

## What Do You Really Know About Idaho?

This past year of the pandemic has offered a lot of time to reflect on those people, places and things dear to us. The cover story for this issue of the Ralston Report is about Idaho...the place we live, work, play, and possibly sometimes take for granted. Whether you just arrived or are a 5th generation Idahoan whose ancestors homesteaded here — this may be new information to some, or a reminder to others — we live in an incredible state with a unique history, a wealth of resources, great people, and immense appeal. What do you really know about Idaho?

**Early History — A Snapshot.** For millennia, Native American tribes such as the Nez Perce, Coeur d'Alene, Kootenai, Shoshone, Bannock and Blackfeet inhabited these lands.

While other non-native people inhabited the Northern Rockies, the first explorers of European descent to reach what later became known as Idaho were Meriwether Lewis and William Clark in 1805.

Part of an unorganized territory called Oregon Country, the area that became Idaho was disputed between the United States and Great Britain as to ownership. In 1846, the United States got undisputed control by the signing of the Oregon Treaty, leading to the boundaries of the Oregon Territory being formed in 1848. For a period, the boundaries and territory name changed several times, eventually becoming the Idaho Territory in 1863.

Non-native early settlers included Mormon pioneers, English, German,

Irish, Spanish, Mexican, Chinese, Japanese, African, Hawaiian and Basque immigrants.

The population grew substantially due to discoveries of gold and other natural resources, becoming the 43rd state on July 3rd, 1890.

**Resource Rich.** Humans depend on natural resources to survive and thrive — Idaho is incredibly fortunate to have ample diversity and amounts of both renewable and non-renewable resources.

**Water** — Idaho has an abundance of clean surface water and groundwater compared to many states including: 880 square miles of water surface area; over 2,000 lakes, 1,228 of which have been

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 an 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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named; 93,000 miles of streams and rivers, 8,491 of which are named; dozens of dams and reservoirs providing flood control, meeting growing irrigation/drinking water demands and hydroelectric power; and approximately 70 major aquifers.

The Snake River Plains Aquifer is roughly the size of Lake Erie, covering about 10,000 square miles of Idaho, starting near the Wyoming border. Given the arid nature of large portions of southeastern Idaho, the irrigation water from this aquifer is the primary resource that allows most agriculture and surrounding communities to exist.

**Land** – While 39th in population, Idaho is the 13th largest state in terms of land area. To give this perspective, Idaho is bigger than all of the New England states combined.

Of the 53.5 million acres that make up Idaho's land mass, the federal government manages 34.5 million acres, or greater than 60% of the state. Four primary agencies manage these lands, The Departments' of Interior, Agriculture, Defense and Energy. Interior's BLM controls 60% of the total and Agriculture's Forest Service approximately 25%. Of the total federal lands, 44 percent is reserved for grazing and 42 percent for forests and wildlife. Less than 5 percent of the total is for Defense or Energy.

Idaho's land mass is spectacularly diverse with mountains, deserts, canyons, plains and plateaus. This diversity is the key resource that drives much of the economic and recreational benefits we enjoy...agriculture, ranching/grazing, forest products, mining, power generation and a wide range of tourism and outdoor recreational pursuits. Further, the quality-of-life Idahoans enjoy have made it an ideal place for advanced manufacturing and higher technology companies to want to locate here.

**Interesting People.** Like our rich history and resources, Idaho has a wide range of interesting and even famous people. Courageous early settlers, high-impact political and business leaders, technology innovators, legendary athletes, renowned artists, and more. Examples include:

- Sacagawea, the Native American guide for explorers Lewis and Clark, was born in what is now Idaho;
- Military leaders and war heroes such as famous pilot and Medal of Honor winner Pappy Boyington in WWII;
- Prominent scientists and inventors such as Noble prize winner James Rainwater (Physics 1955) and Philo T. Farnsworth who pioneered early television technology;
- Controversial figures such as Mark Felt, former FBI executive who later was identified as "Deep Throat" during the Watergate investigation, and Captain Lloyd Bucher of the USS Pueblo whose ship was captured by N. Korea in 1968;
- Political leaders such as Frank Church, Cecil Andrus, Jim McClure, and former Governor of Alaska and Vice-Presidential candidate Sarah Palin;
- Innumerable top athletes like Olympic Gold Medalists Kristin Armstrong and Picabo Street, football stars like Larry Wilson, Jake Plummer and Leighton Vander Esch, and Baseball Hall of Famer Harmon Killebrew;
- Television personalities such as anchor and Presidential debate moderator ABC's Martha Raddatz. CNN and later FOX News' Lou Dobbs grew up in Rupert; and
- Artists – poet Ezra Pound, authors Edgar Rice Burroughs, Carol Ryrie Brink, Ted Trueblood and later in life, Ernest Hemingway, sculpture and renowned creator of Mount Rushmore, Gutzon Borglum, artist James Castle, actors Lana Turner and Aaron Paul, and musicians Curtis Stigers and Eilen Jewell.

## DID YOU KNOW?

- The State motto is "Esto Perpetua" from the Latin meaning "Be Eternal".
- Arco was the first city powered by Atomic Energy (July 1955)...and the nearby Idaho National Laboratory (in Idaho Falls) is the nation's lead laboratory for nuclear energy research, development and demonstration.
- The state's Capital building is on the only state capital in the US that is kept warm using a renewable source of energy – geothermal water.
- Idaho's state seal is the only one in the United States that was designed by a woman, Emma Edwards Green, in 1891.
- In 1896, Idaho became the fourth state in the nation to give women the right to vote.
- In 1972, Idaho became the first state in the Nation to ratify the Equal Rights Amendment.
- The Frank Church River of No Return Wilderness is the largest in the lower 48 states – 2.3 million acres of backcountry, five wilderness areas and four national forests totaling 5.5 million acres.
- Shoshone Falls near Twin Falls drops 52 feet further than Niagara Falls!

