

MLS STATS *Jan- June 2017*

COEUR D'ALENE MULTIPLE LISTING SERVICE

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



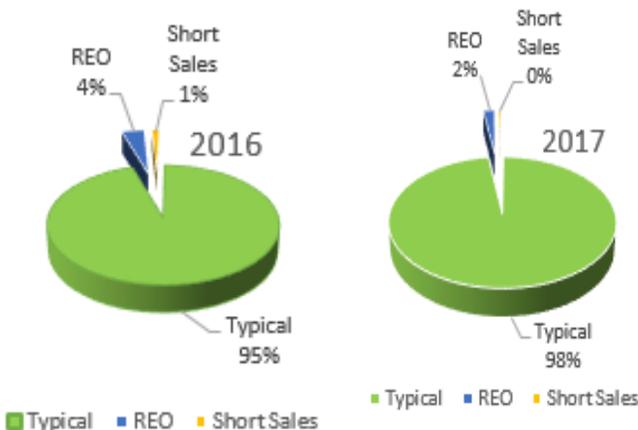
Table below reflects data on residential listings with house built on site, less than two acres of real property, sold during the reporting period - from *January 1st through end of June* each year reported (year-to-date). Shown are total number of sales, median sale price, and average sales price in 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 18% of sales for year/date 2017.

Area	2016	2017	%Chg	2016	2017	%Chg	2016	2017	%Chg
	#Sales	#Sales		Average Price	Average Price		Median Price	Median Price	
Cd' A/Dalton	561	570	2%	239,853	282,214	18%	222,000	253,750	14%
Post Falls	521	478	-8%	216,960	244,572	13%	200,000	225,000	13%
Hayden	200	237	19%	283,740	324,292	14%	249,500	285,408	14%
Rathdrum/Twin/Hauser	130	120	-8%	218,107	228,343	5%	199,700	217,672	9%
North KC	50	49	-2%	187,232	218,634	17%	188,366	202,000	7%
South KC	16	26	63%	389,839	650,312	67%	398,500	623,000	56%
Kootenai County	1,477	1,480	0%	238,845	276,564	16%	214,900	244,395	14%
Silver Valley	87	86	-1%	94,041	94,822	1%	79,900	76,000	-5%
South/Benewah	31	29	-6%	133,554	111,576	-16%	139,250	114,000	-18%
Boundary]	116	123	6%	214,501	238,095	11%	202,950	212,500	5%
Washington Counties	47	65	38%	247,499	252,793	2%	236,000	260,000	10%
Acres	1,759	1,783	1%	228,451	261,781	15%	195,600	215,000	10%

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



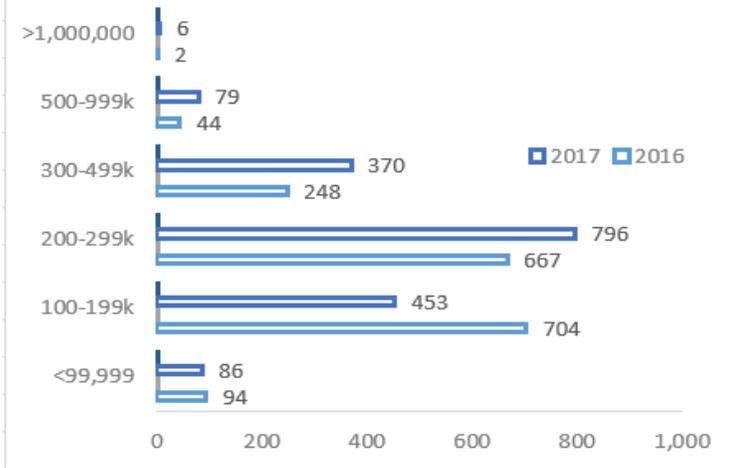
	2016		2017	
	#/Sales	Avg Sales Price	#/Sales	Avg Sales Price
Typical	1,671	232,909	1,741	264,932
REO	67	127,862	36	117,319
Short Sales	21	194,588	8	213,694
Total	1,759	228,451	1,785	261,781

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 107 days on market. For Yr/Date 2017, sales prices ranged from \$7,000 to \$3,050,000 with an overall average of 108 days on market.

