

BOISE MARKET REPORT

BOI

MARKET INSIGHTS • 3Q21



2.2%

Boise Unemployment Rate



-1.6%

New Home Closings Down



30.2%

New Home Starts Up

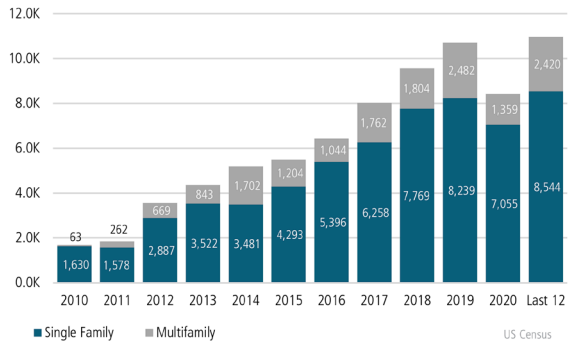


\$518,942

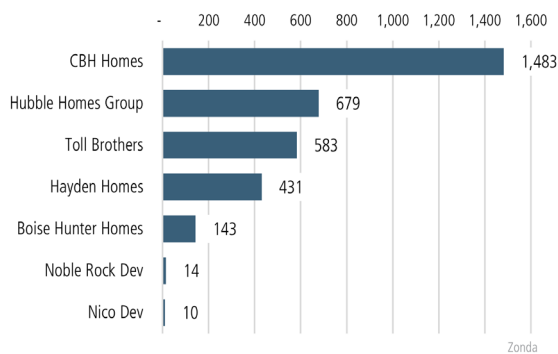
Average New Home Price

NEW HOUSING TRENDS¹

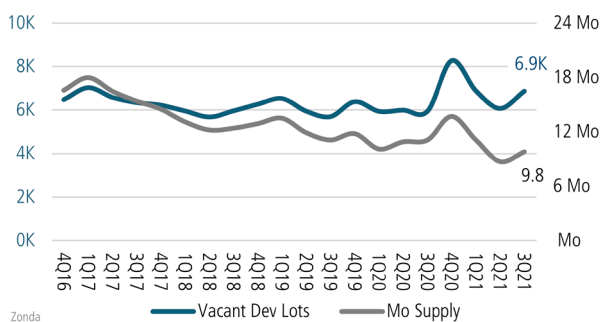
Single & Multi-Family Permits



12 Month Homebuilder Ranking by Closings



Vacant Developed Lot Supply



ANNUALIZED NEW HOME STARTS



Sep 2020

6,451

Sep 2021

8,401

30.2%

ANNUALIZED NEW HOME CLOSINGS

-1.6%

Sep 2020

6,714

Sep 2021

6,604



AVERAGE NEW HOME PRICE



Sep 2020

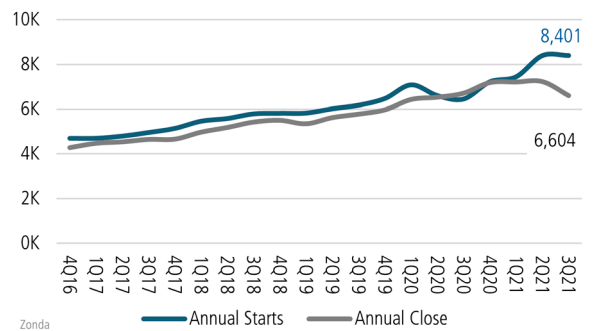
\$405,655

Sep 2021

\$518,942

27.9%

Annual Starts vs Closings



MLS RESALE STATISTICS - SINGLE FAMILY HOMES²

ADA COUNTY MEDIAN SALE PRICE

Sep 2020 **\$408,000** ▲ 31.1% **\$534,950** Sep 2021

TOTAL DOLLAR VOLUME SOLD YTD

Sep 2020 **\$4.0B** ▲ 16.4% **\$4.7B** Sep 2021

CANYON COUNTY MEDIAN SALE PRICE

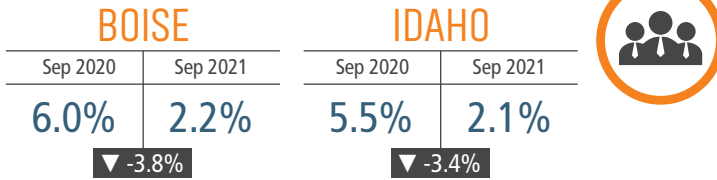
Sep 2020 **\$310,000** ▲ 36.1% **\$422,000** Sep 2021

TOTAL DOLLAR VOLUME SOLD YTD

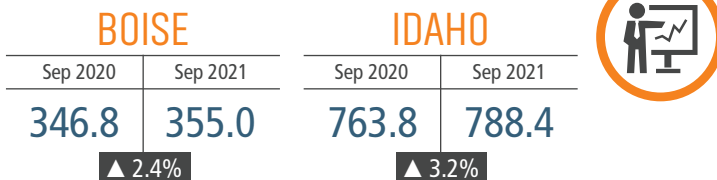
Sep 2020 **\$1.4B** ▲ 31.2% **\$1.9B** Sep 2021

