

Photo Credit: Lars Guy

The WINDERMERE Report



2018
MARKET REVIEW

A special report on residential real estate sales in the Wood River Valley for 2018

KETCHUM

180 North Main | 208.622.2700

HAILEY

100 North Main | 208.788.1700



INVENTORY COMPARED TO SALES RESIDENTIAL AND CONDOS/TOWNHOUSES

PRICE RANGE	CURRENT LISTINGS	SALES 2017	SALES 2018
\$1 to \$149,999	12	51	33
\$150,000 to \$299,999	58	186	187
\$300,000 to \$599,999	101	223	269
\$600,000 to \$999,999	82	126	122
\$1,000,000 to \$1,999,999	91	76	100
\$2,000,000 to \$4,999,999	87	42	41
Over \$5,000,000	27	3	7
TOTAL	458	707	759

With over 1,027 closings reported to the Sun Valley MLS in 2018, the year will be remembered for slow and steady growth in the Sun Valley real estate sector. It marked the ninth straight year of increased sales volume in Blaine County, with a modest bump in median selling prices and a slight decline in available inventory. Real Estate forecasters are calling for similar market conditions in 2019.

Windermere Real Estate always has the latest data on the Sun Valley real estate market so we can help you make informed decisions and realize your real estate dreams. Whether you are buying or selling, it's essential to work with a trained professional who has the market knowledge and business skills to facilitate a successful transaction. We are here to help. We are here to serve you. You'll find a complete list of Windermere agents on the back cover, along with contact information.

HISTORICAL PERSPECTIVE

YEAR	SOLD UNITS	DOLLAR VOLUME	MEDIAN PRICE
2009	346	\$230,441,059	\$322,000
2010	427	\$327,386,608	\$347,500
2011	524	\$288,882,486	\$235,500
2012	754	\$397,921,750	\$212,250
2013	732	\$329,825,157	\$265,000
2014	672	\$415,941,772	\$305,000
2015	758	\$435,310,834	\$325,000
2016	784	\$404,362,965	\$290,500
2017	959	\$627,569,444	\$340,000
2018	1027	\$660,226,791	\$365,000



Photo Credit: Tom Smiley

SINGLE FAMILY HOMES

AREA	NUMBER SOLD		MEDIAN SOLD \$/SQ.FT.		MEDIAN SOLD PRICE	
	2017	2018	2017	2018	2017	2018
North Ketchum	11	23	\$408	\$360	\$1,262,500	\$1,050,000
Warm Springs	23	25	\$397	\$510	\$795,000	\$1,500,000
Ketchum	30	19	\$514	\$493	\$1,587,500	\$1,250,100
Elkhorn	18	20	\$381	\$385	\$1,282,500	\$1,212,500
Sun Valley	23	14	\$449	\$530	\$1,750,000	\$1,845,000
Mid-Valley	43	51	\$299	\$326	\$931,250	\$1,100,000
Hailey	135	165	\$212	\$232	\$360,000	\$390,000
Bellevue	45	42	\$167	\$198	\$318,000	\$307,750
South Blaine Co.	18	17	\$127	\$145	\$208,000	\$216,423
TOTAL	303	359				

For more stats and information, please visit WindermereSunValley.com

RESORT CONDOS / TOWNHOUSES

AREA	NUMBER SOLD		MEDIAN SOLD \$/SQ.FT.		MEDIAN SOLD PRICE	
	2017	2018	2017	2018	2017	2018
Warm Springs	43	38	\$339	\$358	\$415,000	\$400,000
Ketchum	104	104	\$370	\$382	\$577,000	\$587,503
Elkhorn	69	83	\$257	\$284	\$319,900	\$333,000
Sun Valley	32	42	\$377	\$409	\$415,000	\$499,000
TOTAL	248	267				

