



Q3
2020

MARKET REPORT
TWIN FALLS COUNTY

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TWIN FALLS COUNTY

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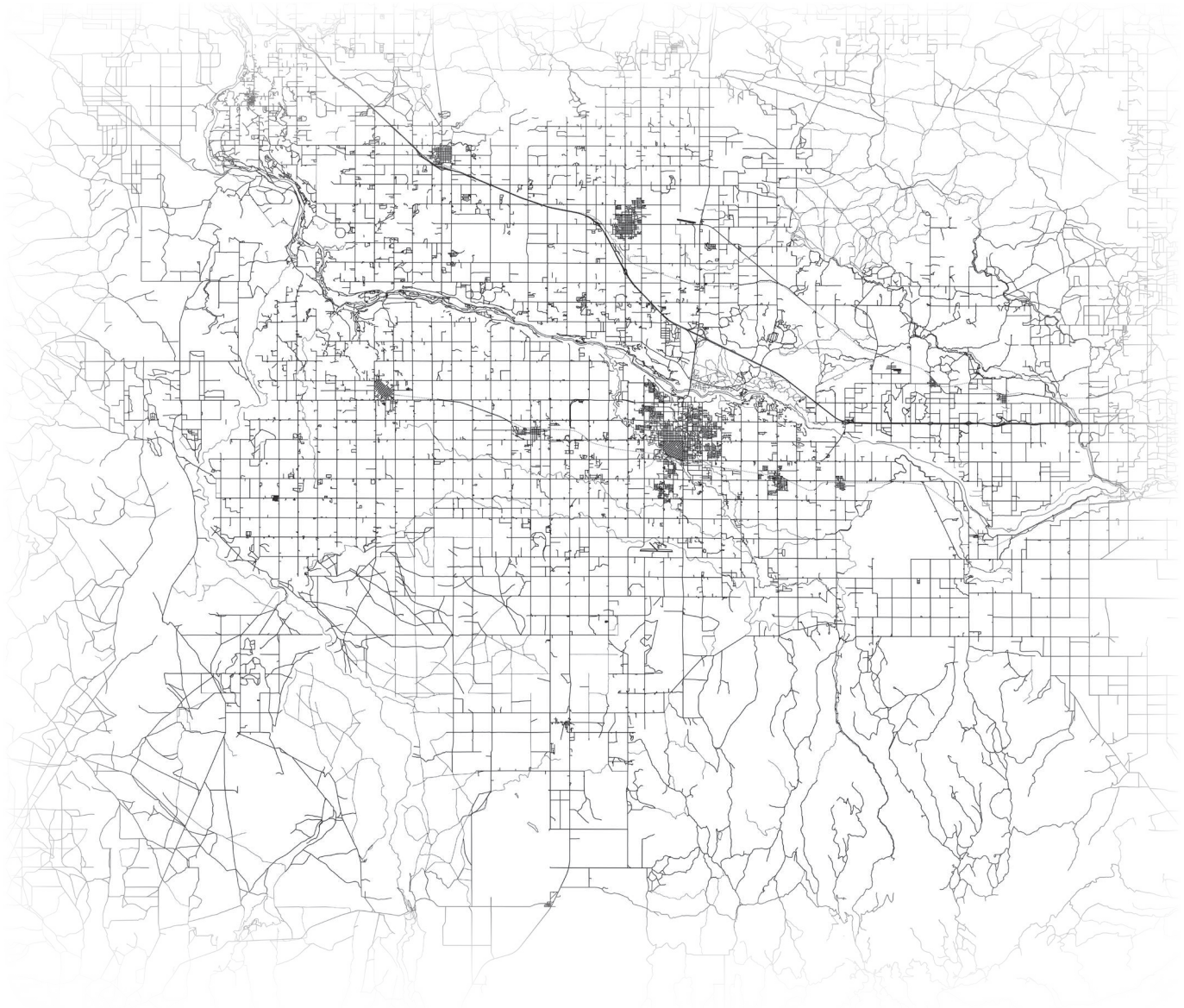


MORTGAGE RATE PREDICTIONS

For the week ending March 26, Freddie Mac announced that 30-year fixed rates moved down to 3.50% from 3.65% the week before. The average for 15-year loans decreased to 2.92% and the average for five-year ARMs rose to 3.34%. A year ago, 30-year fixed rates averaged 4.06%, more than 0.50% higher than today. Attributed to Sam Khater, Chief Economist, Freddie Mac — “The Federal Reserve’s swift and significant efforts to stabilize the market were much needed

and helped rates on home loans drop for the first time in three weeks. Similar to other segments of the economy, real estate demand is softening. However, the combination of the Fed’s actions and pending economic stimulus will provide substantial support to the markets

Rate prediction report provided by Mortgage Professional America and David Hershman of the Hershman Group and OriginationPro.



