

MLS CLASSIC STATS REPORT * JANUARY- MARCH 2018 *

COEUR D'ALENE MULTIPLE LISTING SERVICE

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

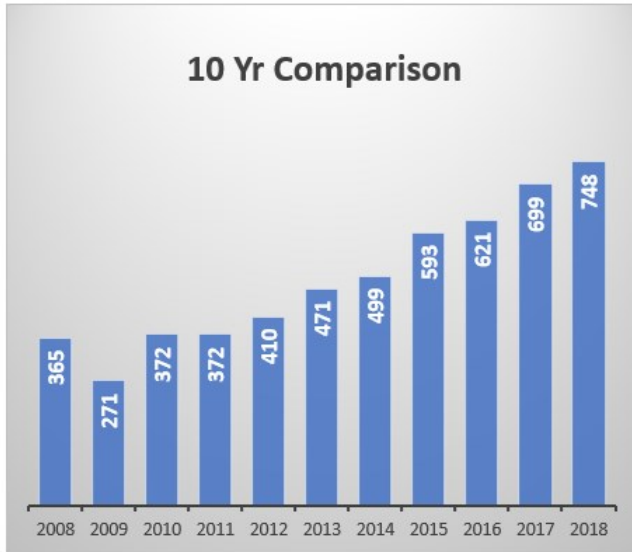


Table below reflects data on Residential Listings with house built on site, less than two acres of real property, sold from **January 1st through end of March**. Each year reported is year-to-date. Shown are total number of sales, average sales price, and median sale price for each area.

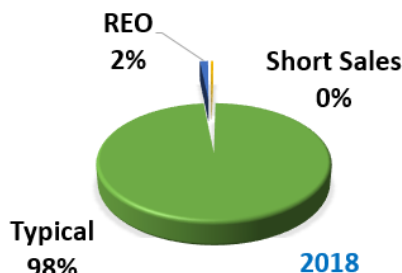
Chart to left provides comparisons of total numbers of "S1 - Site Built on < 2 acre" listings sold in similar periods in previous years.

New construction housing accounted for 21% of "S1 - Site Built on < 2 acres" sales for year/date 2017, and for 19% of sales for year/date 2018.

Site Built less than 2 Acre Sold by 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	213	235	10%	275,611	303,956	10%	251,000	282,500	13%
Post Falls	187	216	16%	275,611	303,956	10%	251,000	252,301	1%
Hayden	99	81	-18%	305,575	351,472	15%	275,000	310,000	13%
Rathdrum/Twin/Hauser	43	49	14%	216,869	270,904	25%	217,000	245,000	13%
North KC	19	24	26%	213,932	215,035	1%	184,200	187,925	2%
South KC	5	12	140%	678,200	965,936	42%	650,000	742,500	14%
Kootenai County	565	617	9%	265,521	304,853	15%	236,700	265,000	12%
Silver Valley	44	41	-7%	93,813	97,865	4%	75,000	95,000	27%
South/Benewah	12	4	-67%	99,817	134,625	35%	92,450	151,750	64%
North (Bonner & Boundary)	51	63	24%	241,237	239,692	-1%	206,000	237,415	15%
Washington Counties	26	23	-12%	231,745	242,618	5%	204,932	207,000	1%
Total Site Built < 2 Acres	699	748	7%	249,261	285,196	14%	225,000	256,018	14%

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

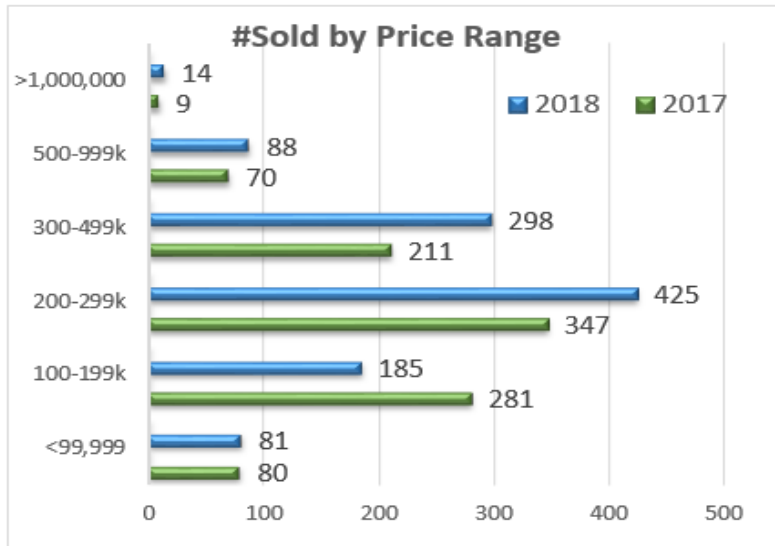
	2017		2018	
	#/Sales	Avg Sales Price	#/Sales	Avg Sales Price
Typical	674	253,863	734	288,107
REO	24	116,240	11	116,807
Short Sales	2	268,750	3	190,367



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 \$7,200 to \$2,500,000 with an average of 124 days on market. For Yr/Date 2018, sales prices ranged from \$12,000 to \$2,475,000 with an overall average of 127 days on market.

