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 See more information on page 12 and at
www.ralstongrp.com

Understanding Radon and Reducing the Risk

Here in Southwest Idaho and throughout much of Idaho there is a real health risk associated with the presence of radon in your home. The good news is that it's easy to detect, and relatively inexpensive to mitigate. In Ada County health officials are increasingly sounding the alarm that homeowners should have their home tested. Ralston Group Properties encourages you to understand radon risk based on the science and not the hype. It's not our intent to add to daily anxiety-levels, but to inform. Also we're real estate professionals, not radon experts – if you have concerns or questions, please feel call us and we can refer you to experts or you can contact directly a radon professional identified at the conclusion of this article.

Background. The U.S. Environmental Protection Agency (U.S. EPA) and the Surgeon General's Office have estimated that as many as 20,000 lung cancer deaths are

caused each year in the U.S. by radon. Radon is the second leading cause of lung cancer. Radon-induced lung cancer costs the United States over \$2 billion dollars per year in both direct and indirect health care costs (Based on National Cancer Institute statistics of 14,400 annual radon lung cancer deaths - Oster, Colditz & Kelley, 1984).

According to the U.S. EPA, nearly 1 in 3 homes checked in seven states and on three Indian lands had screening levels over 4 pCi/L – the U.S. EPA's recommended action level for radon exposure. Per the U.S. EPA, it is important to note that the action level is not a "safe level," as the U.S. EPA suggests that there are not "safe" levels of radon gas.

Radon is a national environmental health problem. Elevated radon levels have been discovered in every state. The U.S. EPA estimates that as many as 8 million homes throughout the country have elevated levels of

radon. Surveys conducted by the Idaho Department of Health and Welfare indicates that approximately 36 percent of Idaho homes have radon concentrations in excess of the US EPA guideline of 4.0 pCi/L.

What is radon? Radon is a colorless, odorless, and tasteless radioactive gas created mainly from natural deposit and decay of uranium and radium in the soil. It is usually found in igneous rock and soil, but in some cases, well water may also be a source of radon. There are rare cases where the source of radon has come from backfill coming from former uranium processing plants. The Surgeon General has suggested that if you smoke and your home has a high

Continued on Page 2

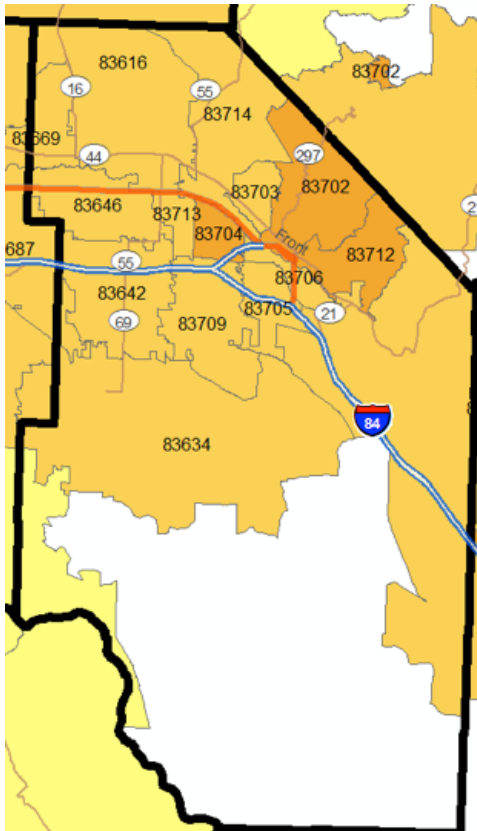
The Ralston Report is distributed on a quarterly basis. It is intended to provide meaningful information (focused in our core specialty areas), as well as an update on specific projects. We hope that our quarterly cover story and Q&A from our expert lender and members of our community is both interesting 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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Zip Code Map: Radon Levels in Ada Co.

NOTE: Test results from July 2014



- Less than 30 test results
- 1-25% of homes test high
- 26-50% of homes test high
- 51-75% of homes test high
- 76-100% of homes test high
- *white indicates no results

Zip Code	% of Homes With Test Result at or Above 4.0 pCi/L	Number of Tests Completed
83616	18.9%	222
83634	7.1%	112
83669	16%	50
83646	12.8%	195
83642	16.5%	327
83712	28.3%	219
83713	22.8%	158
83714	13.6%	140
83702	35.9%	537
83703	23%	256
83704	27.4%	474
83705	23.5%	311
83706	21.2%	425
83709	15%	587

radon level, you're at high risk for developing lung cancer. Some scientific studies of radon exposure indicate that children may be more sensitive to radon. This may be due to their higher respiration rate and their rapidly dividing cells, which may be more vulnerable to radiation damage.

