



Photo by Joshua Roper

Ada County Real Estate – Confidence & Concern

From Alicia Ralston

As we turn the calendar over to a new year, there seems to be a lot of election/ political fatigue and a sense of weariness or excitement – or both.

Nobody has a reliable crystal ball about what lays ahead, and I'd be cautious of anyone who shares with conviction what's in store for our future.

People ask us daily about the residential real estate market. "It's good, right?" I've heard there aren't many homes available." "Are we approaching another bubble?"

Although speculating about our industry is expected from real estate professionals, we understand and are humbled by the number of people who did not see the market crash of 2008. Experience has taught me to be appropriately cautious in giving a declarative position about our local real estate market. However, we're all entitled to our opinion and I'd just like to share with you some thoughts

about the real estate market as we go into 2017.

Those of you who know me well recognize that that I'm an optimist, but a cautious optimist. You also know that I'm serious about managing clients' risks – especially financial risks.

"All politics is local" is a common phrase in U.S. politics. Real estate is definitely local, and so are my observations that follow.

On the plus side...the stock market has been robust – with the DOW flirting with 20,000. People have seen their 401K's rebound from the '08 "Great Recession." Interest rates remain low even though they've been gradually rising since late November, and will likely continue to rise through 2017.

The broader Idaho and Treasure Valley economic picture is positive, and is one of the (if not the) most important ingredients to a healthy real estate market. The Idaho

Department of Labor forecasts continued strong growth in key job sectors.

Recovery relative to the real estate market has been strong locally. Ada County prices have recovered (about 5% above 2007 peak prices), and many homeowners have regained their equity

Also on the plus side of the ledger is the lack of distressed properties (short sales and foreclosures). At the end of the quarter only 2% of Ada County properties sold were considered "distressed." Almost 25% of all properties sold in Ada County in 2012 were distressed.

My sense is that most contractors and builders learned a hard lesson from the crash. We're currently not in an "overbuild" situation. Albeit low inventory has been difficult on buyers and has driven up Ada County prices,

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 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 us.

contents:

Cover Story	1
Market Update	3
Community Q&A	14
Did You Know?	15

Single-Family Homes - Ada County		
Year	Average Sold Price	Total Vol.
2004	\$193,887	\$1.8B
2005	\$220,070	\$2.7B
2006	\$262,778	\$2.7B
2007	\$268,569	\$1.8B
2008	\$234,904	\$1.2B
2009	\$194,110	\$1.0B
2010	\$181,435	\$1.1B
2011	\$178,224	\$1.1B
2012	\$201,677	\$1.4B
2013	\$233,538	\$1.9B
2014	\$246,141	\$1.9B
2015	\$264,472	\$2.5B
2016	\$279,581	\$2.9B

Single-Family Homes - Blaine County		
Year	Average Sold Price	Total Vol.
2004	\$469,679	\$281.3M
2005	\$654,034	\$255.1M
2006	\$701,868	\$169.9M
2007	\$787,044	\$139.3M
2008	\$780,640	\$144.4M
2009	\$709,630	\$149.7M
2010	\$651,597	\$183.1M
2011	\$518,450	\$186.1M
2012	\$484,828	\$258.1M
2013	\$498,487	\$227.8M
2014	\$698,309	\$282.1M
2015	\$679,380	\$324.7M
2016	\$592,210	\$278.3M

new construction inventory is relatively healthy. At the end of the quarter, new construction inventory was 4.3 months...and it's pretty healthy across all price points for new construction ranging from 3 to 5.8 months of inventory. Although we're currently in a "seller's market," there are some signs that our seller's market is starting to get some pressure as a direct result of buyer fatigue. I'm hopeful that smart buyers – those that are willing to walk away from certain homes with excessively high multiple offers, and are being more thoughtful about their budget and what they are comfortable spending vs. what they can afford – will help move the market to a more "balanced market" where sold prices represent a truer value.

On the minus side... the media has reported that the new administration is looking at easing lending requirements, which could allow some higher-risk borrower's to purchase homes i.e., a significant factor behind the 2008 crash. This would be of great concern if it comes to fruition.

Rising interest rates could affect a borrower's ability to purchase a home causing buyer's to put less down rather than purchasing less of a home. In 2006, the annual average (30-year mortgage) interest rate peaked to 6.41%. Six years later rates dropped to an all-time low of 3.66%. Pre-election 2016 rates remained in the 3's (3.75%). By late November (4Q16), rates began to increase. The Fed has signaled and most economists predict that rates will continue to increase throughout the year. While local job growth remains strong, the labor market is tight and the demand for competitive skills is high. Over time if labor demands exceed supply, this can erode job growth ultimately creating a drag on real estate.

Election fatigue, a decidedly divided electorate, and some mixed signals from the new Administration regarding economic, trade and tax reform policies has introduced varying degrees of market uncertainty causing some people to pull back completely and others to be bold and move aggressively forward with great optimism – both of which can have consequences.

Do I see any parallels to the 2005-2007 years? Yes – some, including a high consumer confidence index (some might argue over confidence); climbing interest rates; and a change in administration (2008 was an election year after 8 years of a former administration) that is considering "easing" lending requirements.