EXISTING HOMES

MEDIAN
SOLD PRICE



\$240,250
16.8%

HOMES
SOLD



407
-5.2%

AVG DAYS
ON MARKET



31
-42.0%

MONTHS OF
INVENTORY



0.7
-131.4%

NEW CONSTRUCTION

MEDIAN
SOLD PRICE



\$300,000
-4.1%

HOMES
SOLD



65
38.5%

AVG DAYS
ON MARKET



86
-3.9%

MONTHS OF
INVENTORY



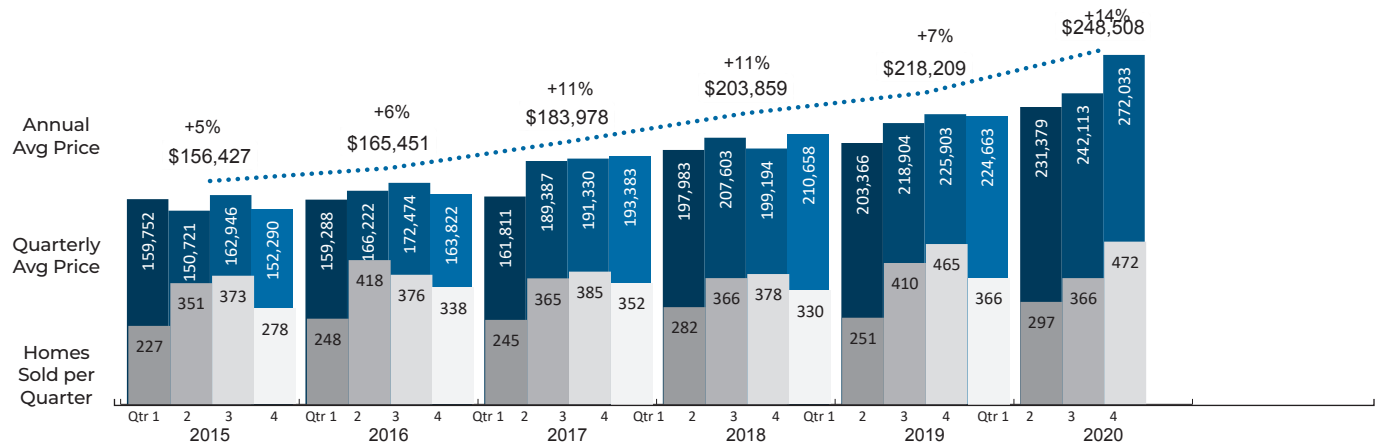
1.4
-308.9%

EXISTING HOMES VS. NEW CONSTRUCTION | SINGLE FAMILY & CONDOS
COMPARED TO Q3 2019. *DATA SOURCED FROM IMLS OCTOBER 1, 2020

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NOT FOR DUPLICATION

TWIN FALLS COUNTY

COMBINED MARKET



EXISTING HOMES

ANNUAL AVERAGES

Avg Sold Price	Med Sold Price	Mths of Inventory	Price per SqFt	Avg DOM	Avg Discount
\$262,593	\$240,250	0.7	\$133	31	97.3%

PRICE RANGE	# ACTIVE	# SOLD	MONTHS ¹	CDOM	PRICES		DISCOUNT	SqFt	\$/SqFt
\$1000's	AS OF: 09/30/20	07/01/20 - 09/30/20	OF INVENTORY	AVG	ORIG \$	SOLD \$	SOLD \$ / ORIG \$	AVG	SOLD \$ / SqFt
<\$200K	30	123	0.7	26	150,835	149,537	99.1%	1,410	106
\$200 - \$249K	16	98	0.5	18	226,801	223,557	98.6%	1,647	136
\$250 - \$299K	17	77	0.7	25	277,291	272,532	98.3%	1,961	139
\$300 - \$349K	6	44	0.4	37	323,734	317,227	98.0%	2,257	141
\$350 - \$399K	7	19	1.1	52	376,437	368,947	98.0%	2,755	134
\$400 - \$499K	7	27	0.8	46	448,622	436,278	97.2%	2,986	146
\$500 - \$599K	5	9	1.7	101	556,078	528,461	95.0%	3,581	148
\$600 - \$799K	4	6	2.0	85	741,317	714,167	96.3%	4,729	151
\$800 - \$999K	2	2	3.0	68	917,500	837,500	91.3%	5,623	149
\$1M - 1.5M	-	1	-	117	1,100,000	675,000	61.4%	3,452	196
\$1.5M - 2M	-	1	-	5	1,800,000	1,450,000	80.6%	9,100	159
>2M	-	-	-	-	-	-	-	-	-

NEW CONSTRUCTION

ANNUAL AVERAGES

Avg Sold Price	Med Sold Price	Mths of Inventory	Price per SqFt	Avg DOM	Avg Discount
\$331,146	\$300,000	1.3	\$175	86	101.3%

PRICE RANGE	# ACTIVE	# SOLD	MONTHS ¹	CDOM	PRICES		DISCOUNT	SqFt	\$/SqFt
\$1000's	AS OF: 09/30/20	07/01/20 - 09/30/20	OF INVENTORY	AVG	ORIG \$	SOLD \$	SOLD \$ / ORIG \$	AVG	SOLD \$ / SqFt
<\$200K	-	-	-	-	-	-	-	-	-
\$200 - \$299K	6	35	0.5	80	257,085	264,273	102.8%	1,537	172
\$300 - \$399K	16	20	2.4	95	351,137	354,985	101.1%	2,081	171
\$400 - \$599K	5	8	1.9	107	480,813	480,914	100.0%	2,594	185
\$600 - \$1M	2	2	3.0	24	685,950	663,950	96.8%	3,345	198
>1M	-	-	-	-	-	-	-	-	-

¹ Months of Inventory = Active Listings / Average # closed sales each month over past 12 months | CRITERIA: Single Family, less than 2 acres, Condo, Townhouse; min 1 Bed, 1 Bath

¹ Months of Inventory = Active Listings / Average # closed sales each month over past 12 months

CRITERIA:

Single Family, less than 2 acres, Condo, Townhouse; min 1 Bed, 1 Bath

SOURCE:

InterMountain MLS; Statistics provided considered accurate and reliable,
but not guaranteed by Amherst Madison Real Estate Advisors