

Mid-year numbers show a steady increase in real estate sales in the north half of Blaine County. Looking at the indicators, the number of closed transactions and dollar volume was up significantly in the resort area. The number of residential units sold in 2011 climbed to 116, versus 85 in the first half of 2010. The dollar volume is up \$7 million, to just over \$85 million in residential sales during the first six months.

Distressed sales involving foreclosed homes and short sales are a significant factor in the south valley. In Hailey and Bellevue, distressed sales make up a quarter of the available inventory and over half of the sales year to date. On a brighter note, prices have now dipped in many neighborhoods to the point of attracting various groups of real estate investors.

This report is designed to give you a broad overview of the Blaine County market. I'd be happy to discuss with you in more detail the value of properties in specific neighborhoods or to learn more about your long-term real estate needs. I always appreciate referrals and look forward to working with you in the future. Please don't hesitate to call with any questions you may have.

SINGLE-FAMILY HOMES (First 6 Months of the Year Comparison)						
AREA	# SOLD		Avg Sold \$ / SqFt		Avg Sold Price	
	2010	2011	2010	2011	2010	2011
North Ketchum	8	4	\$416	\$332	\$1,574,250	\$860,250
Warm Springs	4	5	\$372	\$193	\$1,826,975	\$415,065
Ketchum	8	8	\$446	\$382	\$1,565,000	\$1,346,250
Elkhorn	3	5	\$352	\$336	\$916,667	\$1,316,800
Sun Valley	4	7	\$422	\$451	\$2,043,750	\$1,810,714
Mid-Valley	4	15	\$290	\$309	\$1,151,750	\$1,397,984
Hailey	40	36	\$163	\$130	\$308,039	\$256,140
Bellevue	11	18	\$130	\$108	\$294,537	\$182,354
South Blaine Co.	4	5	\$87	\$118	\$140,500	\$240,800
<b>TOTAL</b>	86	103	\$239	\$214	\$745,086	\$681,772
<b>MEDIAN</b>			\$180	\$165	\$360,000	\$350,000



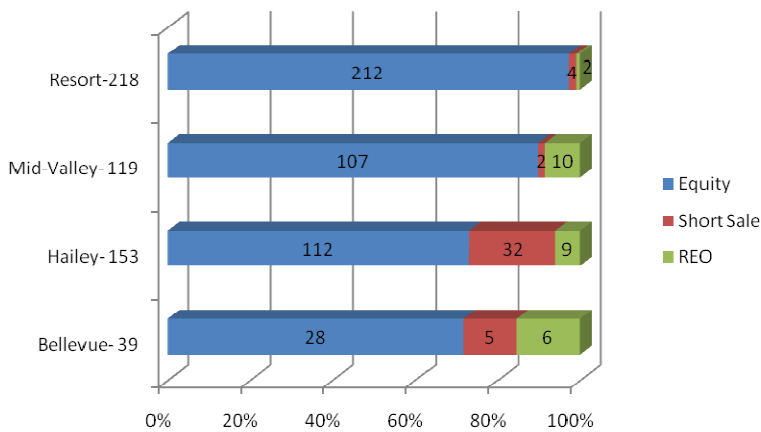
CONDOS/TOWNHOUSES						
AREA	# SOLD		Avg Sold \$ / SqFt		Avg Sold Price	
	2010	2011	2010	2011	2010	2011
Warm Springs	6	10	\$250	\$293	\$420,800	\$521,425
Ketchum	29	44	\$343	\$312	\$668,466	\$665,702
Elkhorn	15	27	\$288	\$234	\$531,317	\$401,293
Sun Valley	6	5	\$422	\$324	\$490,833	\$353,800
<b>TOTAL</b>	56	86	\$328	\$286	\$589,168	\$546,392
<b>MEDIAN</b>			\$290	\$259	\$460,000	\$445,000



### YEAR TO DATE REAL ESTATE REVIEW for the WOOD RIVER VALLEY (Residential and Condos/Townhouses)

PRICE RANGE	CURRENT LISTINGS	SALES 2010	SALES 2011
\$1 to \$149,999	91	17	37
\$150,000 to \$299,999	191	40	46
\$300,000 to \$599,999	212	46	50
\$600,000 to \$999,999	160	25	34
\$1,000,000 to \$1,999,999	149	18	21
\$2,000,000 to \$4,999,999	128	8	14
Over \$5,000,000	25	2	1
<b>TOTAL</b>	<b>956</b>	<b>156</b>	<b>203</b>

### SINGLE FAMILY ACTIVE LISTINGS



### Distressed %

2.7%

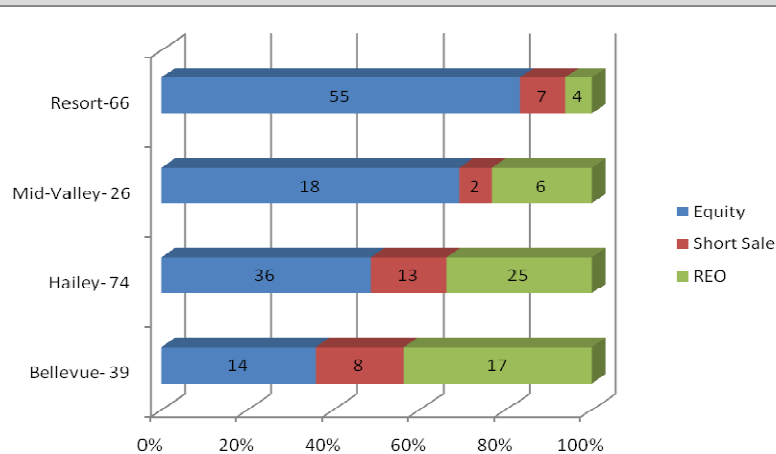
10.0%

26.7%

28.2%



### SINGLE FAMILY SOLD JULY 1, 2010 TO JULY 1, 2011



### Distressed %

16.6%

30.7%

51.3%

64.1%