

Market Stats

March 2019



Windermere

REAL ESTATE

Windermere / Coeur d'Alene Realty

Windermere / Hayden

Residential Snap Shot

January 1st, 2019-February 28th, 2019

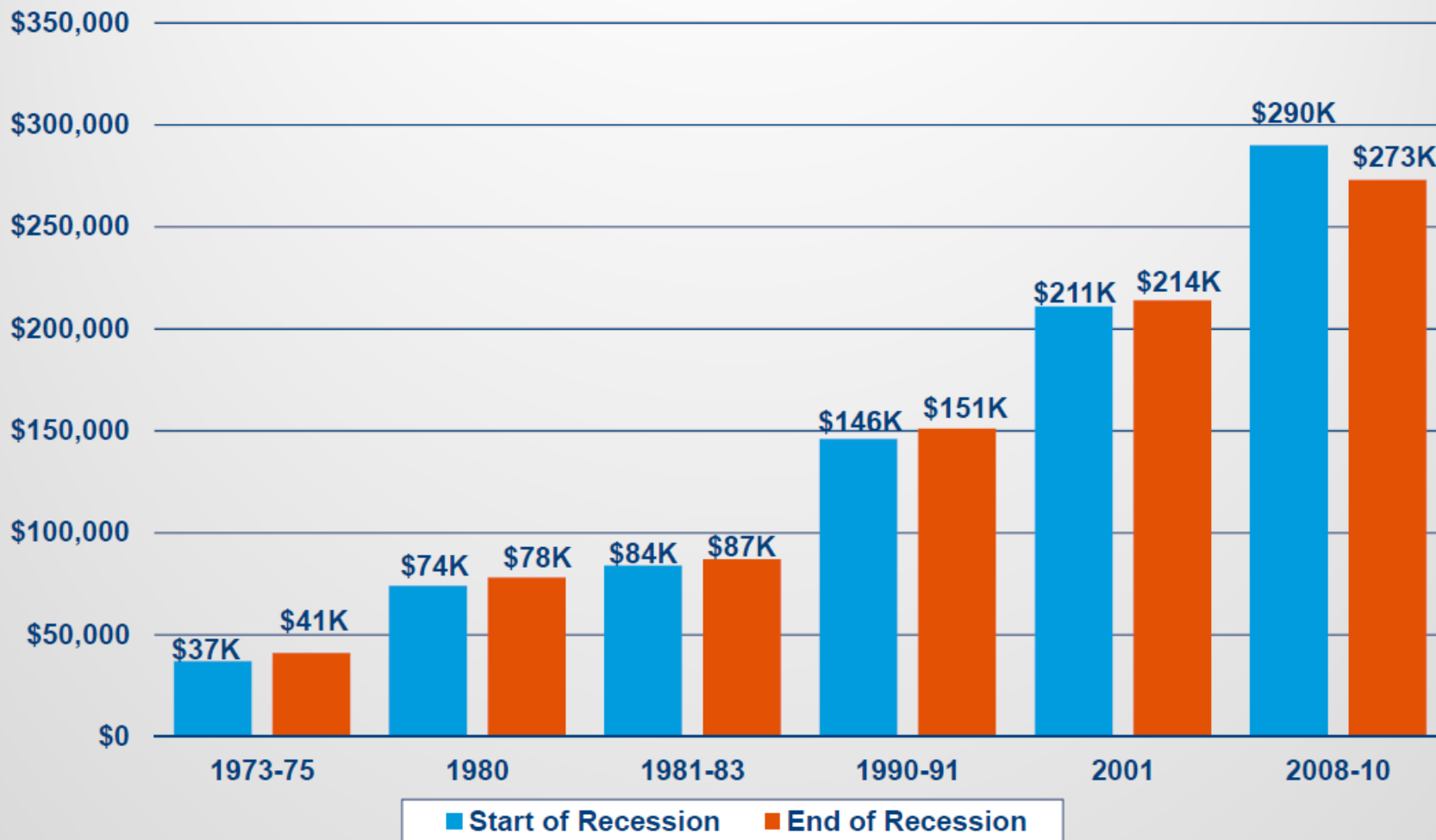


Area	01 CdA	Area	02 Post Falls	Area	03 Hayden
Active Listings	395	Active Listings	442	Active Listings	241
Homes Sold/Closed YTD	134	Homes Sold/Closed YTD	148	Homes Sold/Closed YTD	69
Avg Days on Market	98	Avg Days on Market	116	Avg Days on Market	105
Median Sales Price	\$306,000	Median Sales Price	\$268,000	Median Sales Price	\$333,000
Avg Sales Price	\$346,000	Avg Sales Price	\$315,000	Avg Sales Price	\$406,000
SP/OLP	97%	SP/OLP	96%	SP/OLP	97%
Area	04 Rathdrum/Twin Lakes	Area	04a Hauser Lake	Area	05 Athol/Spirit Lake NW Kootenai Co
Active Listings	168	Active Listings	6	Active Listings	58
Homes Sold/Closed YTD	58	Homes Sold/Closed YTD	3	Homes Sold/Closed YTD	21
Avg Days on Market	111	Avg Days on Market	114	Avg Days on Market	130
Median Sales Price	\$271,000	Median Sales Price	\$520,000	Median Sales Price	\$225,000
Avg Sales Price	\$321,000	Avg Sales Price	\$471,000	Avg Sales Price	\$278,000
SP/OLP	99%	SP/OLP	97%	SP/OLP	100%
Area	Athol/Bayview 06 NE Kootenai Co	Area	12 Silver Valley	Area	All Kootenai Co
Active Listings	28	Active Listings	125	Active Listings	1512
Homes Sold/Closed YTD	8	Homes Sold/Closed YTD	42	Homes Sold/Closed YTD	464
Avg Days on Market	139	Avg Days on Market	127	Avg Days on Market	113
Median Sales Price	\$322,000	Median Sales Price	\$123,000	Median Sales Price	\$290,000
Avg Sales Price	\$345,000	Avg Sales Price	\$139,000	Avg Sales Price	\$359,000
SP/OLP	92%	SP/OLP	90%	SP/OLP	88%

