

MLS Classic Stats Report * January- September 2017 *

COEUR D'ALENE MULTIPLE LISTING SERVICE

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

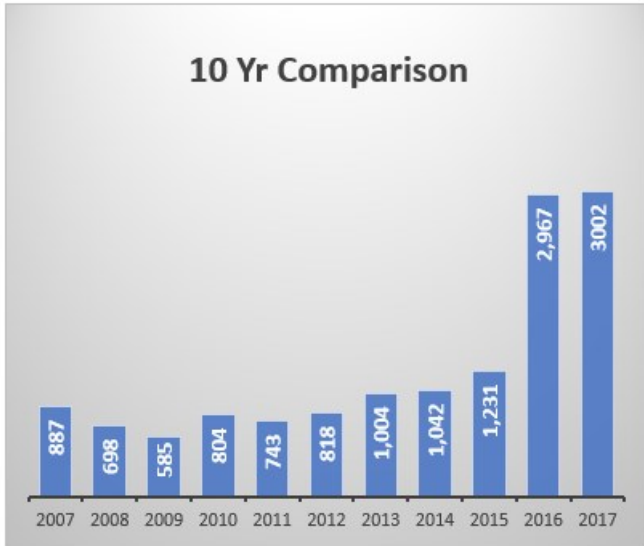


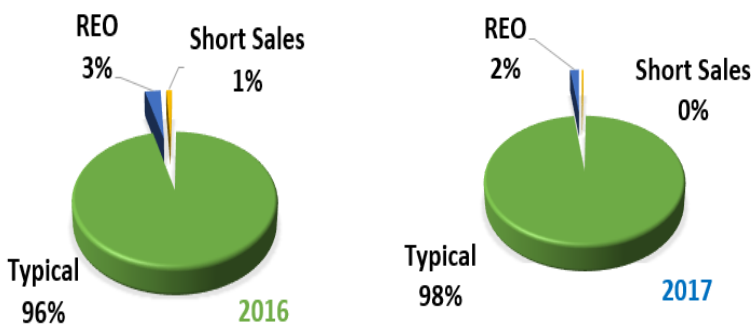
Table below reflects data on Residential Listings with house built on site, less than two acres of real property, sold from **January 1st through end of September**. Each year reported is year-to-date. Shown are total number of sales, average sales price, and median sale price for each area.

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.

Site Built less than 2 Acre Sold by Area	#/Sales	#/Sales	%/Chg	Average Sale Price	Average Sale Price	%/Chg	Median Sale Price	Median Sale Price	%/Chg
	2016	2017		2016	2017		2016	2017	
Cd'A/Dalton	940	939	0%	252,748	283,400	12%	231,500	283,400	22%
Post Falls	827	800	-3%	221,362	248,402	12%	204,000	229,000	12%
Hayden	364	384	5%	302,739	327,164	8%	265,000	285,000	8%
Rathdrum/Twin/Hauser	237	212	-11%	222,593	241,361	8%	201,000	225,000	12%
North KC	84	102	21%	197,635	210,804	7%	188,366	185,000	-2%
South KC	37	42	14%	514,791	608,637	18%	440,000	557,000	27%
Kootenai County	2,489	2,478	0%	248,879	277,660	12%	219,900	245,950	12%
Silver Valley	141	152	8%	99,181	97,430	-2%	83,000	82,250	-1%
South/Benewah	45	46	2%	138,534	116,674	-16%	138,000	128,450	-7%
North (Bonner & Boundary)	207	231	12%	220,643	239,564	9%	205,000	224,800	10%
Washington Counties	85	94	11%	232,310	248,268	7%	220,000	239,750	9%
Total Site Built < 2 Acres	2,967	3,002	1%	231,148	262,342	13%	195,600	215,000	10%

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

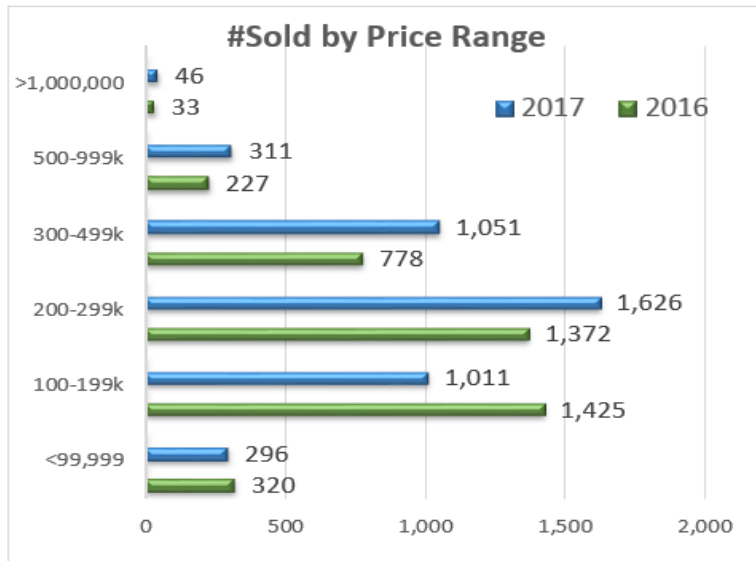


	2016		2017	
	#/Sales	Avg Sales Price	#/Sales	Avg Sales Price
Typical	2,844	241,442	2,937	265,121
REO	91	130,125	55	122,927
Short Sales	32	209,956	11	211,527