ECONOMIC TRENDS³

UNEMPLOYMENT RATE (unadjusted)



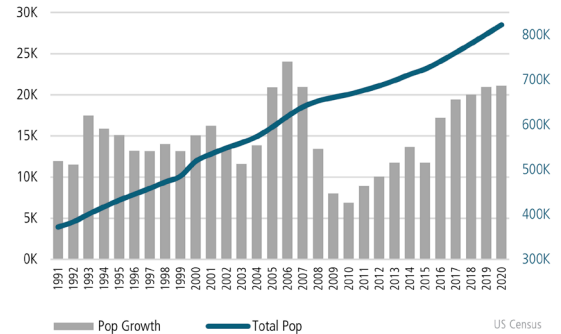
TOTAL NONFARM EMPLOYMENT (in thousands)



EMPLOYMENT CHANGE



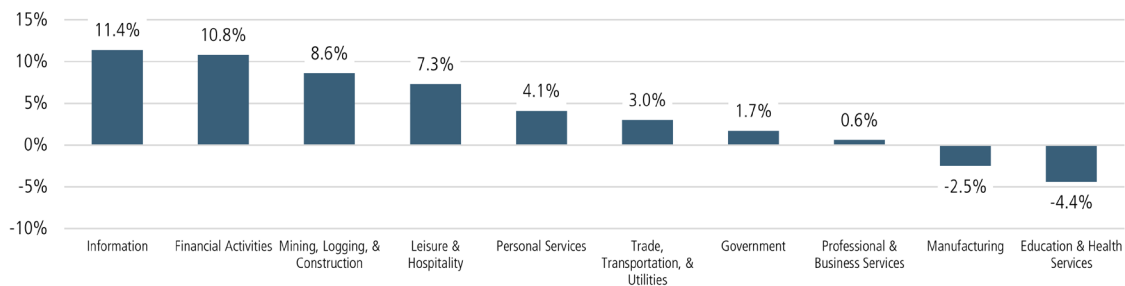
Population Growth & Total Population



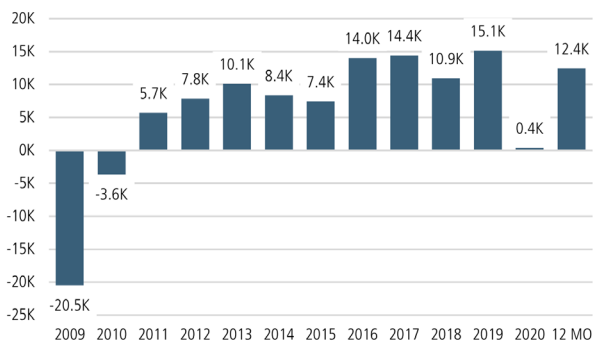
30 Year Fixed Mortgage Rate



YOY Change in Employment By Sector

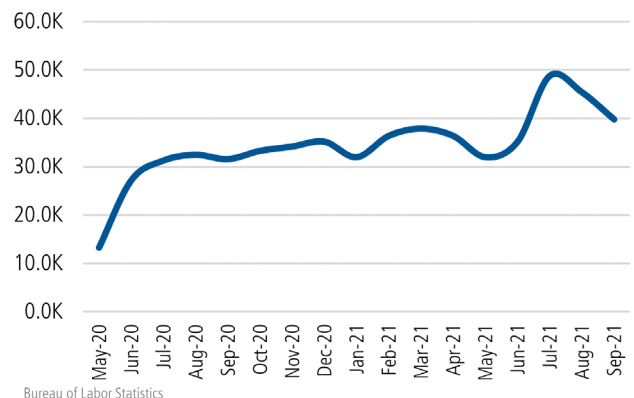


Change in Employment



Bureau of Labor Statistics average YOY monthly employment change.

Boise Jobs Recovered Since April 2020



THE NATION'S LEADING LAND BROKERAGE & ADVISORY FIRM

SALES • CAPITAL • M&A • CONSERVATION • ADVISORY



26 Offices Across the Nation



70+ Specialized Advisors



40+ Staff Professionals



\$32+ Billion in Sales Since 1987

SCOTTSDALE, AZ
CASA GRANDE, AZ
PRESCOTT, AZ
TUCSON, AZ
IRVINE, CA
BAY AREA, CA
COACHELLA VALLEY, CA
PASADENA, CA
ROSEVILLE, CA
SAN DIEGO, CA
SANTA BARBARA, CA
VALENCIA, CA
JACKSONVILLE, FL

ORLANDO, FL
TAMPA, FL
ATLANTA, GA
BOISE, ID
CHARLOTTE, NC
ALBUQUERQUE, NM
LAS VEGAS, NV
RENO, NV
AUSTIN, TX
DALLAS-FORT WORTH, TX
HOUSTON, TX
SALT LAKE CITY, UT
BELLEVUE, WA

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