



## Hiring A Contractor

From time to time, all homeowners face the daunting prospect of hiring a contractor to do maintenance, repair work or even a big remodel. Regardless of the size or cost of the project, most of us have had a memorable experience with a contractor -- both good and of the nightmare variety. Our cover story for the Ralston Report is intended to provide you some general guidance, and offer some specific tips on steps you can take to having a good contractor experience. However, one caveat -- we're real estate professionals and not contractors, so please consider this as guidance only and refer to some of the other expert resources we reference. Also, the degree of care you use for selecting a contractor is obviously dependent on the scale, complexity, risk and cost of the project, so exercising good judgement is key to your success.

**Background** -- In Idaho, contracting is a regulated activity so basically all contractors are required to register with the Bureau of Occupational Licenses. Predictably, there are a few exemptions to this -- some trades such as plumbers, electricians, and HVAC have to get licensed with the Idaho Division of Building Safety. However, all legitimate contractors must be either registered or licensed with the State and satisfy certain general liability insurance requirements, and if they have employees, provide Workers Compensation. If you have questions about a contractor, contact the Bureau of Occupational Licenses at (208) 334-3233 or <http://ibol.idaho.gov/IBOL/>, or the Division of Building Safety at (208) 334-3950 or <http://dbs.idaho.gov/about/contact.html>. If you are considering a contractor and they aren't registered/licensed or won't provide you with their registration or license number, don't do business with them!

**Picking a Contractor** -- There are many on-line resources for selecting the best contractor(s) for your needs. Sites like Angie's List.com, HomeAdvisor.com and others can provide some useful information. However, they invariably lack the information, accuracy and level of detail you need to make an informed decision so you have the confidence you deserve going forward.

### General Guidance and Tips for Selecting a Home contractor --

★ Don't count on the Yellow Pages or newspaper advertising -- anybody can list in the phone book or advertise and the best form of advertisement for a contractor

Continued on Page 2

The Ralston Report is distributed on a quarterly basis. It's intended to provide meaningful information (focused in our core specialty areas), as well as an update on specific projects. We hope that our quarterly cover story and Q&A from our expert lender and members of our community is both interesting and enjoyable for you. We always welcome suggestions, and will be happy to prepare an individual report specific to your area or need.

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comes from referrals from satisfied customers.

- ★ Try and select your contractors before you need them for an emergency repair.
- ★ Call the Better Business Bureau (208) 342-4649 or other local consumer affairs agencies for complaint histories.
- ★ Look for certifications or memberships in industry groups such as the National Association of the Remodeling Industry and others -- signals a degree of professionalism and someone in it for the long haul and not the quick buck.
- ★ Ask the contractor basic vetting questions -- "How long have you been in business?"; "Do you have a physical office and if so, where is it located?"; "What qualifications and experience do you have that is directly relevant to my project?"; Who will you assign to actually do my work and what qualifications and experience do they have?"; Do you or your employees perform all of the work yourselves or do you subcontract any portion of the work?", etc.
- ★ Ask for and check 3-5 current references -- questions like "Would you hire this contractor again?"; "Were you satisfied with the quality of work?"; How did the contractor handle differences and work changes?"; Was the work completed on-time, within budget and as promised -- if not, why not?", etc. Not all references are equal and the best ones come from family, friends, and even a trustworthy Realtor. ☺
- ★ Make sure the contractor has adequate insurance to protect you in the event of an accident or injury. Talk with your insurance agent to determine what coverages you have and what coverages the contractor should provide you.
- ★ If your project is large and involves numerous contractors, consider hiring a general contractor to manage the project for you. They're more knowledgeable, have greater leverage with subcontractors, and generally get discounted materials and supplies.
- ★ Write out your scope of work and expectations for the job at completion. As appropriate, specify the materials and fixtures by brand required for the project -- this ensures all bidding contractors bid to the same specifications and you get an apples-to-apples comparison.
- ★ Get written estimates from at least 3 or 4 contractors. At a minimum, the estimate should include a detailed scope of work, the materials needed, labor required, and schedule to complete the work. A good estimate can become a favorable bid and eventually should become the contract.
- ★ Remember that the lowest cost isn't always the best value. Unscrupulous contractors know every trick in the book to low-ball their estimate with the full expectation that they'll charge you more for changes in scope, labor, materials, etc.
- ★ Know your plans and avoid changing the scope of work -- it's usually expensive.
- ★ Be careful with contracts and standard forms. If you don't understand what you're being asked to sign, or have any other contractual concerns consult a legal advisor before signing. Insist on a contract that defines in detail the scope of work, schedule for starting and completing the work, payment schedule, other terms such as performance warranties, and as required their obligation to obtain all required permits. Avoid arbitration clauses that limit your rights to sue in the event of a dispute. Also, have an addendum that defines what the contractor isn't including and their assumptions they've made about your project.
- ★ Be wary of contractors that want a front-end loaded payment to commence work as it may signal a financially distressed firm. A small payment on the order of 10-15% is usually sufficient, but there may be extenuating circumstance where more is required due to a lot of out-of-pocket costs for expensive supplies, fixtures, etc.
- ★ Good communications is one of the best ways of minimizing risks and avoiding disputes. If you have a dispute, resolve it while the work is in progress if at all possible. Once the job is done, getting equitable resolution is often much harder. One strategy is to withhold some percentage of payment until after the project is satisfactorily completed and you've obtained signed lien releases/waivers from all suppliers and subcontractors. This protects you from third party claims on your property if there is a dispute between your contractor and their suppliers/subcontractors. We can't stress enough the importance of receiving lien release waivers from each trade.
- ★ Trust your gut instincts -- if early communications are difficult or something just doesn't feel right, it probably isn't so don't hire them.

