

MLS STATS **Jan-May 2017**

COEUR D'ALENE MULTIPLE LISTING SERVICE

**Site Built < 2 Acres - Total Number of Sales
Year-to-Date Each Year**

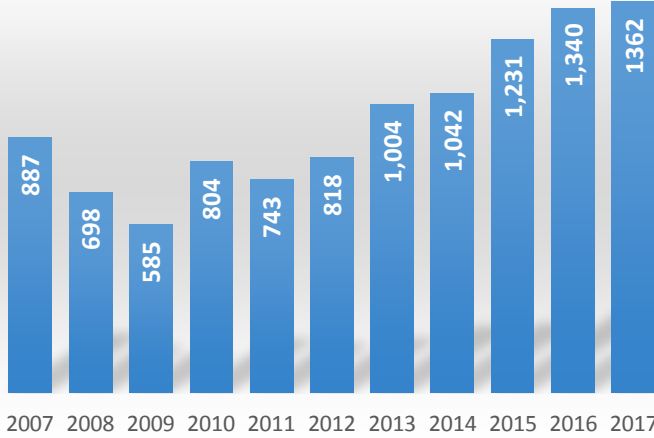


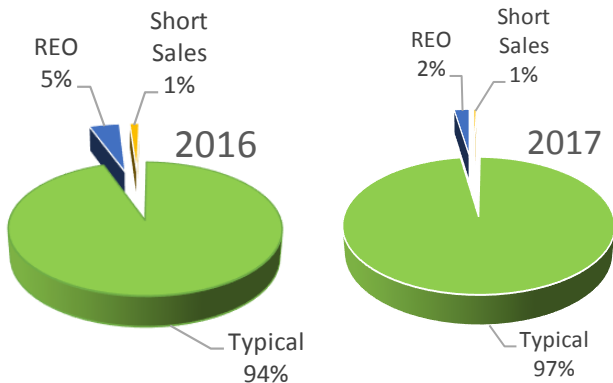
Table below reflects data on residential listings with house built on site, less than two acres of real property, sold during the reporting period - from ***January 1st through end of May*** each year reported (year-to-date). Shown are total number of sales, median sale price, and average sales price in each area.

Chart to left provides comparisons of total numbers of "S1 - Site Built on < 2 acre" listings sold in similar periods in previous years.

New construction housing accounted for 19% of "S1 - Site Built on < 2 acres" sales for year/date 2016, and for 19% of sales for year/date 2017.

Area	2016 #/Sales	2017 #/Sales	%/Chg	2016 Average Sale Price	2017 Average Sale Price	%/Chg	2016 Median Sale Price	2017 Median Sale Price	%/Chg
Cd'A/Dalton	435	439	1%	239,853	279,761	17%	218,704	250,000	14%
Post Falls	394	375	-5%	216,960	243,974	12%	200,000	224,875	12%
Hayden	143	187	31%	283,740	319,959	13%	243,000	285,000	17%
Rathdrum/Twin/Hauser	96	80	-17%	212,026	228,147	8%	194,500	217,150	12%
North KC	33	37	12%	187,232	218,777	17%	178,784	185,000	3%
South KC	14	16	14%	389,839	633,122	62%	339,500	608,500	79%
Kootenai County	1,114	1,133	2%	235,322	273,658	16%	208,936	241,000	15%
Silver Valley	74	70	-5%	94,386	94,667	0%	79,700	75,500	-5%
South/Benewah	24	21	-13%	128,141	106,795	-17%	128,250	99,800	-22%
North (Bonner & Boundary)	89	89	0%	214,482	229,888	7%	196,000	208,000	6%
Washington Counties	38	48	26%	236,475	246,082	4%	229,000	214,950	-6%
Total Site Built < 2 Acres	1,340	1,362	2%	224,268	258,264	15%	195,600	215,000	10%

