

# MLS CLASSIC STATS REPORT \* JANUARY- OCTOBER 2018 \*

## COEUR D'ALENE MULTIPLE LISTING SERVICE

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

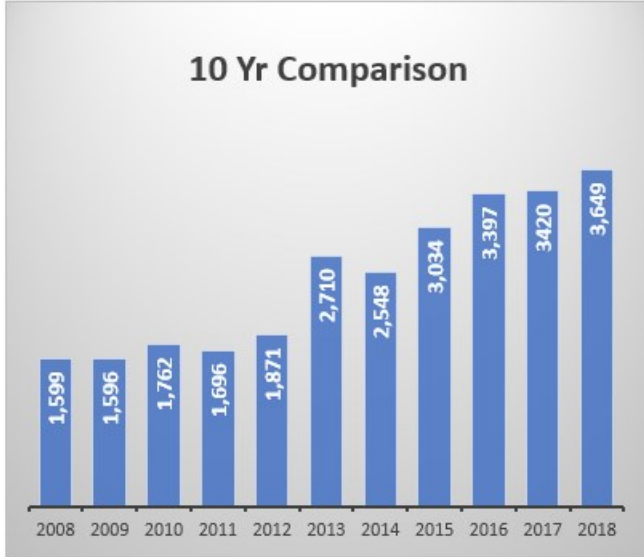


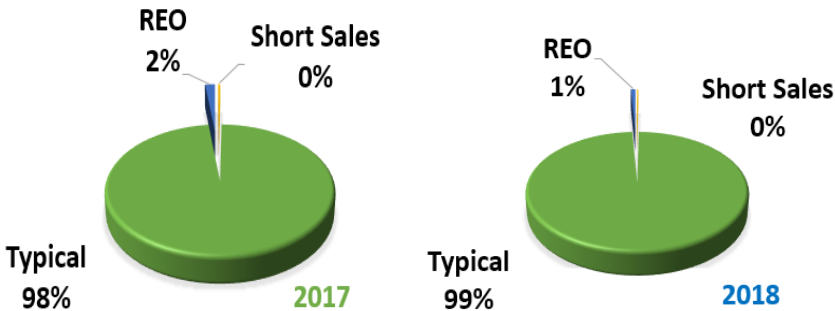
Table below reflects data on Residential Listings with house built on site, less than two acres of real property, sold from **January 1st through end of October** Each year reported is year-to-date. Shown are total number of sales, average sales price, and median sale price for each area.

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 18% of "S1 - Site Built on < 2 acres" sales for year/date 2017, and for 22% of sales for year/date 2018.

Site Built less than 2 Acre Sold by Area	Area#	#/Sales		%/Chg	Average		%/Chg	Median		%/Chg
		2017	2018		Sale Price	Sale Price		Sale Price	Sale Price	
		2017	2018		2017	2018		2017	2018	
Cd'A/Dalton	01	1067	1,074	1%	284,470	318,424	12%	257,665	289,900	13%
Post Falls	02	904	966	7%	250,799	284,804	14%	229,900	263,972	15%
Hayden	03	438	444	1%	330,235	375,897	14%	285,000	325,000	14%
Rathdrum/Twin/Hauser	04, 04a	247	288	17%	243,122	279,792	15%	229,000	255,850	12%
North Kootenai County	05,06,07	111	95	-14%	211,822	224,832	6%	187,500	205,290	9%
South Kootenai County	08,09,10,11	49	71	45%	601,797	888,341	48%	579,000	750,000	30%
<b>Kootenai County</b>	above areas	<b>2,815</b>	<b>2,941</b>	<b>4%</b>	<b>279,678</b>	<b>323,000</b>	<b>15%</b>	<b>247,000</b>	<b>278,900</b>	<b>13%</b>
Silver Valley	12	172	187	9%	97,222	123,081	27%	81,500	115,000	41%
South/ South Shoshone/Benewah	13,14,15	54	47	-13%	118,363	156,042	32%	127,800	155,000	21%
North (Bonner & Boundary)	71	274	360	31%	244,633	267,781	9%	228,000	256,250	12%
Washington Counties	33	104	117	13%	248,315	288,403	16%	239,750	265,000	11%
<b>Total Site Built &lt; 2 Acres</b>	all areas	<b>3,420</b>	<b>3,649</b>	<b>7%</b>	<b>264,302</b>	<b>304,059</b>	<b>15%</b>	<b>238,000</b>	<b>267,989</b>	<b>13%</b>

