

Ready Your Home For Winter While Enjoying Autumn

Autumn in Idaho is such a wonderful time of year! However, winter is just around the corner. Recognizing that many of our new clients and friends have re-located to our fair state from different climates, we thought a “refresher” on preparing your home for cold weather was in order. Thus, the Ralston Report lead story is a gentle reminder that a little early and preventative maintenance can save you time, money and a whole lot of aggravation. Below are some things you might consider doing:

★Service Sprinklers/Irrigation System – whether you do it yourself or have a professional service provider, drain your sprinkler system thoroughly!

★Clean Gutters – have leaves and other debris cleared out, and ensure that your gutters are structurally sound with downspouts intact and functioning to keep water away from your house. **Clogged gutters are one of the major causes of ice dams!** Downspouts should extend at least five feet away from your house to prevent foundation problems.

★Survey Water Drainage – rain and melting snow can create some real issues for you. Make sure that in addition to maintaining your gutters, that any summer landscaping or other projects haven’t created new collection points for excess water. Take a close look at the soil around your foundation and make sure it slopes away from your home.

Water soaking the soils around your foundation can lead to cracks and leaks.

★Inspect Roof – survey your roof to make sure shingles or other materials are intact and in good shape. Watch out for flat roofs, as they tend to collect water. Also, confirm that flashing is directing water to gutters. Remember, your roof is your first line of defense in protecting your home.

★Inspect/Seal Doors & Windows – caulk doors and windows to prevent heat from escaping. Remove screens and install storm windows if you use them.

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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.

★ Seal Gaps Where Critters Could Enter – My all-time least favorite chore – YUCK! Mice need only a tiny gap to be able to sneak into your house and raid your pantry, and with colder weather coming, all of the little critters out there will be looking for warm places to make a home. Fill small holes and cover any larger gaps securely with heavy-duty hardware or screens to keep wildlife outdoors.

★Turn Off Water To Faucets – before it freezes, turn off water to all outdoor faucets, and drain and store hoses. Wrap water pipes that run along exterior walls with heating tape. It will save energy and prevent pipes from freezing.

★Check Chimney/Fireplace/Wood Stove – to make sure your fireplace is safe, grab a flashlight and look up inside your fireplace flue to make sure the damper opens and closes properly. Open the damper and make sure the flue is free of birds' nests, branches and leaves, or other obstructions. You should see some daylight at the top of the chimney. Check the firebox for cracked or missing bricks and mortar. If you burn a lot of wood, pellets or other combustibles, it's real important to have your chimney and related piping/ventilation checked by a professional. Your fireplace flue should be cleaned of creosote buildup every other year. Call a professional chimney sweep!

★Gather Firewood – if you burn wood, stock up early with what you might need to get through those long winter evenings. Also, it's a good idea to store wood a reasonable distance away from your house and keep it covered.

★Winterize Hot Tubs/ Pools – if you have a pool, winterize it; If you have a hot tub, consider changing the water before it gets too cold.

★Trim Landscaping – late fall is the best time to prune plants and trees, when the summer growth cycle is over. Your goal is to keep limbs and branches at least three feet from your house so moisture won't drip onto roofing and siding, and to prevent damage to your house exterior during high winds.

★Bring Flower Pots Inside – bring potted plants indoors that need to be protected from winter temperatures. Make sure all soil is emptied from pots and planters. Dirt left in clay pots can freeze and cause the pots to crack if left outside.

★Fertilize Lawn/Plants/Trees – Fall is the perfect time to feed your grass and plants after a long, hot summer. Prepare your trees for winter – prune, mulch, aerate, fertilize & water!

★Protect Seasonal Furniture – clean and put away your outdoor patio furniture.

★Clean Garage and/or Shed – service/winterize power equipment including lawnmowers; store/winterize summer vehicles/trailers; prepare snow removal equipment; have extra gas; store liquids that might freeze; organize and clean. This includes adding fuel stabilizer and/or draining fuel from all gas-operated equipment such as lawn mowers, leaf blowers, and chain saws. If you're not familiar with fuel stabilizer, get to know it. If your mower sits for months with gas in its tank, the gas will slowly deteriorate, which can damage internal engine parts. Organize your snow clearing gear. When snow arrives you'll want to have shovels, roof rakes, and snow blowers where you can get to them.

★Stock up on winter supplies – including emergency kits for car and home.

★Inspect Your Furnace – not a do-it-yourself-chore, this requires an HVAC professional to inspect for leaks and to test for performance efficiency. Carbon monoxide poisoning is a real threat, and it can be easily avoided with routine inspections. Also, it's prudent to change and maintain filters on a regular basis.

★Program Your Thermostat – adjusting/ programming your thermostat for winter is both for comfort and to avoid unnecessary expense. If you don't have a programmable thermostat, consider getting one as they'll save you effort and money.

