



## Idaho's Precious Natural Resource – WATER!

As we hit the peak of summer heat, all of us are reminded of the importance of water in our daily lives. Virtually everything we do links us to water. This photo of a glass of drinking water — something very easy to take for granted — is intended to serve as a reminder just how precious a resource water is.

With so many people moving to Idaho, this quarter's Ralston Report cover story is purposely a repeat from our 2014 2nd quarter issue. As our communities continue to experience explosive growth, we thought it might be a good idea to inform new residents and remind long-time Idahoans that water conservation is important to preserve our incredible way of life.

Living here, we're fortunate beneficiaries of the rivers, lakes, streams, and snow-pack that we depend on for our personal use, irrigation, and for much of our recreation. In 2001, then Governor Kempthorne stated "that high wholesale power prices and low snow-pack and reservoir levels have set the stage for an energy and water supply shortage in Idaho." Kempthorne urged businesses and consumers to take conservation steps "to deal with the energy and water challenges we face here in Idaho." Fast forward to 2018. The Boise metro area is roughly 710,000 people compared to ~490,000 people in 2001.

Water is essential to sustain life — we can't live very long without it. Its availability impacts our quality of life, and

has profound implications for the health of our economy and ecosystem. Whether living in a downtown condo, in a subdivision, or on a ranch — whether serviced by a public water system or a well — availability of water touches everyone. Continued scarcity, whether attributed to climate change or normal dry cycles, will effect the cost of food, energy, recreation (boating, fishing, skiing, whitewater rafting — our Idaho lifestyle), and many other things including over time potentially impacting the value and livability of your real estate.

*Continued on page 2*

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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Idaho isn't immune to the western drought. In 2016, Idaho Department of Water Resources (IDWR) issued drought declarations (signed by the Governor) in Custer, Jefferson and Lemhi counties. This isn't meant to instill fear, but rather to inform. The media gives us enough to worry about on a daily basis, but with much of the west in extended drought and growing evidence of climate change, Idahoans should take note.

When we asked a representative of IDWR what he felt was important for soon-to-be new Idahoans and existing Idahoans, he stated that, "When purchasing a piece of land it's extremely important to examine and research the properties potential water issues. I'm shocked at the number of people we get calls from that do not do this until after they've purchased the property and there's an issue. People don't think about water. I think they take it for granted." He also shared that, "People in Boise need to understand that the municipalities delivering public water are all taking it out of the same aquifer system, and that aquifer system is linked to the Boise River. We (IDWR) are still trying to understand the link between Idaho's groundwater and surface water."

The average person uses more than 60 gallons of water each day inside the home. Most of the water is used in toilets, washing machines and showers. On average, leaks comprise 10% of water use. Add outdoor activities such as watering your lawn, washing your car and gardening and you use considerably more water – approximately 180 gallons per day. Simple water conservation methods can reduce residential water use significantly. The average household can readily reduce water wasted through leaks by 77%. Installing ultra low-flow toilets can reduce your usage by 43%. You can also reduce your usage by 34% by washing full loads of clothes and dishes, and taking shorter showers or installing a low-flow shower head (18%). Reducing water use saves energy and money. As population and demand increases, supplies are not necessarily increasing. We shouldn't think for a second that this doesn't affect all of us. People in towns across the west will tell you that lack of water is much more than just an inconvenience. Intelligent water stewardship is of critical importance to our community, state, and region, and it begins with each of us as individuals. Our small steps make a difference. Water conservation is both good economics, and it's the right thing to do.

**Alicia Ralston**

### Water Conservation Tips:

- ✓ Keep drinking water in the refrigerator instead of letting the faucet run until water is cool
- ✓ Wash fruits & veggies in a basin. Use a vegetable brush
- ✓ If washing dishes by hand, use a dishpan for rinsing dishes
- ✓ Scrape, rather than rinse, dishes before loading into the dishwasher
- ✓ Operate the dishwasher only when completely full
- ✓ Don't let water run while shaving or brushing teeth
- ✓ Keep your shower under 5 mins – turn off water while soaping or shampooing
- ✓ Sweep drives, sidewalks, porches rather than hosing off
- ✓ When using a hose, control flow with an automatic shut-off nozzle
- ✓ Consider using a commercial carwash that recycles water vs. washing your car at home
- ✓ Repair all leaks – a slow leaky faucet can waste 100 gallons of water per day
- ✓ If you have a pool, consider water-saving filters, lowering water level to reduce amount splashed out, a pool cover to reduce evaporation when not in use, & using a grease pencil to check for leaks
- ✓ Install ultra-low flow toilets and low-flow aerators and shower heads
- ✓ Consider purchasing a high efficiency washing machine that can save 50%+ in water & energy use
- ✓ Use native plants and low-water-use landscaping – consider xeriscaping!
- ✓ Water during the coolest part of the day and use mulch to reduce evaporation
- ✓ Periodically check your sprinklers for leaks and adjust for seasonal conditions
- ✓ Reuse water as much as possible

## RESIDENTIAL WATER USAGE

Toilets 25% – Clothes Washers 23% – Showers 19% – Faucets 16% – Leaks 10% – Baths/Dishwashers 4%

