



Q3
2020

MARKET REPORT
VALLEY COUNTY

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VALLEY COUNTY

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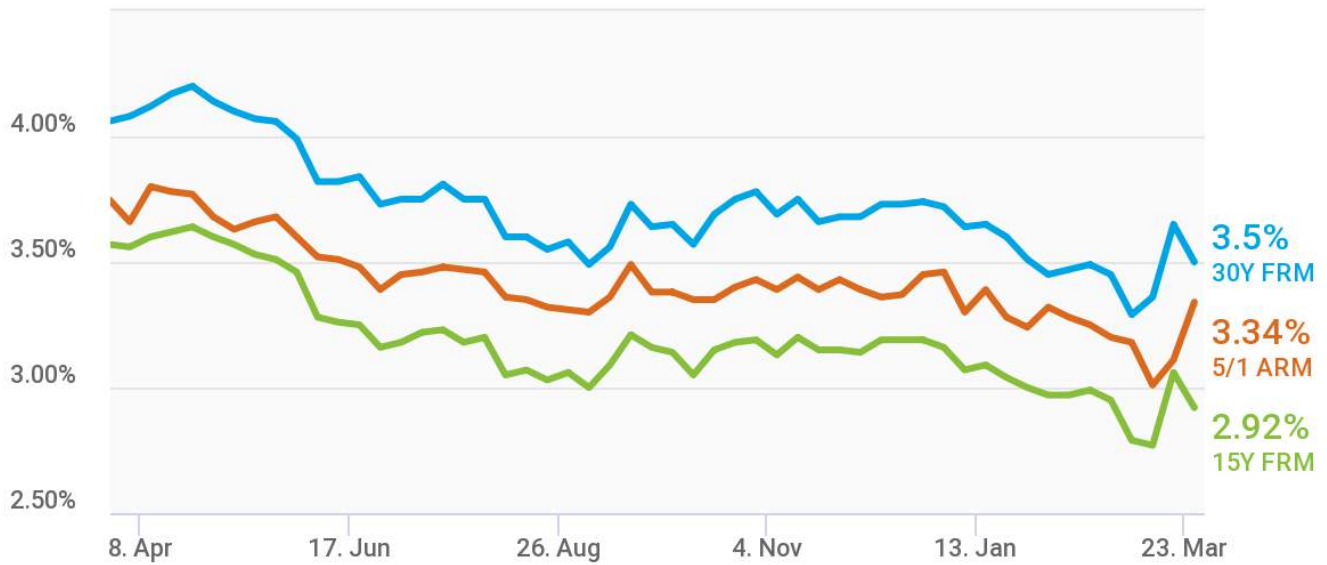
MORTGAGE RATE PREDICTIONS 2

