

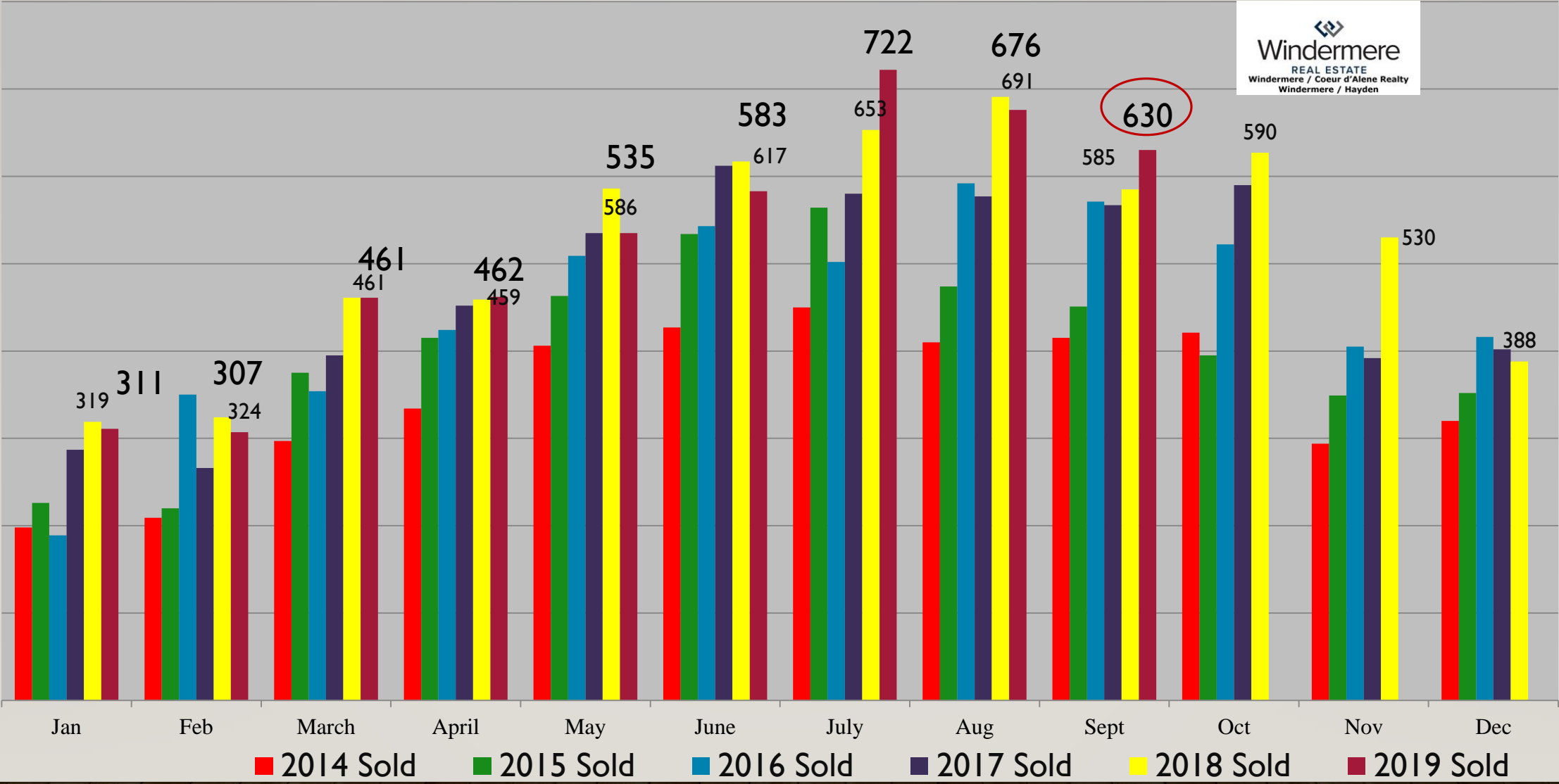
# MARKET UPDATE

## 3<sup>RD</sup> QUARTER 2019

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# Residential Sales Comparison Year over Year All MLS