## DID YOU KNOW?

- Hells Canyon, the deepest gorge in North America, plunges 7,913 feet.
- Referred to as the Gem State – 72 types of precious stones are found here including the star garnet – a gem that is only found in two places in the world, India and Idaho.
- Sun Valley is recognized as the home of America's first destination ski resort. The first alpine chairlift used was in Sun Valley (in 1936, the fee was 25 cents per ride).
- For you real estate geeks... The city of Meridian, Idaho lies directly on the meridian and is a namesake of the meridian. The Boise meridian, adopted in 1867, is one of the 35 principal meridians of the Public Land Survey System of the United States. The Boise meridian governs all land surveys in the state of Idaho.
- Idaho voted for a Democratic presidential candidate in 1964 – Lyndon B Johnson.
- Idaho was the first state in the nation to elect a Jewish governor; Moses Alexander was elected in 1914 and re-elected in 1916.
- 13 states are split into two time zones and Idaho is one of them; note that the area above the Salmon River is part of the Pacific Time Zone.
- Lake Pend Oreille is the largest in the state with a surface area of 180 square miles and the deepest at 1,158 feet. So deep in fact, that it hosts the U.S. Navy's Acoustic Research Detachment where new submarine and surface ships shapes and subsystems are tested in sub-scale environments that mimics the ocean. There are only four deeper lakes in the nation.
- Between 1900 and 1920 a large number of Basque immigrants came to Idaho from the Pyrenees to work as shepherders. Today, Boise has the largest Basque community in the United States.
- Idaho grows about one third of the U.S. potato crop and produces about 85% of all commercial trout sold in the nation. Hops and lentil production is also a major growth source for Idaho farmers.
- Birds of Prey Wildlife Area is home to the world's most dense population of nesting eagles, hawks and falcons.

**Appeal.** So why is Idaho so appealing to so many? Our history, natural resources and people play a big part, but there is so much more to enjoy:

- ☑ Urban/metro appeal in places like Boise and the broader Treasure Valley, Idaho Falls, Pocatello, Coeur d'Alene, etc.;
- ☑ Vibrant and diverse economy with a friendly business start-up environment including Right-to-Work and attractive tax incentives and workforce;
- ☑ Strong and ever-improving higher education opportunities;
- ☑ Unparalleled outdoor recreation access and gateways to amazing places like the Frank Church Wilderness Area and Yellowstone National Park; and
- ☑ 23 State Parks, 1 State Forest, 1 National Reserve, 10 National Forests, 1 National Historic Site, 1 National Historic Park, 6 National Wildlife Refuges, 1 National Recreation Area, 1 National Monument, etc.

**Idaho — Home Sweet Home.** Over the past few years, everyday life at times seems to have been overshadowed by angry and divisive politics, the latest breathless "Breaking News" story, and for the last 12 months the Covid 19 pandemic. Anxiety, uncertainty, and even a national or global PTSD over the virus have in one way or another touched all of us. But through it all, Idahoans have been fortunate, some would say blessed, to live in our beautiful state rich with history, resources and many, many good people. We've all heard the old adage in real estate, "it's location, location, location...". In terms of location, Idaho is pretty darn close to perfect. Your friends here at Ralston Group just wanted to give you this gentle reminder during these distressful times, that Idaho is home sweet home. To a better year ahead!

*NOTE: Information above was obtained from public and hopefully reliable sources but was not fact-checked by Ralston Group.*

## Market Update - Ada Co.

<b>Residential Single-Family Homes - Ada County</b> <b>Statistics referenced herein are for single-family homes – unless otherwise noted – the numbers below do not include condominiums/townhouses. The statistics on Pages 5-9 do include condominiums &amp; townhouses.</b>		<b>4Q2020</b> Oct-Nov-Dec
Average Sold Price		\$491,565
Average Sold Price Compared to Prior Year Same Quarter		up 22.2%
Average Days on Market (DOM)		19
Total Dollar Volume		\$1.4 Billion
Total Dollar Volume Compared to Prior Year Same Quarter		up 27.4%
New Construction Sold Based On # of Units		34.0%
Existing Homes Sold Based On # of Units		66.0%

### Single-Family Home Average Sold Price Up 16% from 2019

In the quarter, the average single-family home sales (i.e., sold) price in Ada County increased 22.2% from a year ago (4Q2019) to \$491,565. The average sold price was up 15.6% over the entire year — 2019 to 2020 increase.

The total number of homes sold was up 4.2% from a year ago; new homes sold up 5.0%. Total dollar volume of new construction was up 10.5%. New construction accounted for 34.0% of sales, and existing homes the remaining 66.0%. The average sold price of new construction was up 5.3% from a year ago.

The number of existing homes sold in the quarter was up 3.8% from this same quarter last year. Total dollar volume of existing homes sold was up 37.5% from a year ago. Existing home sold price was up 32.4% from a year ago.

The quarter's dollar volume for single-family homes in Ada County was \$1.4 billion compared to \$1.1 billion a year ago – a 27.4% increase. A total of 2,799 units sold (existing and new construction) in the quarter. Days on market was 19 compared to 43 days on market a year ago.

Lack of inventory continues to be a challenge for buyers.

21 Boise downtown condos sold at avg. of \$443/SQFT

#### **# of res. lots sold & price**

N Boise: 18 (\$365,461)  
NE Boise: 11 (\$364,309)  
SE Boise: 1 (\$275,000)  
The Bench: 1 (\$60,000)  
NW Boise: 15 (\$343,893)  
Eagle: 70 (\$333,631)  
N Meridian: 2 (\$347,250)  
Star: 2 (\$1,130,000)\*  
Caldwell: 16 (\$146,368)

\*Star included the sale of a 31-acre parcel for \$1.9M

## Market Update - Blaine Co.

<b>Residential &amp; Commercial - Blaine County</b> <small>NOTE: Blaine Co. is defined as Hailey, Ketchum &amp; Sun Valley in the table below. Bellevue has not been included. Bellevue statistics are included on page 9</small>		<b>4Q2020</b> <small>Oct-Nov-Dec</small>
Average Sold Price Single-Family Home (INCLUDES CONDOS & TOWNHOUSES)		\$1,177,409
Average Sold Price Single-Family Compared to Prior Year Same Quarter		up 16.5%
Average Days on Market Single-Family		126
Total Dollar Volume Single-Family		\$257.9 Million
Total Dollar Volume Single-Family Compared to Prior Year Same Quarter		up 83.5%
Average Sold Price Condominium/Townhouse (ONLY)		\$844,737
Average Days on Market Condominium/Townhouse		129
Total Dollar Volume Condominium/Townhouse		\$113.2 Million
Average Sold Price Condo/Townhouse Compared to Prior Year Same Quarter		up 39.2%
Average Sold Price Commercial		\$862,312
Average Days on Market Commercial		201
Total Dollar Volume Commercial		\$13.8 Million
Total Dollar Volume Commercial Compared to Prior Year Same Quarter		up 169.3%

