



COEUR D'ALENE MULTIPLE LISTING SERVICE 01/2017 Market Report

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

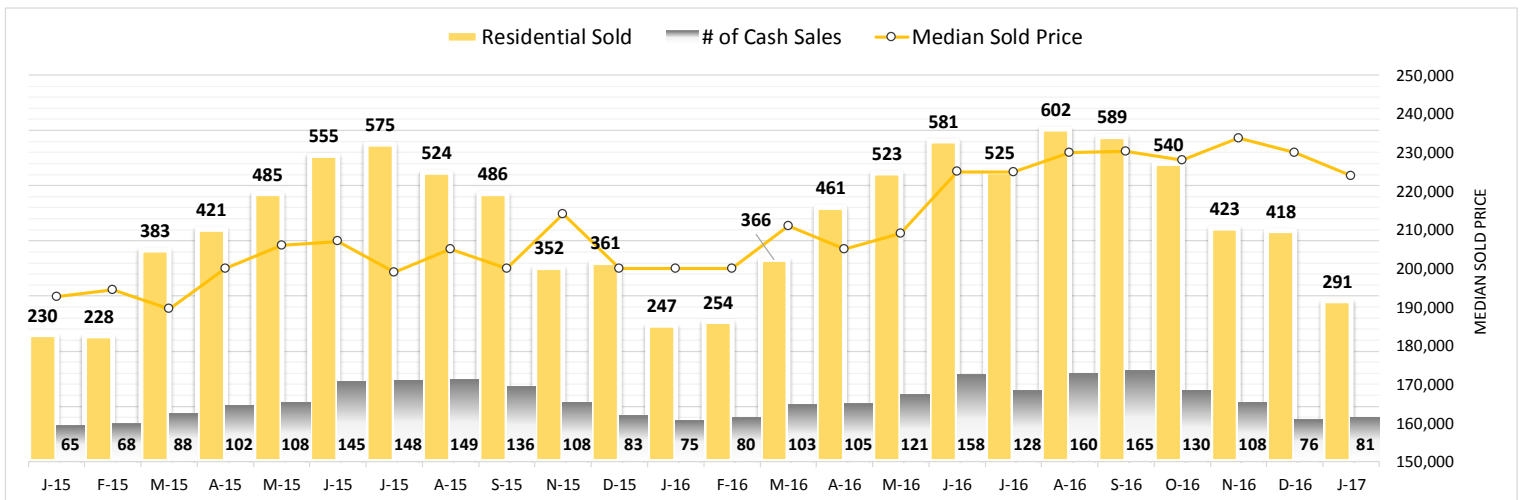
Links to detailed reports used for this data are below

In the Coeur d'Alene MLS Market, January 2017 **New/Active Residential Inventory** was down 13.6% compared to 2016, with 508 Active listings at the end of January 2017 vs. 588 at this time last year. January shows 291 **Residential** closings compared to 248 in 2016, for an increase of 17.3%.

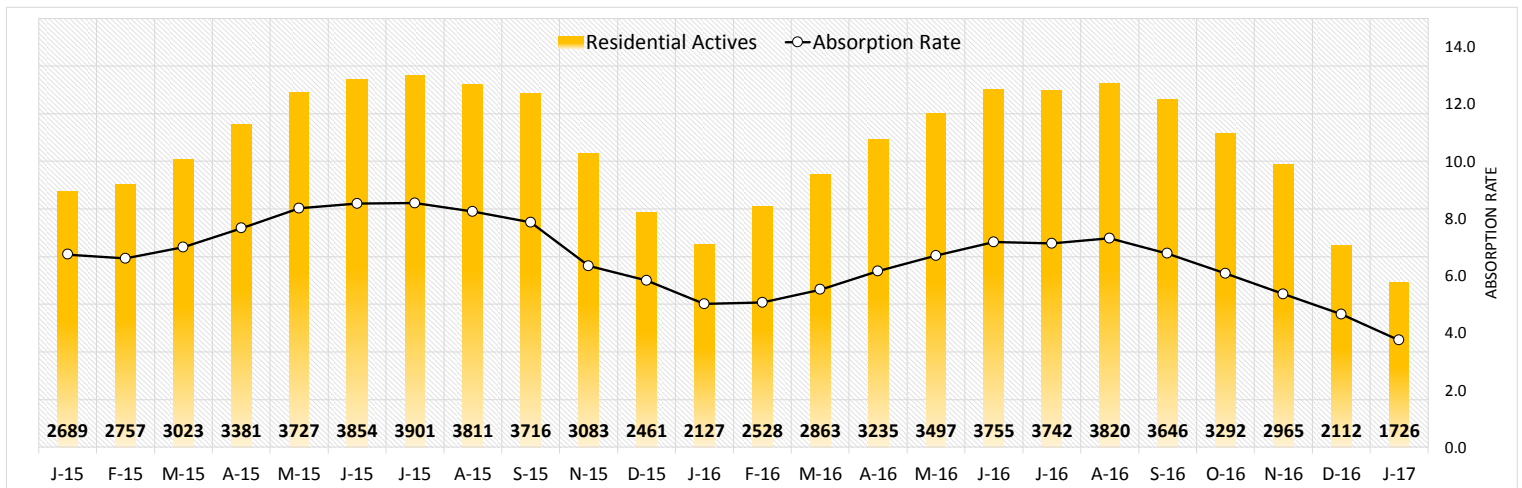
As of January 31, 2017:

- **Absorption Rate** = 3.74 Months of Inventory, vs 5 Months in 2016, a decrease of 25.20%
- **Median Price** of sold homes is \$224,000, vs \$200,500 in 2016, an increase of 11.72%
- **New Construction** Residential closings = 49 vs. 39 in 2016, an increase of 26%
- **Existing/Non-distressed** Residential sales totaled 228 in 2017; an Average Sales Price of \$267,477; with an average of 96 days on Market.