However, there are a few significant differences (at least locally) from the "pre-crash" era. First, inventory was not an issue prior to the crash of 2008 – there were years of speculative building that resulted in a glut of properties. Perhaps most importantly, I believe many people learned a very hard lesson and are hopefully less likely to repeat the excesses and other financial mistakes of the recent past. Most (including contractors and builders) are cautious, more thoughtful, and more fiscally responsible. We're personally seeing younger generations, especially Millennial's, who are not buying homes unless they are well positioned – 10-20% down payments (lower loan to value ratio), good credit, and thoughtful budgets (not purchasing what they can afford, but rather what they are comfortable spending).

We need to keep in mind that the [Boise Valley](#) (and Idaho in general) continually ranks in the top 10 around the US for people to live, work, conduct business, and visit. People will continue to move here... and stay here. My cautious optimism is just that... but we need and will continue to be vigilant in counseling and protecting the interest of our clients when, where, and how they purchase and sell properties. Onward to a productive and fulfilling 2017!

Tables to the left indicate avg. sold price and total dollar volume of a single-family home (including condos & townhouses) since 2004. Numbers in blue represent the highest/lowest values for the 13-year span. As in many markets, 2007 was the year of the highest avg. sold price. The recovery in Blaine Co. has been slow compared to Ada Co., and prices continue to fluctuate. Blaine Co. numbers include Hailey, Ketchum, & Sun Valley.

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

Diamond Concrete Polishing | Craig Walton | 208-866-6736

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>		4Q2016 <small>OCT-NOV-DEC</small>
Average Sold Price		\$281,431
Average Sold Price Compared to Prior Year Same Quarter		up 4.3%
Average Days on Market		49
Total Dollar Volume		\$706.1M
Total Dollar Volume Compared to Prior Year Same Quarter		up 18.0%
New Construction Sold Based On # of Units		24.7%
Existing Homes Sold Based On # of Units		75.3%

Fourth Quarter Home Values Near 5% Above 2007 Peak

The average sales (i.e., sold) price in Ada County increased 4.3% from a year ago (4Q2015) to \$281,431.

The number of homes sold was up 13.1% from a year ago; new homes sold up 25.6%. Total dollar volume of new construction was up 19.9%. New construction accounted for 24.7% of sales, and existing homes the remaining 75.3%. The average sold price of new construction was down 4.5% from a year ago.

The number of existing homes sold in the quarter was up 9.6% from this time last year. Total dollar volume of existing homes sold was up 17.2% from a year ago. Existing home sold price was up 7.0% from a year ago.

The quarter's dollar volume for single-family homes in Ada County was \$706.1 million compared to \$598.6 million a year ago – an 18.0% increase. A total of 2509 units sold (existing and new construction) in the quarter. Days on market was 49 compared to 50 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 1.8 months – 1.1 months for existing homes and 4.3 months

for new construction. Average inventory was 2.1 months for properties in the \$250,000 to \$299,000 price range and 2.5 months for properties \$300,000 to \$399,000. For properties \$400,000 to \$499,000 inventory was 2.9 months. Average inventory was 2.9 months in the \$500,000 to \$699,999 price range, and 8.7 months in the \$700,000 to \$999,999 price range.

In our core coverage areas, inventory of homes less than \$300,000 was 0.1 to 2.0 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."

21 Boise downtown condos sold at avg. of \$335/SQFT

of land sales & avg. sold:
 N Boise: 8 (\$193,878)
 NE Boise: 4 (\$192,250)
 SE Boise: 5 (\$163,980)
 The Bench: 2 (\$55,000)
 West Boise: 4 (\$61,000)
 NW Boise: 2 (\$116,250)
 Eagle: 46 (\$189,104)
 N Meridian: 3 (\$147,000)

Avg. inventory over \$300K:
 N Boise: 1.8 months
 NE Boise: 2.1 months
 SE Boise: 1.9 months
 The Bench: 3.0 months
 West Boise: 3.5 months
 NW Boise: 2.4 months
 Eagle: 2.7 months
 N Meridian: 2.5 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 13</small>		4Q2016 OCT-NOV-DEC
Average Sold Price Single-Family Home (INCLUDES CONDOS & TOWNHOUSES)		\$617,169
Average Sold Price Single-Family Compared to Prior Year Same Quarter		down 25.3%
Average Days on Market Single-Family		248
Total Dollar Volume Single-Family		\$73.4M
Total Dollar Volume Single-Family Compared to Prior Year Same Quarter		down 36.5%
Average Sold Price Condominium/Townhouse (only)		\$514,777
Average Days on Market Condominium/Townhouse		282
Total Dollar Volume Condominium/Townhouse		\$32.9M
Total Dollar Vol. Condominium/Townhouse Compared to Prior Year Same Quarter		down 16.9%
Average Sold Price Commercial		\$517,500
Average Days on Market Commercial		321
Total Dollar Volume Commercial		\$3.1M
Total Dollar Volume Commercial Compared to Prior Year Same Quarter		down 95.4%

Single-Family Home Prices Still 20%+ Below 2007 Peak

The quarter's records indicate that 119 single-family homes sold at an average of \$293/SQFT – average sold price was down 25.3% from a year ago. Sixty-four of the 119 single-family homes were condominiums/townhouses, selling at an average of \$320/SQFT; dollar volume was down 16.9%. Land, which is not included in the data above or that follows, included 11 sold properties at an average sold price of \$356,273; the properties averaged 256 days on market. Total dollar volume of land (\$3.9M) was down 40.3% from a year ago. Six commercial properties sold at an average of \$173/SQFT. The average sold price for commercial properties was down 56.4%; days on market improved. 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.