**Comparison: Distress Sales/Typical Sales
"Site Built <2 acre" Sales Only Year-to-Date**



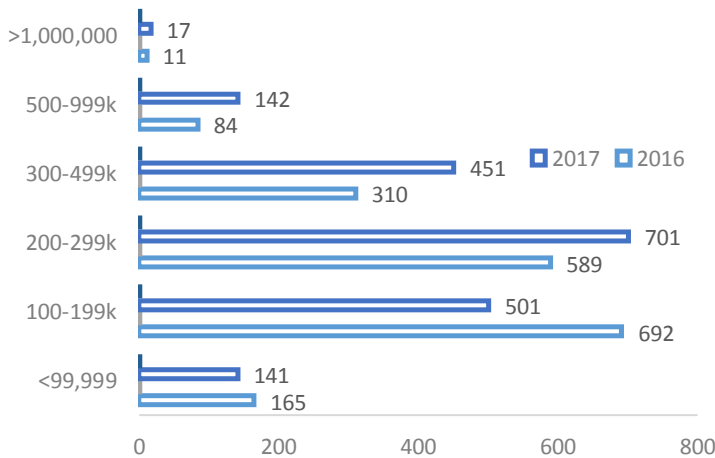
	2016		2017	
	#/Sales	Avg Sales Price	#/Sales	Avg Sales Price
Typical	1,263	229,174	1,327	261,483
REO	59	129,869	31	122,103
Short Sales	18	189,414	5	235,910
Total	1,340	224,268	1,363	258,264

The representations in this report are based on data generated from the database of the Multiple Listing Service of the Coeur d'Alene Association of REALTORS® for the time periods specified in the report. Data maintained by the Association or its Multiple Listing Service may not reflect all real estate activity in the market.

All Residential Listing Types, from inexpensive mobile homes on rented lots to high-end waterfront properties. For Yr/Date 2016, sales prices ranged from \$6000 to \$2,590,000 with an average of 109 days on market. For Yr/Date 2017, sales prices ranged from \$7,000 to \$3,050,000 with an overall average of 112 days on market.

#/Sales			Total Volume			Average Price			Median Price		
2016	2017	%/CH	2016	2017	%/CH	2016	2017	%/CH	2016	2017	%/CH
1,851	1,953	5.5%	448,621,685	548,682,593	22.3%	242,367	280,943	15.9%	206,000	239,000	16.0%

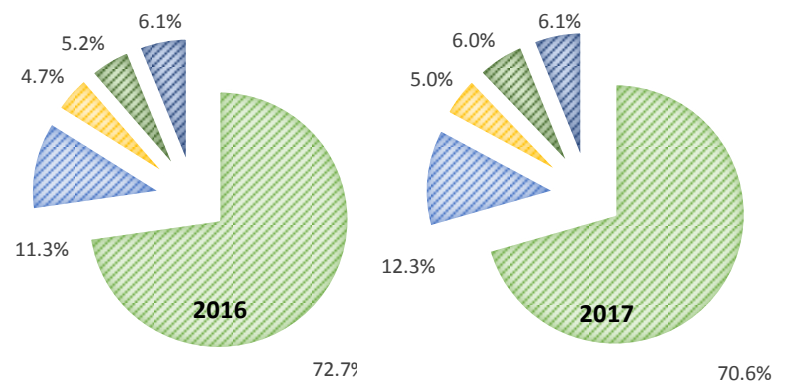
Residential # of Units Sold by Price Range
Year/Date for Each Year Reported



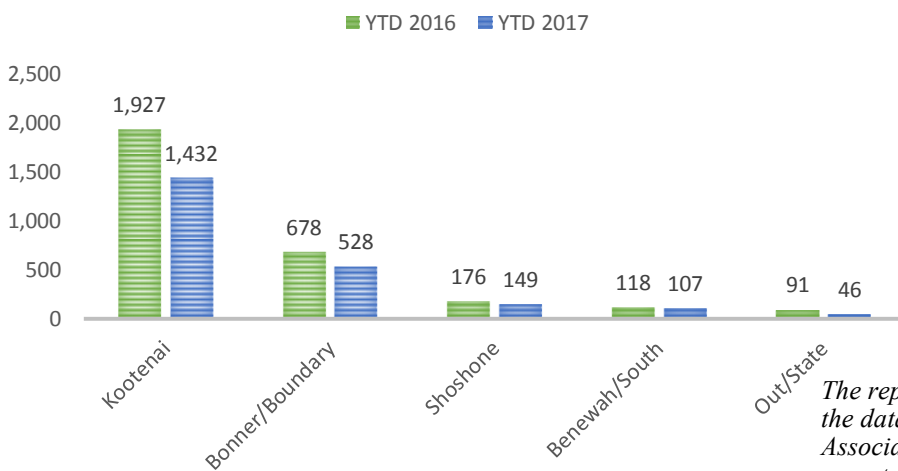
	2016	%/Total	2017	%/Total
<99,999	165	8.9%	141	7.2%
100-199k	692	37.4%	501	25.7%
200-299k	589	31.8%	701	35.9%
300-499k	310	16.7%	451	23.1%
500-999k	84	4.5%	142	7.3%
>1,000,000	11	0.6%	17	0.9%