MARKET COMPARISON

Q1 2020 vs Q1 2019 3

VALLEY COUNTY

County Combined Market 4



MORTGAGE RATE PREDICTIONS

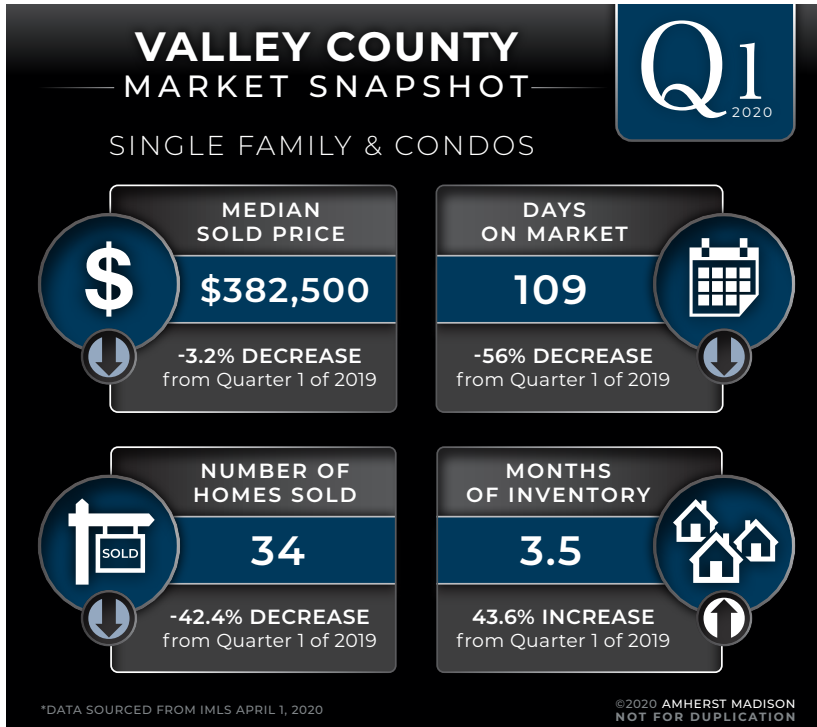
For the week ending March 26, Freddie Mac announced that 30-year fixed rates moved down to 3.50% from 3.65% the week before. The average for 15-year loans decreased to 2.92% and the average for five-year ARMs rose to 3.34%. A year ago, 30-year fixed rates averaged 4.06%, more than 0.50% higher than today. 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

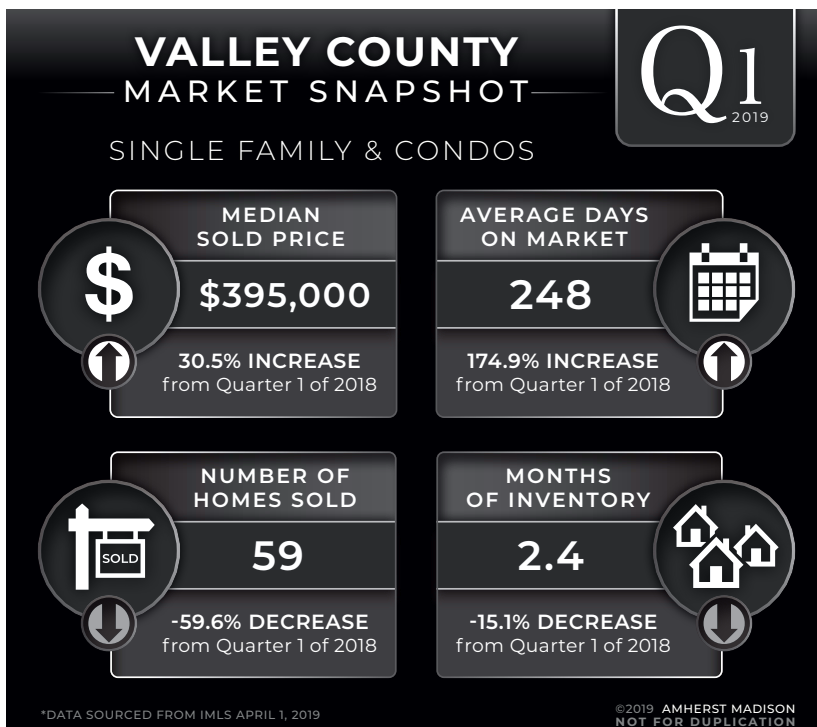
Rate prediction report provided by Mortgage Professional America and David Hershman of the Hershman Group and OriginationPro.