The primary routes of potential human exposure to radon are inhalation and ingestion. Radon in the ground and groundwater enters working and living spaces and disintegrates into its decay products. Although high concentrations of radon in groundwater may contribute to radon exposure through ingestion, the inhalation of radon released from water is usually more important. Exhalation of radon from ordinary rock and soils and from radon-rich water can cause significant radon concentrations in tunnels, power stations, caves, public baths, and spas.

Should you test your home for radon? We believe so. Testing is the only way to know your home's actual radon levels. There are no immediate symptoms that will alert you to the presence of radon. It typically takes years of exposure before any problems surface.

Radon can move up through the ground and enter buildings through cracks and holes in the foundation. Radon levels are generally highest in basements and ground floor rooms that are in contact with soil. Factors such as design, construction, and ventilation of the home can affect the pathways and forces that draw radon indoors. According to a national residential radon survey completed in 1991, the average indoor radon level in the United States is 1.3 pico-curies per liter of air (pCi/L). The average outdoor level is about 0.4 pCi/L. However, not all houses or buildings – even those in the same area or the same neighborhood – have the same radon level. The only way to know if you have a radon in your home is to test for it. Tests should be performed in the lowest lived-in area of the house and should be approved by the National Environmental Health Association (NEHA). For information on testing companies in your area or locations where you can purchase a test kit, contact the Idaho Radon Hotline at 1-800-445-8647 or visit their website at www.healthy.idaho.gov under the Environmental Health section.

While the average national indoor radon level is 1.3 picocuries per liter (pCi/L), the average indoor radon levels of Ada County, as determined by radon test results from [Air Chex, Inc.](http://www.airchek.com), is 3 pCi/L. In North Boise, 537 homes were tested with 36 percent testing high. In Northeast Boise, 28 percent of the 219 homes tested high. Nineteen of the 222 homes tested in Eagle indicated high levels of radon. See zip code testing results in the left column.

If a test indicates an elevated level of radon, reducing the level is usually easy and relatively inexpensive. Sometimes homeowners can do the work themselves, although it is recommended that they seek professional guidance or have the work done by a professional, EPA-certified radon mitigator. However, if you want to do the work yourself, please call the Radon Hotline number to obtain a technical assistance document. There are several methods a contractor can use to lower radon levels in your home. Some techniques prevent radon from entering your home, while others reduce radon levels after it has entered the home. U.S. EPA generally recommends methods that prevent radon entry. These systems use a pipe to remove radon gas from below the concrete floor and the foundation before it can enter the home. The average installation costs is \$1200 with an average operating cost of \$3 per month. The expected fan lifespan is 11 years with fan replacement costs at \$145-300. If you live in an area with high radon levels and are building a new home, you should consider installing radon-resistant construction features. It is more cost-effective to include these features while building a home, rather than fixing an existing home.

For more information on radon levels where you live, call the Idaho Department of Health and Welfare's Indoor Environment Program (IEP) at 1-800-445-8647. We suggest that you ask for Jim Faust who has been a great resource during our due diligence process. Please don't hesitate to call us as well as we've been involved in testing for radon, testing our own homes, and studying the subject to learn more for our clients.

Jim Faust | Program Manager
Bureau of Community & Environmental Health
208-334-5717 | faustj@dhw.idaho.gov
Idaho Department of Health and Welfare
January is National Radon Action Month

Market Update

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>	
4Q2014 OCT-NOV-DEC	
Average Sold Price	\$255,266
Average Sold Price Compared to Prior Year Same Quarter	up 5.4%
Average Days on Market	60
Total Dollar Volume	\$462.3M
Total Dollar Volume Compared to Prior Year Same Quarter	up 8.3%
New Construction Sold Based On # of Units	20.3% (367 units)
Existing Homes Sold Based On # of Units	79.7% (1444 units)

New Construction Volume Up 10% From Prior Year

The average sales (i.e, sold) price in Ada County increased 5.4 percent from fourth quarter a year ago (4Q2013).

The number of new homes sold was down 3.4 percent from a year ago; total dollar volume of new construction was up 9.7 percent. New construction accounted for 20.3 percent of sales and existing homes the remaining 79.7 percent. The average sold price of new construction increased 13.6 percent from a year ago.

