

The WINDERMERE Report

Photo Credit:
David Sundholm



A special report on residential real estate sales
in the Wood River Valley for 2020.

KETCHUM

180 North Main | 208.622.2700

HAILEY

100 North Main | 208.788.1700



Wow. 2020 was such a complex year in Sun Valley real estate that it's difficult to summarize the implications of all that happened. The Great Elevation Migration hit the Wood River Valley, and other mountain communities in the summer of 2020, as the Covid 19 pandemic drove buyers to seek out sparsely populated areas with plentiful recreational amenities. As employers embraced the concept of remote work, real estate sales in the Wood River Valley exploded, with the number of buyers far exceeding the inventory available. The graph on the top of the back page of this report illustrates the type of property most in demand in 2020.

Windermere Real Estate always has the latest data on the Sun Valley real estate market so we can help you make informed decisions and realize your real estate dreams. We are here to help and to guide you through the intricacies of our current, dynamic market.

For more stats and information, please visit WindermereSunValley.com

SINGLE FAMILY HOMES

AREA	NUMBER SOLD		MEDIAN SOLD \$/SQ.FT.		MEDIAN SOLD PRICE	
	2019	2020	2019	2020	2019	2020
North Ketchum	8	15	\$406	\$598	\$1,185,000	\$2,369,000
Warm Springs	27	20	\$493	\$534	\$1,100,000	\$1,595,000
Ketchum	31	32	\$540	\$736	\$1,500,000	\$2,500,000
Elkhorn	27	33	\$390	\$398	\$1,405,000	\$1,200,000
Sun Valley	17	21	\$559	\$650	\$2,383,000	\$2,885,000
Mid-Valley	38	86	\$341	\$454	\$947,500	\$1,762,500
Hailey	135	133	\$248	\$287	\$436,000	\$545,000
Bellevue	42	50	\$203	\$239	\$387,500	\$420,000
South Blaine Co.	16	17	\$130	\$221	\$225,000	\$575,000
TOTAL	341	406				

RESORT CONDOS / TOWNHOUSES

AREA	NUMBER SOLD		MEDIAN SOLD \$/SQ.FT.		MEDIAN SOLD PRICE	
	2019	2020	2019	2020	2019	2020
Warm Springs	39	58	\$356	\$444	\$315,000	\$592,500
Ketchum	90	137	\$426	\$491	\$584,750	\$749,000
Elkhorn	74	86	\$327	\$409	\$360,875	\$470,000
Sun Valley	41	44	\$441	\$519	\$515,000	\$521,000
Hailey	58	55	\$211	\$229	\$247,250	\$280,750
TOTAL	302	380				



INVENTORY COMPARED TO SALES RESIDENTIAL AND CONDOS/TOWNHOUSES

PRICE RANGE	CURRENT LISTINGS	SALES 2019	SALES 2020
\$1 to \$149,999	0	18	12
\$150,000 to \$299,999	13	153	104
\$300,000 to \$599,999	51	249	271
\$600,000 to \$999,999	28	123	184
\$1,000,000 to \$1,999,999	60	91	151
\$2,000,000 to \$4,999,999	54	45	97
Over \$5,000,000	26	2	19
TOTAL	232	681	838

Photo Credit: Tony Taglio

HISTORICAL PERSPECTIVE

YEAR	SOLD UNITS	DOLLAR VOLUME	MEDIAN PRICE
2010	427	\$327,386,608	\$347,500
2011	524	\$288,882,486	\$235,500
2012	754	\$397,921,750	\$212,250
2013	732	\$329,825,157	\$265,000
2014	672	\$415,941,772	\$305,000
2015	758	\$435,310,834	\$325,000
2016	784	\$404,362,965	\$290,500
2017	959	\$627,569,444	\$340,000
2018	1027	\$660,226,791	\$365,000
2019	969	\$640,747,961	\$385,000
2020	1,330	\$1,242,544,337	\$489,750



