

MLS CLASSIC STATS REPORT * JANUARY- JUNE 2018 *

COEUR D'ALENE MULTIPLE LISTING SERVICE

Site Built < 2 Acres - Total Number of Sales

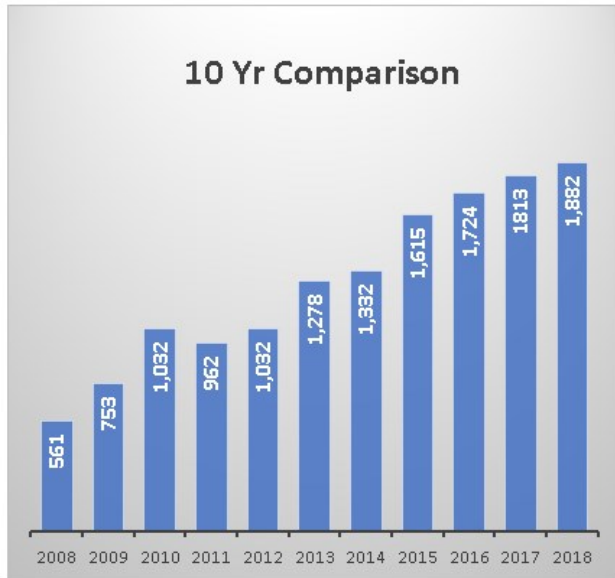


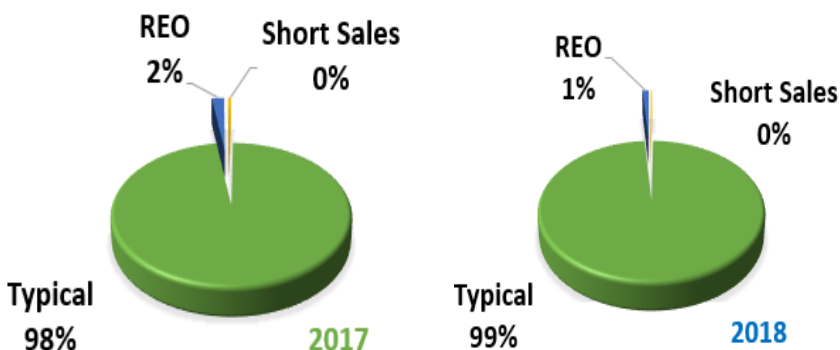
Table below reflects data on Residential Listings with house built on site, less than two acres of real property, sold from **January 1st through end of June**. Each year reported is year-to-date. Shown are total number of sales, average sales price, and median sale price for each area.

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 2017, and for 22% of sales for year/date 2018.

Site Built less than 2 Acre Sold by Area	Area#	#/Sales	#/Sales	%/Chg	Average Sale Price	Average Sale Price	%/Chg	Median Sale Price	Median Sale Price	%/Chg
		2017	2018		2017	2018		2017	2018	
Cd'A/Dalton	01	576	592	3%	282,081	307,316	9%	253,750	280,000	10%
Post Falls	02	482	509	6%	244,660	276,771	13%	225,000	255,000	13%
Hayden	03	243	225	-7%	323,849	354,707	10%	285,408	320,000	12%
Rathdrum/Twin/Hauser	04, 04a	125	139	11%	228,491	275,344	21%	217,300	249,000	15%
North Kootenai County	05,06,07	51	47	-8%	214,371	215,680	1%	185,000	205,000	11%
South Kootenai County	08,09,10,11	26	31	19%	650,312	888,412	37%	623,000	635,000	2%
Kootenai County	above areas	1,502	1,543	3%	276,260	310,154	12%	243,745	269,470	11%
Silver Valley	12	89	95	7%	94,014	114,207	21%	76,000	107,000	41%
South/ South Shoshone/Benewah	13,14,15	29	20	-31%	111,576	178,561	60%	114,000	159,750	40%
North (Bonner & Boundary)	71	127	164	29%	238,737	262,681	10%	214,000	249,950	17%
Washington Counties	33	65	60	-8%	252,793	290,609	15%	260,000	247,500	-5%
Total Site Built < 2 Acres	all areas	1,813	1,882	4%	261,366	294,104	13%	235,000	261,000	11%