1841 N 19th
Courtesy of Mira Piva - Keller Williams Realty

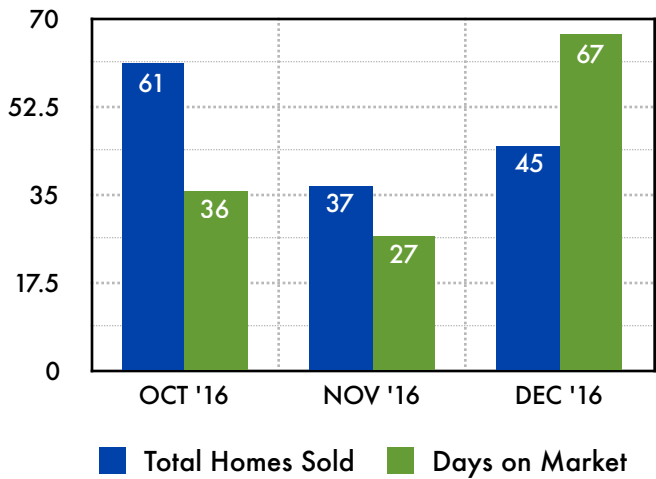


1602 N 18th
Courtesy of Penny Leopold - Ralston Group Properties

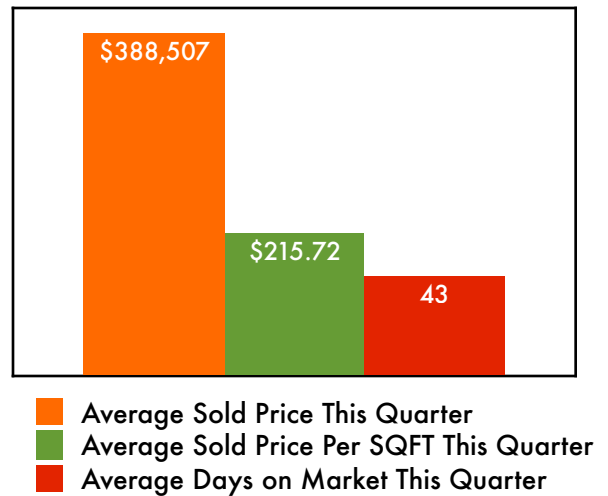


2396 Heights
Courtesy of Paige Shafer - Ralston Group Properties

North Boise (Area 100)



Average Sold Price



North Boise

In October, 61 single-family homes sold in North Boise with an average days on market of 36 and at an average price of \$378,135. Thirty-seven homes sold in November at an average sales price of \$396,364 (27 days on market), and 45 homes sold in December at 67 days on market (average sold price \$396,109). The highest sold price recorded in North Boise was \$1,527,000, with a lowest recorded sale of \$100,000. During the quarter, 143 properties sold averaging 43 days on market. Sold price in North Boise was up 3.9% from a year ago to \$388,507 (\$216/SQFT).



1315 E Washington

Courtesy of Paige Shafer - Ralston Group Properties



3285 E Front Runner

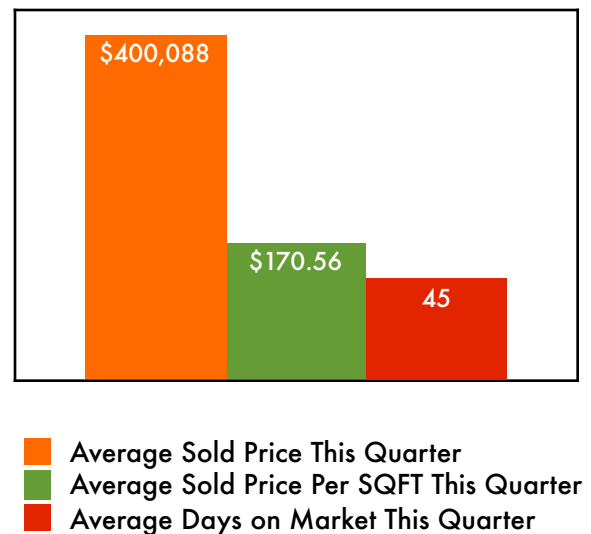
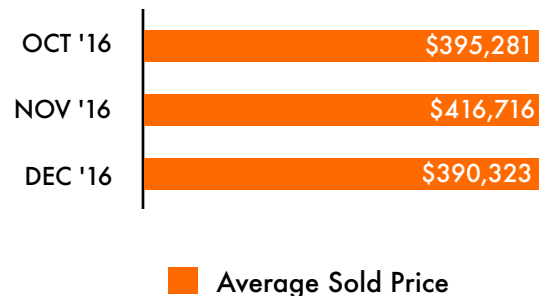
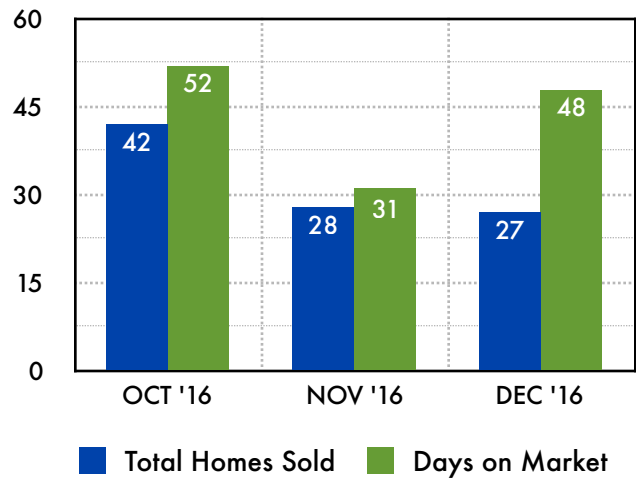
Courtesy of Amy Berryhill - Ralston Group Properties



