

Boise Love...

We currently live in decidedly uncertain times. Virtually everything seems to center around Covid-19. Fear and anxiety are prevalent and are likely to be with us for some time to come. Since we all could use a break from the incessant drumbeat of Covid-19, the cover story for this issue of The Ralston Report is not about real estate – in fact, has nothing to do with real estate, and everything to do with why we all love Boise and the great State of Idaho. This is a recent experience that we thought was worth sharing as a reminder about what is good and right in a world that presently feels uneasy and for many, pretty scary. While I prefer not to write in the first-person, this is an exception that hopefully you'll agree is OK.

In mid-February, I was finished at work, and needed to stop at the Co-Op on my way home to pick up a few things. This was the period when Covid-19 was on the news but largely seen as a still-distant threat and was about a month before “social distancing” became common. Having parked the car and about to head inside, my phone rang, and while initially prepared to answer it on my way in, decided to slow down, stay in the car, and take the call. And am glad I did.

With windows rolled up due to the cool temps, my conversation was progressing well when two cars simultaneously backing up, accidentally hit each other. Out of one car, an elderly gentleman emerged, and out of the other a middle-aged woman. Both initially

observed that there was minimal if any damage and approached each other beginning to talk. For me, able only to see the exchange and unable to hear anything being said, it was like watching a silent movie. Also, as I was on a call, I felt quite helpless to intervene and politely offer assistance. Mentally, I braced for what might happen next... accusatory and angry gestures, exchange of license and insurance info, asking for witnesses, arrival of police?

What happened instead was something quite different. After a few brief moments of what seemed like a quiet conversation between the two, both sheepishly grinned and ...

The Ralston Report is distributed on a quarterly basis. It's intended to provide meaningful real estate information (focused in our core specialty areas). We hope that our quarterly cover story and Q&A from an expert lender and/or members of our community are both interesting and enjoyable for you. Ralston Group always welcomes suggestions, and will be happy to prepare an individual report specific to your area or need – just call 208-850-7638.

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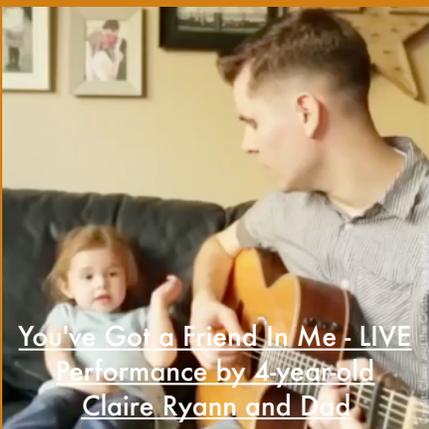
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spontaneously gave the other a hug and a warm smile. And then got in their cars and drove off. Fearing the worst, what I saw was the best. Two apparent strangers, having a very minor accident, and mutually deciding to transform the encounter from something that could have been unpleasant, into something so oddly beautiful and profoundly memorable.

While we can't hug strangers at the moment, we all yearn for that time when we can, and for things to return to a more

familiar routine. As a silent witness to that parking lot "accident", it serves as such a strong reminder that kindness and general decency is a choice, and that perhaps the more we give, the more we receive. It's also a reminder that Boise is such a great place to live! **X, Alicia**

p.s. Now to just a few circulating videos/photos/texts that made us smile over the past couple of months...



What if instead of "behind", this group of kids is advanced because of this?
Hear me out.
What if they have more empathy, they enjoy family connection, they can be more creative and entertain themselves, they love to read, they love to express themselves in writing.
What if they enjoy the simple things, like their own backyard and sitting near a window in the quiet. What if they notice the birds and the dates the different flowers emerge and calming renewal of a gentle rain shower?
What if this generation are the ones to learn to cook and organize their space and do their laundry and keep a well run home?
What if they learn to stretch a dollar and learn to live with less? What if they learn to plan shopping trips and meals at home.
What if they learn the value of eating together as a family and finding the good to share in the small delights of the everyday?
What if they are the ones to place great value on our teachers and educational professional, librarians, public servants and the previously invisible essential support workers like truck drivers, groceries, cashiers, custodial workers, health care workers and their supporting staff, just to name a few of the millions taking care of us right now while we are sheltered in place?
What if among these children, a great leader emerges who had the benefit of a slower pace and a simpler life to truly learn what really matters in this life?
What if they are ahead? 💙💜 Author Unknown

Market Update - Ada Co.