This is by no means an all-inclusive "manual" on how to pick a good contractor. This is an amalgam of personal experiences of the team at Ralston Group coupled with some good information provided by the State of Idaho, Consumer Reports and other sources. Hopefully though, this will give you some ideas on how you can make your next experience with a contractor as good as possible! As always, we'd love to share our thoughts and resources -- just call.

### Warning Signs – Avoid Contractors...

- Who make unsolicited calls or visits
- Who offer "bargain" prices with claims that they have left over materials from another job near-by
- Whose address can't be verified, who uses only a PO Box, or who has only an answering service and no separate listing in the phone book
- Who isn't affiliated with any recognized, legitimate trade association
- Who can't or won't provide references for similar jobs in your area
- Who won't or can't provide license/ registration and insurance information
- That promise hefty discounts, but won't specify and commit in writing to the total cost of the job
- That promise deep discounts for using your home as a demo
- That use high-pressure tactics or threats to rescind discounted prices if you don't sign on the spot
- Who try and scare you into signing a contract with claims that your house puts you in real danger; i.e., "Your wiring is old and your house could burn down any day"

# Market Update

<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>2Q2015</b> <small>APR-MAY-JUN</small>
Average Sold Price		\$262,930
Average Sold Price Compared to Prior Year Same Quarter		up 6.9%
Average Days on Market		47
Total Dollar Volume		\$721.2M
Total Dollar Volume Compared to Prior Year Same Quarter		up 29.8%
New Construction Sold Based On # of Units		15.2% (418 units)
Existing Homes Sold Based On # of Units		84.8% (2,325 units)

## Can Inventory Go Lower?

The average sales (i.e., sold) price in Ada County increased 6.9 percent from a year ago (2Q2014).

The number of homes sold was up 21.4 percent from a year ago; new homes sold up 6.6 percent. Total dollar volume of new construction was up 9.6 percent. New construction accounted for 15.2 percent of sales and existing homes the remaining 84.8 percent. The average sold price of new construction increased 2.8 percent from a year ago.

The number of existing homes sold in the quarter was up 24.5 percent from this time last year. Total dollar volume of existing homes sold was up 35.7 percent from a year ago.

In 2Q2015, lack of inventory continued to be a challenge for buyers. At the end of the quarter average overall inventory in Ada County was at 2.6 months. Average inventory was 3.2 months for properties in the \$250,000 to \$299,000 price range and 3.3 months for properties \$300,000 to \$399,000. For properties \$400,000 to \$499,000 inventory was 3.2 months. Average inventory was 4.8 months in the \$500,000 to \$699,999 price

range, and 7.7 months in the \$700,000 to \$999,999 price range. Inventory for existing homes over \$1 million was at 17.5 months at the end of the quarter.

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 a "Balanced Market;" and 8-12+ months is a "Buyer's Market." The phrase "balanced market" did not come into play in the quarter.

Days on market was 47 compared to 50 days on market a year ago. Total dollar volume was up 29.8 percent from a year ago. The quarter's dollar volume was \$721.2 million compared to \$555.5 million a year ago. A total of 2,743 units sold (existing and new construction) in 2Q2015.

First quarter records indicate that 8 condos in downtown Boise sold at an average of \$298/SF.