#/Sales			Total Volume			Average Price			Median Price		
2016	2017	%/CH	2016	2017	%/CH	2016	2017	%/CH	2016	2017	%/CH
2,432	2,556	5.1%	600,939,465	723,395,020	20.4%	247,097	283,018	14.5%	213,000	240,000	12.7%

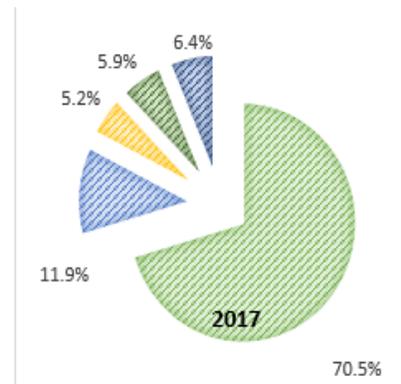
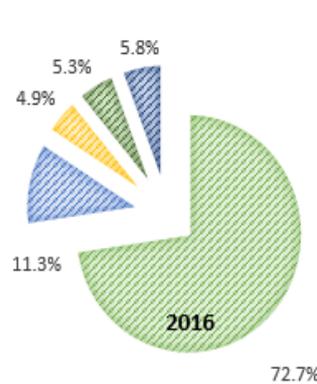
Residential # of Units Sold by Price Range
Year/Date for Each Year Reported



	2016	%/Total	2017	%/Total
<99,999	94	5.3%	86	4.8%
100-199k	704	40.0%	453	25.3%
200-299k	667	37.9%	796	44.5%
300-499k	248	14.1%	370	20.7%
500-999k	44	2.5%	79	4.4%
>1,000,000	2	0.1%	6	0.3%

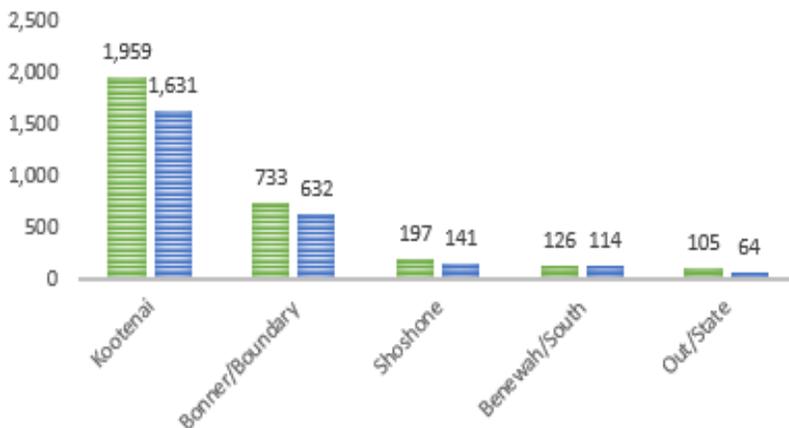
Residential Sales - % by Listing Type
Year/Date for Each Year Reported

List Type	#/Sales			Average Sales Price		
	2016	2017	%/CH	2016	2017	%/CH
S1 < 2 ac	1,759	1,783	1.4%	206,805	261,781	26.6%
S2 > 2 ac	274	305	11.3%	318,000	391,595	23.1%
S3 Lease	9	19	111.1%	186,600	195,589	4.8%
M1 < 2 ac	39	57	46.2%	114,192	134,535	17.8%
M2 > 2 ac	42	42	0.0%	177,271	212,351	19.8%
M3 Lease	60	64	6.7%	47,275	53,447	13.1%
WF	79	90	13.9%	588,029	673,894	14.6%
WS	17	33	94.1%	375,006	357,191	-4.8%
WC - Condo	11	7	-36.4%	339,727	743,714	118.9%
WL - Lease	12	4	-66.7%	184,750	93,750	-49.3%
CO	112	136	21.4%	233,231	236,134	1.2%
TH	18	16	-11.1%	193,200	209,175	8.3%