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

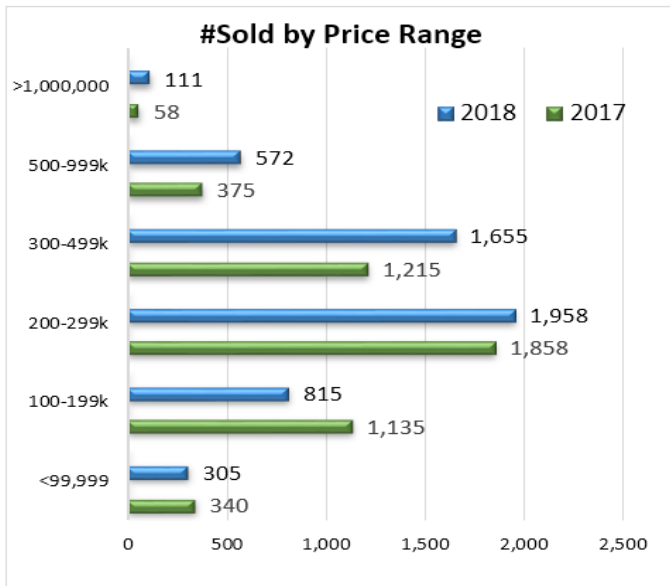


	2017		2018	
	#/Sales	Avg Sales Price	#/Sales	Avg Sales Price
Typical	3,350	267,047	3,610	305,809
REO	59	119,288	32	135,099
Short Sales	12	205,400	8	188,638

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All Residential Listing Types, from inexpensive mobile homes on rented lots to high-end waterfront properties. For Yr/Date 2017, sales prices ranged from \$7,000 to \$3,100,000 with an average of 104 days on market. For Yr/Date 2018, sales prices ranged from \$12,000 to \$4,999,500 with an overall average of 103 days on market.

#/Sales			Total Volume			Average Price			Median Price		
2017	2018	%/CH	2017	2018	%/CH	2017	2018	%/CH	2017	2018	%/CH
4,969	5,404	8.8%	1,447,125,449	1,803,555,687	24.6%	291,231	333,745	14.6%	245,500	278,331	13.4%

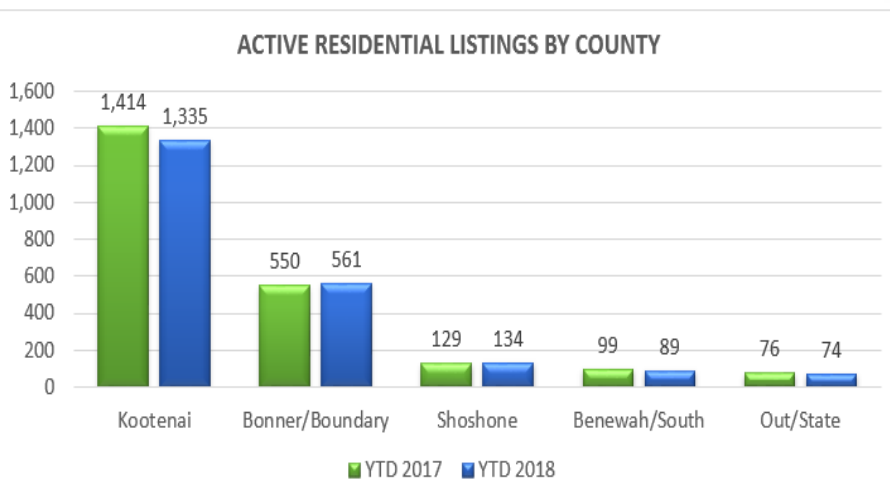
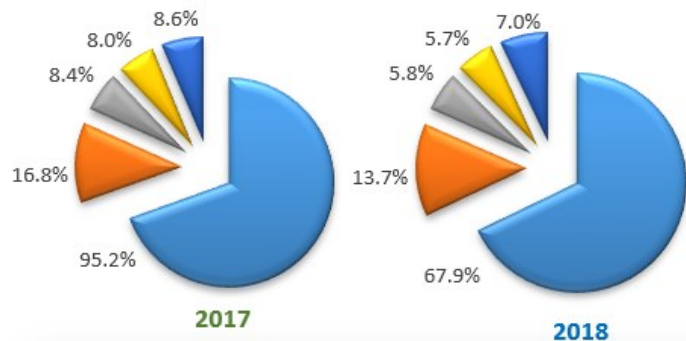