Recessions Do NOT Always Cause Home Prices to Drop



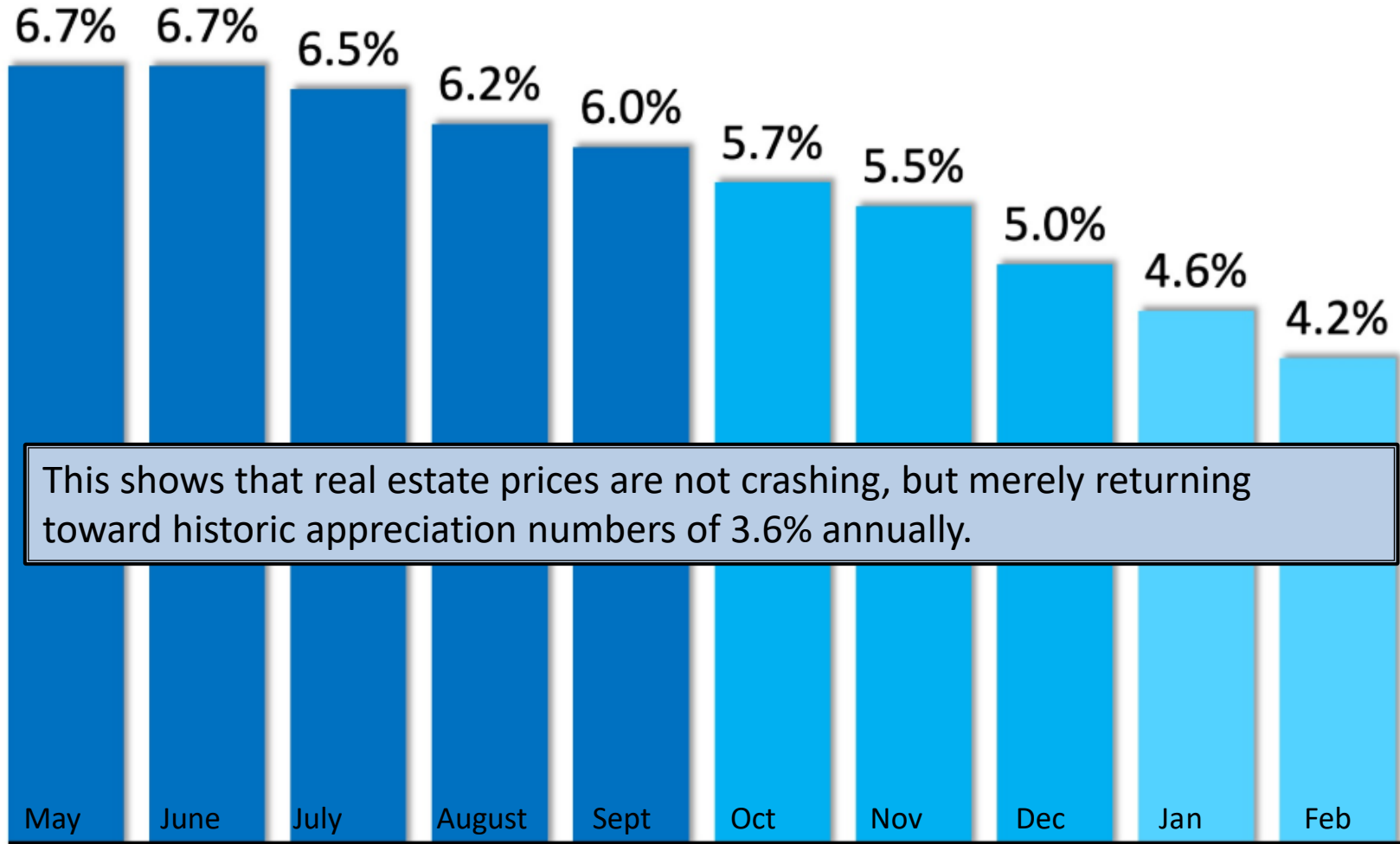
WINDERMERE
Economics



Source: Fed Reserve

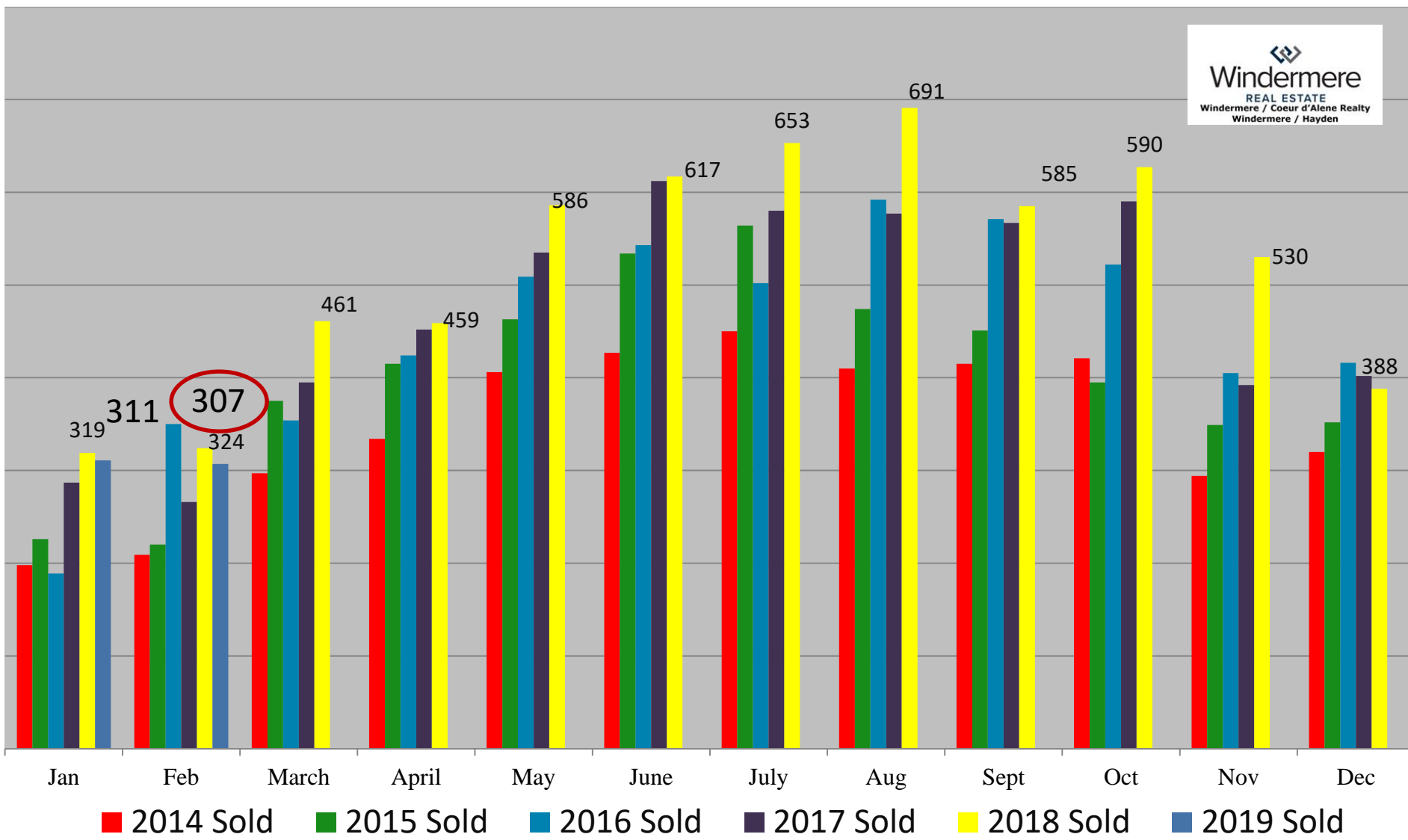
CASE SHILLER Year-Over-Year Price Changes

20 City Composite last ten months



This shows that real estate prices are not crashing, but merely returning toward historic appreciation numbers of 3.6% annually.