Comparison: Distress Sales/Typical Sales

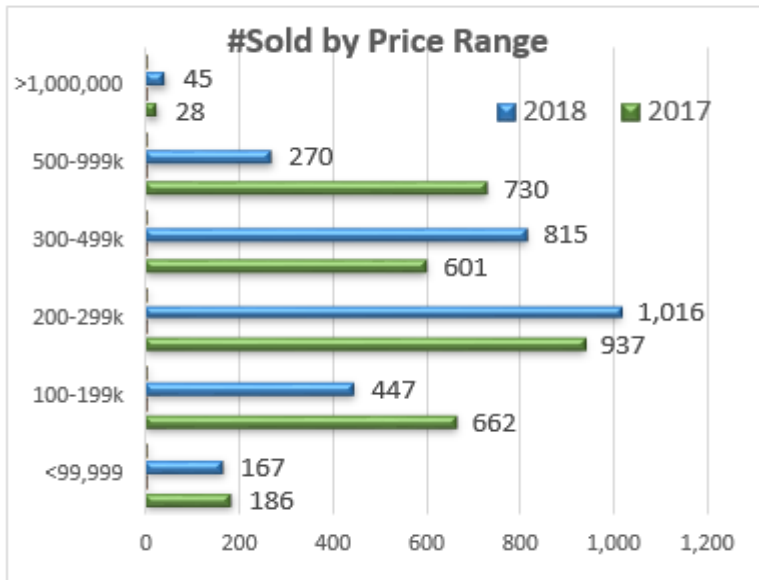


	2017		2018	
	#/Sales	Avg Sales Price	#/Sales	Avg Sales Price
Typical	1,769	264,601	1,856	296,270
REO	37	115,297	22	136,609
Short Sales	8	213,694	4	155,275

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 \$3,050,000 with an average of 108 days on market. For Yr/Date 2018, sales prices ranged from \$12,000 to \$3,500,000 with an overall average of 107 days on market.

#/Sales			Total Volume			Average Price			Median Price		
2017	2018	%/CH	2017	2018	%/CH	2017	2018	%/CH	2017	2018	%/CH
2,596	2,752	6.0%	733,647,198	883,823,656	20.5%	282,607	321,157	13.6%	240,000	270,000	12.5%

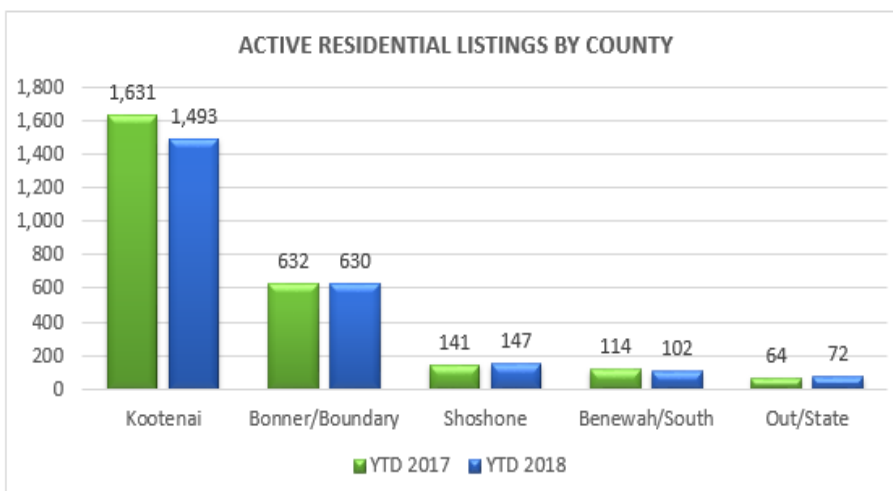
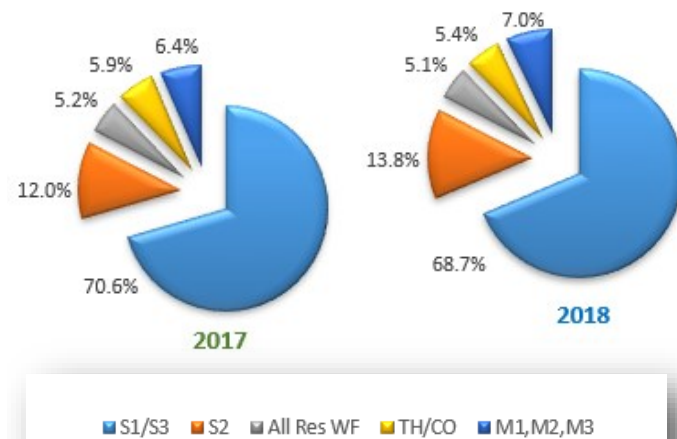


Residential # of Units Sold by Price Range
Year/Date for Each Year Reported

# Res Sold by Price	2017	%/Total	2018	%/Total
<99,999	186	5.9%	167	6.1%
100-199k	662	21.1%	447	16.2%
200-299k	937	29.8%	1,016	36.8%
300-499k	601	19.1%	815	29.5%
500-999k	730	23.2%	270	9.8%
>1,000,000	28	0.9%	45	1.6%

