



# COEUR D'ALENE MULTIPLE LISTING SERVICE 9/2018 Market Report

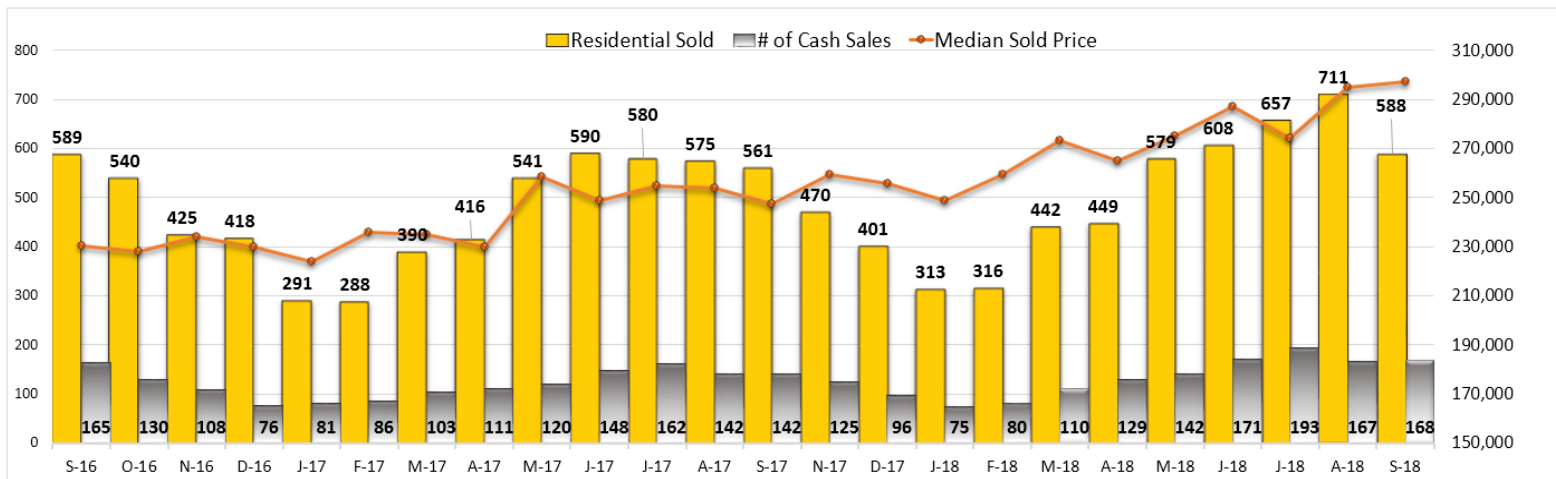
Data shown below reflects Coeur d'Alene Multiple Listing Service Listings in all Residential Categories.

In the Coeur d'Alene MLS Market, from the Year over Year Comparison the report **All Active Residential listings during the month of September 2018** was down 8% compared to 2017, with 2936 Active listings vs. 3196 at this time last year. The Sold Market Analysis shows that September ended with 588 **Total Residential Sold Listings** compared to 589 in 2017, for a decrease of 0.02%.