SOURCE: EPA

## DID YOU KNOW?

- ❖ The average human body is made of 50 to 65 percent water.
- ❖ Newborn babies have even more, ringing in at 78 percent water.
- ❖ There is about 332,500,000 cubic miles of water on earth – only one-hundredth of one percent of the world's water is readily available for human use.
- ❖ Water covers 70.9 percent of the planet's surface.
- ❖ 97 percent of the water on Earth is salt water.
- ❖ The water found in the Earth's lakes, rivers, streams, ponds, swamps, etc. accounts for only 0.3 percent of the world's fresh water. The rest is trapped in glaciers or is in the ground.
- ❖ ~400 billion gallons of water are used in the United States per day; nearly half of that is used for thermoelectric power generation.
- ❖ In a year, the average American residence uses over 100,000 gallons.
- ❖ The average faucet releases 2 gallons of water per minute, you can save up to four gallons of water every morning by turning off the tap while you brush your teeth.
- ❖ A running toilet can waste up to 200 gallons of water each day.
- ❖ At one drip per second, a faucet can leak 3,000 gallons in a year.
- ❖ A bath uses up to 70 gallons of water; a five-minute shower uses 10 to 25 gallons.
- ❖ On average, an American resident uses about 100 gallons of water per day.
- ❖ On average, a European resident uses about 50 gallons of water per day.
- ❖ It takes 0.26 gallons of water to irrigate one calorie of food.
- ❖ Yet it takes 26 gallons for one calorie of food when water is used inefficiently.
- ❖ It takes 2.6 gallons of water to make a sheet of paper.
- ❖ It takes 6.3 gallons of water to make 17 ounces of plastic.
- ❖ It takes 924 gallons of water to produce 2.2 pounds of rice.
- ❖ It takes 2,641 gallons of water to make a pair of jeans.
- ❖ It takes 3,962 gallons of water to produce 2.2 pounds of beef.
- ❖ It takes 39,090 gallons of water to manufacture a new car.

Sources: UN World Water Day; EPA Water Sense; EPA Water

## IDAHO WATER FACTS

- ❖ State Water Surface Area - 880 Square Miles
- ❖ Number of Lakes - More than 2,000 – 1,228 of which have been named
- ❖ Largest Lake - Pend Oreille – 148 Square Miles
- ❖ Deepest Lake - Pend Oreille – sounded to a depth of 1,140 feet
- ❖ Highest Waterfall - Big Fiddler Creek, South Fork Boise River – 600 feet
- ❖ Miles of Streams and Rivers - 93,000 miles
- ❖ Number of Named Streams and Rivers - 8,941 plus 1,478 named springs
- ❖ Longest River - Snake River – 779 miles from entry at the Wyoming border to exit at Washington border
- ❖ Average Annual Precipitation - Varies from less than 10 to more than 60 inches
- ❖ Most Precipitation in 24-Hour Period - 7.7 inches of rain – Rattlesnake Creek in 1909

Source: Idaho Department of Water Resources

## Market Update - Ada Co.

<b>Residential Single-Family Homes - Ada County</b> <small>Statistics referenced herein are for single-family homes – unless otherwise noted – which includes existing homes, new construction, and condominiums/townhouses</small>		<b>2Q2018</b> <small>APR-MAY-JUN</small>
Average Sold Price		\$353,699
Average Sold Price Compared to Prior Year Same Quarter		up 16.0%
Average Days on Market		30
Total Dollar Volume		\$1.1B
Total Dollar Volume Compared to Prior Year Same Quarter		up 21.2%
New Construction Sold Based On # of Units		26.7%
Existing Homes Sold Based On # of Units		73.3%

### How Low Can We Go – Inventory Less Than Last Quarter

The average sales (i.e, sold) price in Ada County increased 16.0% from a year ago (2Q2017) to \$353,699.

The number of homes sold was up 4.4% from a year ago; new homes sold up 26.1%. Total dollar volume of new construction was up 43.2%. New construction accounted for 26.7% of sales, and existing homes the remaining 73.3%. The average sold price of new construction was up 13.6% from a year ago.

The number of existing homes sold in the quarter was down 1.7% from this time last year. Total dollar volume of existing homes sold was up 13.6% from a year ago. Existing home sold price was up 15.6% from a year ago.

The quarter's dollar volume for single-family homes in Ada County was \$1.1 billion compared to \$936.2 million a year ago – a 21.2% increase. A total of 3,207 units sold (existing and new construction) in the quarter. Days on market was 30 compared to 34 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 1.2 months – 0.9 months for existing homes and 2.0 months for new construction. Average inventory was 0.9

months for properties in the \$250,000 to \$299,000 price range and 1.3 months for properties \$300,000 to \$399,000. For properties \$400,000 to \$499,000 inventory was 1.7 months. Average inventory was 1.6 months in the \$500,000 to \$699,999 price range, and 3.3 months in the \$700,000 to \$999,999 price range. Inventory was 9.7 months for properties over a million dollars.

In our core coverage areas, the six month average inventory of homes less than \$300,000 ranged from 0.0 (Northeast Boise) to 1.0 (NW Meridian) months. The six month average 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."

