



Home Away From Home – Vacation Rentals 101

Across the globe and especially here in the U.S., there is a growing demand for vacation rentals. People from all demographics, from baby boomers to millennials, are increasingly seeking cost-effective travel experiences that include overnight-stay alternatives to traditional hotels and even resorts. In a relatively short time, it has become a multi-billion dollar mainstream industry with major players like Airbnb, HomeAway (Expedia subsidiary), VRBO and others becoming household names. Against that backdrop, our lead story in this issue of The Ralston Report offers some insights in this growth industry through the experiences of Amy Berryhill, one of Ralston Group's well known and highly respected agents. Amy and husband John (proprietor of Berryhill and BACON restaurants in downtown Boise) have extensive knowledge of the hospitality and real estate markets, and have leveraged their travel experiences into a growing personal

investment in the burgeoning vacation sector. Whether to enhance your travel experience or to whet your appetite to consider making a property investment, we hope this introduction to vacation rentals through Amy's eyes is informative.

Traveling and investing in vacation rentals is a new-found passion of mine. I was introduced to vacation rentals years ago traveling through Europe with my family. Whether staying in an urban London flat or a cave house in Greece, it brought an element to travel that felt like 'living like a local'. It was perfect with children, and multiple family members of all ages. It also seems to be a more cost-effective way to travel in most cities.

Two years ago, during the middle of our personal home remodel that was taking too long, with all of our old home furnishings in storage, we had a longer-term rental property suddenly become vacant. With a few

updates and a storage unit of furniture, we decided to turn this long-term rental into a vacation rental for travelers coming to Boise. Little did I know this would be not only a great investment move but also a very fulfilling new piece in our real estate portfolio.

As with many investments like this, we initially asked and answered a LOT of questions to better understand potential vacation renter needs, and to ensure we were ready to accommodate them. One key question and answer is that many of the people that had an interest in a short-term vacation rental in Boise travel here to be with family. With this in mind for many of our guests, we created a very personalized "stay environment" that made visiting family feel like home — just the opposite of what many hotels feel like...impersonal, sterile and somewhat

The Ralston Report is distributed on a quarterly basis. It's intended to provide meaningful real estate information (focused in our core specialty areas). We hope that our quarterly cover story and Q&A from our expert lender and/or members of our community are both interesting and enjoyable for you. Ralston Group always welcomes suggestions, and will be happy to prepare an individual report specific to your area or need – just call 208-850-7638.

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HOW DOES Airbnb WORK...?

Airbnb is an online marketplace and hospitality service, enabling people to lease or rent short-term lodging including vacation rentals, apartment rentals, homestays, hostel beds, or hotel rooms. The company does not own any lodging; it is merely a broker and receives percentage service fees from both guests and hosts in conjunction with every booking. It has over 3,000,000 lodging listings in 65,000 cities and 191 countries, and the cost of lodging is set by the host.



unwelcoming. Now with over two years under my belt and two full-time vacation rentals that are both reserved 80-90% of the time, our confidence and enjoyment of this investment has grown such that we've decided to bring on two more full-time vacation rentals by the end of 2017.

Through travel and the Berryhill restaurant, I've experienced a lot in the hospitality business and enjoyed many rewards personally and professionally. I've taken a hands-on approach by managing all of our reservations, cleaning and maintenance scheduling etc., but there are many service providers available to help manage a vacation for you to take some of the 'dirty' work out of it. I've included a few tips (below) of owning a vacation rental that yields a good investment return.

If you decide to embark on vacation rentals on your next getaway or have interest in the possibilities of investing in one of your own, I'm always happy to share tips of the trade and help in the process. The most popular websites are: Airbnb.com, VRBO.com, HomeAway.com, and FlipKey.com.

While I'm excited about this endeavor, I realize it's not for everyone. Like most other investments one has to consider and manage risks, focus on customer wants and needs, and anticipate and understand emerging trends — basically, stay engaged. As with all rentals, consideration needs to be given to advantages/disadvantages of long-term lease/rentals versus short term (financials, time investment, wear & tear, logistics, etc). One aspect to carefully track is the growing pressure exerted by the traditional hotel industry on states and municipalities to enact more stringent regulations and taxation schemes on "civilian" vacation rentals. Clearly, the hotel/resort sector are feeling the impact of Airbnb, HomeAway and others on their bottom line. However, the home-away-from-home concept is appealing to leisure and business travelers alike, and offers a great source of rental income. As an investor, it can be a very rewarding experience and all signs indicate this market will continue to grow dramatically in the years ahead.

"TIPS" FROM AMY...

Do:

- **Get great photos!** Virtually all vacation rentals are sought and transacted on-line. Pictures are truly worth a thousand words! Make sure every detail is considered & carefully checked.
- **Set the Mood.** Welcome notes, flowers, linens, lighting, toiletries, snacks & essentials make a difference.
- **Personal Touch.** Even though it's best to stay neutral, this is not a hotel, it's a home. People love a personal touch with themed art work, eclectic dishes, books & local suggestions. Complimentary waters, wine/ beer, and non-perishable snacks are a nice addition.
- **Secure the entry.**
- Have check in & check out **procedures.**
- **Hire** a cleaning and maintenance crew.
- Contact your homeowners insurance for **proper coverage & check** local and state requirements on any governing **regulations** and required taxes.

Don't:

- **Overbook or double book** - **Accept non-secured funds** - **Meet guests unattended**

TRAVEL TRENDS ARE CHANGING...SOME INTERESTING STATS...

- ♣ 81% of travelers find user reviews important on travel booking sites
- ♣ 52% of travelers use social media for summer vacation inspiration
- ♣ 59% of social media-using travelers posted a status on Facebook about their upcoming vacation after booking
- ♣ 74% of American travelers use social media while on vacation

Millennials...