The number of existing homes sold in 4Q14 was up 4.5 percent. Total dollar volume of existing homes sold was up 7.8 percent from fourth quarter a year ago.

In 4Q14, lack of inventory continued to be a challenge for properties south of \$700,000, especially in our core coverage areas., but improved for properties north of \$700,000. At the end of fourth quarter average overall inventory in Ada County was at 3.5 months. Average inventory was just over four months for properties in the \$200,000 to \$299,000 price range and 3.9 months for properties \$300,000

to \$399,000. For properties \$400,000 to \$499,000 inventory was at 4.8 months.

Average inventory was 4.2 months in the \$500,000 to \$699,999 price range (half of what it was in third quarter), and 10.0 months in the \$700,000 to \$999,999 price range (again, half of what it was the previous quarter). Inventory for homes over \$1 million was at 7.0 months in 4Q14 – the previous quarter experienced 44.0 months of inventory.

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."

Days on market was 60 compared to 54 days on market fourth quarter a year ago.

Total dollar volume was down 16.1 percent from the previous quarter, and up 8.3 percent from a year ago. Fourth quarter dollar volume was \$462.3 million (4Q14) compared to \$426.9 million a year ago (4Q13). Of the \$462.3 million, \$119.6 million was new construction, up 9.7 percent from fourth quarter a year ago (4Q2013).

Fourth quarter records indicate that 11 condos in downtown Boise sold at an average of \$289/SF, up 10.3% from a year ago.

Land, which is not included in the data above or that follows, recorded the following number of sales and average sold price in our core coverage areas.

North Boise: 5 (\$111,200)
NE Boise: 5 (\$142,980)
SE Boise: 2 (\$59,563)
The Bench: 1 (\$140,000)
Eagle: 21 (\$136,457)

Market Update

Residential & Commercial - Blaine County <small>NOTE: Blaine Co. is defined as Hailey, Ketchum & Sun Valley in the table below. Bellevue has not been included in the table below. Bellevue statistics are included on page 10.</small>		4Q2014 OCT-NOV-DEC
Average Sold Price Single-Family Home (includes condos/townhouses)		\$819,300
Average Sold Price Single-Family Compared to Prior Year Same Quarter		up 51.4%
Average Days on Market Single-Family		199
Total Dollar Volume Single-Family		\$89.3M
Total Dollar Volume Single-Family Compared to Prior Year Same Quarter		up 73.7%
Average Sold Price Condominium/Townhouse (only)		\$456,214
Average Days on Market Condominium/Townhouse		161
Total Dollar Volume Condominium/Townhouse		\$23.7M
Total Dollar Vol. Condominium/Town House Compared to Prior Year Same Quarter		up 46.2%
Average Sold Price Commercial		\$528,567
Average Days on Market Commercial		512
Total Dollar Volume Commercial		\$4.8M
Total Dollar Volume Commercial Compared to Prior Year Same Quarter		up 63.0%

Fourth quarter records indicate that 109 single-family homes sold at an average of \$297/SF. Fifty-two of the 199 single-family homes were condominiums/townhouses that sold at an average of \$293/SF; average sold price up 29.4% from prior year. Land, which is not included in the data above or that follows, included 10 sold properties at an average sold price of \$662,900 and an average days on market of 625. Total dollar volume of land (\$6.6M) was up 81.9% from fourth quarter a year ago. Nine commercial properties sold at an average of \$167/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.



419 S 8th

Courtesy of Bryant Forrester - Century 21 Magellan



2365 N 34th

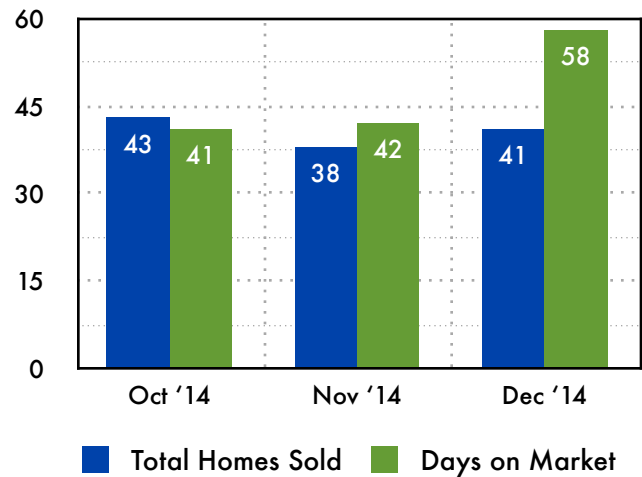
Courtesy of Jill Donahue - Ralston Group Properties