1706 S Trent Point

Courtesy of Alicia Ralston - Ralston Group Properties

Northeast Boise (Area 200)



Northeast Boise

In October, 42 single-family homes sold in Northeast Boise with an average days on market of 52 and at an average price of \$395,281. November included the sale of 28 homes at an average sales price of \$416,716 (31 days on market), and 27 homes sold in December at 48 days on market. Average sold price in December was \$390,323. The highest sold price recorded in Northeast Boise was \$724,900, with a lowest recorded sale of \$213,000. During the quarter, Northeast Boise recorded 97 home sales at an average of 45 days on market. Sold price in Northeast Boise was \$400,088 (\$171/SQFT) – down 0.4% from a year ago.



1717 S Euclid

Courtesy of Amy Berryhill - Ralston Group Properties



3318 S Apple

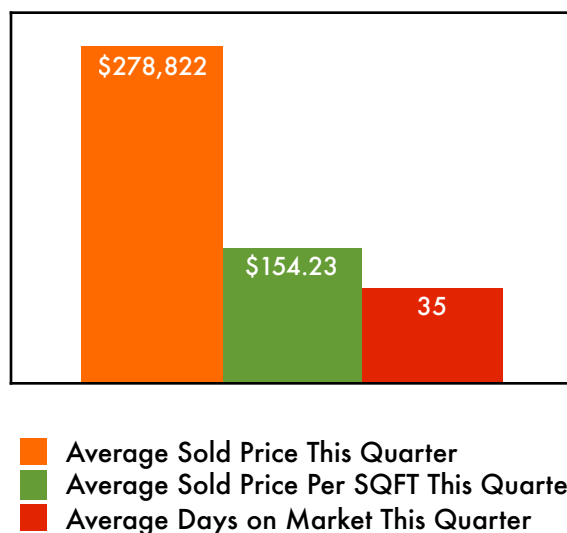
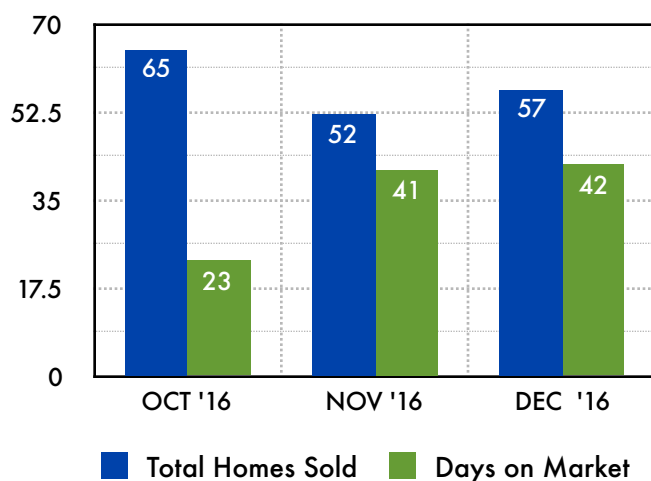
Courtesy of Alicia Ralston - Ralston Group Properties



4710 E Flores

Courtesy of Amy Berryhill - Ralston Group Properties

Southeast Boise (Area 300)



Southeast Boise

In October, 65 single-family homes sold in Southeast Boise with an average days on market of 23 and at an average price of \$283,997. In November, 52 homes sold at an average sales price of \$262,962 (41 days on market), and 57 homes sold in December at 42 days on market. Average sold price was \$287,391. The highest sold price recorded in Southeast Boise was \$1,350,000, with a lowest recorded sale of \$88,000. During the quarter, Southeast Boise recorded the sale of 174 homes. Sold price in Southeast Boise was up 13.8% from the prior year to \$278,822 (\$154/SQFT), and homes averaged 35 days on market.



1418 S Rand

Courtesy of Jill Donahue - Ralston Group Properties



3314 W Kipling

Courtesy of Andrea Pettitt - Group One Sotheby's Int.