Active Residential Listings by County

■ YTD 2016 ■ YTD 2017



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

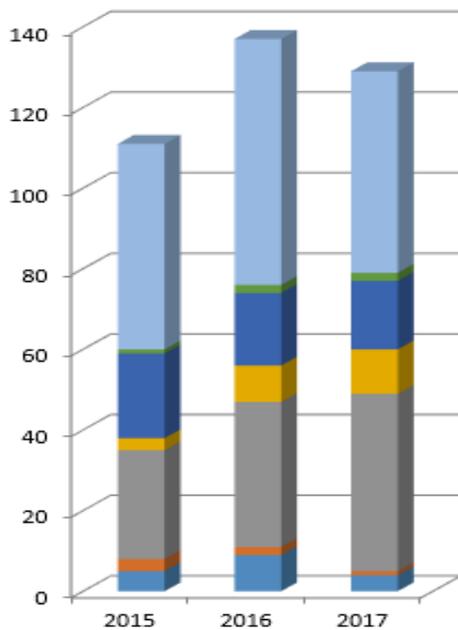
Active Listings	Now	(2017)	1 yr Ago (2016)	%/Chg
All		5,089	6,137	-17.1%
Res Only		2,582	3,120	-17.2%

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

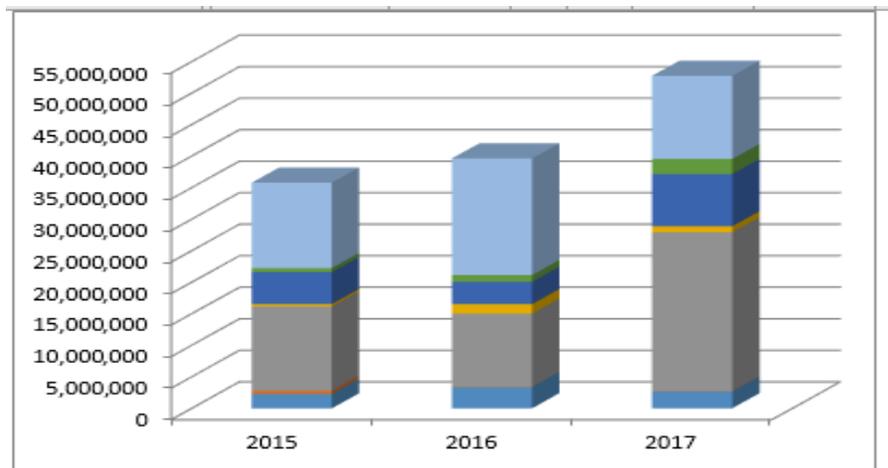
Listing Type	#/Sales			Sold Volume		
	2015	2016	2017	2015	2016	2017
Business Bldg & Land	5	9	4	2,285,000	3,359,520	2,675,000
Business Opportunity	3	2	1	516,000	47,000	62,000
Commercial Bldg w/Lan	27	36	44	13,364,100	11,613,360	25,194,600
Commercial Condo	3	9	11	377,000	1,508,650	943,900
Commercial Land	21	18	17	5,070,517	3,541,954	8,280,429
Farm/Ranch over 20 Ac	1	2	2	640,000	1,069,500	2,393,650
Multi-Family	51	61	50	13,532,553	18,496,281	13,190,802
Total	111	137	129	35,785,170	39,636,265	52,740,381

Investment Sales



Investment Sales-- Volume

Total Volume - Year/Date



- Business Bldg & Land
- Business Opportunity
- Commercial Bldg w/Land
- Commercial Condo
- Commercial Land
- Farm/Ranch over 20 Ac
- Multi-Family