\*Data provided by CDA MLS

# Residential Snap Shot

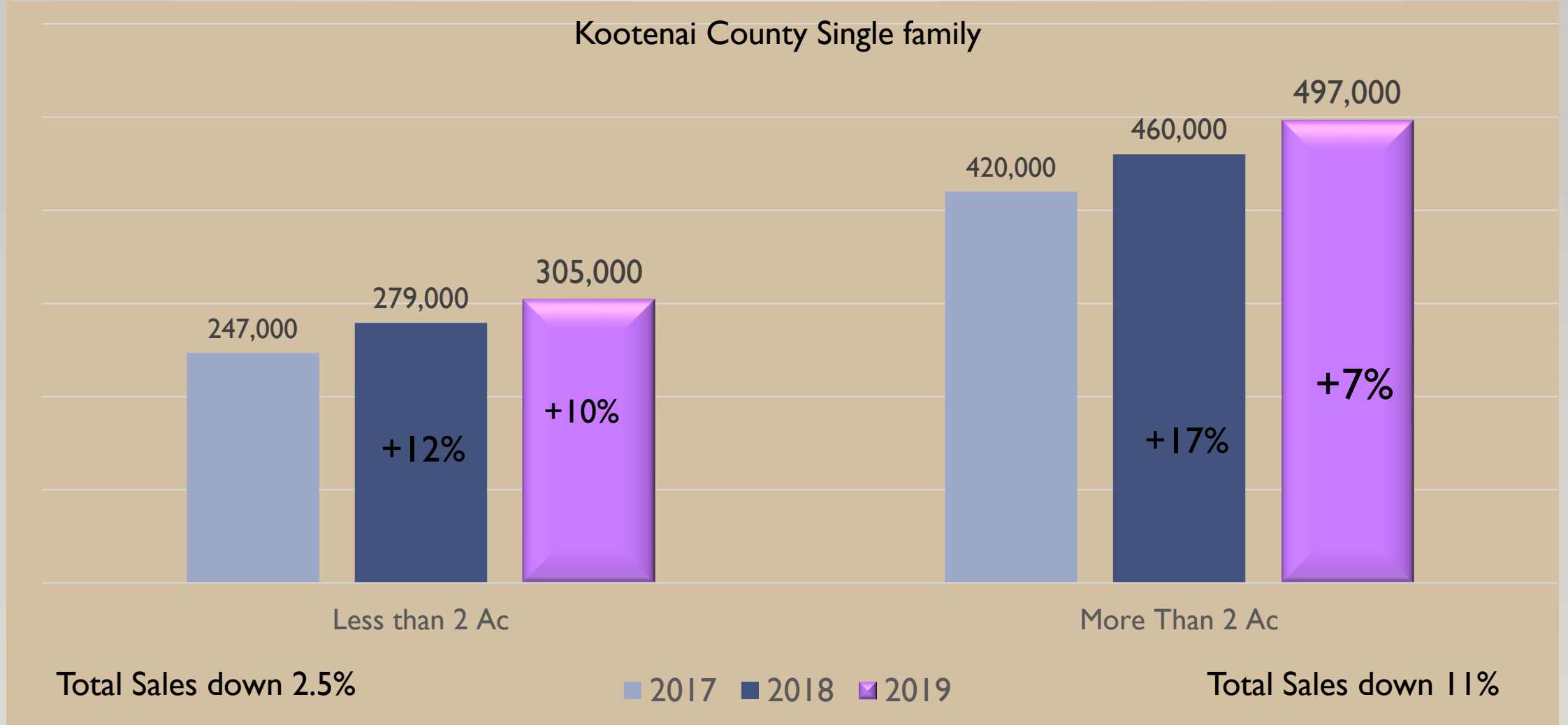
## January 1<sup>st</sup> , 2019- September 30<sup>th</sup> , 2019



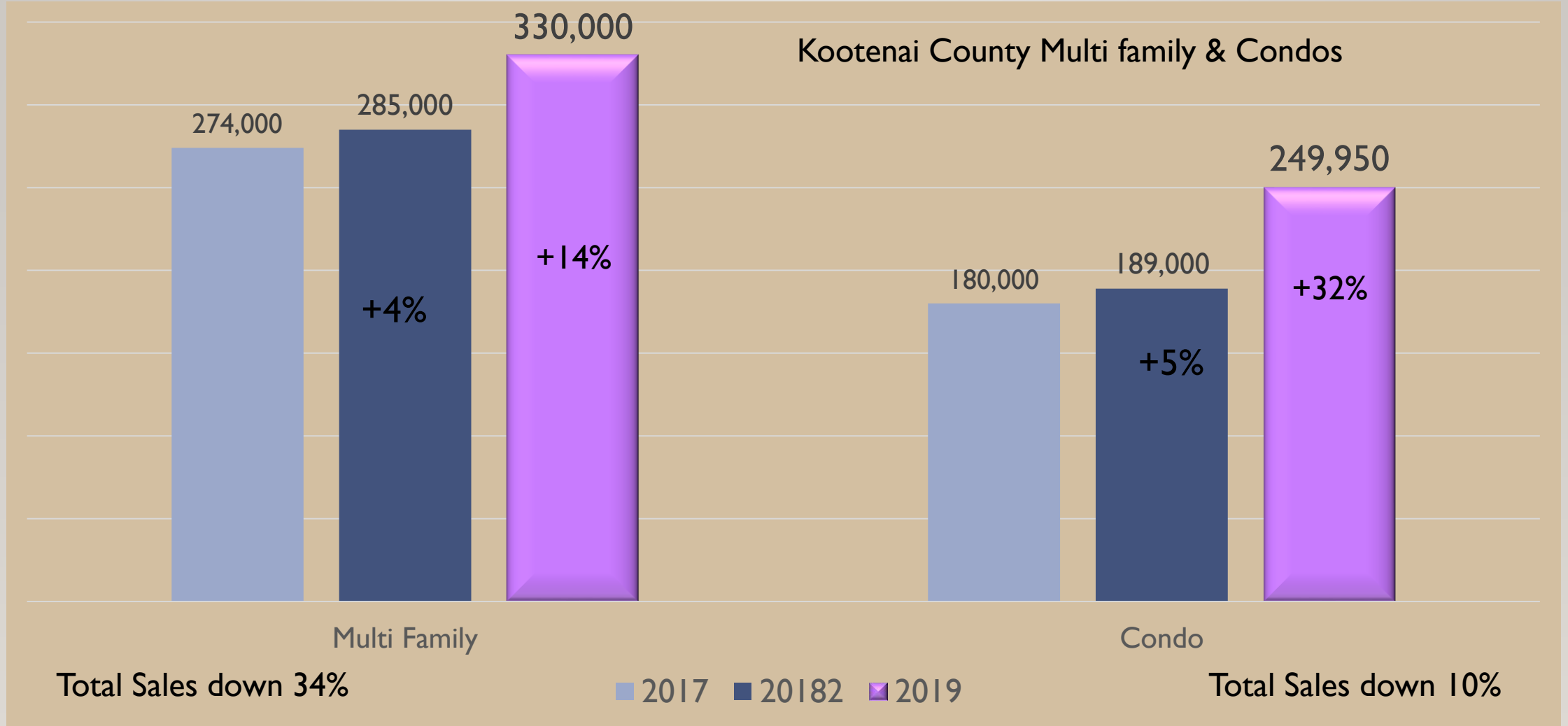
Area	01 CdA	Area	02 Post Falls	Area	03 Hayden
Active Listings	1676	Active Listings	1700	Active Listings	838
Homes Sold/Closed YTD	1082	Homes Sold/Closed YTD	1076	Homes Sold/Closed YTD	511
Avg Days on Market	83	Avg Days on Market	98	Avg Days on Market	86
Median Sales Price	\$320,000	Median Sales Price	\$285,000	Median Sales Price	\$352,000
Avg Sales Price	\$363,000	Avg Sales Price	\$313,000	Avg Sales Price	\$415,000
SP/OLP	97%	SP/OLP	99%	SP/OLP	97%
Area	04 Rathdrum/Twin Lakes	Area	04a Hauser Lake	Area	05 Athol/Spirit Lake NW Kootenai Co
Active Listings	627	Active Listings	49	Active Listings	219
Homes Sold/Closed YTD	376	Homes Sold/Closed YTD	26	Homes Sold/Closed YTD	145
Avg Days on Market	105	Avg Days on Market	74	Avg Days on Market	88
Median Sales Price	\$287,000	Median Sales Price	\$496,000	Median Sales Price	\$300,000
Avg Sales Price	\$331,000	Avg Sales Price	\$492,000	Avg Sales Price	\$326,000
SP/OLP	98%	SP/OLP	98%	SP/OLP	98%
Area	Athol/Bayview 06 NE Kootenai Co	Area	12 Silver Valley	Area	All Kootenai Co
Active Listings	115	Active Listings	412	Active Listings	5767
Homes Sold/Closed YTD	56	Homes Sold/Closed YTD	235	Homes Sold/Closed YTD	3454
Avg Days on Market	92	Avg Days on Market	102	Avg Days on Market	94
Median Sales Price	\$385,000	Median Sales Price	\$137,000	Median Sales Price	\$313,000
Avg Sales Price	\$408,000	Avg Sales Price	\$152,000	Avg Sales Price	\$367,000
SP/OLP	96%	SP/OLP	95%	SP/OLP	96%