Residential # of Units Sold by Price Range Year/Date for Each Year Reported

# Res Sold by Price	2017	%/Total	2018	%/Total
<99,999	340	6.8%	305	5.6%
100-199k	1,135	22.8%	815	15.0%
200-299k	1,858	37.3%	1,958	36.2%
300-499k	1,215	24.4%	1,655	30.6%
500-999k	375	7.5%	572	10.6%
>1,000,000	58	1.2%	111	2.0%

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

List Type	#/Sales			Average Sales Price		
	2017	2018	%/CH	2017	2018	%/CH
CO	253	263	4.0%	238,030	282,161	18.5%
M1 < 2 ac	104	117	12.5%	131,170	141,063	7.5%
M2 > 2 ac	92	144	56.5%	217,859	225,115	3.3%
M3 Lease	115	115	0.0%	54,645	65,170	19.3%
S1 < 2 ac	3,420	3,649	6.7%	264,302	304,059	15.0%
S2 > 2 ac	609	742	21.8%	395,645	446,176	12.8%
S3 Lease	34	19	-44.1%	191,562	215,258	12.4%
TH	37	43	16.2%	252,149	244,285	-3.1%
WC - Condo	24	44	83.3%	945,822	645,035	-31.8%
WF	200	216	8.0%	673,357	776,896	15.4%
WL - Lease	12	3	-75.0%	119,708	101,333	-15.3%
WS	69	49	-29.0%	397,427	434,048	9.2%



Active Listings	Now ( 2018)	1 yr Ago (2017)	%/Chg
All	4,726	4721	0.1%
Res Only	2,193	2268	-3.3%

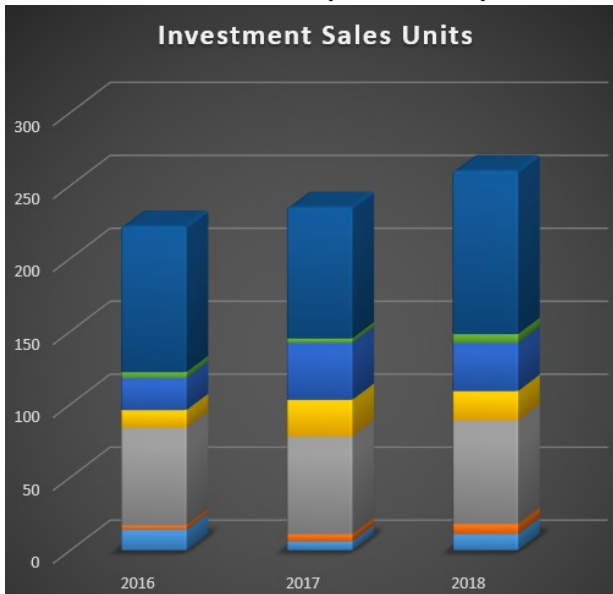
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# Investment Properties

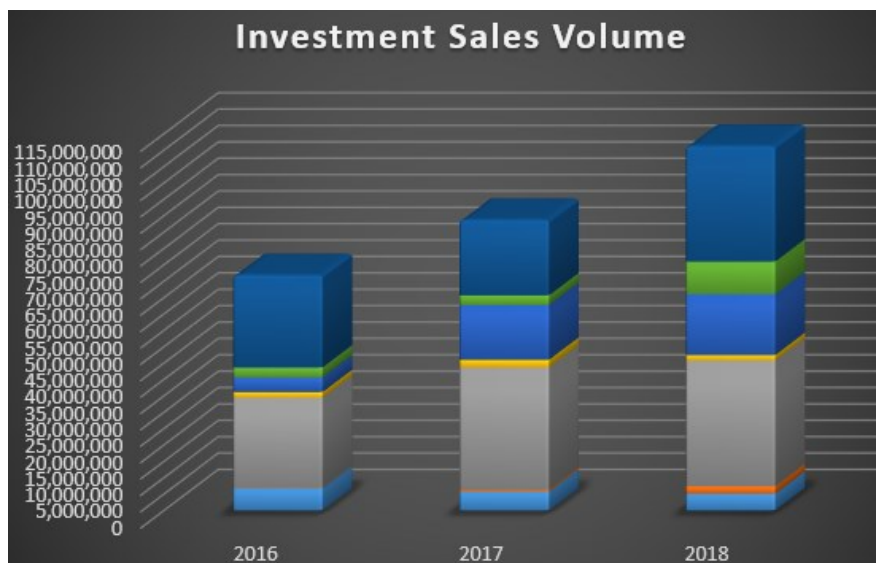
Investment Sales reported to MLS, Year/Date for all years reported.