- o 68% of millennials consider travel a top priority. As this generation moves into its prime earning years, their preferences and desires will dynamically change travel as we know it today
- o 79% of millennials want to visit all 50 states, 75% say they want to travel abroad as much as possible and 70% want to visit all seven continents in their lifetime
- o 78% of millennials want to learn something new when traveling and 70% expect the places they travel to create an immersive experience
- o 84% don't trust traditional advertising – 95% say friends provide the most credible source of product/service information
- o 87% are influenced by user-generated content and 73% say they read other opinions before purchasing
- o 33% rely on blogs before making a purchase
- o Trust is very important – Millennials will trust people before brands and 43% look to authenticity over content when consuming news
- o 76% are visual learners – delivering your message with video or other visual devices is important
- o About 87% of millennials use 2 to 3 tech devices daily and over 30% are using wearable devices
- o 72% of millennials make travel plans with smartphones



Local Boise short-term rentals - Courtesy of Amy Berryhill



DID YOU KNOW?

Amy personifies Boise's healthy life-style. A highly accomplished multi-sport athlete, at age 14 she started competitive bike racing

and was quickly brought into the US Olympic Development Program. Placing in the US National Championships, racing for Team USA, and eventually competing in the World Championships in Denmark, her commitment to excellence is evident both in her personal life, and as a professional Realtor.

Have a project? Need some help? Call us! "Thank you" to Ralston Group's Quarterly Favorite(s)!

Idaho Flooring Supply | Robbie (Owner) | 208-321-9090

Market Update - Ada Co.

Residential Single-Family Homes - Ada County <small>Statistics referenced herein are for single-family homes – unless otherwise noted – which includes existing homes, new construction, and condominiums/townhouses</small>		2Q2017 <small>APR-MAY-JUN</small>
Average Sold Price		\$304,876
Average Sold Price Compared to Prior Year Same Quarter		up 9.2%
Average Days on Market		34
Total Dollar Volume		\$932.3M
Total Dollar Volume Compared to Prior Year Same Quarter		up 7.0%
New Construction Sold Based On # of Units		22.1%
Existing Homes Sold Based On # of Units		77.9%

Ada County's Still A Seller's Market

The average sales (i.e, sold) price in Ada County increased 9.2% from a year ago (2Q2016) to \$304,876.

The number of homes sold was down 2.0% from a year ago; new homes sold up 5.8%. Total dollar volume of new construction was up 12.9%. New construction accounted for 22.1% of sales, and existing homes the remaining 77.9%. The average sold price of new construction was up 6.8% from a year ago.

The number of existing homes sold in the quarter was down 4.0% from this time last year. Total dollar volume of existing homes sold was up 5.0% from a year ago. Existing home sold price was up 9.5% from a year ago.

The quarter's dollar volume for single-family homes in Ada County was \$932.3 million compared to \$871.8 million a year ago – an 7.0% increase. A total of 3,058 units sold (existing and new construction) in the quarter. Days on market was 34 compared to 41 days on market a year ago.

Lack of inventory continues to be a challenge for buyers. At the end of the quarter, average overall inventory in Ada County was at 1.7 months – 1.4 months for existing homes and 2.9 months

for new construction. Average inventory was 1.8 months for properties in the \$250,000 to \$299,000 price range and 2.1 months for properties \$300,000 to \$399,000. For properties \$400,000 to \$499,000 inventory was 2.3 months. Average inventory was 2.8 months in the \$500,000 to \$699,999 price range, and 7.2 months in the \$700,000 to \$999,999 price range. Inventory was 9.5 months for properties over a million dollars.

In our core coverage areas, inventory of homes less than \$300,000 was 0.0 to 2.7 months. Inventory of homes greater than \$300,000 in our core areas is shown in the column to the right.

Months of inventory indicates the amount of time it would take to sell all current listings at the current sales price if no new listings became available. It is widely accepted in the real estate industry that 0-4 months is a "Seller's Market;" 5-7 months is a "Balanced Market;" and 8-12+ months is a "Buyer's Market." Ada County has been (and is currently) in a "Seller's Market."

25 Boise downtown condos sold at avg. of \$338/SQFT

of land sales & avg. sold:

N Boise: 12 (\$251,042)
 NE Boise: 4 (\$336,250)
 SE Boise: 4 (\$159,750)
 The Bench: 2 (\$126,500)
 West Boise: 4 (\$139,000)
 NW Boise: 6 (\$130,942)
 Eagle: 46 (\$194,548)
 N Meridian: 9 (\$180,189)

Avg. inventory over \$300K:

N Boise: 3.7 months
 NE Boise: 2.5 months
 SE Boise: 2.2 months
 The Bench: 3.7 months
 West Boise: 4.6 months
 NW Boise: 4.6 months
 Eagle: 5.4 months
 N Meridian: 3.1 months

Market Update - Blaine Co.

Residential & Commercial - Blaine County <small>NOTE: Blaine Co. is defined as Hailey, Ketchum & Sun Valley in the table below. Bellevue has not been included. Bellevue statistics are included on page 14</small>		2Q2017 <small>APR-MAY-JUN</small>
Average Sold Price Single-Family Home (INCLUDES CONDOS & TOWNHOUSES)		\$832,302
Average Sold Price Single-Family Compared to Prior Year Same Quarter		up 27.6%
Average Days on Market Single-Family		203
Total Dollar Volume Single-Family		\$122.7M
Total Dollar Volume Single-Family Compared to Prior Year Same Quarter		up 44.7%
Average Sold Price Condominium/Townhouse (only)		\$778,539
Average Days on Market Condominium/Townhouse		236
Total Dollar Volume Condominium/Townhouse		\$60.7M
Total Dollar Vol. Condominium/Townhouse Compared to Prior Year Same Quarter		up 142.0%
Average Sold Price Commercial		\$699,788
Average Days on Market Commercial		304
Total Dollar Volume Commercial		\$9.1M
Total Dollar Volume Commercial Compared to Prior Year Same Quarter		up 286.2%

"Sun Valley" Market Enjoys SIGNIFICANT Increases After Significant Deficit!