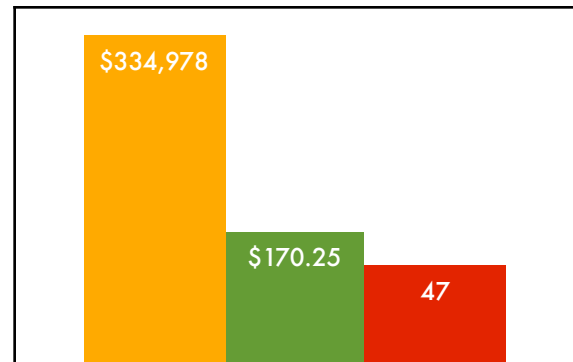
1111 N 17th

Courtesy of Randy Andrews - Coldwell Banker Tomlinson

North Boise (Area 100)



Average Sold Price



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

North Boise

In October, 43 single-family homes sold in North Boise with an average days on market of 41 and at an average price of \$330,660. Thirty eight homes sold in November at an average sales price of \$387,753 (42 days on market), and 41 homes in December at 58 days on market (average sold price of \$290,594). The highest sold price recorded in North Boise was \$1,490,000, with a lowest recorded sale of \$103,000. During 4Q2014, average sold price in North Boise was up 7.3 percent from a year ago to \$334,978 (\$170 per square foot), and 47 days on market.



411 N Bruce

Courtesy of Marijke Geston - Windermere/RB Smith



1516 E Warm Springs

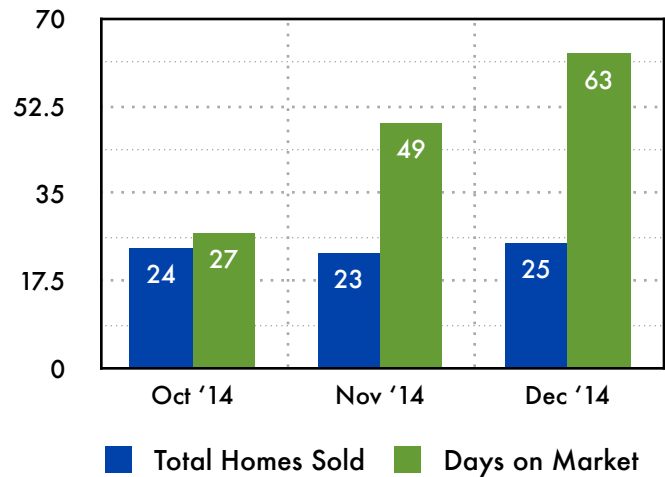
Courtesy of Jill Donahue - Ralston Group Properties



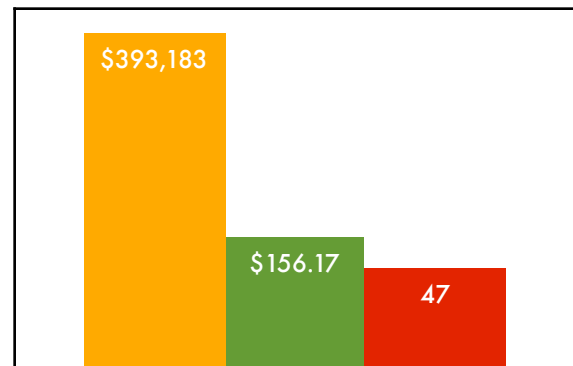
2410 E Sunshine

Courtesy of Alicia Ralston - Ralston Group Properties

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 October, 24 single-family homes sold in Northeast Boise with an average days on market of 27 and at an average price of \$393,833. November included the sale of 23 homes at an average sales price of \$394,927 (49 days on market), and 25 homes sold in December at 63 days on market. Average sold price in December was \$391,675. The highest sold price recorded in Northeast Boise was \$732,034, with a lowest recorded sale of \$99,000. During 4Q2014, average sold price in Northeast Boise was \$393,183 – up 12.9 percent from 4Q13 – (\$156 per square foot), and 47 days on market.



