

# MLS CLASSIC STATS REPORT \* JANUARY- APRIL 2018 \*

## COEUR D'ALENE MULTIPLE LISTING SERVICE

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

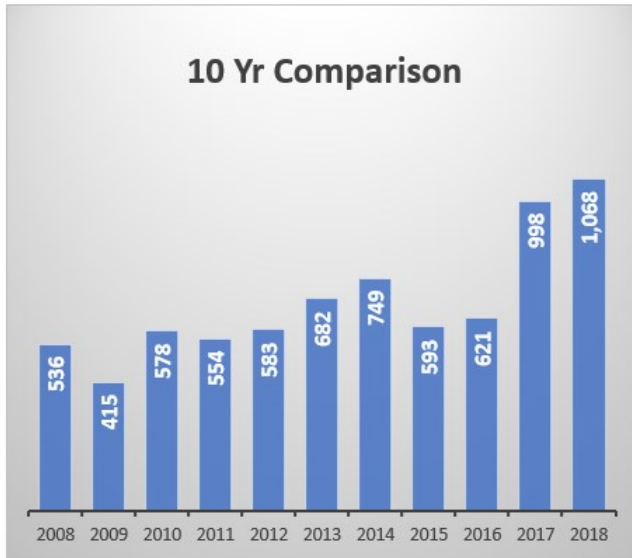


Table below reflects data on Residential Listings with house built on site, less than two acres of real property, sold from **January 1st through end of April**. Each year reported is year-to-date. Shown are total number of sales, average sales price, and median sale price for each area.

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 20% of "S1 - Site Built on < 2 acres" sales for year/date 2017, and for 26% of sales for year/date 2018.

Site Built less than 2 Acre Sold by Area	Area#				Average				Median			
		#/Sales	#/Sales	%/Chg	Sale Price	Sale Price	%/Chg	Sale Price	Sale Price	%/Chg	Sale Price	%/Chg
		2017	2018		2017	2018		2017	2018		2017	2018
Cd'A/Dalton	01	327	337	3%	274,323	308,323	12%	245,000	282,500	15%	245,000	15%
Post Falls	02	263	296	13%	244,393	271,315	11%	225,000	250,000	11%	225,000	11%
Hayden	03	139	122	-12%	304,659	344,942	13%	275,000	311,500	13%	275,000	13%
Rathdrum/Twin/Hauser	04, 04a	59	72	22%	221,923	270,999	22%	217,300	246,084	13%	217,300	13%
North Kootenai County	05,06,07	26	34	31%	209,793	218,281	4%	182,600	197,476	8%	182,600	8%
South Kootenai County	08,09,10,11	7	19	171%	618,714	827,162	34%	640,000	640,000	0%	640,000	0%
<b>Kootenai County</b>	<b>above areas</b>	<b>820</b>	<b>880</b>	<b>7%</b>	<b>266,641</b>	<b>305,621</b>	<b>15%</b>	<b>239,000</b>	<b>264,924</b>	<b>11%</b>	<b>239,000</b>	<b>11%</b>
Silver Valley	12	55	59	7%	96,912	110,741	14%	75,000	109,000	45%	75,000	45%
South/ South Shoshone/Benewah	13,14,15	18	9	-50%	100,900	172,569	71%	97,400	158,500	63%	97,400	63%
North (Bonner & Boundary)	71	18	8	-56%	100,900	184,516	83%	97,400	161,750	66%	97,400	66%
Washington Counties	33	33	34	3%	233,118	259,665	11%	204,253	229,850	13%	204,253	13%
<b>Total Site Built &lt; 2 Acres</b>	<b>all areas</b>	<b>998</b>	<b>1,068</b>	<b>7%</b>	<b>251,140</b>	<b>287,336</b>	<b>14%</b>	<b>227,950</b>	<b>256,018</b>	<b>12%</b>	<b>227,950</b>	<b>12%</b>

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

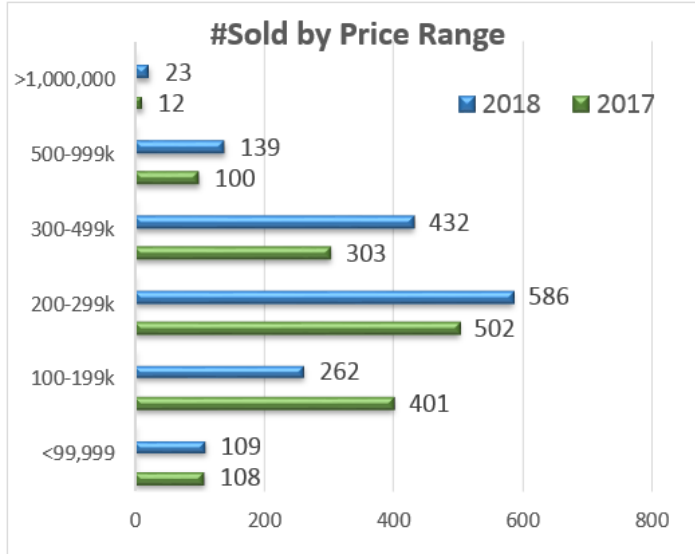
	2017		2018	
	#/Sales	Avg Sales Price	#/Sales	Avg Sales Price
Typical	965	255,235	1,047	290,125
REO	31	122,103	18	141,250
Short Sales	3	249,517	3	190,367



