



# COEUR D'ALENE MULTIPLE LISTING SERVICE 3/2018 Market Report

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

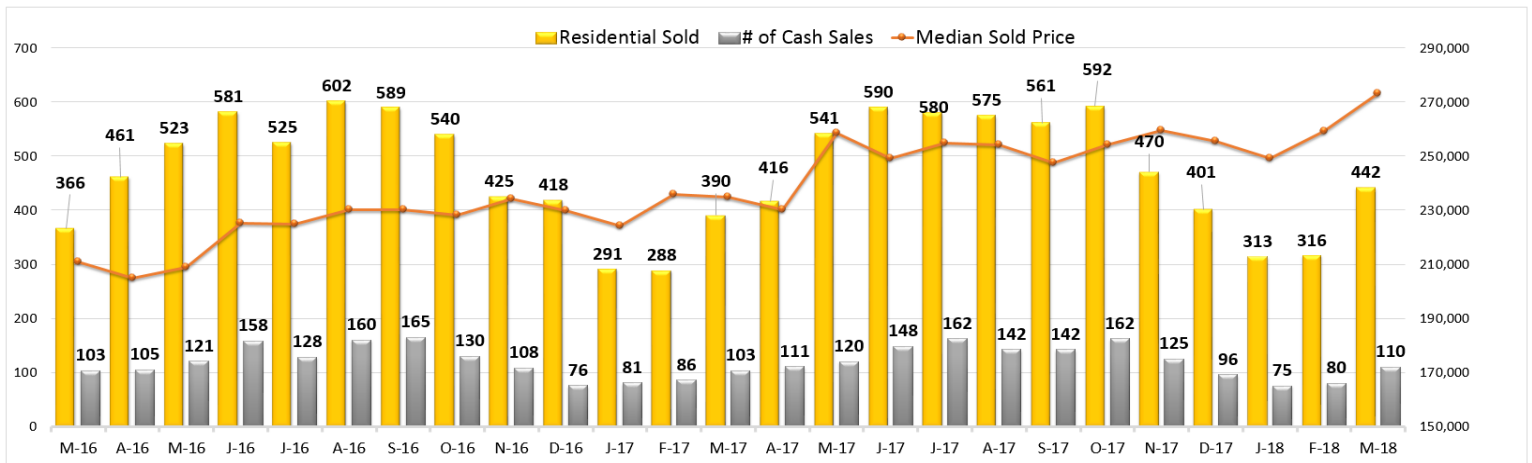
Links to detailed reports used for this data are below

In the Coeur d'Alene MLS Market, March 2018 **Active Residential Inventory** was down 2.3% compared to 2017, with 1765 Active listings vs. 1806 at this time last year. The month of March ended with 442 total **Residential Sold Listings** compared to 404 in 2017, for an increase of 9.4%.