233 W Redfish

Courtesy of Amy Berryhill - Ralston Group Properties



12 S Mesa Vista

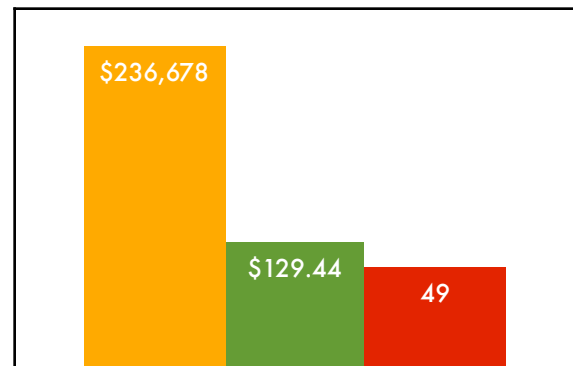
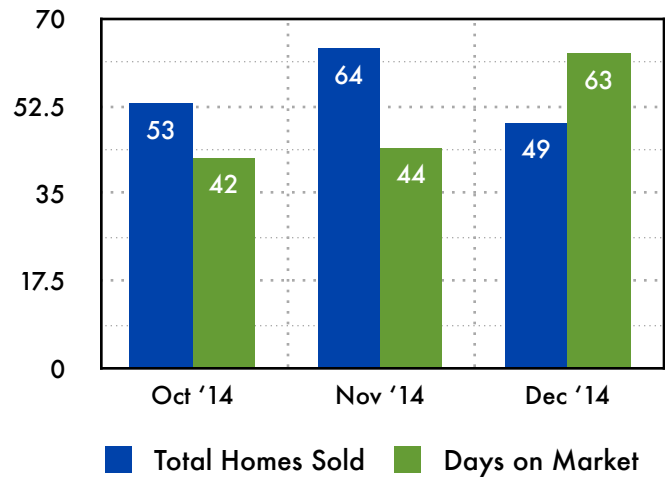
Courtesy of Donny Heck - Keller Williams Realty



2600 S Swallowtail

Courtesy of Nicholas Smith - Silvercreek Realty

Southeast Boise (Area 300)



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

Southeast Boise

In October, 53 single-family homes sold in Southeast Boise with an average days on market of 42 and at an average price of \$220,694. The remainder of the quarter shared similar pricing with the sale of 64 homes in November at an average sales price of \$244,404 (44 days on market), and 49 homes in December at 63 days on market with an average sold price of \$243,875. The highest sold price recorded in Southeast Boise was \$1,500,000, with a lowest recorded sale of \$73,000. During 4Q2014, average sold price in Southeast Boise was up 7.4 percent from the prior year to \$236,678 (\$129 per square foot), and 49 days on market.



303 N Garden

Courtesy of Marie Koller - Century 21 Magellan Realty



1009 N Balsam

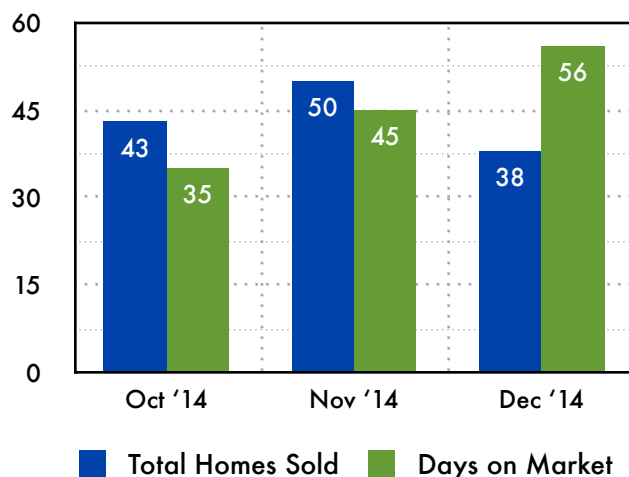
Courtesy of Marilyn Van Dorne - Group One



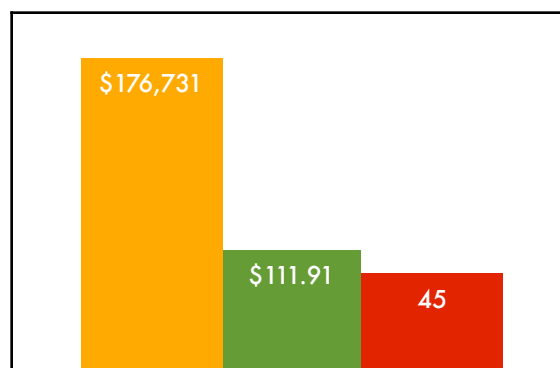
6413 W Randolph

Courtesy of Jill Donahue - Ralston Group Properties

Boise Bench (Area 400)