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 2017, sales prices ranged from \$7,000 to \$2,997,000 with an average of 117 days on market. For Yr/Date 2018, sales prices ranged from \$12,500 to \$4,500,000 with an overall average of 119 days on market.

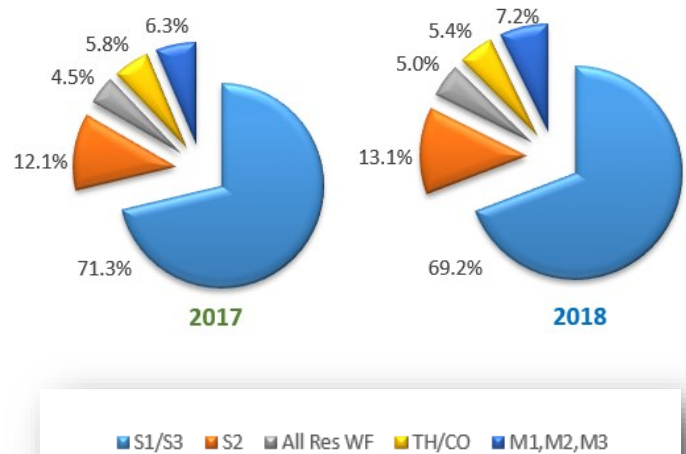
#/Sales			Total Volume			Average Price			Median Price		
2017	2018	%/CH	2017	2018	%/CH	2017	2018	%/CH	2017	2018	%/CH
1,343	1,471	9.5%	371,359,676	464,846,945	25.2%	276,515	316,007	14.3%	235,000	263,011	11.9%



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

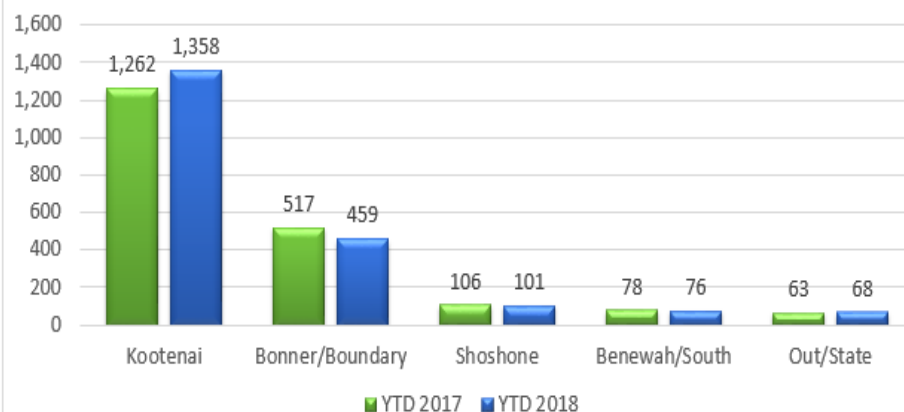
# Res Sold by Price	2017	%/Total	2018	%/Total
<99,999	108	7.6%	109	7.0%
100-199k	401	28.1%	262	16.9%
200-299k	502	35.2%	586	37.8%
300-499k	303	21.2%	432	27.9%
500-999k	100	7.0%	139	9.0%
>1,000,000	12	0.8%	23	1.5%

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



List Type	#/Sales			Average Sales Price		
	2017	2018	%/CH	2017	2018	%/CH
S1 < 2 ac	998	1,068	7.0%	251,140	287,336	14.4%
S2 > 2 ac	171	203	18.7%	386,307	416,645	7.9%
S3 Lease	13	2	-84.6%	186,776	234,700	25.7%
M1 < 2 ac	29	32	10.3%	120,966	114,744	-5.1%
M2 > 2 ac	25	40	60.0%	208,602	199,620	-4.3%
M3 Lease	36	40	11.1%	48,569	59,580	22.7%
WF	48	59	22.9%	726,519	764,982	5.3%
WS	12	12	0.0%	314,456	502,417	59.8%
WC - Condo	3	7	133.3%	481,333	865,857	79.9%
WL - Lease	1	0	-100.0%	90,000	0	-100.0%
CO	75	75	0.0%	199,507	253,530	27.1%
TH	7	8	14.3%	226,200	207,500	-8.3%

**ACTIVE RESIDENTIAL LISTINGS BY COUNTY**



Active Listings	Now ( 2018)	1 yr Ago (2017)	%/Chg
All	3,715	4513	-17.7%
Res Only	2,501	2502	0.0%

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.

