

# MLS CLASSIC STATS REPORT \* JANUARY- DECEMBER 2017 \*

## COEUR D'ALENE MULTIPLE LISTING SERVICE

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

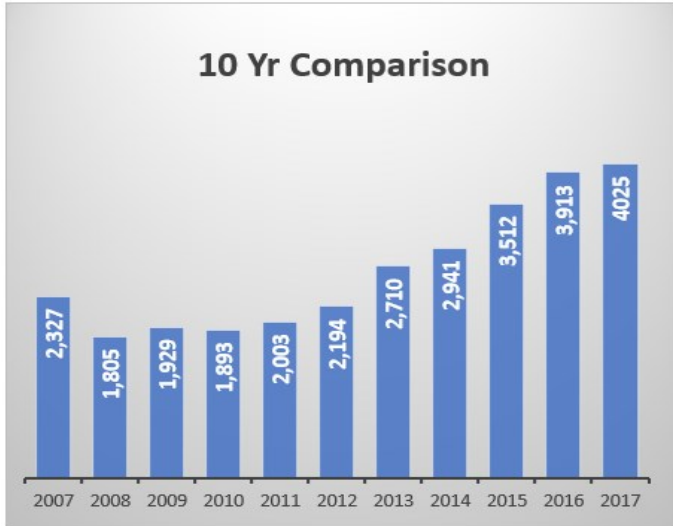


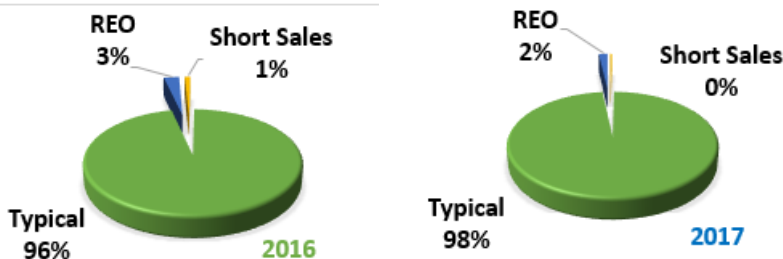
Table below reflects data on Residential Listings with house built on site, less than two acres of real property, sold from **January 1st through end of December**. Each year reported is year-to-date. Shown are total number of sales, average sales price, and median sale price for each area.

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 19% of sales for year/date 2017.

Site Built less than 2 Acre Sold by Area				Average		%Chg	Average		%Chg	Median		%Chg
	#/Sales	#/Sales	%Chg	Sale Price	Sale Price		Sale Price	Sale Price		Sale Price	Sale Price	
	2016	2017		2016	2017		2016	2017		2016	2017	
Cd'A/Dalton	1222	1,245	2%	256,918	287,549	12%	236,000	260,000	10%			
Post Falls	1105	1,067	-3%	225,865	250,912	11%	206,327	231,000	12%			
Hayden	495	500	1%	303,955	335,368	10%	269,000	290,000	8%			
Rathdrum/Twin/Hauser	292	296	1%	226,830	246,626	9%	208,745	230,738	11%			
North KC	113	139	23%	195,547	213,291	9%	184,850	189,000	2%			
South KC	45	60	33%	520,494	638,568	23%	460,000	587,500	28%			
<b>Kootenai County</b>	<b>3,272</b>	<b>3,306</b>	<b>1%</b>	<b>252,342</b>	<b>282,431</b>	<b>12%</b>	<b>222,000</b>	<b>248,930</b>	<b>12%</b>			
Silver Valley	186	203	9%	96,170	98,289	2%	80,000	84,000	5%			
South/Benewah	56	62	11%	134,403	120,155	-11%	135,000	127,800	-5%			
North (Bonner & Boundary)	289	335	16%	226,465	247,470	9%	213,000	230,000	8%			
Washington Counties	110	118	7%	215,027	250,984	17%	203,750	239,750	18%			
<b>Total Site Built &lt; 2 Acres</b>	<b>3,913</b>	<b>4,025</b>	<b>3%</b>	<b>240,292</b>	<b>266,904</b>	<b>11%</b>	<b>215,000</b>	<b>239,999</b>	<b>12%</b>			