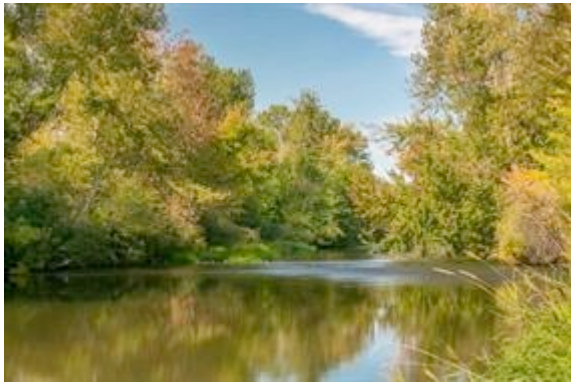
Average Sold Price



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

Boise Bench

In October, 43 single-family homes sold on the Boise Bench with an average days on market of 35 and at an average price of \$191,559. Fifty homes sold in November at an average sales price of \$164,400 (45 days on market), and 38 homes in December at 56 days on market with an average price of \$176,176. The highest sold price recorded on the Boise Bench was \$1,050,000, with a lowest recorded sale of \$58,000. During 4Q2014, average sold price rose 13.1 percent from the previous year on the Boise Bench. Average sold price was \$176,731 (\$112 per square foot), and 45 days on market.



Lot 11 Block 1 River Walk Sub
Courtesy of Steve Lewis - Syringa Realty

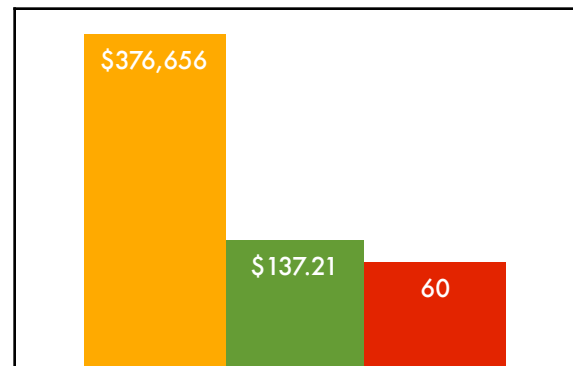
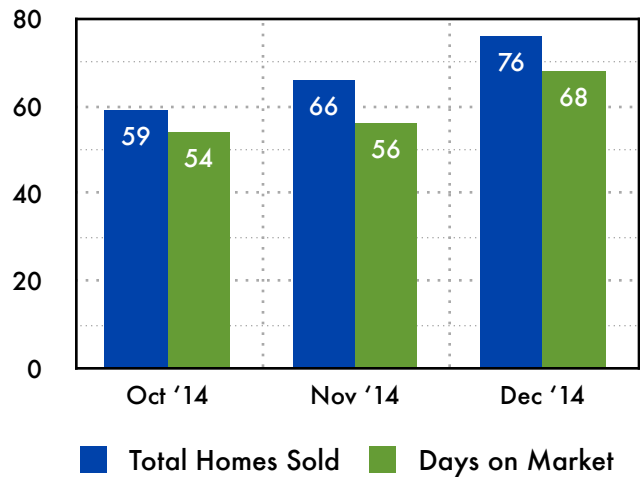


443 Mission
Courtesy of Heather Echevarria - The Real Estate Shop



7223 W Moon Valley
Courtesy of Barton Cochran - Silvercreek Realty

Eagle (Area 900)



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

Eagle

In October, 59 single-family homes sold in Eagle with an average days on market of 54 and at an average price of \$397,221. Sixty-six homes sold in November at an average price of \$355,105 (56 days on market), and 76 homes in December at 68 days on market. Average sold price in December was \$379,406. The highest sold price recorded in Eagle was \$1,429,116, with a lowest recorded sale of \$86,997. During 4Q2014, average sold price in Eagle was similar to last year's average (\$376,274) – \$376,656 (\$137 per square foot), and 60 days on market.



