

MLS Classic Stats Report * January-March 2019 *

COEUR D'ALENE MULTIPLE LISTING SERVICE

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

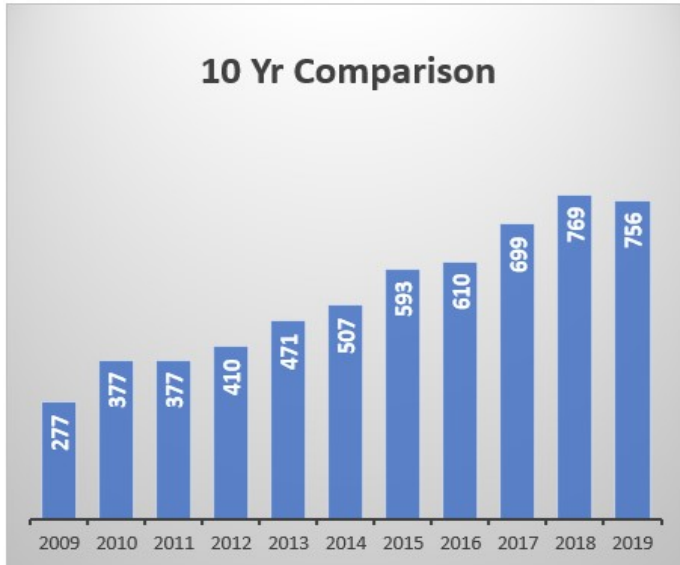


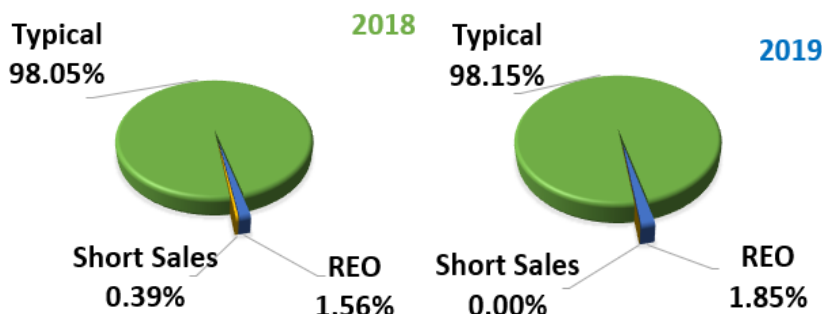
Table below reflects data on Residential Listings Site built, less than two acres, sold from **January 1st through end of March** Each year reported is year-to-date. Shown are total number of sales, average sales price, and median sale price for each area.

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 29% of "S1 - Site Built on < 2 acres" sales for year/date 2018, and for 26% of sales for year/date 2019.

Site Built less than 2 Acre Sold by Area	Area#	#/Sales	#/Sales	%/Chg	Average	Average	%/Chg	Median	Median	%/Chg
					Sale Price	Sale Price		Sale Price	Sale Price	
		2018	2019		2018	2019		2018	2019	
Cd'A/Dalton	01	241	205	-15%	304,602	338,960	11%	284,000	307,512	8%
Post Falls	02	222	203	-9%	268,545	286,919	7%	251,600	270,000	7%
Hayden	03	82	110	34%	344,498	389,491	13%	311,500	348,475	12%
Rathdrum/Twin/Hauser	04, 04a	53	61	15%	281,685	284,436	1%	247,169	267,172	8%
North Kootenai County	05,06,07	27	16	-41%	208,095	235,453	13%	186,100	222,500	20%
South Kootenai County	08,09,10,11	12	16	33%	965,936	584,946	-39%	742,500	679,250	-9%
Kootenai County	above areas	637	611	-4%	302,801	329,055	9%	263,646	290,000	10%
Silver Valley	12	41	49	20%	97,865	155,677	59%	95,000	131,000	38%
South/ South Shoshone/Benewah	13,14,15	4	9	125%	134,625	186,167	38%	151,750	184,000	21%
North (Bonner & Boundary)	71	64	63	-2%	240,853	294,783	22%	23,840	276,000	1058%
Washington Counties	33	23	24	4%	242,618	299,464	23%	207,000	276,500	34%
Total Site Built < 2 Acres	all areas	769	756	-2%	271,433	300,711	11%	250,000	274,422	10%