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

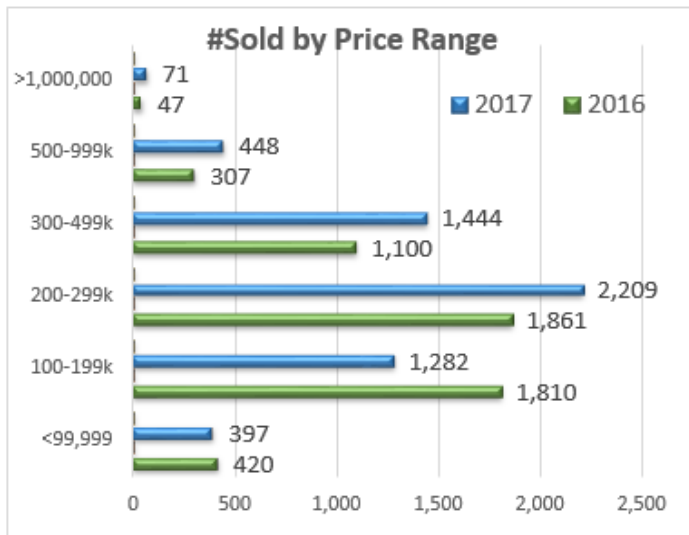


	2016		2017	
	#/Sales	Avg Sales Price	#/Sales	Avg Sales Price
Typical	3,764	243,653	3,944	269,705
REO	110	134,352	69	117,502
Short Sales	39	214,733	13	204,908

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 110 days on market. For Yr/Date 2017, sales prices ranged from \$7,000 to \$3,850,000 with an overall average of 105 days on market.

#/Sales			Total Volume			Average Price			Median Price		
2016	2017	%/CH	2016	2017	%/CH	2016	2017	%/CH	2016	2017	%/CH
5,528	5,834	5.5%	1,454,453,585	1,714,353,634	17.9%	263,107	293,856	11.7%	221,000	248,545	12.5%

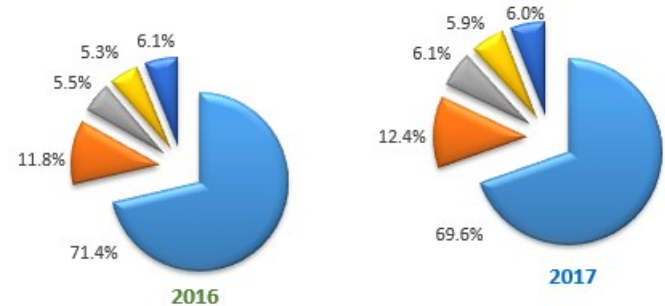


**Residential # of Units Sold by Price Range**  
Year/Date for Each Year Reported

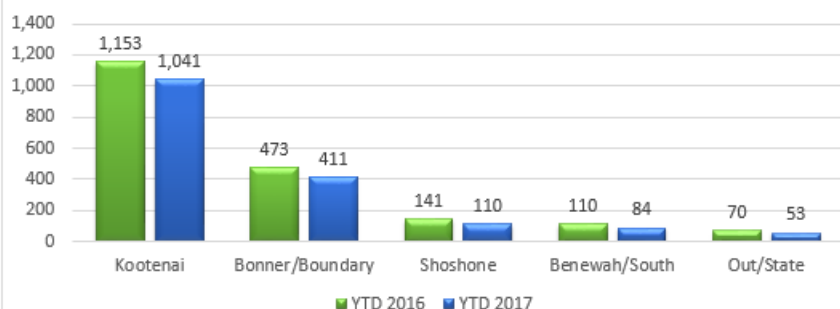
# Res Sold by Price	2016	%/Total	2017	%/Total
<99,999	420	7.6%	397	6.8%
100-199k	1,810	32.6%	1,282	21.9%
200-299k	1,861	33.6%	2,209	37.8%
300-499k	1,100	19.8%	1,444	24.7%
500-999k	307	5.5%	448	7.7%
>1,000,000	47	0.8%	71	1.2%

