

Jackson Hole



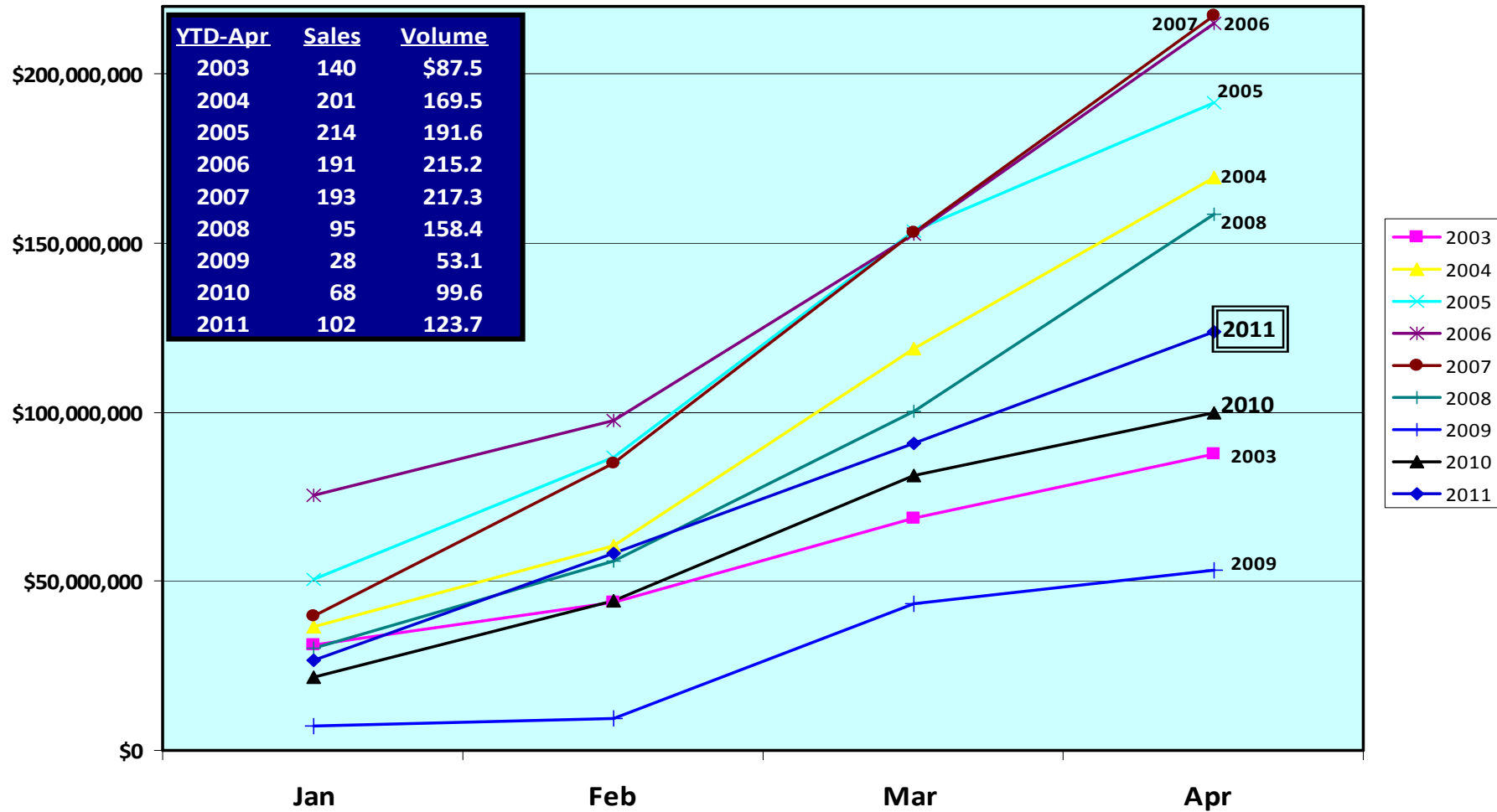
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Market Update – April, 2011

Teton County, WY

Q-1 Cumulative Totals

2003 through 2011



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➤ *Volume trends continue to be positive.*

Source: TBOR MLS

Teton County, WY – Month of April

25 unit sales - \$33.1 million reported by the MLS:

- SIR MLS Market Share:
 - ~List Side: 10 units & \$21.1 million (64% Mkt Share)
 - ~Sale Side: 6 units & \$16.1 million (52% Mkt Share)
 - Total: 16 sides & \$37.2 million (58% Mkt Share)

- Behind the numbers.....
 - ✓ JHREA – 19% (16 sides)
 - ✓ Clear Creek Group – 5% (1 side)
 - ✓ Obsidian – 4% (5 sides) *(Market share based on \$ sales volume)*

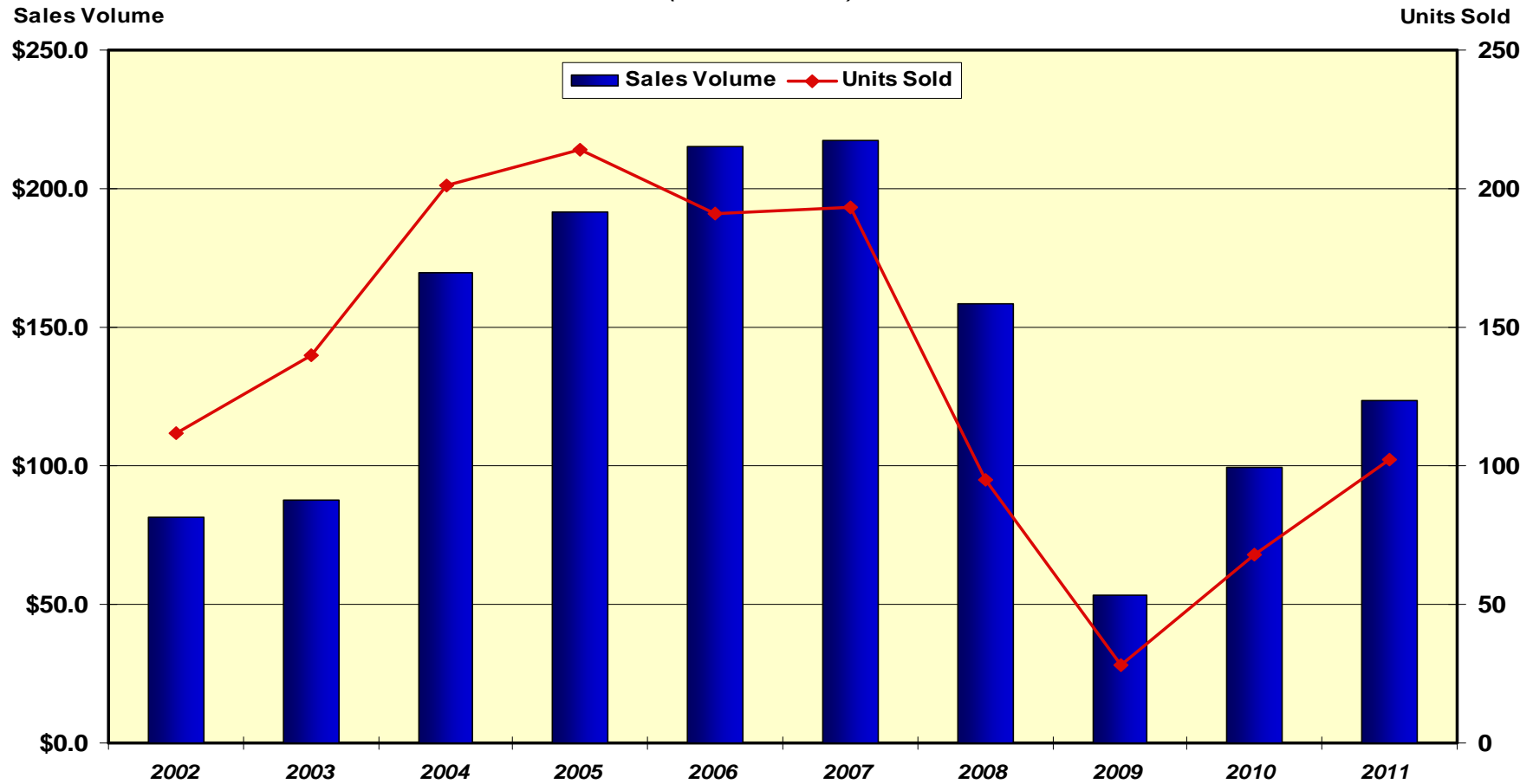
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➤ *SIR's averages sales price for the month was \$2.4 million vs. \$0.8 million for #2.*