Residential Sales Comparison Year over Year All MLS

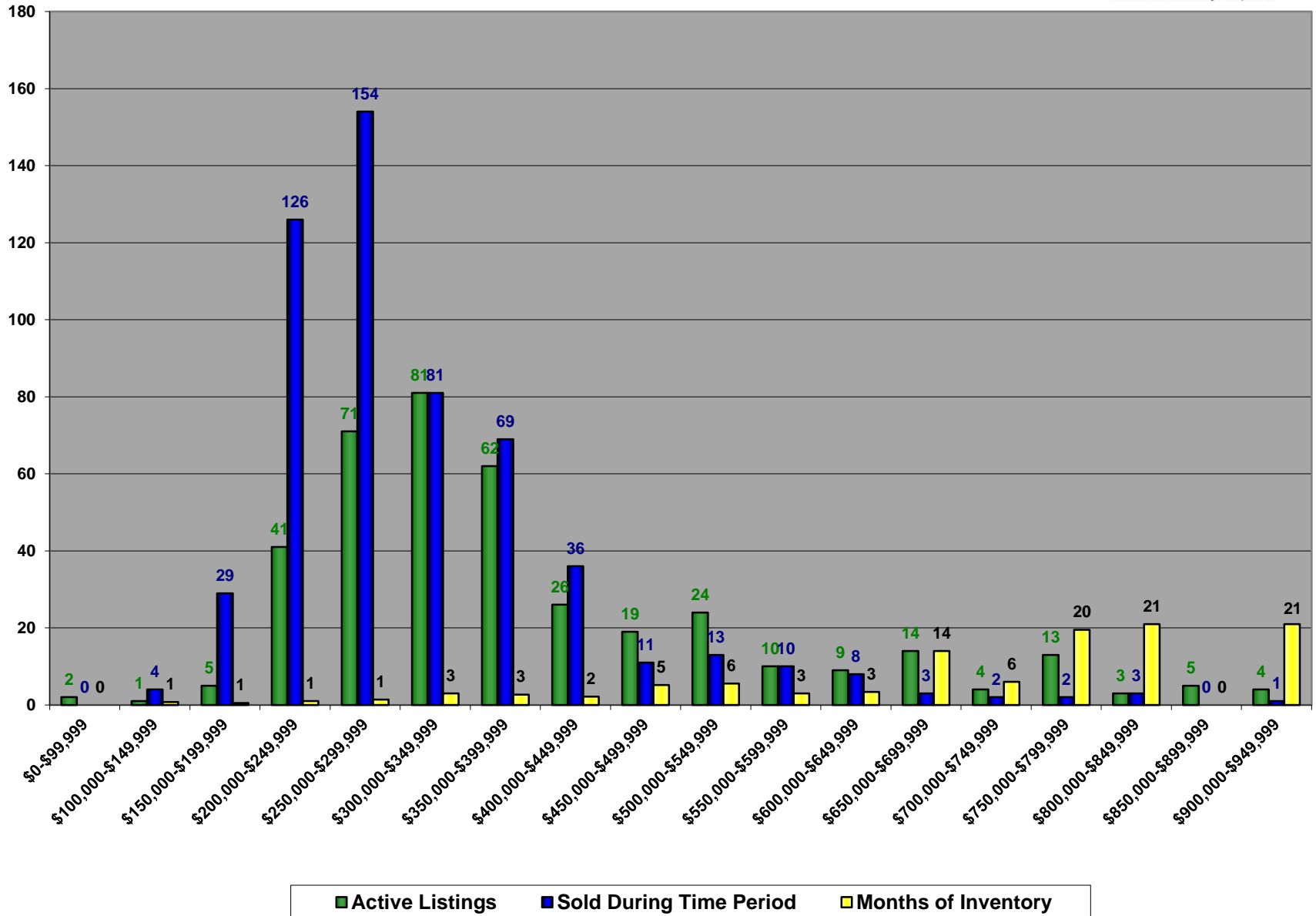


*Data provided by CDA MLS

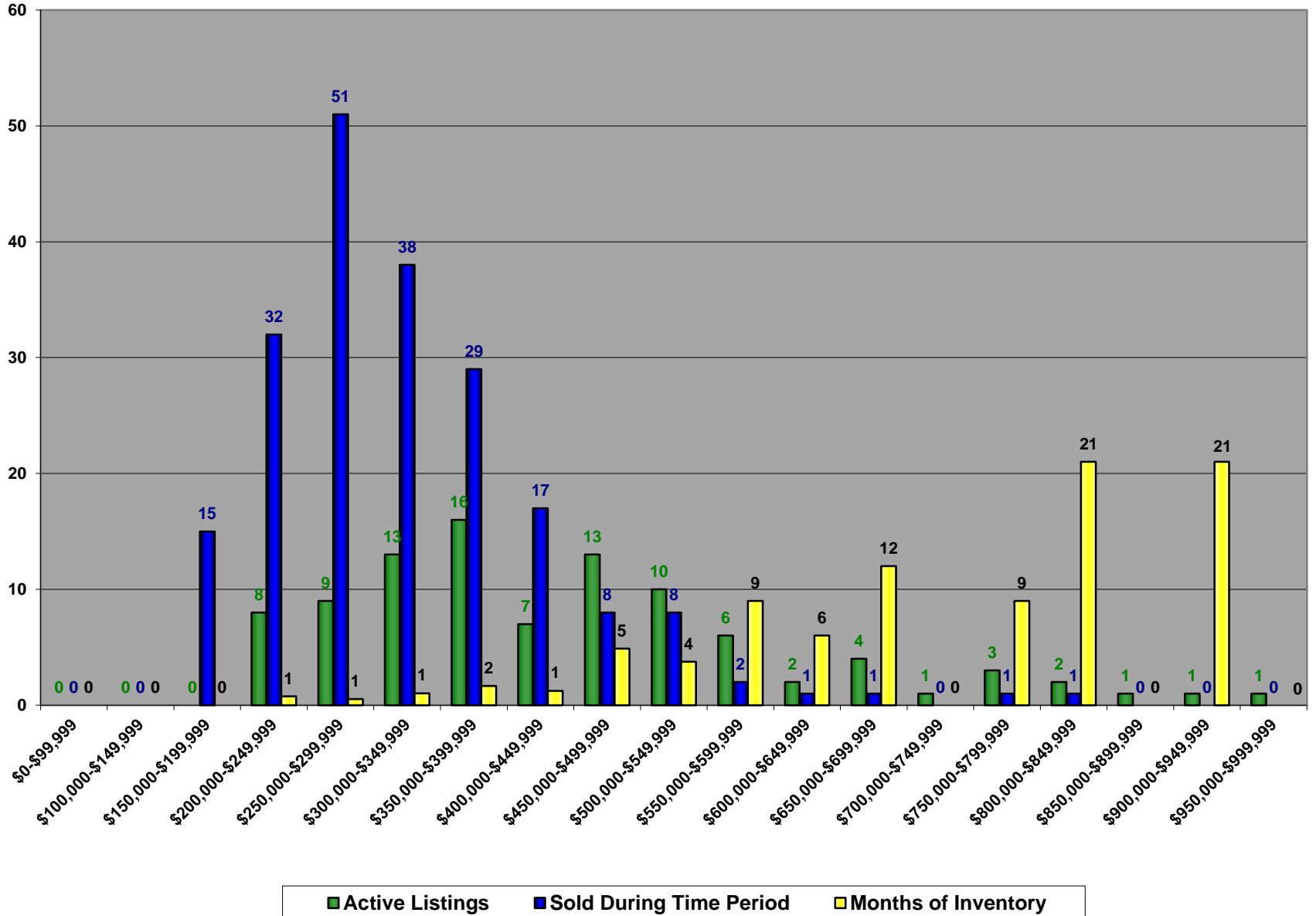
Months of Inventory Analysis

Kootenai Site Built < 2 Acres

Dec. 1, 2018 through Feb. 28, 2019