7 Boise downtown condos sold at avg. of \$396/SQFT

# of land sales & avg. sold:  
 N Boise: 17 (\$200,138)  
 NE Boise: 8 (\$320,606)  
 SE Boise: 3 (\$114,666)  
 The Bench: 6 (\$185,833)  
 NW Boise: 9 (\$176,850)  
 Eagle: 31 (\$226,312)  
 N Meridian: 9 (\$246,655)

Avg. inventory over \$300K:  
 N Boise: 1.9 months  
 NE Boise: 1.8 months  
 SE Boise: 1.6 months  
 The Bench: 2.6 months  
 NW Boise: 1.7 months  
 Eagle: 2.8 months  
 N Meridian: 2.2 months

## 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 13</small>		<b>2Q2018</b> <small>APR-MAY-JUN</small>
Average Sold Price Single-Family Home (INCLUDES CONDOS & TOWNHOUSES)		\$810,194
Average Sold Price Single-Family Compared to Prior Year Same Quarter		down 2.7%
Average Days on Market Single-Family		192
Total Dollar Volume Single-Family		\$146.6M
Total Dollar Volume Single-Family Compared to Prior Year Same Quarter		up 20.7%
Average Sold Price Condominium/Townhouse (ONLY)		\$552,805
Average Days on Market Condominium/Townhouse		197
Total Dollar Volume Condominium/Townhouse		\$43.1M
Average Sold Price Condo/Townhouse Compared to Prior Year Same Quarter		down 29.0%
Average Sold Price Commercial		\$1,031,738
Average Days on Market Commercial		287
Total Dollar Volume Commercial		\$8.3M
Total Dollar Volume Commercial Compared to Prior Year Same Quarter		down 9.3%

### Wood River Valley...Up & Down...But Good Inventory Compared To The Treasure Valley

This quarter's records indicate that 181 single-family homes sold at an average of \$348/SQFT – average sold price was down 2.7% from a year ago. 78 of the 181 single-family homes were condominiums/townhouses, selling at an average of \$364/SQFT; dollar volume was down 28.7% – sold price down 29.0%. "Residential" land, which is not included in the data above or that follows, included 15 sold properties at an average sold price of \$265,367; the properties averaged 404 days on market. Total dollar volume of land was \$4,000,000. Average sold price of "residential" land was down 12.4% from a year ago. Eight commercial properties sold at an average of \$1,031,738. The average sold price for commercial properties was up 47.4%; days on market was 287 compared to 304 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.





1465 E Braemere  
Courtesy of Currie Bucher - Ralston Group

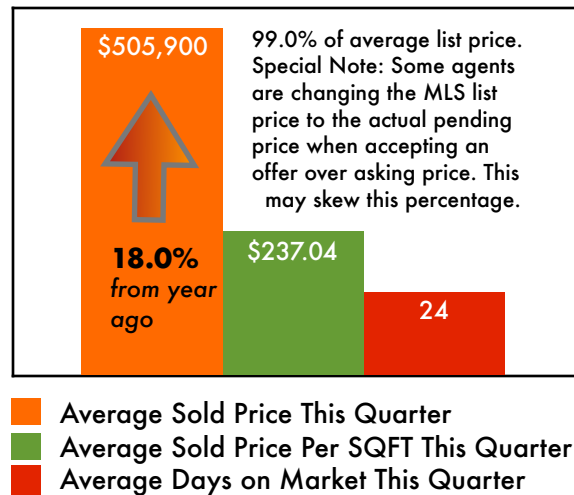
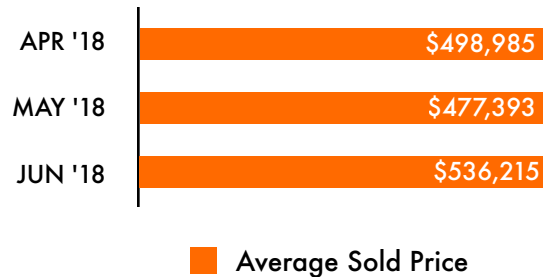
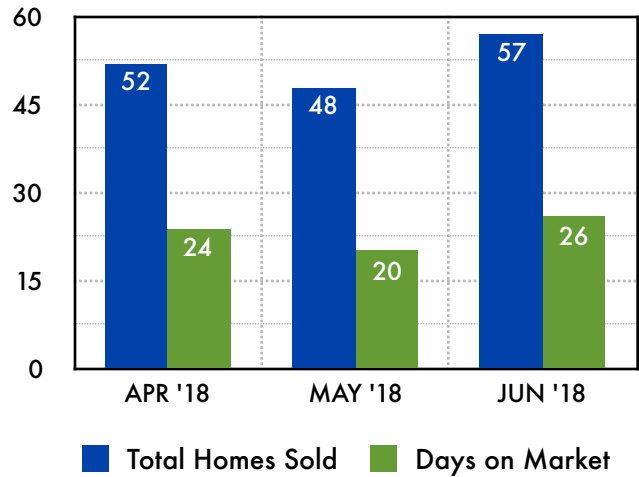


909 N 9th  
Courtesy of Paige Shafer - Ralston Group



1921 N 21st  
Courtesy of Paige Shafer - Ralston Group

## North Boise (Area 100)



## North Boise

In April, 52 single-family homes sold in North Boise with an average days on market of 24 and at an average price of \$498,985. Forty-eight homes sold in May at an average sales price of \$477,393 (20 days on market), and 57 homes sold in June at 26 days on market (average sold price \$536,215). The highest sold price recorded in North Boise was \$1,895,000, with a lowest recorded sale of \$183,750. During the quarter, 157 properties sold averaging 24 days on market. Sold price in North Boise was up 18.0% from a year ago to \$505,900 (\$237/SQFT).