➤ *YTD, SIR's ASP is \$1.6 million vs. \$1.0 million for #2.*

Source: TBOR MLS

Teton County, WY
Comparison of the
Year to Date April, 2002 - 2011
(dollars in millions)

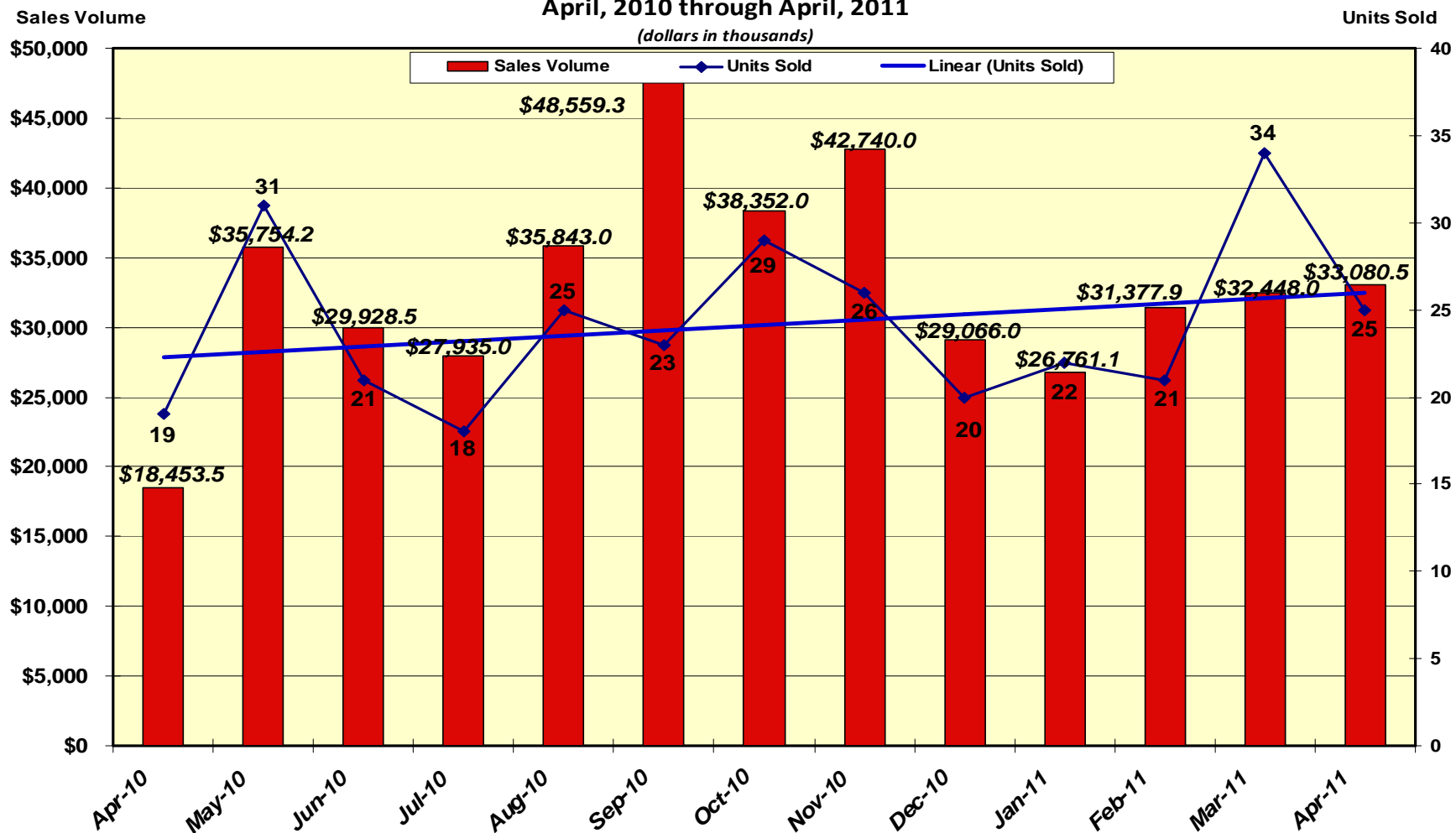


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➤ *Year to date, unit volumes surged 50% while sales volume rose 24%.*