The quarter's records indicate that 149 single-family homes sold at an average of \$353/SQFT – average sold price was up 27.6% from a year ago. 78 of the 149 single-family homes were condominiums/townhouses, selling at an average of \$412/SQFT; dollar volume was up 142.0% – sold price up 92.3%. Residential land, which is not included in the data above or that follows, included 27 sold properties at an average sold price of \$315,067; the properties averaged 303 days on market. Total dollar volume of land (\$8.5M) was up 33.2% from a year ago. Thirteen commercial properties sold at an average of \$207/SQFT. The average sold price for commercial properties was up 167.3%; days on market doubled. The commercial data in the table above was gathered from the Sun Valley/Sawtooth MLS. Loopnet-only properties have not been included in the data above.



1419 N 20th
Courtesy of Alicia Ralston - Ralston Group

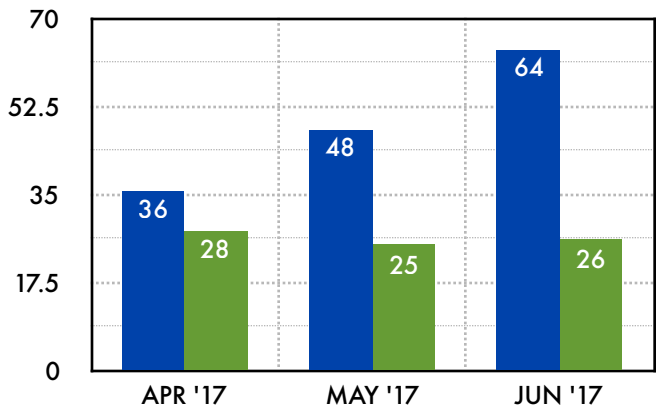


1315 N Harrison
Courtesy of Jill Donahue - Ralston Group



611 S 8th Units 303/502
Courtesy of Paige Shafer - Ralston Group

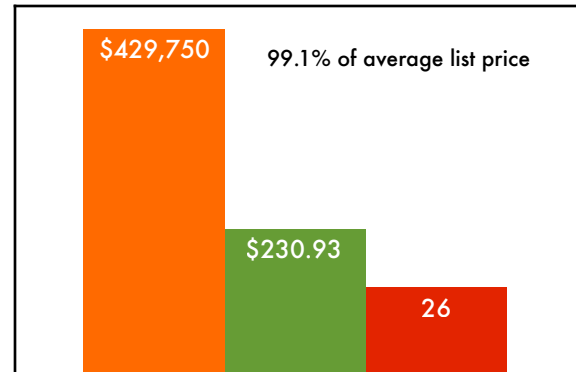
North Boise (Area 100)



■ Total Homes Sold ■ Days on Market



■ Average Sold Price



■ Average Sold Price This Quarter
■ Average Sold Price Per SQFT This Quarter
■ Average Days on Market This Quarter

North Boise

In April, 36 single-family homes sold in North Boise with an average days on market of 28 and at an average price of \$438,818. Forty-eight homes sold in May at an average sales price of \$403,781 (25 days on market), and 64 homes sold in June at 26 days on market (average sold price \$444,126). The highest sold price recorded in North Boise was \$1,800,000, with a lowest recorded sale of \$120,000. During the quarter, 148 properties sold averaging 26 days on market. Sold price in North Boise was up 10.5% from a year ago to \$429,750 (\$231/SQFT).



3942 S Mill Site
Courtesy of Amy Berryhill - Ralston Group

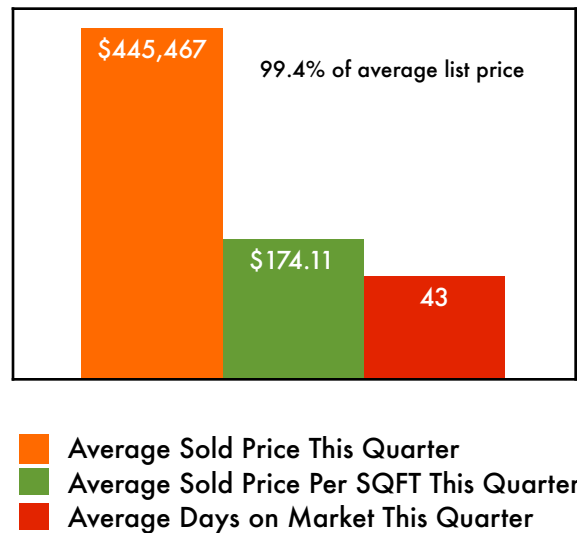
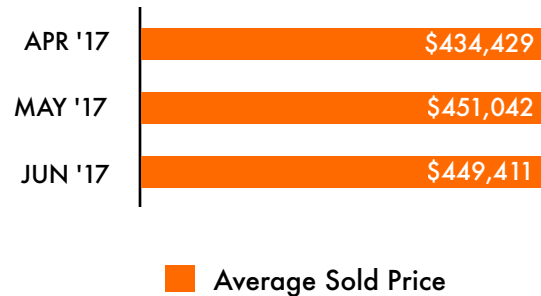
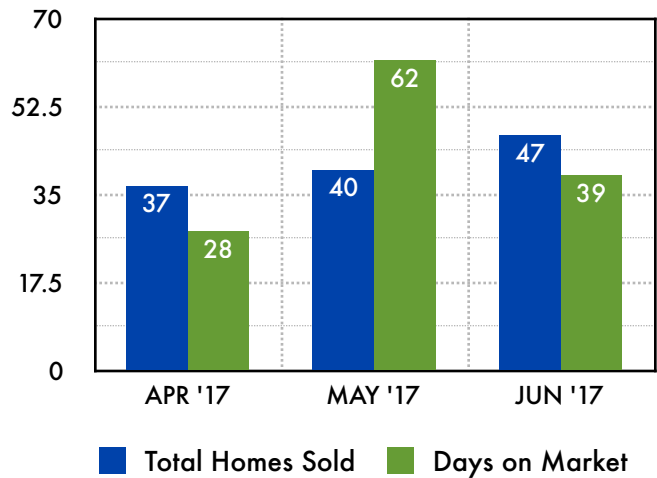


3419 E Parsnip Peak
Courtesy of Kami Brant - O2 Real Estate Group



2742 E Table Rock
Courtesy of Jill Donahue - Ralston Group

Northeast Boise (Area 200)



Northeast Boise

In April, 37 single-family homes sold in Northeast Boise with an average days on market of 28 and at an average price of \$434,429. May included the sale of 40 homes at an average sales price of \$451,042 (62 days on market), and 47 homes sold in June at 39 days on market. Average sold price in June was \$449,411. The highest sold price recorded in Northeast Boise was \$1,100,000, with a lowest recorded sale of \$200,000. During the quarter, Northeast Boise recorded 124 home sales at an average of 43 days on market. Sold price in Northeast Boise was \$445,467 (\$174/SQFT) – up 9.9% from a year ago.