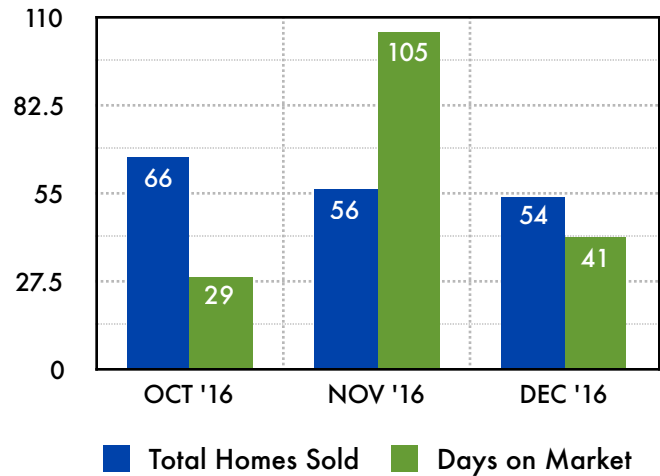
1203 N Pike

Courtesy of Jill Donahue - Ralston Group Properties

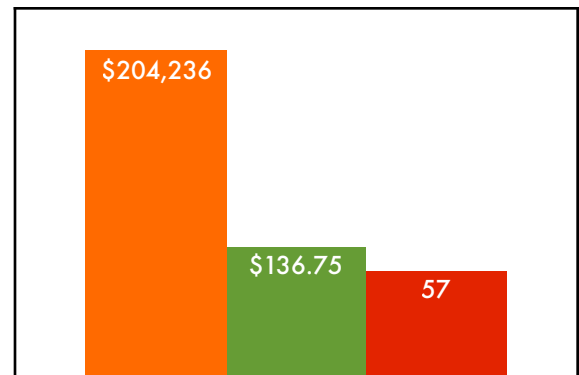
Boise Bench

In October, 66 single-family homes sold on the Boise Bench with an average days on market of 29 and at an average price of \$193,524. Fifty-six homes sold in November at an average sales price of \$216,392 (105 days on market), and 54 homes sold in December at 41 days on market. Average price was \$205,373. The highest sold price recorded on the Boise Bench was \$993,013, with a lowest recorded sale of \$85,000. During the quarter, the Bench recorded the sale of 176 homes. Average sold price rose 9.5% from the previous year on the Boise Bench. Average sold price was \$204,236 (\$137/SQFT). Homes averaged 57 days on market.

Boise Bench (Area 400)



Average Sold Price



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



1797 N Patricia
Courtesy of Jared Cozby - Front Street Brokers

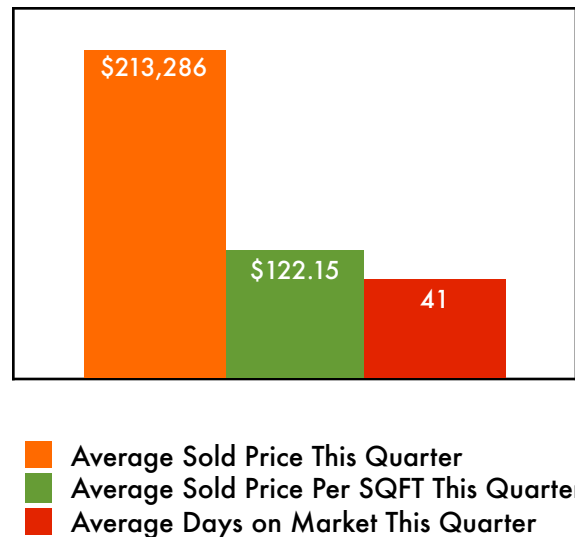
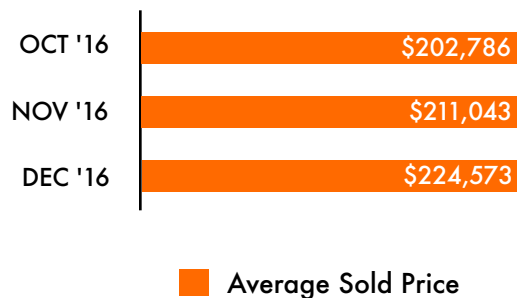
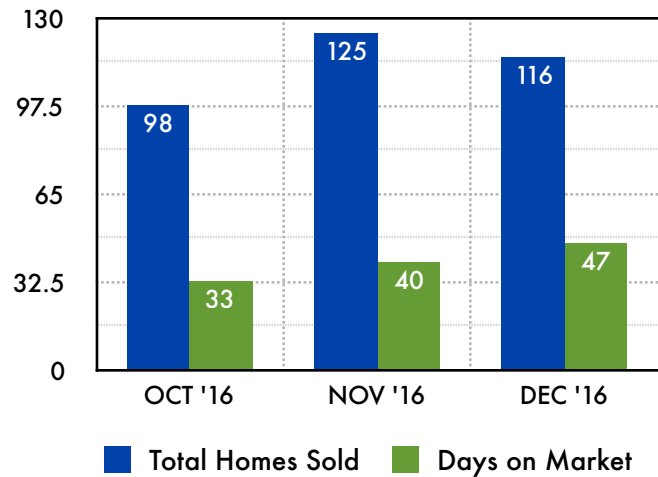


12024 W Rader
Courtesy of Scout O'Gara - Ralston Group Properties



11161 W Hickory Bark
Courtesy of Ti Smack - The Smack Group

West Boise (Areas 600+650)



West Boise

In October, 98 single-family homes sold in West Boise with an average days on market of 33 and at an average price of \$202,786. In November, 125 homes sold at an average sales price of \$211,043 (40 days on market). One hundred sixteen homes sold in December at 47 days on market at an average price of \$224,573. The highest sold price recorded in West Boise was \$599,900, with a lowest recorded sale of \$81,500. During the quarter, 339 homes sold. Average sold price was up 8.7% from the previous year in West Boise. Average sold price was \$213,286 (\$122/SQFT), and average days on market 41.



