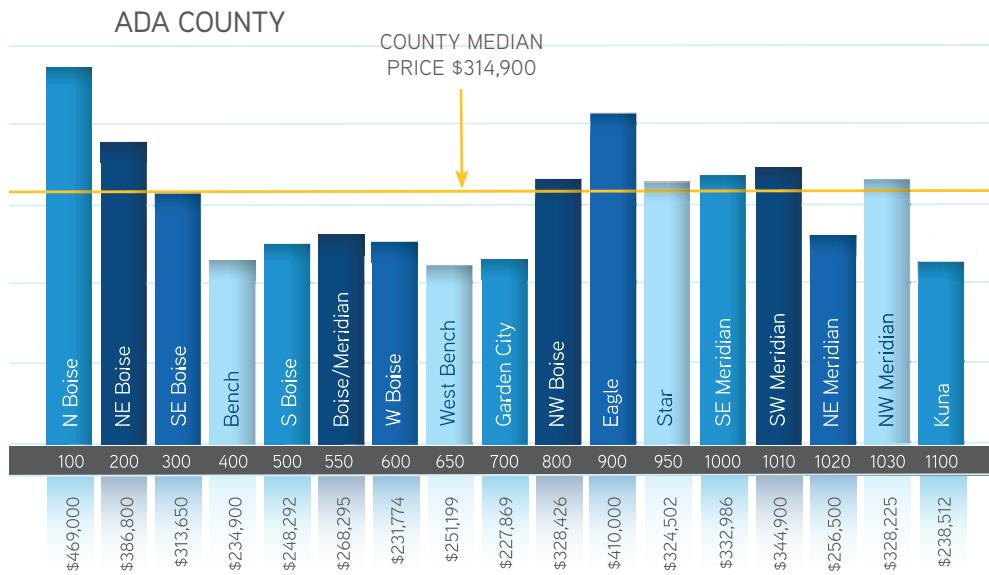


Idaho LAND REPORT

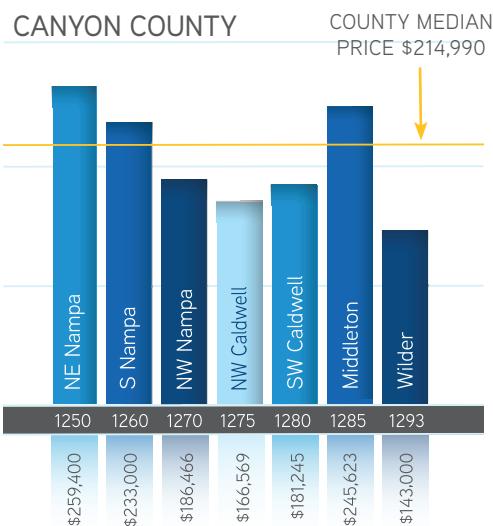
First Quarter 2017



New Construction Median Home Prices



Median home price for new construction in Eagle is 30% above market, at \$410,000



Home Price VS. Income

Ada County	
Avg. Home Price	\$314,900
Avg. HH Income	\$55,805
Equity/Income Ratio	17.72%
Canyon County	
Avg. Home Price	\$214,990
Avg. HH Income	\$43,108
Equity/Income Ratio	20.05%

Market Trends

- » The Boomers are having a distinct effect on the housing market with the “aging in place” trend. Rather than buying new or building, they are putting their money toward remodeling existing residences.
- » New home sales rose in the first quarter despite higher mortgage rates, due to healthy job growth and a stable economy. The prospect of rising mortgage rates since the presidential election may have pulled some sales forward.
- » The demand for homes is still outpacing the construction gains.
- » 266,000 new homes were on the market in February, the most since July 2009, and up nearly 10% from early 2016
- » The National Association of Home Builders/Wells Fargo builder sentiment index climbed to 71 in March, the highest reading since June 2005 (up 6 points from February).
- » The index has been above 60 since September

