



COEUR D'ALENE MULTIPLE LISTING SERVICE

07/2017 Market Report

Data shown below reflects Coeur d'Alene Multiple Listing Service Listings in all Residential Categories.

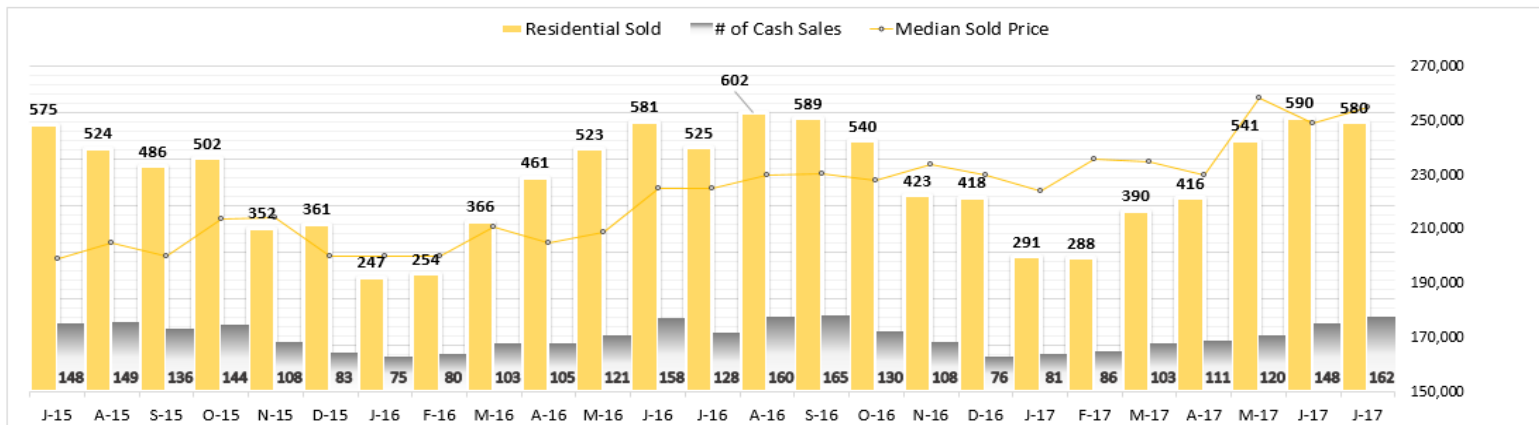
Links to detailed reports used for this data are below

In the Coeur d'Alene MLS Market, July 2017 **New/Active Residential Inventory** was down 12.2% compared to 2016, with 2736 Active listings vs. 3117 at this time last year. The month of July ended with 580 total **Residential** closings compared to 525 in 2016, for an increase of 10.5%.

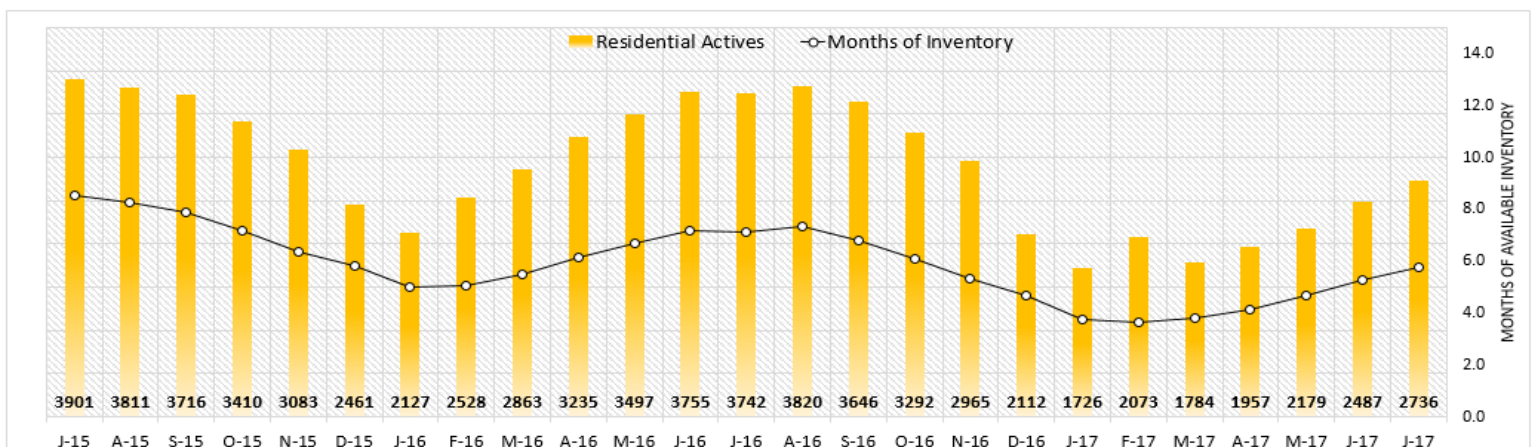
As of July 31, 2017:

- **Absorption Rate** is currently 5.76 vs 7.14 in 2016, a decrease of 19.33%. The YTD rate is 4.25 compared to 6.11 in 2016, a decrease of 26.35%
- **Median Price** of sold homes is \$254,703 vs \$224,900 in 2016, an increase of 13.25%
- **New Construction** Residential closings in July = 100 vs. 89 in 2016, an increase of 12.36%; YTD 489 vs 450 in 2016, an increase of 8.67%
- **Existing/Non-distressed** Residential sales totaled 568 in July 2017; an Average Sales Price of \$296,979; with an average of 99 days on Market.