**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	3,913	4,025	2.9%	240,292	266,904	11.1%
S2 > 2 ac	652	721	10.6%	365,019	398,515	9.2%
S3 Lease	32	36	12.5%	178,256	191,059	7.2%
M1 < 2 ac	103	118	14.6%	115,161	128,939	12.0%
M2 > 2 ac	111	104	-6.3%	189,087	218,817	15.7%
M3 Lease	122	128	4.9%	48,010	55,361	15.3%
WF	206	239	16.0%	602,236	686,807	14.0%
WS	52	79	51.9%	406,372	399,434	-1.7%
WC - Condo	29	26	-10.3%	581,772	900,000	54.7%
WL - Lease	17	13	-23.5%	205,662	120,500	-41.4%
CO	244	304	24.6%	230,521	228,885	-0.7%
TH	47	40	-14.9%	212,357	257,302	21.2%



**ACTIVE RESIDENTIAL LISTINGS BY COUNTY**



Active Listings	Now ( 2017 )	1 yr Ago (2016)	%/Chg
All	3,823	4381	-12.7%
Res Only	1,699	1948	-12.8%

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 Properties

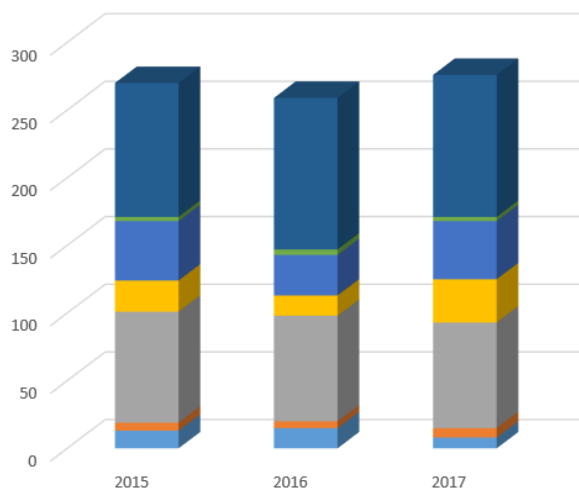
Investment Sales reported to MLS, Year/Date for all years reported.

Investment Properties YTD	#/Sales			Sold Volume		
	2015	2016	2017	2015	2016	2017
Business Bldg & Land	13	15	8	5,527,650	7,219,520	7,783,500
Business Opportunity	6	5	7	708,000	208,500	733,500
Commercial Bldg w/Land	82	78	78	34,155,959	34,018,260	40,930,394
Commercial Condo	23	15	32	2,374,500	2,102,650	3,514,850
Commercial Land	44	30	43	13,793,036	5,996,454	17,115,129
Farm/Ranch over 20 Ac	3	4	3	2,170,000	3,027,000	2,961,150
Multi-Family	99	112	105	24,796,229	36,500,281	27,422,852
<b>Total</b>	<b>270</b>	<b>259</b>	<b>276</b>	<b>83,525,374</b>	<b>89,072,665</b>	<b>100,461,375</b>