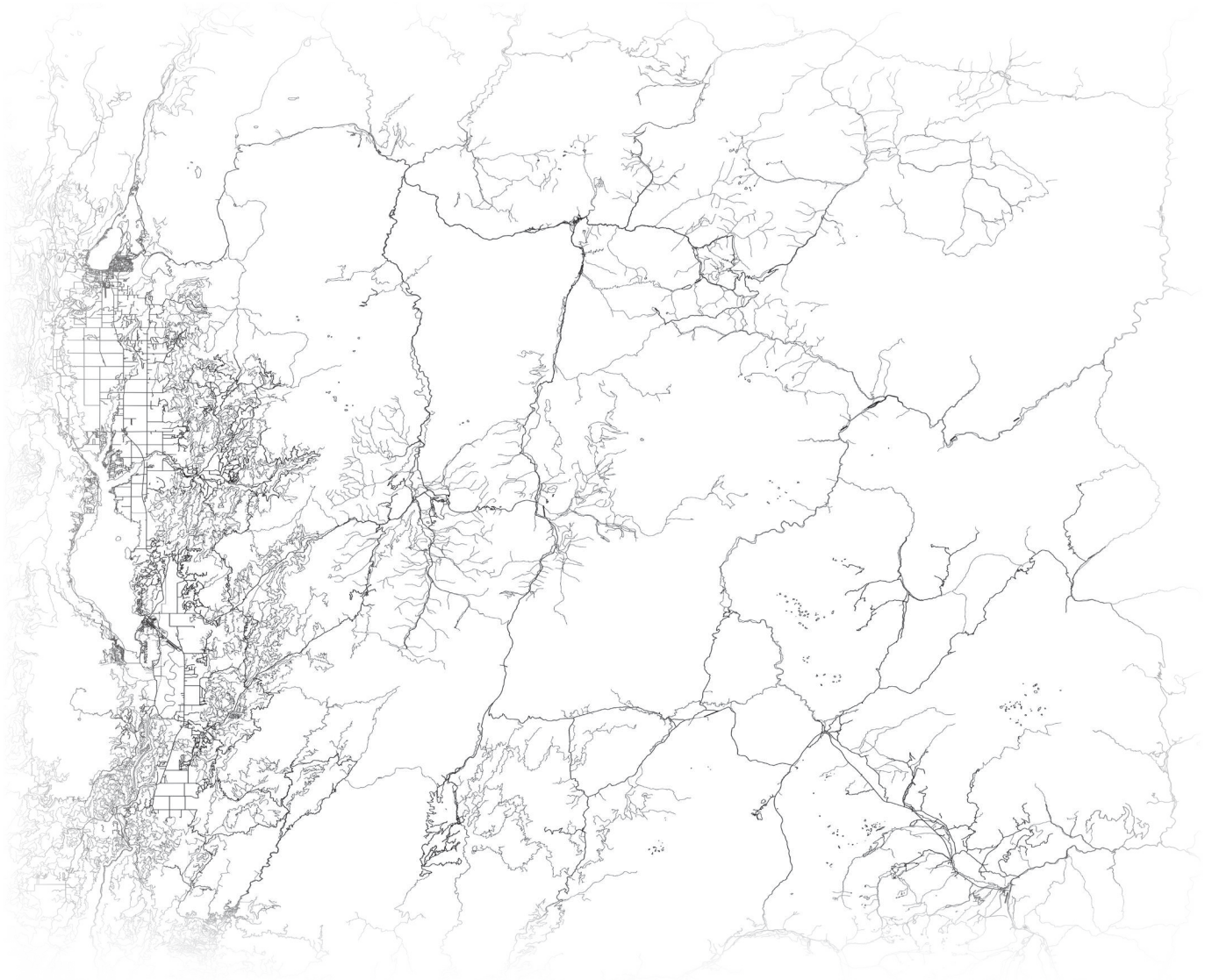
MARKET COMPARISON

Q1 2020



Q1 2019





EXISTING HOMES

MEDIAN
SOLD PRICE



\$436,750
17.6%

HOMES
SOLD



100
44.0%

AVG DAYS
ON MARKET



78
28.4%

MONTHS OF
INVENTORY



1.0
-538.5%

NEW CONSTRUCTION

MEDIAN
SOLD PRICE



\$422,000
21.4%

HOMES
SOLD



19
57.9%

AVG DAYS
ON MARKET



142
15.5%

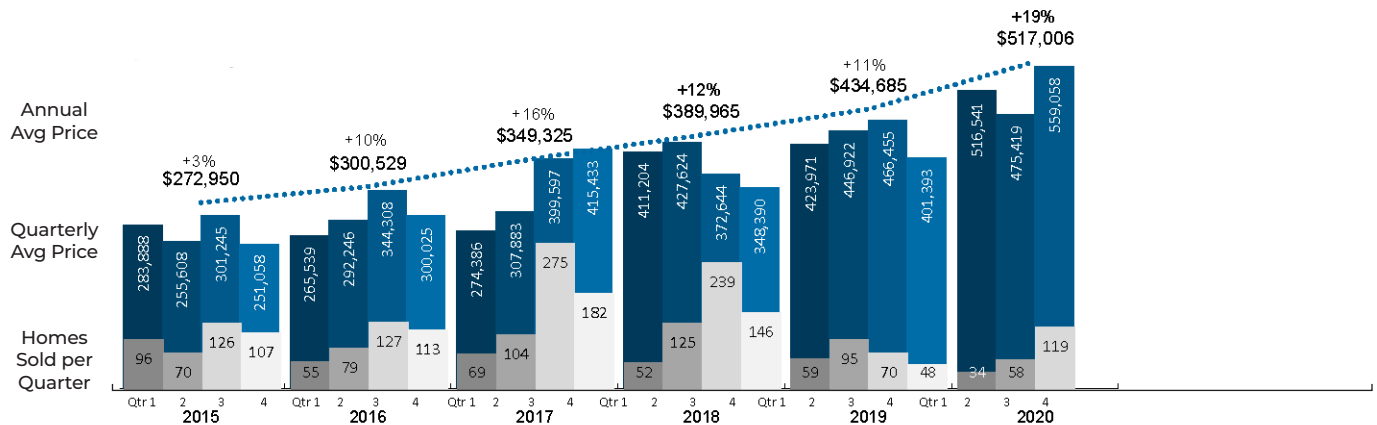
MONTHS OF
INVENTORY



2.2
-120.5%

VALLEY COUNTY

COMBINED MARKET



EXISTING HOMES

ANNUAL AVERAGES

Avg Sold Price	Med Sold Price	Mths of Inventory	Price per SqFt	Avg DOM	Avg Discount
\$552,200	\$436,750	1.0	\$301	78	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	3	7	1.3	61	151,800	135,229	89.1%	1,099	123
\$200 - \$249K	1	7	0.4	55	227,543	222,804	97.9%	1,233	181
\$250 - \$299K	3	14	0.6	77	286,736	278,489	97.1%	1,500	186
\$300 - \$349K	-	6	-	70	330,317	321,983	97.5%	1,501	215
\$350 - \$399K	1	9	0.3	64	372,478	370,333	99.4%	1,470	252