5000 W Wymosa
Courtesy of Brandy Jones - Keller Williams Realty

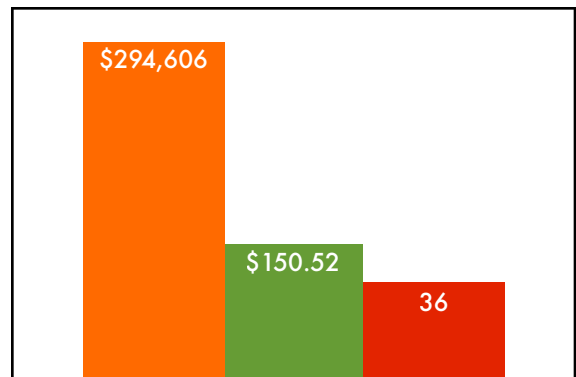
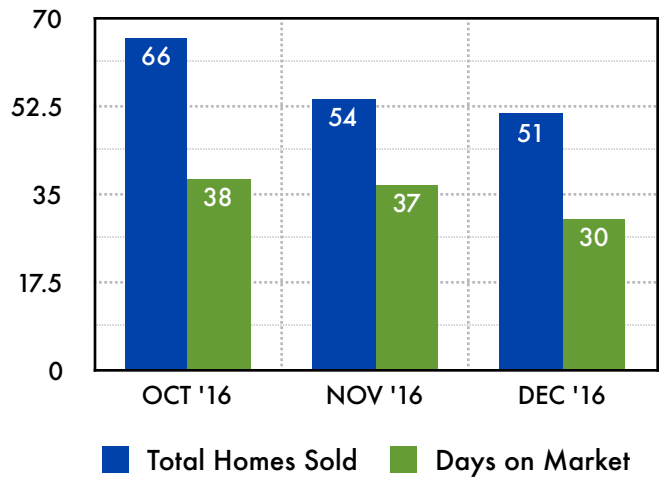


6551 W Baron
Courtesy of Alison Blake - Silvercreek Realty



8892 W Ben
Courtesy of Amy Berryhill - Ralston Group Properties

Northwest Boise (Area 800)



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

Northwest Boise

In October, 66 single-family homes sold in Northwest Boise with an average days on market of 38 and at an average price of \$292,078. Fifty-four homes sold in November at an average sales price of \$303,576 (37 days on market), and 51 homes sold in December at 30 days on market, with an average price of \$288,380. The highest sold price recorded in Northwest Boise was \$1,220,000, with a lowest recorded sale of \$105,844. During the quarter, 171 homes sold. Average sold price was up 11.5% from the previous year in Northwest Boise. Average sold price was \$294,606 (\$151/SQFT). Homes averaged 36 days on market.



1308 N Echo Creek

Courtesy of Scout O'Gara - Ralston Group Properties



1091 E Crowne Pointe

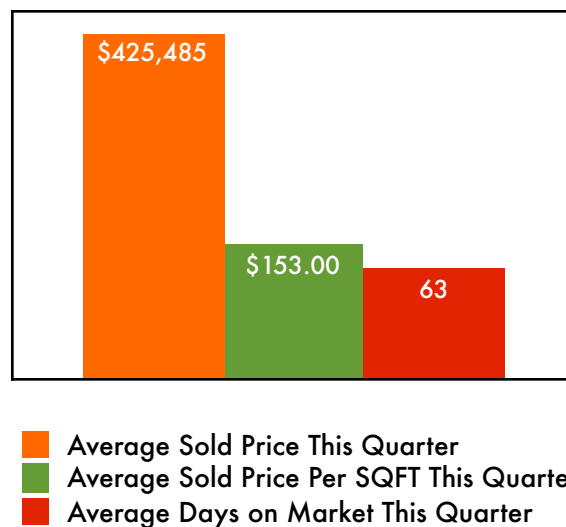
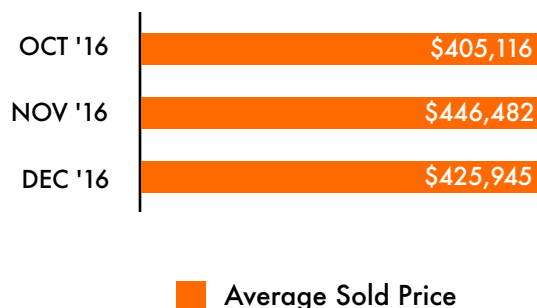
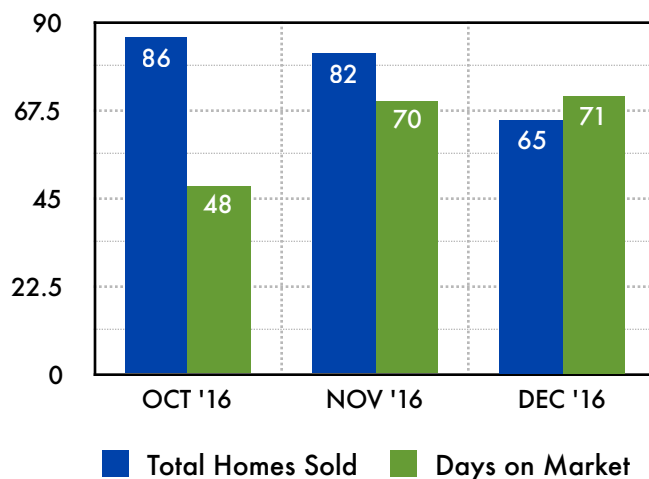
Courtesy of Claudia Williams - Equity Idaho Real Estate



1500 N Feather Nest

Courtesy of Scott Latham - Group One Sotheby's Int.

Eagle (Area 900)



Eagle

In October, 86 single-family homes sold in Eagle with an average days on market of 48 and at an average price of \$405,116. Eighty-two homes sold in November at an average price of \$446,482 (70 days on market), and 65 homes sold in December at 71 days on market. Average sold price in December was \$425,945. The highest sold price recorded in Eagle was \$1,900,000, with a lowest recorded sale of \$100,000. During the quarter, 233 homes sold. Average sold price in Eagle was \$425,485 – up 4.8% from a year ago. Price per square foot price was \$153, with properties averaging 63 days on market.