2643 Ridge

Courtesy of Penny Leopold - Ralston Group Properties



601 Dogwood

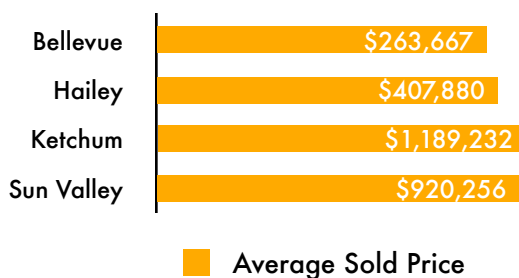
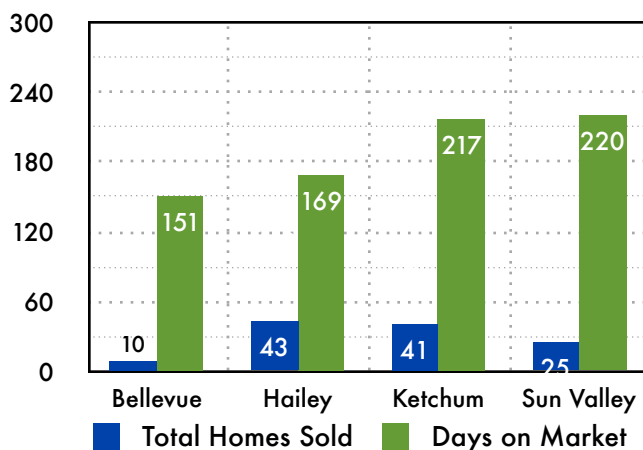
Courtesy of Penny Leopold - Ralston Group Properties



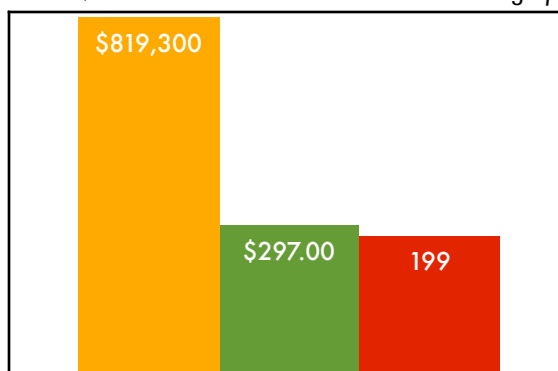
105 Parker Gulch

Courtesy of Penny Leopold - Ralston Group Properties

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

Ten single-family home (single-family includes homes/condominiums/townhouses) sales were recorded in Bellevue in 4Q14 at an average of 151 days on market and an average sales price of \$263,667. Fourth quarter in Hailey resulted in the sale of 43 homes with an average days on market of 169 and at an average price of \$407,880 (\$178 per square foot). In Ketchum, 41 homes sold at an average sales price of \$1,189,232 at an average of 217 days on market; per square foot price was \$396. Sun Valley records indicated 25 home sales at an average price of \$920,256 (\$339 per square foot) and at an average of 220 days on market. During 4Q2014, average sold price in Blaine County was up 14.1 percent from a year ago. Average sold price in 4Q14 was \$819,300 – \$297 per square foot and 220 average days on market. The lowest priced single-family home sold for \$58,000, with the highest sold price at \$7,000,000 in fourth 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 +10.7% 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 +4.6% in median asking sales price per square foot (sf) compared to prior 3 months, with an decrease of -1.5% from prior year's prices. Median price was \$116/sf. Rental rates increased +2.8% from prior 3 months, a +5.0% increase from last year. Average asking rent/sf/year was \$13.34

Retail

Trend data indicates a +1.3% increase in asking rental rate/sf/year from prior 3 months – average asking rent/sf/year was \$13.26. This is a +2.5% 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 as of 1/24/15. Commercial data for Blaine County can be found on page 4 of this report.

Community Q&A

Melinda Kim

Can rates continue to remain this low?

While most real estate industry professionals expect to see rates increase in 2015, the year has started off with surprisingly low rates, which has given the real estate market an expected boost.

MBA Chief Economist Mike Fratantoni has shared that the U.S. economy and job market continue to show signs of strength, but weakness abroad and the tumbling oil prices have led to further declines in interest rates. Indeed mortgage rates in January have reached their lowest level since May of 2013. With 30-year fixed rates back below 4 percent for many borrowers, both the purchase market and refinances are hitting levels we haven't seen since mid 2013. And many borrowers that were unable to purchase or refi in 2013 due to prior short sales or foreclosures and suppressed home

values, are now able to take advantage of rates that are near the all-time record lows.

Rates started down mid-December and borrowers were quick to respond. Specifically in Ada County, home sales in December 2014 were up over 4 percent over December 2013, increasing 5+ percent in fourth quarter compared to a year ago. We expect January numbers to be even stronger based on the current interest rates. We don't know how long these rates will last, but recent statements from Janet Yellen and other Fed officials indicate that the US Central Bank is going to remain "patient" before raising interest rates. As a result, the outlook for the 2015 housing market is very strong.