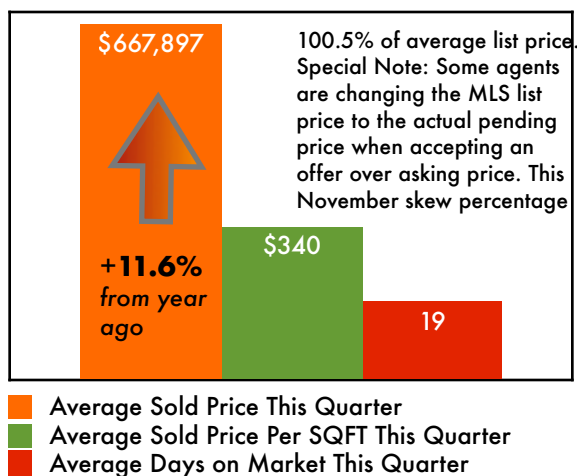
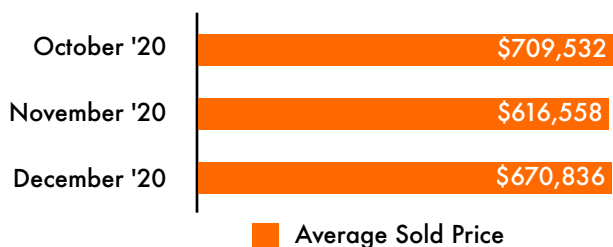
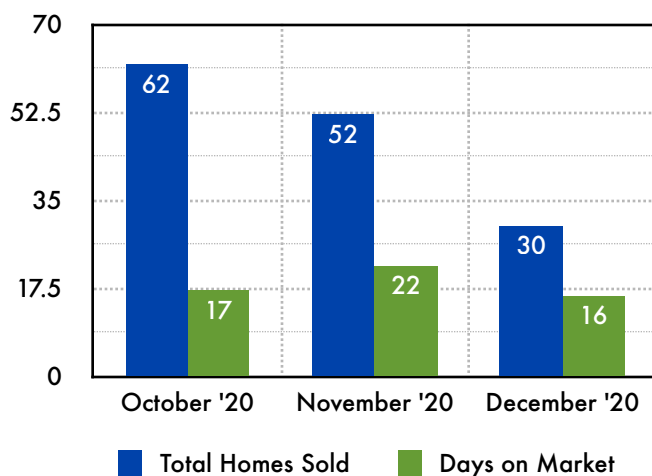
### 4Q2020: Upward Trend Continues

This quarter's records indicate that 220 single-family homes sold at an average of \$489/SQFT – average sold price was up 16.5% from a year ago. One hundred thirty-four (134) of the 220 single-family homes were condominiums/townhouses, selling at an average of \$485/SQFT; dollar volume of condos and townhouses was up 191.4% – sold price up 39.2%. "Residential" land, which is not included in the data above or that follows, included 64 sold properties at an average sold price of \$374,497; the properties averaged 426 days on market. Total dollar volume of land was \$24.0 million. Average sold price of "residential" land was up 3.8% from a year ago. Sixteen commercial properties sold at an average of \$862,312. The average sold price was up 85.1%; total dollar volume up 169.3%. Days on market was 201 compared to 320 a year ago. 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.

## North Boise

In October, 62 single-family homes sold in North Boise with an average days on market of 17 and at an average price of \$709,532. Fifty-two homes sold in November at an average sales price of \$616,558 (22 days on market), and 30 homes sold in December at 16 days on market (average sold price \$670,836). The highest sold price recorded in North Boise was \$2,399,000, with a lowest recorded sale of \$220,000. During the quarter, 144 properties sold averaging 19 days on market. Sold price in North Boise was up 11.6% from a year ago to \$667,897 (\$340/SQFT).

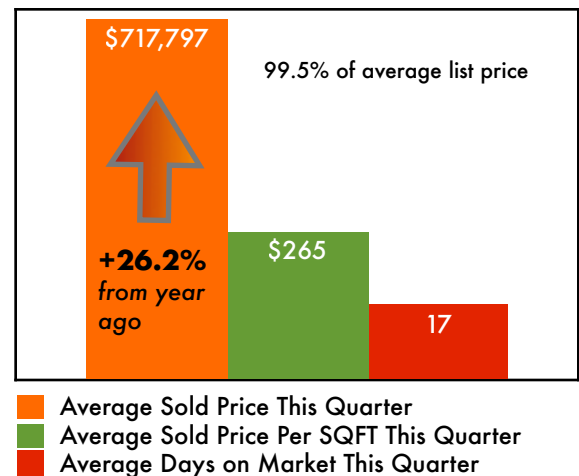
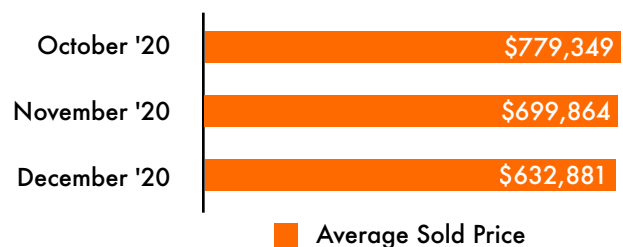
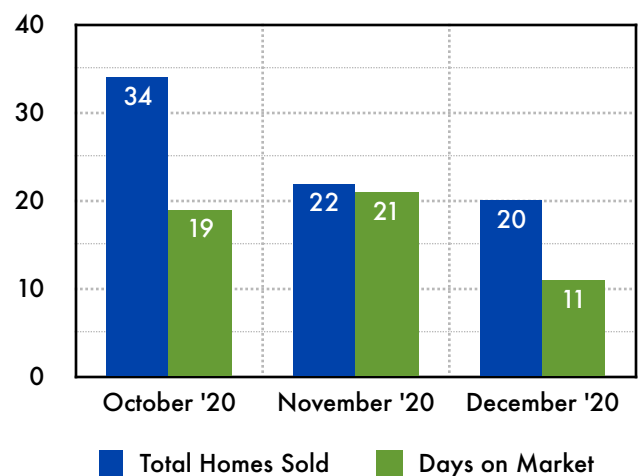
North Boise (Area 100)



## Northeast Boise

In October, 34 single-family homes sold in Northeast Boise with an average days on market of 19 and at an average price of \$779,349. November included the sale of 22 homes at an average sales price of \$699,864 (21 days on market), and 20 homes sold in December at 11 days on market. Average sold price in December was \$632,881. The highest sold price recorded in Northeast Boise was \$2,050,000, with a lowest recorded sale of \$260,000. During the quarter, Northeast Boise recorded 76 home sales at an average of 17 days on market. Sold price in Northeast Boise was \$717,797 (\$265/SQFT) – up 26.2% from a year ago.