# 3<sup>RD</sup> QUARTER MEDIAN SALES PRICE COMPARISON 2017 / 2018 / 2019

Kootenai County Single family

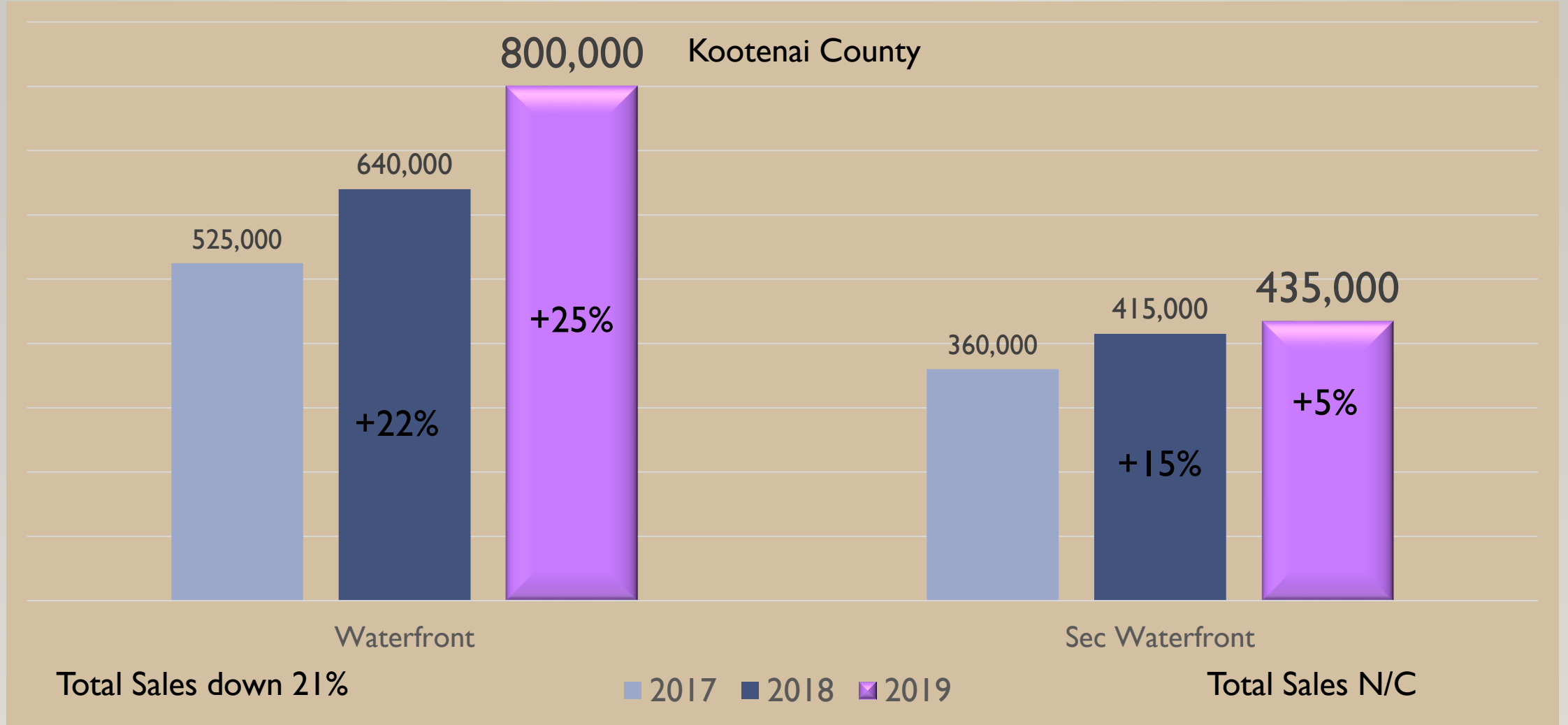


# 3<sup>RD</sup> QUARTER MEDIAN SALES PRICE