

MLS STATS *Jan-Nov 2016*

COEUR D'ALENE MULTIPLE LISTING SERVICE

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

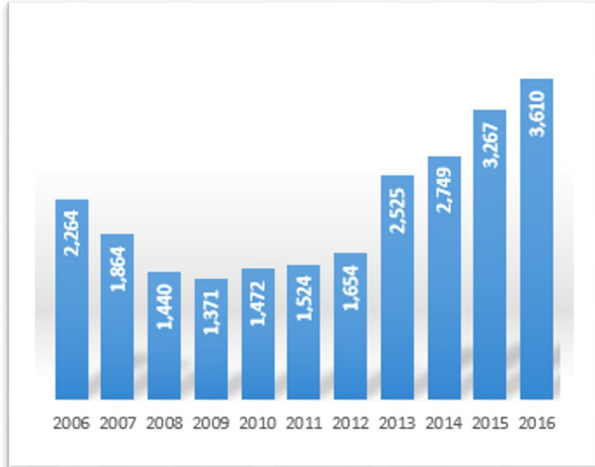


Table below reflects data on residential listings with house built on site, less than two acres of real property, sold during the reporting period - from ***January 1st through end of November*** each year reported (year-to-date). Shown are total number of sales, median sale price, and average sales price in each area.

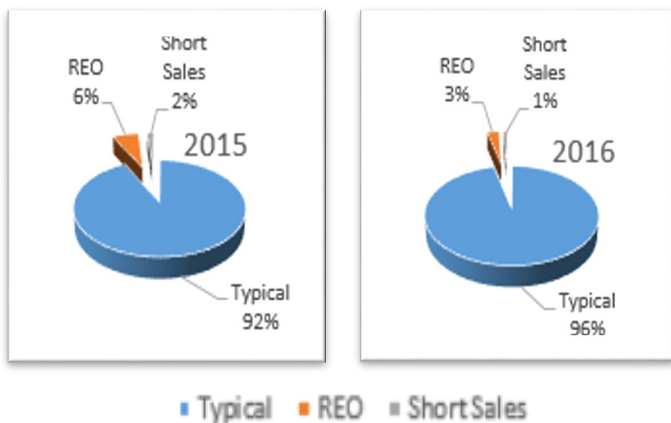
Chart to left provides comparisons of total numbers of "S1 - Site Built on < 2 acre" listings sold in similar periods in previous years.

New construction housing accounted for 16% of "S1 - Site Built on < 2 acres" sales for year/date 2015, and for 19% of sales for year/date 2016.

Site Built <2 Acres

Area	2015	2016	% / Chg	2015	2016	% / Chg	2015	2016	% / Chg
	#/Sales	#/Sales		Average Sale Price	Average Sale Price		Median Sale Price	Median Sale Price	
Cd'A/Dalton	1,111	1153	4%	239,414	258,569	8%	215,000	235,000	9%
Post Falls	839	993	18%	204,344	224,301	10%	189,000	205,000	8%
Hayden	423	446	5%	278,631	300,588	8%	230,000	261,000	13%
Rathdrum/Twin/Hauser	222	276	24%	209,625	227,313	8%	183,720	207,500	13%
North KC	81	104	28%	181,304	196,808	9%	179,900	185,675	3%
South KC	43	43	0%	798,790	462,448	-42%	515,000	428,000	-17%
Kootenai County	2,720	3,017	11%	239,242	251,399	5%	203,122	220,813	9%
Silver Valley	147	171	16%	84,801	97,433	15%	68,000	80,000	18%
South/Benewah	57	53	-7%	116,482	134,765	16%	117,000	135,000	15%
North (Bonner & Boundary)	250	266	6%	232,485	226,106	-3%	198,250	214,500	8%
Washington Counties	94	105	12%	238,488	215,044	-10%	209,950	203,500	-3%
Total Site Built < 2 Acres	3,267	3,610	10%	229,724	239,486	4%	196,649	215,000	9%

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



	2015		2016	
	#/Sales	Avg Sales Price	#/Sales	Avg Sales Price
Typical	3,016	237,889	3,470	242,799
REO	199	120,716	102	135,462
Short Sales	52	173,339	38	216,174

The representations in this report are based on data generated from the database of the Multiple Listing Service of the Coeur d'Alene Association of REALTORS® for the time periods specified in the report. Data maintained by the Association or its Multiple Listing Service may not reflect all real estate activity in the market.