Land recorded the following number of sales and average sold price in our core coverage areas:

N Boise: 11 (\$216,173)  
 NE Boise: 6 (\$239,167)  
 SE Boise: 11 (\$141,000)  
 The Bench: 2 (\$74,500)  
 Eagle: 48 (\$289,665)

# Market Update

<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 in the table below. Bellevue statistics are included on page 10.</small>		<b>2Q2015</b> <b>APR-MAY-JUN</b>
Average Sold Price Single-Family Home (INCLUDES CONDOS & TOWNHOUSES)		\$662,201
Average Sold Price Single-Family Compared to Prior Year Same Quarter		up 8.9%
Average Days on Market Single-Family		203
Total Dollar Volume Single-Family		\$74.9M
Total Dollar Volume Single-Family Compared to Prior Year Same Quarter		up 68.5%
Average Sold Price Condominium/Townhouse (only)		\$400,683
Average Days on Market Condominium/Townhouse		207
Total Dollar Volume Condominium/Townhouse		\$19.6M
Total Dollar Vol. Condominium/Town House Compared to Prior Year Same Quarter		up 54.7%
Average Sold Price Commercial		\$405,250
Average Days on Market Commercial		324
Total Dollar Volume Commercial		\$3.2M
Total Dollar Volume Commercial Compared to Prior Year Same Quarter		up 36.5%

First quarter records indicate that 113 single-family homes sold at an average of \$273/SF – average sold price was up 8.9% from a year ago. Forty-nine of the 113 single-family homes were condominiums/townhouses that sold at an average of \$272/SF; average sold price up 29.4% from prior year. Land, which is not included in the data above or that follows, included 19 sold properties at an average sold price of \$308,537 and an average days on market of 288. Total dollar volume of land (\$5.9M) was down 20.2% from a year ago. Nine commercial properties sold at an average of \$186/SF. 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.





809 W Ridenbaugh

Courtesy of Amy Berryhill - Ralston Group Properties



2120 W Jefferson

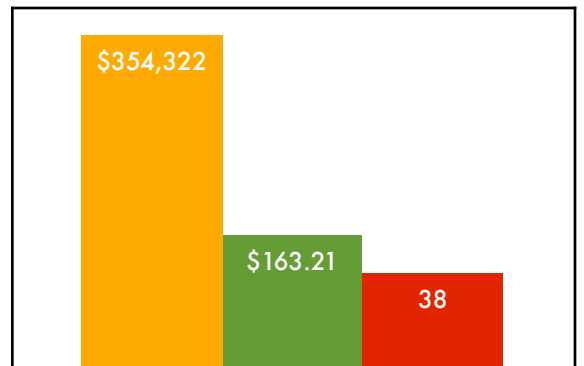
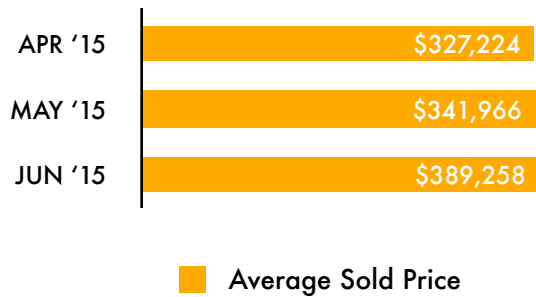
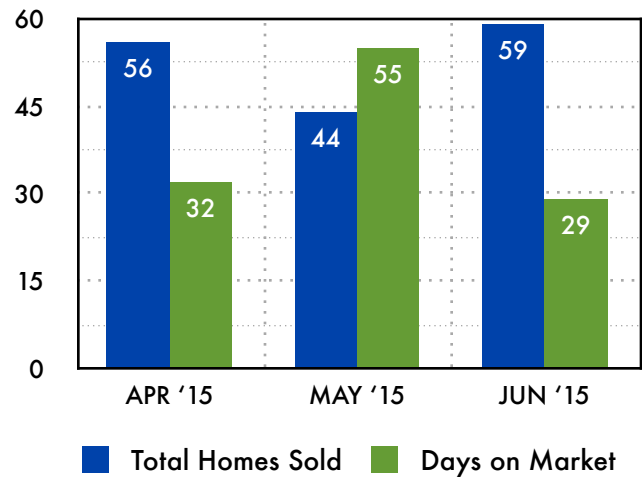
Courtesy of Alicia Ralston - Ralston Group Properties



2009 N Harrison

Courtesy of Jill Donahue - Ralston Group Properties

### North Boise (Area 100)



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

## North Boise

In April, 56 single-family homes sold in North Boise with an average days on market of 32 and at an average price of \$327,224. Forty-four homes sold in May at an average sales price of \$341,966 (55 days on market), and 59 homes in June at 29 days on market (average sold price of \$389,258). The highest sold price recorded in North Boise was \$1,500,000, with a lowest recorded sale of \$94,500. During 2Q2015, average sold price in North Boise was up 7.0 percent from a year ago to \$354,322 (\$163 per square foot), and 38 days on market.