Volume and Number of Active Investment Listings as of 6/30/2017

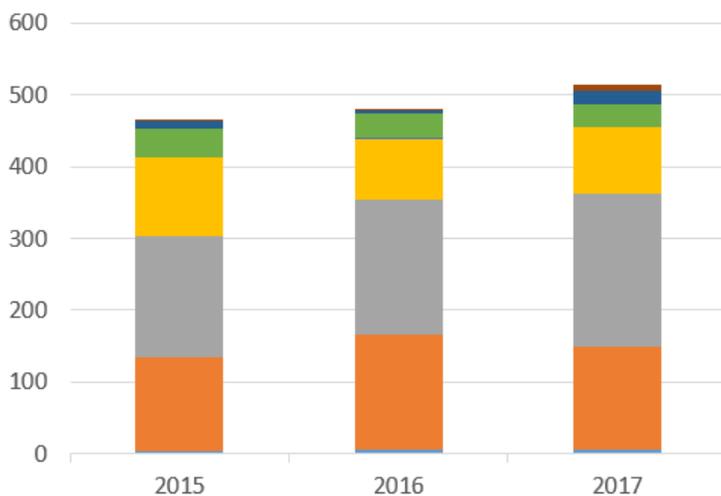
Multi-Family	14,104,750	MF	49
Farm/Ranch over 20 Ac	33,198,900	FR	20
Commercial Land	63,970,790	CL	101
Commercial Condo	191,900	CC	2
Commercial Bldg w/Land	99,292,220	CB	153
Business Opportunity	5,784,095	BO	26
Business Bldg & Land	40,725,900	BB	49
		Total	397

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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	4	5	5	307,500	478,150	673,900
Vacant Lot (<1 ac)	131	161	144	9,470,107	10,676,185	10,941,582
Acreage 1-10	168	188	213	12,495,215	15,789,442	18,641,716
Acreage 10+	109	85	92	18,964,210	16,268,360	13,895,817
Subdivision Master	0	2	0	0	1,275,000	0
Waterfront	40	33	33	11,149,500	8,792,400	6,048,000
Waterfront Secondary	11	5	19	1,564,200	541,000	2,042,000
Boat/Float Home Slips	3	1	7	143,500	45,000	299,100
total	466	480	513	54,094,232	53,865,537	52,542,115

Vacant Land Number of Sales

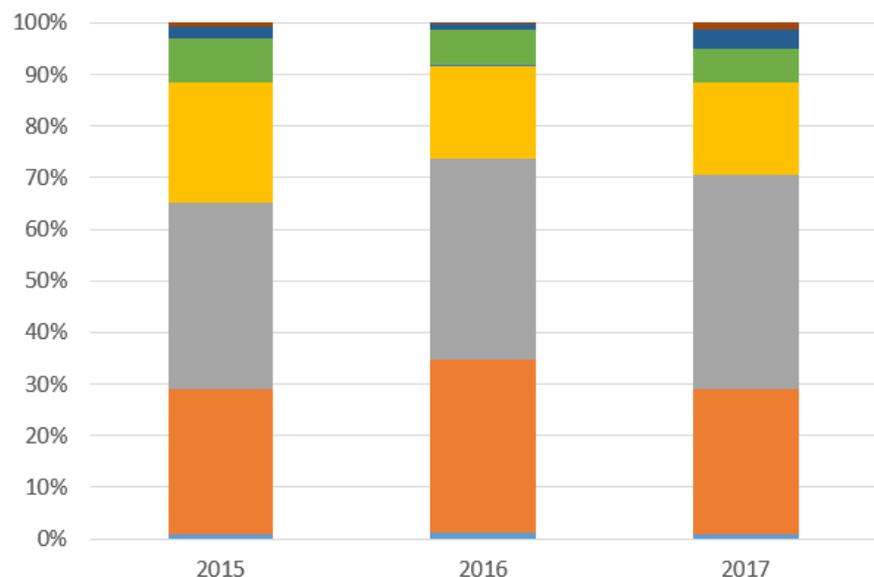


Vacant Land active listings as of May 31, 2017.

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



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