Building Permits

Single Family Homes Q1	Permits	Value	Units
Ada County	874	\$243,047,803	934
Canyon County	300	\$52,053,988	300
Treasure Valley Totals	1,174	\$295,101,791	1,234

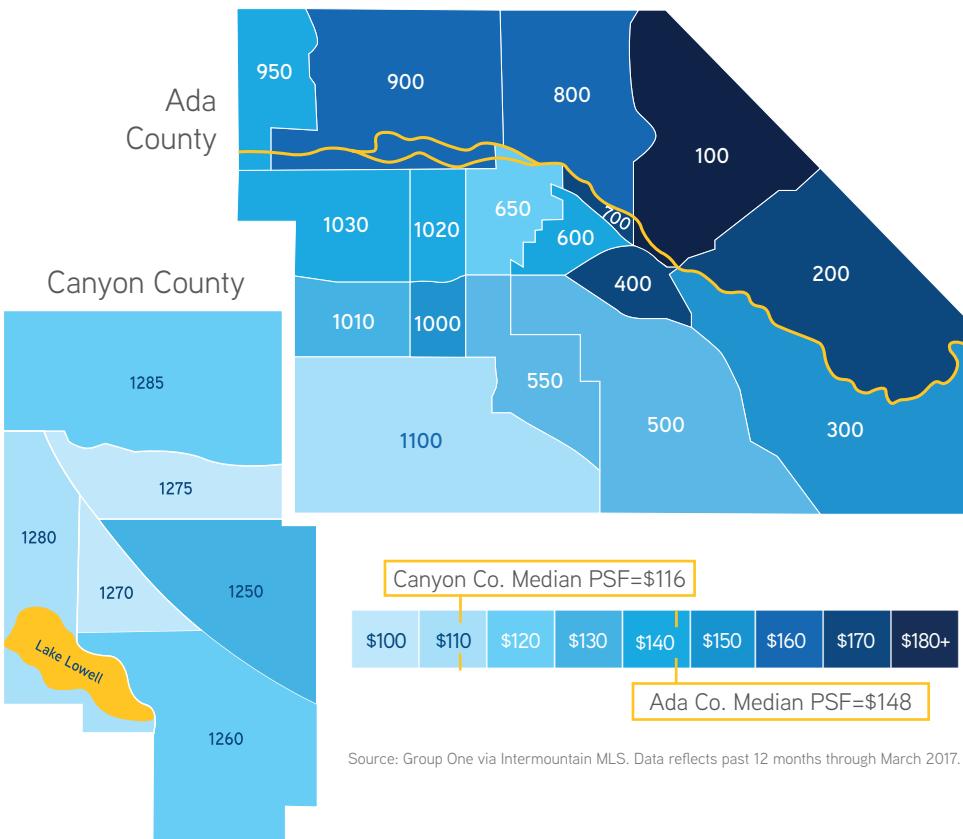
Commercial Q1	Permits	Value	Units
Ada County	235	\$126,524,226	0
Canyon County	98	\$37,989,508	0
Treasure Valley Totals	333	\$164,513,734	0

Permits for single family home construction increased in both counties from last quarter