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	1,813	1,882	3.8%	261,366	294,104	12.5%
S2 > 2 ac	311	380	22.2%	391,488	435,619	11.3%
S3 Lease	20	9	-55.0%	196,559	225,044	14.5%
M1 < 2 ac	57	57	0.0%	134,535	132,221	-1.7%
M2 > 2 ac	42	67	59.5%	212,351	207,246	-2.4%
M3 Lease	66	70	6.1%	53,630	59,224	10.4%
WF	91	104	14.3%	671,983	743,062	10.6%
WS	33	25	-24.2%	357,191	440,708	23.4%
WC - Condo	7	10	42.9%	743,714	762,350	2.5%
WL - Lease	4	0	-100.0%	93,750	0	-100.0%
CO	138	131	-5.1%	236,134	285,931	21.1%
TH	16	17	6.3%	209,175	224,353	7.3%



Active Listings	Now (2018)	1 yr Ago (2017)	%/Chg
All	4,974	5089	-2.3%
Res Only	2,444	2582	-5.3%

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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	9	4	4	3,359,520	2,675,000	1,609,000
Business Opportunity	2	2	3	47,000	362,000	226,000
Commercial Bldg w/Land	36	44	47	11,613,360	25,194,600	19,651,300
Commercial Condo	9	11	6	1,508,650	943,900	411,900
Commercial Land	18	17	25	3,541,954	8,280,429	16,106,213
Farm/Ranch over 20 Ac	2	2	4	1,069,500	2,393,650	6,755,000
Multi-Family	61	50	59	18,496,281	13,190,802	20,419,435
Total	112	130	148	39,636,265	53,040,381	65,178,848

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

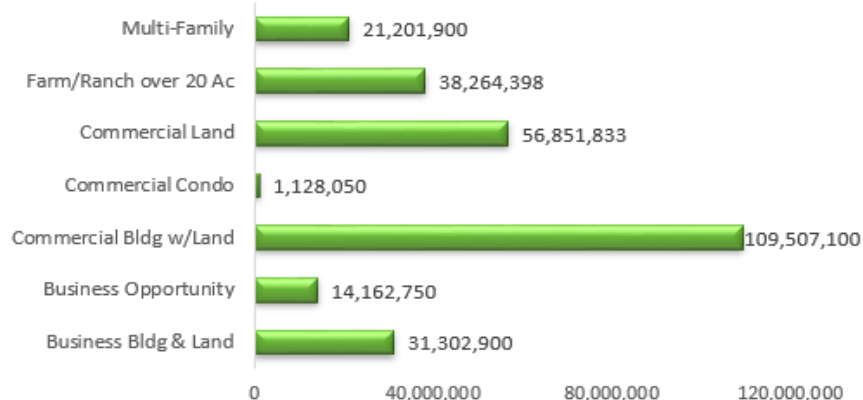


Investment Sales- Volume Total Volume - Year/Date



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

**Volume of Active Listings for
Investment Properties**



**Volume and Number of Active
Investment Listings
as of 6/30/2018**

MF	45
FR	17
CL	80
CC	11
CB	147
BO	22
BB	40
Total	362

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Vacant Land Properties

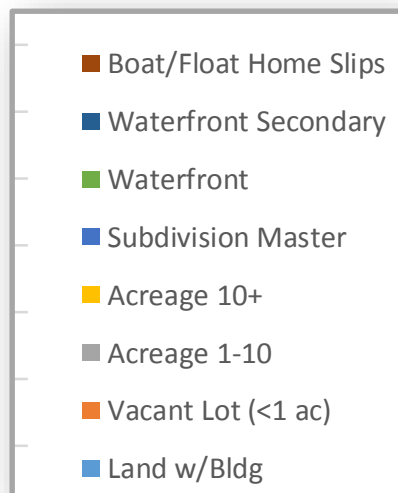
Vacant Land Sales reported to MLS, Year/Date for all years reported

Vacant Land Properties Listing Type	#/Sales			Sold Volume		
	2016	2017	2018	2016	2017	2018
Land w/Bldg	5	5	5	478,150	673,900	1,101,000
Vacant Lot (<1 ac)	161	147	206	10,676,185	11,092,282	21,363,329
Acreage 1-10	189	219	295	15,816,942	19,104,216	32,975,215
Acreage 10+	86	94	138	16,343,360	15,818,817	26,967,050
Subdivision Master	2	0	0	1,275,000	0	0
Waterfront	33	33	29	8,792,400	6,048,000	8,940,400
Waterfront Secondary	5	20	14	541,000	2,341,000	1,590,100
Boat/Float Home Slips	1	7	1	45,000	299,100	48,000
total	482	525	688	53,968,037	55,377,315	92,985,094



Vacant Land active listings as of June 30, 2018

Active Vacant Land Properties		
Listing type	Active	Volume
Land w/Bldg	11	4,585,800
Vacant Lot <1 ac	669	82,279,316
Acreage 1-10	758	117,905,629
Acreage 10+	434	199,114,405
Subdivision Master	1	7,000,000
Waterfront	201	100,583,538
Waterfront Secondary	70	9,942,480
Boat/Float Home Slip	7	439,800



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