

MLS CLASSIC STATS REPORT * JANUARY-JULY 2018 *

COEUR D'ALENE MULTIPLE LISTING SERVICE

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

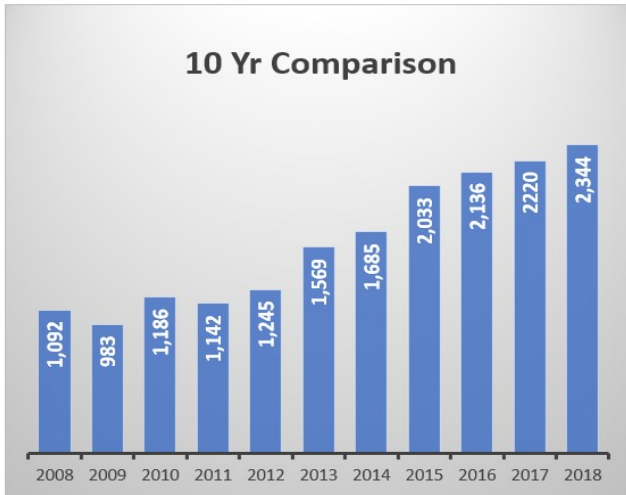


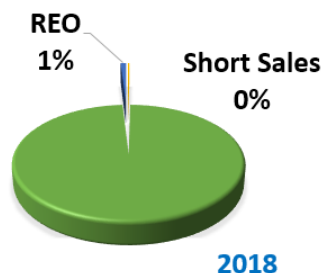
Table below reflects data on Residential Listings with house built on site, less than two acres of real property, sold from **January 1st through end of July** Each year reported is year-to-date. Shown are total number of sales, average sales price, and median sale price for each area.

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		% /Chg	Average		% /Chg	Median		% /Chg
		2017	2018		2017	2018		2017	2018	
Cd'A/Dalton	01	685	729	6%	283,963	313,564	10%	258,093	284,000	10%
Post Falls	02	589	627	6%	245,942	277,758	13%	225,225	284,000	26%
Hayden	03	299	274	-8%	327,661	358,021	9%	285,408	322,000	13%
Rathdrum/Twin/Hauser	04, 04a	158	175	11%	237,166	274,967	16%	225,000	251,309	12%
North Kootenai County	05,06,07	73	59	-19%	208,472	217,029	4%	183,250	205,000	12%
South Kootenai County	08,09,10,11	30	42	40%	621,521	833,361	34%	608,500	587,500	-3%
Kootenai County	above areas	1,834	1,906	4%	276,260	310,154	12%	243,745	269,470	11%
Silver Valley	12	113	125	11%	95,332	119,793	26%	76,000	109,000	43%
South/ South Shoshone/Benewah	13,14,15	35	27	-23%	115,977	175,175	51%	120,000	158,500	32%
North (Bonner & Boundary)	71	163	212	30%	238,743	264,131	11%	221,000	249,950	13%
Washington Counties	33	75	74	-1%	248,884	283,768	14%	260,000	247,500	-5%
Total Site Built < 2 Acres	all areas	2,220	2,344	6%	261,366	294,104	13%	235,000	261,000	11%

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

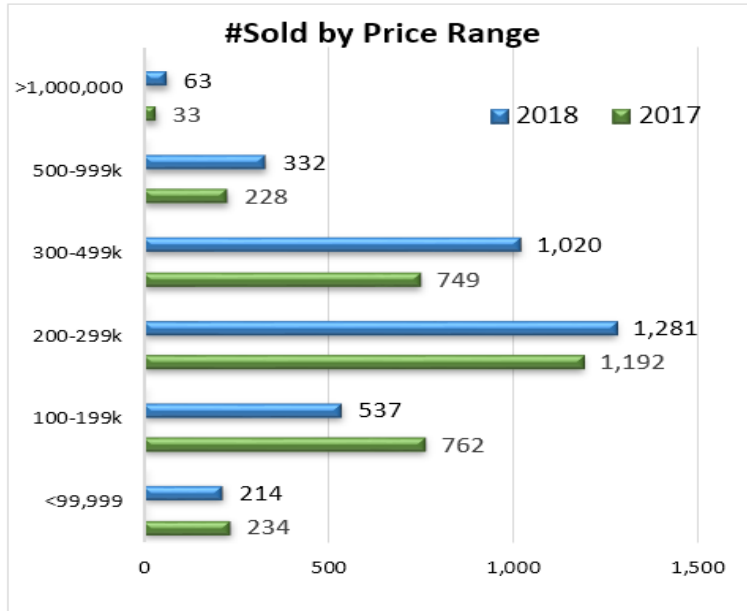


	2017		2018	
	#/Sales	Avg Sales Price	#/Sales	Avg Sales Price
Typical	2,166	264,983	2,315	297,727
REO	46	120,430	23	141,609
Short Sales	9	199,978	6	161,517

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 106 days on market. For Yr/Date 2018, sales prices ranged from \$12,000 to \$3,500,000 with an overall average of 104 days on market.

