

The WINDERMERE Report



2019
MARKET REVIEW

A special report on residential real estate sales in the Wood River Valley for 2019.

KETCHUM

180 North Main | 208.622.2700

HAILEY

100 North Main | 208.788.1700



Photo Credit: Josh Wells



Photo Credit: Tessa Sheehan

**INVENTORY COMPARED TO SALES
RESIDENTIAL AND CONDOS/TOWNHOUSES**

PRICE RANGE	CURRENT LISTINGS	SALES 2018	SALES 2019
\$1 to \$149,999	3	31	18
\$150,000 to \$299,999	28	187	153
\$300,000 to \$599,999	73	268	249
\$600,000 to \$999,999	69	122	123
\$1,000,000 to \$1,999,999	73	100	91
\$2,000,000 to \$4,999,999	97	41	45
Over \$5,000,000	20	7	3
TOTAL	363	756	682

The forecast for the Sun Valley real estate market for 2020 will be driven by one word: inventory. Currently, there is a four-month supply of resort area condos for sale. In the single-family home market, the supply of active listings will last six months. In the city of Hailey, the number of single-family homes listed for sale is less than a three-month supply. This acute

shortage of inventory at certain price points creates a Seller's market and will likely lead to continued increase in residential real estate prices.

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. We are here to help. We are here to serve you.

HISTORICAL PERSPECTIVE

YEAR	SOLD UNITS	DOLLAR VOLUME	MEDIAN PRICE
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
2019	969	\$640,747,961	\$385,000



Photo Credit: Josh Wells

SINGLE FAMILY HOMES

AREA	NUMBER SOLD		MEDIAN SOLD \$/SQ.FT.		MEDIAN SOLD PRICE	
	2018	2019	2018	2019	2018	2019
North Ketchum	24	8	\$326	\$406	\$955,000	\$1,185,000
Warm Springs	25	27	\$510	\$493	\$1,500,00	\$1,100,000
Ketchum	19	31	\$493	\$540	\$1,212,500	\$1,500,000
Elkhorn	20	27	\$385	\$390	\$1,212,000	\$1,405,000
Sun Valley	14	17	\$530	\$559	\$1,845,000	\$2,383,000
Mid-Valley	51	38	\$326	\$341	\$1,100,000	\$947,500
Hailey	164	135	\$231	\$248	\$390,000	\$436,000
Bellevue	42	42	\$198	\$203	\$307,750	\$387,500
South Blaine Co.	17	16	\$145	\$130	\$216,420	\$225,000
TOTAL	376	341				

For more stats and information, please visit WindermereSunValley.com

RESORT CONDOS / TOWNHOUSES

AREA	NUMBER SOLD		MEDIAN SOLD \$/SQ.FT.		MEDIAN SOLD PRICE	
	2018	2019	2018	2019	2018	2019
Warm Springs	38	39	\$358	\$356	\$400,000	\$315,000
Ketchum	104	90	\$382	\$426	\$587,500	\$584,750
Elkhorn	83	74	\$284	\$327	\$333,000	\$360,875
Sun Valley	41	41	\$409	\$441	\$500,00	\$515,000
TOTAL	266	244				

HAILEY SINGLE FAMILY HOMES BY NEIGHBORHOOD

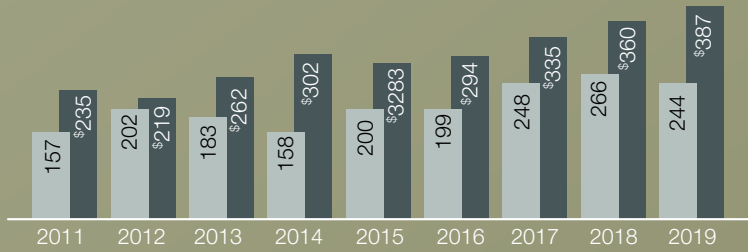
AREA	NUMBER SOLD	MEDIAN PRICE PER SQ. FT.	MEDIAN SOLD PRICE
China Gardens	4	\$515	\$341,250
Croy Canyon	5	\$305	\$769,000
Deerfield	10	\$259	\$465,000
Della View	1	\$222	\$475,000
Hailey Replat	3	\$278	\$467,500
Hailey Townsite	14	\$222	\$405,000
Hiawatha Estates	4	\$171	\$432,000
Northridge	13	\$264	\$729,000
Other	15	\$216	\$320,500
Woodside	66	\$231	\$305,000
TOTAL	135		

