



YEAR-END

TETON VALLEY REAL ESTATE MARKET REPORT

JACKSON HOLE
REAL ESTATE
ASSOCIATES

CHRISTIE'S
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The Market Report

This report gives a broad overview of the Teton Valley real estate market. However, each neighborhood and property in the Teton Valley area is unique and requires individual analysis for an accurate estimate of value and market conditions. Contact any of our experts at Jackson Hole Real Estate Associates for more in-depth information of a specific neighborhood or property.

Jackson Hole Real Estate Associates exclusively owns and maintains the region's oldest and most comprehensive market database. No other brokerage or agent has the resources available to offer this depth of expertise or insight into market conditions. The unmatched resources and knowledge of Jackson Hole Real Estate Associates, the largest and most dynamic real estate company in the region, combined with the largest independent affiliate networks, Christie's International Real Estate and Leading Real Estate Companies of the World, offer the ideal balance of local expertise and global reach.

On behalf of our dedicated team of professionals at Jackson Hole Real Estate Associates, we are pleased to present our comprehensive market report for the year-end 2018. Inside you will find information on the market segments making up the Teton Valley area, including Alta, Wyoming. As the market leader, we have developed a dynamic report that sheds fresh light on the trends that are shaping our real estate market.



** The statistics used in this report are from the Teton Board of Realtors Multiple Listing Service (MLS).*

** This report does not go into detail on every segment of the market, but is intended to offer an overview of general market conditions.*

** All statistics are supplied by sources that have been deemed reliable but are not guaranteed.*

** Statistics are cumulative.*

Cover Image: 1950 Snow Crest Ranch Drive | Driggs, Idaho | List Price: \$1,395,000



\$277,236
AVERAGE SALE
PRICE



\$215,500
MEDIAN SALE
PRICE



563
TOTAL NUMBER OF
TRANSACTIONS

The Teton Valley, Idaho market saw continued growth in 2018, with both the number of transactions and total dollar volume increasing by about 10%. The average sale price and median sale price increased 7% and 2%, respectively, compared to the prior year.

The growth in average and median sale prices reflects the area's high demand, which is even more pronounced in specific categories. In the single-family home segment, for example, the average sale price increased 14% and the median sale price grew 16%. Those gains, as well as growth in the building site segment, are due in large part to low inventory, which fell 12% overall in 2018.





SOLD | List Price: \$299,000 | Driggs, Idaho

YEAR-END 2018 SINGLE FAMILY

Average and median sale prices in the single-family segment grew over the previous year, up 14% and 16%, respectively. At the same time, the total dollar volume grew 10%, even though there were fewer total sales, which fell 9%. The decline in the number of transactions owes in part to less inventory, which was down 5% from 2017.

# of Transactions	200 (down 7%)
Total Dollar Volume	\$93,520,433
Inventory	116 (down 5%)
Average Sale Price	\$479,592
Median Sale Price	\$406,600


14%
Average Sale
Price

YEAR-END 2018 BUILDING SITES

This segment of the market showed impressive growth in 2018. The average sale price rose 46%, and the median sale price increased 13%. These gains were reflected in the total dollar volume, which doubled from \$16,762,055 to \$33,533,023, and total sales, which were up 34%.

# of Transactions	286 (up 34%)
Total Dollar Volume	\$33,533,023
Inventory	501 (down 14%)
Average Sale Price	\$118,074
Median Sale Price	\$70,000


46%
Average Sale
Price

YEAR-END 2018 COMMERCIAL

The commercial market experienced increases in both volume and dollar value. The average sale price rose 25%, and median sale prices increased 85%. Total dollar volume grew nearly 108%, which was due to higher sale prices and the fact that the relatively few number of transactions in both years allows for sizeable variation.

# of Transactions	16 (up 33%)
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Total Dollar Volume	\$5,485,000
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Inventory	58 (down 10%)
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Average Sale Price	\$365,677
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Median Sale Price	\$332,500
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25%

Average Sale
Price

YEAR-END 2018 ALTA, WYOMING

The Alta market experienced a 57% increase in total dollar volume, spurred primarily by significant growth in the number of transactions, which jumped 94%. The average sale price fell 24%, from \$518,406 in 2017 to \$393,657. The Median sale price dropped 38%, from \$473,250 in 2017 to \$295,500 in 2018.

# of Transactions	35 (up 94%)
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Total Dollar Volume	\$12,990,689
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Inventory	77 (down 3%)
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Average Sale Price	\$393,657
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Median Sale Price	\$295,500
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-24%

Average Sale
Price



SOLD | List Price: \$67,000 | Victor, Idaho

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