5110 S Surprise Unit 205
Courtesy of Amy Berryhill - Ralston Group

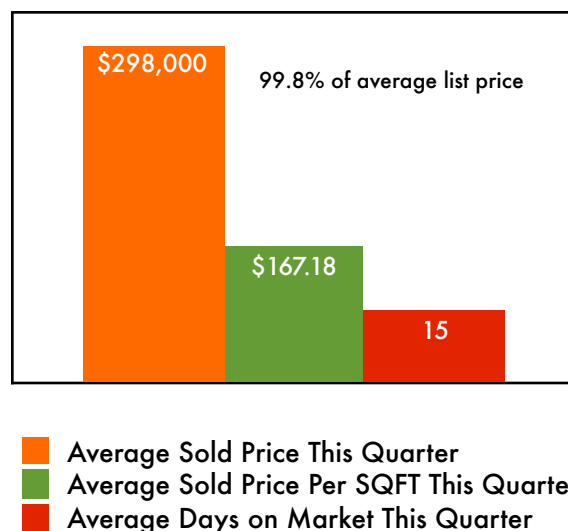
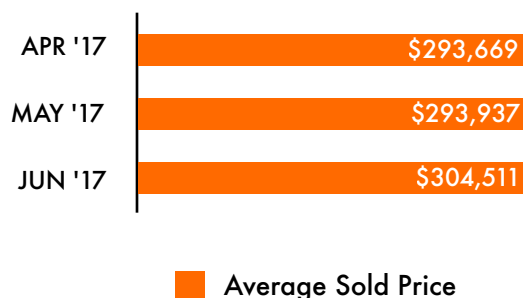
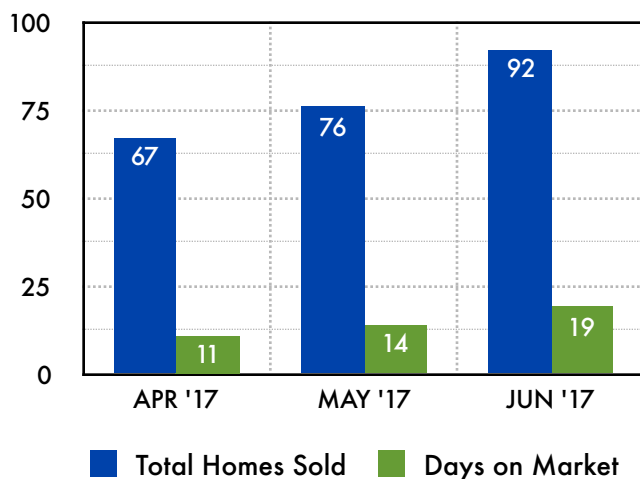


2551 E Boise
Courtesy of Kerrigan Kalange - RE/MAX Capital City



1280 S Colorado
Courtesy of Amy Berryhill - Ralston Group

Southeast Boise (Area 300)



Southeast Boise

In April, 67 single-family homes sold in Southeast Boise with an average days on market of 11 and at an average price of \$293,669. In May, 76 homes sold at an average sales price of \$293,937 (14 days on market), and 92 homes sold in June at 19 days on market. Average sold price was \$304,511. The highest sold price recorded in Southeast Boise was \$1,225,000, with a lowest recorded sale of \$110,000. During the quarter, Southeast Boise recorded the sale of 235 homes. Sold price in Southeast Boise was up 13.5% from the prior year to \$298,000 (\$167/SQFT), and homes averaged 15 days on market.



1004 N Balsam
Courtesy of Jan Nowak - Silvercreek Realty Group

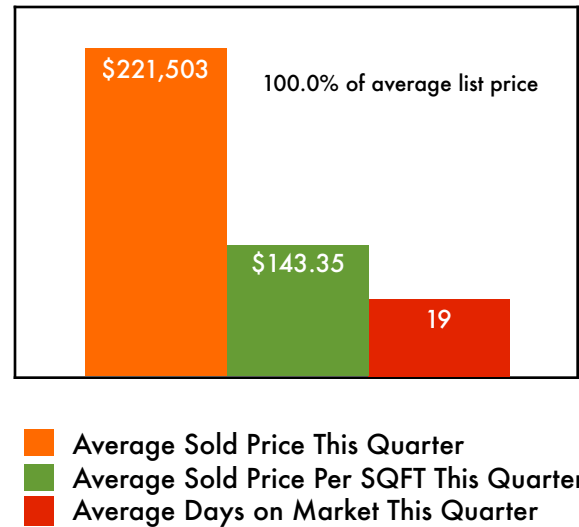
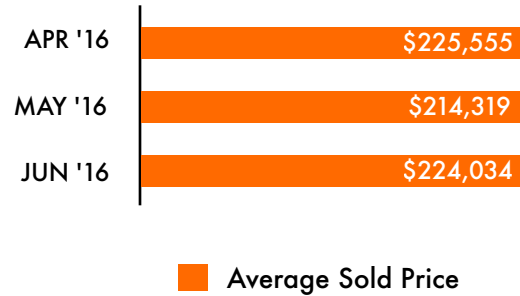
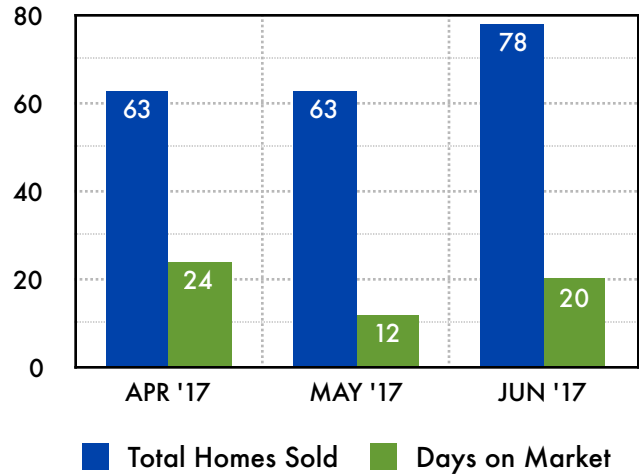