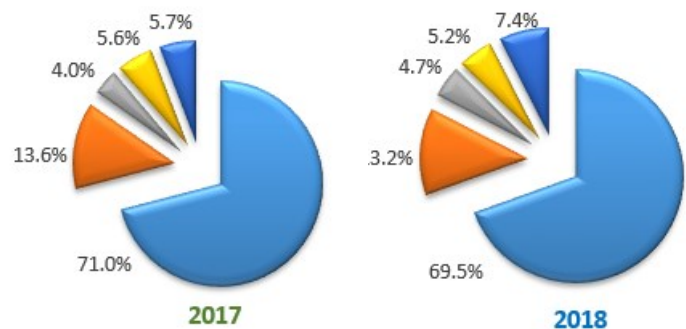
#/Sales			Total Volume			Average Price			Median Price		
2017	2018	%/CH	2017	2018	%/CH	2017	2018	%/CH	2017	2018	%/CH
993	1,078	8.6%	272,384,213	328,121,402	20.5%	274,304	304,380	11.0%	230,000	260,678	13.3%



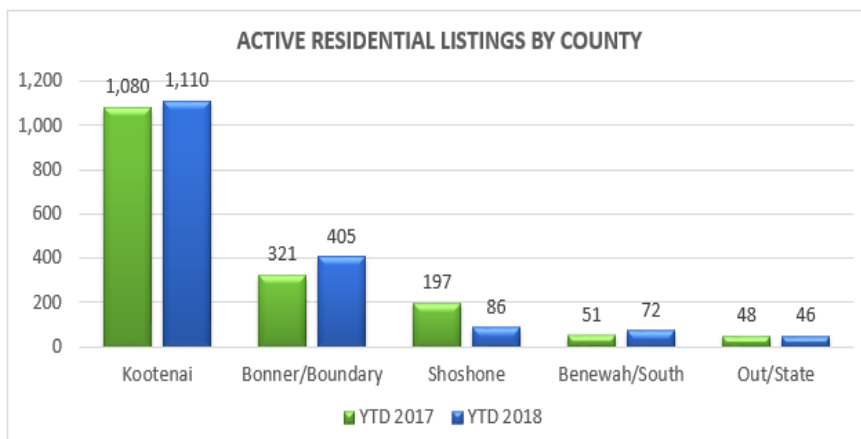
Residential # of Units Sold by Price Range Year/Date for Each Year Reported

# Res Sold by Price	2017	%/Total	2018	%/Total
<99,999	80	8.0%	81	7.4%
100-199k	281	28.2%	185	17.0%
200-299k	347	34.8%	425	39.0%
300-499k	211	21.1%	298	27.3%
500-999k	70	7.0%	88	8.1%
>1,000,000	9	0.9%	14	1.3%

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



List Type	#/Sales			Average Sales Price		
	2017	2018	%/CH	2017	2018	%/CH
S1 < 2 ac	699	748	7.0%	249,261	285,196	14.4%
S2 > 2 ac	135	142	5.2%	375,825	397,597	5.8%
S3 Lease	6	1	-83.3%	187,427	249,900	33.3%
M1 < 2 ac	19	20	5.3%	117,321	107,720	-8.2%
M2 > 2 ac	18	30	66.7%	203,869	199,903	-1.9%
M3 Lease	20	30	50.0%	47,430	59,440	25.3%
WF	32	39	21.9%	806,434	728,616	-9.6%
WS	6	7	16.7%	299,412	352,000	17.6%
WC - Condo	2	5	150.0%	569,500	564,200	-0.9%
WL - Lease	0	0	#DIV/O!	0	0	#DIV/O!
CO	51	50	-2.0%	185,547	262,685	41.6%
TH	5	6	20.0%	247,680	219,417	-11.4%



Active Listings	Now (2018)	1 yr Ago (2017)	%/Chg
All	3,775	3764	0.3%
Res Only	1,719	1669	3.0%