3454 S Pheasant Tail  
Courtesy of Victor Wilson - Silvercreek Realty Group

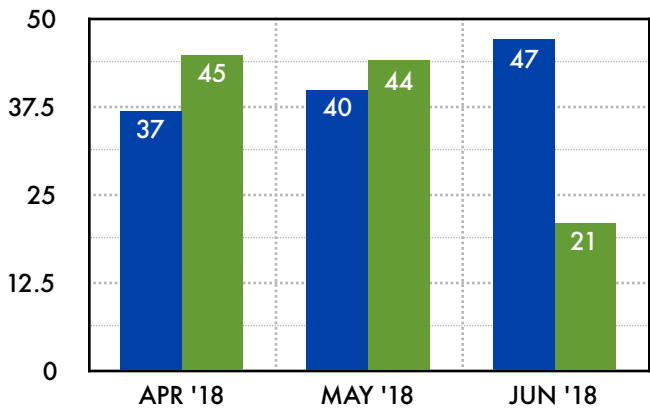


623 N Hillview  
Courtesy of Jill Donahue - Ralston Group



703 N Morningside  
Courtesy of Currie Bucher - Ralston Group

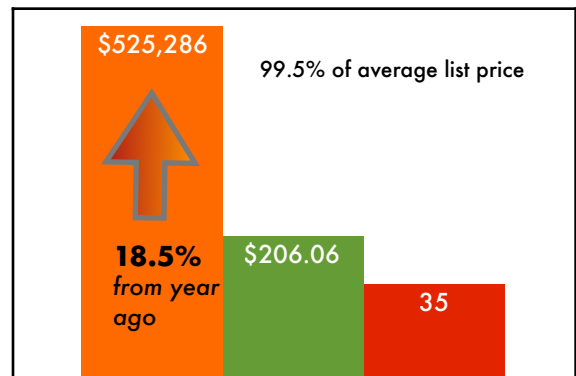
## Northeast Boise (Area 200)



■ 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

## Northeast Boise

In April, 37 single-family homes sold in Northeast Boise with an average days on market of 45 and at an average price of \$600,444. May included the sale of 40 homes at an average sales price of \$517,961 (44 days on market), and 47 homes sold in June at 21 days on market. Average sold price in June was \$472,353. The highest sold price recorded in Northeast Boise was \$1,730,000, with a lowest recorded sale of \$231,000. During the quarter, Northeast Boise recorded 124 home sales at an average of 35 days on market. Sold price in Northeast Boise was \$525,286 (\$206/SQFT) – up 18.5% from a year ago.





1711 S Colorado  
Courtesy of Alicia Ralston - Ralston Group

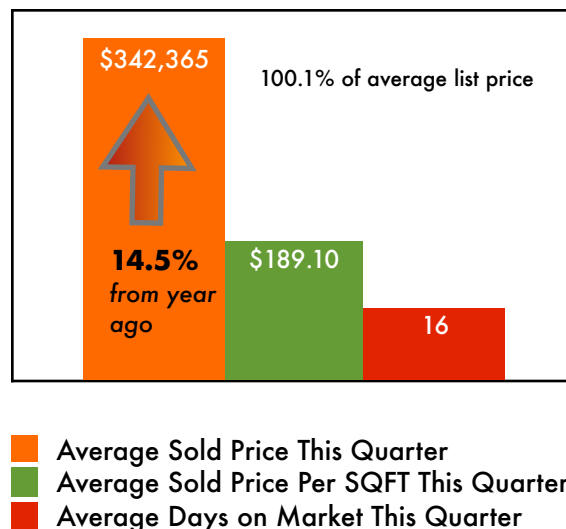
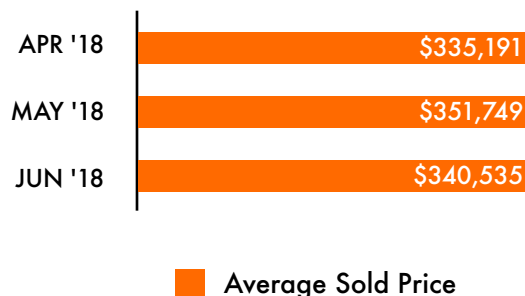
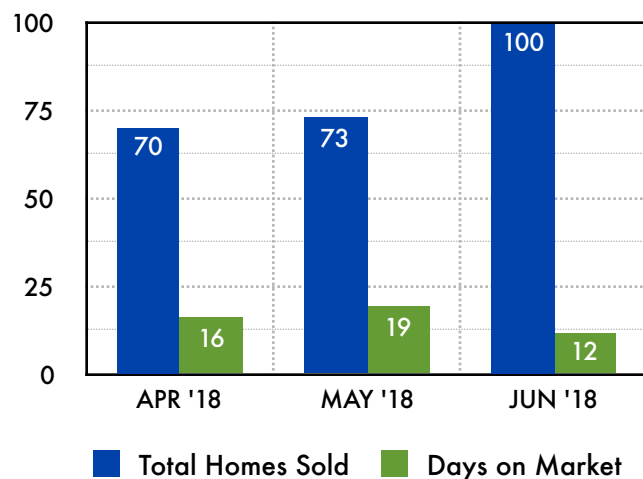