178 W Lava Falls

Courtesy of Amy Berryhill - Ralston Group Properties



2867 N LeBlanc

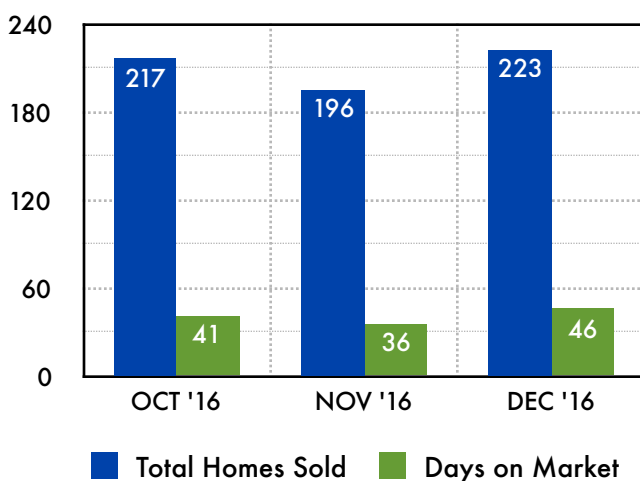
Courtesy of Kim Weissinger - Silvercreek Realty Group



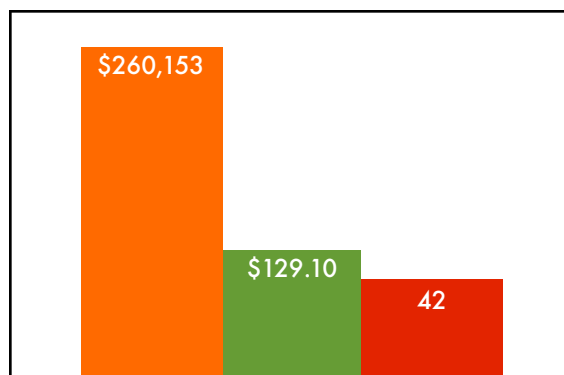
3664 N Summerpark

Courtesy of Sharon Walker - Keller Williams Realty

North Meridian (Areas 1020+1030)



Average Sold Price



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

North Meridian

In October, 217 single-family homes sold in North Meridian with an average days on market of 41 and at an average price of \$265,218. One hundred ninety-six homes sold in November at an average price of \$256,006 (36 days on market), and 223 homes sold in December at 46 days on market. Average sold price in December was \$258,871. The highest sold price recorded in North Meridian was \$680,000, with a lowest recorded sale of \$74,500. During the quarter, 636 homes sold. Average sold price in North Meridian was \$260,153 – up 4.3% from a year ago. Price per square foot price was \$129, with properties averaging 42 days on market.



2405 Indian Springs
Courtesy of Grady Burnett - Keller Williams SV

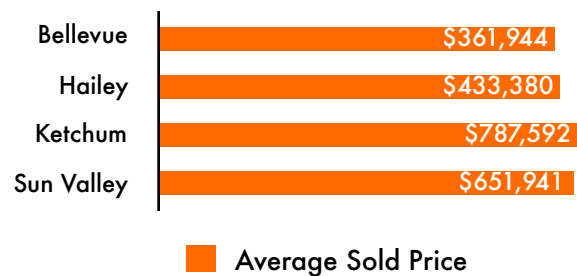
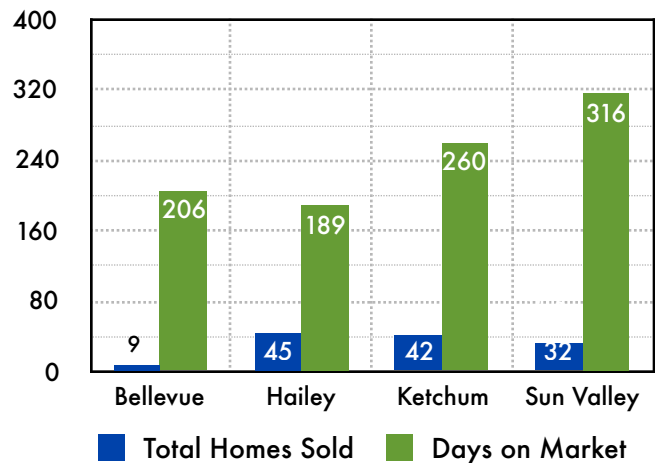


105 Quarter Horse
Courtesy of Penny Leopold - Ralston Group Properties

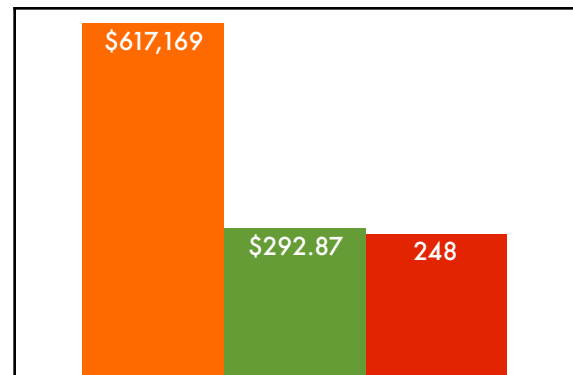


93 Pioneer View
Courtesy of Penny Leopold - Ralston Group Properties

Bellevue, Hailey, Ketchum & Sun Valley During The Quarter



NOTE: Bellevue has not been included in the graph below.



