

MLS CLASSIC STATS REPORT * JANUARY- AUGUST 2018 *

COEUR D'ALENE MULTIPLE LISTING SERVICE

Site Built < 2 Acres - Total Number of Sales

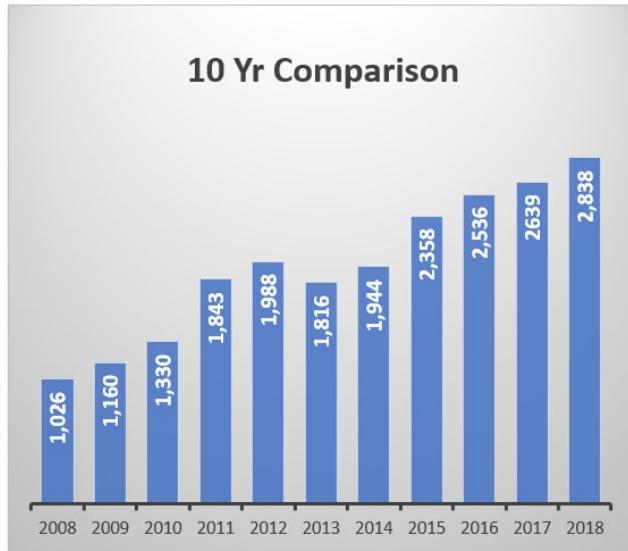


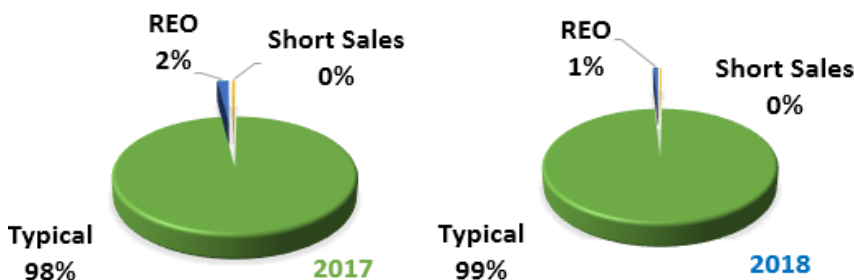
Table below reflects data on Residential Listings with house built on site, less than two acres of real property, sold from **January 1st through end of August** Each year reported is year-to-date. Shown are total number of sales, average sales price, and median sale price for each area.

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	818	859	5%	283,469	315,717	11%	258,750	290,000	12%
Post Falls	02	698	756	8%	247,212	280,274	13%	226,944	260,000	15%
Hayden	03	355	333	-6%	327,394	362,487	11%	285,000	325,150	14%
Rathdrum/Twin/Hauser	04, 04a	186	225	21%	239,457	278,897	16%	225,000	253,000	12%
North Kootenai County	05,06,07	92	69	-25%	211,358	219,291	4%	184,600	205,000	11%
South Kootenai County	08,09,10,11	35	53	51%	605,186	839,193	39%	596,000	635,000	7%
Kootenai County	above areas	2,183	2,298	5%	277,218	316,397	14%	246,000	275,000	12%
Silver Valley	12	130	150	15%	97,257	124,349	28%	82,250	117,750	43%
South/ South Shoshone/Benewah	13,14,15	40	33	-18%	115,105	170,667	48%	124,000	157,000	27%
North (Bonner & Boundary)	71	197	262	33%	241,686	267,983	11%	222,250	254,198	14%
Washington Counties	33	89	95	7%	248,887	281,592	13%	240,000	281,592	17%
Total Site Built < 2 Acres	all areas	2,639	2,838	8%	261,366	294,104	13%	235,000	261,000	11%

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

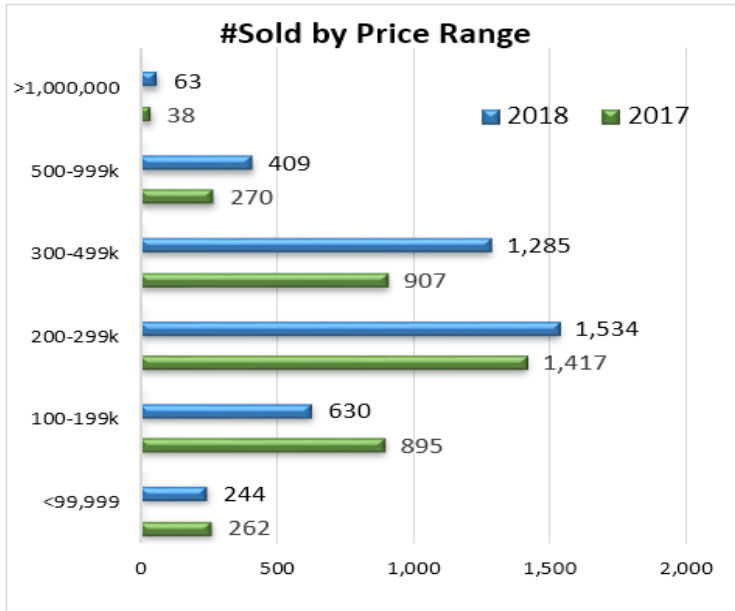


	2017		2018	
	#/Sales	Avg Sales Price	#/Sales	Avg Sales Price
Typical	2,581	265,286	2,804	300,592
REO	50	124,914	25	142,940
Short Sales	10	208,180	7	179,871

