



COEUR D'ALENE MULTIPLE LISTING SERVICE 10/2018 Market Report

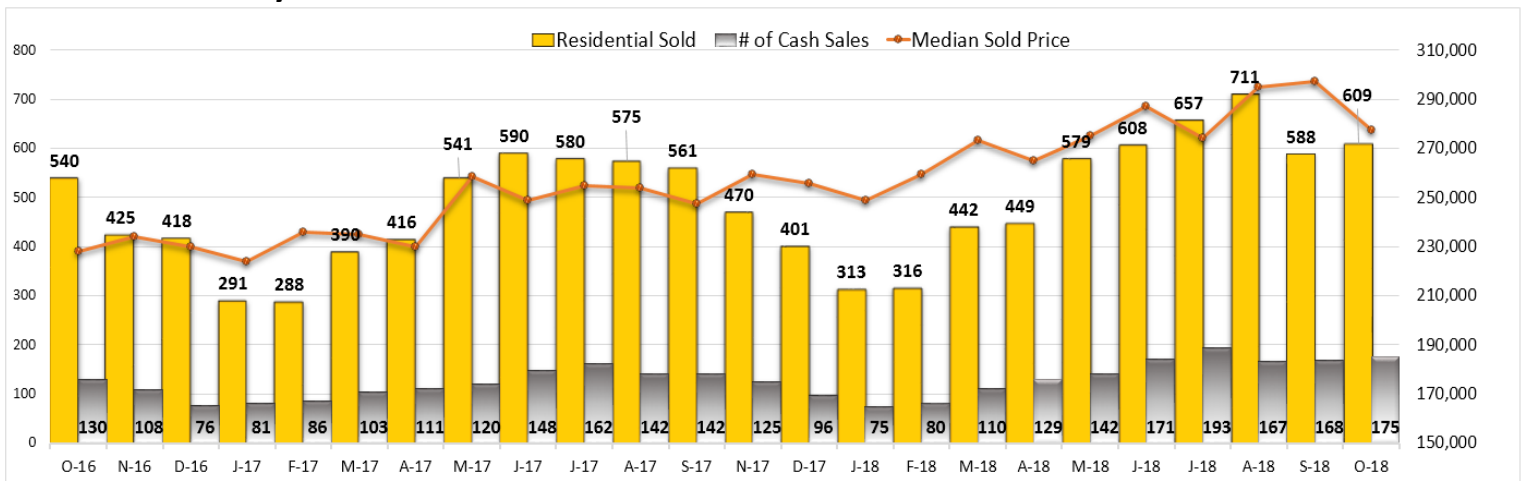
Data shown below reflects Coeur d'Alene Multiple Listing Service Listings in all Residential Categories.

In the Coeur d'Alene MLS Market, from the Year over Year Comparison Report **All Active Residential listings during the month of October 2018** was down 6% compared to 2017, with 2929 Active listings vs. 2752 at this time last year. The Sold Market Analysis Report shows that October ended with 609 **Total Residential Sold Listings** compared to 603 in 2017, for a increase of 1%.

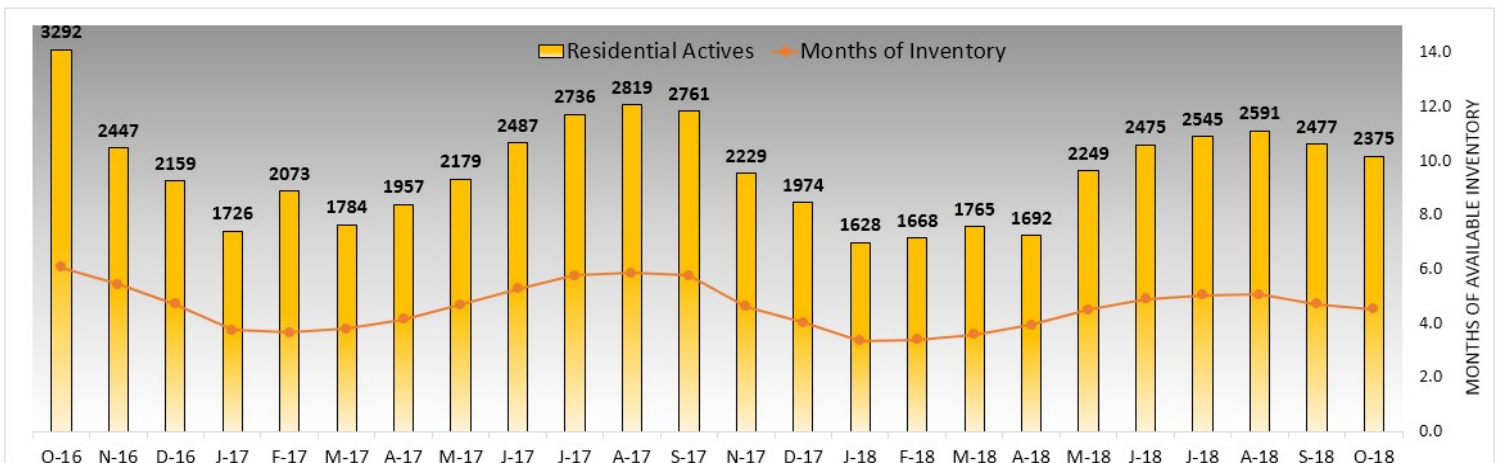
For October 2018:

- **Absorption Rate** is currently 4.52 vs 5.38 in 2017, a down 15.99%. The YTD rate is 4.35 compared to 4.85 in 2017, also down 10.31%
- **Median Sale Price** of sold homes is \$277,500 vs \$251,500 in 2017, an increase of 9.9%
- **New Construction** Residential closings in October = 89 vs. 63 in 2017, a increase of 41.27%; YTD 784 vs 617 in 2017, an increase of 27.06%
- **Typical Residential Sales (Existing/Non-distressed)** totaled 391 in October 2018; an Average Sales Price of \$335,136; with an average of 96 days on Market.

