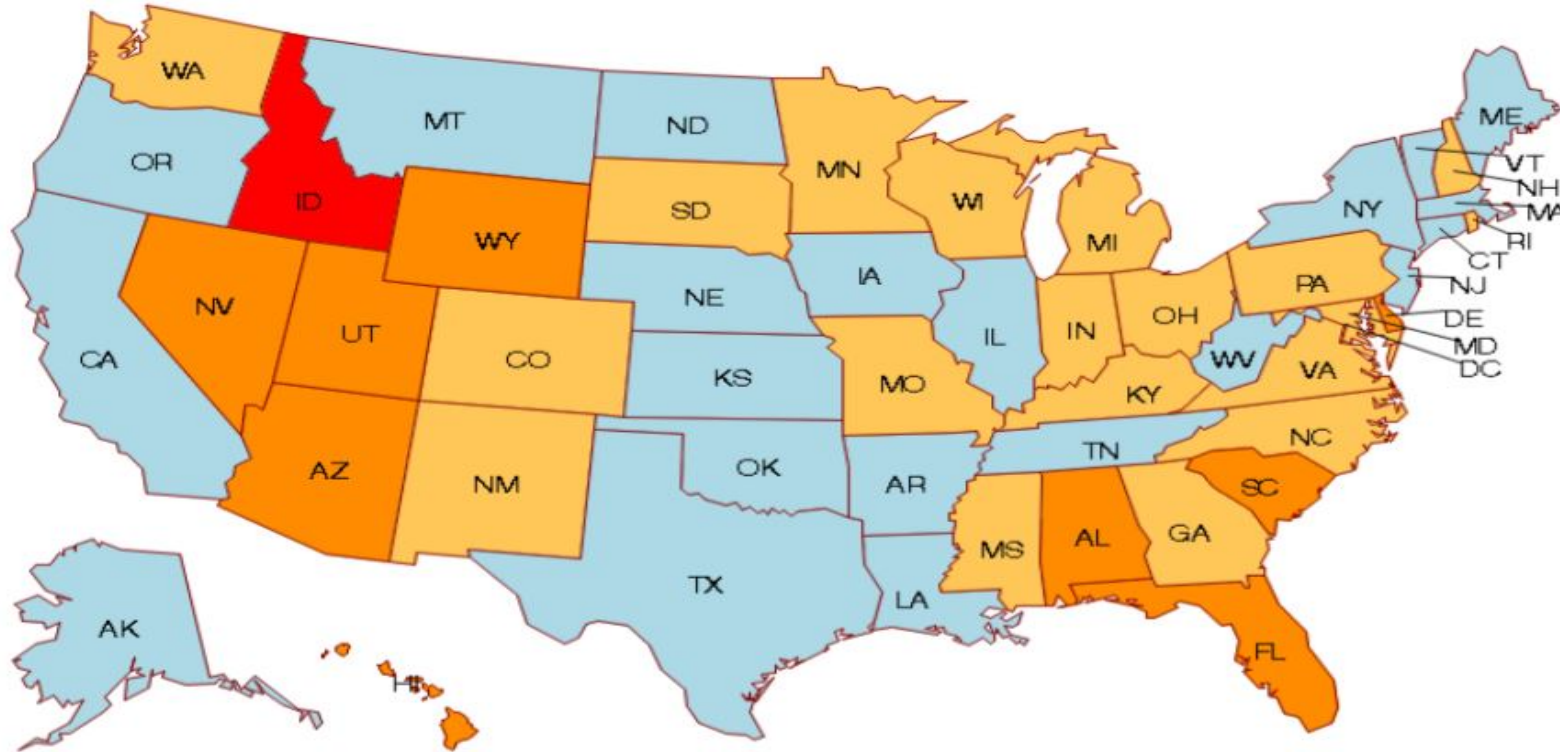
# REALTORS® Buyer Traffic Index



REALTORS® Buyer Traffic Index

Weak (25+ to 45)   Stable (45+ to 55)   Strong (55+ to 75)   Very Strong (75+)