★Test Safety Devices – make sure all fire/smoke alarms and carbon monoxide units have fresh batteries. Test each unit! Also, be aware that many common fire/smoke detectors have a "shelf life" and need to be replaced, usually after five years. This information is on the back of the detector unit.

There are many other tips like cleaning dryer vents and humidifiers, washing windows, installing hot water heater blankets, covering your AC, reversing ceiling fans to create an upward draft, etc. We just didn't want the "to-do" list to overwhelm and prevent you from enjoying a fantastic autumn

Wishing you a safe, warm, and memorable
Thanksgiving...With love + gratitude...
Amy, Scout, Currie, Paige, Jill, Penny,
Alicia & David



Market Update - Ada Co.

Residential Single-Family Homes - Ada County	3Q2018
Statistics referenced herein are for single-family homes – unless otherwise noted – which includes existing homes, new construction, and condominiums/townhouses	JUL-AUG-SEP
Average Sold Price	\$365,400
Average Sold Price Compared to Prior Year Same Quarter	up 17.4%
Average Days on Market	27
Total Dollar Volume	\$1.1B
Total Dollar Volume Compared to Prior Year Same Quarter	up 12.5%
New Construction Sold Based On # of Units	26.7%
Existing Homes Sold Based On # of Units	73.3%

Buyer's Market...For Homes Over \$1 Million!

The average sales (i.e, sold) price in Ada County increased 17.4% from a year ago (3Q2017) to \$365,400.

The number of homes sold was down 4.2% from a year ago; new homes sold up 18.1%. Total dollar volume of new construction was up 30.7%. New construction accounted for 26.7% of sales, and existing homes the remaining 73.3%. The average sold price of new construction was up 10.7% from a year ago.

The number of existing homes sold in the quarter was down 10.3% from this time last year. Total dollar volume of existing homes sold was up 6.3% from a year ago. Existing home sold price was up 18.4% from a year ago.

The quarter's dollar volume for single-family homes in Ada County was \$1.1 billion compared to \$1.0 billion a year ago – a 12.9% increase. A total of 3,136 units sold (existing and new construction) in the quarter. Days on market was 27 compared to 32 days on market a year ago.

Lack of inventory continues to be a challenge for buyers, unless you're looking for a home over a million dollars. At the end of the quarter, average overall inventory in Ada County was at 1.7 months – 1.2 months for existing homes and 3.2 months

for new construction. Average inventory was 1.4 months for properties in the \$250,000 to \$299,000 price range and 1.9 months for properties \$300,000 to \$399,000. For properties \$400,000 to \$499,000 inventory was 2.1 months. Average inventory was 2.4 months in the \$500,000 to \$699,999 price range, and 3.1 months in the \$700,000 to \$999,999 price range. Inventory was 12.7 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 1.1 (NW Meridian) 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."

13 Boise downtown condos sold at avg. of \$374/SQFT

of land sales & avg. sold:
 N Boise: 13 (\$240,123)
 NE Boise: 2 (\$150,500)
 SE Boise: 3 (\$190,666)
 The Bench: 0 (N/A)
 NW Boise: 7 (\$208,571)
 Eagle: 36 (\$223,545)
 N Meridian: 7 (\$150,707)

Avg. inventory over \$300K:
 N Boise: 1.9 months
 NE Boise: 2.1 months
 SE Boise: 1.6 months
 The Bench: 1.8 months
 NW Boise: 1.8 months
 Eagle: 2.5 months
 N Meridian: 2.2 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 12</small>	3Q2018 JUL-AUG-SEP
Average Sold Price Single-Family Home (INCLUDES CONDOS & TOWNHOUSES)	\$728,519
Average Sold Price Single-Family Compared to Prior Year Same Quarter	up 9.8%
Average Days on Market Single-Family	148
Total Dollar Volume Single-Family	\$124.6M
Total Dollar Volume Single-Family Compared to Prior Year Same Quarter	down 3.2%
Average Sold Price Condominium/Townhouse (ONLY)	\$543,855
Average Days on Market Condominium/Townhouse	142
Total Dollar Volume Condominium/Townhouse	\$51.7M
Average Sold Price Condo/Townhouse Compared to Prior Year Same Quarter	up 3.5%
Average Sold Price Commercial	\$691,429
Average Days on Market Commercial	385
Total Dollar Volume Commercial	\$4.8M
Total Dollar Volume Commercial Compared to Prior Year Same Quarter	down 27.9%

Wood River Valley...Single Family Home Sold Prices Up

This quarter's records indicate that 172 single-family homes sold at an average of \$351/SQFT – average sold price was up 9.8% from a year ago. Ninety-six of the 172 single-family homes were condominiums/townhouses, selling at an average of \$365/SQFT; dollar volume of condos and townhouses was down 1.1% – sold price up 3.5%. "Residential" land, which is not included in the data above or that follows, included 19 sold properties at an average sold price of \$404,003; the properties averaged 360 days on market. Total dollar volume of land was \$7,676,060. Average sold price of "residential" land was down 10.1% from a year ago. Seven commercial properties sold at an average of \$691,429. The average sold price for commercial properties was up 13.3%; days on market was 385 compared to 286 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.