Northeast Boise (Area 200)

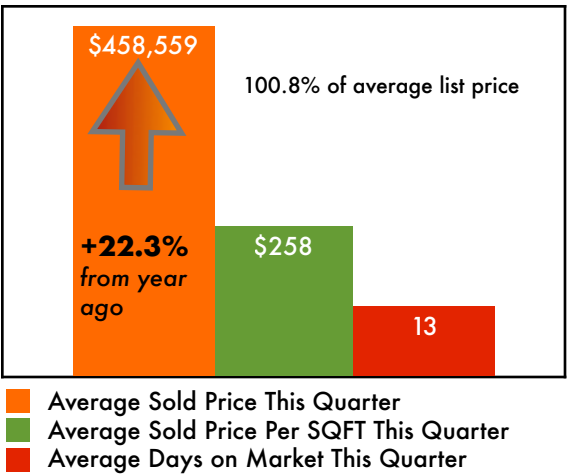
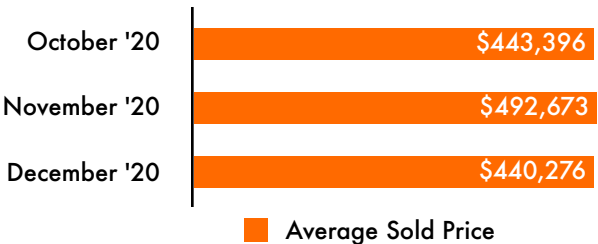
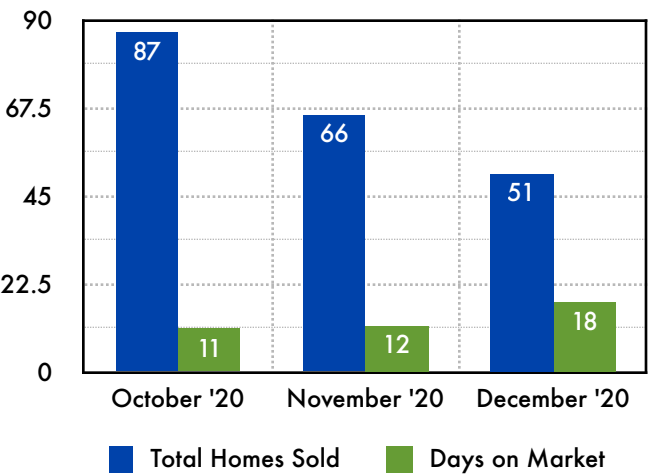




## Southeast Boise

In October, 87 single-family homes sold in Southeast Boise with an average days on market of 11 and at an average price of \$443,396. In November, 66 homes sold at an average sales price of \$492,673 (12 days on market), and 51 homes sold in December at 18 days on market. Average sold price was \$440,276. The highest sold price recorded in Southeast Boise was \$3,998,000, with a lowest recorded sale of \$195,000. During the quarter, Southeast Boise recorded the sale of 204 homes. Sold price in Southeast Boise was up 22.3% from the prior year to \$458,559 (\$258/SQFT), and homes averaged 13 days on market.

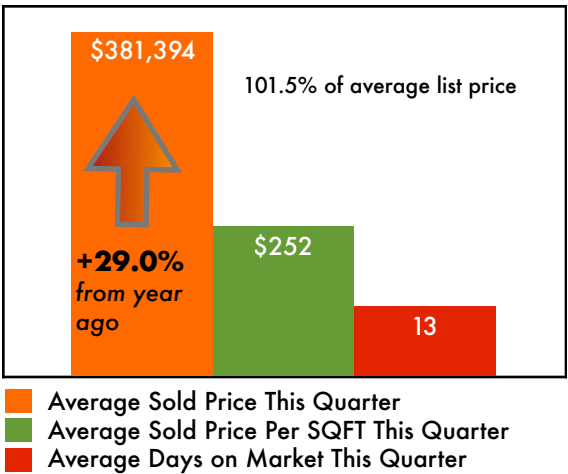
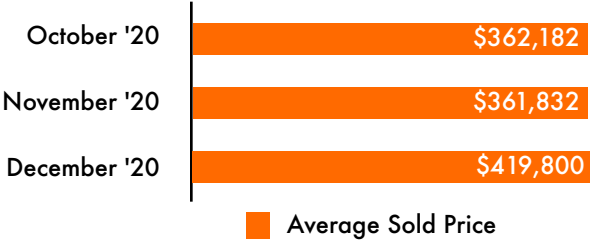
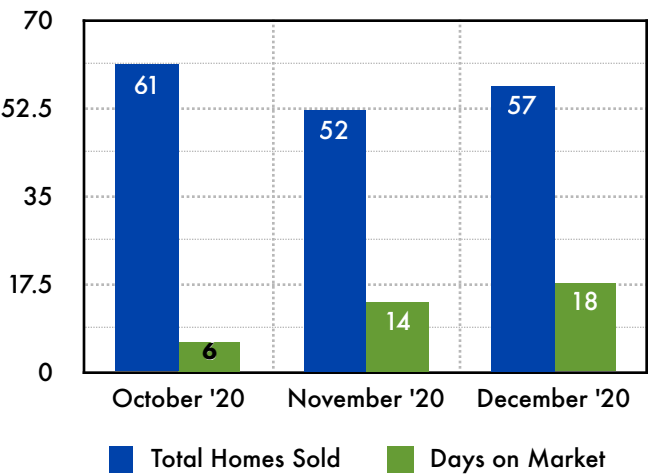
Southeast Boise (Area 300)



## Boise Bench

In October, 61 single-family homes sold on the Boise Bench with an average days on market of 6 and at an average price of \$362,182. Fifty-two homes sold in November at an average sales price of \$361,832 (14 days on market), and 57 homes sold in December at 18 days on market. Average price was \$419,800. The highest sold price recorded on the Boise Bench was \$1,275,000, with a lowest recorded sale of \$170,000. During the quarter, the Bench recorded the sale of 170 homes. Average sold price was up 29.0% from the previous year. Average sold price was \$381,394 (\$252/SQFT), at 13 days on market.

