

Local Market Update – December 2020

A Research Tool Provided by Coeur d'Alene MLS.



Kootenai County

Idaho

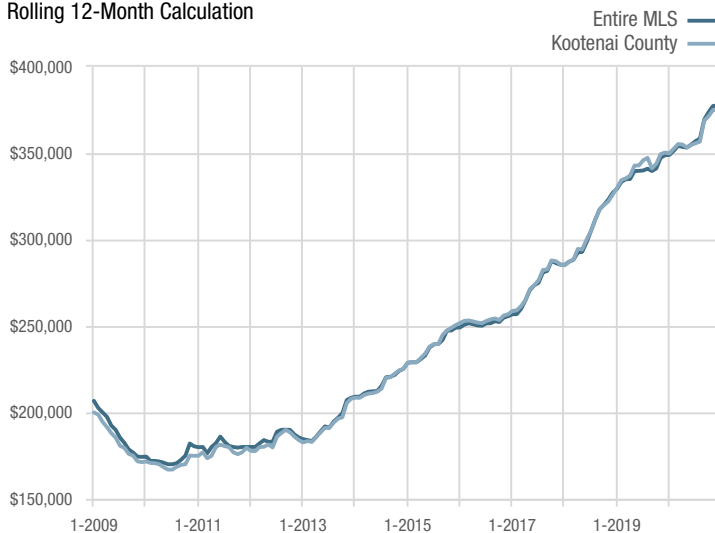
| New Construction | December | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2019 | 2020 | % Change | Thru 12-2019 | Thru 12-2020 | % Change |
| Key Metrics | | | | | | |
| New Listings | 64 | 26 | - 59.4% | 1,333 | 1,157 | - 13.2% |
| Pending Sales | 79 | 49 | - 38.0% | 948 | 1,093 | + 15.3% |
| Closed Sales | 80 | 100 | + 25.0% | 890 | 1,002 | + 12.6% |
| Days on Market Until Sale | 182 | 267 | + 46.7% | 183 | 194 | + 6.0% |
| Median Sales Price* | \$354,253 | \$366,730 | + 3.5% | \$350,372 | \$375,000 | + 7.0% |
| Average Sales Price* | \$384,902 | \$495,382 | + 28.7% | \$393,106 | \$431,135 | + 9.7% |
| Percent of List Price Received* | 101.6% | 101.0% | - 0.6% | 100.6% | 100.7% | + 0.1% |
| Inventory of Homes for Sale | 244 | 18 | - 92.6% | — | — | — |
| Months Supply of Inventory | 3.1 | 0.2 | - 93.5% | — | — | — |

| Previously Owned | December | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2019 | 2020 | % Change | Thru 12-2019 | Thru 12-2020 | % Change |
| Key Metrics | | | | | | |
| New Listings | 125 | 126 | + 0.8% | 4,161 | 3,845 | - 7.6% |
| Pending Sales | 141 | 171 | + 21.3% | 3,392 | 3,632 | + 7.1% |
| Closed Sales | 222 | 234 | + 5.4% | 3,352 | 3,595 | + 7.2% |
| Days on Market Until Sale | 84 | 67 | - 20.2% | 72 | 66 | - 8.3% |
| Median Sales Price* | \$330,000 | \$425,000 | + 28.8% | \$312,750 | \$376,000 | + 20.2% |
| Average Sales Price* | \$418,159 | \$682,486 | + 63.2% | \$383,186 | \$499,603 | + 30.4% |
| Percent of List Price Received* | 97.9% | 101.1% | + 3.3% | 98.4% | 99.6% | + 1.2% |
| Inventory of Homes for Sale | 338 | 87 | - 74.3% | — | — | — |
| Months Supply of Inventory | 1.2 | 0.3 | - 75.0% | — | — | — |

* 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.

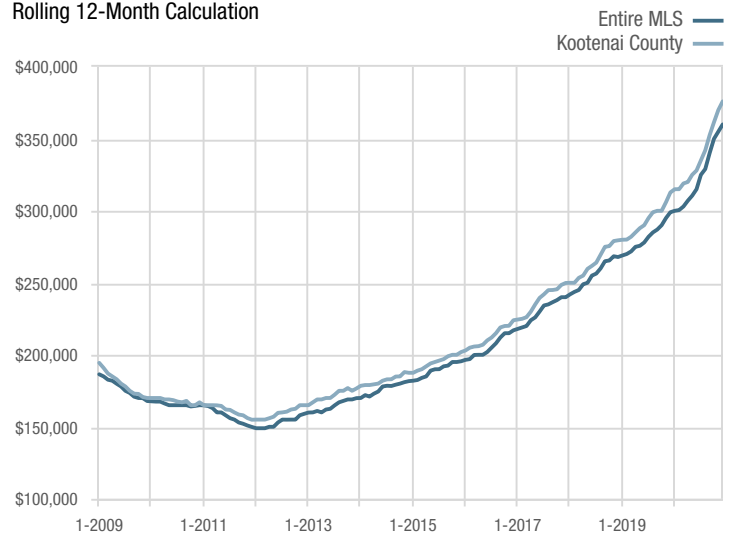
Median Sales Price - New Construction

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 January 1, 2021. All data from Coeur d'Alene Multiple Listing Service. Data is deemed reliable but is not guaranteed accurate by the MLS. Report © 2021 ShowingTime.