

TWIN FALLS - AREA 2015 VITAL STATISTICS

Active Residential Listing	2016	2017	2018	2019	2020
January	299	205	204	196	193
February	290	214	173	179	178
March	299	248	174	194	194
April	282	246	206	207	202
May	300	295	219	241	182
June	305	333	246	240	173
July	280	345	240	263	145
August	310	336	244	272	112
September	317	344	244	263	106
October	271	300	224	241	94
November	244	252	208	222	85
December	212	218	196	206	71

% of Bank Owned Active	2016	2017	2018	2019	2020
January	2.0%	1.5%	0.5%	1.0%	0.5%
February	4.1%	1.4%	1.2%	0.0%	0.0%
March	2.0%	1.6%	1.7%	0.0%	0.0%
April	2.5%	1.2%	1.9%	0.0%	0.5%
May	2.2%	1.0%	0.5%	0.0%	0.0%
June	1.3%	0.9%	0.0%	0.0%	0.0%
July	1.1%	1.2%	0.0%	0.4%	0.0%
August	1.9%	0.9%	0.4%	0.4%	0.0%
September	2.2%	0.0%	0.8%	0.0%	0.0%
October	3.7%	0.0%	0.4%	0.0%	0.0%
November	2.5%	0.0%	0.5%	0.0%	0.0%
December	1.4%	0.5%	0.0%	0.0%	0.0%

Average List Price	2016	2017	2018	2019	2020
January	\$232,408	\$262,008	\$274,891	\$302,931	\$329,205
February	\$233,972	\$271,200	\$282,719	\$318,285	\$331,064
March	\$242,603	\$274,584	\$290,615	\$291,901	\$325,140
April	\$248,112	\$281,179	\$284,893	\$301,455	\$334,871
May	\$264,724	\$270,328	\$292,212	\$312,634	\$363,411
June	\$260,161	\$275,676	\$282,307	\$290,290	\$375,479
July	\$269,547	\$274,093	\$280,335	\$280,741	\$387,520
August	\$249,775	\$275,711	\$294,860	\$282,230	\$408,342
September	\$248,908	\$269,692	\$293,655	\$290,058	\$362,942
October	\$256,654	\$267,745	\$309,492	\$304,475	\$424,191
November	\$255,453	\$269,293	\$307,754	\$311,143	\$436,926
December	\$258,066	\$270,638	\$303,409	\$316,617	\$433,228



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Number of Sales Year to Date	2016	2017	2018	2019	2020
January	53	56	62	63	61
February	114	105	130	119	138
March	197	203	230	198	255
April	309	287	327	303	355
May	439	403	426	426	439
June	545	518	539	542	577
July	666	617	646	662	716
August	781	736	745	790	843
September	866	823	836	910	977
October	956	935	953	1025	1114
November	1052	1040	1046	1133	1241
December	1136	1145	1122	1218	1355

% of Bank Owned Sold	2016	2017	2018	2019	2020
January	9.0%	7.0%	3.0%	4.8%	0.0%
February	7.0%	5.0%	2.0%	2.5%	1.4%
March	7.0%	3.0%	1.0%	2.5%	0.8%
April	6.0%	2.0%	0.6%	2.0%	0.8%
May	5.0%	2.0%	1.2%	1.4%	0.7%
June	5.0%	2.0%	1.1%	1.1%	0.7%
July	4.0%	2.0%	1.5%	0.9%	0.6%
August	4.0%	2.0%	1.3%	0.9%	0.5%
September	3.0%	2.0%	1.2%	0.9%	0.4%
October	4.0%	2.0%	1.4%	0.9%	0.4%
November	3.0%	2.0%	1.2%	0.8%	0.3%
December	4.0%	2.0%	1.2%	0.8%	0.3%

Average Sales Price	2016	2017	2018	2019	2020
January	\$162,665	\$171,605	\$196,499	\$224,714	\$241,802
February	\$163,230	\$166,887	\$197,696	\$225,588	\$241,178
March	\$164,077	\$169,612	\$209,791	\$218,915	\$243,671
April	\$164,610	\$174,993	\$209,607	\$218,415	\$251,831
May	\$166,611	\$185,313	\$210,652	\$223,382	\$249,610
June	\$167,920	\$187,510	\$216,034	\$225,136	\$248,907
July	\$172,308	\$189,646	\$218,230	\$226,489	\$253,642
August	\$173,453	\$188,854	\$217,427	\$228,196	\$257,238
September	\$174,902	\$190,707	\$216,144	\$229,736	\$260,327
October	\$174,692	\$192,404	\$219,329	\$230,885	\$262,249
November	\$175,144	\$194,502	\$220,172	\$231,420	\$264,982
December	\$174,924	\$194,608	\$219,639	\$230,862	\$267,515



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List Price Vs Sales Price Ratio	2016	2017	2018	2019	2020
January	99%	99%	99%	99%	99%
February	98%	98%	99%	99%	99%
March	97%	99%	98%	98%	99%
April	98%	99%	98%	98%	99%
May	98%	99%	98%	99%	99%
June	98%	99%	99%	99%	99%
July	98%	99%	99%	98%	99%
August	98%	99%	99%	99%	99%
September	98%	99%	99%	99%	99%
October	98%	99%	99%	99%	99%
November	98%	99%	99%	99%	99%
December	98%	99%	99%	99%	99%