10701 N Bogus Basin
 Courtesy of Alicia Ralston - Ralston Group

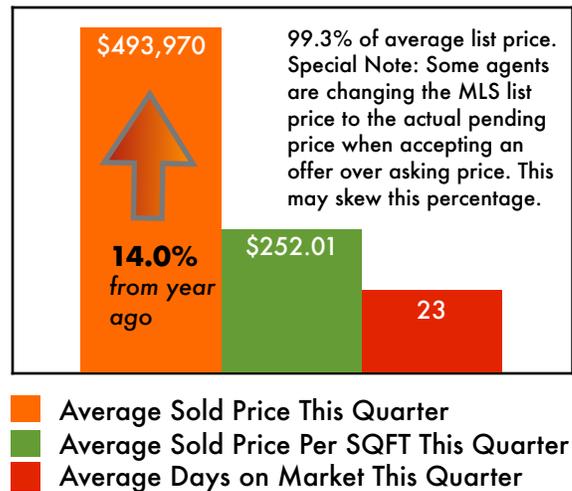
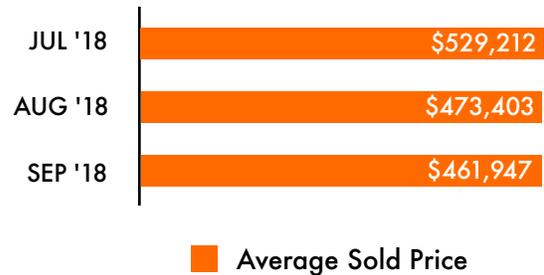
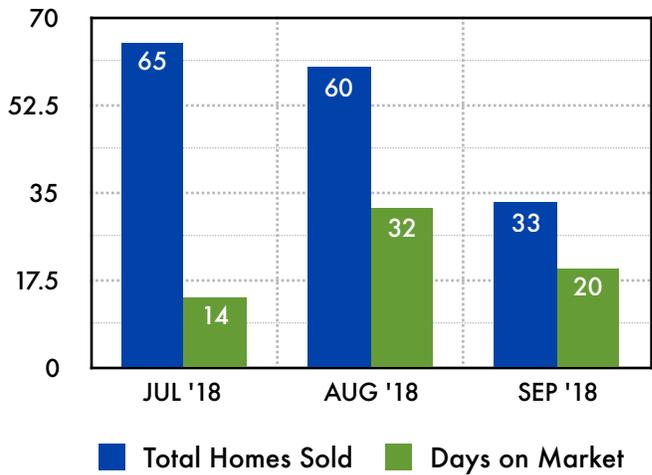


603 Hearthstone
 Courtesy of Currie Bucher - Ralston Group



1101 N 23rd
 Courtesy of Jill Donahue - Ralston Group

North Boise (Area 100)



North Boise

In July, 65 single-family homes sold in North Boise with an average days on market of 14 and at an average price of \$529,212. Sixty homes sold in August at an average sales price of \$473,403 (32 days on market), and 33 homes sold in September at 20 days on market (average sold price \$461,947). The highest sold price recorded in North Boise was \$3,200,000, with a lowest recorded sale of \$160,000. During the quarter, 158 properties sold averaging 23 days on market. Sold price in North Boise was up 14.0% from a year ago to \$493,970 (\$252/SQFT).



310 Warm Springs
Courtesy of Amy Berryhill - Ralston Group

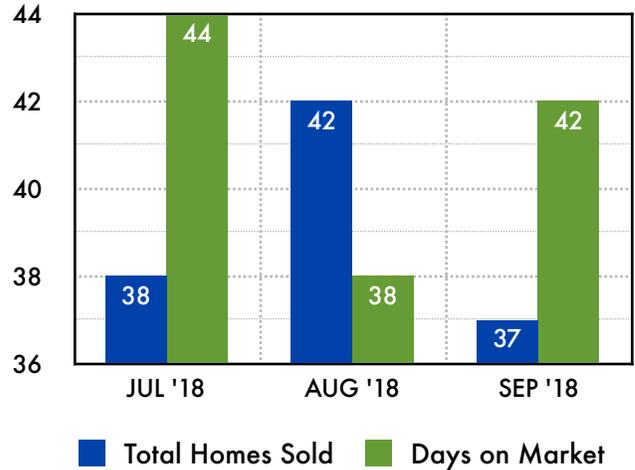


524 Hillview
Courtesy of Amy Berryhill - Ralston Group



1109 Warm Springs
Courtesy of Paige Shafer - Ralston Group

Northeast Boise (Area 200)



