

THE HOLE REPORT

One Billion Dollars Of Real Estate For Sale!

WELCOME TO THE FIFTEENTH ISSUE OF THE HOLE REPORT. THE MOST TRUSTED REAL ESTATE NEWS SOURCE IN JACKSON HOLE.
PUBLISHED SEMI-ANNUALLY TO KEEP TETON COUNTY PROPERTY OWNERS WELL INFORMED ON OUR EVER CHANGING MARKET.

For the first time ever there is over one billion dollars of real estate for sale, as of January 1st, 2003. Some analyst would say with this much available inventory we can expect a continued softening of our market, but they would be incorrect. In fact, all segments of the market have firmed-up and some are as strong as ever. For the full story go to: www.jacksonholereport.com

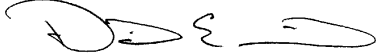
The overall market, for the first time in three years, had an increase in the overall dollar volume, up 3.5% (over 600 million), and the average sales price was up 5%. Even the upper-end of our market (over 1 million) has firmed up with the average sales price up a solid 30% and the median sales price up 7%. When looking at the overall real estate currently under contract it is very clear buyers are again willing to pay more with the median price up a solid 26%. To understand why supply is not affecting demand go to: www.jacksonholereport.com

Current over-all available inventory while still increasing has slowed somewhat with an increase of only 8.5%. The average and median asking price is up only 6% when compared to this same time last year.

The locals' segment of the market (under \$700k) is without a doubt the strongest segment with the number of sales up 6%, dollar volume up 15% and the median and average sales prices up 9% when compared to 2001. With interest rates still at a 40-year low and first time home buyers at an all-time high, we can expect to see this segment outperform the rest of the market again in 2003.

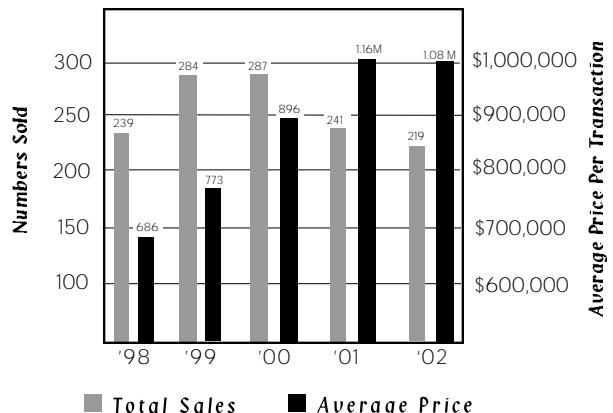
I hope this report will give you some sense of market trends and, as always, I am glad to discuss them further with you. This newsletter does not go into detail on every segment of the market, but is intended to offer an overview of general market conditions showing year-to-year changes in number of transactions and average sales prices. For a more complete analysis go to my web site listed below. The value of any individual property may, and probably will, vary from the average indicated in these graphs.

Sincerely,



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Single Family Home Sales



Single Family Homes - The housing segment of our market has softened somewhat with a 9% drop in the number of sales, a 14% drop in the dollar volume and a 3% drop in the median sales price when compared to 2001. The local segment of our market (under \$700k) saw average and median prices flat compared to 2001.

The million dollar-plus segment is what pulled down the overall housing market but it is also rapidly recovering. This segment saw less buyers, down 19%, and the dollar volume was down 18.5% when compared to 2001, but the average sales price was flat and the median price was up a solid 37%. Listing price reductions have all but stopped at market value as sellers realize there's no better place to park investment dollars than Jackson Hole. For the complete story on the homes go to: www.jacksonholereport.com.

Under Contract: 11 with an average price of \$1.14 M
Least expensive listing at year end: \$349,000
Most expensive sale in 2002: \$13.25 million - an 8,000 sq. ft. log cabin with 6+ acres on the Snake River.



Crystal Ball Corner - Overall, we are expecting a slow but steady recovery for 2003. What's really exciting is we are entering into an unprecedented period in real estate history. Over the next 5 years Teton County will see over \$1 billion in new real estate values. The vast majority will come in the form of new second home developments which historically are low density, with large amounts of open space and the average price is triple that of the locals' market. This equates to a jump in tax revenue without a strain on... www.jacksonholereport.com

If you're a property or business owner in Teton County and would like to know how this past year's sales have affected the value of your property, then call me today for a FREE NO-OBLIGATION MARKET ANALYSIS. Not only will I give you the competitive price range, but I will also keep you updated every spring and fall thereafter. If you're not a property owner, but would like a professional Realtor to help you make your next purchase, or would just like to be put on my mailing list for the Hole Report please call, write or email today! To learn more about my real estate services go to www.jacksonholereport.com "I want to be your Realtor".