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



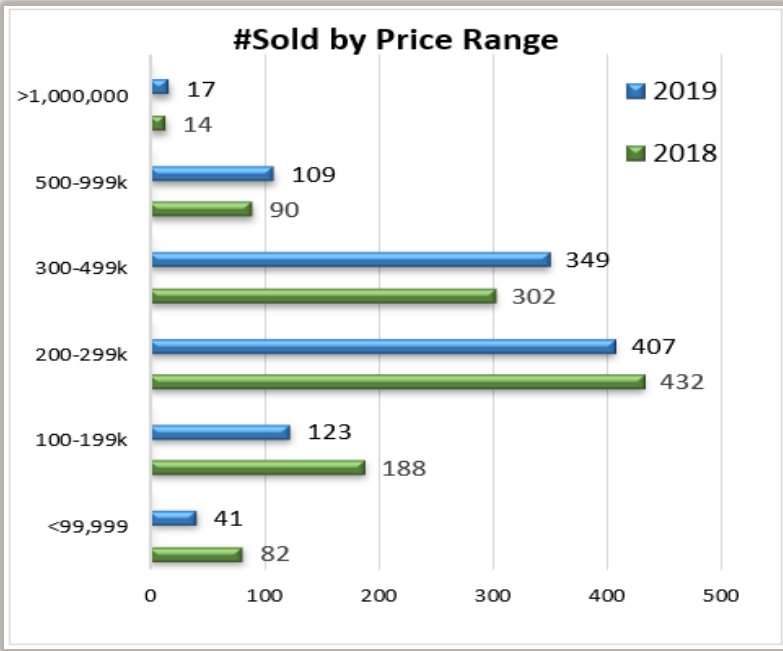
	2018		2019	
	#/Sales	Avg Sales Price	#/Sales	Avg Sales Price
Typical	754	287,118	743	315,176
REO	12	114,325	14	165,264
Short Sales	3	190,367	0	0

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 127 days on market. For Year to Date 2019, sales prices ranged from \$6,00 to \$2,450,000 with an overall average of 115 days on market.

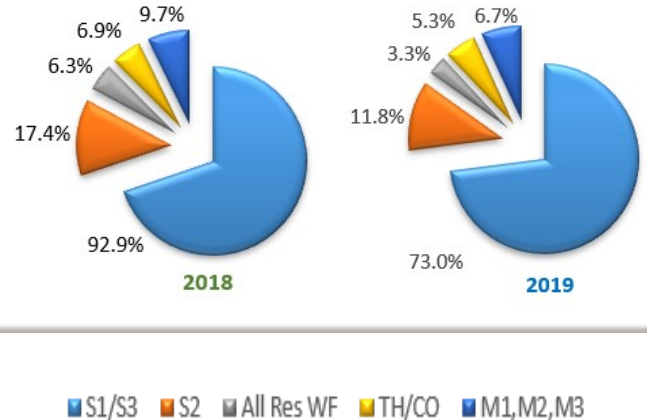
#/Sales			Total Volume			Average Price			Median Price		
2018	2019	%/CH	2018	2019	%/CH	2018	2019	%/CH	2018	2019	%/CH
1,078	1,044	-3.2%	328,121,402	352,428,900	7.4%	304,380	337,576	10.9%	260,678	287,000	10.1%



