



COEUR D'ALENE MULTIPLE LISTING SERVICE 8/2018 Market Report

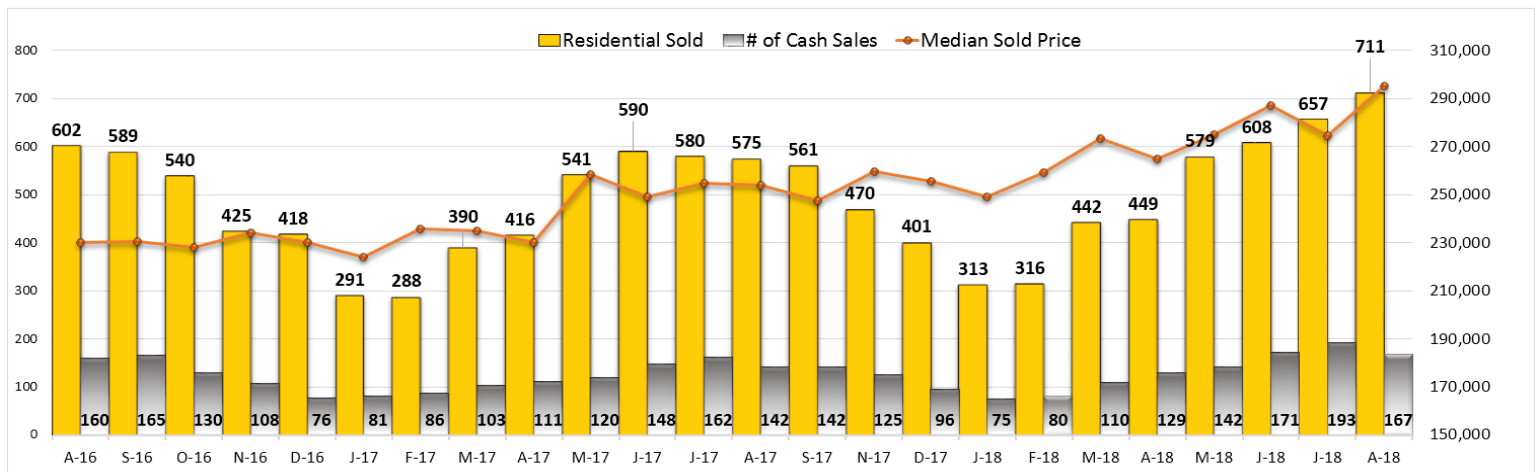
Data shown below reflects Coeur d'Alene Multiple Listing Service Listings in all Residential Categories.

In the Coeur d'Alene MLS Market, from the Year over Year Comparison the report **All Active Residential listings during the month of August 2018** was down 6% compared to 2017, with 3201 Active listings vs. 3395 at this time last year. The Sold Market Analysis shows that August ended with **712 Total Residential Sold Listings** compared to 591 in 2017, for an increase of 20%.