Residential Single-Family Homes - Ada County	1Q2020
Statistics referenced herein are for single-family homes – unless otherwise noted – the numbers below do not include condominiums/townhouses. The statistics on Pages 5-8 <u>do include</u> condominiums & townhouses.	JAN-FEB-MAR
Average Sold Price	\$418,101
Average Sold Price Compared to Prior Year Same Quarter	up 12.5%
Average Days on Market (DOM)	48
Total Dollar Volume	\$971.2 Million
Total Dollar Volume Compared to Prior Year Same Quarter	up 24.2%
New Construction Sold Based On # of Units	40.3%
Existing Homes Sold Based On # of Units	59.7%

Single-Family Home Sold Price Up 12.5% From Year Ago

The average sales (i.e., sold) price in Ada County increased 12.5% from a year ago (1Q2019) to \$418,101.

The total number of homes sold was up 10.4% from a year ago; new homes sold up 15.0%. Total dollar volume of new construction was up 23.0%. New construction accounted for 40.3% of sales, and existing homes the remaining 59.7%. The average sold price of new construction was up 7.0% from a year ago.

The number of existing homes sold in the quarter was up 7.5% from this time last year. Total dollar volume of existing homes sold was up 25.1% from a year ago. Existing home sold price was up 16.4% from a year ago.

The quarter's dollar volume for single-family homes in Ada County was \$971.2 million compared to \$782.0 million a year ago – a 24.2% increase. A total of 2,323 units sold (existing and new construction) in the quarter. Days on market was 48 compared to 50 days on market a year ago.

Lack of inventory continues to be a challenge for buyers. At the end of the quarter, average overall inventory in Ada County was at 1.7 months – 1.3 months for existing homes and 2.2 months

for new construction. Average overall inventory was 0.6 months for properties in the \$250,000 to \$299,000 price range and 1.6 months for properties \$300,000 to \$399,000. For properties \$400,000 to \$499,000 inventory was 1.9 months. Average inventory was 2.2 months in the \$500,000 to \$699,999 price range, and 2.7 months in the \$700,000 to \$999,999 price range. Inventory was 6.7 months for properties over a million dollars.

In our core coverage areas, the six-month average inventory of homes less than \$300,000 ranged from 0.0 (Northeast Boise) to 1.0 (Eagle) months. The six month average inventory of homes greater than \$300,000 in our core areas is shown in the column to the right.

Months of inventory indicates the amount of time it would take to sell all current listings at the current sales price if no new listings became available. It is widely accepted in the real estate industry that 0-4 months is a “Seller’s Market;” 5-7 months is a “Balanced Market;” and 8-12+ months is a “Buyer’s Market.” Ada County has been (and is currently) in a “Seller’s Market.”

15 Boise downtown condos sold at avg. of \$393/SQFT

of res. lots sold & price

N Boise: 8 (\$310,612)
 NE Boise: 8 (\$468,500)
 SE Boise: 1 (\$290,000)
 The Bench: 0 (\$NA)
 NW Boise: 7 (\$311,857)
 Eagle: 30 (\$316,649)
 N Meridian: 2 (\$275,000)

Avg. inventory over \$300K

N Boise: 2.8 months
 NE Boise: 2.9 months
 SE Boise: 1.4 months
 The Bench: 1.3 months
 NW Boise: 1.5 months
 Eagle: 2.1 months
 N Meridian: 1.8 months

Market Update - Blaine Co.

Residential & Commercial - Blaine County <small>NOTE: Blaine Co. is defined as Hailey, Ketchum & Sun Valley in the table below. Bellevue has not been included. Bellevue statistics are included on page 8</small>	1Q2020 JAN-FEB-MAR
Average Sold Price Single-Family Home (INCLUDES CONDOS & TOWNHOUSES)	\$1,018,000
Average Sold Price Single-Family Compared to Prior Year Same Quarter	up 20.1%
Average Days on Market Single-Family	168
Total Dollar Volume Single-Family	\$94.7M
Total Dollar Volume Single-Family Compared to Prior Year Same Quarter	down 0.3%
Average Sold Price Condominium/Townhouse (ONLY)	\$755,210
Average Days on Market Condominium/Townhouse	161
Total Dollar Volume Condominium/Townhouse	\$46.8M
Average Sold Price Condo/Townhouse Compared to Prior Year Same Quarter	up 22.8%
Average Sold Price Commercial	\$863,124
Average Days on Market Commercial	365
Total Dollar Volume Commercial	\$6.9M
Total Dollar Volume Commercial Compared to Prior Year Same Quarter	down 30.0%