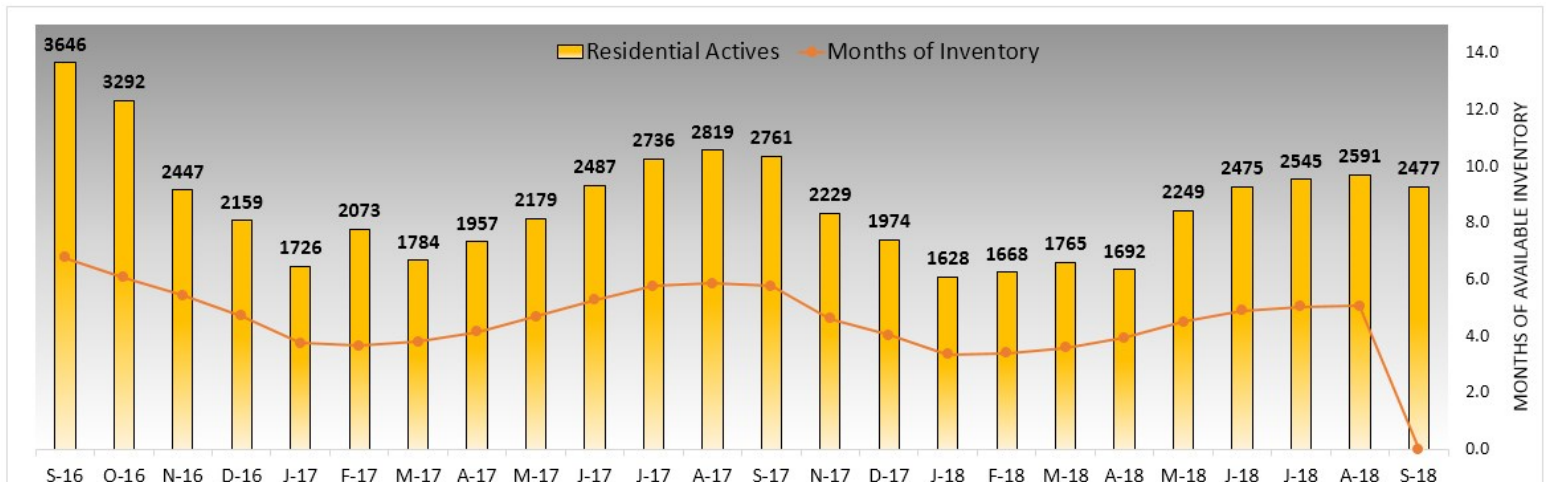
## As of September 30th, 2018:

- **Absorption Rate** is currently 4.73 vs 5.79 in 2017, a down 18.31%. The YTD rate is 4.32 compared to 4.79 in 2017, also down 9.81%
- **Median Sale Price** of sold homes is \$297,450 vs \$247,507 in 2017, an increase of 20.18%
- **New Construction** Residential closings in September = 72 vs. 71 in 2017, a increase of 1.4%; YTD 689 vs 554 in 2017, an increase of 24.4%
- **Existing/Non-distressed** Typical Residential sales totaled 388 in September 2018; an Average Sales Price of \$316,651; with an average of 90 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](#)

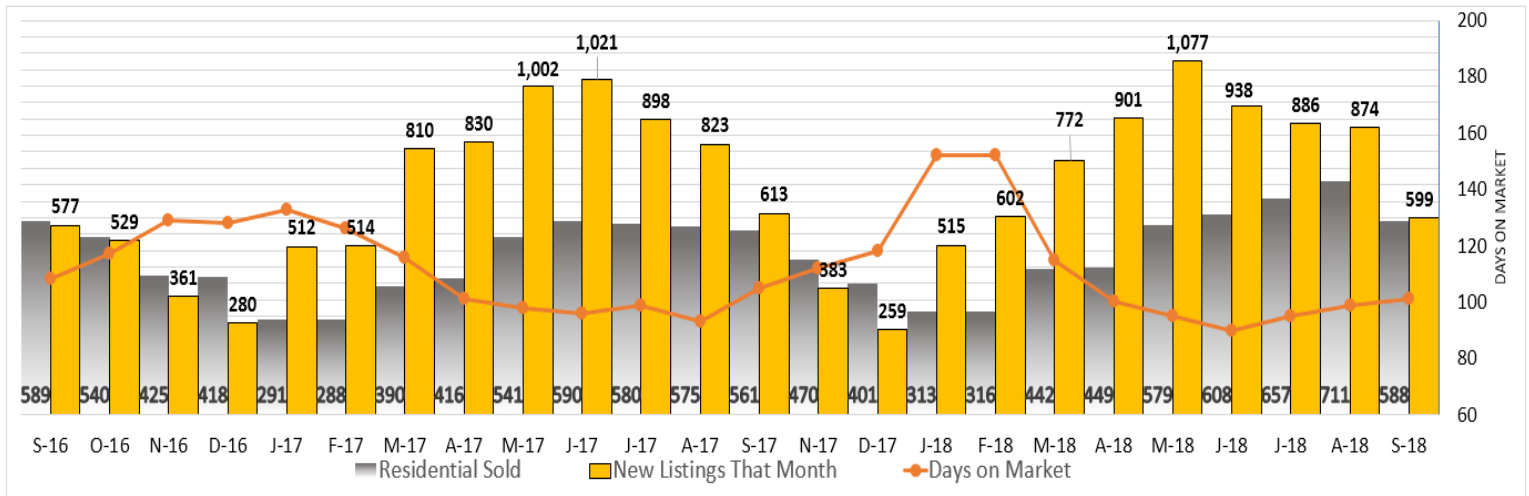
[YEAR/YEAR COMPARISONS](#)