1897 S Windstar

Courtesy of Alicia Ralston - Ralston Group Properties



5189 E Barber Station

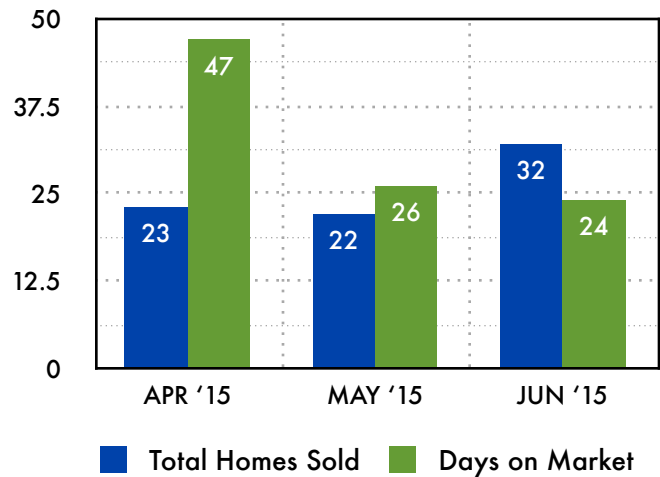
Courtesy of Jill Donahue - Ralston Group Properties



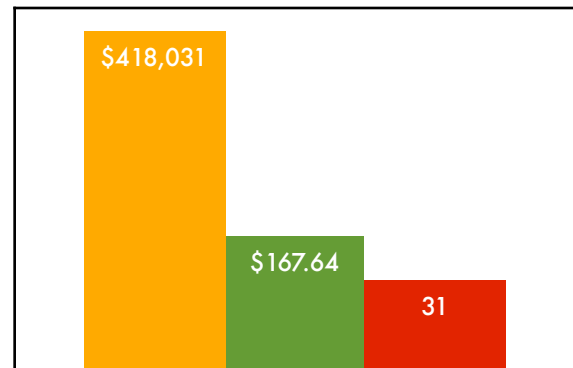
1002 E Washington

Courtesy of Mary Liese - Windermere/RB Smith

### Northeast Boise (Area 200)



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, 23 single-family homes sold in Northeast Boise with an average days on market of 47 and at an average price of \$424,783. May included the sale of 22 homes at an average sales price of \$413,717 (26 days on market), and 32 homes sold in June at 24 days on market. Average sold price in June was \$416,145. The highest sold price recorded in Northeast Boise was \$1,355,000, with a lowest recorded sale of \$95,000. During 2Q2015, average sold price in Northeast Boise was \$418,031 (\$168 per square foot) -- up 3.5 percent from 2Q2014.



986 Wright

Courtesy of Jill Donahue - Ralston Group Properties



5650 Schooner

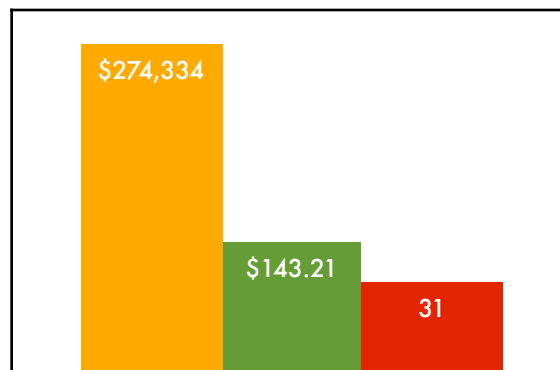
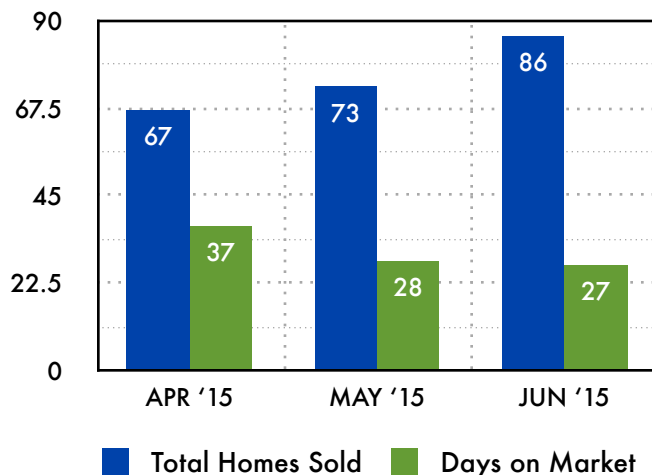
Courtesy of Amy Berryhill - Ralston Group Properties



