



COEUR D'ALENE MULTIPLE LISTING SERVICE 6/2018 Market Report

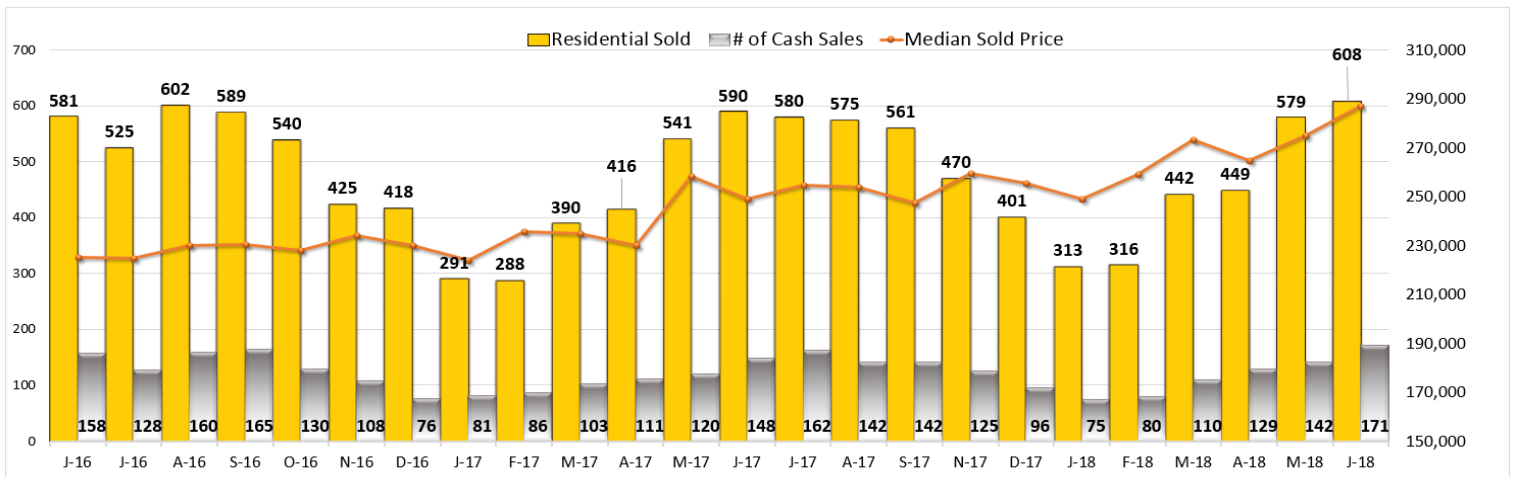
Data shown below reflects Coeur d'Alene Multiple Listing Service Listings in all Residential Categories.

In the Coeur d'Alene MLS Market, June 2018 **Active Residential Inventory** was down 2.0% compared to 2017, with 2475 Active listings vs. 2529 at this time last year. The month of June ended with 608 total **Residential Sold Listings** compared to 624 in 2017, for an decrease of 2.6%.

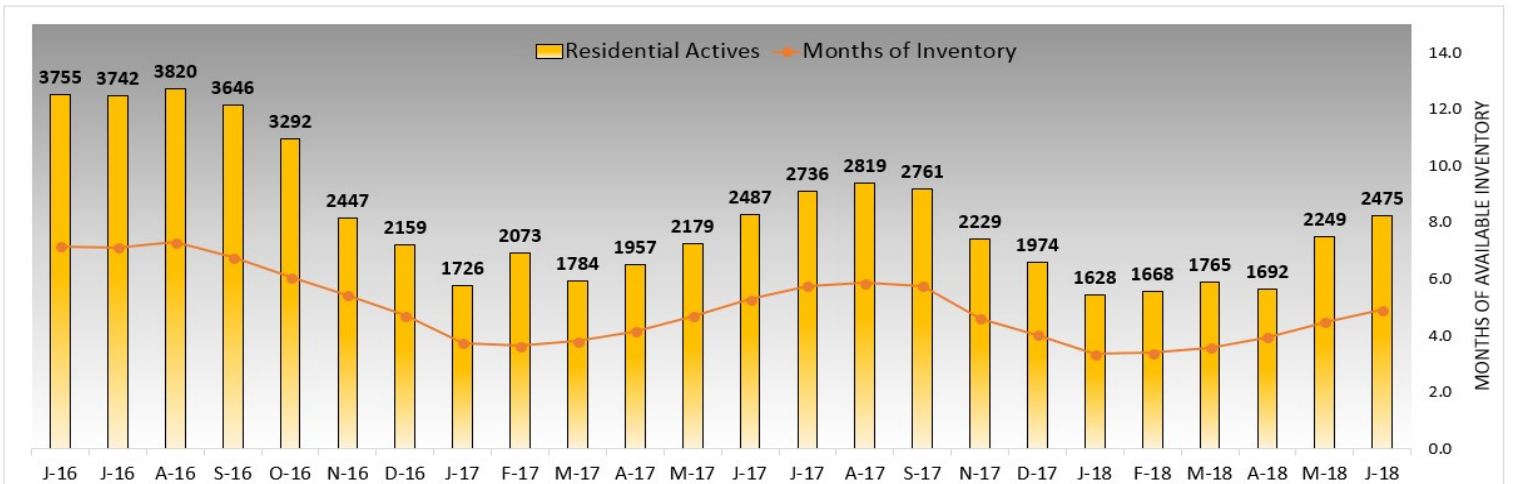
As of June 30st, 2018:

- **Absorption Rate** is currently 4.91 vs 5.35 in 2017, a decrease of 8.22%. The YTD rate is 3.97 compared to 4.28 in 2017, a decrease of 7.24%
- **Median Sale Price** of sold homes is \$287,005 vs \$247,127 in 2017, an increase of 16.14%
- **New Construction** Residential closings in June = 75 vs. 84 in 2017, a decrease of 10.71%; YTD 471 vs 391 in 2017, an increase of 20.46%
- **Existing/Non-distressed** Typical Residential sales totaled 404 in June 2018; an Average Sales Price of \$308,648; with an average of 80 days on Market.

Closed Sales by Month



Active Listings/Months of Inventory



Links to Detailed Reports used:

[MARKET SUMMARY REPORTS](#)

[YEAR/YEAR COMPARISONS](#)

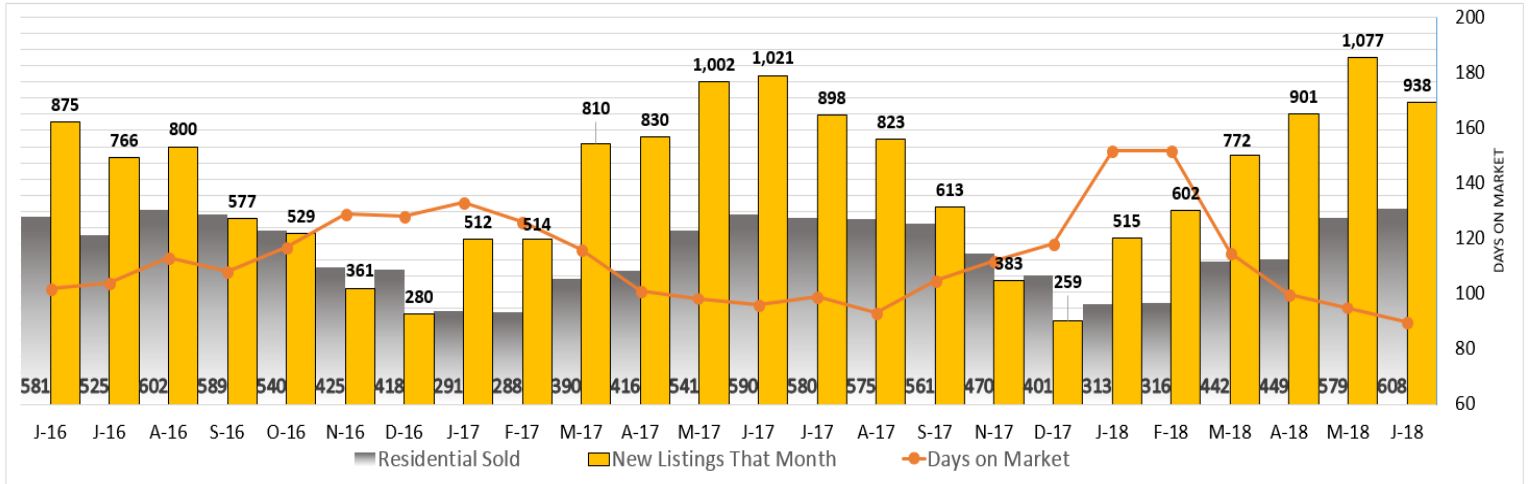
[SOLD MARKET ANALYSIS](#)