2010 S Grassmere
Courtesy of Chris Coles - Amherst Madison Partners



2817 & 2815 W Cassia
Courtesy of Paige Shafer - Ralston Group

Boise Bench (Area 400)



Boise Bench

In April, 63 single-family homes sold on the Boise Bench with an average days on market of 24 and at an average price of \$225,555. Sixty-three homes sold in May at an average sales price of \$214,319 (12 days on market), and 78 homes sold in June at 20 days on market. Average price was \$224,034. The highest sold price recorded on the Boise Bench was \$998,000, with a lowest recorded sale of \$89,900. During the quarter, the Bench recorded the sale of 204 homes. Average sold price rose 11.2% from the previous year on the Boise Bench. Average sold price was \$221,503 (\$143/SQFT), at 19 days on market.



11243 W Stallion
Courtesy of Jill Donahue - Ralston Group

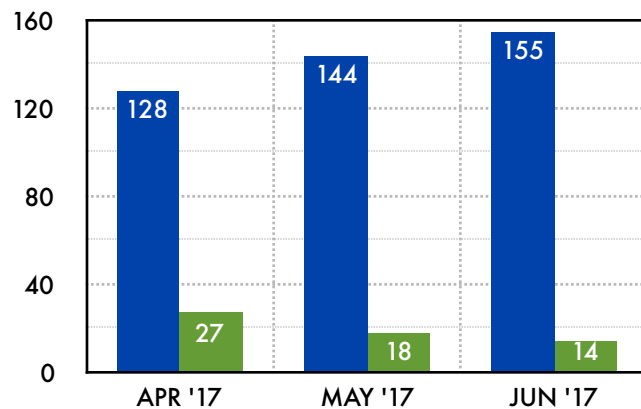


7329 W Swift
Courtesy of Jill Donahue - Ralston Group



13400 W Wittenburg
Courtesy of Marla Berger - Silvercreek Realty Group

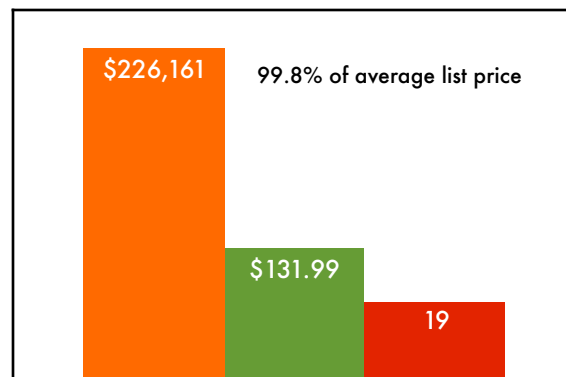
West Boise (Areas 600+650)



■ Total Homes Sold ■ Days on Market



■ Average Sold Price



■ Average Sold Price This Quarter
■ Average Sold Price Per SQFT This Quarter
■ Average Days on Market This Quarter

West Boise

In April, 128 single-family homes sold in West Boise with an average days on market of 27 and at an average price of \$218,551. In May, 144 homes sold at an average sales price of \$227,300 (18 days on market). One hundred fifty-five homes sold in June at 14 days on market at an average price of \$231,387. The highest sold price recorded in West Boise was \$600,000, with a lowest recorded sale of \$118,900. During the quarter, 427 homes sold. Average sold price was up 5.4% from the previous year in West Boise. Average sold price was \$226,161 (\$132/SQFT), and average days on market 19.



7546 W Hathaway
Courtesy of Eric DeBord - Red Pheasant Realty

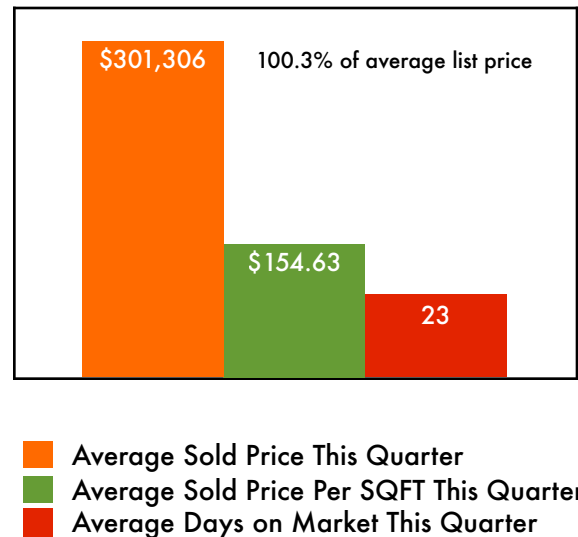
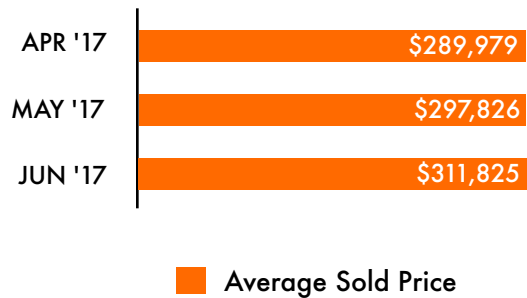
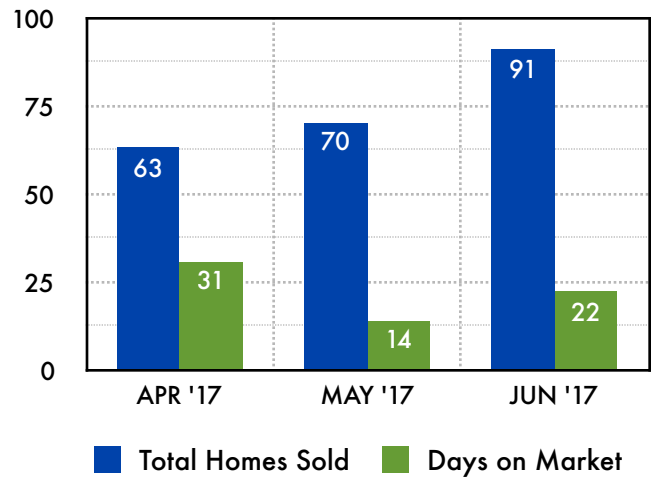