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Investment Properties

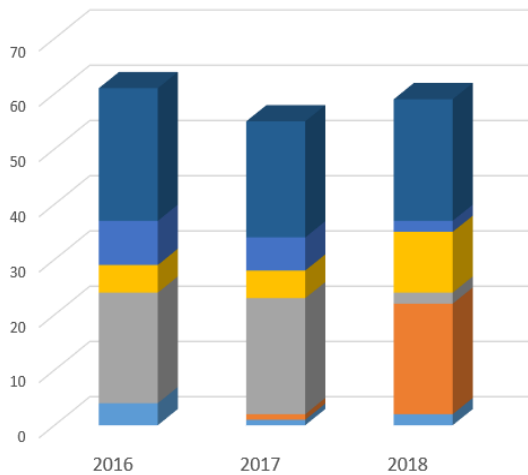
Investment Sales reported to MLS, Year/Date for all years reported.

Investment Properties YTD	#/Sales			Sold Volume		
	2016	2017	2018	2016	2017	2018
Business Bldg & Land	4	1	2	1,085,520	345,000	162,000
Business Opportunity	0	1	20	0	62,000	8,360,300
Commercial Bldg w/Land	20	21	2	7,861,960	14,067,500	147,000
Commercial Condo	5	5	11	608,150	473,900	5,626,913
Commercial Land	8	6	2	2,193,204	1,921,429	5,275,000
Farm/Ranch over 20 Ac	0	0	0	0	0	0
Multi-Family	24	21	22	7,877,409	5,164,082	6,298,735
Total	61	55	59	19,626,243	22,033,911	25,869,948

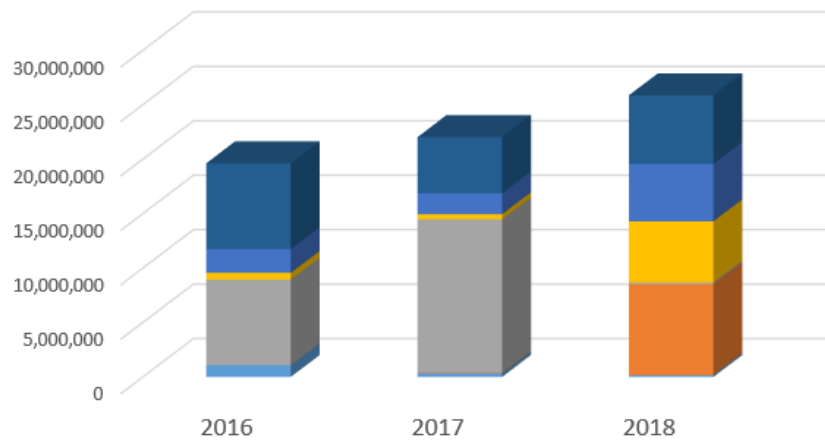
**Investment Sales
#/Sales - Year/Date**