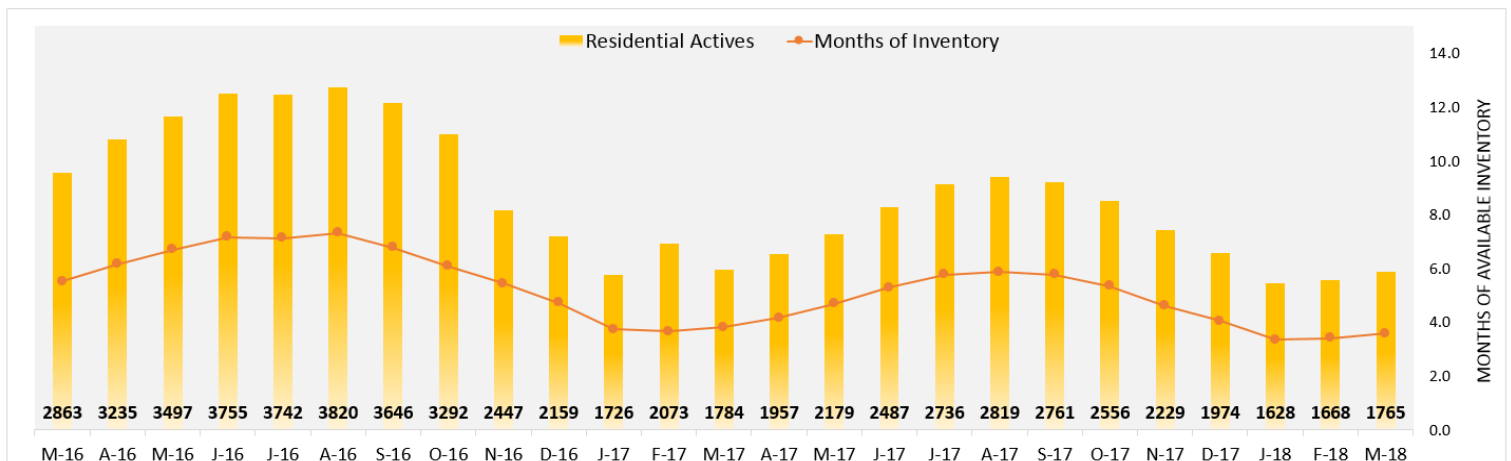
As of March 31st, 2018:

- **Absorption Rate** is currently 3.58 vs 3.84 in 2017, a decrease of 6.77%. The YTD rate is 3.45 compared to 3.79 in 2017, a decrease of 8.97%
- **Median Sale Price** of sold homes is \$273,169 vs \$234,950 in 2017, an increase of 16.27%
- **New Construction** Residential closings in March = 84 vs. 70 in 2017, an increase of 20%; YTD 237 vs 168 in 2017, an increase of 41.07%
- **Existing/Non-distressed** Typical Residential sales totaled 295 in March 2018; an Average Sales Price of \$307,911; with an average of 106 days on Market.

## Closed Sales by Month



## Active Listings/Months of Inventory



**Links to Detailed Reports used:**

[MARKET SUMMARY REPORTS](#)

[YEAR/YEAR COMPARISONS](#)

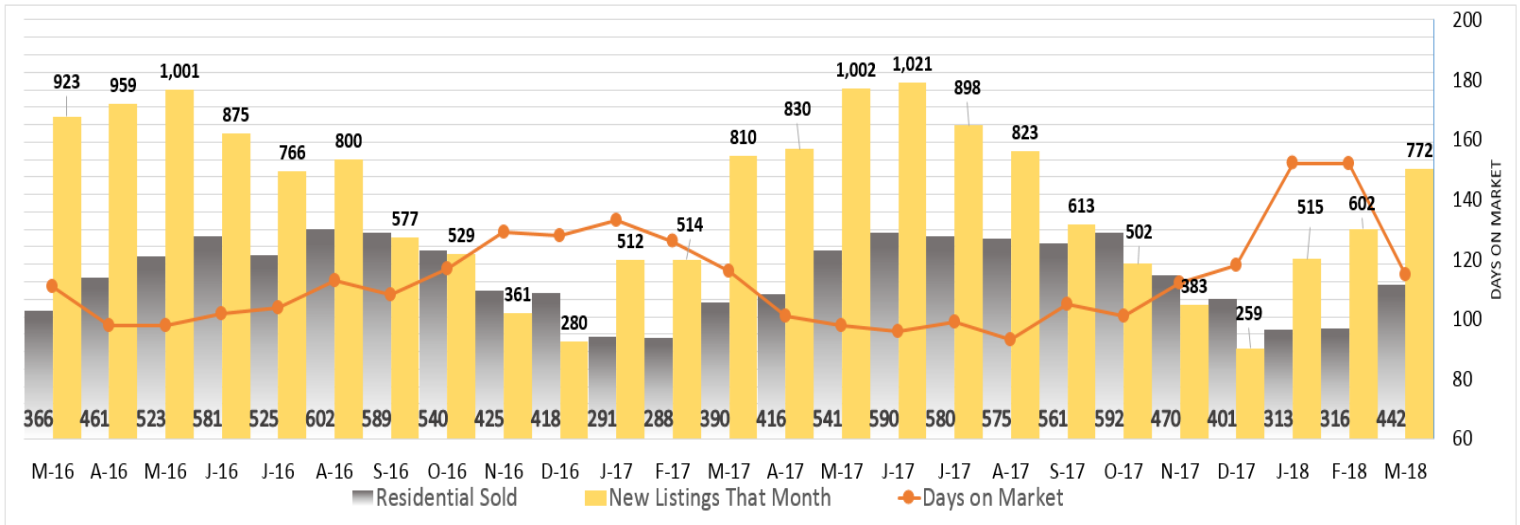
[SOLD MARKET ANALYSIS](#)