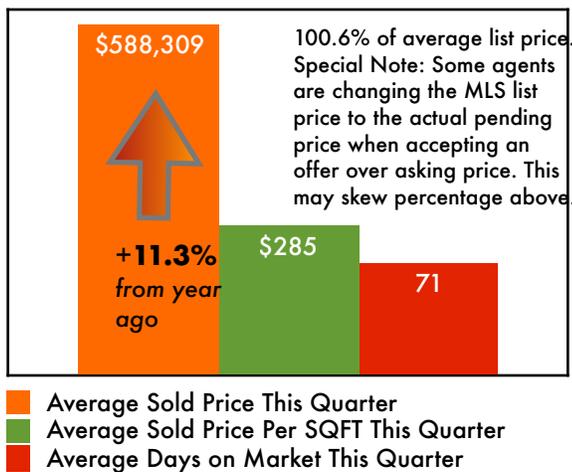
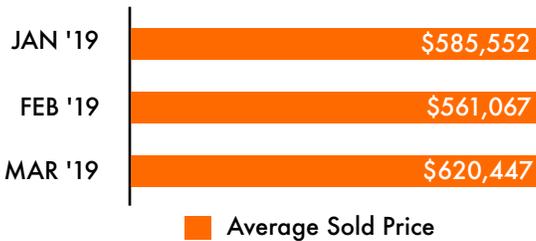
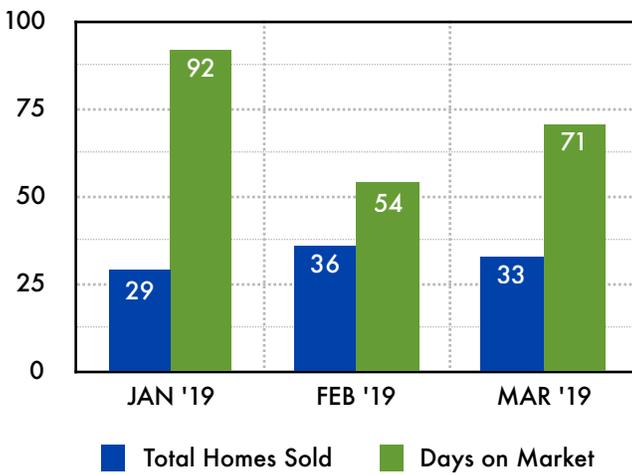
1Q2020 Single-Family Home Average Sold Price Up 20.1% From A Year Ago

This quarter's records indicate that 93 single-family homes sold at an average of \$463/SQFT – average sold price was up 20.1% from a year ago. Sixty-two of the 93 single-family homes were condominiums/townhouses, selling at an average of \$484/SQFT; dollar volume of condos and townhouses was up 29.0% – sold price up 22.8%. "Residential" land, which is not included in the data above or that follows, included 21 sold properties at an average sold price of \$603,207; the properties averaged 218 days on market. Total dollar volume of land was \$12.7M. Average sold price of "residential" land was up 33.4% from a year ago. Eight commercial properties sold at an average of \$863,124. The average sold price was down 21.3%; total dollar volume down 30.0%. Days on market was 365 compared to 311 a year ago. The commercial data in the table above was gathered from the Sun Valley/Sawtooth MLS. Loopnet-only properties have not been included in the data above.

North Boise

In January, 29 single-family homes sold in North Boise with an average days on market of 92 and at an average price of \$585,522. Thirty-six homes sold in February at an average sales price of \$561,067 (54 days on market), and 33 homes sold in March at 71 days on market (average sold price \$620,447). The highest sold price recorded in North Boise was \$1,525,000, with a lowest recorded sale of \$243,500. During the quarter, 98 properties sold averaging 71 days on market. Sold price in North Boise was up 11.3% from a year ago to \$588,309 (\$285/SQFT).

