

MEDIAN SALES PRICE		YOY %	MOM %
ALL	\$368,750	+7.2%	+0.0%
RESALE	\$344,500	+6.3%	+0.0%
NEW	\$387,490	-4.0%	-1.5%

- Median Sales Price declined by 9% in March due to a significant decrease observed in the Median Sales Price of new homes.
- New homes sold in March were all sold under \$400K, in February this was only true for 17% of new homes sold.
- Resale homes sold continue to be mostly over 10 years old. A segment of homes over 50 years old sold this month, they were on the market >100 days on average.

HOMES SOLD		YOY %	MOM %
ALL	27	+3.8%	-12.9%
RESALE	23	+9.5%	-8.0%
NEW	4	-20.0%	-33.3%

- The number of homes sold decreased by 13% in March, a significant change from the dramatic increase in sales observed in February.
- Resale homes saw a decline in sales for homes aged 10-20 years despite homes sold in March having a lower median price than those sold in February.
- New homes sold in March also had a lower Median Sales Price than those sold in February.

PENDING SALES		YOY %	MOM %
ALL	58	+26.1%	+28.9%
RESALE	35	+0.0%	+16.7%
NEW	23	+109.1%	+53.3%

- Pending Sales saw another significant increase in March, like levels observed at the beginning of 2025.
- New builds experienced the largest increase in pending sales at 53% in March.
- Over 60% of newly pending homes this month have a closing date after May 2025. This may mean that despite an increase in pending sales in March, sales volume in April may not be impacted.

- 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	118	+71.0%	+7.3%
RESALE	73	+62.2%	+12.3%
NEW	45	+87.5%	+0.0%

- Inventory increased by 7.3% this month, marking the third month in a row that an increase was observed.
- Inventory only increased for resale homes in March. A small number of older resale homes (20+ years) outside of Mountain Home were added to inventory. Some of these homes are priced well above other comparable homes sold in March so we will wait to see how long they remain in inventory.

DAYS ON MARKET		YOY %	MOM %
ALL	56	+1.8%	-13.8%
RESALE	51	+13.3%	-7.3%
NEW	84	-15.2%	-19.2%

- The drop in average days on market for new homes sold in March was due to two homes being sold immediately that are still under construction in Mountain Home.
- Resale homes priced below \$400K have the lowest average days on market of any segment of homes sold from March. Most of these homes were on the market for less than a week before being sold.

MARKET MATH!



"Balanced" Market = 4-6 MSI

CURRENT MSI: 4.0 Months

Market Speeds + Inventory = Months' Supply of Inventory



“A” MESSAGE FROM BRR’S PRESIDENT

In Elmore County, pending sales are up, but closed sales are trailing – making timing and positioning more important than ever. A REALTOR® guides clients through market lags and leads, helping buyers and sellers make smart decisions in a slower-moving, price-sensitive environment.

~Elizabeth Hume, Boise Regional REALTORS® 2025 President