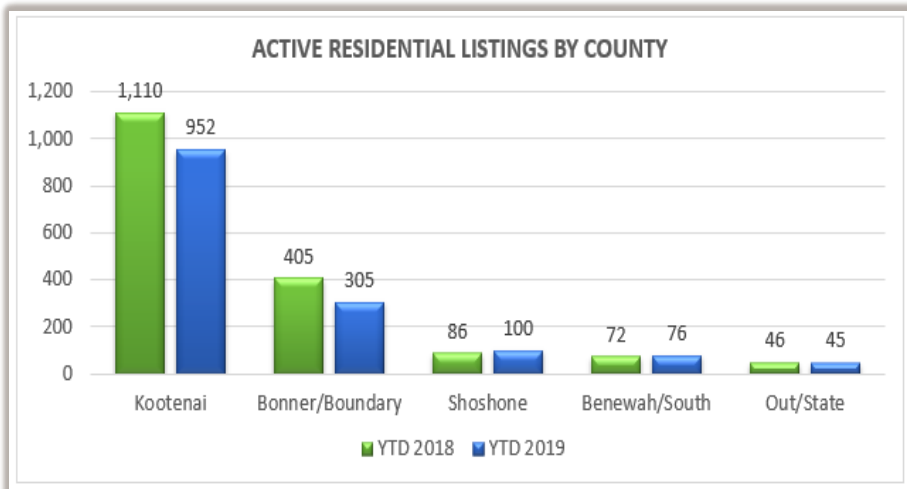
Residential # of Units Sold by Price Range
Year/Date for Each Year Reported

# Res Sold by Price	2018	%/Total	2019	%/Total
<99,999	82	7.4%	41	3.9%
100-199k	188	17.0%	123	11.8%
200-299k	432	39.0%	407	38.9%
300-499k	302	27.3%	349	33.4%
500-999k	90	8.1%	109	10.4%
>1,000,000	14	1.3%	17	1.6%

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



List Type	#/Sales			Average Sales Price		
	2018	2019	%/CH	2018	2019	%/CH
CO	51	48	-5.9%	260,831	373,675	43.3%
M1 < 2 ac	20	20	0.0%	107,720	195,185	81.2%
M2 > 2 ac	30	27	-10.0%	199,903	237,830	19.0%
M3 Lease	30	23	-23.3%	59,440	73,790	24.1%
S1 < 2 ac	769	756	-1.7%	284,044	312,321	10.0%
S2 > 2 ac	144	123	-14.6%	408,990	458,079	12.0%
S3 Lease	1	6	0.0%	249,900	224,167	0.0%
TH	6	7	16.7%	219,417	214,286	-2.3%
WC - Condo	6	4	-33.3%	632,667	680,496	7.6%
WF	39	24	-38.5%	728,616	924,314	26.9%
WL - Lease	0	1	0.0%	0	209,000	0.0%
WS	7	5	-28.6%	352,000	410,500	16.6%



Active Listings	Now (2019)	1 yr Ago (2018)	%/Chg
All	3,379	3775	-10.5%
Res Only	1,901	1719	10.6%

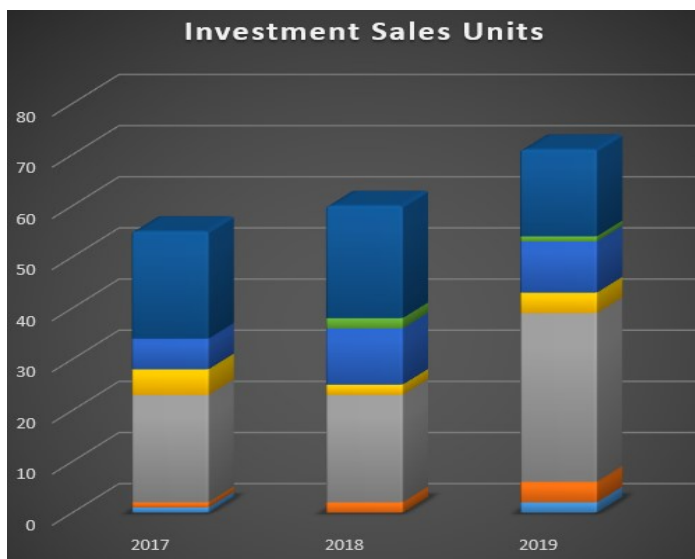
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Investment Properties