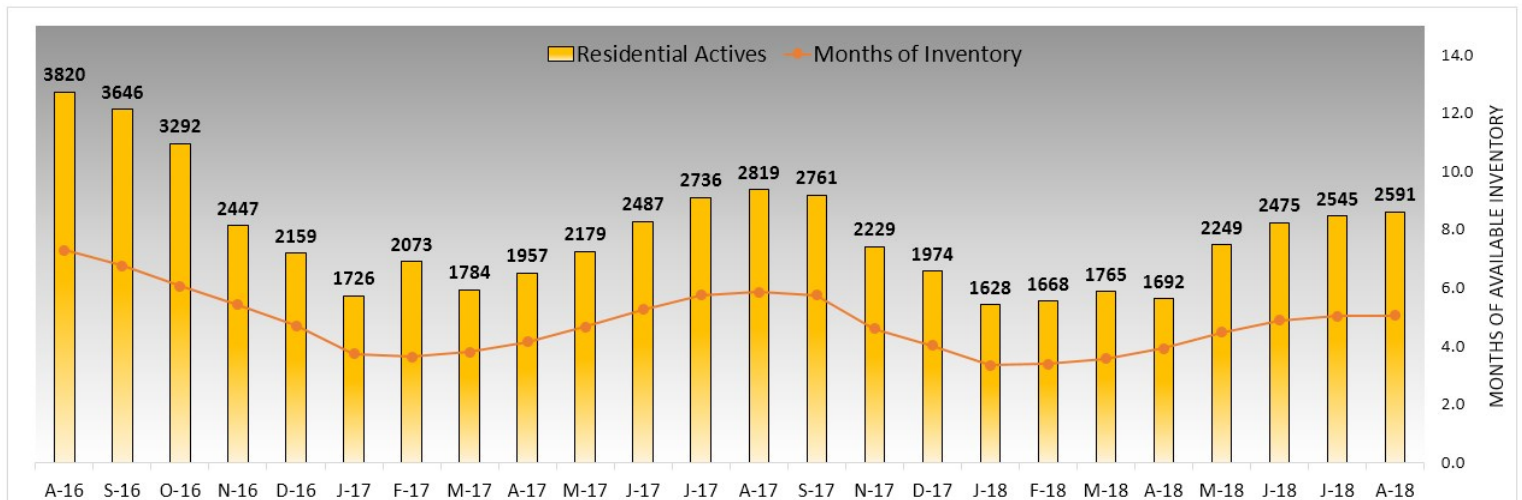
As of August 31st, 2018:

- **Absorption Rate** is currently 5.06 vs 5.92 in 2017, a decrease of 14.53%. The YTD rate is 4.25 compared to 4.67 in 2017, a decrease of 8.99%
- **Median Sale Price** of sold homes is \$295,000 vs \$252,300 in 2017, an increase of 16.92%
- **New Construction** Residential closings in August = 106 vs. 71 in 2017, a increase of 49.30%; YTD 611 vs 483 in 2017, an increase of 26.5%
- **Existing/Non-distressed** Typical Residential sales totaled 478 in August 2018; an Average Sales Price of \$315,387; with an average of 95 days on Market.

Closed Sales by Month



Active Listings/Months of Inventory (Current Actives at end of the month)



Links to Detailed Reports used:

[MARKET SUMMARY REPORTS](#)

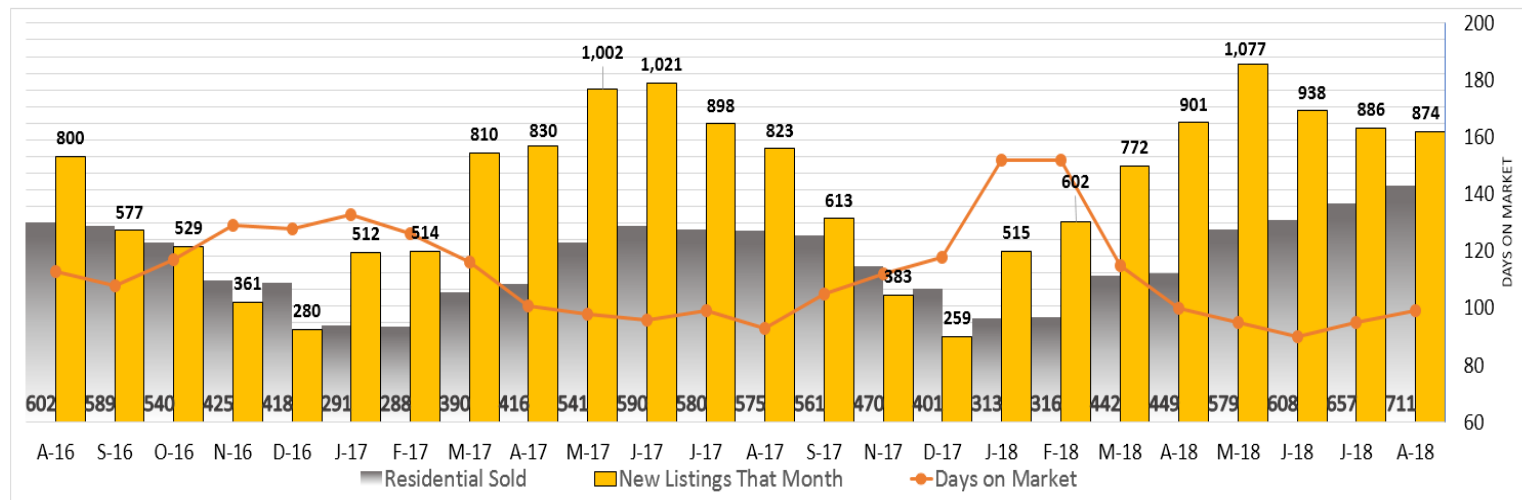
[YEAR/YEAR COMPARISONS](#)