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

Nine single-family home/condo sales were recorded in Bellevue in the quarter at an average of 206 days on market and an average sales price of \$361,944. Hailey recorded the sale of 45 homes with an average days on market of 189, and at an average price of \$433,380 (\$203/SQFT). In Ketchum, 42 homes sold at an average sales price of \$787,592 (\$364/SQFT). Average days on market was 260. Sun Valley records indicated 32 home sales at an average price of \$651,941 (\$325/SQFT) and at an average of 316 days on market. In the quarter, 119 properties sold. Average sold price was \$617,169 (down 25.3% from a year ago). Homes averaged \$293/SQFT and 248 average days on market. The lowest priced single-family home sold for \$18,200, with the highest sold price at \$3,200,000 in the quarter.

Multi-Family Housing

Near Downtown Boise

North Boise (Area 0100)

Average Sold Price: \$345,363
Average Sold Price/SQFT: \$126/SF
Average Days On Market: 23
Price Prior Yr: Down 11.2%

Northeast Boise (Area 0200)

Average Sold Price: \$293,750
Average Sold Price/SQFT: \$151/SF
Average Days On Market: 48
Price Prior Yr: Up 11.3%

Southeast Boise (Area 0300)

Average Sold Price: \$237,667
Average Sold Price/SQFT: \$105/SF
Average Days On Market: 55
Price Prior Yr: Down 0.8%

Boise Bench (Area 0400)

Average Sold Price: \$271,796
Average Sold Price/SQFT: \$104/SF
Average Days On Market: 38
Price Prior Yr: Down 44.1%

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, & apartment) 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 available for Blaine County.

Community Q&A

Melinda Kim

Q: Melinda - What's your outlook on interest rates in 2017?

There is no question that we'll continue to see upward pressure on rates.

As we start 2017, the economy is far stronger than it has been in years.

The stock market continues to set new record highs, and corporate profits are up. Wages and employment are up, and we are very near "full employment." The unemployment rate in Idaho is less than 4%. Employers are starting to feel the tightness of the labor market as they try to recruit new hires. Consumer confidence is up and the dollar has gained strength against most foreign currencies.

While all of these measures are extremely positive, we're also starting to see some inflation, driven primarily by rising oil prices. This increase in energy costs, combined with the uncertainty of the new administration, have

led to our first significant jump in interest rates in many years.

Immediately following the election in November, we saw interest rates jump a full half point, and continue upwards for nine straight weeks. In early January, they did correct down some. Here's a quick recap of average 30 year rates (assuming strong credit, and no points) over the last few months:

Pre-election	3.75%
Late November	4.25%
Late December	4.5%
Mid-January	4.25%

My personal crystal ball says we'll see a slow steady rise in rates throughout the year, and will likely end 2017 in the high four's — 4.625% to 4.875%. And while this is a full point increase over a 12-month period, rates will still remain among the all time lows for 30-year mortgages.

The good news is that the rising interest rates will be partially offset by the stronger job market and higher wages, so the higher rates should not significantly reduce most homebuyers' purchasing power.



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...](#)

Kelly Wood

Q: Kelly - What's your outlook on the markets?

As we start the new year we see certain uncertainties. We are relatively certain there will be significant changes in our health care, government and tax structures. A proposed level of change we haven't seen since Ronald Reagan, our last Populist president.

I believe that President Trump's lower regulation and tax reduction proposals have energized our stock markets, creating (what

we're calling in the industry) the "TrumpBump." However, the markets' optimism is tempered by President Trump's unprecedented communication style and approach to our global trading partners.

I'm cautiously optimistic about the stock market assuming oil prices remain relatively stable, interest rate increases are

moderate, and the current tax and regulation proposals are executed.

For investors, we recommend: 1) rebalancing your portfolio; 2) adjusting investment risk based on your threshold and timeline; 3) managing investment expenses; and 4) updating your financial plan to ensure your goals are on track.



Kelly Wood is the President of Wood Financial Planning. To learn more about Kelly and his team, [click here](#).

New to the area?

The ~29 inches of snow recorded (as of Jan 11) is more snow than has fallen Dec 1-Jan 11 since 1892!

VOGUE's 10 Hottest Travel Destinations in 2017 included Idaho as #7 - the six in front of Idaho included: #1 Georgie (the country, not the state); #2 Oman; #3 Langkawi, Malaysia; #4 Madagascar; #5 Sri Lanka; and #6 Trinidad and Tobago

"Bogey" Ralston



Did You Know?

Idaho ranks fifth in the nation in volunteering — 1 in 3 Idahoans give time to charity — according to a report from the Corporation for National and Community Service (2016).

To learn about more ways to help our community, check out [Serveldaho.gov](#).

A TRADITION OF TRUST

Ralston Group is a small, vibrant residential & commercial 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.

We invite you to download our search App on your mobile devices by searching for "Ralston Group Properties" at the App Store





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



Laurie Sebestyen

[Read about Laurie...](#)

Cell: 208-996-5037

Email: laurie@ralstongrp.com



David Ralston | Strategy

[Read about David...](#)

Cell: 208-761-5397

Email: dralston@ralstongrp.com



Penny Leopold | Sun Valley

[Read about Penny...](#)

Cell: 208-309-1130

Email: penny@ralstongrp.com

www.ralstongroupproperties.com