

# MLS Classic Stats Report \* January-February 2019 \*

## COEUR D'ALENE MULTIPLE LISTING SERVICE

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

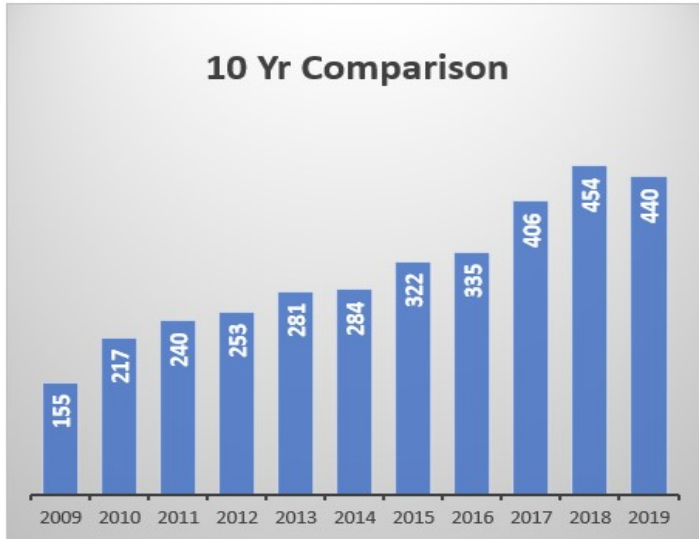


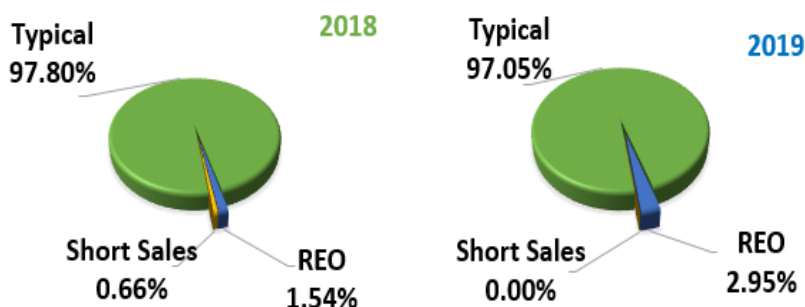
Table below reflects data on Residential Listings Site built, less than two acres, sold from **January 1st through end of February** Each year reported is year-to-date. Shown are total number of sales, average sales price, and median sale price for each area.

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 32% of "S1 - Site Built on < 2 acres" sales for year/date 2018, and for 29% of sales for year/date 2019.

Site Built less than 2 Acre Sold by Area	Area#				Average	Average		Median	Median	
		#/Sales	#/Sales	%/Chg						
		Sale Price	Sale Price	%/Chg	Sale Price	Sale Price	%/Chg	Sale Price	Sale Price	%/Chg
		2018	2019		2018	2019		2018	2019	
Cd'A/Dalton	01	142	119	-16%	291,007	337,780	16%	270,330	306,000	13%
Post Falls	02	125	119	-5%	268,441	282,845	5%	250,000	267,500	7%
Hayden	03	49	58	18%	359,756	355,725	-1%	320,000	331,250	4%
Rathdrum/Twin/Hauser	04, 04a	34	35	3%	258,484	290,533	12%	246,084	270,000	10%
North Kootenai County	05,06,07	18	9	-50%	191,055	203,656	7%	176,900	214,000	21%
South Kootenai County	08,09,10,11	5	8	60%	764,245	611,044	-20%	330,000	679,250	106%
Kootenai County	above areas	373	348	-7%	291,032	320,047	10%	258,182	284,820	10%
Silver Valley	12	24	34	42%	101,540	145,994	44%	84,000	122,500	46%
South/ South Shoshone/Benewah	13,14,15	3	5	67%	156,167	175,900	13%	157,000	170,000	8%
North (Bonner & Boundary)	71	41	40	-2%	222,593	284,876	28%	219,900	270,000	23%
Washington Counties	33	13	13	0%	203,387	284,470	40%	173,555	268,500	55%
Total Site Built < 2 Acres	all areas	454	440	-3%	271,433	300,711	11%	250,000	274,422	10%