Northeast Boise

In July, 38 single-family homes sold in Northeast Boise with an average days on market of 44 and at an average price of \$496,887. August included the sale of 42 homes at an average sales price of \$598,130 (38 days on market), and 37 homes sold in September at 42 days on market. Average sold price in September was \$523,912. The highest sold price recorded in Northeast Boise was \$2,000,000, with a lowest recorded sale of \$250,000. During the quarter, Northeast Boise recorded 117 home sales at an average of 41 days on market. Sold price in Northeast Boise was \$541,777 (\$217/SQFT) – up 9.7% from a year ago.



1219 W Chamberlin
 Courtesy of Kim Weissinger - Silvercreek Realty Group

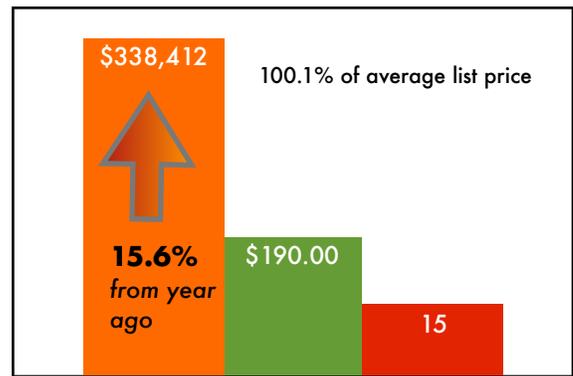
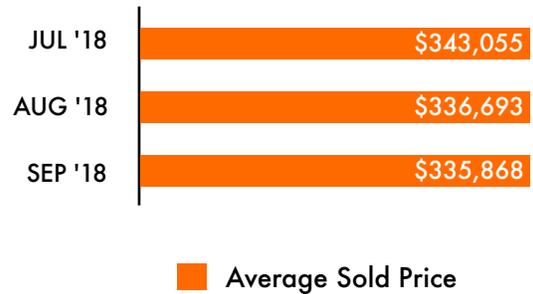
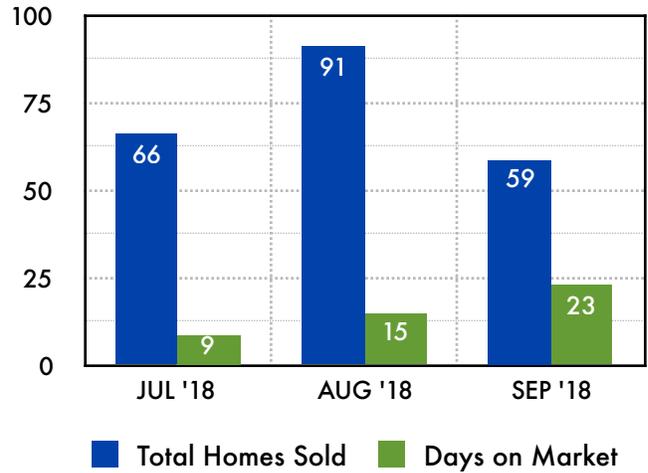


2717 S Law
 Courtesy of Amy Berryhill - Ralston Group



2760 E Parkriver
 Courtesy of Amy Berryhill - Ralston Group

Southeast Boise (Area 300)



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

Southeast Boise

In July, 66 single-family homes sold in Southeast Boise with an average days on market of 9 and at an average price of \$343,055. In August, 91 homes sold at an average sales price of \$336,693 (15 days on market), and 59 homes sold in September at 23 days on market. Average sold price was \$335,868. The highest sold price recorded in Southeast Boise was \$724,900, with a lowest recorded sale of \$153,000. During the quarter, Southeast Boise recorded the sale of 216 homes. Sold price in Southeast Boise was up 15.6% from the prior year to \$338,412 (\$190/SQFT), and homes averaged 15 days on market.