Source: TBOR MLS

Teton County, WY
Units Sold & Sales Volume
April, 2010 through April, 2011

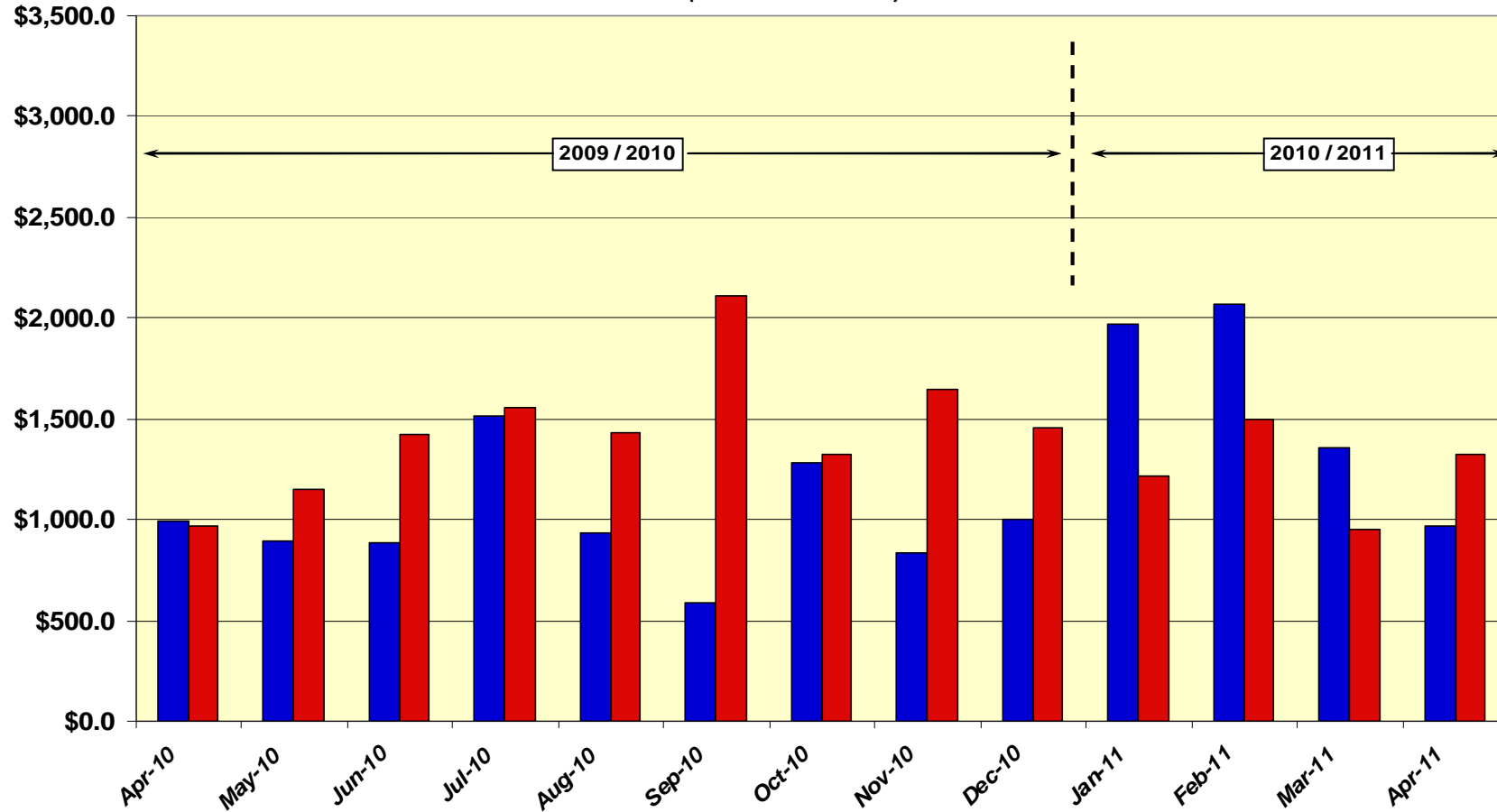


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- *There has been a positive trend in units sold this past year.*
- *YTD: 36 sales over \$1 million – ASP \$2.6 million vs. 29 in 2010 – ASP \$2.7 million. Under \$1 million – 66 sales this year vs. 39 in 2010.*

Source: TBOR MLS

Teton County, WY
Average Sales Price Vs. Prior Year
April, 2010 through April, 2011
(dollars in thousands)