\$400 - \$499K	4	14	0.9	89	447,543	447,093	99.9%	1,655	270
\$500 - \$599K	3	8	1.1	86	540,725	517,363	95.7%	2,072	250
\$600 - \$799K	3	17	0.5	91	689,435	671,371	97.4%	2,283	294
\$800 - \$999K	3	13	0.7	56	903,138	870,846	96.4%	2,256	386
\$1M - 1.5M	1	1	3.0	255	1,174,500	1,092,500	93.0%	2,490	439
\$1.5M - 2M	5	2	7.5	134	1,722,500	1,635,000	94.9%	3,495	468
>2M	5	2	7.5	116	3,042,500	3,027,500	99.5%	3,208	944

NEW CONSTRUCTION

ANNUAL AVERAGES

Avg Sold Price	Med Sold Price	Mths of Inventory	Price per SqFt	Avg DOM	Avg Discount
\$595,154	\$422,000	2.2	\$349	122	98.9%

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	5	-	-	-	-	-	-	-	-
\$200 - \$299K	-	4	-	108	270,000	268,750	99.5%	1,066	252
\$300 - \$399K	-	5	-	143	342,055	344,605	100.7%	1,537	224
\$400 - \$599K	3	5	1.8	95	462,400	458,180	99.1%	1,629	281
\$600 - \$1M	2	1	6.0	65	649,000	630,000	97.1%	2,590	243
>1M	4	4	3.0	160	1,420,750	1,397,250	1	2,453	570

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