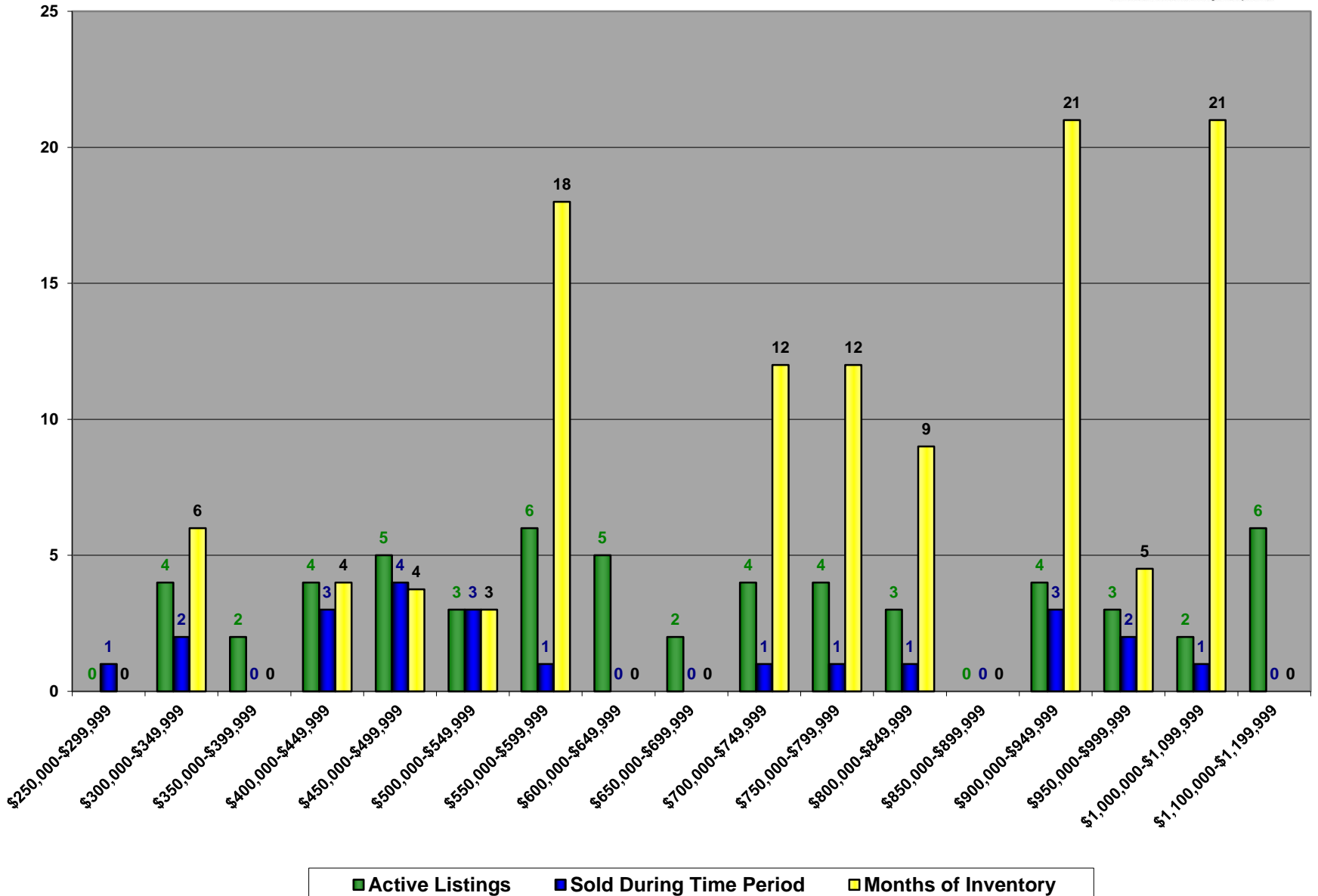


Months of Inventory Analysis CDA Site Built < 2 Acres Dec. 1, 2018 through Feb. 28, 2019



*Data provided by Cda MLS

Months of Inventory Analysis Residential Waterfront Dec. 1, 2018 through Feb. 28, 2019