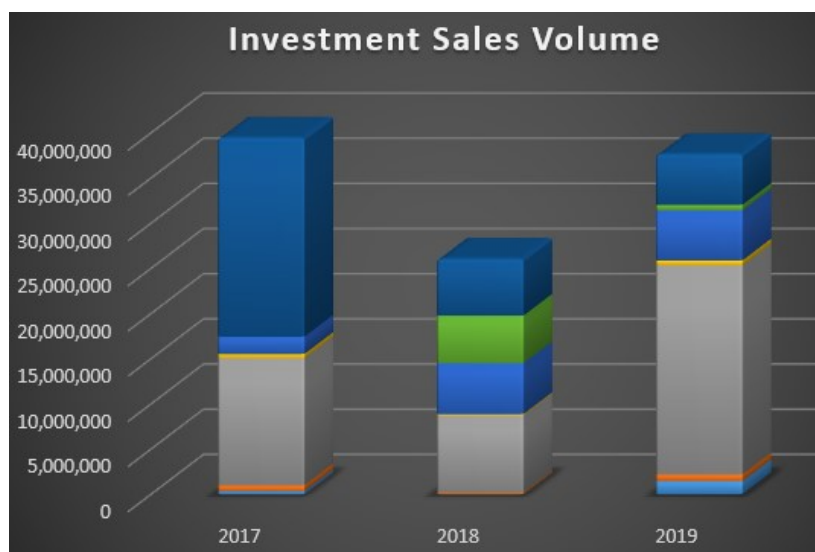
Investment Sales reported to MLS, Year/Date for all years reported.

Investment Properties YTD	#/Sales			Sold Volume		
	2017	2018	2019	2017	2018	2019
Business Bldg & Land	1	0	2	345,000	0	1,444,000
Business Opportunity	1	2	4	620,000	162,000	727,500
Commercial Bldg w/Land	21	21	33	14,067,500	8,545,300	23,147,000
Commercial Condo	5	2	4	473,900	147,000	543,800
Commercial Land	6	11	10	1,921,429	5,626,913	5,530,400
Farm/Ranch over 20 Ac	0	2	1	0	5,275,000	620,000
Multi-Family	21	22	17	22,033,911	6,298,735	5,634,522
Total	55	60	71	39,461,740	26,054,948	37,647,222

Investment Sales #/Sales - Year/Date

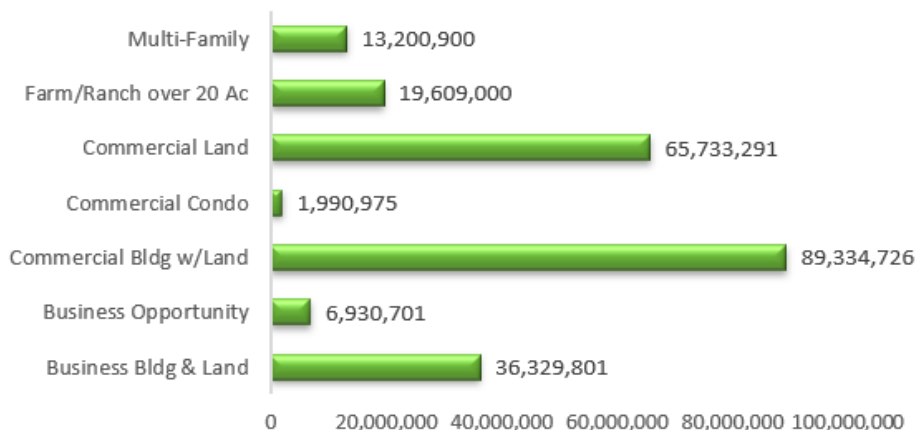


Investment Sales— Volume Total Volume - Year/Date



- 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 3/31/2019

MF	25
FR	11
CL	86
CC	11
CB	107
BO	29
BB	40
Total	309

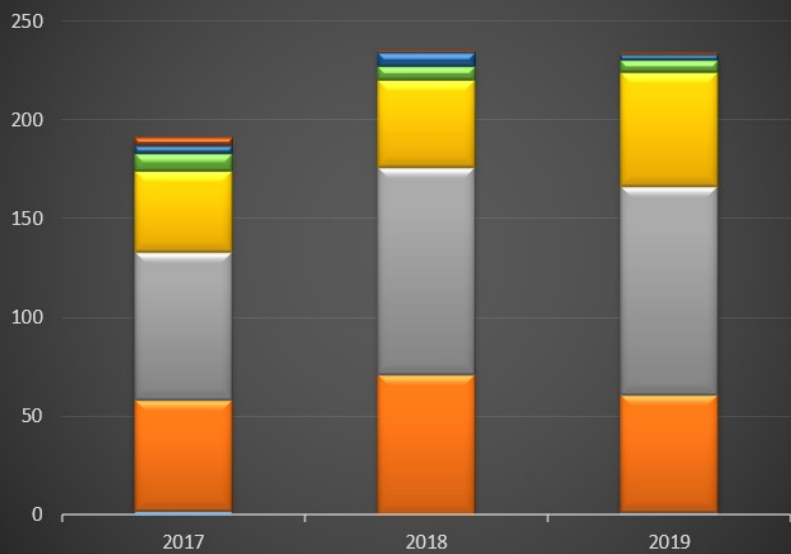
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Vacant Land Properties