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



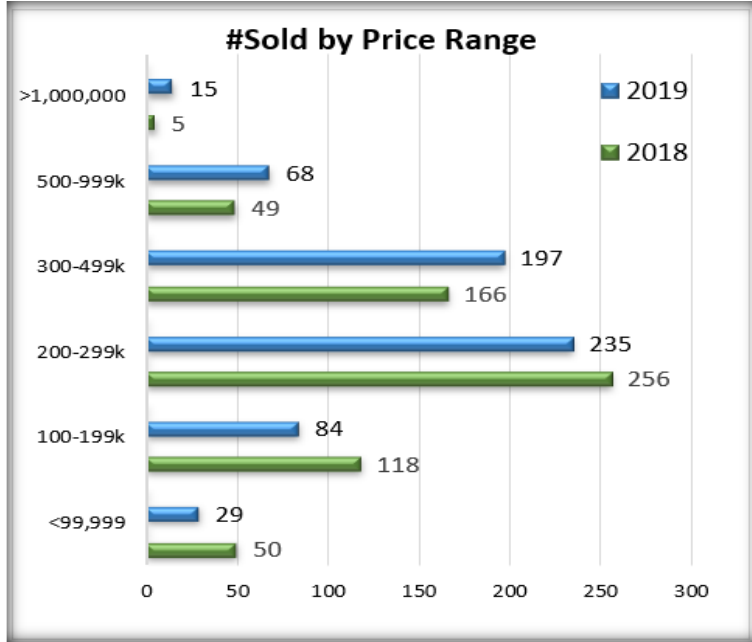
	2018		2019	
	#/Sales	Avg Sales Price	#/Sales	Avg Sales Price
Typical	444	274,274	427	304,741
REO	7	125,973	13	168,323
Short Sales	3	190,367	0	0

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 for All Types:

All Residential Listing for All Types: For Year to Date 2018, sales prices ranged from \$12,000 to \$2,475,000 with an average of 135 days on market. For Year to Date 2019, sales prices ranged from \$24,500 to \$2,450,000 with an overall average of 121 days on market.

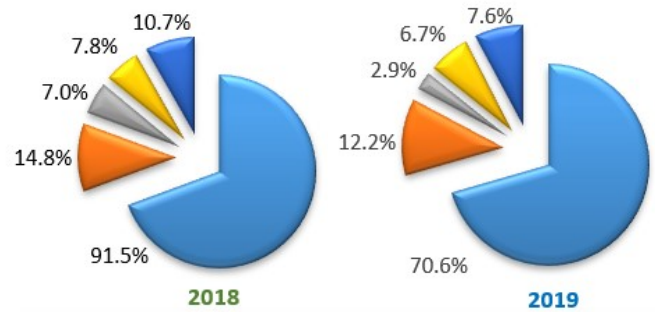
#/Sales			Total Volume			Average Price			Median Price		
2018	2019	%/CH	2018	2019	%/CH	2018	2019	%/CH	2018	2019	%/CH
356	343	-3.7%	103,199,515	115,800,557	12.2%	289,886	337,611	16.5%	250,000	271,637	8.7%



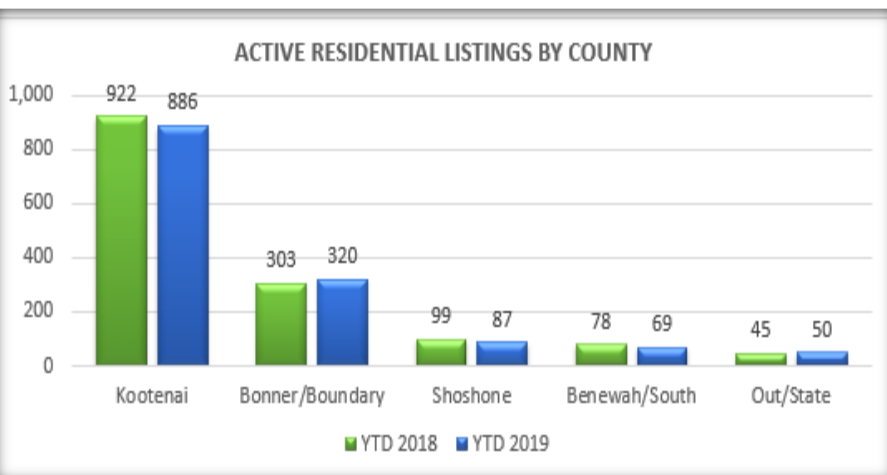
**Residential # of Units Sold by Price Range**  
Year/Date for Each Year Reported

# Res Sold by Price	2018	%/Total	2019	%/Total
<99,999	50	7.8%	29	4.6%
100-199k	118	18.3%	84	13.4%
200-299k	256	39.8%	235	37.4%
300-499k	166	25.8%	197	31.4%
500-999k	49	7.6%	68	10.8%
>1,000,000	5	0.8%	15	2.4%