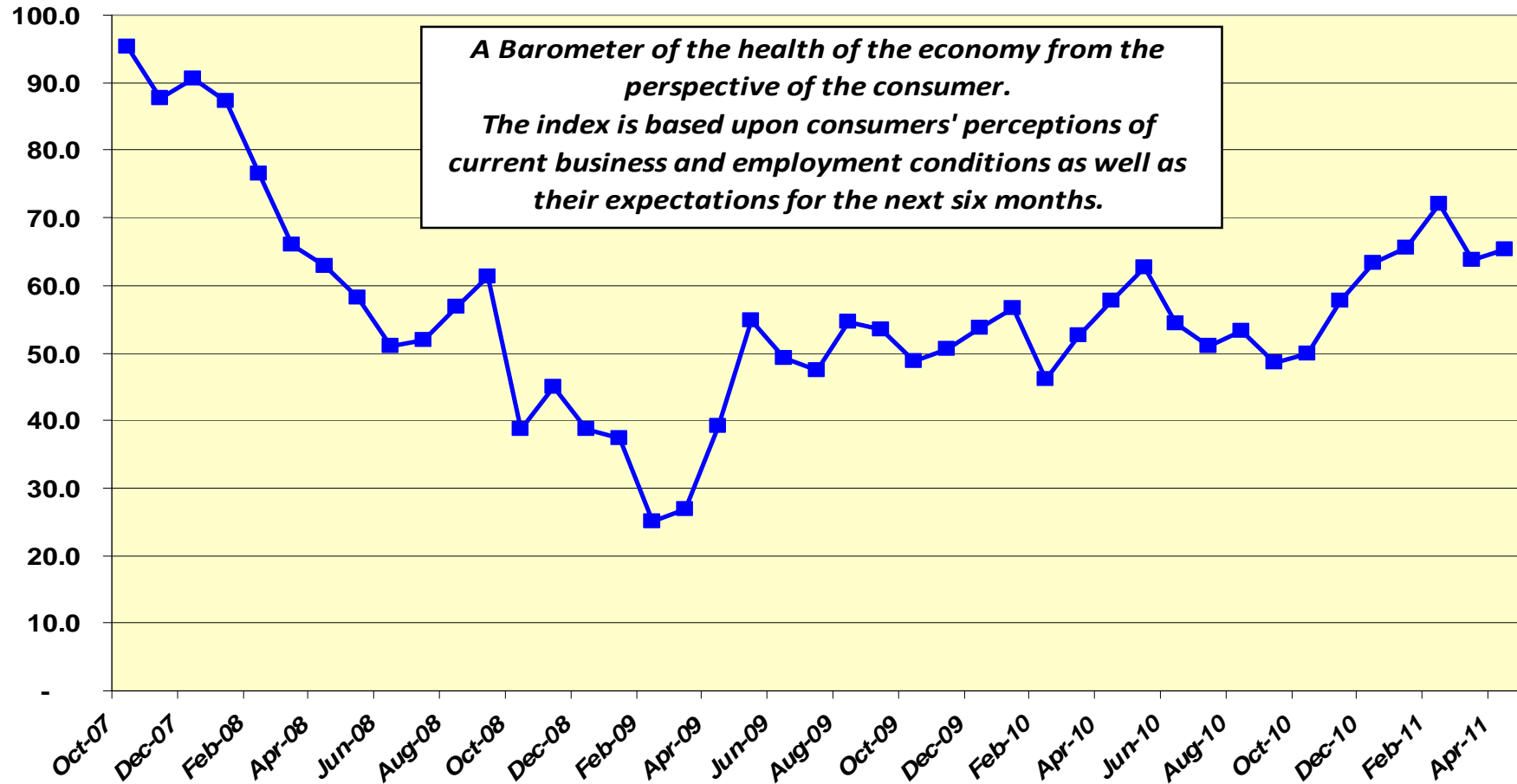


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➤ *After 3 months of YoY declines, April ASP rose 36% vs. last year.*