Closed Sales by Month



Active Listings/Months of Inventory



[Links to Detailed Reports used:](#)

[MARKET SUMMARY REPORTS](#)

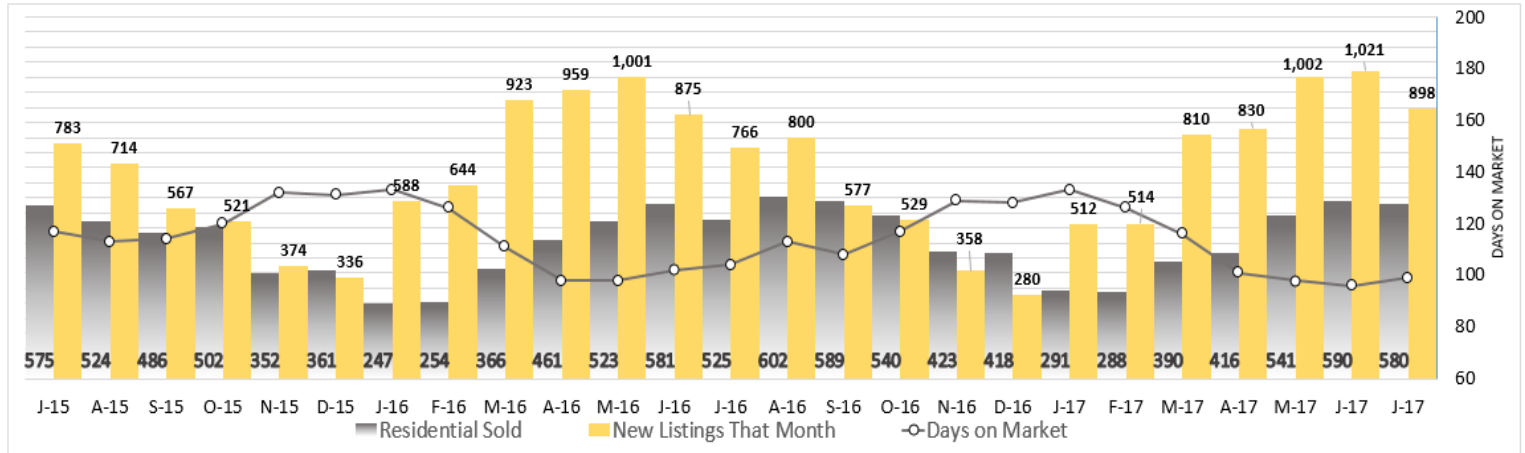
[YEAR/YEAR COMPARISONS](#)

[SOLD MARKET ANALYSIS](#)

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New vs Sold - DOM



Market Conditions/Price-Range Comparison

Last 6 Months Closed Sales										YTD Sales vs Last YTD		
Listing Price Range	# of Active Listings July 2017	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Current Months of Inventory	Market Conditions	2017 YTD	2016 YTD	% Change
0 - 49,999	29	7	8	5	11	8	12	2.42	SELLER	71	76	-6.6%
50,000 - 74,999	40	8	16	16	10	18	13	3.08	SELLER	87	82	6.1%
75,000 - 99,999	70	6	7	10	10	16	13	5.38	BALANCED	75	71	5.6%
100,000 - 124,999	49	10	10	17	12	16	16	3.06	SELLER	82	90	-8.9%
125,000 - 149,999	86	24	14	32	13	14	18	4.78	BALANCED	114	185	-38.4%
150,000 - 174,999	93	24	28	61	33	27	28	3.32	SELLER	204	347	-41.2%
175,000 - 199,999	170	36	45	71	56	62	64	2.66	SELLER	357	434	-17.7%
200,000 - 224,999	137	19	50	56	58	73	52	2.63	SELLER	355	323	9.9%
225,000 - 249,999	213	24	38	41	50	63	67	3.18	SELLER	325	269	20.8%
250,000 - 274,999	155	28	29	42	44	51	62	2.50	SELLER	279	190	46.8%
275,000 - 299,999	195	16	24	30	43	47	49	3.98	SELLER	225	195	15.4%
300,000 - 349,999	275	31	32	30	65	65	56	4.91	SELLER	315	239	31.8%
350,000 - 399,999	228	12	32	15	43	33	36	6.33	BALANCED	200	153	30.7%
400,000 - 499,999	249	18	24	19	41	48	45	5.53	BALANCED	226	142	59.2%
500,000 - 599,999	176	11	17	5	25	18	15	11.73	BUYER	106	74	43.2%
600,000 - 699,999	125	8	6	7	14	9	15	8.33	BUYER	64	40	60.0%
700,000 - 799,999	83	2	3	2	2	6	5	16.60	BUYER	24	19	26.3%
800,000 - 899,999	70	2	2	0	3	6	6	11.67	BUYER	25	9	177.8%
900,000 - 999,999	38	0	1	1	2	1	1	38.00	BUYER	8	8	0.0%
1,000,000 - 1,999,999	180	2	3	2	3	9	6	30.00	BUYER	28	14	100.0%
2,000,000 - 2,999,999	39	0	1	0	2	0	1	39.00	BUYER	4	2	100.0%
3,000,000 +	36	0	0	0	1	0	0	36.00	BUYER	1	0	N/A
Totals	2736	288	390	462	541	590	580	5.38	SELLER	3175	2962	7.2%
% Cash Sales		29.86%	26.41%	24.03%	22.18%	25.08%	27.93%					
Total Cash Sales		86	103	111	120	148	162					

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