Photo Credit: Amanda Nagy

HAILEY SINGLE FAMILY HOMES BY NEIGHBORHOOD

AREA	NUMBER SOLD		MEDIAN SOLD \$/SQ.FT.		MEDIAN SOLD PRICE	
	2019	2020	2019	2020	2019	2020
China Gardens	4	3	\$215	\$324	\$341,250	\$327,500
Old Cutters	4	3	\$293	\$389	\$552,000	\$735,000
Deerfield	10	6	\$259	\$261	\$465,000	\$670,500
Della View	1	7	\$222	\$258	\$475,000	\$675,000
Hailey Replat	3	2	\$278	\$272	\$467,500	\$502,500
Hailey Townsite	14	13	\$222	\$264	\$405,000	\$420,000
Hiawatha Estate	4	2	\$171	\$322	\$432,000	\$406,000
Northridge	13	13	\$264	\$280	\$729,000	\$815,000
Other	4	37	\$216	\$243	\$320,500	\$319,000
Woodside	66	47	\$231	\$269	\$305,000	\$380,000
TOTAL	123	133				

HAILEY SINGLE FAMILY HOMES BY YEAR

YEAR	NUMBER SOLD	MEDIAN PRICE PER SQ. FT.	MEDIAN SOLD PRICE
2010	77	\$149	\$241,000
2011	94	\$111	\$170,000
2012	167	\$108	\$185,000
2013	129	\$143	\$239,000
2014	89	\$172	\$315,000
2015	126	\$181	\$306,250
2016	137	\$182	\$330,000
2017	135	\$212	\$360,000
2018	164	\$231	\$390,000
2019	135	\$248	\$436,000
2020	133	\$287	\$545,000

2020 A Year with Two Chapters

Pandemic Effect on Wood River Valley Real Estate

As the pandemic hit our region we had no idea how this would affect the local real estate market, but it didn't take long to see that people were very interested in securing and investing in real estate in our area. The only reason more properties weren't sold is because of lack of inventory. If you are considering a move, let's chat and investigate how you can take advantage of this Seller's Market.

First Half		Second Half
76 sales \$438/sq ft	Resort Area Condos Median Price Up 8%	247 sales \$473/sq ft
25 sales \$436/sq ft	Resort Area Single Family Median Price Up 46%	89 sales \$640/sq ft
17 sales \$405/sq ft	Mid Valley Single Family Median Price Up 15%	70 sales \$465/sq ft

First Half		Second Half
25 sales \$264/sq ft	Hailey Single Family Median Price Up 11%	107 sales \$294/sq ft
16 sales \$222/sq ft	Hailey Condo & Townhomes Median Price Up 5%	37 sales \$232/sq ft
16 sales \$222/sq ft	Bellevue Single Family Median Price Up 10%	34 sales \$245/sq ft

AGENT DIRECTORY

Anna Mathieu 208-309-1329
Brooke Seidl 208-573-3574
Cheryl Concannon 208-720-4806
Chris Grathwohl 208-720-5690
Dan Gorham 208-720-4077
Donna McGourty 415-310-0075
Elisabeth Grabher 208-720-2171
Gail Wilson Norgren 208-721-0494
Jandina Gelormino 208-481-0899
Jim Carkonen 208-727-1570
Joanne Zwingenberg 208-309-1107
Kathy Morell 208-481-0330

Kris Halle 208-720-7319
Lance Cole 208-870-1818
Lindi Lewallen 208-720-3252
Logan Frederickson 208-691-9164
Marcia Dibbs 208-721-2594
Maureen Pressley 208-720-4595
MB Davis 208-721-2877
Michelle Sabina 503-758-9163
Monica Hebert 208-720-5675
Nick Maricich 208-720-2545
Nicole Lisk 208-721-1330
Phil Doerflein 208-721-2539

Rachel Wolfe 208-720-0010
Randy Flood 208-720-0776
Rex Robinson 208-450-9438
Robbie Cowan 208-720-3504
Rod Jones 208-720-6245
Russ Porter 208-720-2603
Sara Gorham 208-720-3797
Scott Mary 208-720-0888
Shannon Flavin 208-450-9273
Sharon Dohse 208-309-1161
Suzanne Hausner 208-720-2147
Wendy Carter 208-720-4388

Broker/Owner: Dan Gorham 208-720-4077

THANK YOU

We understand our clients are the basis of our success and the foundation of our reputation. We guide the home buying and selling process by solving people's needs and fulfilling their wants.



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