8934 W Beachside
Courtesy of Becky Enrico-Crum - Andy Enrico & Co.



3836 W Quail Heights
Courtesy of Amy Berryhill - Ralston Group

Northwest Boise (Area 800)



Northwest Boise

In April, 63 single-family homes sold in Northwest Boise with an average days on market of 31 and at an average price of \$289,979. Seventy homes sold in May at an average sales price of \$297,826 (14 days on market), and 91 homes sold in June at 22 days on market, with an average price of \$311,825. The highest sold price recorded in Northwest Boise was \$790,000, with a lowest recorded sale of \$90,000. During the quarter, 224 homes sold. Average sold price was up 6.3% from the previous year in Northwest Boise. Average sold price was \$301,306 (\$155/SQFT). Homes averaged 23 days on market.



1335 S Gosling
Courtesy of Lisa Gamble - Silvercreek Realty Group

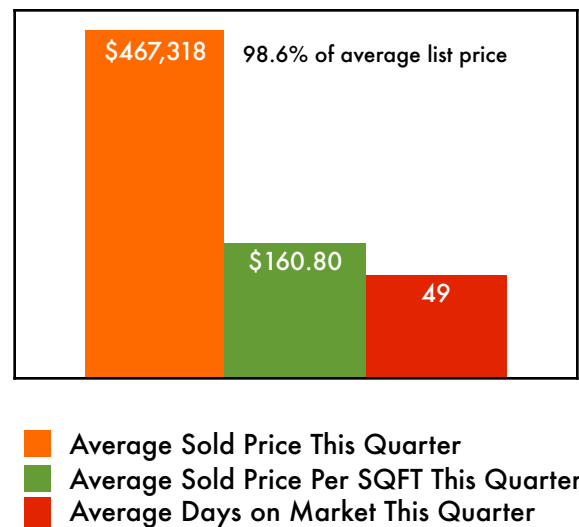
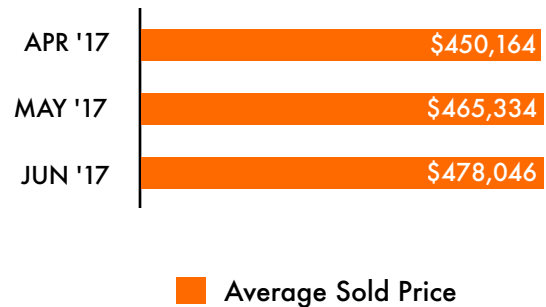
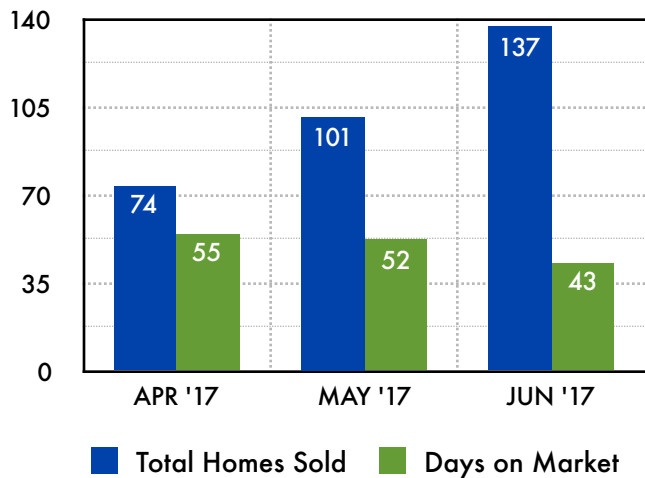


2620 N Hollybrook
Courtesy of Scout O'Gara - Ralston Group



1357 S Heron Pointe
Courtesy of Ruth Dust - Amherst Madison Legacy

Eagle (Area 900)



Eagle

In April, 74 single-family homes sold in Eagle with an average days on market of 55 and at an average price of \$450,164. One hundred one homes sold in May at an average price of \$465,334 (52 days on market), and 137 homes sold in June at 43 days on market. Average sold price in June was \$478,046. The highest sold price recorded in Eagle was \$3,000,000, with a lowest recorded sale of \$123,000. During the quarter, 312 homes sold. Average sold price in Eagle was \$467,318 – up 10.9% from a year ago. Price per square foot price was \$161, with properties averaging 49 days on market.