HAILEY SINGLE FAMILY HOMES BY NEIGHBORHOOD

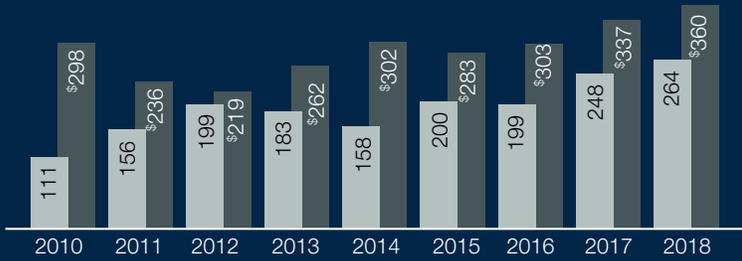
AREA	NUMBER SOLD	MEDIAN PRICE PER SQ. FT.	MEDIAN SOLD PRICE
China Gardens	4	\$221	\$297,500
Croy Canyon	3	\$191	\$799,000
Deerfield	10	\$215	\$470,075
Della View	6	\$257	\$377,500
Hailey Replat	5	\$268	\$424,000
Hailey Townsite	18	\$263	\$376,500
Hiawatha Estates	4	\$246	\$347,000
Northridge	14	\$247	\$642,500
Woodside	51	\$220	\$315,000
Other	50	\$232	\$390,000
TOTAL	165		

HAILEY SINGLE FAMILY HOMES BY YEAR

YEAR	NUMBER SOLD	MEDIAN PRICE PER SQ. FT.	MEDIAN SOLD PRICE
2008	62	\$207	\$375,000
2009	71	\$177	\$288,000
2010	78	\$149	\$240,088
2011	96	\$111	\$169,000
2012	170	\$108	\$185,000
2013	131	\$143	\$235,000
2014	92	\$171	\$312,500
2015	129	\$181	\$303,500
2016	137	\$182	\$330,000
2017	135	\$212	\$360,000
2018	165	\$232	\$390,000

Overall, the number of sold listings in 2018 increased 7.1%, the total dollar volume was up 5.3 % and the median sold price climbed 7.4%

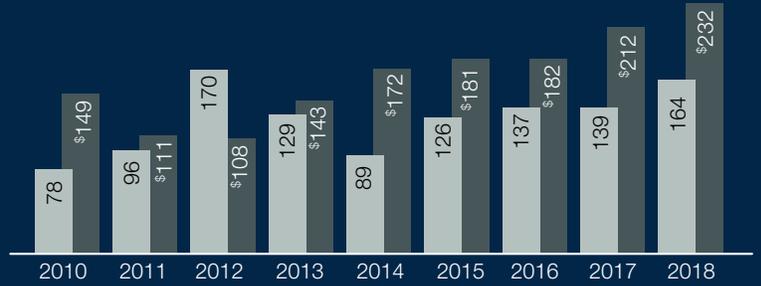
Units
Price Per Square Foot



RESORT AREA CONDOS / TOWNHOMES



RESORT AREA SINGLE FAMILY



HAILEY SINGLE FAMILY

KETCHUM AGENTS

Alan Reynolds	208-720-4216	Melissa Grathwohl	208-720-2566
Cheryl Concannon	208-720-4806	Nick Maricich	208-720-2545
Chris Grathwohl	208-720-5690	Rachel Wolfe	208-720-0010
Danny Sundali	208-721-2523	Rex Robinson	208-450-9438
Elisabeth Grabher	208-720-2171	Rod Jones	208-720-6245
Jandina Gelormino	208-481-0899	Russ Porter	208-720-2603
Jim Carkonen	208-727-1570	Sara Gorham	208-720-3797
Joanne Zwingenberg	208-309-1107	Scott Mary	208-720-0888
Lance Cole	208-870-1818	Shane Harris	208-720-1034
Lindi Lewallen	208-720-3252	Shannon Flavin	208-450-9273
Logan Frederickson	208-691-9164	Suzanne Hausner	208-720-2147
MB Davis	208-721-2877	Wendy Carter	208-720-4388

HAILEY AGENTS

Anna Mathieu	208-309-1329
Gail Wilson Norgren	208-721-0494
Kathy Morell	208-481-0330
Kris Halle	208-720-7319
Michelle Sabina	503-758-9163
Monica Hebert	208-720-5675
Nancy Gilbert	208-309-2014
Randy Flood	208-720-0776
Robbie Cowan	208-720-3504
Sharon Dohse	208-309-1161
Tammy Davis	208-720-7160

Broker/Owner: Dan Gorham 208-720-4077

THANK YOU

We understand our clients are the basis of our success and the foundation of our reputation. We guide the home buying and selling process by solving people's needs and fulfilling their wants.



WindermereSunValley.com