6190 S Settlement

Courtesy of Amy Berryhill - Ralston Group Properties

### Southeast Boise (Area 300)



## Southeast Boise

In April, 67 single-family homes sold in Southeast Boise with an average days on market of 37 and at an average price of \$266,858. In May, 73 homes sold at an average sales price of \$272,280 (28 days on market), and 86 homes in June at 27 days on market with an average sold price of \$281,901. The highest sold price recorded in Southeast Boise was \$1,320,000 with a lowest recorded sale of \$68,000. During 2Q2105, average sold price in Southeast Boise was up 8.9 percent from the prior year to \$274,334 (\$143 per square foot), and 31 days on market.





319 S Franklin Park

Courtesy of Joan Roberts - Group One Real Estate



520 N Garden

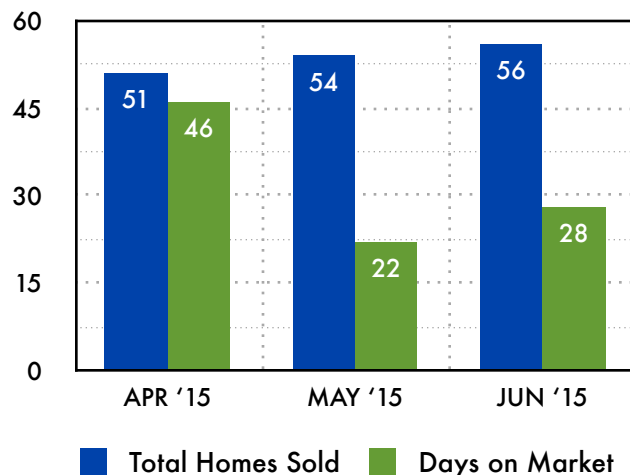
Courtesy of Connie Olson Brown - Keller Williams Realty



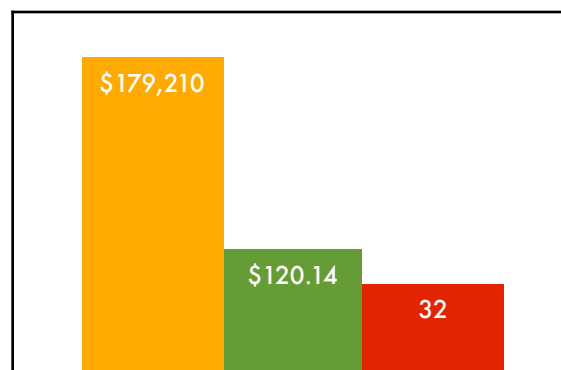
1001 S Roosevelt

Courtesy of Patricia King - Silvercreek Realty

### 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

## Boise Bench

In April, 51 single-family homes sold on the Boise Bench with an average days on market of 46 and at an average price of \$167,950. Fifty-four homes sold in May at an average sales price of \$170,003 (22 days on market), and 56 homes in June at 28 days on market with an average price of \$198,343. The highest sold price recorded on the Boise Bench was \$864,825, with a lowest recorded sale of \$52,500. During 2Q2015, average sold price rose 2.7 percent from the previous year on the Boise Bench. Average sold price was \$179,210 (\$120 per square foot), and 32 days on market.





1465 N Trail Creek

Courtesy of Jill Donahue - Ralston Group Properties



1385 E Lone Shore

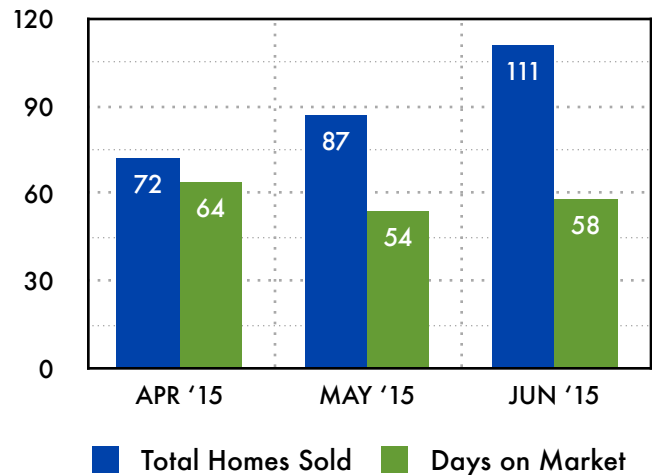
Courtesy of Debbie Sargent Coe - Better Homes & Garden 43 North