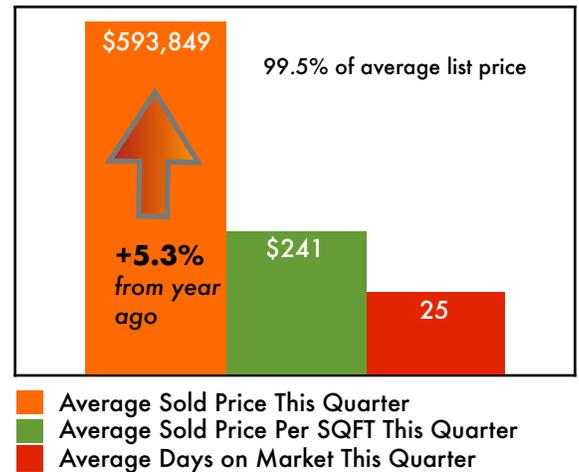
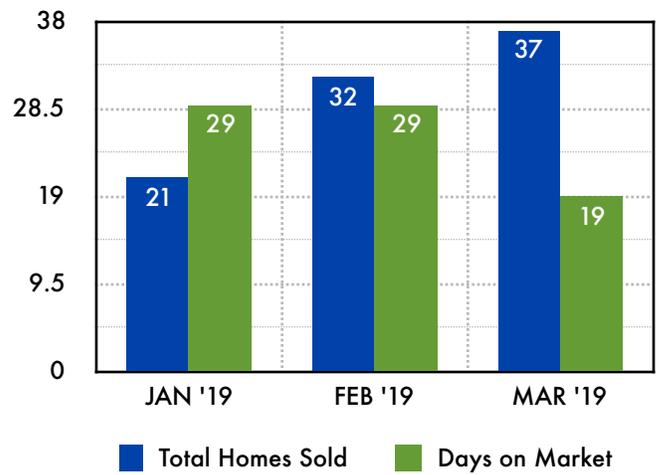
North Boise (Area 100)



Northeast Boise

In January, 21 single-family homes sold in Northeast Boise with an average days on market of 29 and at an average price of \$636,544. February included the sale of 32 homes at an average sales price of \$567,043 (29 days on market), and 37 homes sold in March at 19 days on market. Average sold price in March was \$592,798. The highest sold price recorded in Northeast Boise was \$1,304,999, with a lowest recorded sale of \$315,000. During the quarter, Northeast Boise recorded 90 home sales at an average of 25 days on market. Sold price in Northeast Boise was \$593,849 (\$241/SQFT) – up 5.3% from a year ago.

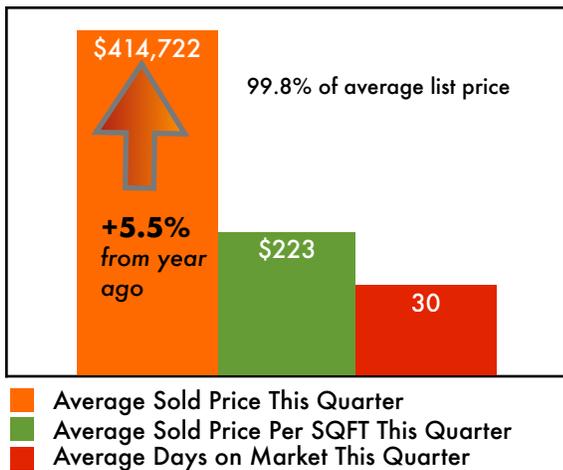
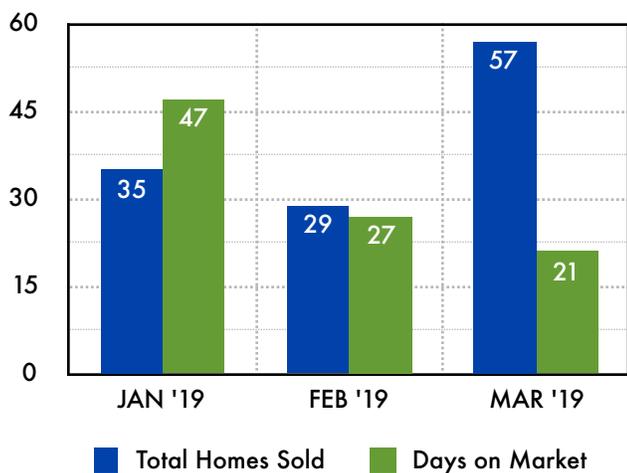
Northeast Boise (Area 200)



Southeast Boise

In January, 35 single-family homes sold in Southeast Boise with an average days on market of 47 and at an average price of \$443,279. In February, 29 homes sold at an average sales price of \$429,956 (27 days on market), and 57 homes sold in March at 21 days on market. Average sold price was \$389,434. The highest sold price recorded in Southeast Boise was \$1,370,990, with a lowest recorded sale of \$175,000. During the quarter, Southeast Boise recorded the sale of 121 homes. Sold price in Southeast Boise was up 5.5% from the prior year to \$414,722 (\$223/SQFT), and homes averaged 30 days on market.