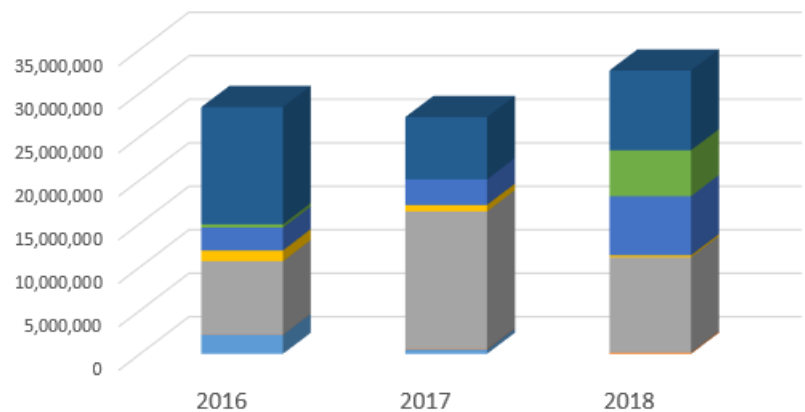
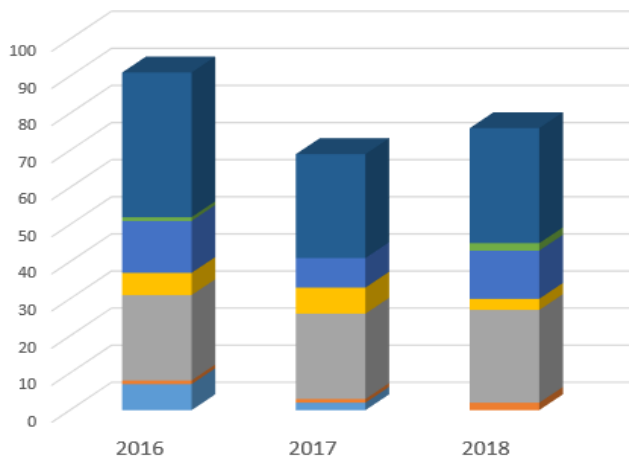
Investment Properties YTD	#/Sales			Sold Volume		
	2016	2017	2018	2016	2017	2018
Business Bldg & Land	7	2	0	2,194,520	500,000	0
Business Opportunity	1	1	2	32,000	62,000	162,000
Commercial Bldg w/Land	23	23	25	8,431,960	15,811,100	10,942,300
Commercial Condo	6	7	3	1,239,150	751,900	226,000
Commercial Land	14	8	13	2,610,954	2,936,429	6,801,913
Farm/Ranch over 20 Ac	1	0	2	385,000	0	5,275,000
Multi-Family	39	28	31	13,476,906	7,162,082	9,162,735
<b>Total</b>	<b>91</b>	<b>69</b>	<b>76</b>	<b>28,370,490</b>	<b>27,223,511</b>	<b>32,569,948</b>

**Investment Sales**  
#/Sales - Year/Date

**Investment Sales-- Volume Total Volume - Year/Date**

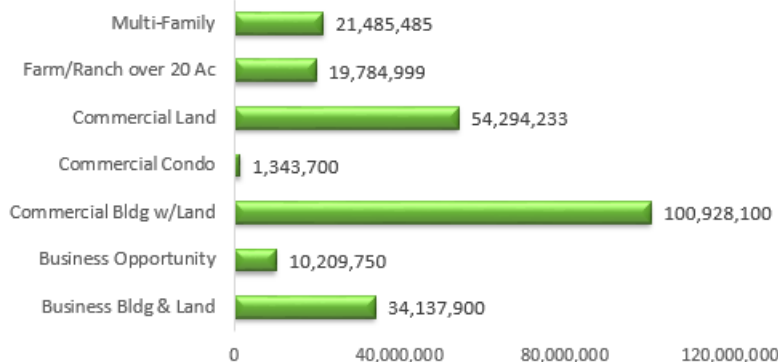
**Investment Sales Units**

**Investment Sales Volume**



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

**Volume of Active Listings for Investment Properties**



**Volume and Number of Active Investment Listings as of 4/30/2018**

MF	43
FR	10
CL	75
CC	5
CB	136
BO	20
BB	42
<b>Total</b>	<b>331</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.*