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 \$6,000 to \$6,650,000 with an average of 108 days on market. For Yr/Date 2017, sales prices ranged from \$7,000 to \$3,100,000 with an overall average of 104 days on market.

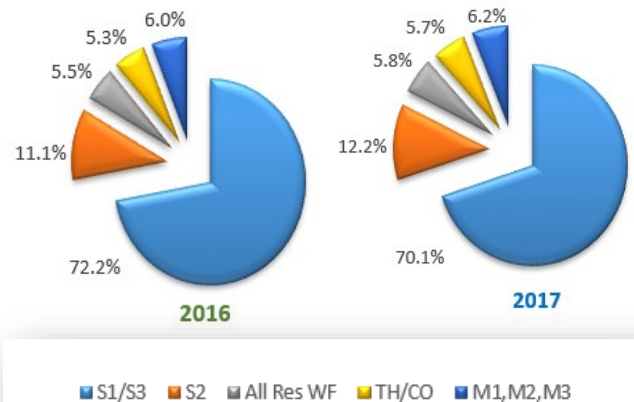
#/Sales			Total Volume			Average Price			Median Price		
2016	2017	%/CH	2016	2017	%/CH	2016	2017	%/CH	2016	2017	%/CH
4,141	4,327	4.5%	1,073,311,922	1,244,699,909	16.0%	259,191	287,659	11.0%	219,000	245,000	11.9%



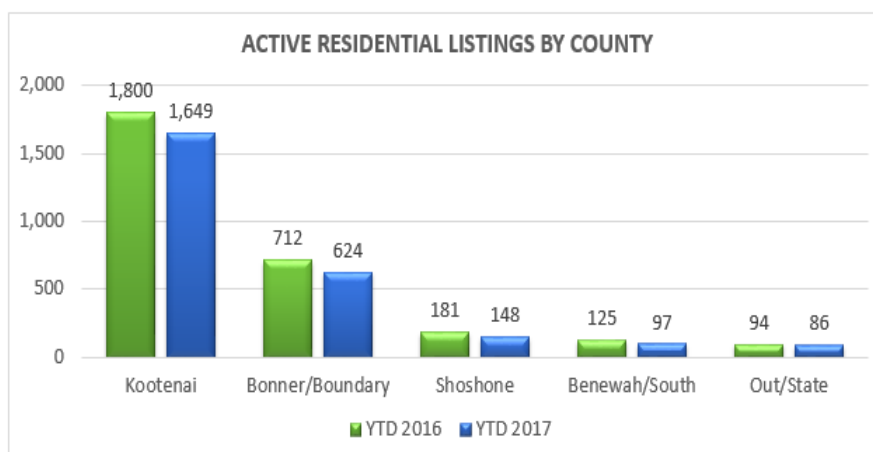
Residential # of Units Sold by Price Range
Year/Date for Each Year Reported

# Res Sold by Price	2016	%/Total	2017	%/Total
<99,999	320	7.7%	296	6.8%
100-199k	1,425	34.3%	1,011	23.3%
200-299k	1,372	33.0%	1,626	37.5%
300-499k	778	18.7%	1,051	24.2%
500-999k	227	5.5%	311	7.2%
>1,000,000	33	0.8%	46	1.1%

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	2,967	3,004	1.2%	237,688	262,342	10.4%
S2 > 2 ac	459	526	14.6%	358,101	393,721	9.9%
S3 Lease	21	29	38.1%	175,646	193,011	9.9%
M1 < 2 ac	71	91	28.2%	114,518	133,615	16.7%
M2 > 2 ac	79	82	3.8%	182,075	218,436	20.0%
M3 Lease	97	97	0.0%	47,943	53,535	11.7%
WF	154	169	9.7%	597,841	658,891	10.2%
WS	36	58	61.1%	363,049	379,975	4.7%
WC - Condo	22	18	-18.2%	597,841	901,250	50.8%
WL - Lease	15	8	-46.7%	214,350	130,188	-39.3%
CO	184	218	18.5%	225,570	239,033	6.0%
TH	36	29	-19.4%	196,594	221,593	12.7%