Closed Sales by Month



Active Listings/Absorption Rate



Links to Detailed Reports used and Vacant Land/Multi-Family Information

MARKET SUMMARY REPORTS

YEAR/YEAR COMPARISONS

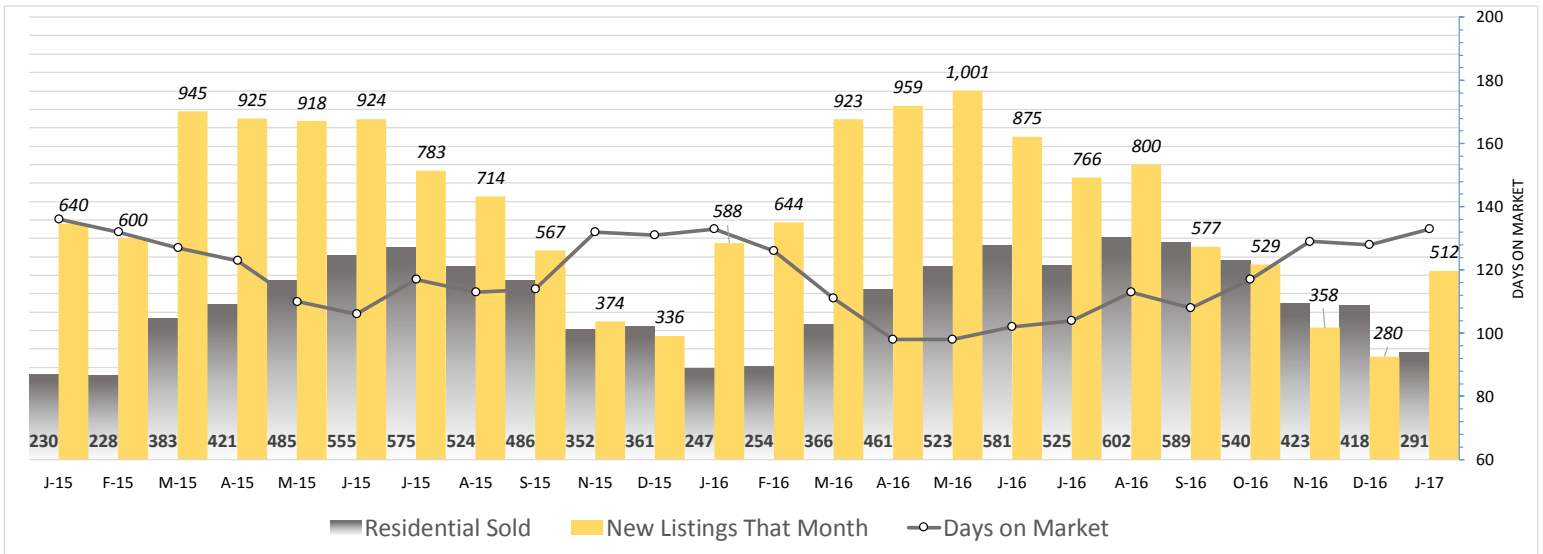
SOLD MARKET ANALYSIS



01/2017 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

Last 6 Months Closed Sales

Listing Price Range	# of Active Listings Jan 2017	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Current Months of Inventory	Market Conditions
0 - 49,999	32	14	19	12	12	9	4	8.00	BUYER
50,000 - 74,999	43	14	14	16	10	11	10	4.30	SELLER
75,000 - 99,999	56	11	19	8	13	7	10	5.60	BALANCED
100,000 - 124,999	57	13	14	13	10	12	11	5.18	BALANCED
125,000 - 149,999	73	34	25	21	20	20	13	5.62	BALANCED
150,000 - 174,999	60	66	54	43	44	45	23	2.61	SELLER
175,000 - 199,999	96	87	75	68	40	48	36	2.67	SELLER
200,000 - 224,999	112	48	63	74	42	49	39	2.87	SELLER
225,000 - 249,999	140	54	56	50	50	32	21	6.67	BALANCED
250,000 - 274,999	116	49	58	33	36	27	25	4.64	SELLER
275,000 - 299,999	115	42	25	37	25	29	20	5.75	BALANCED
300,000 - 349,999	171	52	50	45	36	39	23	7.43	BUYER
350,000 - 399,999	124	38	36	44	26	28	17	7.29	BUYER
400,000 - 499,999	119	40	27	43	30	29	18	6.61	BALANCED
500,000 - 599,999	86	10	20	10	11	16	7	12.29	BUYER
600,000 - 699,999	78	8	13	4	5	10	5	15.60	BUYER
700,000 - 799,999	38	5	9	4	6	2	4	9.50	BUYER
800,000 - 899,999	42	2	5	6	2	1	1	42.00	BUYER
900,000 - 999,999	42	3	2	1	1	1	1	42.00	BUYER
1,000,000 - 1,999,999	78	10	5	7	3	2	3	26.00	BUYER
2,000,000 - 2,999,999	26	0	0	1	1	1	0	26.00	BUYER
3,000,000 +	22	2	0	0	0	0	0	22.00	BUYER
Totals	1726	602	589	540	423	418	291	5.93	BALANCED
% Cash Sales		26.58%	28.01%	24.07%	25.53%	18.18%	27.84%		

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.