Original Price Vs Sale Price Ratio	2016	2017	2018	2019	2020
January	97%	97%	99%	97%	98%
February	95%	98%	98%	97%	98%
March	96%	97%	98%	96%	98%
April	96%	97%	97%	96%	98%
May	96%	98%	97%	97%	98%
June	96%	97%	98%	97%	98%
July	97%	96%	98%	97%	98%
August	97%	96%	98%	97%	98%
September	97%	96%	98%	97%	98%
October	97%	96%	98%	97%	99%
November	97%	96%	98%	97%	98%
December	97%	96%	97%	97%	99%

Average Market Time (Sold)	2016	2017	2018	2019	2020
January	62	75	74	61	69
February	79	73	77	54	71
March	73	67	73	62	68
April	70	63	69	58	62
May	70	59	65	55	58
June	66	57	59	53	56
July	62	53	56	52	53
August	61	53	54	51	50
September	61	49	53	50	49
October	60	48	53	50	46
November	59	51	52	50	45
December	59	55	54	51	44



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Average Price Per Sq Ft Sold	2016	2017	2018	2019	2020
January	\$88.98	\$99.35	\$105.69	\$121.68	\$134.46
February	\$91.39	\$97.58	\$106.32	\$121.00	\$133.38
March	\$90.79	\$98.42	\$109.14	\$118.87	\$133.71
April	\$92.33	\$99.92	\$107.32	\$118.84	\$134.54
May	\$92.93	\$102.60	\$110.04	\$121.01	\$135.38
June	\$93.91	\$103.27	\$111.75	\$122.19	\$135.09
July	\$95.26	\$103.83	\$112.28	\$123.08	\$135.86
August	\$96.19	\$103.64	\$112.71	\$123.66	\$136.47
September	\$96.52	\$103.93	\$113.23	\$124.21	\$138.46
October	\$96.70	\$103.73	\$114.28	\$124.50	\$140.19
November	\$96.75	\$104.50	\$114.93	\$124.73	\$142.34
December	\$96.50	\$104.51	\$114.83	\$125.10	\$143.65

Overall Months of Inventory	2016	2017	2018	2019	2020
January	6	4	3	3	3
February	5	4	3	3	3
March	5	4	2	3	2
April	4	3	3	3	2
May	3	4	3	3	2
June	3	4	3	3	2
July	3	4	3	3	1
August	3	4	3	3	1
September	3	4	3	3	1
October	3	3	2	2	1
November	3	3	2	2	1
December	2	2	2	2	1

BHHS Share of Sold Volume	2016	2017	2018	2019	2020
January	17.0%	13.9%	10.2%	18.1%	18.8%
February	20.3%	17.3%	15.2%	18.1%	16.4%
March	22.6%	22.1%	16.0%	13.9%	19.1%
April	29.5%	22.1%	18.7%	16.5%	21.4%
May	29.7%	21.7%	18.6%	20.6%	20.2%
June	27.6%	24.4%	21.1%	20.0%	21.1%
July	31.6%	25.4%	20.4%	21.2%	22.0%
August	33.2%	25.4%	20.1%	21.4%	22.2%
September	33.7%	24.2%	20.6%	21.7%	21.9%
October	33.3%	23.4%	21.1%	21.6%	20.5%
November	33.2%	23.4%	20.8%	22.3%	20.6%
December	32.8%	22.70%	20.5%	22.9%	20.6%



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Current Pending Transactions	2016	2017	2018	2019	2020
January	63	59	77	57	79
February	95	92	121	87	137
March	69	130	122	128	112
April	156	148	116	148	120
May	137	133	130	139	176
June	149	139	123	133	157
July	142	142	115	137	170
August	128	134	124	131	189
September	117	140	133	118	187
October	130	126	128	118	187
November	107	106	94	109	144
December	72	84	72	87	110

30 Fixed Rate	2016	2017	2018	2019	2020
January	3.25 - 4.125%	3.75 - 4.125%	3.875 - 4.25%	4.00 - 4.50%	3.125 - 3.625%
February	3.25 - 4.125%	3.75 - 4.00%	4.125 - 4.50%	4.00 - 4.50%	3.00 - 3.25%
March	3.25 - 4.00%	3.625 - 4.125%	4.00 - 4.50%	3.625 - 4.00%	3.375 - 3.625%
April	3.25 - 4.00%	3.50 - 4.00%	4.25 - 4.50%	3.875 - 4.25%	3.25 - 3.50%
May	3.25 - 4.00%	3.50 - 3.875%	4.125 - 4.625%	3.625 - 4.00%	3.00 - 3.375%
June	3.125 - 4.00%	3.375 - 3.875%	4.125 - 4.625%	3.375 - 3.75%	3.00 - 3.375%
July	3.125 - 4.00%	3.50 - 3.875%	4.25 - 4.625%	3.375 - 3.75%	2.375 - 3.25%
August	3.25 - 4.00%	3.375 - 3.75%	4.25 - 4.625%	3.25 - 3.75%	2.375 - 3.25%
September	3.25 - 4.00%	3.375 - 3.875%	4.375 - 4.75%	3.25 - 3.75%	2.25 - 3.375%
October	3.25 - 4.00%	3.50 - 3.875%	4.50 - 4.875%	3.125 - 3.625%	2.25 - 2.75%
November	3.50 - 4.00%	3.43 - 3.875%	4.375 - 5.00%	3.25 - 3.75%	2.25 - 3.125%
December	3.75 - 4.125%	3.625 - 4.00%	4.125 - 5.00%	3.25 - 3.625%	2.375 - 3.125%



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