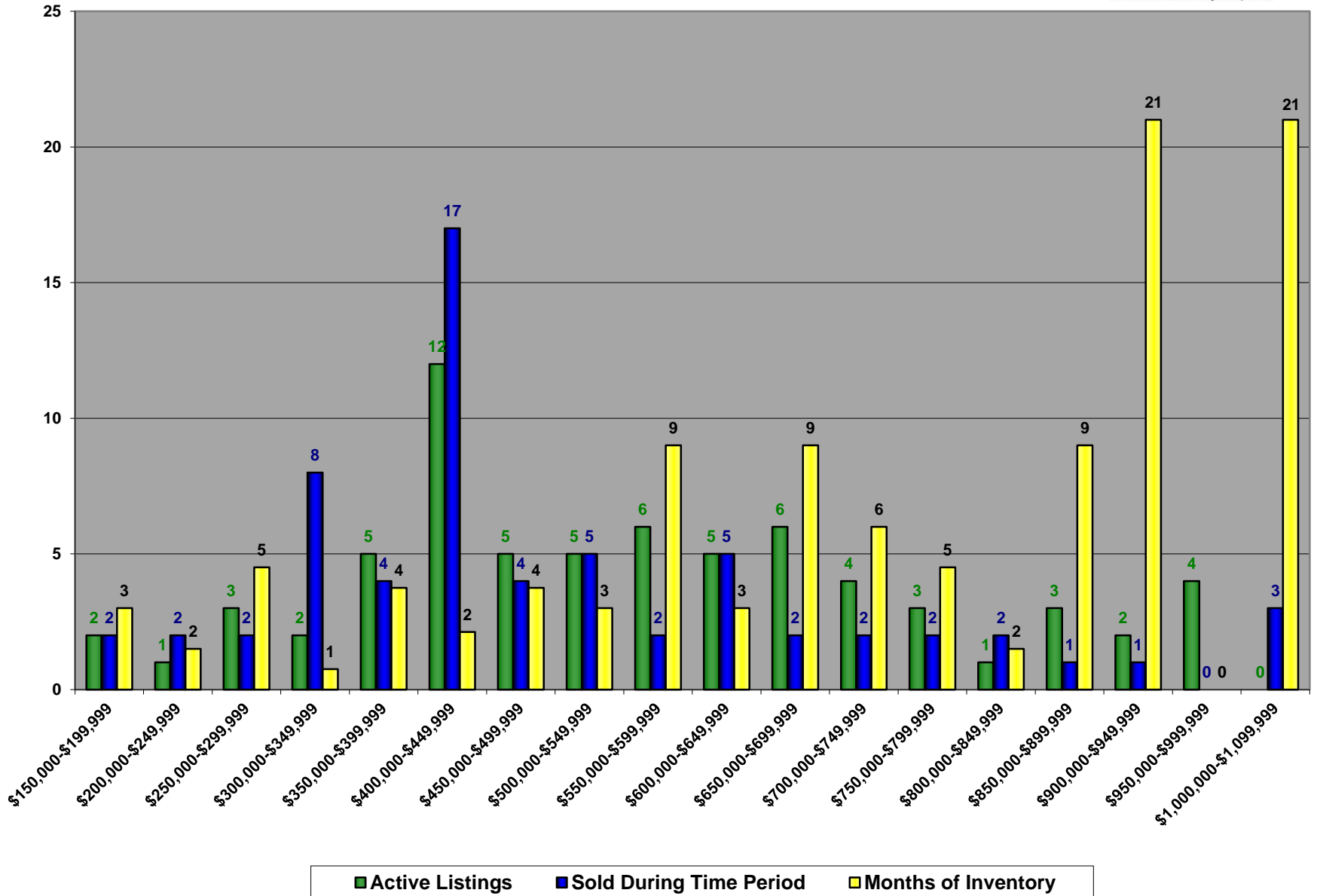


*Data provided by Cda MLS

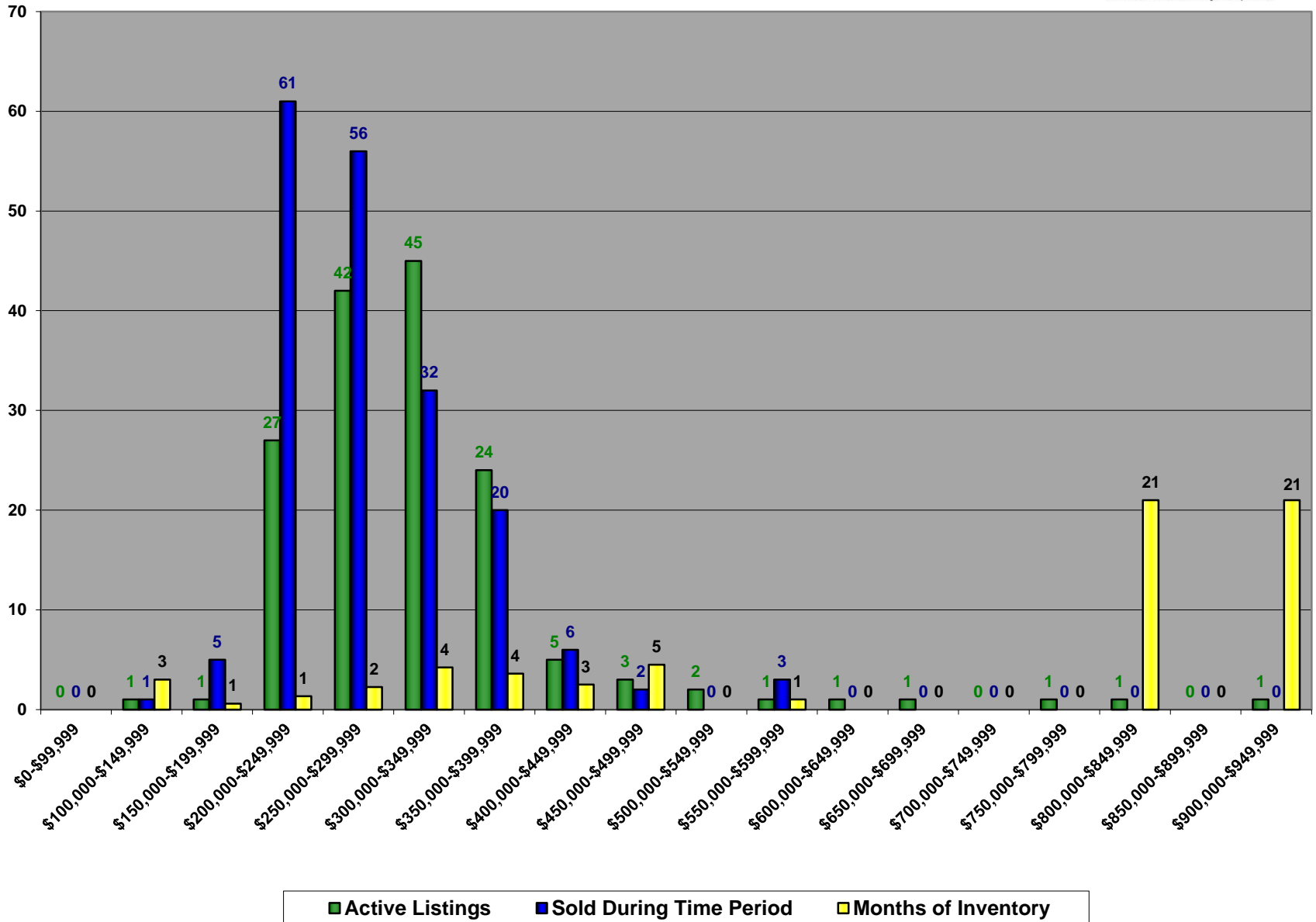
Months of Inventory Analysis

Kootenai Site Built > 2 Acres