1419 W Garfield  
Courtesy of Scout O'Gara - Ralston Group



3300 S Temperance  
Courtesy of Amy Berryhill - Ralston Group

## Southeast Boise (Area 300)



## Southeast Boise

In April, 70 single-family homes sold in Southeast Boise with an average days on market of 16 and at an average price of \$335,191. In May, 73 homes sold at an average sales price of \$351,749 (19 days on market), and 100 homes sold in June at 12 days on market. Average sold price was \$340,535. The highest sold price recorded in Southeast Boise was \$1,210,000, with a lowest recorded sale of \$124,000. During the quarter, Southeast Boise recorded the sale of 243 homes. Sold price in Southeast Boise was up 14.5% from the prior year to \$342,365 (\$189/SQFT), and homes averaged 16 days on market.





2121 S Atlantic  
Courtesy of Kristin Sherman - Keller Williams Realty

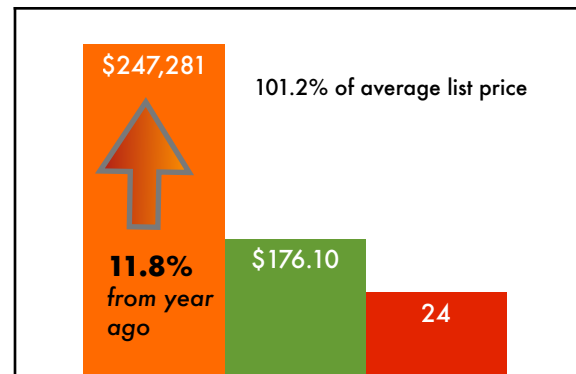
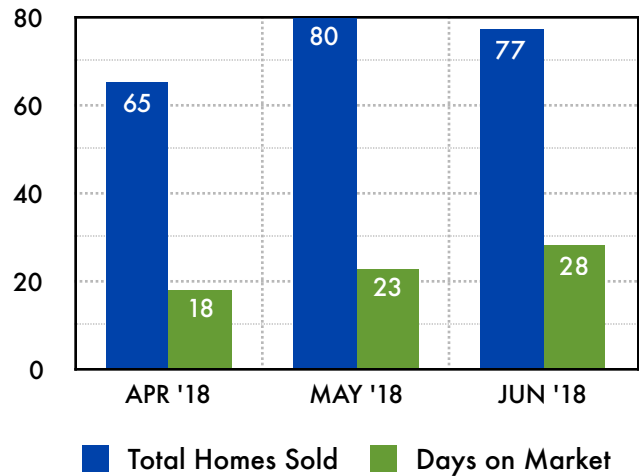


610 S Owyhee  
Courtesy of Ryan Skene - Westerra Real Estate



2708 W Kootenai  
Courtesy of Sherry Tarrant - Atova

### Boise Bench (Area 400)



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

## Boise Bench

In April, 65 single-family homes sold on the Boise Bench with an average days on market of 18 and at an average price of \$236,589. Eighty homes sold in May at an average sales price of \$254,098 (23 days on market), and 77 homes sold in June at 28 days on market. Average price was \$249,222. The highest sold price recorded on the Boise Bench was \$818,000, with a lowest recorded sale of \$109,000. During the quarter, the Bench recorded the sale of 222 homes. Average sold price rose 11.8% from the previous year. Average sold price was \$247,281 (\$176/SQFT), at 24 days on market.



2409 N 32nd  
Courtesy of Jill Donahue - Ralston Group

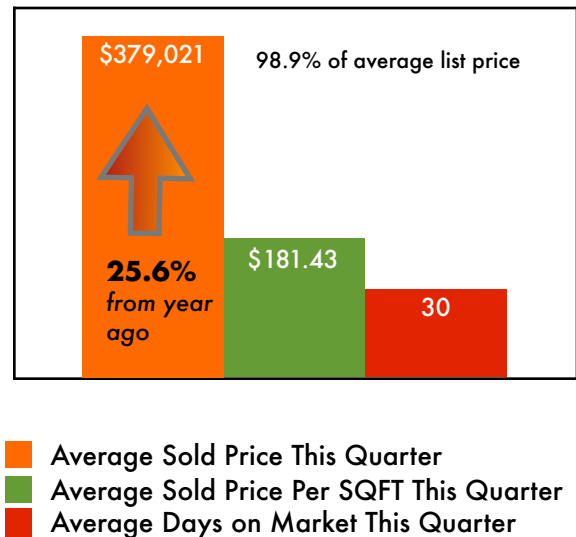
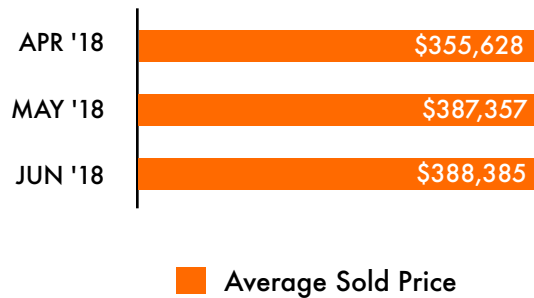
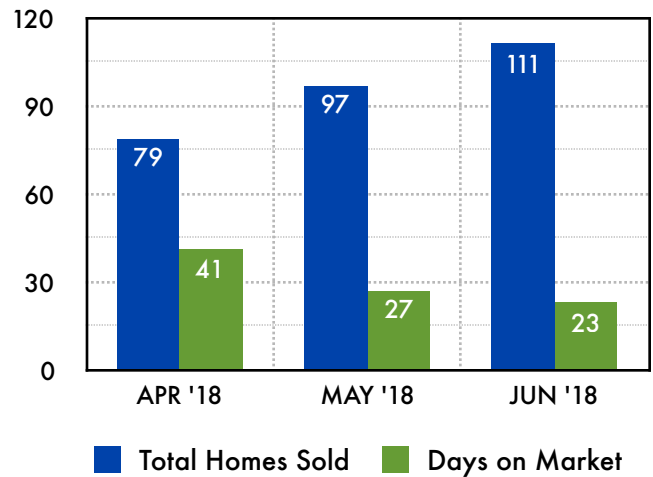