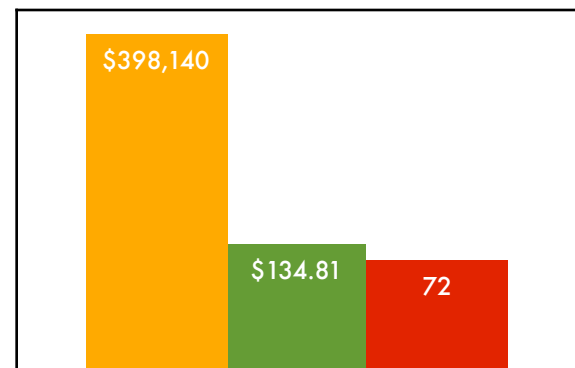
247 W Riverbridge

Courtesy of Denise Thiry - Keller Williams Realty

### Eagle (Area 900)



### Average Sold Price



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

## Eagle

In April, 72 single-family homes sold in Eagle with an average days on market of 64 and at an average price of \$385,560. Eighty-seven homes sold in May at an average price of \$397,824 (54 days on market), and 111 homes in June at 58 days on market. Average sold price in June was \$407,502. The highest sold price recorded in Eagle was \$1,998,000, with a lowest recorded sale of \$94,900. During 2Q2015, average sold price in Eagle was \$398,140 -- up 10.3 percent from 2Q2014. Price per square foot was \$135, with properties averaging 72 days on market.



3861 Glenbrook

Courtesy of Penny Leopold - Ralston Group Properties



119 Picabo | Unit D6

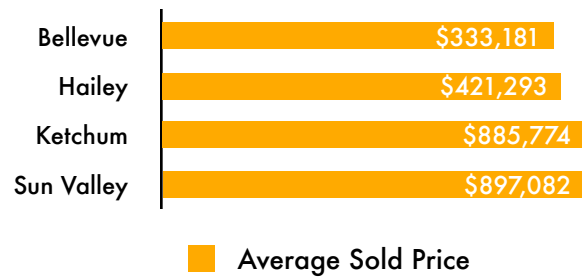
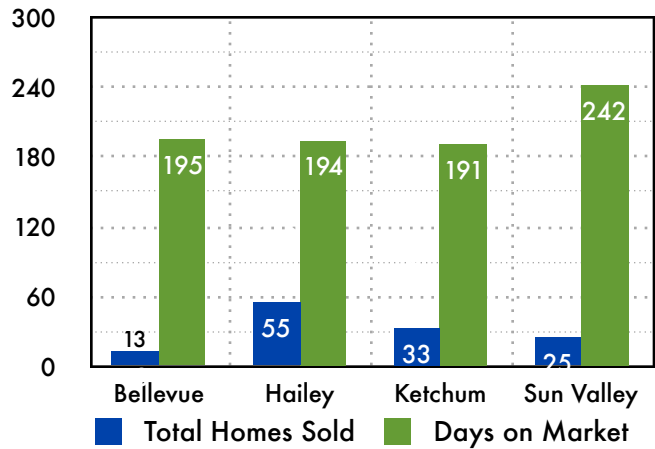
Courtesy of Penny Leopold - Ralston Group Properties



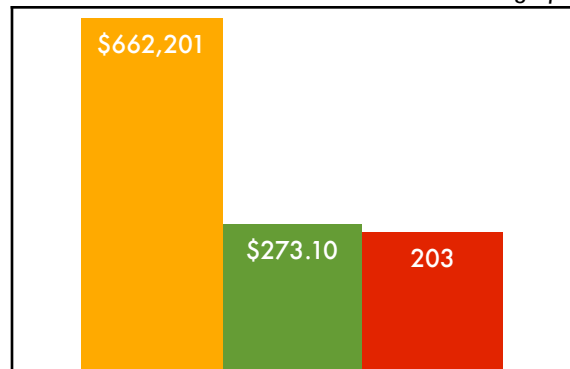
118 Fox Creek

Courtesy of Sue Engelmann - SV Sotheby's

## Bellevue, Hailey, Ketchum & Sun Valley



NOTE: Bellevue has not been included in the Blaine Co. 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