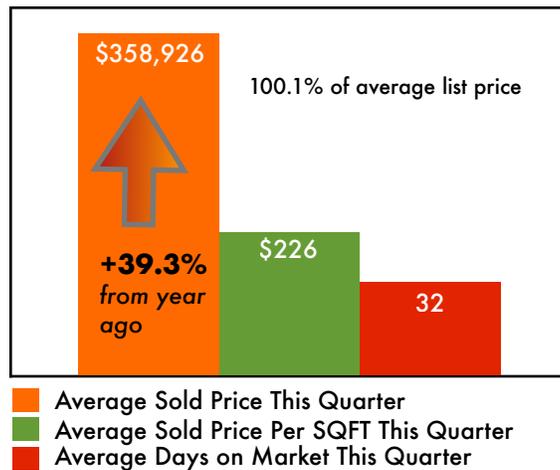
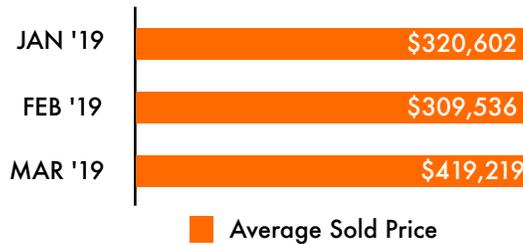
Southeast Boise (Area 300)



Boise Bench

In January, 48 single-family homes sold on the Boise Bench with an average days on market of 44 and at an average price of \$320,602. Thirty-six homes sold in February at an average sales price of \$309,536 (18 days on market), and 60 homes sold in March at 31 days on market. Average price was \$419,219. The highest sold price recorded on the Boise Bench was \$2,282,784, with a lowest recorded sale of \$119,900. During the quarter, the Bench recorded the sale of 144 homes. Average sold price was up 39.3% from the previous year to \$358,926 (\$226/SQFT), at 32 days on market.

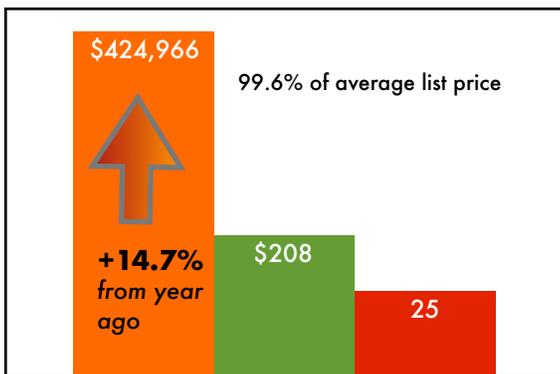
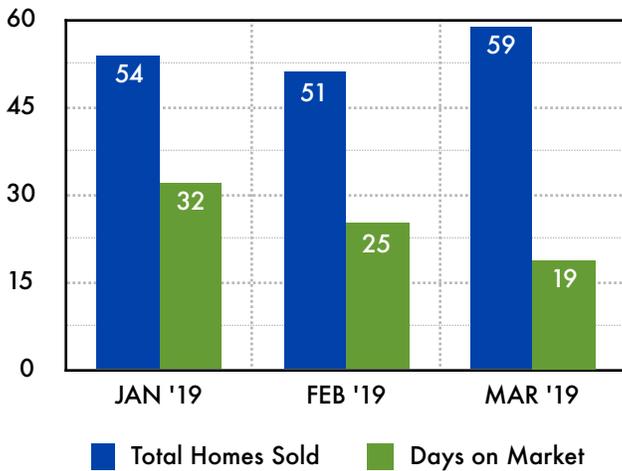
Boise Bench (Area 400)



Northwest Boise

In January, 54 single-family homes sold in Northwest Boise with an average days on market of 32 and at an average price of \$408,553. Fifty-one homes sold in February at an average sales price of \$416,277 (25 days on market), and 59 homes sold in March at 19 days on market, with an average price of \$447,500. The highest sold price recorded in Northwest Boise was \$785,000, with a lowest recorded sale of \$200,000. During the quarter, 164 homes sold. Average sold price was up 14.7% from the previous year in Northwest Boise. Average sold price was \$424,966 (\$208/SQFT). Homes averaged 25 days on market.