9451 E Esterbrook  
Courtesy of Scout O'Gara - Ralston Group



3767 N Tamarack  
Courtesy of Alicia Ralston - Ralston Group

## Northwest Boise (Area 800)



## Northwest Boise

In April, 79 single-family homes sold in Northwest Boise with an average days on market of 41 and at an average price of \$355,628. Ninety-seven homes sold in May at an average sales price of \$387,357 (27 days on market), and 111 homes sold in June at 23 days on market, with an average price of \$388,385. The highest sold price recorded in Northwest Boise was \$1,875,000, with a lowest recorded sale of \$158,000. During the quarter, 287 homes sold. Average sold price was up 25.6% from the previous year in Northwest Boise. Average sold price was \$379,021 (\$181/SQFT). Homes averaged 30 days on market.





1307 E Lone Creek  
Courtesy of Jessica Doss - Better Homes & Garden 43 North

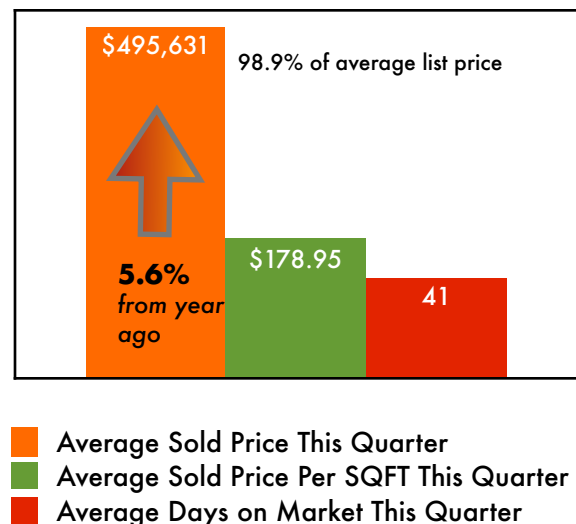
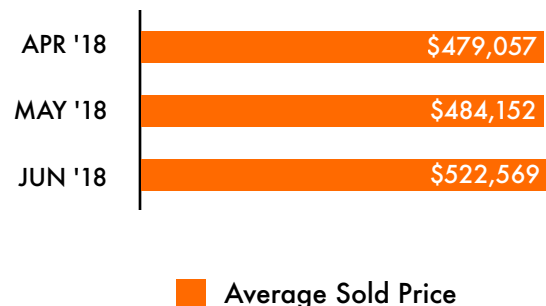
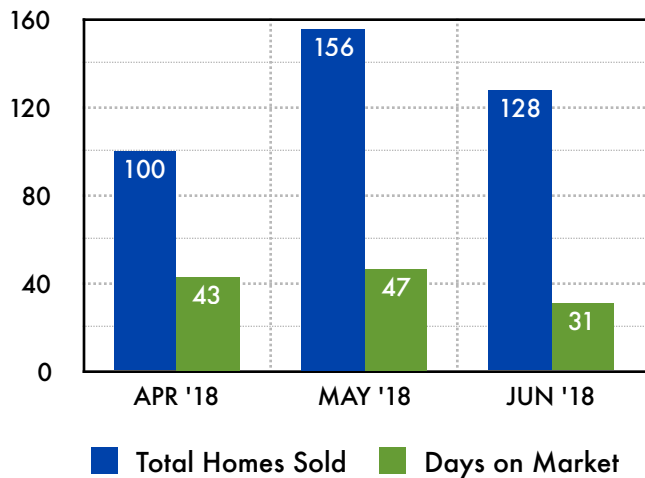


1491 N Ballantyne  
Courtesy of Mary Puccio - Keller Williams Realty Boise



2206 N Greenview  
Courtesy of Matt Bauscher - Amherst Madison

### Eagle (Area 900)



## Eagle

In April, 100 single-family homes sold in Eagle with an average days on market of 43 and at an average price of \$479,057. One hundred fifty-six homes sold in May at an average price of \$484,152 (47 days on market), and 128 homes sold in June at 31 days on market. Average sold price in June was \$522,569. The highest sold price recorded in Eagle was \$2,000,000, with a lowest recorded sale of \$158,500. During the quarter, 384 homes sold. Average sold price in Eagle was \$495,631 – up 5.6% from a year ago. Price per square foot price was \$179, with properties averaging 41 days on market.