1551 W Salem

Courtesy of Robert Pierson - Realty ONE Group Professionals



2311 W Kootenai

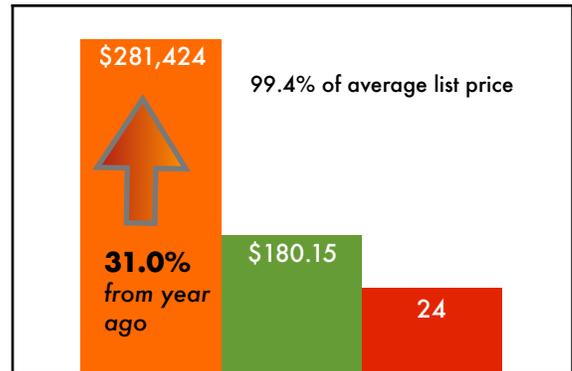
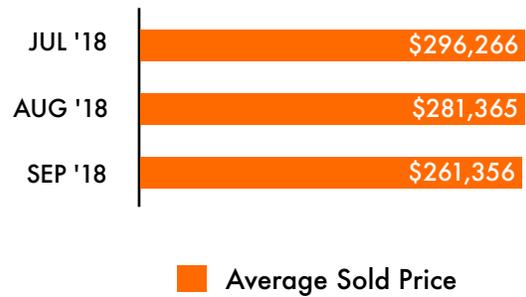
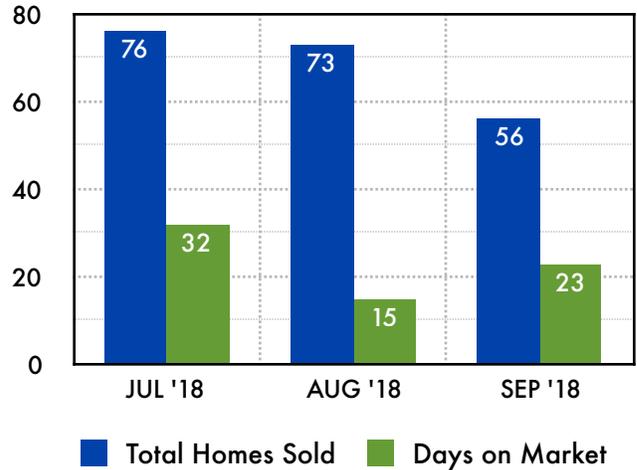
Courtesy of Luke Evans - Keller Williams Realty Group



3301 W Camrose

Courtesy of Jill Donahue - Ralston Group

Boise Bench (Area 400)



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

Boise Bench

In July, 76 single-family homes sold on the Boise Bench with an average days on market of 32 and at an average price of \$296,266. Seventy-three homes sold in August at an average sales price of \$281,365 (15 days on market), and 56 homes sold in September at 23 days on market. Average price was \$261,356. The highest sold price recorded on the Boise Bench was \$1,140,000, with a lowest recorded sale of \$112,000. During the quarter, the Bench recorded the sale of 205 homes. Average sold price rose 31.0% from the previous year. Average sold price was \$281,424 (\$180/SQFT), at 24 days on market.



8332 W Pamela
Courtesy of Alicia Ralston - Ralston Group

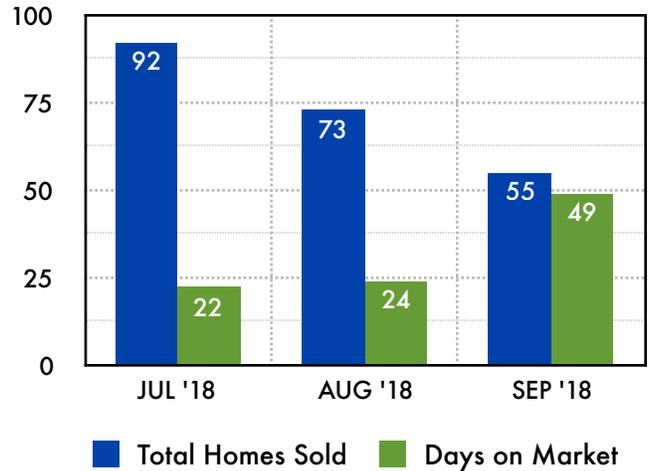


9091 W Woodglade
Courtesy of Paige Shafer - Ralston Group

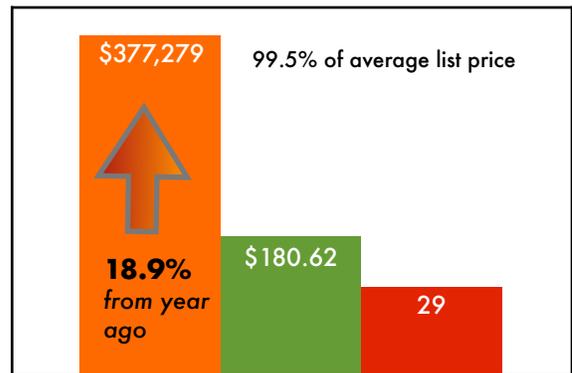


2326 W Winter Camp
Courtesy of Jill Donahue - Ralston Group

Northwest Boise (Area 800)



■ Average Sold Price



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

Northwest Boise

In July, 92 single-family homes sold in Northwest Boise with an average days on market of 22 and at an average price of \$348,651. Seventy-three homes sold in August at an average sales price of \$383,692 (24 days on market), and 55 homes sold in September at 49 days on market, with an average price of \$416,656. The highest sold price recorded in Northwest Boise was \$1,950,000, with a lowest recorded sale of \$110,000. During the quarter, 220 homes sold. Average sold price was up 18.9% from the previous year in Northwest Boise. Average sold price was \$377,279 (\$181/SQFT). Homes averaged 29 days on market.