14025 W Elmsprings
Courtesy of Scout O'Gara - Ralston Group

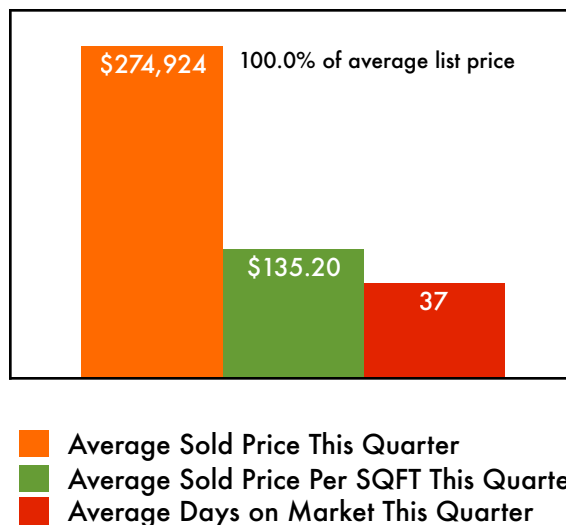
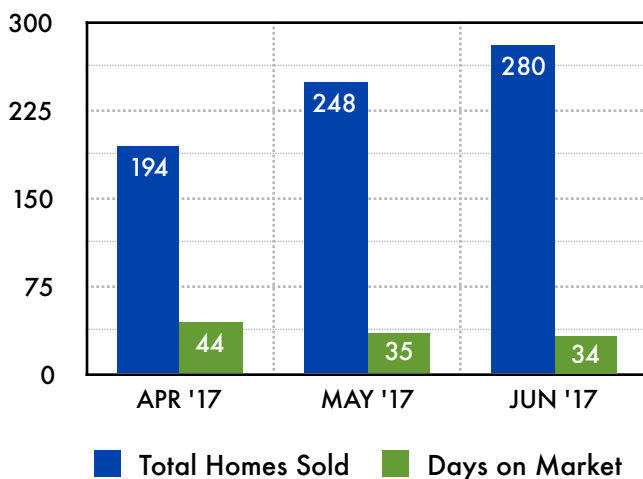


1074 E Legacy View
Courtesy of Greg Boss - Better Homes & Gardens 43North



3526 W Old Gold
Courtesy of Rob Pearce - Keller Williams Realty

North Meridian (Areas 1020+1030)



North Meridian

In April, 194 single-family homes sold in North Meridian with an average days on market of 44 and at an average price of \$270,827. Two hundred forty-eight homes sold in May at an average price of \$273,453 (35 days on market), and 280 homes sold in June at 34 days on market. Average sold price in June was \$279,067. The highest sold price recorded in North Meridian was \$638,000, with a lowest recorded sale of \$100,000. During the quarter, 722 homes sold. Average sold price in North Meridian was \$274,924 – up 6.7% from a year ago. Price per square foot price was \$135, with properties averaging 37 days on market.



3694 Upper Ranch Condo
Courtesy of Penny Leopold - Ralston Group

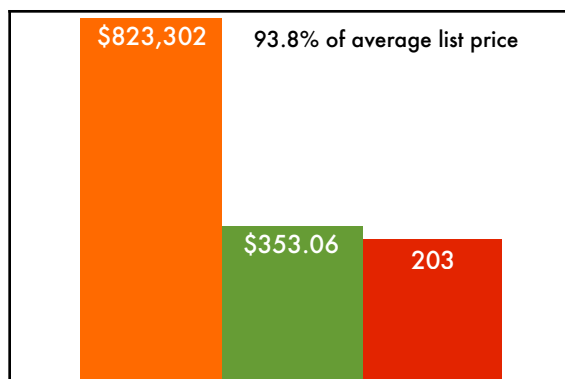
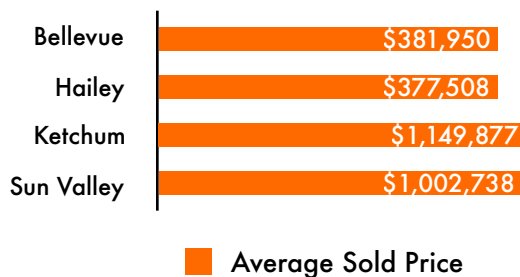
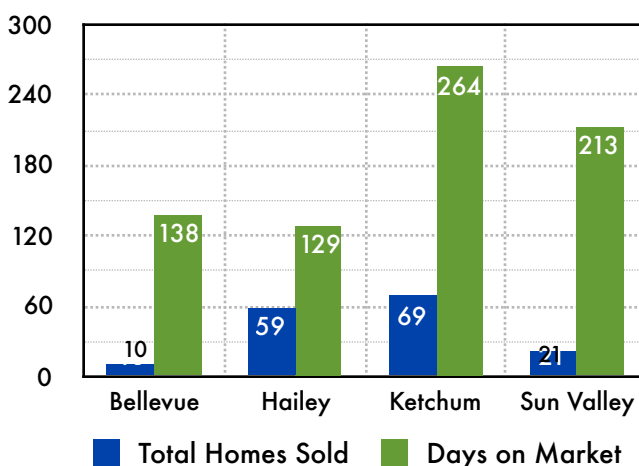


1469 Cottonwood Condo
Courtesy of Penny Leopold - Ralston Group



106 Village Way #3
Courtesy of Penny Leopold - Ralston Group

Bellevue, Hailey, Ketchum & Sun Valley During The Quarter



■ Blaine Co. Average Sold Price This Quarter
■ Blaine Co. Average Sold Price Per SQFT This Quarter
■ Blaine Co. Average Days on Market This Quarter

Bellevue, Hailey, Ketchum & Sun Valley

Ten single-family home/condo sales were recorded in Bellevue in the quarter at an average of 138 days on market and an average sales price of \$381,950. Hailey recorded the sale of 59 homes — average days on market of 129 and an average price of \$377,508 (\$207/SQFT). In Ketchum, 69 homes sold at an average sales price of \$1,149,877 (\$479/SQFT). Average days on market was 264. Sun Valley records indicated 21 home sales at an average price of \$1,002,738 (\$351/SQFT) and at an average of 213 days on market. In the quarter, 149 properties sold. Average sold price was \$832,302 (up 27.6% from a year ago). Homes averaged \$353/SQFT and 203 days on market. The lowest priced single-family home sold for \$112,000, with the highest sold price at \$5,875,000.