Active Listings	Now (2017)	1 yr Ago (2016)	%/Chg
All	5,218	5,893	-11.5%
Res Only	2,604	2,912	-10.6%

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Investment Properties

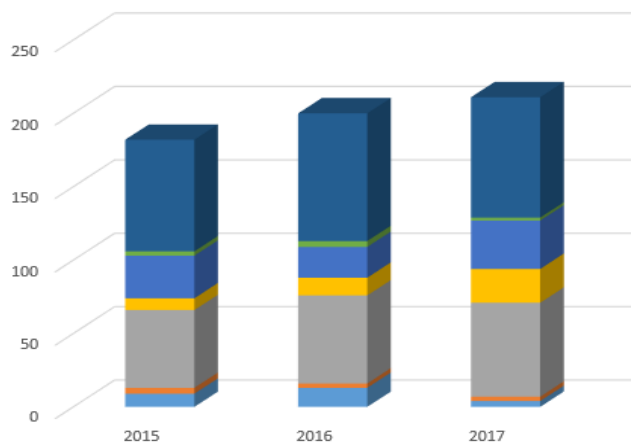
Investment Sales reported to MLS, Year/Date for all years reported.

Investment Properties YTD	#/Sales			Sold Volume		
	2015	2016	2017	2015	2016	2017
Business Bldg & Land	9	13	4	3,846,900	5,819,520	2,675,000
Business Opportunity	4	3	3	641,000	99,000	397,000
Commercial Bldg w/Land	53	60	64	22,628,243	25,863,260	36,699,610
Commercial Condo	8	12	23	889,600	1,704,150	2,151,800
Commercial Land	29	21	33	7,620,517	4,286,954	14,196,729
Farm/Ranch over 20 Ac	3	4	2	2,170,000	3,027,000	2,393,650
Multi-Family	76	87	82	19,133,342	24,908,931	21,161,252
Total	182	200	211	56,929,602	65,708,815	79,675,041

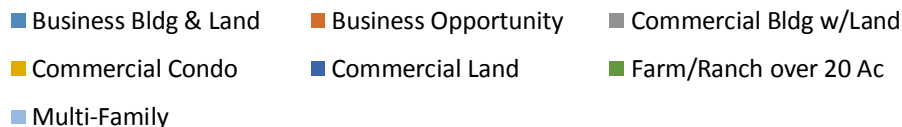
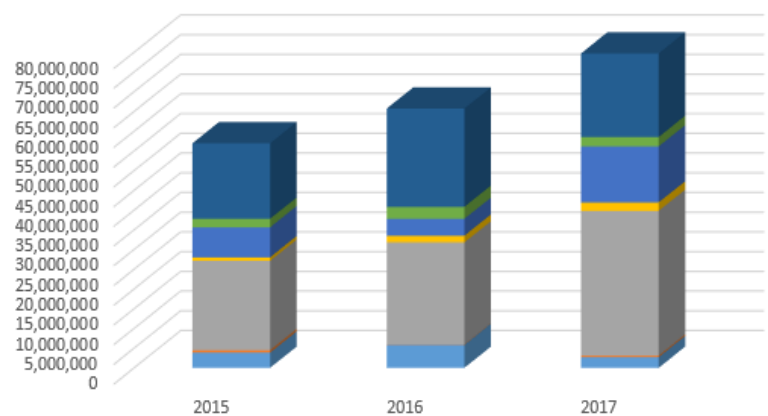
Investment Sales
#/Sales - Year/Date