COMPARISON 2017 / 2018 / 2019

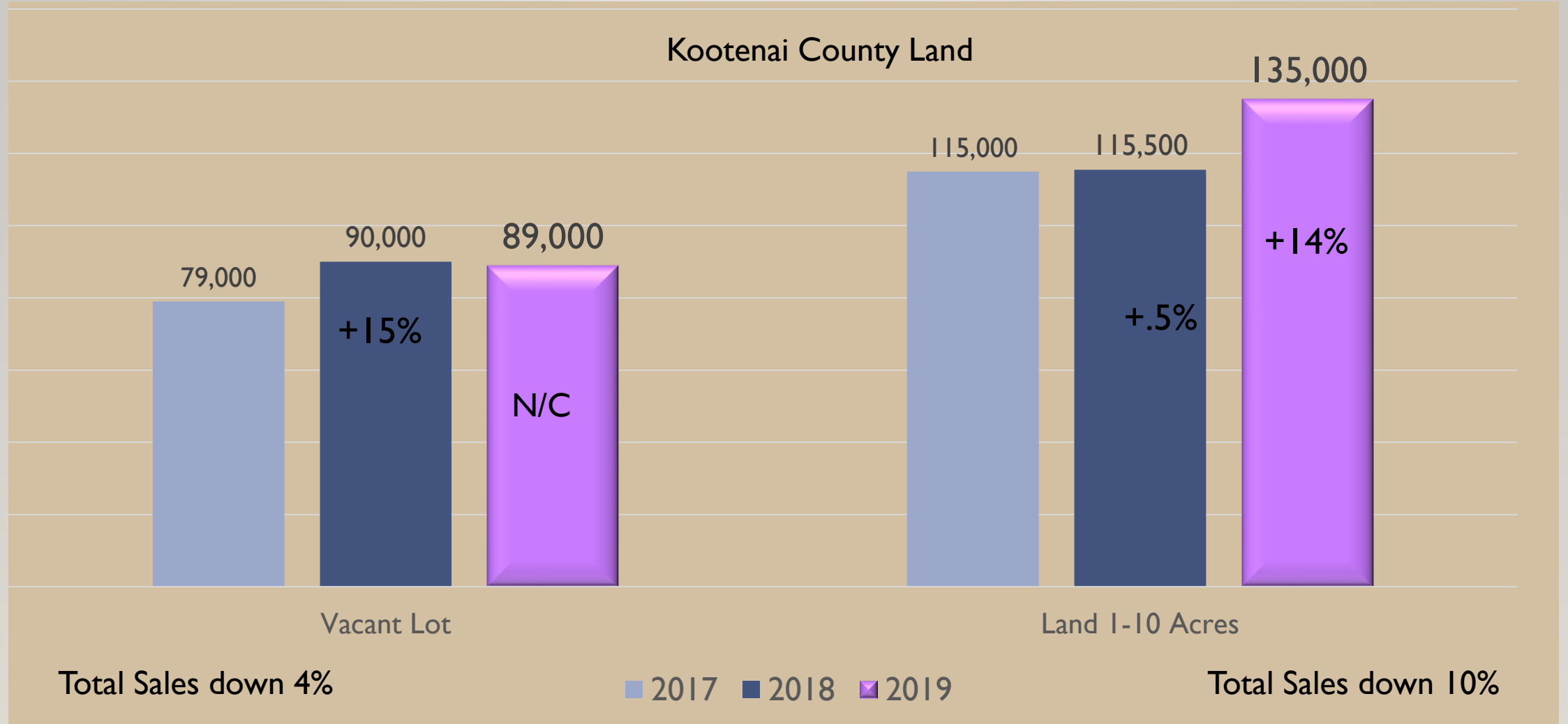




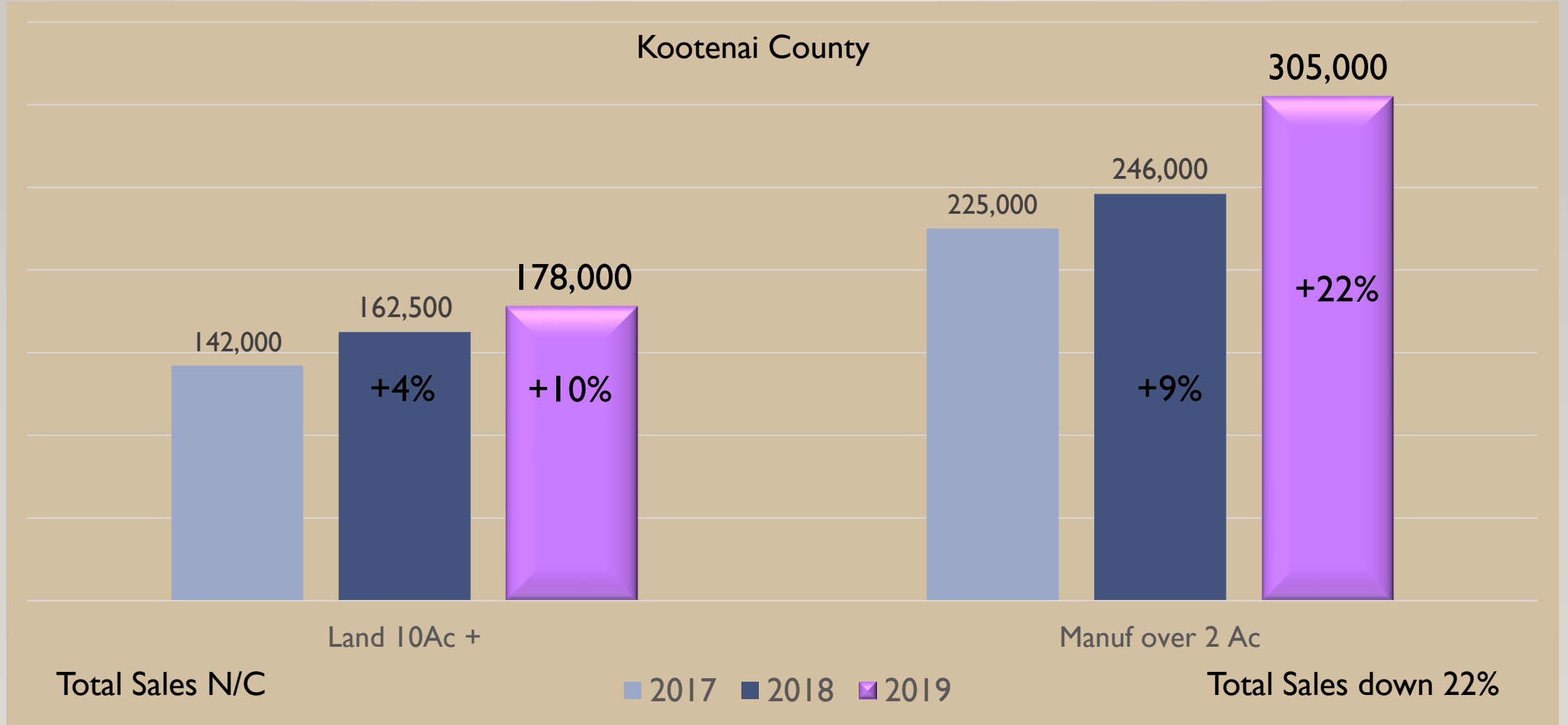
# 3<sup>RD</sup> QUARTER MEDIAN SALES PRICE COMPARISON 2017 / 2018 / 2019