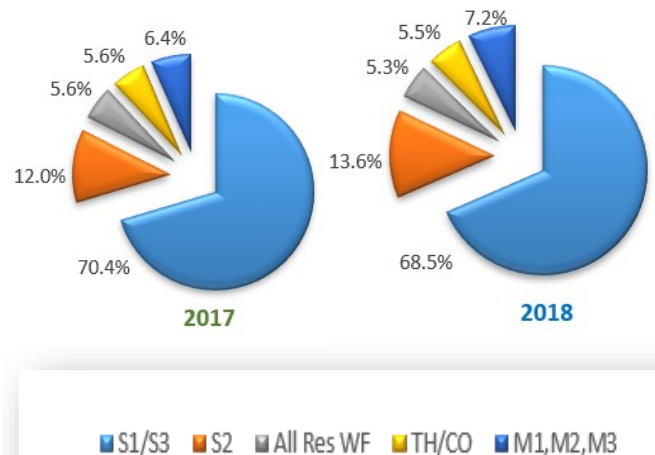
#/Sales			Total Volume			Average Price			Median Price		
2017	2018	%/CH	2017	2018	%/CH	2017	2018	%/CH	2017	2018	%/CH
3,188	3,439	7.9%	908,048,661	1,108,548,549	22.1%	284,833	322,346	13.2%	243,500	270,000	10.9%



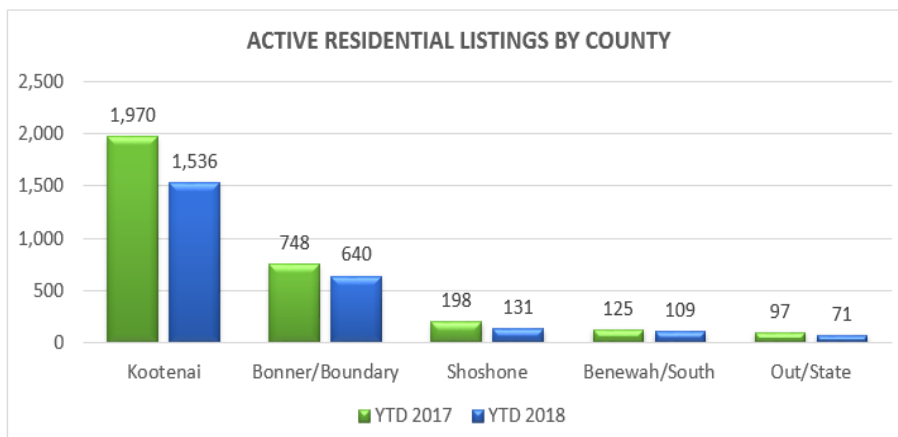
Residential # of Units Sold by Price Range
Year/Date for Each Year Reported

# Res Sold by Price	2017	%/Total	2018	%/Total
<99,999	234	7.3%	214	6.2%
100-199k	762	23.8%	537	15.6%
200-299k	1,192	37.3%	1,281	37.2%
300-499k	749	23.4%	1,020	29.6%
500-999k	228	7.1%	332	9.6%
>1,000,000	33	1.0%	63	1.8%

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



List Type	#/Sales			Average Sales Price		
	2017	2018	%/CH	2017	2018	%/CH
CO	159	165	3.8%	238,579	279,012	16.9%
M1 < 2 ac	67	77	14.9%	130,684	137,780	5.4%
M2 > 2 ac	58	88	51.7%	221,937	216,543	-2.4%
M3 Lease	79	82	3.8%	53,190	60,976	14.6%
S1 < 2 ac	2,220	2,344	5.6%	261,754	295,846	13.0%
S2 > 2 ac	384	466	21.4%	392,790	428,061	9.0%
S3 Lease	24	12	-50.0%	195,097	222,867	14.2%
TH	20	23	15.0%	220,015	234,304	6.5%
WC - Condo	12	13	8.3%	883,417	662,538	-25.0%
WF	118	137	16.1%	653,633	766,012	17.2%
WL - Lease	6	2	-66.7%	135,667	94,500	-30.3%
WS	41	30	-26.8%	359,322	436,590	21.5%



Active Listings	Now (2018)	1 yr Ago (2017)	%/Chg
All	5,049	5424	-6.9%
Res Only	2,487	2768	-10.2%