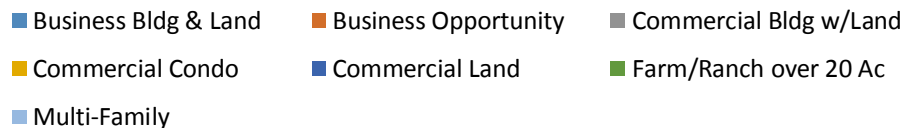
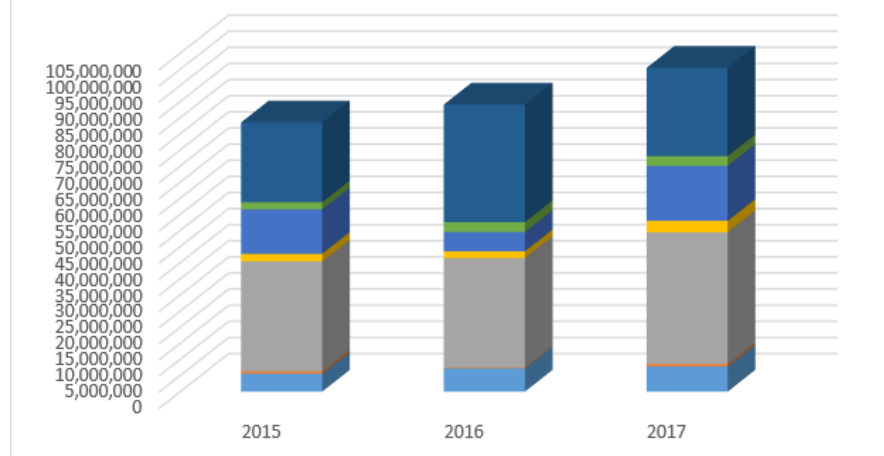
Investment Sales

Investment Sales-- Volume Total Volume - Year/Date

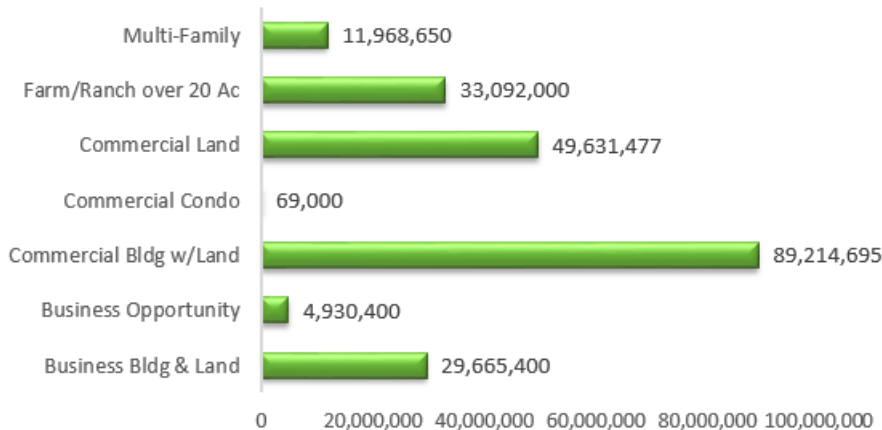
Investment Sales Units



Investment Sales Volume



Volume of Active Listings for Investment Properties



Volume and Number of Active Investment Listings as of 12/31/2017

MF	31
FR	19
CL	90
CC	1
CB	138
BO	22
BB	38
<b>Total</b>	<b>339</b>

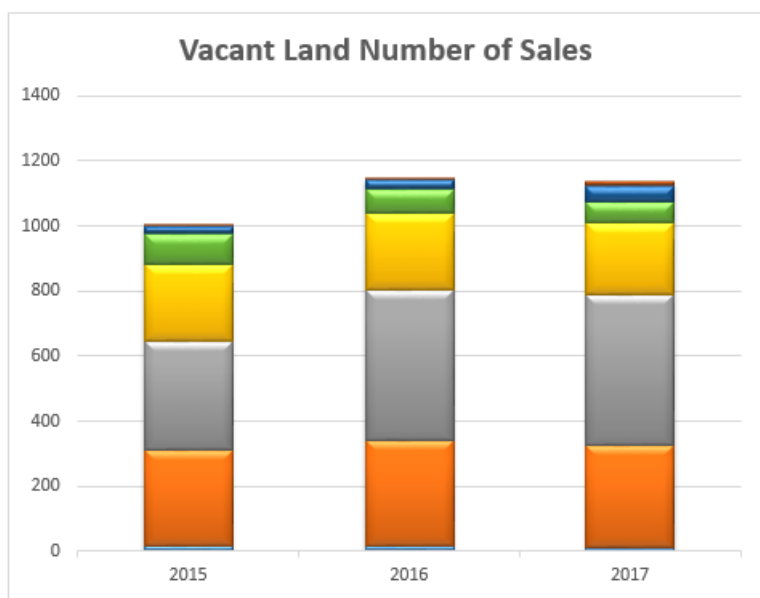
The representations in this report are based on data generated from the database of the Multiple Listing Service of the Coeur d'Alene Association of REALTORS® for the time periods specified in the report. Data maintained by the Association or its Multiple Listing Service may not reflect all real estate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