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



List Type	#/Sales			Average Sales Price		
	2018	2019	%/CH	2018	2019	%/CH
CO	20	22	10.0%	294,684	437,777	48.6%
M1 < 2 ac	6	6	0.0%	86,816	172,700	98.9%
M2 > 2 ac	10	13	30.0%	209,350	234,415	12.0%
M3 Lease	13	7	-46.2%	43,469	75,624	74.0%
S1 < 2 ac	247	239	-3.2%	266,540	295,276	10.8%
S2 > 2 ac	40	42	5.0%	413,819	492,288	19.0%
S3 Lease	0	3	0.0%	0	233,333	0.0%
TH	1	1	0.0%	195,000	220,000	12.8%
WC - Condo	1	1	0.0%	225,000	622,982	176.9%
WF	16	8	-50.0%	661,199	1,061,443	60.5%
WL - Lease	0	0	0.0%	0	0	0.0%
WS	2	1	-50.0%	369,500	275,000	-25.6%



Active Listings	Now ( 2019)	1 yr Ago (2018)	%/Chg
All	3,361	3615	-7.0%
Res Only	1,412	1613	-12.5%

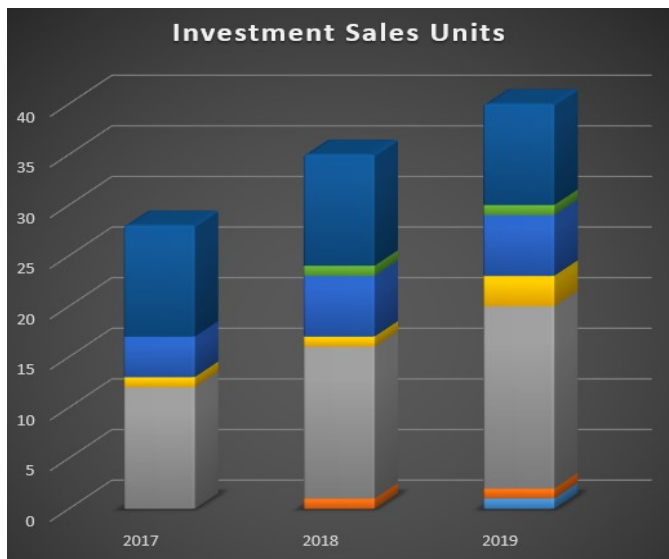
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## Investment Properties

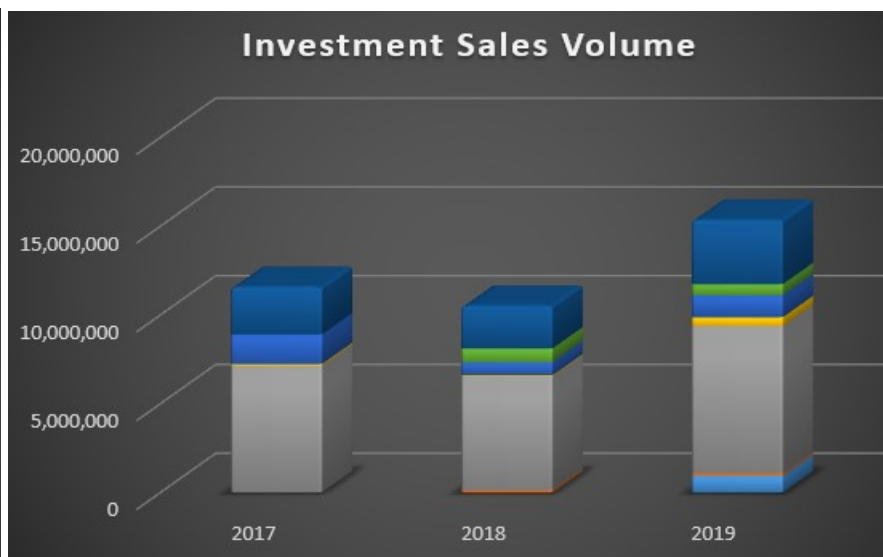
Investment Sales reported to MLS, Year/Date for all years reported.

Investment Properties YTD	#/Sales			Sold Volume		
	2017	2018	2019	2017	2018	2019
Business Bldg & Land	0	0	1	0	0	920,000
Business Opportunity	0	1	1	0	115,000	130,000
Commercial Bldg w/Land	12	15	18	7,129,000	6,405,300	8,310,500
Commercial Condo	1	1	3	96,000	65,000	492,800
Commercial Land	4	6	6	1,665,429	735,000	1,245,900
Farm/Ranch over 20 Ac	0	1	1	0	775,000	620,000
Multi-Family	11	11	10	2,666,500	2,403,860	3,615,422
<b>Total</b>	<b>28</b>	<b>35</b>	<b>40</b>	<b>11,556,929</b>	<b>10,499,160</b>	<b>15,334,622</b>