Thirteen single-family home sales (single-family includes homes/condominiums/townhouses) were recorded in Bellevue in the quarter at an average of 195 days on market and an average sales price of \$333,181. Hailey recorded the sale of 55 homes with an average days on market of 194 and at an average price of \$421,293 (\$192 per square foot). In Ketchum, 33 homes sold at an average sales price of \$885,774 at an average of 191 days on market; per square foot price was \$357. Sun Valley records indicated 25 home sales at an average price of \$897,082 (\$341 per square foot) and at an average of 242 days on market. During 2Q2015, average sold price in Blaine County was up 8.9 percent from a year ago. Average sold price in 2Q2015 was \$662,201 -- \$273 per square foot and 203 average days on market. The lowest priced single-family home sold for \$50,000, with the highest sold price at \$7,750,000 in the quarter. Bellevue sales are not included in the Blaine County graph.

## Commercial Downtown Boise at a glance

### Multi-Family

Trend data indicates no change in median asking sales price per unit compared to the prior 3 months, with an increase of +1.0% from last year's prices. Median price was \$90,732 per unit for Multi-family properties in Boise. Rental data was not available

### Office

Trend data indicates an increase of +1.3% in median asking sales price per square foot (sf) compared to prior 3 months, with an increase of +11.4% from prior year's prices. Median price was \$121/sf. Rental rates increased +0.8% from prior 3 months, a +6.8% increase from last year. Average asking rent/sf/year was \$13.73

### Retail

Trend data indicates a -0.3% decrease in asking rental rate/sf/year from prior 3 months - average asking rent/sf/year was \$13.37. This is a +3.1% increase from a year ago. Asking sales price/sf downtown was not available

The information provided in this report was compiled from multiple sources including: Idaho's Intermountain Multiple Listing Service (IMLS), Sun Valley/Sawtooth MLS, & various community websites. The data is believed to be accurate and reliable, but cannot be warranted by Ralston Group Properties. The commercial data provided in the table above is merely "trend data," and was collected from LOOPNET. 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.

## Community Q&A

We asked our lending expert and financial consultant about the general economic instability abroad and interest rates. Here's what they shared.

### Melinda Kim

Would you mind sharing your thoughts on the financial instability in Greece, Puerto Rico and abroad in general?

The debt woes in Puerto Rico and Greece and the stock bubble in China have all been key market movers, helping and hurting both stocks and bonds throughout the past week. Bonds improved when the headlines were more uncertain, while stocks benefitted when optimism for a deal out of Greece began to rise. It's likely far from over. The market volatility will likely be with us for the near future. From what I'm reading, the rise in home prices is fairly widely distributed across the country. The continued rise in prices has also spurred an increase in new construction. I'd be interested in Kelly's take on interest rates, but the June minutes from the Federal Open Market Committee confirmed that the



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

Melinda

earned an MBA from Harvard Business School and BS degrees in Finance and Marketing from the University of Utah.

Fed wants more economic data before determining when they will raise rates.

### Kelly Wood

Kelly - the average 30-year fixed-rate mortgage has recently risen from a 52-week low. Do you think we are nearing the end of the interest rate party? We recognize that this is in your professional opinion and not necessarily the opinion of your colleagues.

As Owen, the teenage boy/savior in Jurassic World says as the dinosaurs are

creating havoc, "Looks like the party is over". I believe that this is true of our low interest rates. The Fed has adopted the lowest interest rates of our baby boomer lives and encouraged hiring to offset the stubborn unemployment problem. They are going to raise interest rates, probably in September of this year. Mortgages will become more expensive, as will car loans, home equity loans and other credit debt. If you have an higher or variable rate mortgage, and plan on staying in your home for more than 5 years, you consider re-financing now, or buying if you've been on the fence.

Kelly Wood, Accredited Asset Management Specialist (AAMS) is a retirement advisor at Wood Financial Group, located at 1101 W River Street.

A University of Idaho alum, Kelly is very involved in our community. He serves on the YMCA Strong Kids Board, the Women's Shelter, and the Ada County animal shelter.



# Downtown Update

## Boise

Housing continues to be a focus of agencies and local & non-local developers downtown. Condos, apartments and HOTELS are on the docket. Dunkley music, which has grown up downtown, will likely become a hotel in the near future -- both a local and out-of-state developer are lobbying for the site. Two to three more downtown hotels (including one by The Flicks) are on the books as well. The most recent application filed with Planning & Development Services sites a fourth hotel project at 10th & Bannock. "The Roost" Apartments may occupy 5th Street between Myrtle and Broad (aka Central Addition Neighborhood). Idaho & 5th Street, currently home to a former funeral home and existing parking lot, may also make room for apartments in the near future. The Linen District continues to expand with townhouses designed for the land between 15th & 16th Street at Idaho.