## Vacant Land Properties

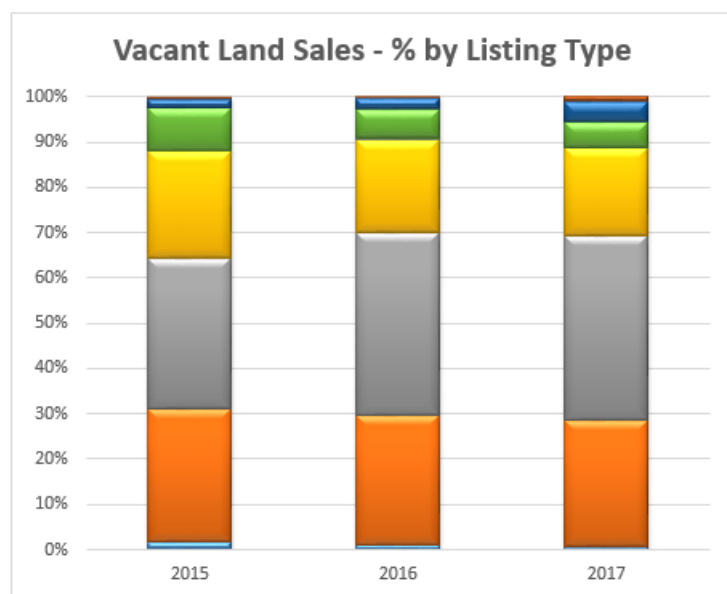
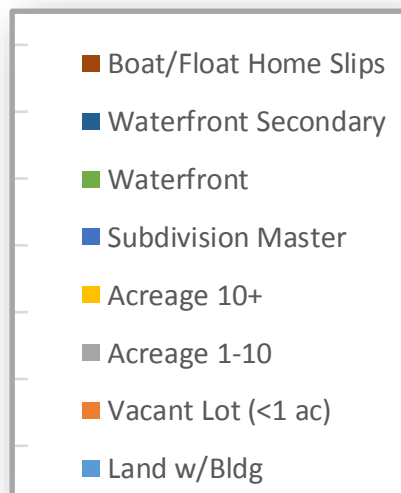
Vacant Land Sales reported to MLS, Year/Date for all years reported

Vacant Land Properties Listing Type	#/Sales			Sold Volume		
	2015	2016	2017	2015	2016	2017
Land w/Bldg	18	14	10	1,398,400	1,237,150	1,157,400
Vacant Lot (<1 ac)	295	327	314	20,547,375	23,198,745	24,894,414
Acreage 1-10	334	462	465	32,794,915	39,363,871	45,673,418
Acreage 10+	236	235	220	36,400,260	36,910,103	37,115,542
Subdivision Master	0	2	0	0	1,275,000	0
Waterfront	95	75	66	26,144,300	17,498,590	13,445,300
Waterfront Secondary	21	28	49	3,163,700	2,733,800	5,523,100
Boat/Float Home Slips	4	2	12	204,500	65,000	823,000
<b>total</b>	<b>1003</b>	<b>1145</b>	<b>1136</b>	<b>120,653,450</b>	<b>122,282,259</b>	<b>128,632,174</b>

Vacant Land active listings as of December 31, 2017



Active Vacant Land Properties		
Listing type	Active	Volume
Land w/Bldg	10	4,175,800
Vacant Lot <1 ac	455	47,735,752
Acreage 1-10	704	99,200,153
Acreage 10+	376	172,803,418
Subdivision Master	1	1,350,000
Waterfront	167	76,669,593
Waterfront Secondary	57	12,324,600
Boat/Float Home Slip	6	369,800



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.