6/2018 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 June 2018 | Last 6 Months Sold Listings | | | | | | Current Months of Inventory | Market Conditions | Sold Listings YTD vs Last YTD | | |
|-----------------------|--------------------------------|-----------------------------|------------|------------|------------|------------|------------|-----------------------------|-------------------|-------------------------------|-------------|-------------|
| | | Jan-18 | Feb-18 | Mar-18 | Apr-18 | May-18 | Jun-18 | | | 2018 YTD | 2017 YTD | % Change |
| 0 - 49,999 | 12 | 9 | 11 | 12 | 7 | 11 | 7 | 1.71 | SELLER | 58 | 59 | -1.70 |
| 50,000 - 74,999 | 25 | 8 | 9 | 10 | 8 | 9 | 13 | 1.92 | SELLER | 57 | 74 | -23.00 |
| 75,000 - 99,999 | 37 | 7 | 6 | 9 | 14 | 11 | 10 | 3.70 | SELLER | 58 | 62 | -6.50 |
| 100,000 - 124,999 | 34 | 10 | 2 | 16 | 15 | 15 | 14 | 2.43 | SELLER | 71 | 66 | 7.60 |
| 125,000 - 149,999 | 78 | 6 | 12 | 10 | 11 | 17 | 17 | 4.59 | SELLER | 74 | 98 | -24.50 |
| 150,000 - 174,999 | 78 | 20 | 24 | 17 | 12 | 16 | 29 | 2.69 | SELLER | 120 | 176 | -31.80 |
| 175,000 - 199,999 | 99 | 25 | 16 | 26 | 28 | 42 | 29 | 3.41 | SELLER | 168 | 295 | -43.10 |
| 200,000 - 224,999 | 90 | 34 | 28 | 30 | 32 | 46 | 48 | 1.88 | SELLER | 226 | 303 | -25.40 |
| 225,000 - 249,999 | 171 | 39 | 35 | 48 | 68 | 62 | 61 | 2.80 | SELLER | 316 | 258 | 22.50 |
| 250,000 - 274,999 | 133 | 23 | 36 | 44 | 41 | 60 | 48 | 2.77 | SELLER | 259 | 217 | 19.40 |
| 275,000 - 299,999 | 179 | 20 | 32 | 43 | 25 | 48 | 50 | 3.58 | SELLER | 221 | 177 | 24.90 |
| 300,000 - 349,999 | 278 | 33 | 34 | 48 | 53 | 67 | 74 | 3.76 | SELLER | 320 | 263 | 21.70 |
| 350,000 - 399,999 | 274 | 22 | 28 | 46 | 29 | 58 | 57 | 4.81 | SELLER | 242 | 164 | 47.60 |
| 400,000 - 499,999 | 269 | 28 | 19 | 35 | 46 | 53 | 69 | 3.90 | SELLER | 254 | 181 | 40.30 |
| 500,000 - 599,999 | 175 | 12 | 10 | 16 | 26 | 24 | 37 | 4.73 | SELLER | 127 | 92 | 38.00 |
| 600,000 - 699,999 | 121 | 7 | 5 | 10 | 14 | 13 | 23 | 5.26 | BALANCED | 73 | 49 | 49.00 |
| 700,000 - 799,999 | 83 | 5 | 3 | 7 | 2 | 11 | 7 | 11.86 | BUYER | 36 | 19 | 89.50 |
| 800,000 - 899,999 | 43 | 2 | 2 | 3 | 6 | 1 | 2 | 21.50 | BUYER | 17 | 19 | -10.50 |
| 900,000 - 999,999 | 40 | 1 | 1 | 4 | 3 | 2 | 3 | 13.33 | BUYER | 14 | 7 | 100.00 |
| 1,000,000 - 1,999,999 | 173 | 1 | 2 | 7 | 6 | 13 | 7 | 24.71 | BUYER | 37 | 22 | 68.20 |
| 2,000,000 - 2,999,999 | 49 | 1 | 1 | 1 | 2 | 0 | 3 | 0.00 | SELLER | 8 | 3 | 166.70 |
| 3,000,000 + | 34 | 0 | 0 | 0 | 1 | 0 | 0 | 0.00 | SELLER | 1 | 1 | 0.00 |
| Totals | 2475 | 313 | 316 | 442 | 449 | 579 | 608 | 5.70 | BALANCED | 2757 | 2605 | 8.8% |
| % Cash Sales | | 23.96% | 25.32% | 24.89% | 28.73% | 24.53% | 25.13% | | | | | |
| Total Cash Sales | | 75 | 80 | 110 | 129 | 142 | 171 | | | | | |

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.