780 E Knoll

Courtesy of Andrea Pettitt - Group One Sotheby's International



2478 E Brierfield

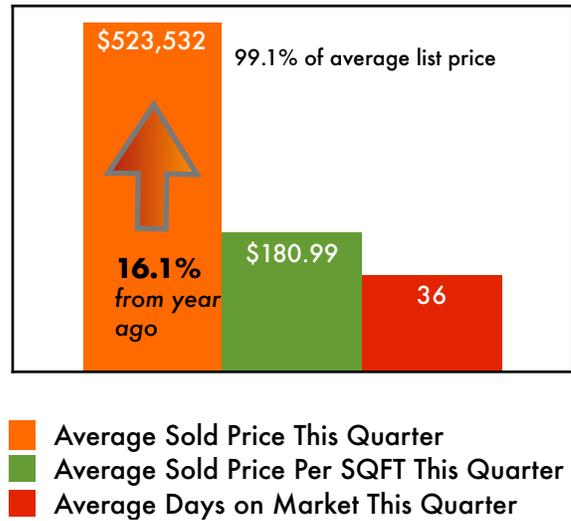
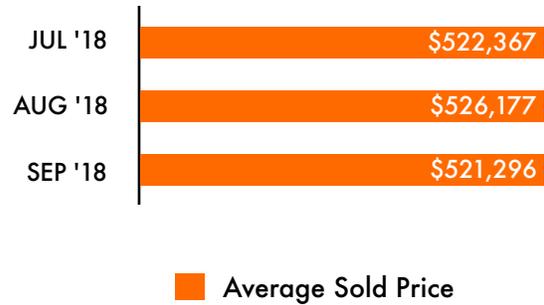
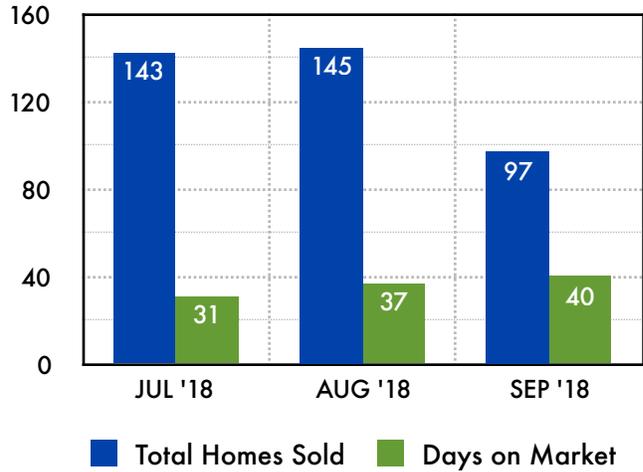
Courtesy of Stacy Bahrenfuss - Silvercreek Realty Group



1432 E Lone Shore

Courtesy of Alicia Ralston - Ralston Group

Eagle (Area 900)



Eagle

In July, 143 single-family homes sold in Eagle with an average days on market of 31 and at an average price of \$522,367. One hundred forty-five homes sold in August at an average price of \$526,177 (37 days on market), and 97 homes sold in September at 40 days on market. Average sold price in September was \$521,296. The highest sold price recorded in Eagle was \$1,473,120, with a lowest recorded sale of \$148,000. During the quarter, 385 homes sold. Average sold price in Eagle was \$523,532 – up 16.1% from a year ago. Price per square foot price was \$181, with properties averaging 36 days on market.