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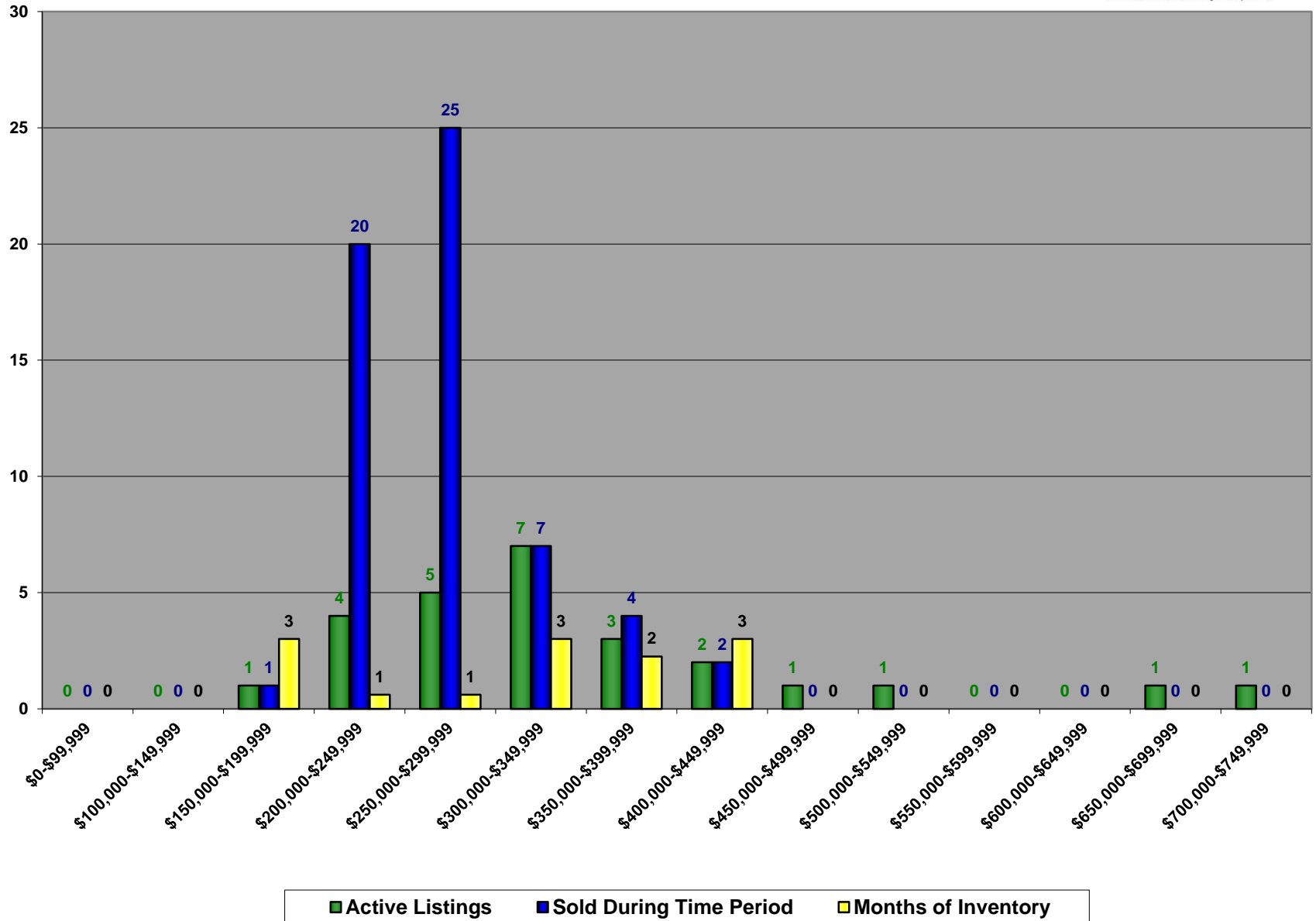
Months of Inventory Analysis Post Falls Site Built < 2 Acres Dec. 1, 2018 through Feb 28, 2019