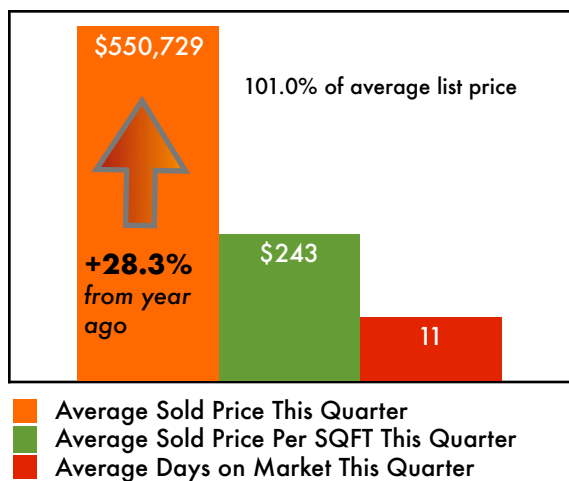
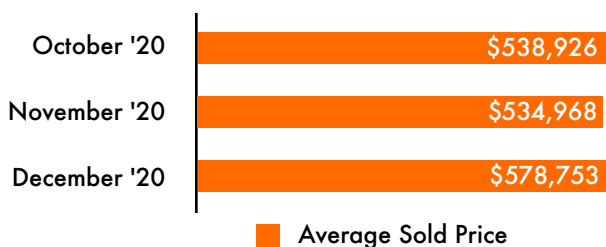
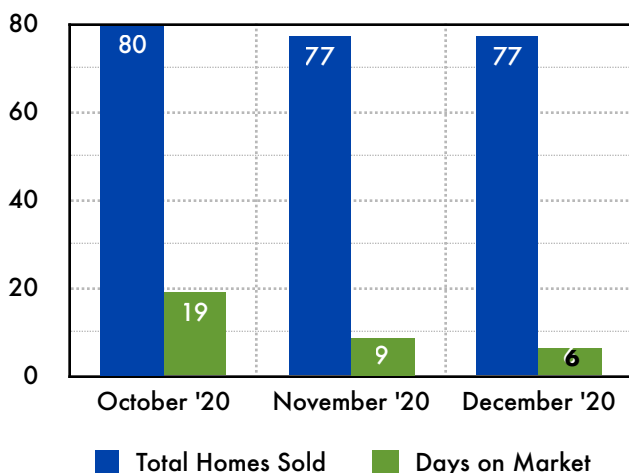
Boise Bench (Area 400)



## Northwest Boise

In October, 80 single-family homes sold in Northwest Boise with an average days on market of 19 and at an average price of \$538,926. Seventy-seven homes sold in November at an average sales price of \$534,968 (9 days on market), and 77 homes sold in December at 6 days on market, with an average price of \$578,753. The highest sold price recorded in Northwest Boise was \$1,700,000, with a lowest recorded sale of \$230,000. During the quarter, 234 homes sold. Average sold price was up 28.3% from the previous year in Northwest Boise. Average sold price was \$550,729 (\$243/SQFT). Homes averaged 11 days on market.

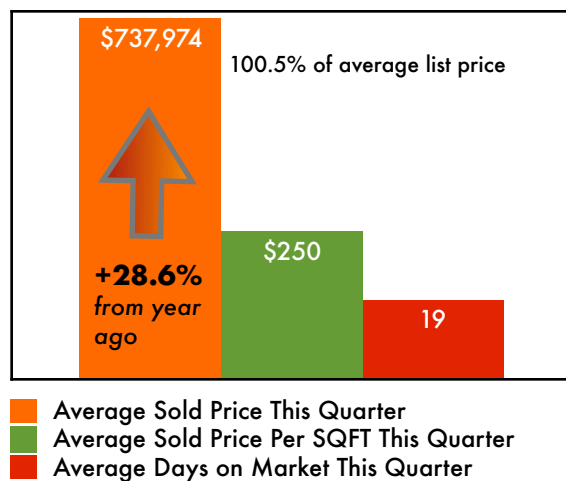
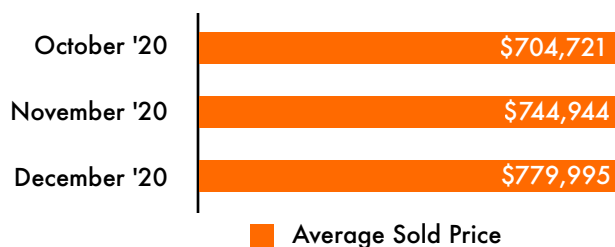
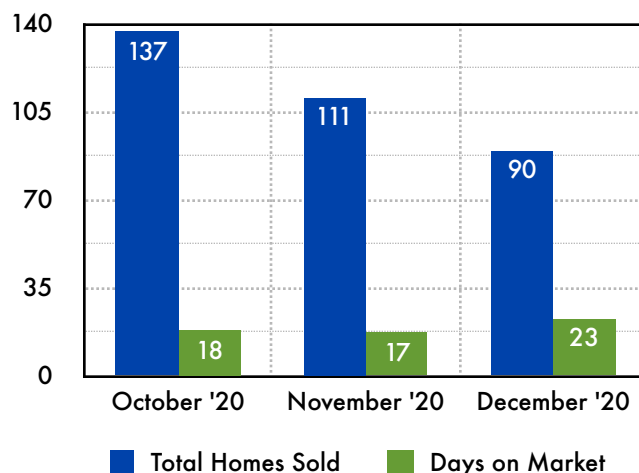
Northwest Boise (Area 800)



## Eagle

In October, 137 single-family homes sold in Eagle with an average days on market of 18 and at an average price of \$704,721. One hundred eleven homes sold in November at an average price of \$744,944 (17 days on market), and 90 homes sold in December at 23 days on market. Average sold price in December was \$779,995. The highest sold price recorded in Eagle was \$3,935,000, with a lowest recorded sale of \$204,000. During the quarter, 338 homes sold. Average sold price in Eagle was \$737,974 – up 28.6% from a year ago. Price per square foot price was \$250, with properties averaging 19 days on market.

