

2026 Southeast Idaho Homebuyer Guide

Your Complete Guide to Buying a Home in SE Idaho

\$385K

MEDIAN PRICE

28

AVG DAYS ON MARKET

6.8%

30-YR RATE

6.2%

APPRECIATION

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Why Southeast Idaho?

Southeast Idaho offers an exceptional quality of life that's drawing families, professionals, and investors from across the country. Here's why this region is one of the best-kept secrets in the Mountain West.

Affordable Cost of Living

Housing costs are 15-25% below the national average while offering a higher quality of life. Your dollar goes further here than in Boise, Salt Lake City, or any West Coast metro.

World-Class Recreation

Minutes from Yellowstone National Park, Grand Teton, and the Snake River. Skiing, fishing, hiking, and mountain biking are part of daily life — not a vacation.

Strong Economic Anchors

Idaho National Laboratory (INL) is the region's largest employer with 6,000+ jobs and growing. BYU-Idaho brings a steady flow of students, faculty, and investment to Rexburg.

Excellent Schools & Community

Top-rated school districts, safe neighborhoods, and a family-first culture. Communities here are tight-knit and welcoming.

Rapid Growth & Appreciation

SE Idaho home values have appreciated 6.2% year-over-year. Early buyers benefit from continued growth as the region attracts more employers and residents.

Understanding the Market

The Southeast Idaho real estate market is active and competitive. Understanding current conditions will help you make informed decisions and move with confidence.

City	Median Price	Days on Market	Inventory	Appreciation
Idaho Falls	\$385K	28 days	High	6.0%
Ammon	\$410K	22 days	Medium	6.5%
Rexburg	\$365K	18 days	Medium	7.1%
Island Park	\$450K+	45 days	Low	5.8%
Rigby	\$340K	30 days	Medium	5.5%
Shelley	\$295K	35 days	Medium	4.8%

What This Means for Buyers

- Homes in desirable neighborhoods sell quickly — be prepared to move fast with a pre-approval in hand.
- Rexburg and Ammon see the fastest turnover. If you're targeting these areas, set up instant MLS alerts.
- Island Park is a different market — vacation homes sit longer, giving you more negotiating room.
- Overall appreciation remains strong, making SE Idaho a solid long-term investment.

The Homebuying Process

Buying a home doesn't have to be overwhelming. Here's a clear, step-by-step roadmap from pre-approval to getting your keys.

1 Get Pre-Approved

Know your budget before you start shopping. We connect you with trusted local lenders.

2 Define Your Needs

Bedrooms, location, school district, lot size — we'll help you prioritize what matters most.

3 Search & Tour Homes

Full MLS access via Two70.com, plus private tours scheduled around your life.

4 Make an Offer

We craft competitive offers using real-time market data. Our negotiation wins you the best terms.

5 Inspection & Appraisal

We coordinate everything and advocate for you if issues come up. No surprises.

6 Close & Get Your Keys

Final walkthrough, signing day, and the moment you've been waiting for. Welcome home.

Financing Your Home

Understanding your financing options is critical. Southeast Idaho buyers have access to several loan programs,

Conventional Loans

5-20% down. Best rates for buyers with strong credit (700+). Most common for move-up buyers.

FHA Loans

3.5% down with credit scores as low as 580. Popular with first-time buyers. Requires mortgage insurance.

VA Loans

0% down for eligible veterans and active military. No mortgage insurance. One of the best deals in lending.

USDA Rural Development

0% down for homes in eligible rural areas. Much of SE Idaho qualifies — including parts of Ammon, Rigby, and Shelley. Often overlooked but incredibly valuable.

IHFA Down Payment Assistance

Idaho Housing and Finance Association offers grants and second mortgages to help with down payment and closing costs. Income limits apply.

Current 30-Year Fixed Rate: ~6.8%

Rates change daily. Contact us for current lender recommendations.

Neighborhood Guide

Idaho Falls

The region's hub. Best for professionals, families, and anyone who wants walkable amenities, dining, and the broadest price range (\$250K-\$800K+). Strong schools across multiple districts.

Ammon

East of Idaho Falls. Newer construction, excellent schools (Hillcrest corridor), and a family-oriented feel. Slightly higher median (\$410K) but you get more house for the money.

Rexburg

College town energy with strong rental demand. Ideal for investors and young families. Growing rapidly with new retail and restaurants. Median around \$365K.

Island Park

Vacation and cabin country. 30 minutes from Yellowstone's west entrance. Great for second homes and short-term rentals. Higher price point (\$450K+) but strong rental ROI.

Rigby, Shelley & St. Anthony

Affordable alternatives with rural charm. Perfect for buyers who want land, space, and lower prices (\$295K-\$340K). Quick commute to Idaho Falls.

First-Time Buyer Tips

1 Budget Beyond the Mortgage

Property taxes, homeowner's insurance, HOA fees, utilities, and maintenance add up. A good rule: budget an extra 1-2% of the home's value annually for upkeep.

2 Don't Skip the Inspection

Even on new construction. An inspection costs \$300-\$500 and can save you thousands. We've seen brand-new homes with foundation issues.

3 Understand Earnest Money

In SE Idaho, earnest money is typically 1-2% of the purchase price. It shows the seller you're serious and is applied to your down payment at closing.

4 Know Your Contingencies

Financing, inspection, and appraisal contingencies protect you. We'll help you understand when to use them and when waiving one gives you a competitive edge.

5 Work With a Local Expert

National online services don't know the difference between the east and west side of Idaho Falls. Local knowledge wins — especially in a competitive market.

The Smith Robinson Advantage

We're not just another real estate team. Here's what makes working with Smith Robinson Real Estate Two70

1,000+ Homes Sold

We've helped over a thousand families buy and sell across Southeast Idaho. That experience translates into better negotiations, fewer surprises, and a smoother process for you.

Full MLS Access via Two70.com

Search every active listing in SE Idaho, updated every 15 minutes from the Snake River Regional MLS. Set up instant alerts and never miss a new listing.

In-House Cinematic Media

When you sell with us, your home gets professional photography, aerial drone, and cinematic video — all produced in-house. When you're buying, this means you see properties at their absolute best.

Dedicated Client Portal

Real-time transaction updates, document signing, and direct messaging with your agent — all in one place. No phone tag, no missed emails.

Deep Local Expertise

We live here. We raise our families here. We know every neighborhood, school district, and backroad. That local knowledge is your competitive advantage.

Ready to Find Your Perfect Home?

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