Investment Sales-- Volume Total Volume - Year/Date

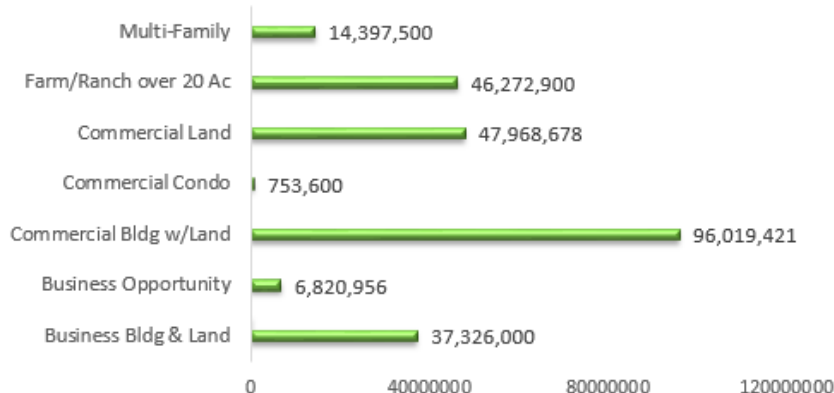
Investment Sales Units



Investment Sales Volume



Volume of Active Listings for Investment Properties



Volume and Number of Active Investment Listings as of 9/30/2017

MF	48
FR	30
CL	90
CC	5
CB	150
BO	31
BB	44
Total	398

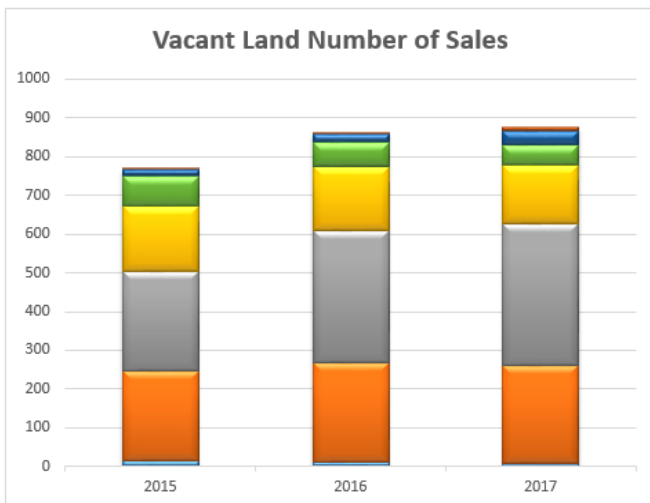
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Vacant Land Properties

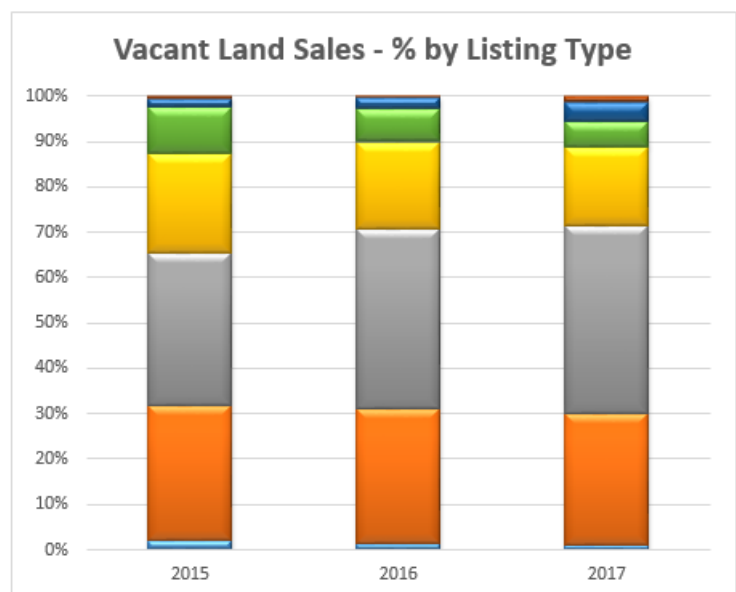
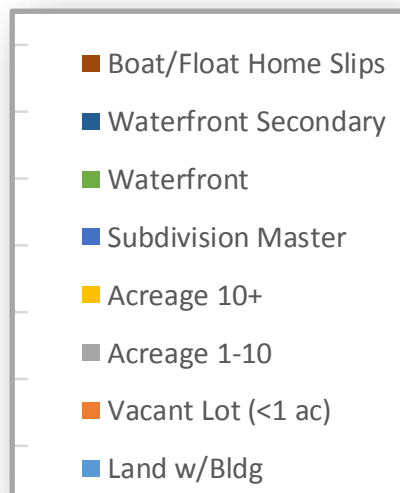
Vacant Land Sales reported to MLS, Year/Date for all years reported

Vacant Land Properties	#/Sales			Sold Volume		
Listing Type	2015	2016	2017	2015	2016	2017
Land w/Bldg	16	11	9	1,238,400	1,077,650	1,082,400
Vacant Lot (<1 ac)	230	257	253	16,001,425	17,674,935	19,895,632
Acreage 1-10	259	341	365	21,269,615	29,446,530	34,742,593
Acreage 10+	168	165	152	27,315,985	26,278,240	27,873,492
Subdivision Master	0	2	0	0	1,275,000	0
Waterfront	78	61	50	20,694,300	15,074,000	9,924,800
Waterfront Secondary	15	21	37	2,389,200	2,197,300	3,804,850
Boat/Float Home Slips	4	2	10	204,500	65,000	553,100
total	770	860	876	89,113,425	93,088,655	97,876,867

Vacant Land active listings as of September 30, 2017



Active Vacant Land Properties		
Listing type	Active	Volume
Land w/Bldg	12	4,323,800
Vacant Lot <1 ac	561	55,214,351
Acreage 1-10	834	116,816,753
Acreage 10+	460	174,915,636
Subdivision Master	1	1,350,000
Waterfront	235	104,899,627
Waterfront Secondary	98	18,330,700
Boat/Float Home Slip	8	798,900



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