# 3<sup>RD</sup> QUARTER MEDIAN SALES PRICE COMPARISON 2017 / 2018 / 2019



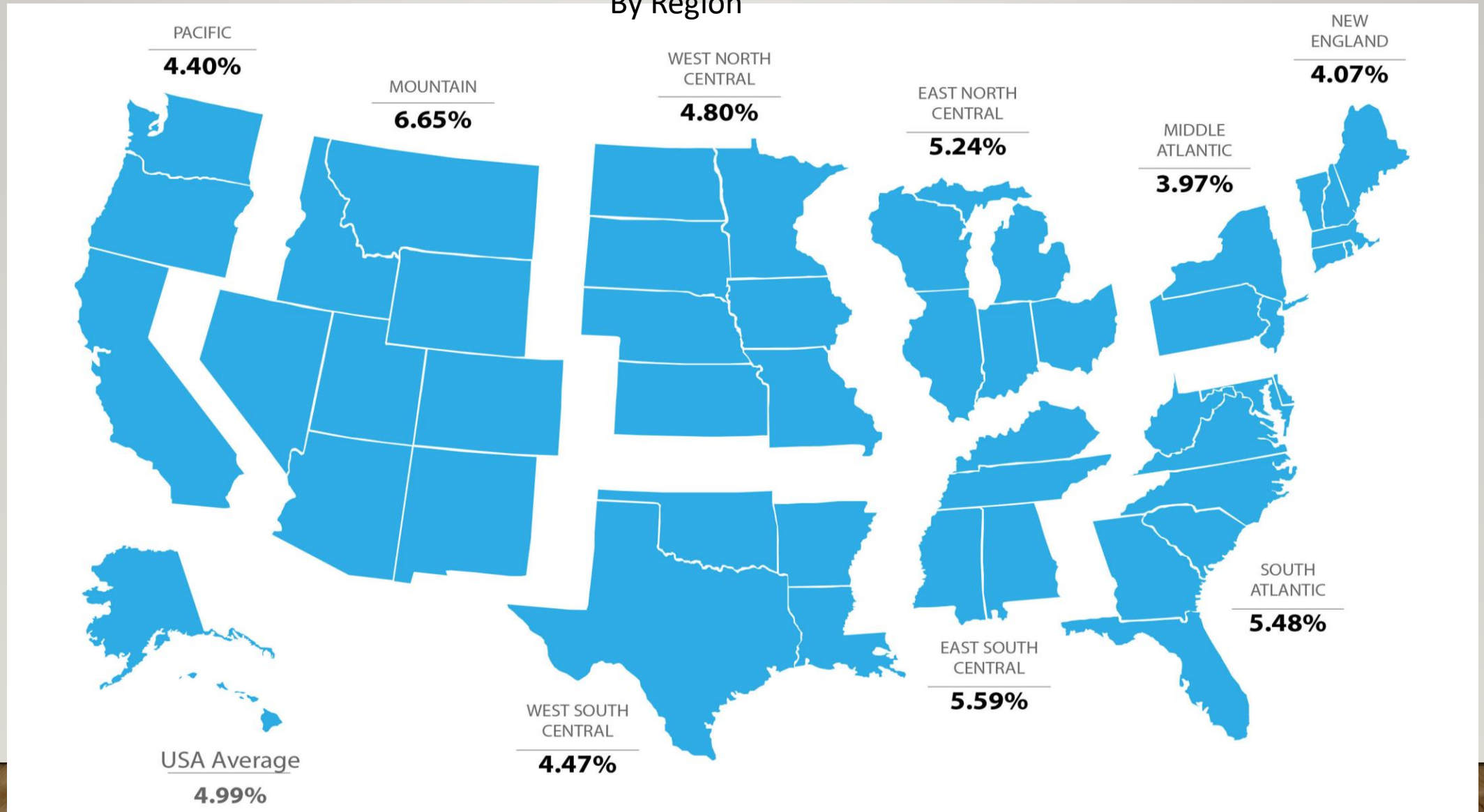
# 3<sup>RD</sup> QUARTER MEDIAN SALES PRICE COMPARISON 2017 / 2018 / 2019