Closed Sales by Month



Active Listings/Months of Inventory (Current Actives at end of the month)



Links to Detailed Reports used:

[MARKET SUMMARY REPORTS](#)

[YEAR/YEAR COMPARISONS](#)

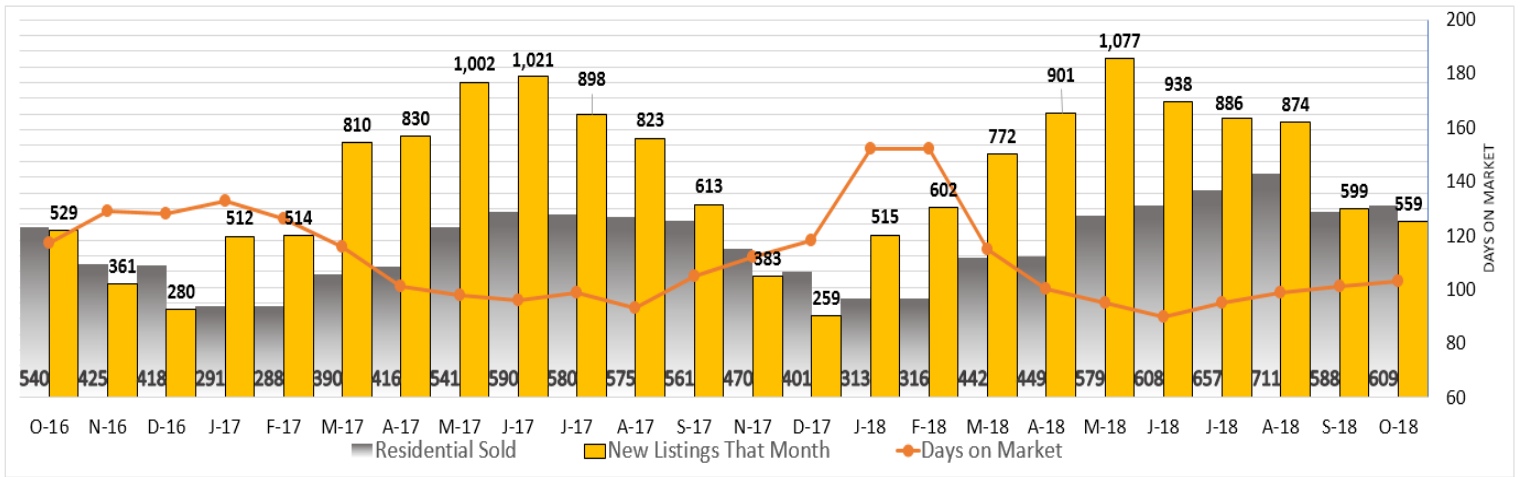
[SOLD MARKET ANALYSIS](#)



10/2018 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 October 2018	Last 6 Months Sold Listings						Current Months of Inventory	Market Conditions	Sold Listings YTD vs Last YTD		
		May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18			2018 YTD	2017 YTD	% Change
0 - 49,999	14	11	7	9	6	4	4	3.50	SELLER	90	96	-6.20
50,000 - 74,999	26	9	13	14	8	5	5	5.20	BALANCED	101	137	-26.30
75,000 - 99,999	34	11	10	17	15	9	9	3.78	SELLER	113	107	5.60
100,000 - 124,999	35	15	14	17	18	10	10	3.50	SELLER	133	120	10.80
125,000 - 149,999	75	17	17	17	18	22	22	3.41	SELLER	153	178	-14.00
150,000 - 174,999	51	16	29	31	18	17	17	3.00	SELLER	214	307	-30.30
175,000 - 199,999	70	42	29	34	37	44	44	1.59	SELLER	313	530	-40.90
200,000 - 224,999	86	46	48	57	42	38	38	2.26	SELLER	420	560	-25.00
225,000 - 249,999	160	62	61	67	80	45	45	3.56	SELLER	585	528	10.80
250,000 - 274,999	160	60	48	67	64	61	61	2.62	SELLER	508	402	26.40
275,000 - 299,999	171	48	50	56	63	47	47	3.64	SELLER	444	368	20.70
300,000 - 349,999	272	67	74	69	116	84	84	3.24	SELLER	676	512	32.00
350,000 - 399,999	235	58	57	62	68	43	43	5.47	BALANCED	479	347	38.00
400,000 - 499,999	273	53	69	59	70	67	67	4.07	SELLER	499	356	40.20
500,000 - 599,999	172	24	37	28	35	36	36	4.78	SELLER	270	173	56.10
600,000 - 699,999	119	13	23	21	16	19	19	6.26	BALANCED	149	102	46.10
700,000 - 799,999	82	11	7	9	9	14	14	5.86	BALANCED	83	42	97.60
800,000 - 899,999	52	1	2	4	8	6	6	8.67	BUYER	41	43	-4.70
900,000 - 999,999	46	2	3	2	7	3	3	15.33	BUYER	29	15	93.30
1,000,000 - 1,999,999	166	13	7	16	9	11	11	15.09	BUYER	89	49	81.60
2,000,000 - 2,999,999	43	0	3	1	2	3	3	14.33	BUYER	17	8	112.50
3,000,000+	33	0	0	0	2	0	0	0.00	SELLER	5	1	400.00
Totals	2375	579	608	657	711	588	588	5.42	BALANCED	5411	4981	8.6%
% Cash Sales		24.53%	25.13%	29.38%	23.49%	28.57%	29.76%					
Total Cash Sales		142	171	193	167	168	175					

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.