There is solid demand market wide but supply is continuing to tighten

New construction continues despite difficulties with this winter's weather

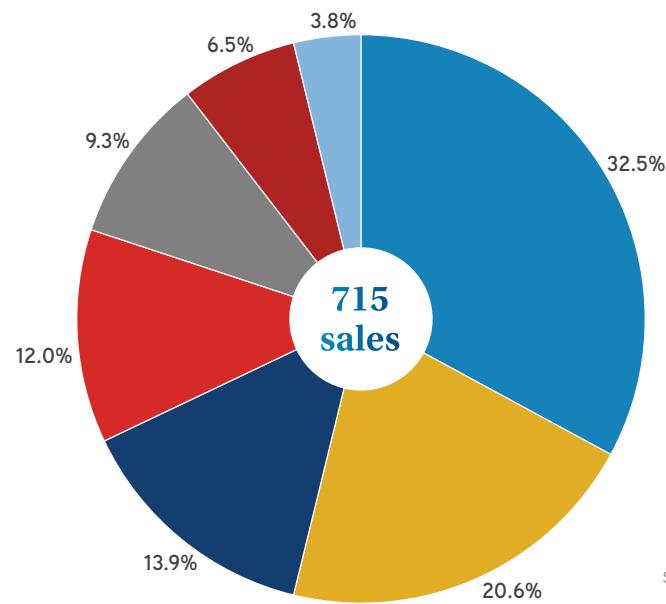
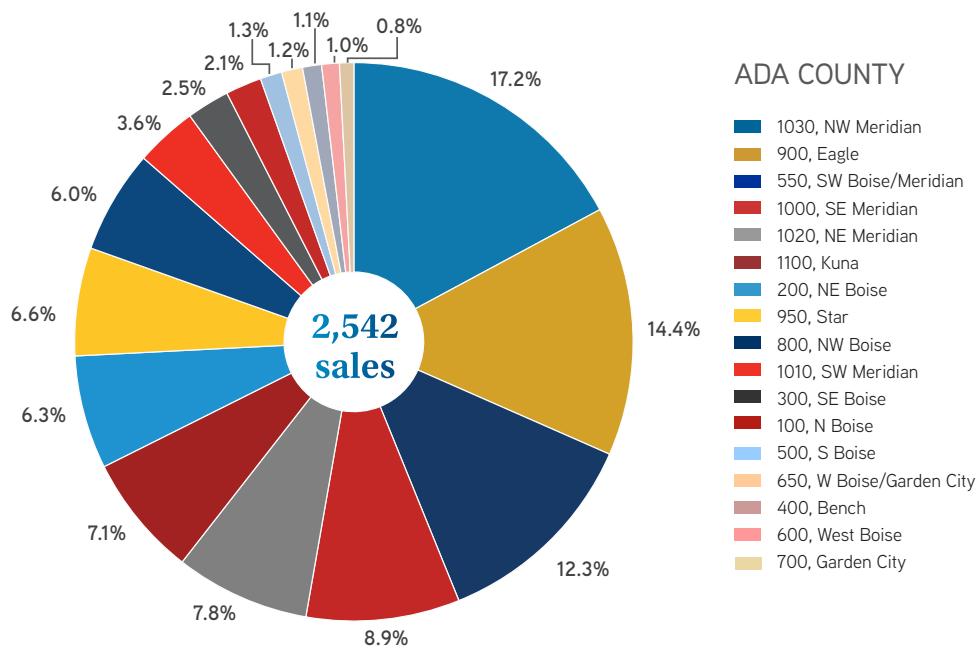
Price Per Square Foot



- » According to the Idaho Department of Labor, Idaho led the nation in job growth in 2016, at a 4% growth rate.
- » Construction responsible for most of the growth, increasing 11.3% and creating 4,500 jobs
 - » Financial services at 6% and Information technology at 5.7%
- » According to the Bureau of Labor Statistics, during 2016, employers added a total of 12,400 new non-farm jobs to their payrolls.
 - » Up from last year's total of 8,600
 - » Creating jobs in higher paying sectors
- » Builders started a total of 4,747 new homes in 2016, which is +24% more than 2015.
- » Builders are still struggling to find enough trade labor to build homes, so that sector can only grow so fast.
- » New home inventory for single family detached homes has increased +22% compared to last year; supply has decreased from 6.3 to currently a 6 month supply.
- » With the increase in annual starts, vacant developed lot inventory has decreased -21% since last year.

New Construction Sales

NW Meridian and Eagle continue to lead in sales volume



Source: Group One via Intermountain MLS

- The Treasure Valley market is projected to remain robust in 2017, but rising prices and interest rates may push a large number of entry level buyers out of the market.

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Idaho LAND BROKERAGE

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