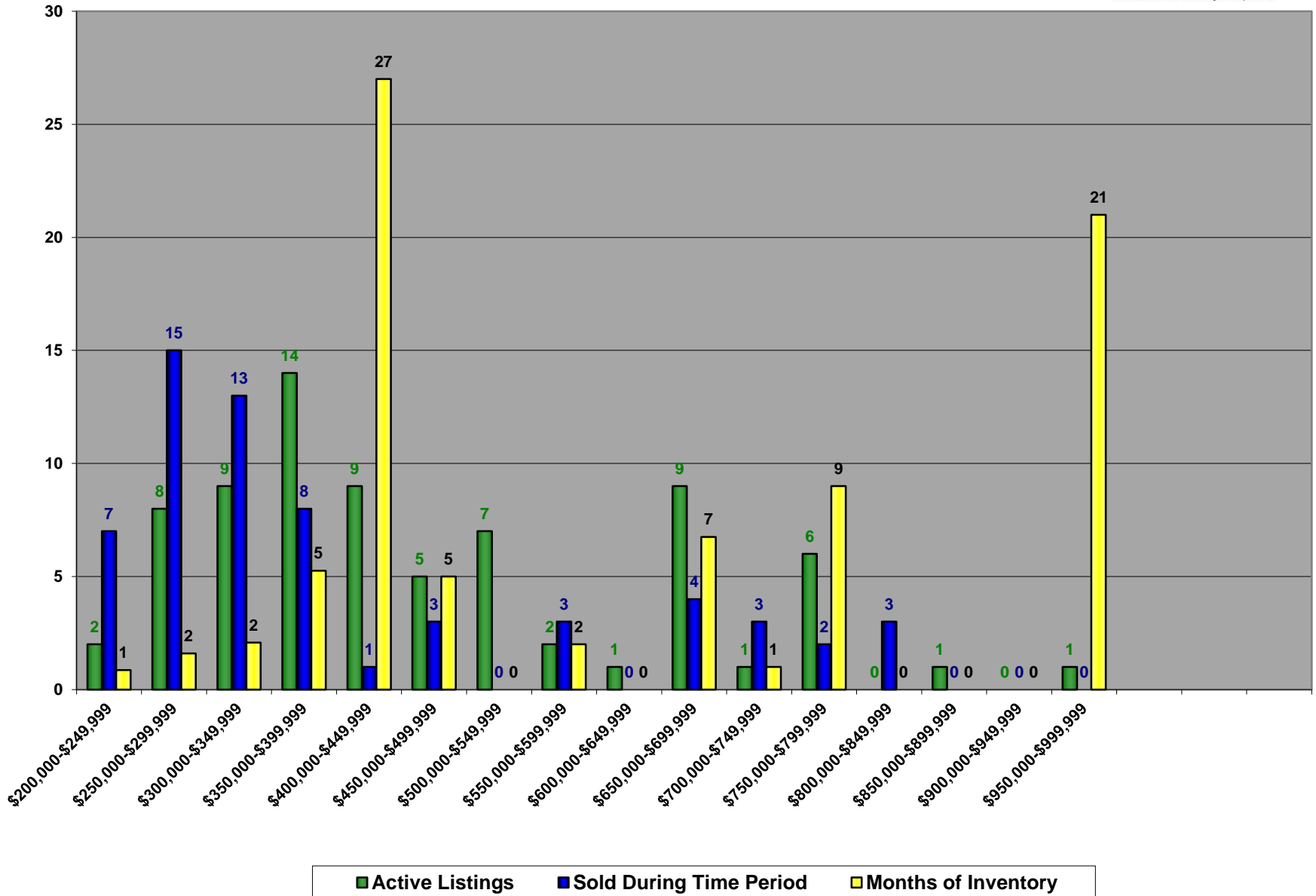
Months of Inventory Analysis

Rathdrum Site Built < 2 Acres

Dec. 1, 2018 through Feb 28, 2019



Months of Inventory Analysis Hayden Site Built < 2 Acres Dec 1, 2018 through Feb 28, 2019



*Data provided by Cda MLS