Eagle (Area 900)

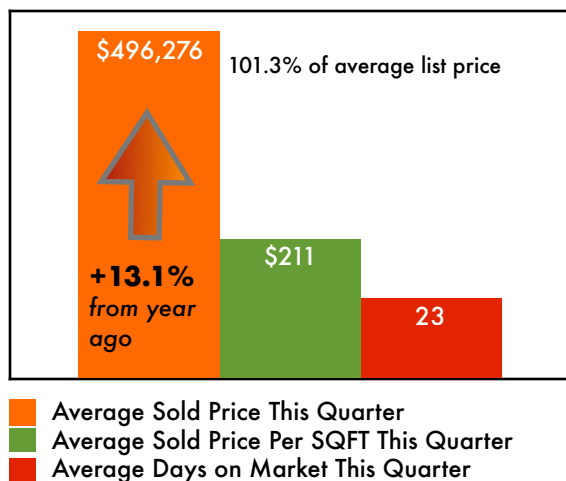
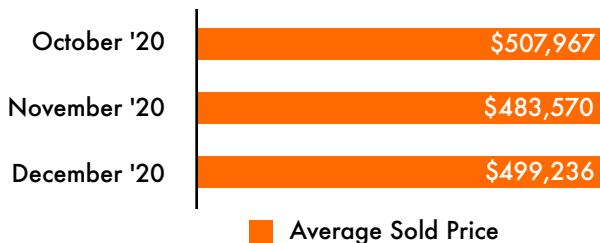
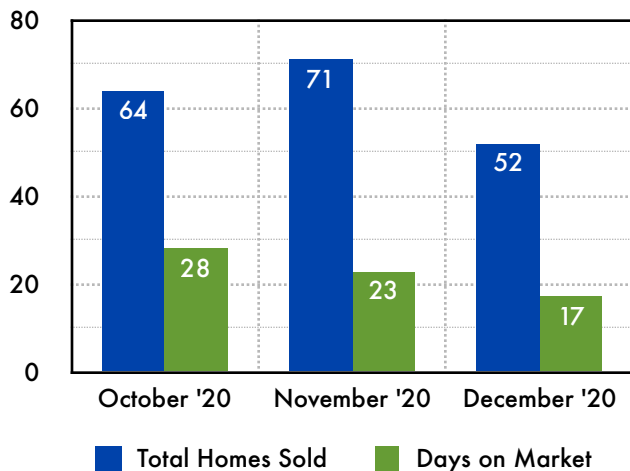




## Star

In October, 64 single-family homes sold in Star with an average days on market of 28 and at an average price of \$507,967. Seventy-one homes sold in November at an average price of \$483,570 (23 days on market), and 52 homes sold in December at 17 days on market. Average sold price in December was \$499,236. The highest sold price recorded in Star was \$1,350,000, with a lowest recorded sale of \$189,000. During the quarter, 187 homes sold. Average sold price in Star was \$496,276 – up 13.1% from a year ago. Price per square foot price was \$211, with properties averaging 23 days on market.

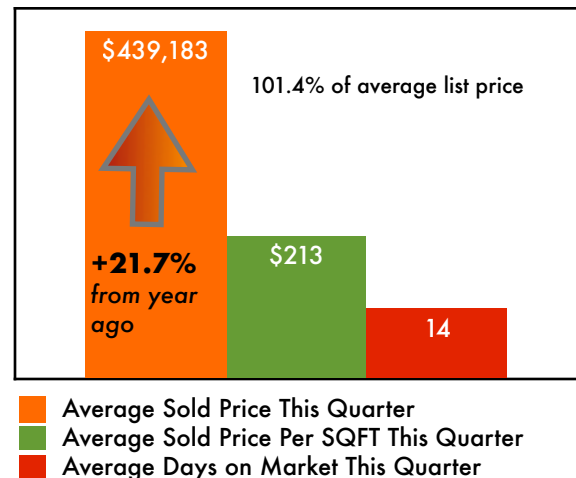
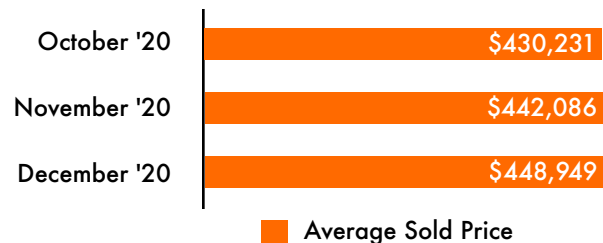
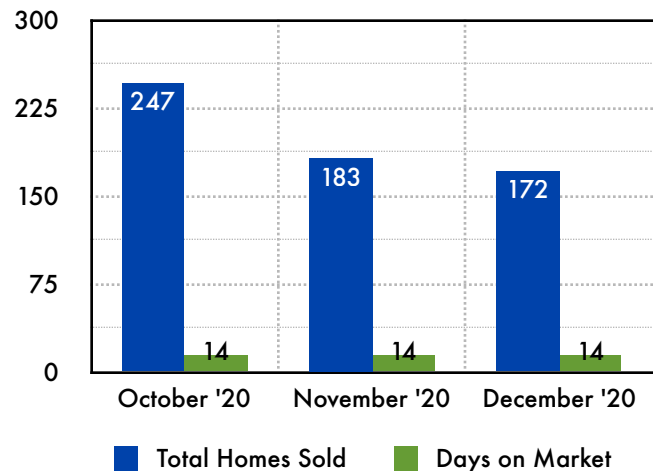
Star (Area 950)



## North Meridian

In October, 247 single-family homes sold in North Meridian with an average days on market of 14 and at an average price of \$430,231. One hundred eighty-three homes sold in November at an average sales price of \$442,086 (14 days on market), and 172 homes sold in December at 14 days on market, with an average price of \$448,949. The highest sold price recorded in North Meridian was \$4,000,000, with a lowest recorded sale of \$175,000. During the quarter, 602 homes sold. Average sold price was up 21.7% from the previous year in North Meridian. Average sold price was \$439,183 (\$213/SQFT). Homes averaged 14 days on market.