Multi-Family Housing

Near Downtown Boise

North Boise (Area 0100)

Average Sold Price: \$334,991
Average Sold Price/SQFT: \$159
11 Sold; Average DOM 21
Price Prior Yr: Up 2.7%

Northeast Boise (Area 0200)

Zero properties sold in 1Q2017

Southeast Boise (Area 0300)

Average Sold Price: \$271,067
Average Sold Price/SQFT: \$133
6 Sold; Average DOM 4
Price Prior Yr: Up 29.1%

Boise Bench (Area 0400)

Average Sold Price: \$287,815
Average Sold Price/SQFT: \$121
21 Sold; Average DOM 18
Price Prior Yr: Down 15.7%

The information provided in the Ralston Report was compiled from multiple sources including: Idaho's Intermountain Multiple Listing Service (MLS) and Sun Valley/Sawtooth MLS. The data is believed to be accurate and reliable, but cannot be warranted by Ralston Group Properties. The multi-family/residential income data (i.e., 2-plex, 3-plex, 4-plex, & apartments) provided in the table above was collected from the Intermountain MLS. Statistics for this quarter's Ralston Report were current at publication. Commercial data for Blaine County can be found on page 5 of this report. Multi-family/residential income data is not available for Blaine County.

Community Q&A

Melinda Kim

Q: Melinda - We are hearing a lot about wire fraud relative to closings. Can you share your thoughts on the subject?

Idaho is considered a "good funds" state for real estate transactions, which means home buyers must provide either a cashier's check or wire funds directly to the title company for closings. Historically, this has not been a problem, but with wire fraud on the rise, this has become more challenging.

The current wire fraud scam, somehow obtains email addresses of current buyers, and sends fraudulent wire instructions. These emails look official, and buyers can erroneously wire their funds to the fraudulent address.

In order to prevent this mishap, banks are taking steps to protect their clients. This is a good thing, but in some cases, banks have gone to extremes. In one recent example, a buyer was in Boise to purchase his new home, and his bank in California would not wire funds

nor issue a cashier's check, without him physically returning to California to initiate his wire transfer in person. Needless to say, this caused an unexpected delay for both the buyer and seller, as the closing was delayed several days.

Another approach buyers have tried is Electronic Funds Transfers (EFTs). With EFTs, buyers can electronically send funds through an ACH or Automated Clearing House, from their bank to the title company's bank. While this seems like a good option, title companies are not allowed to accept EFT's as these transfers can be cancelled for up to 10 days (similar to stopping payment on a check), opening the door to another form of fraud.

What's the take away in all of this? Buyers, and their agents, need to plan ahead for closing. Buyers should contact their banks ahead of time, to determine exactly what their specific wire procedures are, and the required timing. Prior to closing, buyers should obtain the wire instructions directly from their escrow officer or lender. And in the event they receive any "updated" wire instructions, they should confirm directly with the title company!



Melinda Kim is a leading Idaho lending expert. More about Melinda can be found on our website. Melinda earned her MBA

from Harvard Business School and BS degrees in Finance and Marketing from the University of Utah. [More about Melinda...](#)

Dan Kopp

Q: Dan - Should I have a home inspection on a new home?

It is a common misconception that if you are buying a new home, you don't need a third party inspection. If you feel like the city inspectors will find any issues that the home might have, there are a couple things to keep in mind.

City inspectors inspect the house in phases. For example, they inspect the floor framing before the floor sheathing is installed but they don't inspect it again at the end of the project. I often find floor joists that have been

cut and support studs that have been removed to make room for plumbing and ductwork during construction. These issues are not caught by the city inspector because the damage was done after their inspection of the floor framing.

The city inspectors do not crawl through the crawl area during their final inspection. I have found incomplete drain lines, incorrect electrical connections, incorrectly installed crawlspace ventilation, poorly installed vapor barrier, construction debris and even mold on the floor framing in brand new homes.

The city inspectors don't walk on the roof. I have found incorrect roof flashing and other issues on roofs that could lead to a leak.

The city inspectors don't go into the attic during their final inspection. Insulation companies are self-certified, which means that after they install the insulation, they post a certificate stating the insulation R-Value that they installed, and that is all that the city inspector looks for. I have inspected new homes that had passed all city inspections and did not have any insulation in the attic. It is also not uncommon to find attics that were

insulated but the insulation was not thick enough to meet current standards.

Even if your builder is providing a one-year warranty, don't let that stop you from getting an inspection, you might not know about the defects that your home has unless you do a complete inspection and know what to look for. If you didn't have your new home inspected and it's still under warranty, it's not too late to have it inspected so that you can have the builder make the repairs. If you don't, you may find yourself paying to have the repairs done when you sell the home after your warranty has expired.

Dan Kopp is a certified by the American Society of Home Inspectors, and has ~30 years of combined construction & home inspection experience.
[Read more about Dan and Valley Home Inspection](#)

"Bogey" Ralston



Did You Know?

Starting on August 5th, you must dial 10 digits to place calls in Idaho – including those to a local number. Why...? Because Idaho is adding a new area code (986). Existing phone numbers will not change. Calling three-digit services such as 911 (Emergency), 211 (Idaho Careline), 511 (Idaho Traveler Information or 811 (Digline) will not change.

HOWEVER, any equipment or system that uses pre-programmed numbers (e.g., alarm systems, medical alert devices, printers, etc.) may need to be re-programmed with the area code. Visit the PUC website at www.puc.idaho.gov for more details.

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Alicia Ralston | Owner - Broker

[Read about Alicia...](#)

Cell: 208-850-7638

Email: alicia@ralstongrp.com



Amy Berryhill

[Read about Amy...](#)

Cell: 208-890-2069

Email: amyberryhill@ralstongrp.com



Jill Donahue | Associate Broker

[Read about Jill...](#)

Cell: 208-861-5455

Email: jill@ralstongrp.com



Currie Bucher

[Read about Currie...](#)

Cell: 208-971-7767

Email: currie@ralstongrp.com



Scout O'Gara

[Read about Scout...](#)

Cell: 208-830-7111

Email: scout@ralstongrp.com



Paige Shafer

[Read about Paige...](#)

Cell: 208-841-8301

Email: paigeshafer@ralstongrp.com



Penny Leopold | Sun Valley

[Read about Penny...](#)

Cell: 208-309-1130

Email: penny@ralstongrp.com



David Ralston | Strategy

[Read about David...](#)

Cell: 208-761-5397

Email: dralston@ralstongrp.com

www.ralstongroupproperties.com