Jim Faust

What the major source of radon in Idaho homes comes from natural deposits of uranium commonly found in Idaho geology, and has been around for a long time. Can you share what has prompted the recent education on radon and specifically the postcards that many Idaho residents have or will be receiving in the next couple of days?



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

Melinda

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

Yes, it all came about from the incidence of lung cancer cases/deaths the hospitals were seeing in the U.S. from people who never smoked & did not live with a smoker (2nd hand smoke). Radon was known by the scientific community, not by the general public. Radon testing was done only as a "might it be possible" scenario. And guess what! The correlation was too strong to not see. The more radon tests that were done around the country, and in Idaho, the more

we realized we've got some real issues here that need to be addressed. Then a few years ago we started compiling the data, radon test results, into zip codes and developed "zip code maps" and it became real evident. When people see the zip code maps and the number of homes tested in THEIR zip code and the percent that test high – it speaks volumes. We've only had zip code maps for about 4 years. Actually thought that one up one night at a BBQ after a few beers, thinking about a presentation I'd done earlier that week. I was trying to figure out how to get people to present the data – radon test results – simpler for people to understand and then take action (test their home for radon). All we're trying to do is increase awareness about radon, the dangers of long-term exposure to radon, and to encourage people to test their homes.

Jim Faust is an Idaho Department of Health and Welfare Program Manager, part of the Bureau of Community and Environmental Health.

Downtown Update Boise

Condos On The Books

"One Nineteen" – 26 contemporary two and three-bedroom condos near Grove & 10th – are expected to begin taking reservations in late January/early February. The condos are anticipated to start in the high \$300's.

The developer of Hyde Park Place at 1207 W Fort Street is planning to develop 31 single-level condos in the Waterfront District near the new Ester Simplot Park and White Water Park.

The 62-condo building in the Cultural District near 8th & River is anticipated to begin this coming Fall.

Curious about the building at Front & Parkcenter? The newly opened "951" includes apartments - some furnished corporate apartments, live/work space and retail.

Continuing Construction

Construction crews continue to work hard at JUMP, but the cranes are leaving! JUMP, which is scheduled to open this Fall, is now focusing crews on completing interior work. Some exterior finishes are still in progress, but the heavy lifting is complete. City Center remains on schedule for a Fall 2016 completion. Only 5000 square feet of the 300,000 leasable square feet remains available.

Ketchum

Shelley Seibel, a financial advisor at Edward Jones, and Mark Nieves, a technology consultant, are replacing retiring Ketchum Urban Renewal Agency (KURA) members Mark Eshman and Trish Wilson. The city of Ketchum formed KURA in 2006 to focus on downtown revitalization, community housing, and public & private investments.

Visit ralstongrp.com for current listings – Here are just a handful of January specials

102 Willoway
"Cabin in the woods" close to everything
Hailey FOR SALE \$449,000



811 W Ridenbough
Updated 2B/1B North End bungalow
Boise FOR SALE \$214,000



6308 E Wildhorse
49 acres with city, mountain & foothill views
Boise FOR SALE \$299,000



524 Juniper
Estate lot with mountain views ready for build
Sun Valley FOR SALE \$995,000



3306 Walking Horse
Incredible custom build with views
McCall FOR SALE \$850,000



1207 W Fort
2B/2B Hyde Park loft condo near downtown
Boise FOR SALE \$319,000



Local 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 @ ralstongrp.com](#)

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 & sustainable design/builds. In the Wood River Valley, Ralston Group is versed in both residential and commercial real estate.



Scout O'Gara

Scout specializes 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" for Scout, but personal & deeply meaningful. [Read more about Scout @ ralstongrp.com](#)

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Teri Stein

Teri is a 3rd generation Idahoan and arguably, the quintessential "ambassador" for Idaho & 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 @ ralstongrp.com](#)

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Jill Donahue

Jill's specialty expertise tends to focus on serving clients interested in access to the Boise foothills trails, our vibrant downtown, and the river/greenbelt – essentially the Boise lifestyle! Her market knowledge and the trust she earns with clients & colleagues alike is evidenced by her referrals and repeat business – 95% over career. [Read more about Jill @ ralstongrp.com](#)

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David Ralston

David is a licensed Realtor but 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, and strategy, photography, recruitment, marketing, and agent coaching/professional development. [Read more about David @ ralstongrp.com](#)

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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 @ ralstongrp.com](#)

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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 @ ralstongrp.com](#)

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