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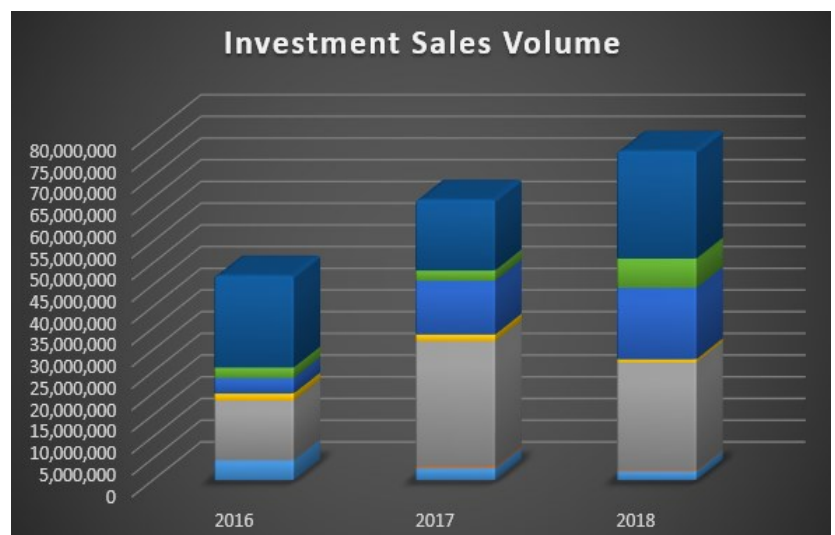
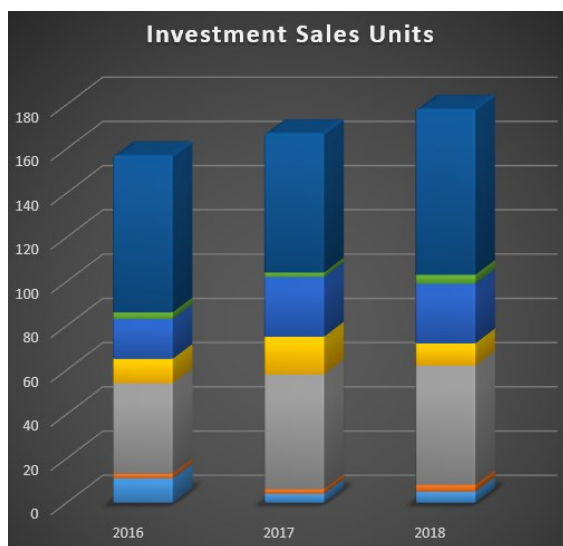
Investment Properties

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	11	4	5	4,579,520	2,675,000	1,958,000
Business Opportunity	2	2	3	47,000	362,000	226,000
Commercial Bldg w/Land	41	52	54	13,661,360	28,945,610	24,944,400
Commercial Condo	11	17	10	1,662,150	1,538,300	723,900
Commercial Land	18	27	27	3,541,954	12,390,229	16,431,213
Farm/Ranch over 20 Ac	3	2	4	2,442,000	2,393,650	6,755,000
Multi-Family	71	63	75	21,185,781	16,308,302	24,828,885
Total	157	167	178	47,119,765	64,613,091	75,867,398