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 104 days on market. For Yr/Date 2018, sales prices ranged from \$12,000 to \$4,999,500 with an overall average of 104 days on market.

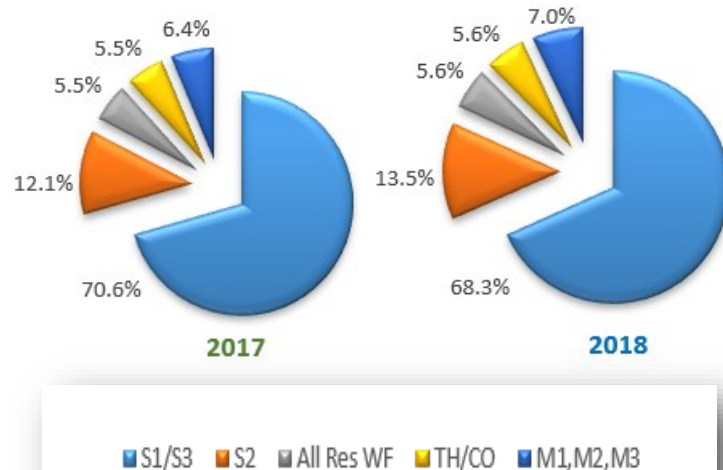
#/Sales			Total Volume			Average Price			Median Price		
2017	2018	%/CH	2017	2018	%/CH	2017	2018	%/CH	2017	2018	%/CH
3,779	4,169	10.3%	1,081,872,661	1,364,403,927	26.1%	286,285	327,274	14.3%	245,000	275,000	12.2%



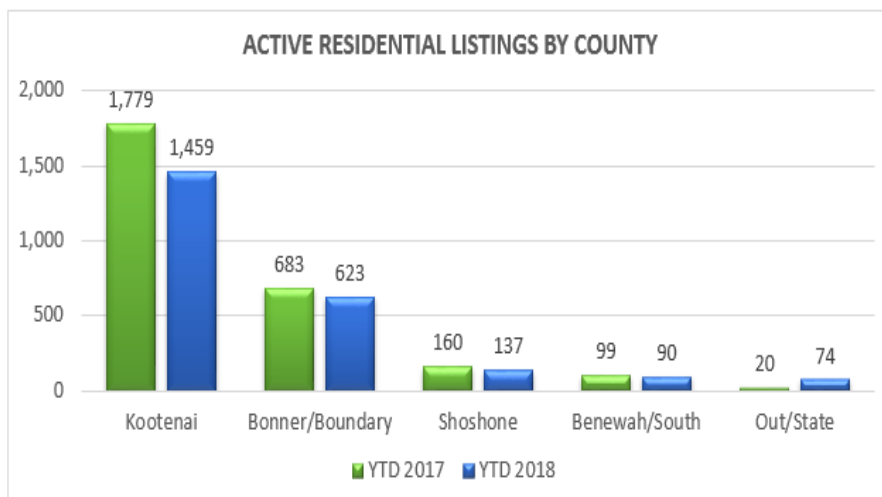
Residential # of Units Sold by Price Range
Year/Date for Each Year Reported

# Res Sold by Price	2017	%/Total	2018	%/Total
<99,999	262	6.9%	244	5.9%
100-199k	895	23.6%	630	15.1%
200-299k	1,417	37.4%	1,534	36.8%
300-499k	907	23.9%	1,285	30.9%
500-999k	270	7.1%	409	9.8%
>1,000,000	38	1.0%	63	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
CO	182	201	10.4%	241,441	268,549	11.2%
M1 < 2 ac	82	87	6.1%	132,979	142,276	7.0%
M2 > 2 ac	72	109	51.4%	221,547	224,124	1.2%
M3 Lease	86	95	10.5%	53,849	64,244	19.3%
S1 < 2 ac	2,640	2,835	7.4%	262,437	298,908	13.9%
S2 > 2 ac	458	564	23.1%	391,430	440,507	12.5%
S3 Lease	27	13	-51.9%	193,456	209,800	8.4%
TH	24	31	29.2%	221,383	233,887	5.6%
WC - Condo	14	26	85.7%	1,009,893	589,320	-41.6%
WF	139	168	20.9%	659,712	776,667	17.7%
WL - Lease	8	3	-62.5%	131,125	101,333	-22.7%
WS	47	37	-21.3%	359,824	421,109	17.0%