Source: TBOR MLS

Consumer Confidence Index

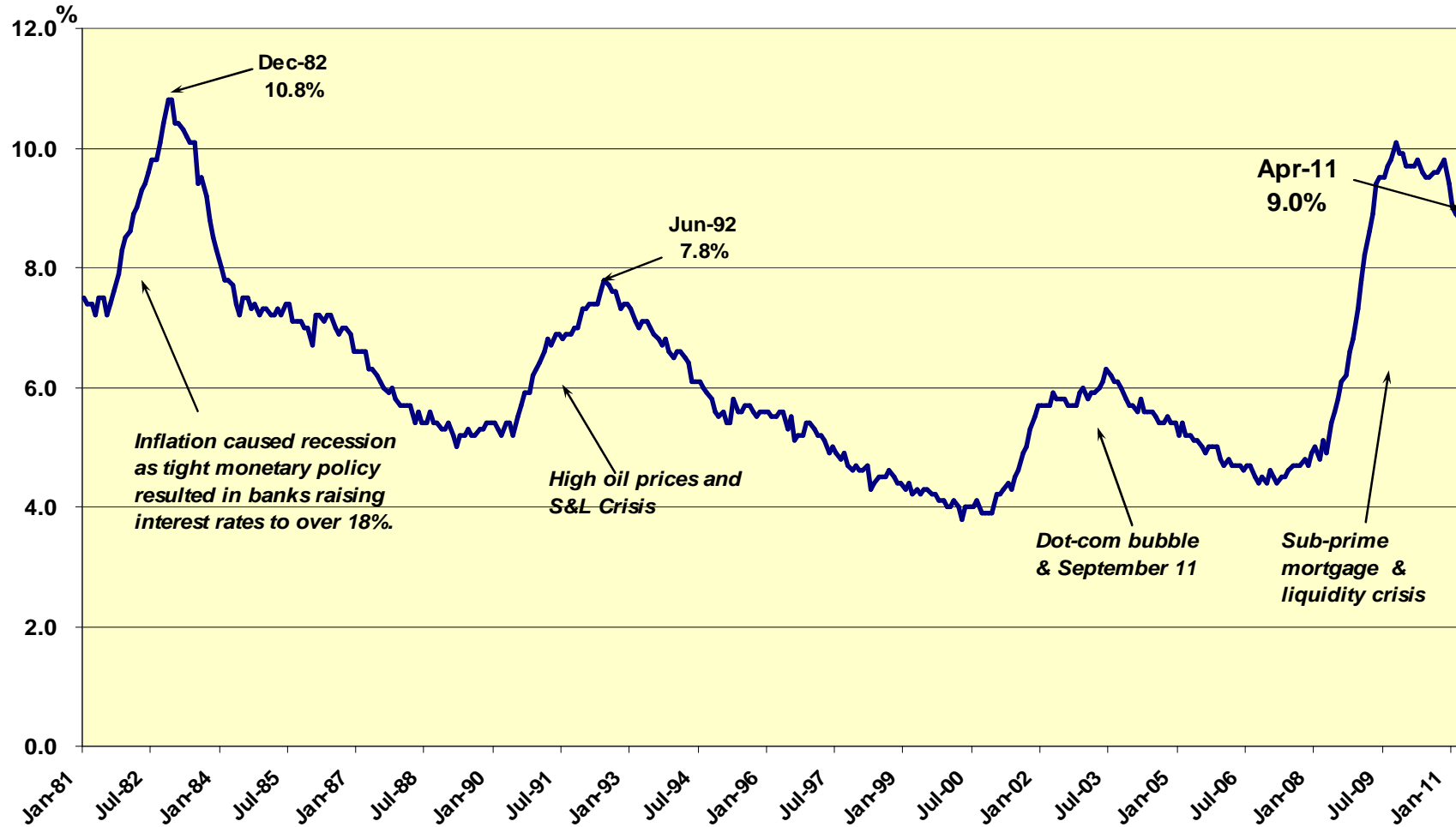


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➤ Above 70 signals a positive attitude towards jobs and spending.

Source: The Conference Board, Inc.