Construction continues at JUMP and City Center. The vision of JUMP is now real for those who need structure.

Boise earned national "bike-friendly" recognition in 2Q2015!

## Ketchum - Sun Valley

Both the airport and Sun Valley Lodge enjoyed reopening in 2Q2015! Visitors to Sun Valley were welcomed by a ribbon cutting and celebration when arriving for the July 4th weekend!

Speaking of HOTELS... Two hotels in downtown Ketchum may be taking form next quarter -- the Limelight Hotel and Auberge Resort Sun Valley. The last "new" hotel development was in 1992! New flights from San Francisco and Denver, and a longer Seattle summer season has added to developers' confidence.



**"Bogey" Ralston**

## Did You Know?

Adding an insulating cover to your water heater can reduce heat loss by 24-45 percent. Turn your water heater down by ten degrees, if possible. If half of US households did so, it would prevent 239 tons of greenhouse gas emissions.

## RECENTLY LISTED BY RALSTON GROUP

1112 W Main | Unit 302

Downtown Living At It's Finest

Downtown Boise FOR SALE \$585,000



173 Exhibition

The Quintessential Cabin In The Woods  
Ketchum FOR SALE \$995,000



4505 E Wildhorse Lane

A Country Estate Minutes From Downtown  
NE Boise FOR SALE \$1,675,000



Ralston Group is 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); River North and the Bench. Ralston Group has expertise in Eagle, 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 residential and commercial real estate markets.



## Alicia Ralston

**Owner and Broker,** Alicia Ralston created Ralston Group Properties (Ralston Group) determined to challenge the status quo within the real estate industry. After 14 years on corporate America's "fast track," Alicia left the Environmental & Construction industry in 2004 to pursue her passion for real estate and helping people.

[Read more about Alicia](#)

Cell: 208-850-7638

Email: [alicia@ralstongrp.com](mailto:alicia@ralstongrp.com)



## Jill Donahue

**Associate Broker** Jill Donahue focuses on serving clients interested in access to the Boise foothills trails system, our vibrant downtown area, and the river/greenbelt – essentially the Boise lifestyle! Her market knowledge and the trust she earns with clients and colleagues alike is evidenced by her referrals and repeat business – 95% over career. [Read more about Jill](#)

Cell: 208-861-5455

Email: [jill@ralstongrp.com](mailto:jill@ralstongrp.com)



## Scout O'Gara

Scout specializes in residential real estate principally in River North, west Boise, Eagle, Meridian, and acreage properties in outlying areas. A perfect fit for the ethos of Ralston Group, she's invested in and passionate about each of her clients' successes. In short, it's not just "another transaction" with Scout, but personal and deeply meaningful.

[Read more about Scout](#)

Cell: 208-830-7111

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## Teri Stein

Teri is a 3<sup>rd</sup> generation Idahoan and arguably, is the quintessential "ambassador" for Idaho and the Treasure Valley. Born and raised in Boise, Teri has fostered trust-based relationships with everyone she comes into contact with and leads Ralston Group's Referral Services company.

[Read more about Teri](#)

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Email: [teri@ralstongrp.com](mailto:teri@ralstongrp.com)



## Amy Berryhill

Amy specializes in Boise downtown to the Boise East Side, focusing on residential housing – including condos, vacation & investment properties, and relocations. Her passion and intuition in truly understanding clients' wants and needs and her desire to go the extra mile for every client is reflective of her successful career. [Read more about Amy](#)

[Amy](#)

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## David Ralston

David focuses primarily on supporting "back-office" activities that are important to ensuring a sustainable, quality-conscious brokerage. David's contributions to the team include business planning, strategy, recruitment, marketing, and agent coaching/professional development.

[Read more about David](#)

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## Currie Bucher

Currie exemplifies all of the best qualities and experiences of someone born and raised in the Deep South. While new to real estate in the Treasure Valley, she personifies the ethos of Ralston Group, and over time will unquestionably earn the reputation as one of the leading real estate professionals in Idaho. [Read more about Currie](#)

[about Currie](#)

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## Penny Leopold

Penny Leopold and the phrase "Sun Valley real estate" are virtually synonymous. Widely recognized by clients and peers alike as one of the most knowledgeable, effective professionals in the Wood River Valley and throughout Blaine County, Penny recognizes that real estate is a business transaction. [Read more about Penny](#)

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