List Type	#/Sales			Average Sales Price		
	2016	2017	%/CH	2016	2017	%/CH
S1 < 2 ac	1,340	1,362	1.6%	224,268	258,264	15.2%
S2 > 2 ac	209	240	14.8%	341,813	387,074	13.2%
S3 Lease	6	16	166.7%	176,192	194,724	10.5%
M1 < 2 ac	31	36	16.1%	109,752	130,958	19.3%
M2 > 2 ac	32	33	3.1%	171,106	216,977	26.8%
M3 Lease	50	51	2.0%	47,290	51,271	8.4%
WF	58	66	13.8%	586,863	689,199	17.4%
WS	13	23	76.9%	318,477	346,101	8.7%
WC - Condo	7	6	-14.3%	284,000	807,667	184.4%
WL - Lease	9	3	-66.7%	196,556	91,667	-53.4%
CO	85	106	24.7%	238,805	239,739	0.4%
TH	11	11	0.0%	193,745	222,127	14.6%

Residential Sales - % by Listing Type
Year/Date for Each Year Reported



Active Residential Listings by County



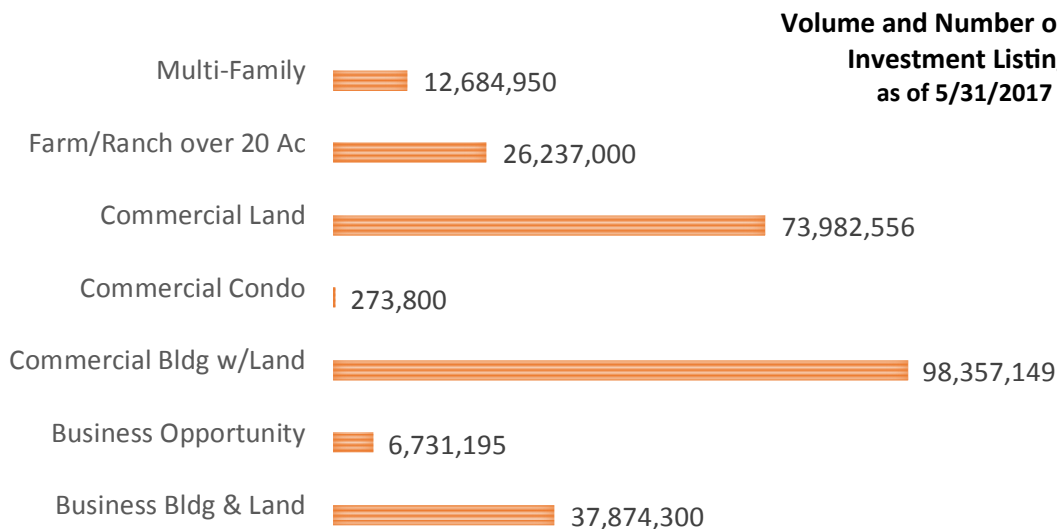
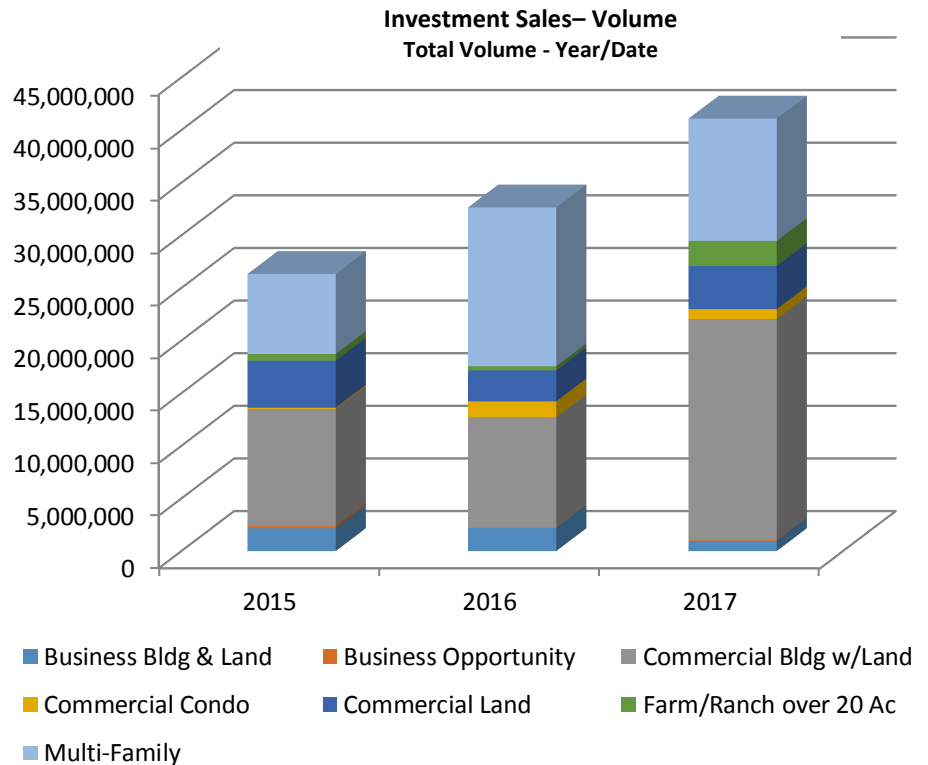
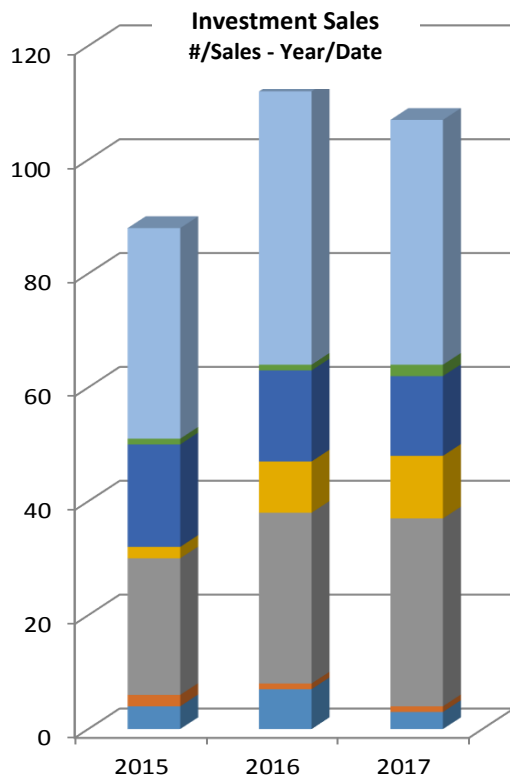
■ S1/S3 ■ S2 ■ All Res WF ■ TH/CO ■ M1, M2, M3

Active Listings	Now (2017)	1 yr Ago (2016)	%/Chg
All	4,668	5,815	-19.7%
Res Only	2,262	2,990	-24.3%

The representations in this report are based on data generated from the database of the Multiple Listing Service of the Coeur d'Alene Association of REALTORS® for the time periods specified in the report. Data maintained by the Association or its Multiple Listing Service may not reflect all real estate activity in the market.

Investment Sales reported to MLS, Year/Date for all years reported.

Listing Type	#/Sales			Sold Volume		
	2015	2016	2017	2015	2016	2017
Business Bldg & Land	4	7	3	2,165,000	2,194,520	975,000
Business Opportunity	2	1	1	221,000	32,000	62,000
Commercial Bldg w/Land	24	30	33	11,119,100	10,490,460	21,008,600
Commercial Condo	2	9	11	117,000	1,508,650	943,900
Commercial Land	18	16	14	4,463,517	2,949,954	4,087,929
Farm/Ranch over 20 Ac	1	1	2	640,000	385,000	2,393,650
Multi-Family	37	48	43	7,602,853	15,088,281	11,617,702
Total	88	112	107	26,328,470	32,648,865	41,088,781