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## New vs Sold - DOM



## Market Conditions/Price-Range Comparison

Last 6 Months Sold Listings

Sold Listings YTD vs Last YTD

Listing Price Range	# of Active Listings March 2018	Last 6 Months Sold Listings						Current Months of Inventory	Market Conditions	Sold Listings YTD vs Last YTD		
		Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18			2018 YTD	2017 YTD	% Change
0 - 49,999	14	8	10	5	9	11	12	1.17	SELLER	32	20	60.00
50,000 - 74,999	16	20	14	9	8	9	10	1.60	SELLER	27	36	-25.00
75,000 - 99,999	33	12	10	8	7	6	9	3.67	SELLER	22	24	-8.30
100,000 - 124,999	33	12	8	8	10	2	16	2.06	SELLER	27	31	-12.90
125,000 - 149,999	57	18	19	12	6	12	10	5.70	BALANCED	29	52	-44.20
150,000 - 174,999	57	28	18	21	20	24	17	3.35	SELLER	62	76	-18.40
175,000 - 199,999	77	56	28	33	25	16	26	2.96	SELLER	67	122	-45.10
200,000 - 224,999	64	68	61	43	34	28	30	2.13	SELLER	94	112	-16.10
225,000 - 249,999	117	65	47	52	39	35	48	2.44	SELLER	123	87	41.40
250,000 - 274,999	97	33	39	31	23	36	44	2.20	SELLER	108	86	25.60
275,000 - 299,999	148	49	48	32	20	32	43	3.44	SELLER	95	62	53.20
300,000 - 349,999	195	63	56	36	33	34	48	4.06	SELLER	116	88	31.80
350,000 - 399,999	169	43	35	26	22	28	46	3.67	SELLER	97	63	54.00
400,000 - 499,999	201	44	38	38	28	19	35	5.74	BALANCED	82	60	36.70
500,000 - 599,999	113	30	9	20	12	10	16	7.06	BUYER	38	35	8.60
600,000 - 699,999	82	15	10	13	7	5	10	8.20	BUYER	22	19	15.80
700,000 - 799,999	51	6	2	6	5	3	7	7.29	BUYER	15	9	66.70
800,000 - 899,999	39	8	6	2	2	2	3	13.00	BUYER	7	5	40.00
900,000 - 999,999	32	3	2	3	1	1	4	8.00	BUYER	6	2	200.00
1,000,000 - 1,999,999	116	8	8	3	1	2	7	16.57	BUYER	10	8	25.00
2,000,000 - 2,999,999	29	3	1	0	1	1	1	0.00	SELLER	3	1	200.00
3,000,000 +	25	0	1	0	0	0	0	0.00	SELLER	0	0	0.00
<b>Totals</b>	<b>1765</b>	<b>592</b>	<b>470</b>	<b>401</b>	<b>313</b>	<b>316</b>	<b>442</b>	<b>4.74</b>	<b>SELLER</b>	<b>1082</b>	<b>998</b>	<b>8.4%</b>
% Cash Sales		27.36%	26.60%	23.49%	23.96%	25.32%	24.89%					
Total Cash Sales		162	125	96	75	80	110					

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.