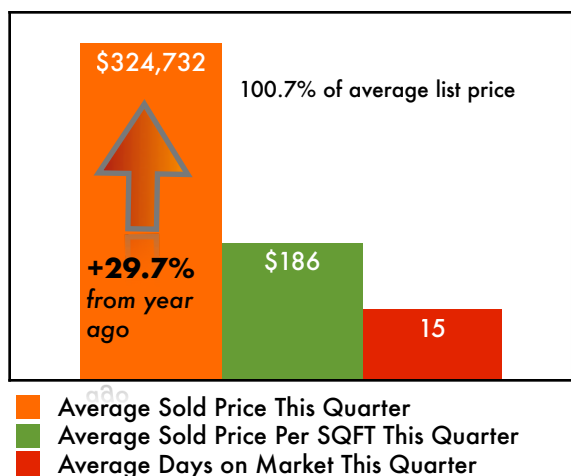
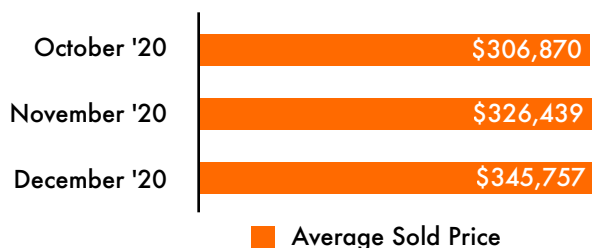
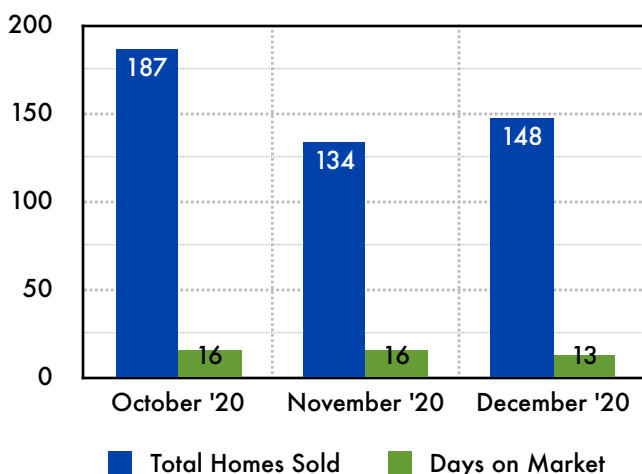
North Meridian (Areas 1020+1030)



## Caldwell

In October, 187 single-family homes sold in Caldwell with an average days on market at 16 and at an average price of \$306,870. One hundred thirty-four homes sold in November at an average price of \$326,439 (16 days on market), and 148 homes sold in December at 13 days on market; average sold price was \$345,757. The highest sold price recorded in Caldwell was \$1,450,000; lowest recorded sale was \$139,000. During the quarter, 469 homes sold. Average sold price in Caldwell was \$324,732 – up 29.7% from a year ago. Price per square foot price was \$186, with properties averaging 15 days on market.

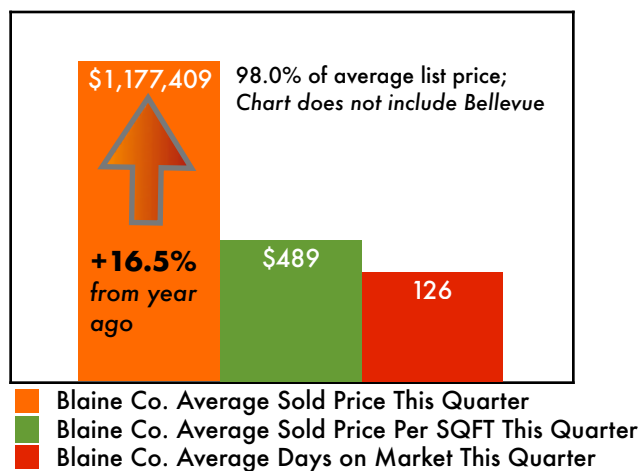
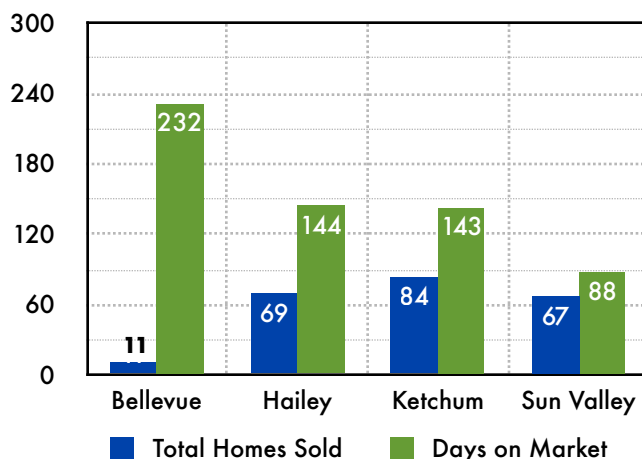
Caldwell (Areas 1275+1280)



## Bellevue, Hailey, Ketchum & Sun Valley

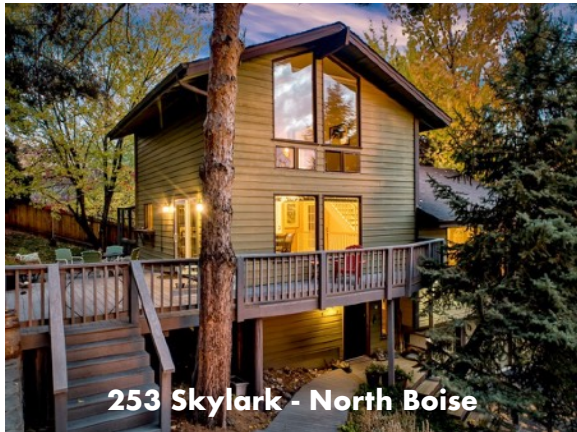
Eleven single-family homes sold in Bellevue at an average of 232 days on market and a price of \$471,545 (\$278/SQFT). Hailey recorded the sale of 69 homes – average days on market 144 and an average price \$520,530 (\$280/SQFT). In Ketchum, 84 homes sold at an average of \$1,668,183 (\$637/SQFT). Average days on market was 143. Sun Valley records indicated 67 homes sold – average price \$1,245,923 (\$520/SQFT) and 88 days on market. In the quarter, 220 properties sold in the County (excluding Bellevue). Average sold price was \$1,177,409 (up 16.5% from a year ago). Homes averaged \$489/SQFT and 126 days on market. Highest sold price was \$11,000,000.