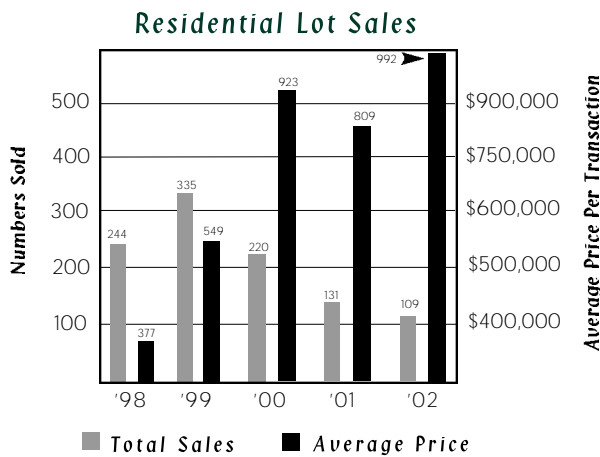


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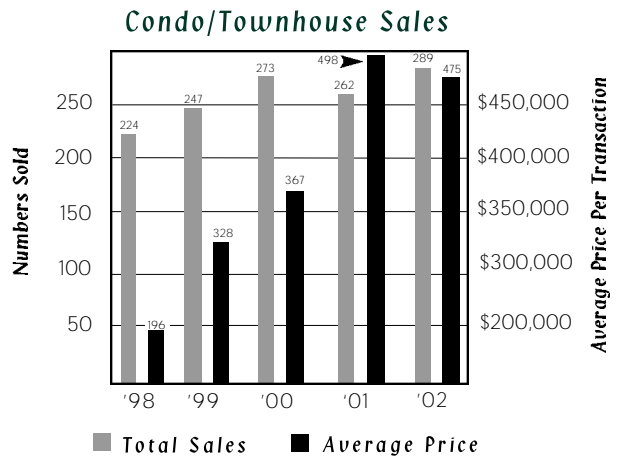
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Residential Vacant Lots - This segment of the market has also started to re-establish itself as a good area for investment. While the number of lots sold is down 17% the dollar volume is up 5%, the average sales price is up a strong 23% and the median price is up 11%. The lots currently under contract are also up in numbers and average and median prices.

The million dollar-plus segment of residential lots, while down 15% in numbers sold, was up 8% in the average sales price and is showing signs of a recovery. What is needed in this segment is for consumer confidence to re-establish itself now that prices have leveled off.

The strongest segment of this market was also under \$1 million where the average sales price was up 4% and the median sales price was up 17%. To understand why vacant land is the next best investment for your dollar in Jackson Hole go to: www.jacksonholereport.com



Condo/Townhome - This segment continued to be a Sellers' Market in 2002. The number of sales was up 10%, dollar volume up 5% and the median sales price was up 9% (\$318,000) when compared to 2001. The strongest area was in the town of Jackson where the average and median sales price climbed 8%. Why did the town do so well? - go to: www.jacksonholereport.com for the story.

Current available inventory for sale is up 17%, the average list price is up 32% (\$953k) and the median list price is up 10% to \$595k when compared to the end-of-the-year in 2001. Only 57 of the 209 active listings are not in a resort zoned area.

Hot Spot In The Valley: Jackson Hole Mtn. Resort saw the biggest increase in the number of sales, up 27%, but the average price dropped 18% and the median sales price dropped 35%. This is due to the back-log of new lower priced resort hotel condos that closed in 2002.



JACKSON HOLE REAL ESTATE & APPRAISAL LLC - If you have never heard of us it's because we are the newest real estate company in Jackson Hole, yet we are also one of the oldest having served the valley for over thirty-five years. Hoffman & Associates, after a complete reorganization, has emerged with a new name, new look, new location and new owners forming the most exciting real estate company ever assembled in Jackson Hole. If you are looking for a fresh alternative in real estate stop by our new location at 455(B) W. Broadway (between Garts Sports and Teton Tile & Design).

RECEIVE THE HOLE REPORTS VIA EMAIL - If you are part of the digital age, I am offering to email you when the web site is updated semi-annually. You will receive this report three to four weeks sooner and save me the cost of paper (save a tree) and postage. Just email your address and request to david@jhre.net and I will do the rest!

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

*All statistics quoted in this newsletter are based on sales in 2001 compared to sales in 2002.

*Median sales price is the cost of a home that has an equal number of homes above and below it on the price scale.

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IF YOU ARE CONSIDERING PURCHASING OR SELLING REAL ESTATE IN 2003 OR NEED A PROFESSIONAL APPRAISER, DON'T HESITATE TO CALL US FIRST BECAUSE WE ARE "SIMPLY THE BEST IN THE WEST"