Investment Sales- Volume Total Volume - Year/Date

Investment Sales Units

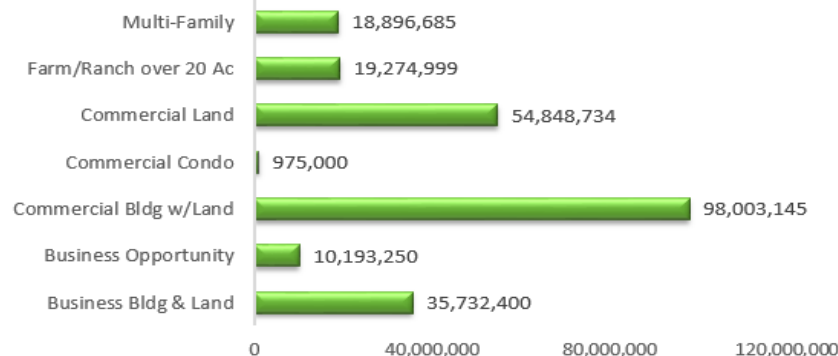


Investment Sales Volume



- 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 3/31/2018**

MF	33
FR	10
CL	79
CC	1
CB	137
BO	20
BB	45
Total	325

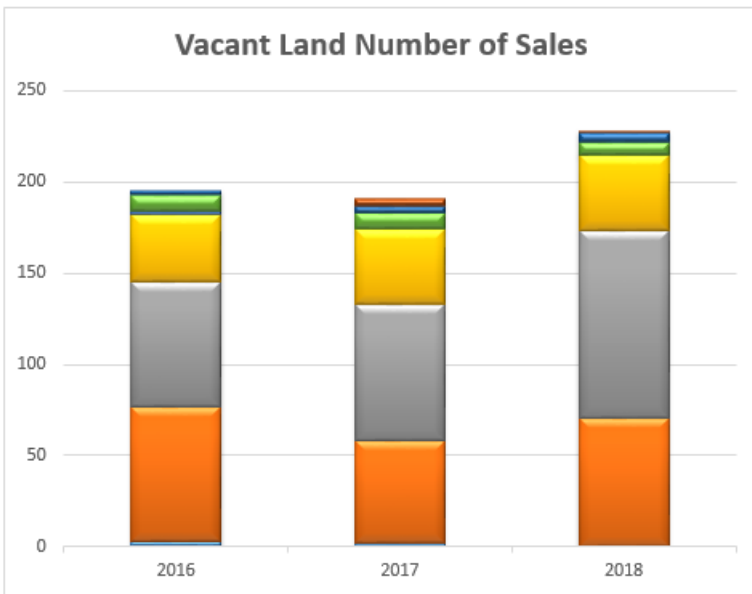
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Vacant Land Properties

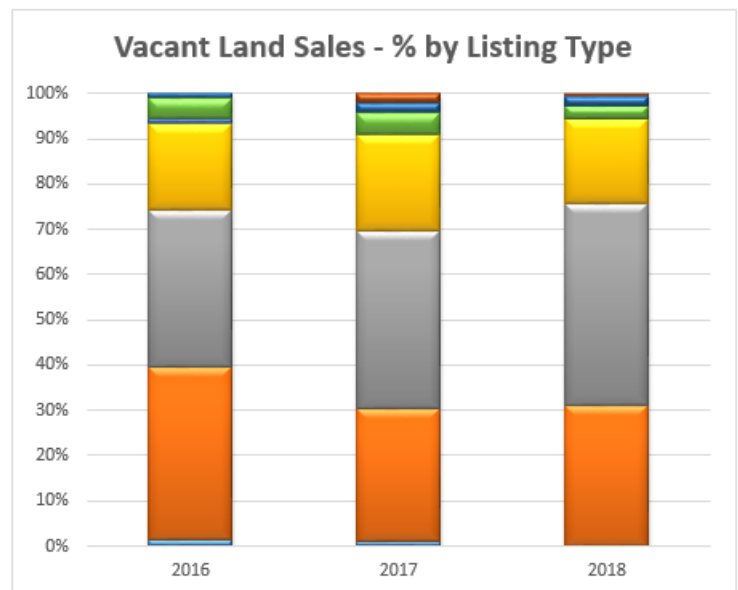
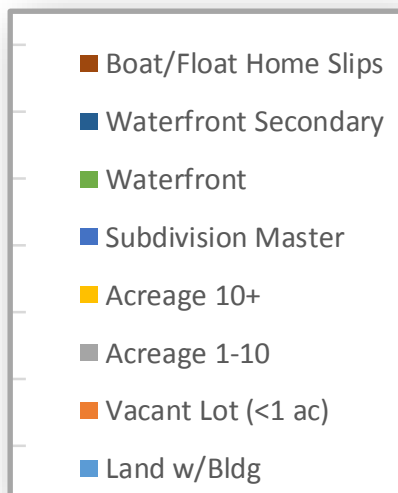
Vacant Land Sales reported to MLS, Year/Date for all years reported

Vacant Land Properties Listing Type	#/Sales			Sold Volume		
	2016	2017	2018	2016	2017	2018
Land w/Bldg	3	2	0	274,000	345,000	0
Vacant Lot (<1 ac)	74	56	71	4,797,275	3,863,900	6,317,549
Acreage 1-10	68	75	102	5,321,115	6,188,632	13,243,840
Acreage 10+	37	41	42	8,074,000	7,714,667	10,570,401
Subdivision Master	2	0	0	1,275,000	0	0
Waterfront	9	9	7	2,343,900	1,054,000	1,916,500
Waterfront Secondary	2	4	5	70,000	240,500	812,000
Boat/Float Home Slips	0	4	1	0	146,500	48,000
total	195	191	228	22,155,290	19,553,199	32,908,290

Vacant Land active listings as of March 31, 2018



Active Vacant Land Properties		
Listing type	Active	Volume
Land w/Bldg	8	3,485,800
Vacant Lot <1 ac	530	67,181,742
Acreage 1-10	646	97,242,010
Acreage 10+	329	145,681,873
Subdivision Master	1	7,000,000
Waterfront	139	59,571,288
Waterfront Secondary	63	11,114,550
Boat/Float Home Slip	6	409,800



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