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 2/28/2019

MF	26
FR	12
CL	82
CC	13
CB	112
BO	29
BB	42
<b>Total</b>	<b>316</b>

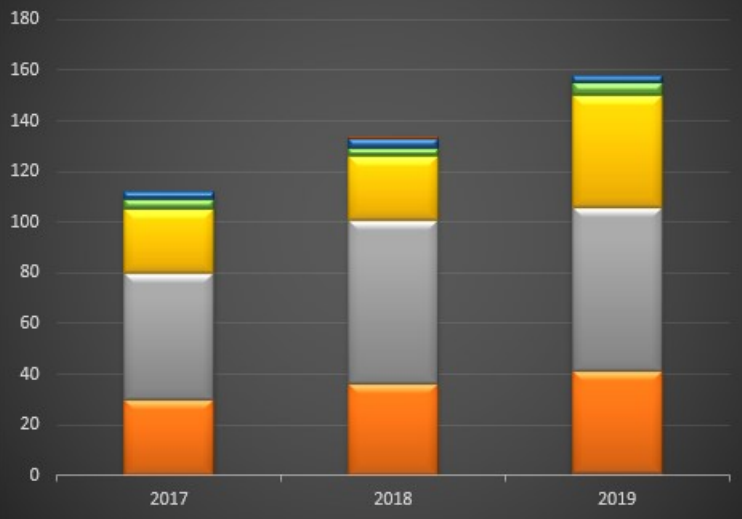
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## Vacant Land Properties

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

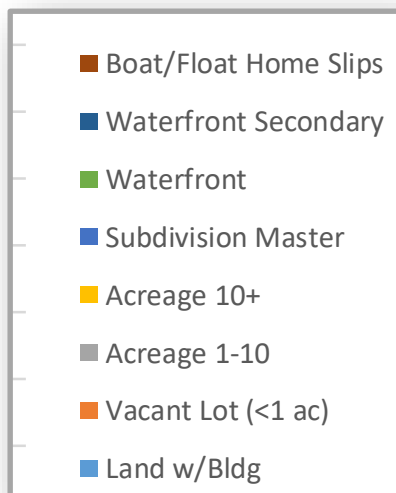
Vacant Land Properties Listing Type	#/Sales			Sold Volume		
	2017	2018	2019	2017	2018	2019
Land w/Bldg	0	0	1	0	0	162,500
Vacant Lot (<1 ac)	30	36	40	2,239,000	3,018,650	4,247,812
Acreage 1-10	50	65	65	3,826,500	9,882,340	5,878,890
Acreage 10+	25	25	44	5,312,500	3,584,001	8,142,988
Subdivision Master	0	0	0	0	0	0
Waterfront	4	3	5	424,500	657,500	1,229,500
Waterfront Secondary	3	4	3	182,500	685,000	158,000
Boat/Float Home Slips	0	1	0	0	48,000	0
<b>total</b>	<b>112</b>	<b>134</b>	<b>158</b>	<b>11,985,000</b>	<b>17,875,491</b>	<b>19,819,690</b>

Vacant Land Number of Sales

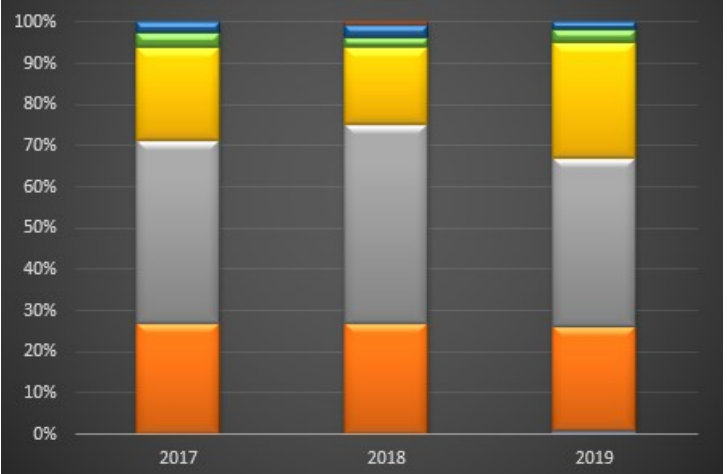


Vacant Land Active Listings as of February 28, 2019

Active Vacant Land Properties		
Listing type	Active	Volume
Land w/Bldg	5	1,798,900
Vacant Lot <1 ac	483	59,529,237
Acreage 1-10	611	98,231,891
Acreage 10+	374	182,844,248
Subdivision Master	1	7,500,000
Waterfront	89	61,396,200
Waterfront Secondary	62	10,156,245
Boat/Float Home Slip	3	154,900



Vacant Land Sales - % by Listing Type



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