Investment Properties YTD	#/Sales			Sold Volume		
	2016	2017	2018	2016	2017	2018
Business Bldg & Land	14	6	11	6,694,520	5,690,000	5,046,000
Business Opportunity	3	5	7	99,000	605,000	2,308,000
Commercial Bldg w/Land	67	67	71	27,575,760	37,366,610	38,390,275
Commercial Condo	12	25	20	1,704,150	2,257,050	1,617,900
Commercial Land	22	39	33	4,501,954	16,719,129	18,643,213
Farm/Ranch over 20 Ac	4	3	6	3,027,000	2,961,150	9,930,000
Multi-Family	100	90	112	28,230,881	23,107,452	35,298,865
<b>Total</b>	<b>222</b>	<b>235</b>	<b>260</b>	<b>71,833,265</b>	<b>88,706,391</b>	<b>111,234,253</b>

Investment Sales #/Sales - Year/Date

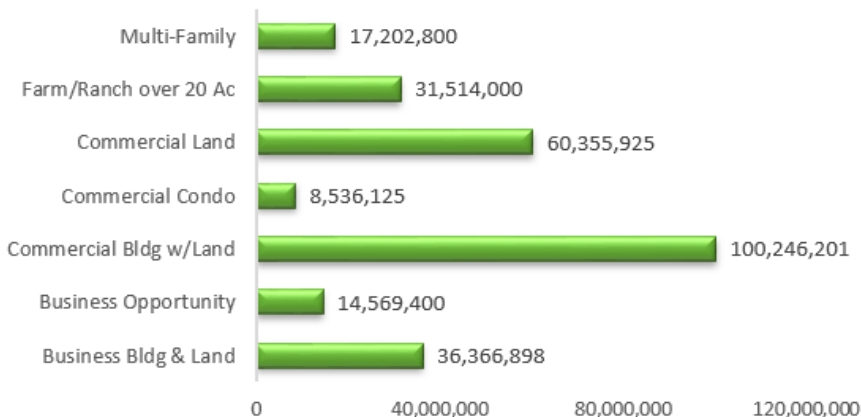


Investment Sales- Volume Total Volume - Year/Date



- 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 10/31/2018

MF	34
FR	16
CL	86
CC	19
CB	147
BO	21
BB	49
<b>Total</b>	<b>372</b>

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## Vacant Land Properties

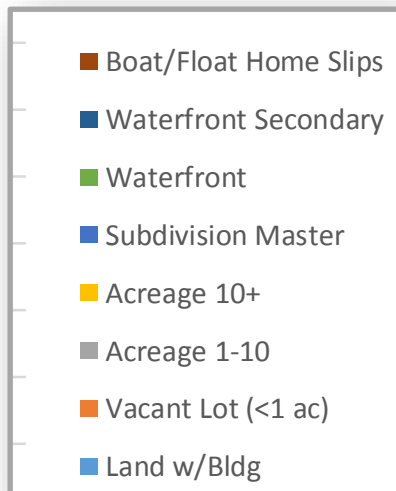
Vacant Land Sales reported to MLS, Year/Date for all years reported

Vacant Land Properties Listing Type	#/Sales			Sold Volume		
	2016	2017	2018	2016	2017	2018
Land w/Bldg	14	9	10	1,237,150	1,082,400	1,803,500
Vacant Lot (<1 ac)	288	276	370	20,625,745	21,750,132	43,078,704
Acreage 1-10	392	409	529	34,218,035	38,414,168	58,188,693
Acreage 10+	196	173	247	31,874,640	30,729,292	55,380,480
Subdivision Master	2	0	0	1,275,000	0	0
Waterfront	64	57	91	15,725,000	10,830,800	20,685,557
Waterfront Secondary	21	46	26	2,197,300	5,056,100	2,820,250
Boat/Float Home Slips	2	11	3	65,000	778,100	143,000
<b>total</b>	<b>979</b>	<b>981</b>	<b>1276</b>	<b>107,217,870</b>	<b>108,640,992</b>	<b>182,100,184</b>



Vacant Land active listings as of October 31, 2018

Active Vacant Land Properties		
Listing type	Active	Volume
Land w/Bldg	10	4,661,500
Vacant Lot <1 ac	641	75,506,206
Acreage 1-10	762	115,449,297
Acreage 10+	496	204,481,984
Subdivision Master	1	7,000,000
Waterfront	166	94,356,400
Waterfront Secondary	64	8,811,275
Boat/Float Home Slip	4	204,900



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