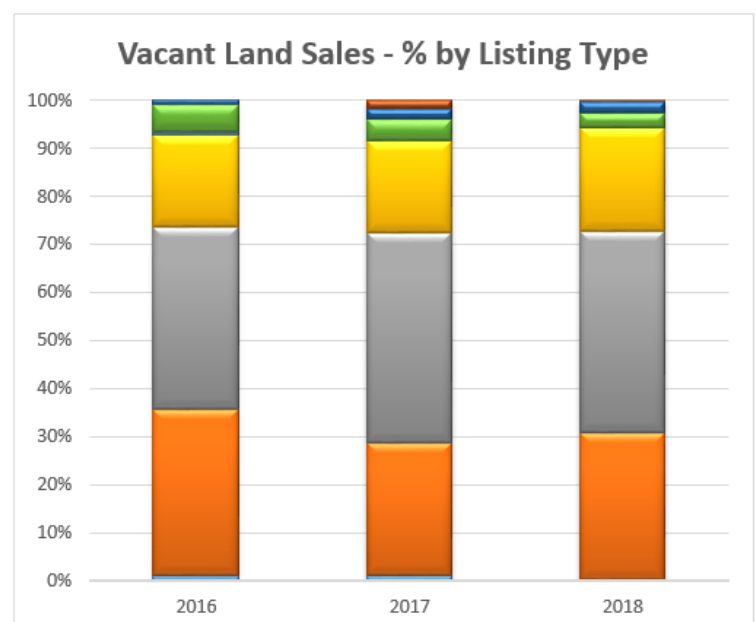
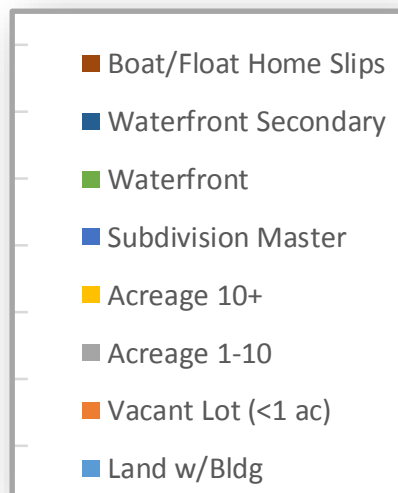
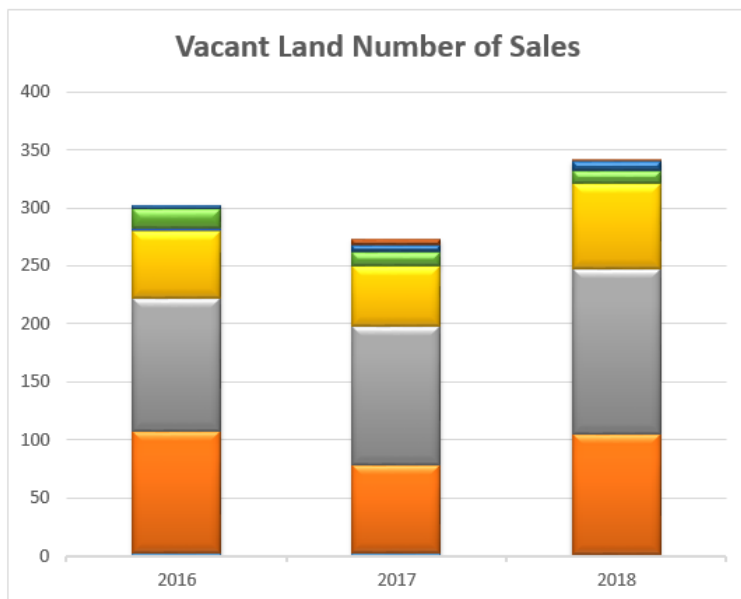
## Vacant Land Properties

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

Vacant Land Properties	#/Sales			Sold Volume		
Listing Type	2016	2017	2018	2016	2017	2018
Land w/Bldg	3	3	1	274,000	404,900	325,000
Vacant Lot (<1 ac)	105	75	104	6,644,285	5,286,462	9,317,054
Acreage 1-10	114	120	143	9,483,392	9,592,232	17,253,540
Acreage 10+	58	52	73	12,739,460	8,914,667	15,210,300
Subdivision Master	2	0	0	1,275,000	0	0
Waterfront	17	12	11	5,532,900	1,589,000	2,935,500
Waterfront Secondary	3	6	8	192,000	382,500	1,048,000
Boat/Float Home Slips	0	5	1	0	185,200	48,000
<b>total</b>	<b>302</b>	<b>273</b>	<b>341</b>	<b>36,141,037</b>	<b>26,354,961</b>	<b>46,137,394</b>

### Vacant Land active listings as of April 30, 2018

Active Vacant Land Properties		
Listing type	Active	Volume
Land w/Bldg	11	4,534,700
Vacant Lot <1 ac	567	71,678,444
Acreage 1-10	668	102,143,253
Acreage 10+	350	158,900,326
Subdivision Master	1	7,000,000
Waterfront	163	76,684,278
Waterfront Secondary	61	9,595,000
Boat/Float Home Slip	6	404,800



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.