U.S. Unemployment Rate 1981 - Present



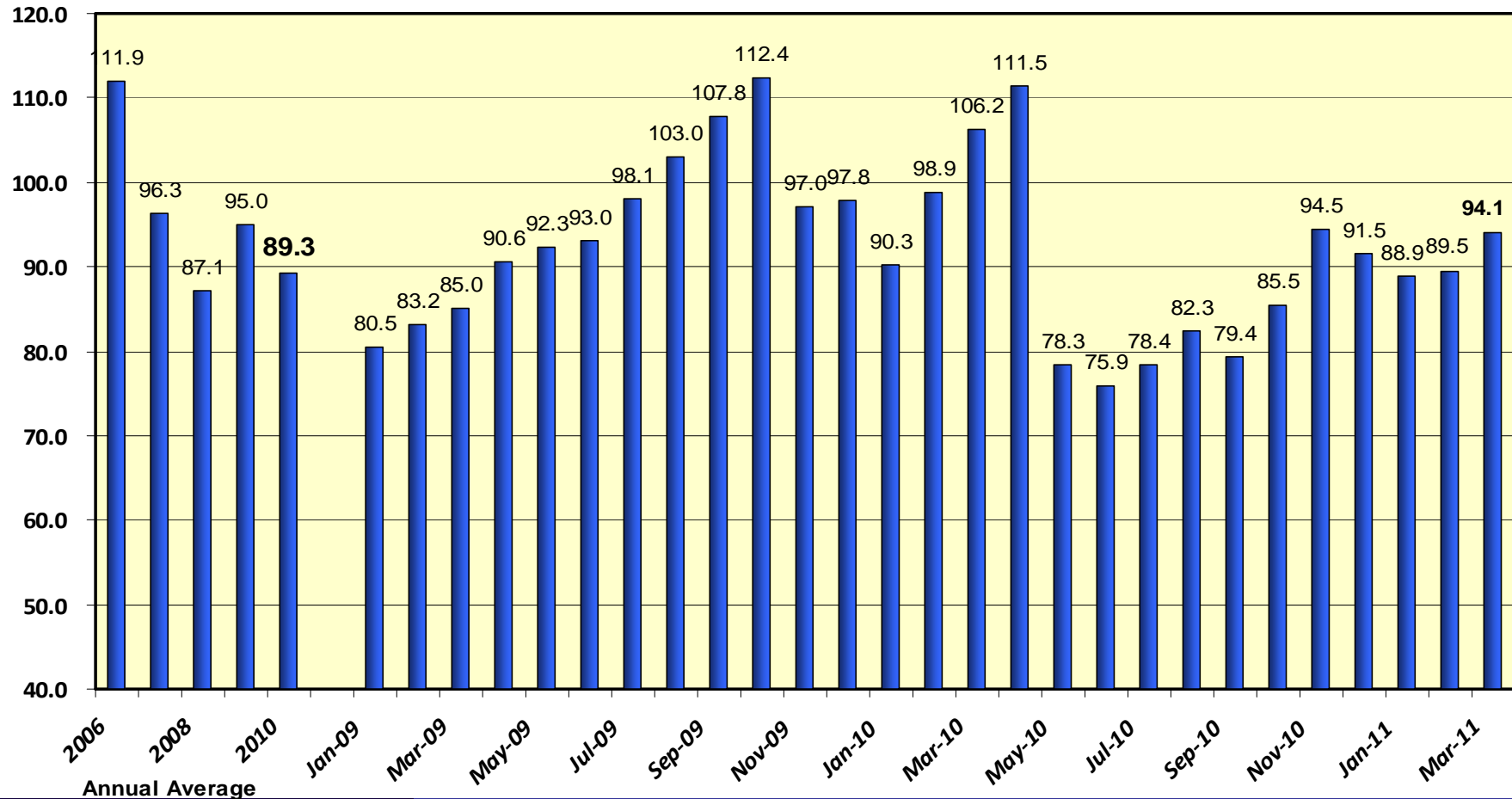
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➤ *The private sector added 268,000 jobs, however the unemployment rate rose as more workers re-entered the work force than found jobs.*

➤ *5.8 million workers have been unemployed for 27 weeks or more.*

Source: US Bureau of Labor Statistics

U.S. Pending Home Sales (In thousands of Units)



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- Pending sales rose in March.
- Reflects sales of "distressed" properties and low interest rates.

Source: Realtor.ORG

In Summary.....

- ***April sales volume jumped 79% and units rose 32% vs. last year.***
- ***SIR reported a 58% market share (listing and sale sides)***
- ***Average sales price rose 36% to \$1.3 million vs. Apr-10.***
- ***YTD, unit sales under \$1 million jumped 69%. Over \$1 million, units sales increased 24%.***

➤ ***National Stats:***

Unemployment rate at 9%.

Pending sales increased in March – foreclosures & low rates.

34% of the houses currently on the market have been foreclosed upon.



That's all Folks!