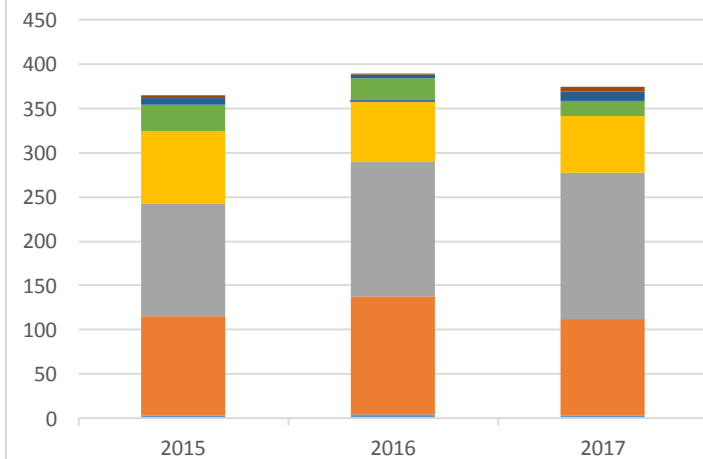
MF	45
FR	16
CL	106
CC	3
CB	154
BO	29
BB	42
Total	397

The representations in this report are based on data generated from the database of the Multiple Listing Service of the Coeur d'Alene Association of REALTORS® for the time periods specified in the report. Data maintained by the Association or its Multiple Listing Service may not reflect all real estate activity in the market.

Vacant Land Sales reported to MLS, Year/Date for all years reported.

Vacant Land	#/Sales			Sold Volume		
Listing Type	2015	2016	2017	2015	2016	2017
Land w/Bldg	3	4	3	262,500	399,000	404,900
Vacant Lot (<1 ac)	112	134	109	8,066,308	8,717,985	8,235,662
Acreage 1-10	127	152	165	8,926,615	12,610,542	13,790,552
Acreage 10+	82	68	65	15,543,410	13,628,460	9,364,667
Subdivision Master	0	2	0	8	1,275,000	0
Waterfront	30	24	17	8,750,500	6,981,400	2,760,000
Waterfront Secondary	8	4	10	1,285,500	216,000	1,000,500
Boat/Float Home Slips	3	1	6	143,500	45,000	241,200
total	365	389	375	42,978,341	43,873,387	35,797,481

Vacant Land Number of Sales

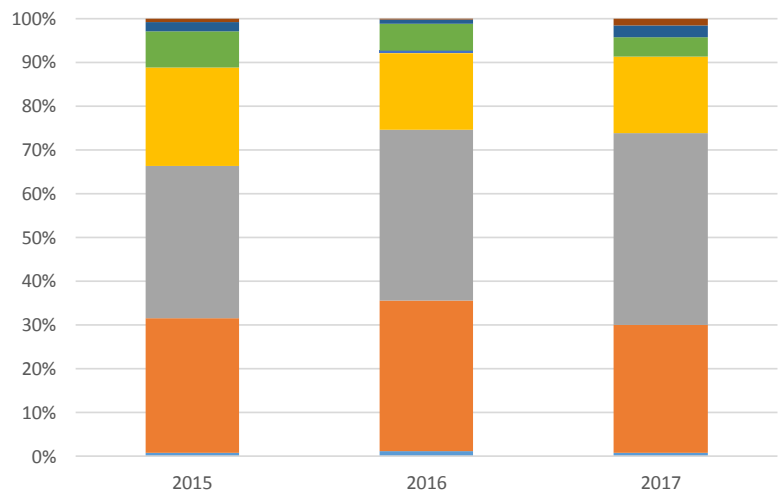


Vacant Land active listings as of May 31, 2017.

Vacant Land Properties		
Listing type	Active	Volume
Land w/Bldg	10	4,579,500
Vacant Lot <1 ac	561	52,505,757
Acreage 1-10	748	106,223,991
Acreage 10+	382	114,653,116
Subdivision Master	2	2,000,000
Waterfront	195	91,466,399
Waterfront Secondary	103	18,838,250
Boat/Float Home Slip	6	494,400

- Boat/Float Home Slips
- Waterfront Secondary
- Waterfront
- Subdivision Master
- Acreage 10+
- Acreage 1-10
- Vacant Lot (<1 ac)
- Land w/Bldg

Vacant Land Sales - % by Listing Type



The representations in this report are based on data generated from the database of the Multiple Listing Service of the Coeur d'Alene Association of REALTORS® for the time periods specified in the report. Data maintained by the Association or its Multiple Listing Service may not reflect all real estate activity in the market.