Active Listings	Now (2018)	1 yr Ago (2017)	%/Chg
All	5,021	5444	-7.8%
Res Only	2,460	2741	-10.3%

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Investment Properties

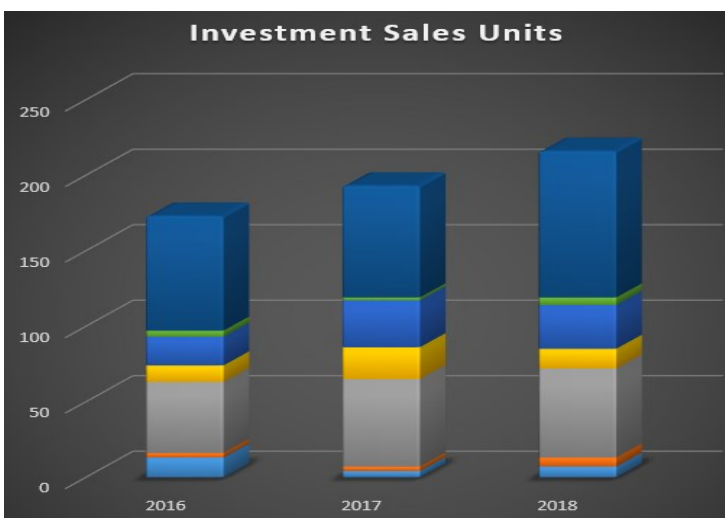
Investment Sales reported to MLS, Year/Date for all years reported.

Investment Properties YTD	#/Sales			Sold Volume		
	2016	2017	2018	2016	2017	2018
Business Bldg & Land	13	4	7	5,819,520	2,675,000	3,311,000
Business Opportunity	3	3	6	99,000	397,000	1,540,000
Commercial Bldg w/Land	47	58	59	15,207,260	33,054,610	30,149,400
Commercial Condo	11	21	13	1,662,150	1,983,800	913,600
Commercial Land	19	31	29	3,816,954	13,384,729	16,806,213
Farm/Ranch over 20 Ac	4	2	5	3,027,000	2,393,650	7,430,000
Multi-Family	76	74	97	22,115,781	19,291,502	30,813,865
Total	173	193	216	51,747,665	73,180,291	90,964,078

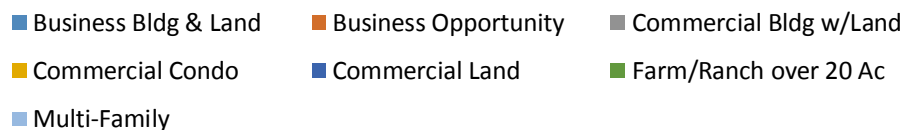
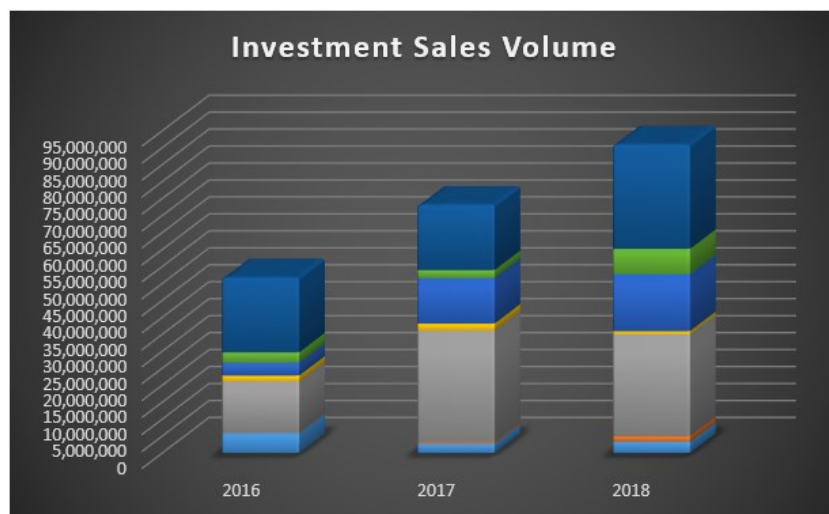
Investment Sales #/Sales - Year/Date

