

MEDIAN SALES PRICE \$ YOY % MOM %

ALL	\$362,495	+6.1%	+1.4%
RESALE	\$344,500	+5.9%	+2.2%
NEW	\$393,240	-1.1%	-0.3%

- 57% of homes sold in January were over 20 years old which led to a slightly lower Median Sales Price among resale homes.
- There have been a small number of new homes sold monthly in Elmore (4 in December and 6 in January) so minor changes result in large proportional changes for several metrics including Median Sales Price. This is the main reason we use a Rolling 12-Month Median.

HOMES SOLD  YOY % MOM %

ALL	21	-19.2%	-32.3%
RESALE	15	-28.6%	-44.4%
NEW	6	+20.0%	+50.0%

- Inventory of resale homes in Elmore decreased in both November and December, meaning there may not have been sufficient options for buyers to complete a sale in January. We will look to see if January's inventory boost increases February's sales with more resale options.
- Only one resale home sold in January was priced above \$400K and a chunk of homes sold for under \$300K.

PENDING SALES  YOY % MOM %

ALL	46	+31.4%	+31.4%
RESALE	35	+25.0%	+52.2%
NEW	11	+57.1%	-8.3%

- Across several counties in Southwestern Idaho (Elmore included) a significant increase has been observed in pending sales likely due to seasonal increases observed after the holiday season annually.
- A much larger proportion of pending sales are new homes as compared to those sold in January. There is also some shift in ages of resale homes where pending sales appear younger on average than those sold in January.

MESSAGE FROM BRR'S PRESIDENT

Elmore County saw a 6% drop in Median Sales Price in January, with more affordable resale homes under \$300K. Buyers may find opportunities, while sellers should price strategically to stay competitive. With pending sales on the rise, a REALTOR® can guide buyers and sellers through these market shifts for the best outcomes.
~Elizabeth Hume, Boise Regional REALTORS® 2025 President

- Year-Over-Year (YOY)** – Comparison of the current month to same month in previous year.
- Month-Over-Month (MOM)** – Comparison of the current month to the previous month.

INVENTORY  YOY % MOM %

ALL	98	+71.9%	+2.1%
RESALE	66	+83.3%	+10.0%
NEW	32	+52.4%	-11.1%

- Inventory overall remained at similar levels to those seen in December, but a slight increase (10%) was observed in resale home inventory.
- Resale homes added to inventory in January appear to be mostly younger than 10 years old. This may continue to bolster pending sales moving into February as there are currently a large number of young resale homes pending sale in January.

DAYS ON MARKET  YOY % MOM %

ALL	63	+53.7%	-6.0%
RESALE	47	+80.8%	-24.2%
NEW	105	+2.9%	+6.1%

- Homes aged 11-50 years old sold in January were on the market for an average of 35 days which pushed this number down for resale homes.
- New homes in Elmore appear to be on the market longer than resale homes. This may be due to homes being listed before construction is completed. We may expect Days on Market to tick up next month since a large proportion of pending sales are currently new homes.

MARKET MATH!



"Balanced" Market = 4-6 MSI

CURRENT MSI: 3.4 Months

Market Speeds + Inventory = Months' Supply of Inventory