[SOLD MARKET ANALYSIS](#)

# 9/2018 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 September 2018	Last 6 Months Sold Listings							Current Months of Inventory	Market Conditions	Sold Listings YTD vs Last YTD		
		Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18				2018 YTD	2017 YTD	% Change
0 - 49,999	15	7	11	7	9	6	4	3.75	SELLER		79	88	-10.20
50,000 - 74,999	31	8	9	13	14	8	5	6.20	BALANCED		85	117	-27.40
75,000 - 99,999	40	14	11	10	17	15	9	4.44	SELLER		99	95	4.20
100,000 - 124,999	34	15	15	14	17	18	10	3.40	SELLER		117	108	8.30
125,000 - 149,999	78	11	17	17	17	18	22	3.55	SELLER		132	159	-17.00
150,000 - 174,999	52	12	16	29	31	18	17	3.06	SELLER		188	276	-31.90
175,000 - 199,999	85	28	42	29	34	37	44	1.93	SELLER		288	471	-38.90
200,000 - 224,999	82	32	46	48	57	42	38	2.16	SELLER		368	492	-25.20
225,000 - 249,999	174	68	62	61	67	80	45	3.87	SELLER		518	462	12.10
250,000 - 274,999	155	41	60	48	67	64	61	2.54	SELLER		454	368	23.40
275,000 - 299,999	188	25	48	50	56	63	47	4.00	SELLER		392	318	23.30
300,000 - 349,999	261	53	67	74	69	116	84	3.11	SELLER		608	449	35.40
350,000 - 399,999	249	29	58	57	62	68	43	5.79	BALANCED		424	303	39.90
400,000 - 499,999	275	46	53	69	59	70	67	4.10	SELLER		454	313	45.00
500,000 - 599,999	177	26	24	37	28	35	36	4.92	SELLER		227	143	58.70
600,000 - 699,999	130	14	13	23	21	16	19	6.84	BALANCED		130	87	49.40
700,000 - 799,999	81	2	11	7	9	9	14	5.79	BALANCED		69	36	91.70
800,000 - 899,999	55	6	1	2	4	8	6	9.17	BUYER		35	35	0.00
900,000 - 999,999	47	3	2	3	2	7	3	15.67	BUYER		26	12	116.70
1,000,000 - 1,999,999	181	6	13	7	16	9	11	16.45	BUYER		73	40	82.50
2,000,000 - 2,999,999	51	2	0	3	1	2	3	17.00	BUYER		14	5	180.00
3,000,000 +	36	1	0	0	0	2	0	0.00	SELLER		3	1	200.00
Totals	2477	449	579	608	657	711	588	5.81	BALANCED		4783	4378	10.2%
% Cash Sales		28.73%	24.53%	25.13%	29.38%	23.49%	28.57%						
Total Cash Sales		129	142	171	193	167	168						

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.