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

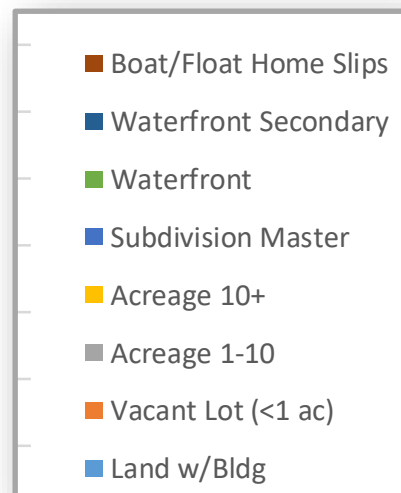
Vacant Land Properties	#/Sales			Sold Volume		
Listing Type	2017	2018	2019	2017	2018	2019
Land w/Bldg	2	0	1	345,000	0	162,500
Vacant Lot (<1 ac)	56	71	60	3,863,900	6,122,549	6,659,139
Acreage 1-10	75	105	105	6,188,632	13,543,840	10,337,790
Acreage 10+	41	44	58	7,714,667	10,663,401	11,408,368
Subdivision Master	0	0	0	0	0	0
Waterfront	9	7	6	1,054,000	1,916,500	1,344,500
Waterfront Secondary	4	7	3	240,500	1,067,000	158,000
Boat/Float Home Slips	4	1	1	146,500	48,000	33,500
total	191	235	234	19,553,199	33,361,290	30,103,797

Vacant Land Number of Sales

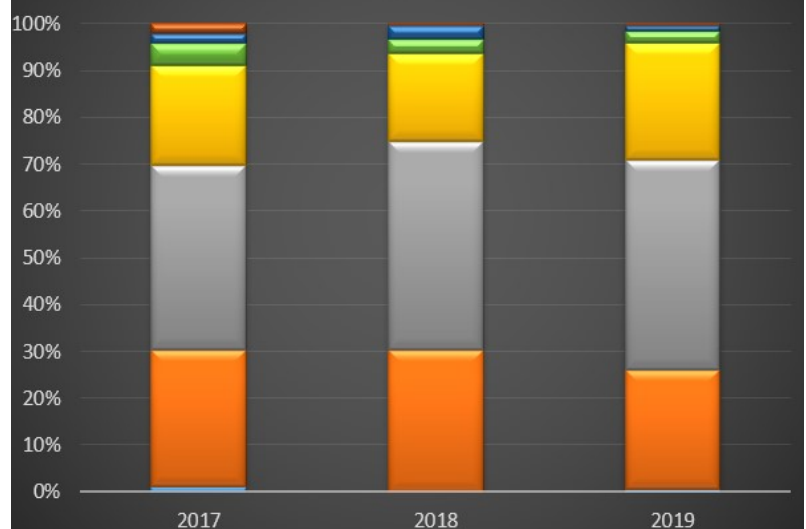


Vacant Land Active Listings as of March 31, 2019

Active Vacant Land Properties		
Listing type	Active	Volume
Land w/Bldg	6	2,473,900
Vacant Lot <1 ac	486	61,126,465
Acreage 1-10	578	93,935,281
Acreage 10+	366	165,655,067
Subdivision Master	1	7,500,000
Waterfront	89	62,530,700
Waterfront Secondary	58	10,268,885
Boat/Float Home Slip	1	59,000



Vacant Land Sales - % by Listing Type



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