Bellevue, Hailey, Ketchum & Sun Valley





Representative Ralston Group client homes or land sold in the quarter...



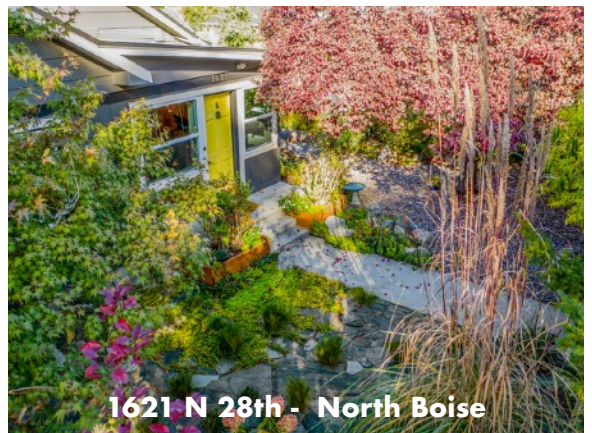
**253 Skylark - North Boise**



**9902 N Bogus Basin - North Boise**



**1009 N 6th - North Boise**



**1621 N 28th - North Boise**



**808 E Cloverhill - Eagle**



**3858 W Crossley - Eagle**



**2748 E Van Ofer - NE Meridian**



**1426 Cottonwood - Sun Valley**



## Multi-Family Housing

### North Boise (Area 0100)



Average Sold Price: \$567,833  
Average Sold Price/SQFT: \$251  
6 Sold; Average DOM 39  
Price Prior Yr: **Up 11.0%**

### Northeast Boise (Area 0200)



Average Sold Price: \$527,500  
Average Sold Price/SQFT: \$281  
2 Sold; Average DOM 7  
Price Prior Yr: **Down 17.6%**

### Southeast Boise (Area 0300)



Average Sold Price: \$495,714  
Average Sold Price/SQFT: \$239  
7 Sold; Average DOM 2  
Price Prior Yr: **Down 5.8%**

## Near Downtown Boise

### Boise Bench (Area 0400)



Average Sold Price: \$529,308  
Average Sold Price/SQFT: \$197  
19 Sold; Average DOM 22  
Price Prior Yr: **Up 20.1%**

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 4 of this report. Multi-family/residential income data is not provided for Blaine County.

## Community Q&A

### Melinda McCaslin

#### Q: Will rates go even lower in 2021?

While answering this question is essentially the same as predicting the stock market (both nearly impossible), the Feds have given us a few clues. Headlines from their policy meeting on January 27th showed they are staying the course for now, keeping rates low to help the economy rebound:

*\*FED HOLDS RATES NEAR ZERO, REPEATS BOND BUYING GUIDANCE*

*\*FED SAYS PACE OF ECONOMIC RECOVERY, EMPLOYMENT HAS MODERATED*

As expected, the Fed held interest rates at their current levels, and offered that the "path of the economy will depend significantly on the course of virus", adding "including progress on vaccinations." Further, the health crisis "continues to weigh on economic activity" rather than "will continue" previously... suggesting the risks to the economy have become more open ended. Indeed, interest rates are one of

the key levers the Feds use to try to jump start the economy, and they showed no signs of changing this policy. While I can't imagine rates going even lower than they are now, I do expect we'll continue to enjoy extremely low rates well into 2021.

#### Q: Should we wait for the market to come back down before purchasing a home?

The Treasure Valley market, and indeed all of Idaho, has seen unprecedented demand, and continued inventory shortages for some time. While this market can be very frustrating for buyers trying to get into a home, I don't expect values to soften anytime soon. Idaho continues to see people moving into our State from all over the United States – many can now work remotely and live where they choose. Combined with Idaho's relatively strong job market, housing demand is strong not only in the Treasure Valley, but other parts of Idaho as well. The resort areas of McCall and Sun Valley have also experienced

tremendous growth and market appreciation, leading to multiple offers on homes at every price point. We have enough of an inventory backlog that it's going to take significant new construction to reach a normal equilibrium. While I'm hopeful we may see the month-over-month appreciation in home prices slow, I don't expect it to flatten, let alone reverse course, for quite sometime.



Melinda McCaslin is a leading Idaho lending expert. Melinda earned her MBA from Harvard Business School

and BS degrees in Finance and Marketing from the University of Utah. Melinda November be reached at 208-631-9194 or [melindam@rate.com](mailto:melindam@rate.com).

"Bogey" Ralston



## Did You Know?

There is considerable debate and even confusion where the name "Idaho" came from. Many assume its origin is tied to a Native American word that loosely means "gem in the mountains". However, many historians link it to a Philadelphia born doctor named George Willing who as an aspiring politician in the Colorado Territory basically just made up the word. Later a steamboat on the Columbia River was named Idaho, and over time, the word just stuck.

*p.s. Read about Marla Covey on next page!*

### A TRADITION OF TRUST

Independent and locally owned/operated, Ralston Group Properties (Ralston Group) challenges the status quo within the real estate industry. This vibrant, "boutique" brokerage is grounded in the belief that creating long-term, trust-based relationships and always serving the client's needs first, is both good business and the right thing to do. Five words define this residential and commercial real estate firm:

**Trust + Heart + Experience + Advocates + Thinkers.**

In Boise, Ralston Group specializes in and around the downtown including the North End, Highlands, Foothills, East Side (North & South), West End, and the Bench. Ralston Group also has significant expertise in Eagle, Meridian and surrounding areas, and is often asked to partner on unique projects including investment properties, remote ranches, vineyards and sustainable design/builds. Ralston Group serves both residential and commercial real estate markets in the Wood River Valley. With offices in downtown Boise and Ketchum, their agents are handpicked and represent the very best in the industry and in the community. Ralston Group doesn't aspire to be the biggest – it does aspire to be the best.

Ralston Group... A Tradition of Trust.

Please note that the Ralston Group Properties phone App is being revamped and is scheduled to be back in the App Store this coming Spring



THANK YOU FOR YOUR CONTINUED ADVOCACY AND REFERRALS.

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