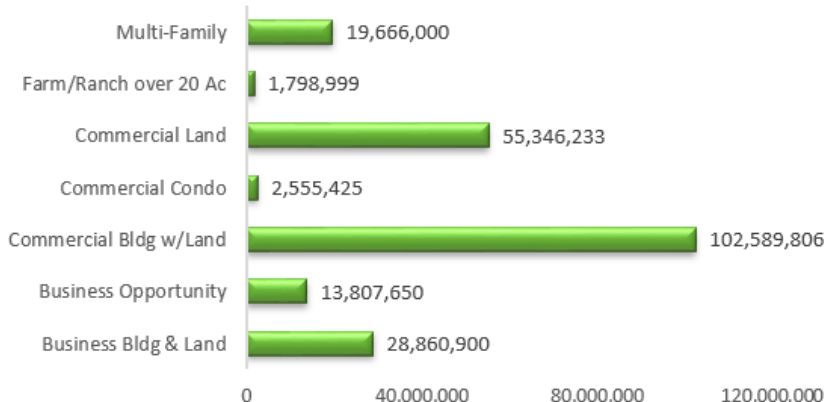
Investment Sales
#/Sales - Year/Date

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 7/31/2018

MF	45
FR	2
CL	78
CC	18
CB	138
BO	22
BB	39
Total	342

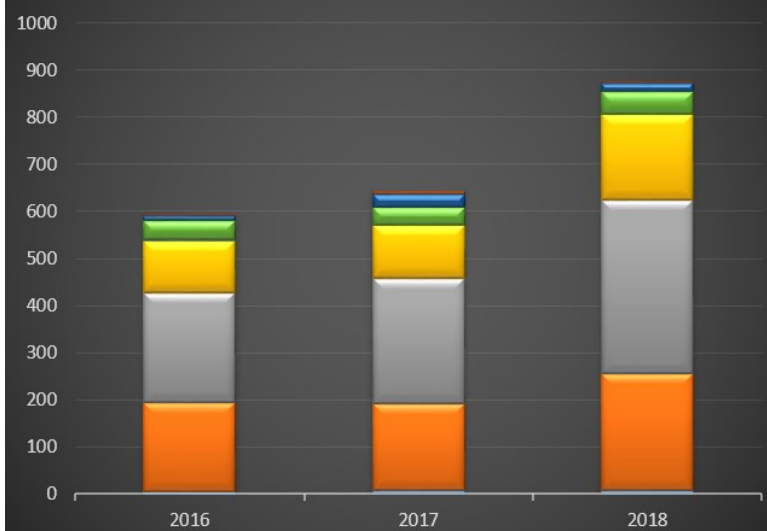
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Vacant Land Properties

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

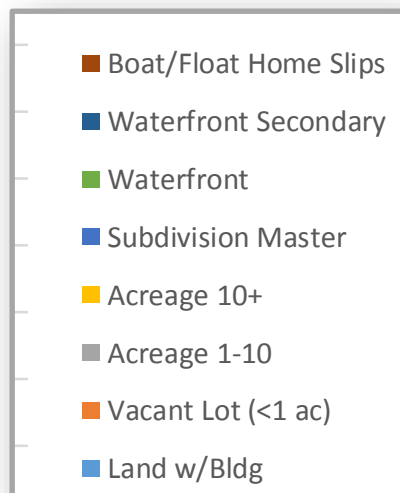
Vacant Land Properties	#/Sales			Sold Volume		
Listing Type	2016	2017	2018	2016	2017	2018
Land w/Bldg	5	6	6	478,150	752,400	1,186,000
Vacant Lot (<1 ac)	190	185	249	12,203,035	14,340,082	26,310,829
Acreage 1-10	232	266	369	19,495,642	23,271,616	40,419,825
Acreage 10+	111	113	183	19,489,760	17,637,092	37,287,630
Subdivision Master	2	0	0	1,275,000	0	0
Waterfront	41	38	48	11,512,400	6,765,900	12,175,350
Waterfront Secondary	10	28	17	1,300,000	3,085,050	1,825,000
Boat/Float Home Slips	2	7	1	65,000	299,100	48,000
total	593	643	873	65,818,987	66,151,240	119,252,634

Vacant Land Number of Sales

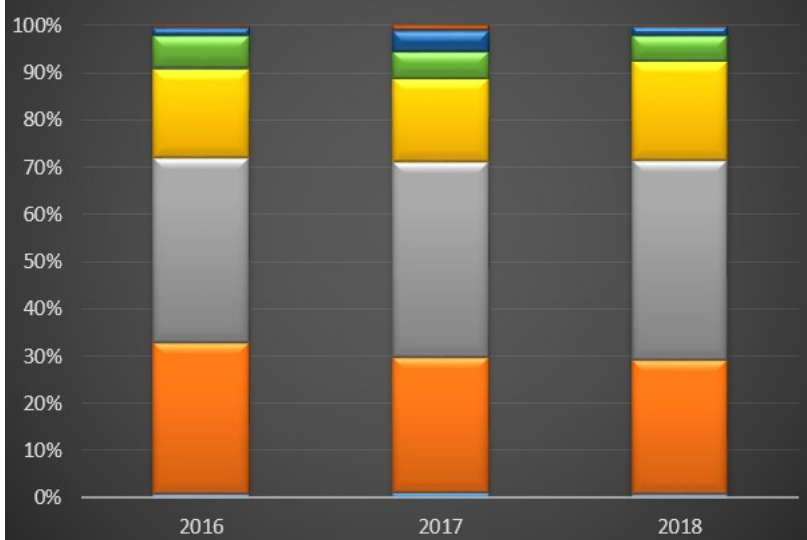


Vacant Land active listings as of July 31, 2018

Active Vacant Land Properties		
Listing type	Active	Volume
Land w/Bldg	12	5,168,800
Vacant Lot <1 ac	673	83,200,088
Acreage 1-10	773	121,303,253
Acreage 10+	452	202,403,256
Subdivision Master	1	7,000,000
Waterfront	199	100,619,593
Waterfront Secondary	71	9,350,925
Boat/Float Home Slip	7	419,800



Vacant Land Sales - % by Listing Type



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