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## Market Report

### Monthly Market Analysis

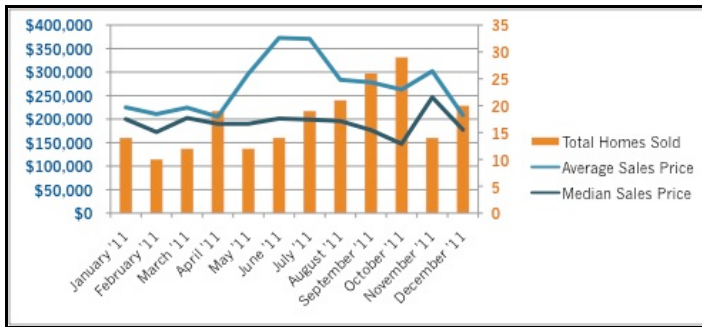
All MLS Reported Sales Information for Teton Valley

December 2011

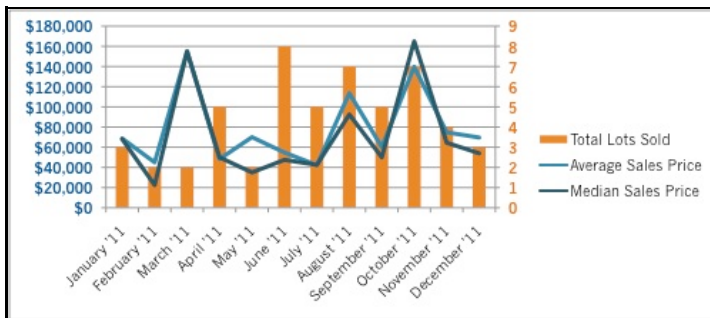
	# on Market	Average Days on Market	Total Sales	Average Price
Residential	313	404	20	\$208,325
Building Sites	485	642	3	\$69,633
Farm & Ranch	14	448	0	\$0
Commercial	36	355	0	\$0

	Last 12 Months January 1, 2011 - December 31, 2011	12 Months, 1 Year Ago January 1, 2010 - December 31, 2010	% Difference
Number Sold	282	231	+22%
Sold Volume	\$68,964,750	\$63,595,374	+8%
Average Sale Price	\$245,069	\$279,824	-12%

#### Year-to-Date Homes Sold



#### Year-to-Date Lots Sold



#### Detailed Market Analysis — Last Month

##### Building Sites < 10 Acres

[Click here to contact an agent with market questions.](#)

[Sage Realty Group](#) would like to welcome you to our Market Report and Analysis.

Teton Valley saw a 13% increase in properties sold in the 4th quarter of 2011 compared to the same quarter of 2010. The same comparison shows a 13% decline in sold volume and a 23% decline in the average sales price of area properties. Looking back on the year as a whole, there was a 21% increase in the number of properties sold over those sold in 2010 and a 12% decrease in the average sales price for properties.

It's no surprise that a higher number of sales brought in lower dollar amounts when you consider that 40 of the 78 sales during the 4th quarter were either short sales or REO's (real estate owned by banks). In both instances, owners and banks desire to move a property quickly at its appraised value. Over time, appraised values have decreased valley-wide as properties have been pushed through at lower sales prices to meet bank quotas and financial deadlines. In order to appraise a property, by law, appraisers must have a number of sold comparisons that match the subject property's profile to define its value. When documented sale prices are low, so then are appraised values. Thus continues the vicious cycle that has driven market values down.

Forty-one homes under \$300,000 sold in the 4th quarter, a 37% increase over the same time period last year. The sold volume for these sales was down 9% when compared to Q4 2010, while the average sales price fell 34% to \$121,894. Of these sales, 66% were potential short sales or REO homes.

Overall 2011 saw a 50% increase in sales for homes under \$300,000 compared with 2010. Sold volume over the year was up 16%, while the average sales price was down 23% for an average sales price of \$145,000. A total of 69% of sales in 2011 were potential short sales or REO's.

Lots saw a slight 2% increase in sales in 2011 when compared with 2010. Sold volume and average sales price were down a mere 6%, leaving the average sales price for a lot last year at \$81,000.

If your new year's resolution included spending more time in the Tetons, now could be the time to buy. Prices are down, interest rates are low and good values

Number of Sales	3
Volume Sold	\$208,900
Average Sale Price	\$69,633
Days on Market	671
Lots on Market	422

around.

We look forward to keeping you tuned in to the market data we are watching. Please feel free to contact us if you have any questions or would like more detailed information.

\* This information reflects data gathered from Teton Valley, ID. This includes Teton, Driggs, Victor and Alta, WY.

To view all archived market reports [click here.](#)



[RSS Market Report](#)

#### Building Sites $\geq$ 10 Acres

Number of Sales	0
Volume Sold	\$0
Average Sale Price	\$0
Days on Market	445
Lots on Market	63

#### Homes $\leq$ \$350,000

Number of Sales	17
Volume Sold	\$2,628,500
Average Sale Price	\$154,617
Days on Market	387
Homes on Market	203

#### Homes from \$350,000 - \$750,000

Number of Sales	4
Volume Sold	\$1,863,000
Average Sale Price	\$465,750
Days on Market	397
Homes on Market	67

#### Homes from \$750,000 - \$1,250,000

Number of Sales	0
Volume Sold	\$0
Average Sale Price	\$0
Days on Market	431
Homes on Market	32

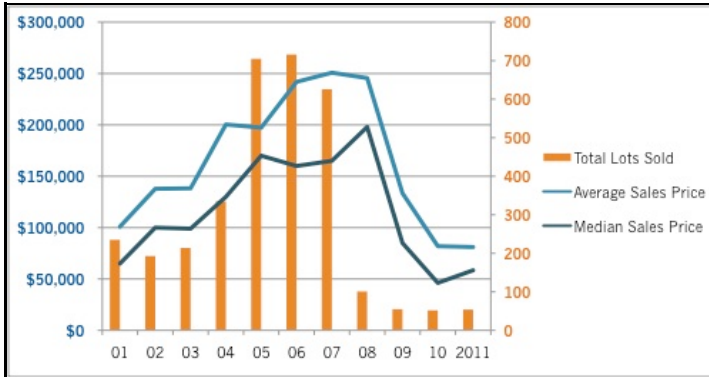
#### Homes $\geq$ \$1,250,000

Number of Sales	0
Volume Sold	\$0
Average Sale Price	\$0
Days on Market	562
Homes on Market	15

History of Homes Sales



History of Lot Sales



We hope this information has been beneficial to you.

**Thank You!**