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 8/31/2018

MF	36
FR	19
CL	22
CC	14
CB	140
BO	22
BB	41
Total	294

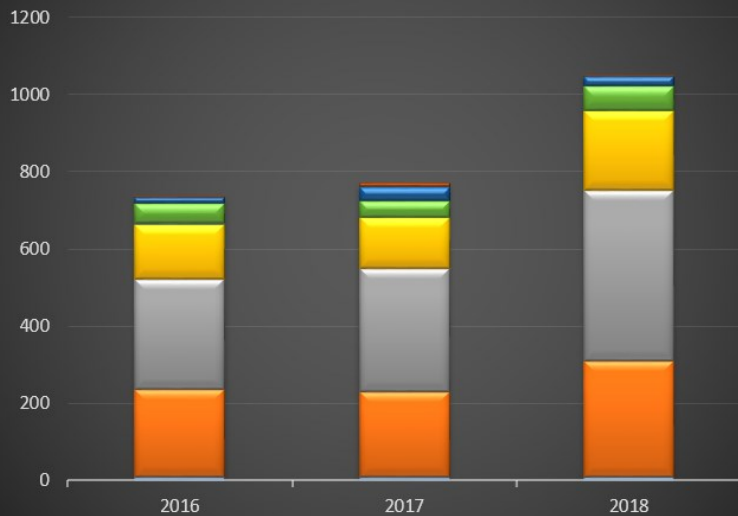
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Vacant Land Properties

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

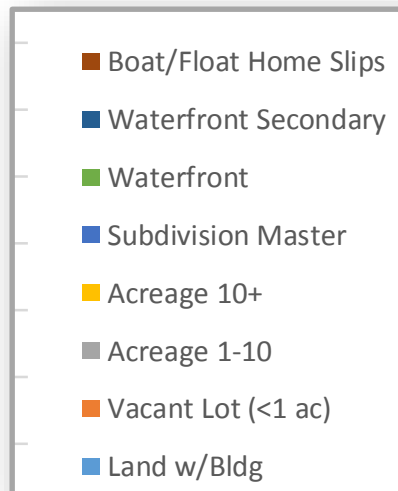
Vacant Land Properties	#/Sales			Sold Volume		
Listing Type	2016	2017	2018	2016	2017	2018
Land w/Bldg	9	8	10	815,650	907,400	1,803,500
Vacant Lot (<1 ac)	228	221	301	15,631,335	17,733,782	35,888,504
Acreage 1-10	285	320	442	25,947,020	30,891,143	48,548,493
Acreage 10+	142	134	206	23,277,260	21,433,992	42,596,480
Subdivision Master	2	0	0	1,275,000	0	0
Waterfront	51	43	63	13,522,000	8,092,900	14,551,849
Waterfront Secondary	16	34	25	1,871,900	3,637,450	2,766,350
Boat/Float Home Slips	2	10	2	65,000	553,100	93,000
total	735	770	1049	82,405,165	83,249,767	146,248,176

Vacant Land Number of Sales

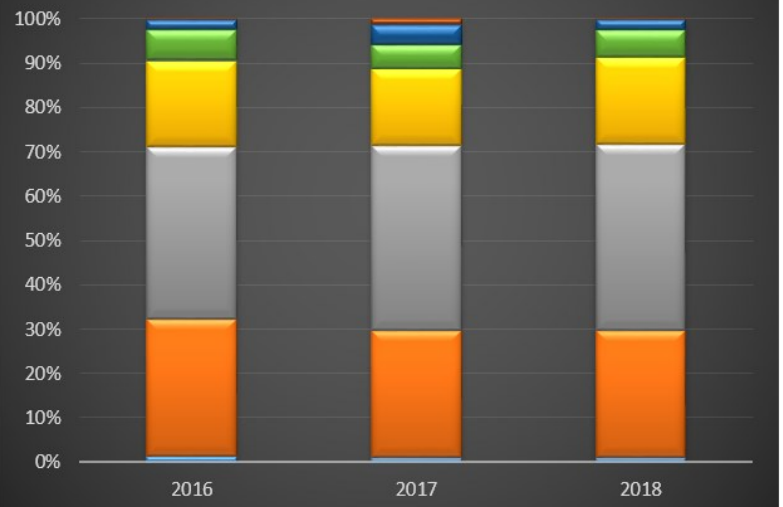


Vacant Land active listings as of August 31, 2018

Active Vacant Land Properties		
Listing type	Active	Volume
Land w/Bldg	10	4,887,500
Vacant Lot <1 ac	680	80,361,718
Acreage 1-10	803	124,053,972
Acreage 10+	484	198,283,060
Subdivision Master	1	7,000,000
Waterfront	189	99,319,050
Waterfront Secondary	71	9,597,555
Boat/Float Home Slip	5	284,800



Vacant Land Sales - % by Listing Type



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