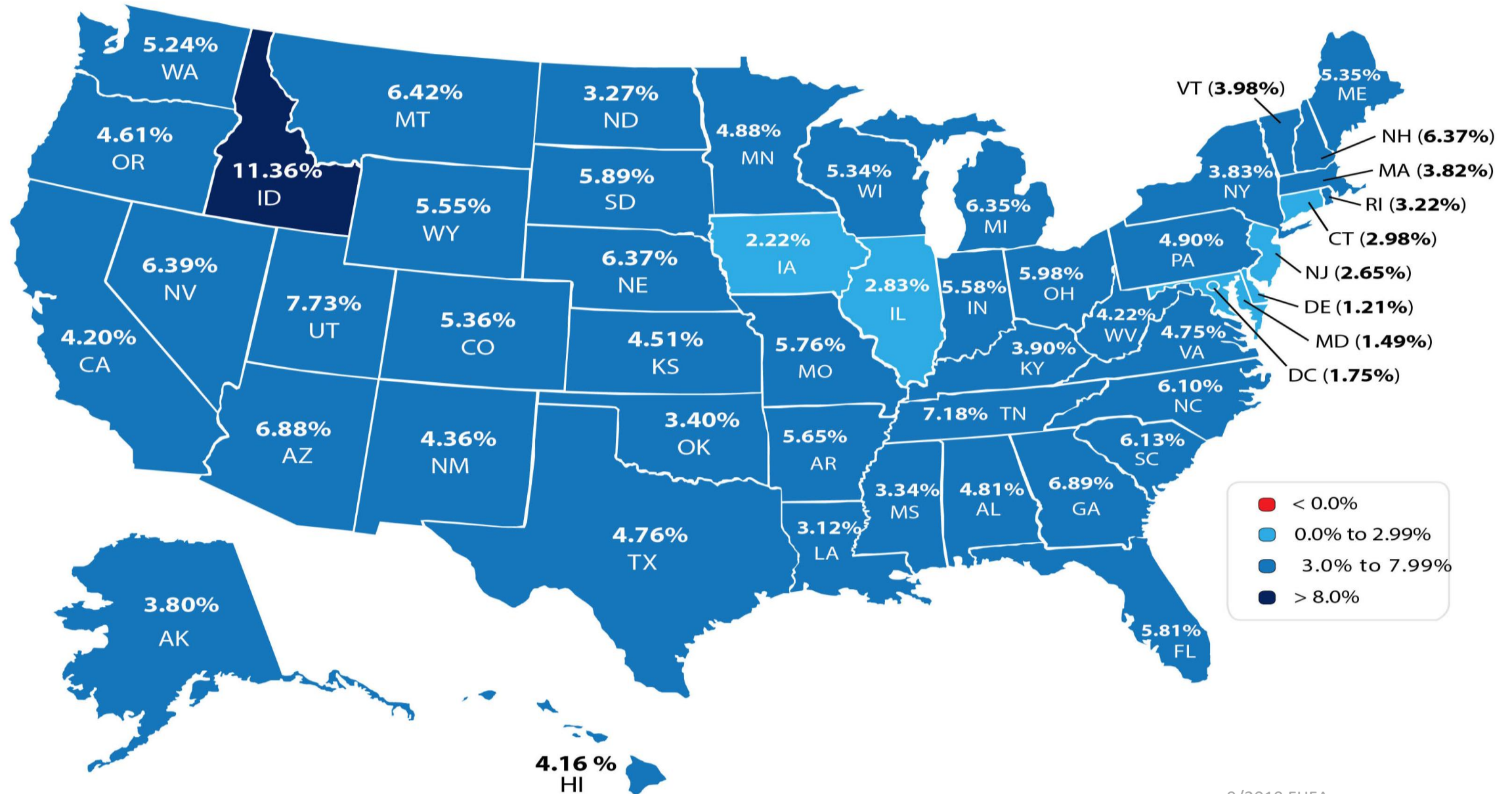


# Year-Over-Year Change in Price

## By Region

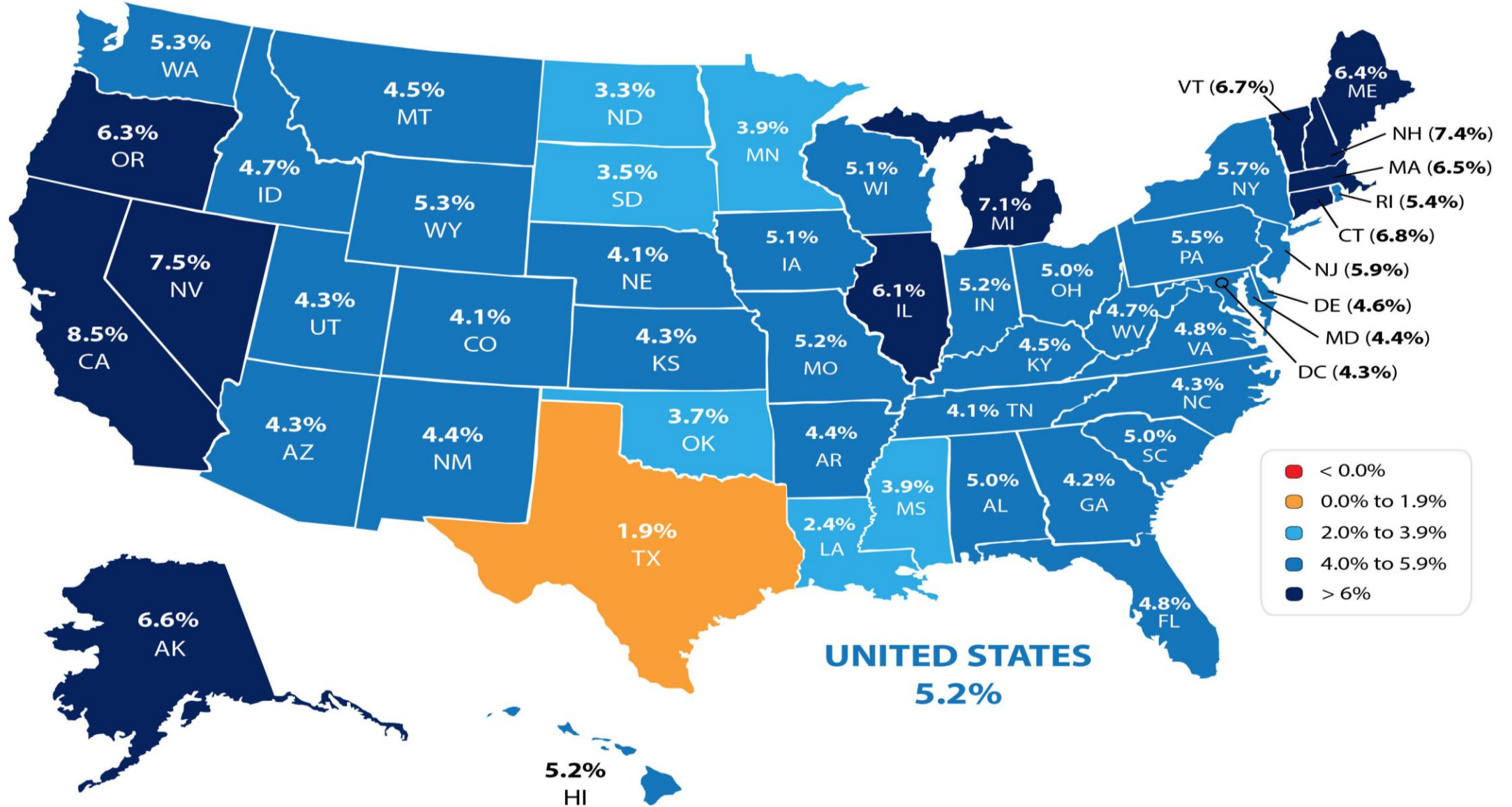


# Year-Over-Year Change in Price



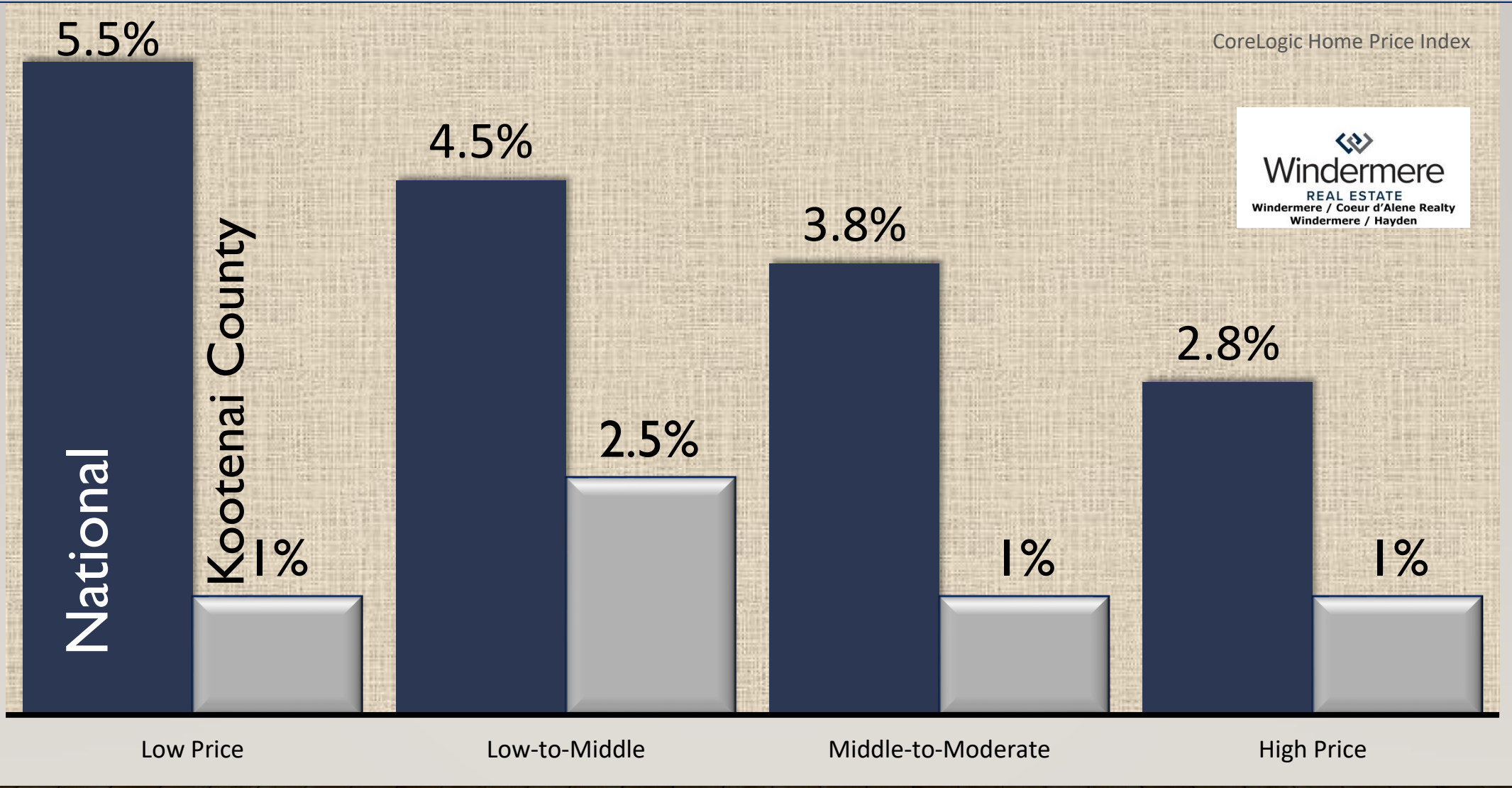


# Forecasted Year-Over-Year % Change in Price



# Year-Over-Year Change in Price *by Price Range*

CoreLogic Home Price Index



- 