1878 W Eagle Mountain  
Courtesy of Rose Sanchez-Prideaux - Blossom Heights Realty

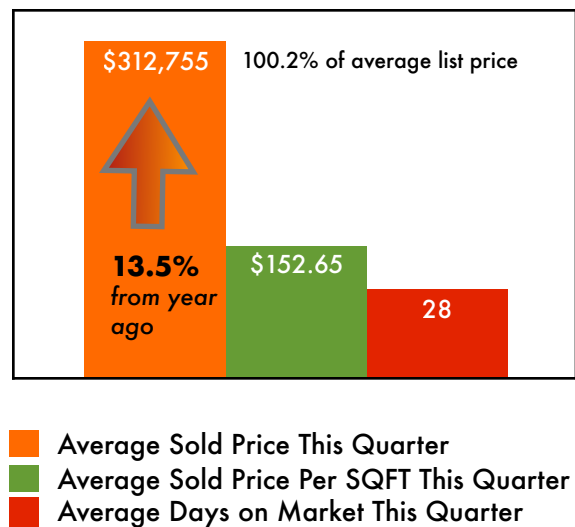
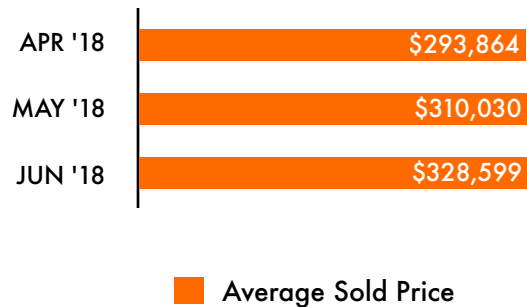
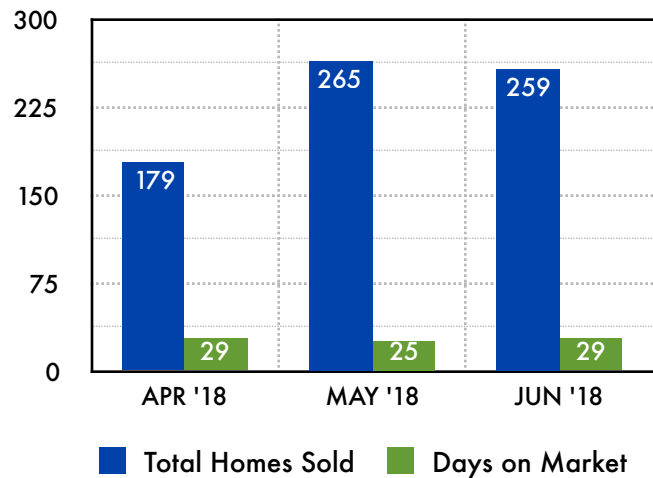


188 E Rio Grande  
Courtesy of Yvonne E Evans - Coldwell Banker Tomlinson



5463 N Ebbetts  
Courtesy of Kerrigan Kalange - RE/MAX Executives

### North Meridian (Areas 1020+1030)



## North Meridian

In April, 179 single-family homes sold in North Meridian with an average days on market of 29 and at an average price of \$293,864. Two hundred sixty-five homes sold in May at an average price of \$310,030 (25 days on market), and 259 homes sold in June at 29 days on market; average sold price was \$328,599. The highest sold price recorded in North Meridian was \$940,000; lowest recorded sale was \$131,000. During the quarter, 703 homes sold. Average sold price in North Meridian was \$312,755 – up 13.5% from a year ago. Price per square foot price was \$153, with properties averaging 28 days on market.





3534 Lower Ranch  
Courtesy of Cindy Ward - Sun Valley Real Estate

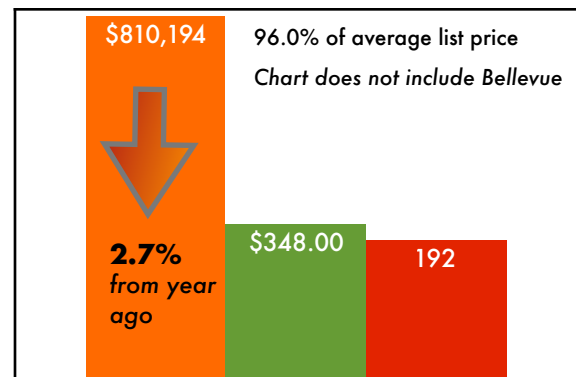
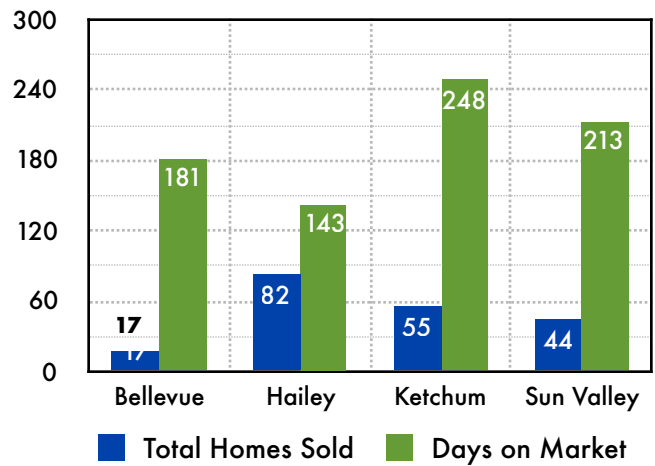