[SOLD MARKET ANALYSIS](#)

8/2018 Market Report

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

New vs Sold - DOM



Market Conditions/Price-Range Comparison

Listing Price Range	# of Active Listings August 2018	Last 6 Months Sold Listings							Current Months of Inventory	Market Conditions	Sold Listings YTD vs Last YTD		
		Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18				2018 YTD	2017 YTD	% Change
0 - 49,999	9	12	7	11	7	9	6	1.50	SELLER		74	78	-5.10
50,000 - 74,999	31	10	8	9	13	14	8	3.88	SELLER		80	98	-18.40
75,000 - 99,999	41	9	14	11	10	17	15	2.73	SELLER		90	86	4.70
100,000 - 124,999	36	16	15	15	14	17	18	2.00	SELLER		107	94	13.80
125,000 - 149,999	85	10	11	17	17	17	18	4.72	SELLER		110	134	-17.90
150,000 - 174,999	60	17	12	16	29	31	18	3.33	SELLER		171	240	-28.70
175,000 - 199,999	102	26	28	42	29	34	37	2.76	SELLER		242	427	-43.30
200,000 - 224,999	63	30	32	46	48	57	42	1.50	SELLER		329	425	-22.60
225,000 - 249,999	188	48	68	62	61	67	80	2.35	SELLER		470	388	21.10
250,000 - 274,999	158	44	41	60	48	67	64	2.47	SELLER		393	329	19.50
275,000 - 299,999	198	43	25	48	50	56	63	3.14	SELLER		342	275	24.40
300,000 - 349,999	304	48	53	67	74	69	116	2.62	SELLER		519	387	34.10
350,000 - 399,999	247	46	29	58	57	62	68	3.63	SELLER		380	248	53.20
400,000 - 499,999	286	35	46	53	69	59	70	4.09	SELLER		384	272	41.20
500,000 - 599,999	192	16	26	24	37	28	35	5.49	BALANCED		191	125	52.80
600,000 - 699,999	137	10	14	13	23	21	16	8.56	BUYER		110	77	42.90
700,000 - 799,999	82	7	2	11	7	9	9	9.11	BUYER		54	31	74.20
800,000 - 899,999	56	3	6	1	2	4	8	7.00	BALANCED		29	28	3.60
900,000 - 999,999	46	4	3	2	3	2	7	6.57	BALANCED		23	9	155.60
1,000,000 - 1,999,999	178	7	6	13	7	16	9	19.78	BUYER		62	32	93.80
2,000,000 - 2,999,999	58	1	2	0	3	1	2	29.00	BUYER		11	5	120.00
3,000,000 +	34	0	1	0	0	0	2	17.00	BUYER		3	1	200.00
Totals	2591	442	449	579	608	657	711	6.51	BALANCED		4174	3789	10.2%
% Cash Sales		24.89%	28.73%	24.53%	25.13%	29.38%	23.49%						
Total Cash Sales		110	129	142	171	193	167						

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.