6509 N Lonicera

Courtesy of William Tilman - FourPointFive Real Estate Boise



1375 N Leslie

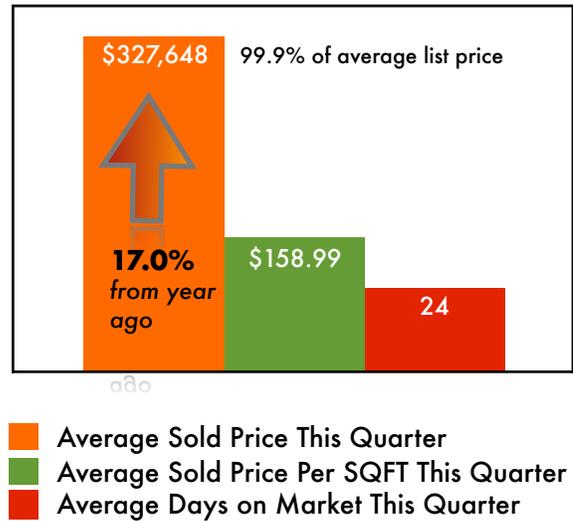
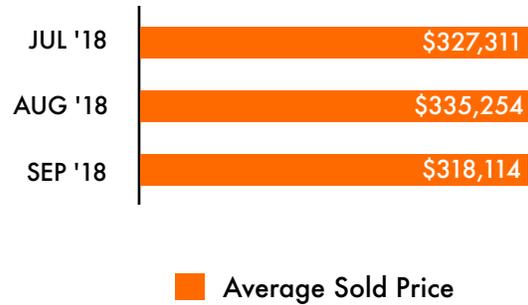
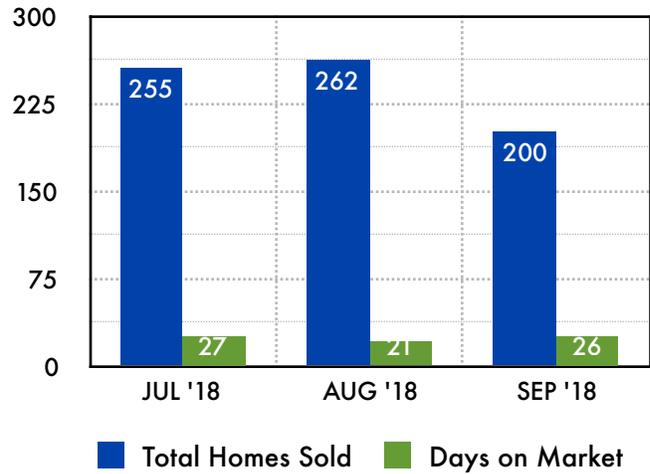
Courtesy of Bob Hurtt - ERA West Wind Boise



5862 N Carlese

Courtesy of Greg Davis - Davis Group Realty

North Meridian (Areas 1020+1030)



North Meridian

In July, 255 single-family homes sold in North Meridian with an average days on market of 27 and at an average price of \$327,311. Two hundred sixty-two homes sold in August at an average price of \$335,254 (21 days on market), and 200 homes sold in September at 26 days on market; average sold price was \$318,114. The highest sold price recorded in North Meridian was \$829,900; lowest recorded sale was \$95,000. During the quarter, 717 homes sold. Average sold price in North Meridian was \$327,648 – up 17.0% from a year ago. Price per square foot price was \$159, with properties averaging 24 days on market.



118 Coyote Bluff
Courtesy of Penny Leopold - Ralston Group

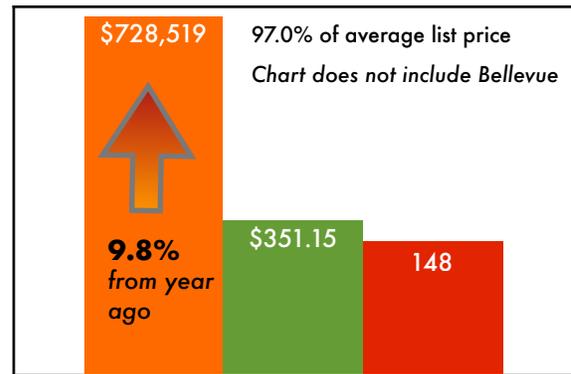
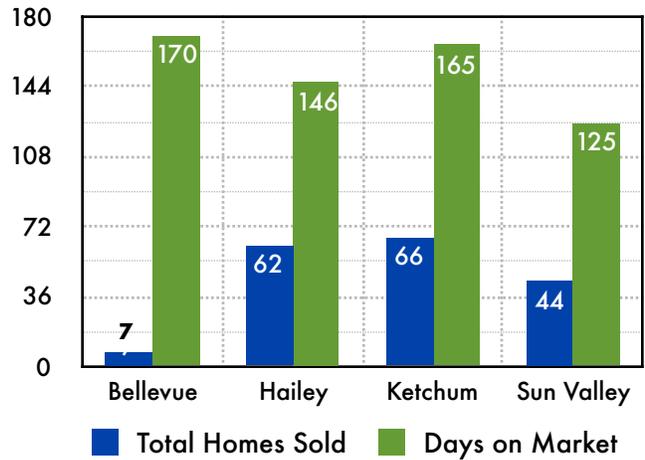


417-419 River
Courtesy of Penny Leopold - Ralston Group



682 Wildflower Condo
Courtesy of Penny Leopold - Ralston Group

Bellevue, Hailey, Ketchum & Sun Valley During The Quarter



- Blaine Co. Average Sold Price This Quarter
- Blaine Co. Average Sold Price Per SQFT This Quarter
- Blaine Co. Average Days on Market This Quarter