Northwest Boise (Area 800)

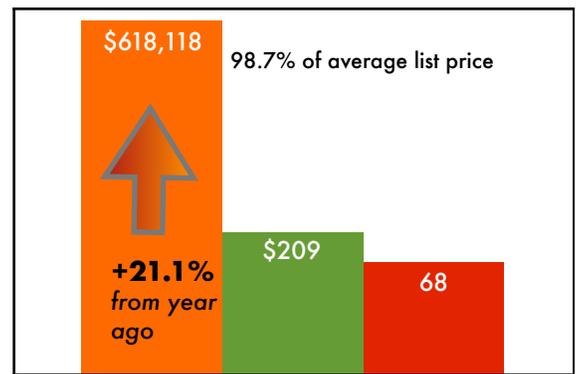
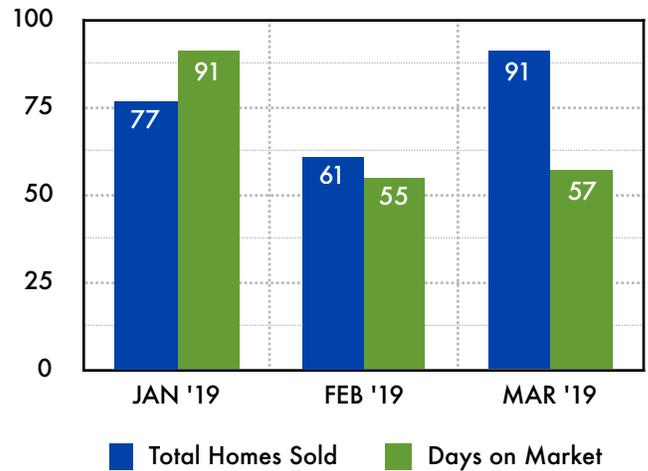


■ Average Sold Price This Quarter
■ Average Sold Price Per SQFT This Quarter
■ Average Days on Market This Quarter

Eagle

In January, 77 single-family homes sold in Eagle with an average days on market of 91 and at an average price of \$574,242. Sixty-one homes sold in February at an average price of \$604,974 (55 days on market), and 91 homes sold in March at 57 days on market. Average sold price in March was \$664,055. The highest sold price recorded in Eagle was \$1,514,004, with a lowest recorded sale of \$174,900. During the quarter, 229 homes sold. Average sold price in Eagle was \$618,118 – up 21.1% from a year ago. Price per square foot price was \$209, with properties averaging 68 days on market.

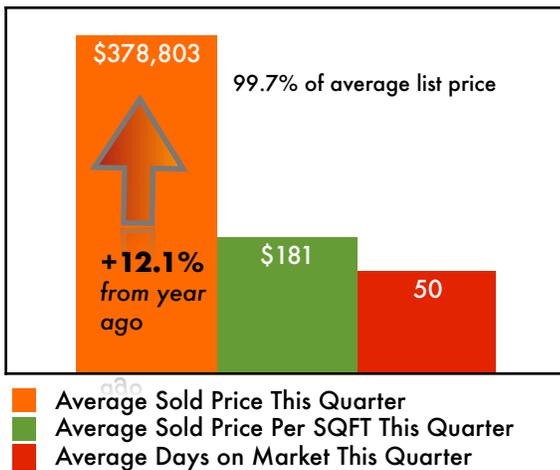
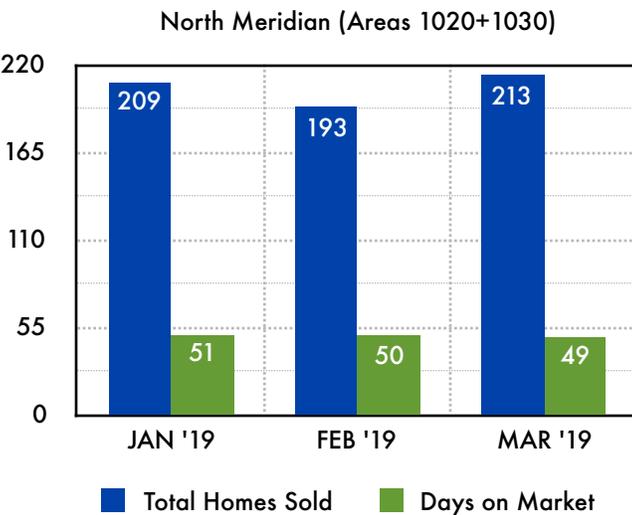
Eagle (Area 900)