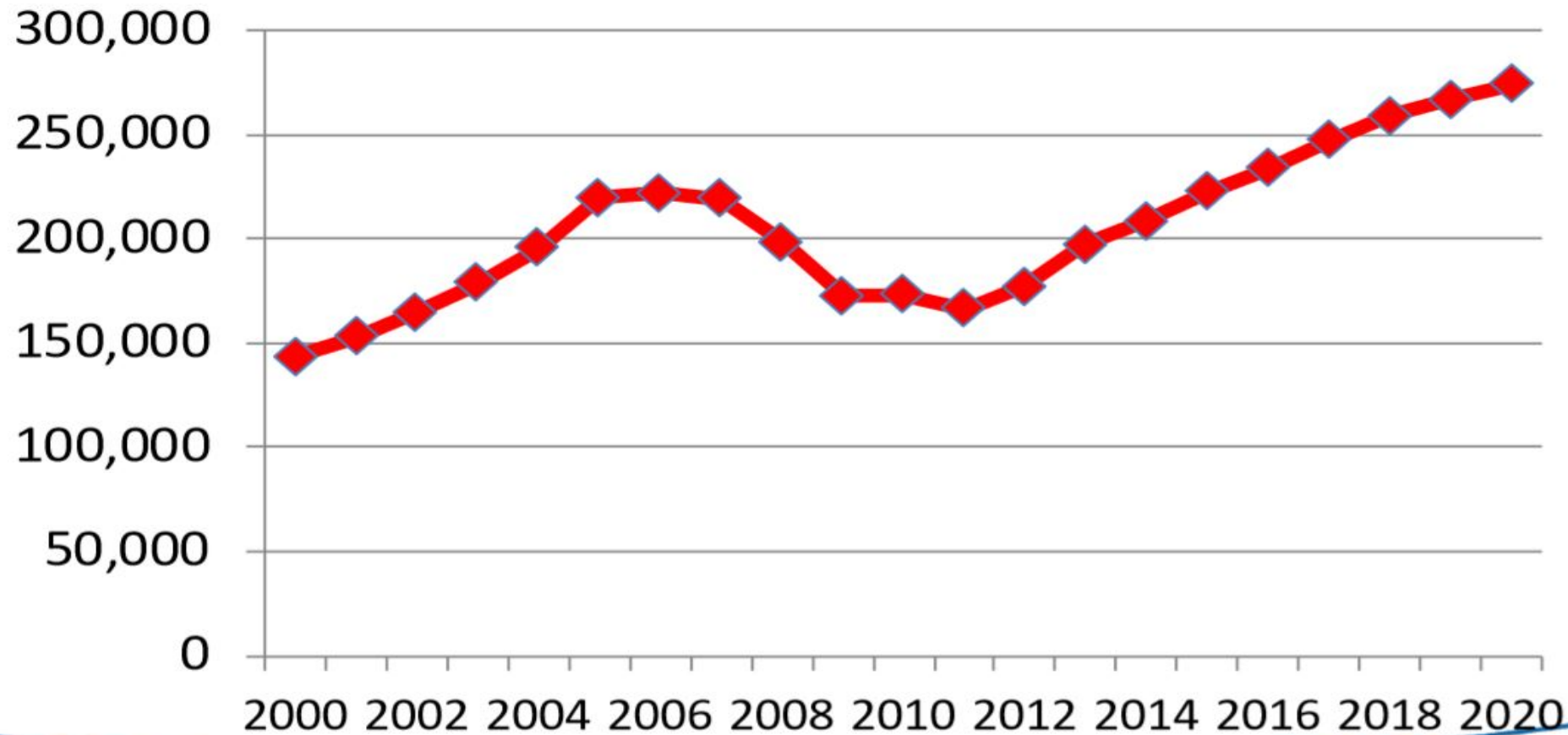
# REALTORS® Median Expected Price Change in the Next 12 Months



Median Expected Price Change Within Next 12 Months (in %) Among REALTOR® Respondents

0% to 2%    2.01% to 3%    3.01% to 4%    4.01% to 5%

# Forecast of Median Home Price: \$15,000 wealth gain in two years



**Thank you for your time!**

**Max Pond – Government Affairs Director – Idaho  
REALTORS**

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