Bellevue, Hailey, Ketchum & Sun Valley

Seven single-family home/condo sales were recorded in Bellevue in the quarter at an average of 170 days on market and an average sales price of \$491,953 (\$216/SQFT). Hailey recorded the sale of 62 homes — average days on market of 146 and an average price of \$475,239 (\$237/SQFT). In Ketchum, 66 homes sold at an average sales price of \$1,019,482 (\$442/SQFT). Average days on market was 165. Sun Valley records indicated 44 home sales at an average price of \$655,582 (\$378/SQFT) and at an average of 125 days on market. In the quarter, 172 properties sold in the County (excluding Bellevue). Average sold price was \$728,519 (up 9.8% from a year ago). Homes averaged \$351/SQFT and 148 days on market. Highest sold price was \$7,000,000.

Multi-Family Housing

North Boise (Area 0100)

Average Sold Price: \$433,878
Average Sold Price/SQFT: \$180
9 Sold; Average DOM 12
Price Prior Yr: **Up 20.1%**

Northeast Boise (Area 0200)

Average Sold Price: \$443,000
Average Sold Price/SQFT: \$194
3 Sold; Average DOM 13
Price Prior Yr: **Up 47.7%**

Southeast Boise (Area 0300)

Average Sold Price: \$347,500
Average Sold Price/SQFT: \$163
2 Sold; Average DOM 1
Price Prior Yr: **Up 49.6%**

Near Downtown Boise

Boise Bench (Area 0400)

Average Sold Price: \$522,157
Average Sold Price/SQFT: \$157
15 Sold; Average DOM 25
Price Prior Yr: **Up 52.7%**

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 - Please share your news!

I am very excited to announce the grand opening of our downtown office at **420 W. Main Suite #101** (yes if this address looks familiar, it's because it's right next door to Ralston Group Properties!). While **Guaranteed Rate** is new to Idaho, they are not new to lending, being one of the top 10 mortgage lenders nationwide. **Guaranteed Rate** has an extensive product portfolio, industry leading technology and very competitive rates. Here are some other things that set us apart from other local lenders:

- ❖ *Exclusive Lock and Roll Program that allow buyers to lock an interest rate even before they've selected a property – this is a huge benefit in this environment of increasing rates!*

- ❖ *Rehab loans and One Time Close (OTC) construction loans, even on Jumbo Loans (i.e. higher loan amounts)*
- ❖ *Real Time Buyer Approvals*
- ❖ *Overnight/weekend lock protection*
- ❖ *Local underwriting and funding*
- ❖ *No Risk Guarantee on Appraisals*
- ❖ *Guaranteed Rate Foundation with a commitment to helping our local communities!*

Please reach out anytime we can help with your home financing needs!



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. [More](#)

DEAR FRIENDS AT GUARANTEED RATE –
WELCOME TO THE VELTEX! WE ARE THRILLED TO HAVE
YOU AS OUR CLOSEST NEIGHBOR!
LOVE...
YOUR FRIENDS AT RALSTON GROUP

THANK YOU FOR YOUR CONTINUED ADVOCACY AND REFERRALS.

WE ARE 100%

REFERRAL-BASED...

AND ARE SO INCREDIBLY GRATEFUL TO YOU FOR YOUR REFERRALS!

"Bogey" Ralston



Did You Know?

Boise has a statue of Abraham Lincoln sitting in Julia Davis Park. At nine feet tall, sitting on an eleven foot long bench, and weighing about 6,500 pounds, Boise's big Abe is the third largest seated statue of the former president in the world.

A TRADITION OF TRUST

Ralston Group is a small, vibrant residential real estate "boutique" focused in Boise, Eagle and the Sun Valley/Wood River Valley. In Boise, Ralston Group specializes in and around the downtown including the North End, Highlands & Foothills, East Side (North and South), West Side, and the Bench above the University and Ann Morrison Park. Ralston Group also has expertise in Eagle and Meridian, and is often asked to partner on unique projects including vacation & investment properties, ranches, vineyards, and sustainable design/builds. In the Wood River Valley, Ralston Group serves both the residential and commercial real estate markets. Ralston Group has an entirely different outlook and methodology of delivering real estate services. It's 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. We don't aspire to be the biggest – we do aspire to be the best. This basic company ethos, coupled with extensive local market knowledge, an excellent team, and industry-leading tools, provides Ralston Group the ideal platform to provide clients the most personalized, reliable, and cost-effective real estate services in the Treasure and Sun Valley/Wood River Valleys.

Need details of a property while you're driving around town? Download our App on your mobile device by searching for *Ralston Group Properties* at the App Store





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