

Local Market Update – October 2020

A Research Tool Provided by Coeur d'Alene MLS.



Kootenai County

Idaho

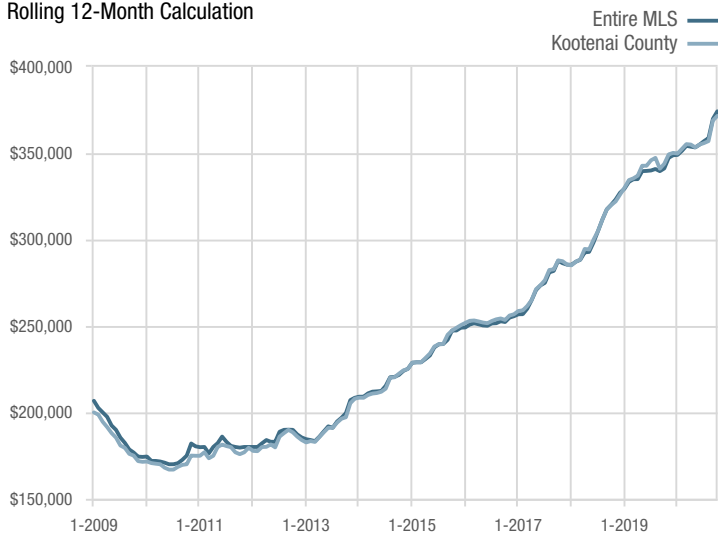
New Construction	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
Key Metrics						
New Listings	122	66	- 45.9%	1,202	1,034	- 14.0%
Pending Sales	76	67	- 11.8%	815	955	+ 17.2%
Closed Sales	82	100	+ 22.0%	726	805	+ 10.9%
Days on Market Until Sale	168	189	+ 12.5%	183	181	- 1.1%
Median Sales Price*	\$354,190	\$393,568	+ 11.1%	\$349,714	\$374,788	+ 7.2%
Average Sales Price*	\$434,045	\$482,622	+ 11.2%	\$383,841	\$422,771	+ 10.1%
Percent of List Price Received*	100.1%	101.2%	+ 1.1%	100.4%	100.7%	+ 0.3%
Inventory of Homes for Sale	320	63	- 80.3%	—	—	—
Months Supply of Inventory	4.3	0.7	- 83.7%	—	—	—

Previously Owned	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
Key Metrics						
New Listings	237	294	+ 24.1%	3,839	3,519	- 8.3%
Pending Sales	265	336	+ 26.8%	3,058	3,156	+ 3.2%
Closed Sales	319	414	+ 29.8%	2,878	3,047	+ 5.9%
Days on Market Until Sale	75	61	- 18.7%	71	67	- 5.6%
Median Sales Price*	\$300,000	\$407,500	+ 35.8%	\$305,000	\$370,000	+ 21.3%
Average Sales Price*	\$402,844	\$527,890	+ 31.0%	\$377,112	\$473,294	+ 25.5%
Percent of List Price Received*	97.9%	100.2%	+ 2.3%	98.5%	99.3%	+ 0.8%
Inventory of Homes for Sale	556	280	- 49.6%	—	—	—
Months Supply of Inventory	1.9	1.0	- 47.4%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

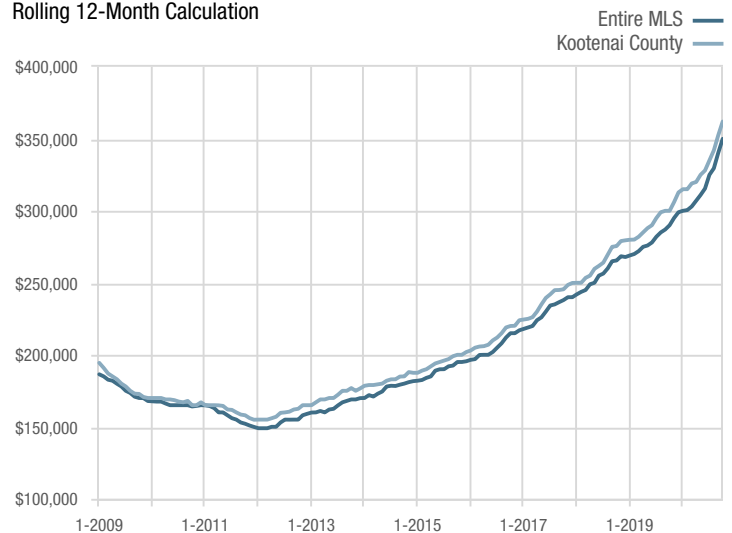
Median Sales Price - New Construction

Rolling 12-Month Calculation



Median Sales Price - Previously Owned

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Current as of November 1, 2020. All data from Coeur d'Alene Multiple Listing Service. Data is deemed reliable but is not guaranteed accurate by the MLS. Report © 2020 ShowingTime.