208 Sunrise  
Courtesy of Darlene Young - Engel & Volkers Sun Valley



610 S Leadville  
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

Seventeen single-family home/condo sales were recorded in Bellevue in the quarter at an average of 181 days on market and an average sales price of \$527,000 (\$209/SQFT). Hailey recorded the sale of 82 homes — average days on market of 143 and an average price of \$519,343 (\$242/SQFT). In Ketchum, 55 homes sold at an average sales price of \$1,195,194 (\$483/SQFT). Average days on market was 248. Sun Valley records indicated 44 home sales at an average price of \$870,985 (\$375/SQFT) and at an average of 213 days on market. In the quarter, 181 properties sold in the County (excluding Bellevue). Average sold price was \$810,194 (down 2.7% from a year ago). Homes averaged \$348/SQFT and 192 days on market. Highest sold price was \$5,200,000.

## Multi-Family Housing

## Near Downtown Boise

### North Boise (Area 0100)

Average Sold Price: \$433,442  
Average Sold Price/SQFT: \$195  
12 Sold; Average DOM 8  
Price Prior Yr: **Up 36.3%**

### Northeast Boise (Area 0200)

**Zero Properties Sold 2Q18**

### Southeast Boise (Area 0300)

Average Sold Price: \$323,300  
Average Sold Price/SQFT: \$145  
3 Sold; Average DOM 6  
Price Prior Yr: **Up 19.3%**

### Boise Bench (Area 0400)

Average Sold Price: \$289,929  
Average Sold Price/SQFT: \$118  
7 Sold; Average DOM 43  
Price Prior Yr: **Up 1.0%**

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 provided for Blaine County.

## Community Q&A

### Melinda McCaslin

**Q:** Melinda - What are you seeing emerge in our market based on the influx of new people and ideas in the Valley...and can you offer any insights and/or recommendations?

The Treasure Valley is booming, with people moving to Idaho from all over the US, and this is putting tremendous pressure on our real estate market. Whether folks are looking to rent or buy, our housing market is extremely tight, and the costs are going up! Often, these out of state buyers are coming with proceeds from sales in markets with much higher housing costs than the Treasure Valley, which continues to push our market values even higher. We continue to see many multiple offer situations, homes selling for well over list price, and more and more frustrated buyers.

In order to increase the odds of getting your offer accepted, here are the best practices I'm seeing:

- Absolutely work with a local realtor that knows the market and is willing to do the research on the homes you're interested in;
- Get pre-approved with a local lender, preferably one that is well known and respected in the Treasure Valley;

- Determine how high you're willing to go, within your pre-approval range, both in terms of purchase price, down payment amounts and monthly payments; recognize that this answer may change based on the specific home you're considering. Your lender should be able to provide tools and calculations to help with these tradeoffs;

- Be prepared to move quickly when the right home hits the market and then put your best foot forward – this can mean a highest and best offer, an offer with an escalation clause, and possibly even waiving inspection and/or appraisal results. Each of these approaches can have different implications, so be sure to discuss your strategy with your realtor;

- Write a personal letter to the seller – if you really, really love a particular home, this is the best way to let the seller know how much you love their home and why! In this market where “cash is king,” this can be a great way to level the playing field. Most sellers have an emotional attachment to their home, and they often prefer buyers that they know will love and enjoy their home;

- Be flexible with your terms – does the seller need a quick close or a longer close?

Or maybe a quick close with a rent back? If your realtor can work with the listing agent to understand the sellers' needs, and you can accommodate them, this is another good way to make your offer stand out! This is not a market where the buyers can dictate terms, haggle over personal property, and/or be overly picking with inspection items; and

- Lastly, try not to get frustrated! Often times when buyers do lose out on one property, they find another house they like even more. It is a challenging market, but things have a way of working out the way they're meant to!



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. [More](#)

THANK YOU FOR YOUR CONTINUED ADVOCACY AND REFERRALS.

WE ARE 100%

REFERRAL-BASED...

AND ARE SO INCREDIBLY GRATEFUL TO YOU FOR YOUR REFERRALS!

"Bogey" Ralston



## Did You Know?

*Just Right of Ralston Purina conducted an online survey of dog owners in March. Half of the female dog owners who responded to the survey went as far to as proclaim their pet as their favorite family member, admitting they prefer to spend time with their dog over their partner or another family member. Shhh - I got this by the editor.*

## A TRADITION OF TRUST

Ralston Group is a small, vibrant residential real estate "boutique" focused in Boise, Eagle and the Sun Valley/Wood River Valley. In Boise, Ralston Group specializes in and around the downtown including the North End, Highlands & Foothills, East Side (North and South), West Side, and the Bench above the University and Ann Morrison Park. Ralston Group also has expertise in Eagle and Meridian, and is often asked to partner on unique projects including vacation & investment properties, ranches, vineyards, and sustainable design/builds. In the Wood River Valley, Ralston Group serves both the residential and commercial real estate markets. Ralston Group has an entirely different outlook and methodology of delivering real estate services. It's 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. *We don't aspire to be the biggest – we do aspire to be the best.* This basic company ethos, coupled with extensive local market knowledge, an excellent team, and industry-leading tools, provides Ralston Group the ideal platform to provide clients the most personalized, reliable, and cost-effective real estate services in the Treasure and Sun Valley/Wood River Valleys.

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