■ Average Sold Price This Quarter
■ Average Sold Price Per SQFT This Quarter
■ Average Days on Market This Quarter

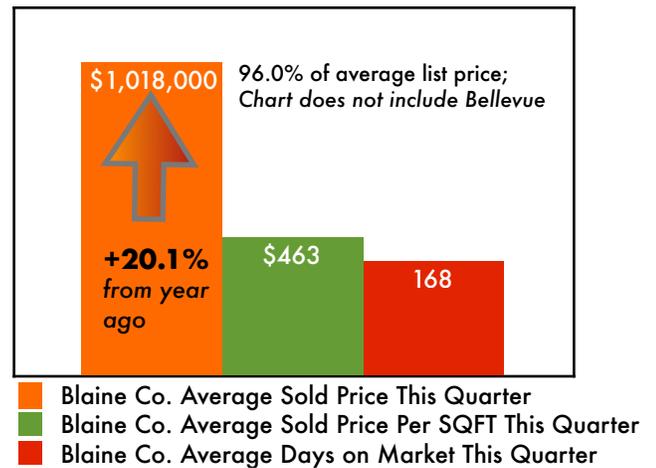
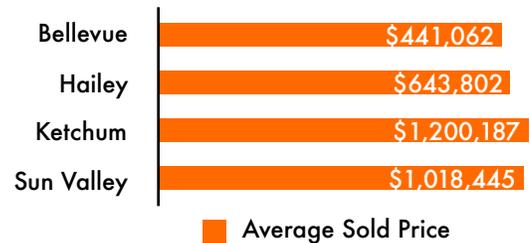
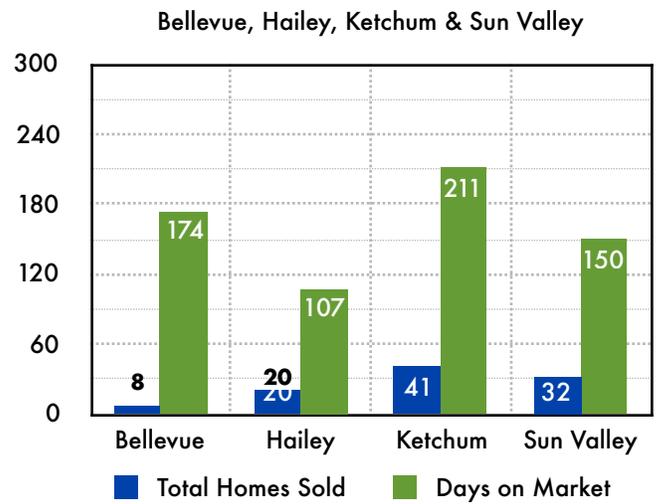
North Meridian

In January, 209 single-family homes sold in North Meridian with an average days on market of 51 and at an average price of \$375,201. One hundred ninety-three homes sold in February at an average price of \$379,523 (50 days on market), and 213 homes sold in March at 49 days on market; average sold price was \$381,684. The highest sold price recorded in North Meridian was \$1,250,000; lowest recorded sale was \$107,500. During the quarter, 615 homes sold. Average sold price in North Meridian was \$378,803 – up 12.1% from a year ago. Price per square foot price was \$181, with properties averaging 50 days on market.



Bellevue, Hailey, Ketchum & Sun Valley

Eight single-family homes sold in Bellevue at an average of 174 days on market and a price of \$441,062 (\$207/SQFT). Hailey recorded the sale of 20 homes – average days on market 107 and an average price \$643,802 (\$259/SQFT). In Ketchum, 41 homes sold at an average of \$1,200,187 (\$552/SQFT). Average days on market was 211. Sun Valley records indicated 32 homes sold – average price \$1,018,445 (\$477/SQFT) and 150 days on market. In the quarter, 93 properties sold in the County (excluding Bellevue). Average sold price was \$1,018,000 (up 20.1% from a year ago). Homes averaged \$463/SQFT and 168 days on market. Highest sold price was \$4,243,000.



Representative Ralston Group client homes or land sold in the quarter...