HAILEY SINGLE FAMILY HOMES BY YEAR

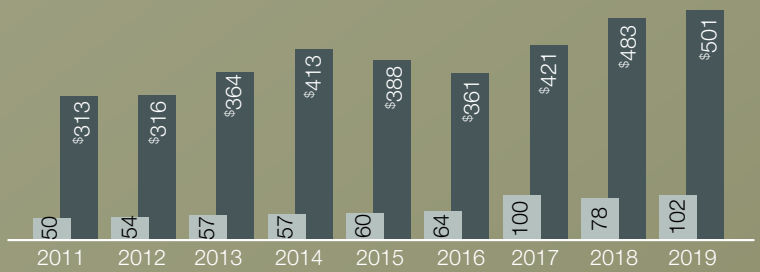
YEAR	NUMBER SOLD	MEDIAN PRICE PER SQ. FT.	MEDIAN SOLD PRICE
2009	71	\$177	\$288,000
2010	78	\$149	\$240,088
2011	96	\$111	\$169,000
2012	170	\$108	\$185,000
2013	131	\$143	\$235,000
2014	92	\$171	\$312,500
2015	129	\$181	\$303,500
2016	137	\$182	\$330,000
2017	135	\$212	\$360,000
2018	164	\$231	\$390,000
2019	135	\$248	\$436,000

Less inventory results in fewer sales. The number of sold listings in 2019 decreased 10 percent while the median selling price increased 6.7%

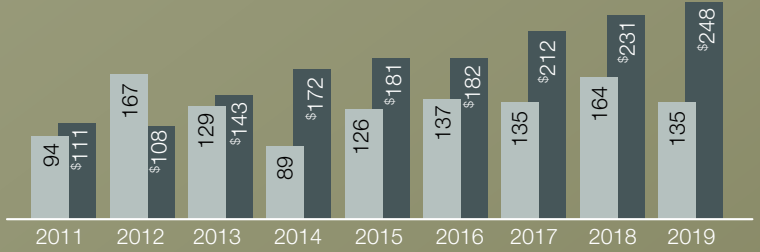
Units
Price Per Square Foot



RESORT AREA CONDOS / TOWNHOMES



RESORT AREA SINGLE FAMILY



HAILEY SINGLE FAMILY

KETCHUM AGENTS

Alan Reynolds	208-720-4216	MB Davis	208-721-2877
Cheryl Concannon	208-720-4806	Nick Maricich	208-720-2545
Chris Grathwohl	208-720-5690	Phil Doerflein	208-721-2539
Danny Sundali	208-721-2523	Rachel Wolfe	208-720-0010
Elisabeth Grabher	208-720-2171	Rex Robinson	208-450-9438
Jandina Gelormino	208-481-0899	Rod Jones	208-720-6245
Jim Carkonen	208-727-1570	Russ Porter	208-720-2603
Joanne Zwingenberg	208-309-1107	Sara Gorham	208-720-3797
Lance Cole	208-870-1818	Scott Mary	208-720-0888
Lindi Lewallen	208-720-3252	Shannon Flavin	208-450-9273
Logan Frederickson	208-691-9164	Suzanne Hausner	208-720-2147
Maureen Pressley	208-720-4595	Wendy Carter	208-720-4388

HAILEY AGENTS

Anna Mathieu	208-309-1329
Doug Niedrich	208-720-2088
Gail Wilson Norgren	208-721-0494
Kathy Morell	208-481-0330
Kris Halle	208-720-7319
Marcia Dibbs	208-721-2594
Michelle Sabina	503-758-9163
Monica Hebert	208-720-5675
Randy Flood	208-720-0776
Robbie Cowan	208-720-3504
Sharon Dohse	208-309-1161

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