829 N Vail - North Boise



2805 S Pleasanton - North Boise



2889 E Windsong - Northeast Boise



422 W Howe - Southeast Boise



1706 S Leadville - Southeast Boise



5420 W Tivoli - Northwest Boise



2912 E Bonfire - Eagle



248 Hillside - Ketchum

Multi-Family Housing

North Boise (Area 0100)

Average Sold Price: \$514,800
Average Sold Price/SQFT: \$237
5 Sold; Average DOM 23
Price Prior Yr: **Up 14.9%**

Northeast Boise (Area 0200)

Average Sold Price: \$390,500
Average Sold Price/SQFT: \$212
1 Sold; Average DOM 4
Price Prior Yr: **N/A -0 sold 1Q19**

Southeast Boise (Area 0300)

Average Sold Price: \$445,000
Average Sold Price/SQFT: \$194
3 Sold; Average DOM 1
Price Prior Yr: **Up 37.3%**

Near Downtown Boise

Boise Bench (Area 0400)

Average Sold Price: \$409,700
Average Sold Price/SQFT: \$164
12 Sold; Average DOM 31
Price Prior Yr: **Up 19.9%**

The information provided in the Ralston Report was compiled from multiple sources including: Idaho's Intermountain Multiple Listing Service (MLS) and Sun Valley/Sawtooth MLS. The data is believed to be accurate and reliable, but cannot be warranted by Ralston Group Properties. The multi-family/residential income data (i.e., 2-plex, 3-plex, 4-plex, & apartments) provided in the table above was collected from the Intermountain MLS. Statistics for this quarter's Ralston Report were current at publication. Commercial data for Blaine County can be found on page 4 of this report. Multi-family/residential income data is not provided for Blaine County.

Community Q&A

Melinda McCaslin

Q: Melinda — Can you give us an update on the mortgage industry?

The mortgage industry has experienced extreme volatility in the last 30 days, while we try to find our way in the current environment driven by the pandemic and unstable economy. Early on, there was an unprecedented influx of volume after the initial rate drop, that lead many investors to have liquidity challenges with margin calls on lock hedges. Since this time, rates have behaved much like the stock market with large variations from day to day.

The Feds have stepped in and offered support in the form of purchasing certain mortgage back securities, namely conforming, primary residence mortgages. That said, the Feds are steering clear of jumbo, high balance and

investment property mortgages, which has resulted in much higher consumer rates on these loan products. In fact, some lenders have opted to suspend jumbo mortgages all together right now (thankfully, this is not the case for Guaranteed Rate).

Then, there is the government assurance of forbearance for anyone that has been impacted by Covid-19, with no requirement or proof of hardship necessary. This has resulted in most lenders tightening their lending guidelines in an effort to ensure all

funded loans will perform. These more restrictive guidelines have primarily impacted borrowers with lower down payments and credit scores.

Finally, lenders are now requiring verifications of employment right before funding, to confirm that borrowers haven't lost their jobs or been furloughed. So, while we are still funding an unusually high volume of loans, we are absolutely working with moving targets.



Melinda McCaslin is a leading Idaho lending expert. Melinda earned her MBA from Harvard Business School and BS degrees in Finance and Marketing from the University of Utah. Melinda may be reached at 208-631-9194 or melindam@rate.com.

"Bogey" Ralston



Did You Know?

The National Flood Insurance Program (NFIP) maps have been undergoing review and updating in our area. New maps go into effect 6/19/20. The new maps increase the area included in the "high risk" or Special Flood Hazard Area. Please [check this link](#) to see if your property risks have changed. If so, you might call your insurance agent before June to see if you have the option to obtain a "grandfathered" rate.

A TRADITION OF TRUST

Independent and locally owned/operated, Ralston Group Properties (Ralston Group) challenges the status quo within the real estate industry. This vibrant, "boutique" brokerage is grounded in the belief that creating long-term, trust-based relationships and always serving the client's needs first, is both good business and the right thing to do. Five words define this residential and commercial real estate firm:

Trust + Heart + Experience + Advocates + Thinkers.

In Boise, Ralston Group specializes in and around the downtown including the North End, Highlands, Foothills, East Side (North & South), West End, and the Bench. Ralston Group also has significant expertise in Eagle and Meridian, and is often asked to partner on unique projects including investment properties, remote ranches, vineyards and sustainable design/builds. Ralston Group serves both residential and commercial real estate markets in the Wood River Valley. With offices in downtown Boise and Ketchum, their agents are handpicked and represent the very best in the industry and in the community. Ralston Group doesn't aspire to be the biggest - it does aspire to be the best. Ralston Group... A Tradition of Trust.

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THANK YOU FOR YOUR CONTINUED ADVOCACY AND REFERRALS.

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AND ARE SO INCREDIBLY GRATEFUL TO YOU FOR YOUR REFERRALS!



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