- *“It is very encouraging that buyers are responding to exceptionally low interest rates... With interest rates expected to remain low, home sales are forecasted to rise in the coming months and into 2020.”*

*Lawrence Yun, Chief Economist with the National Association of Realtors*



# Mortgage Rate Projections

Quarter	Freddie Mac	Fannie Mae	MBA	NAR	Average of All Four
2019 4Q	3.6	3.7	3.7	3.5	3.62%
2020 1Q	3.6	3.7	3.7	3.5	3.62%
2020 2Q	3.6	3.7	3.8	3.6	3.67%
2020 3Q	3.7	3.7	4.0	-	3.80%

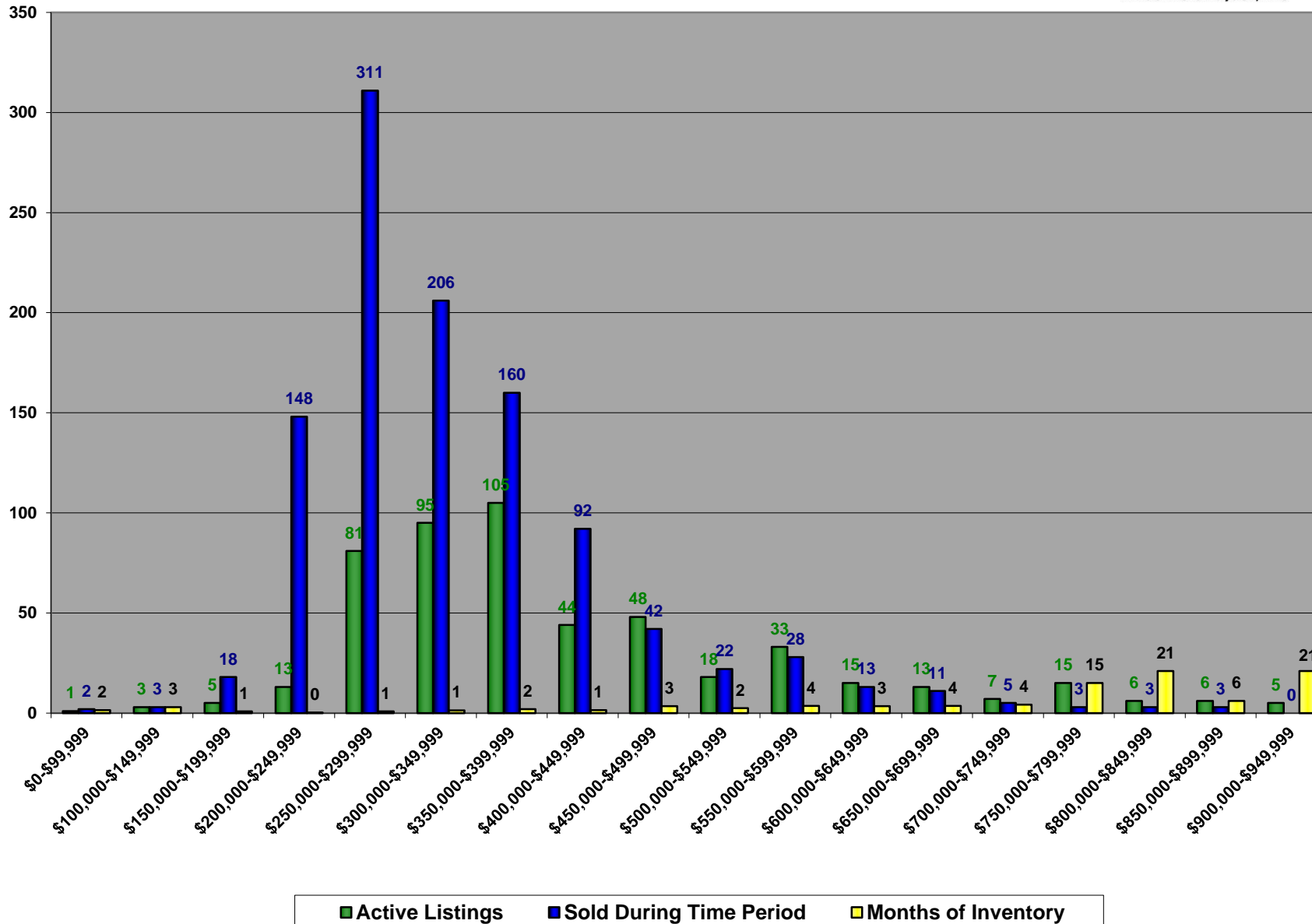
“If the 30-year, fixed-rate mortgage declines just a fraction more, consumer house-buying power would reach its highest level in almost 20 years.”

Mark Fleming

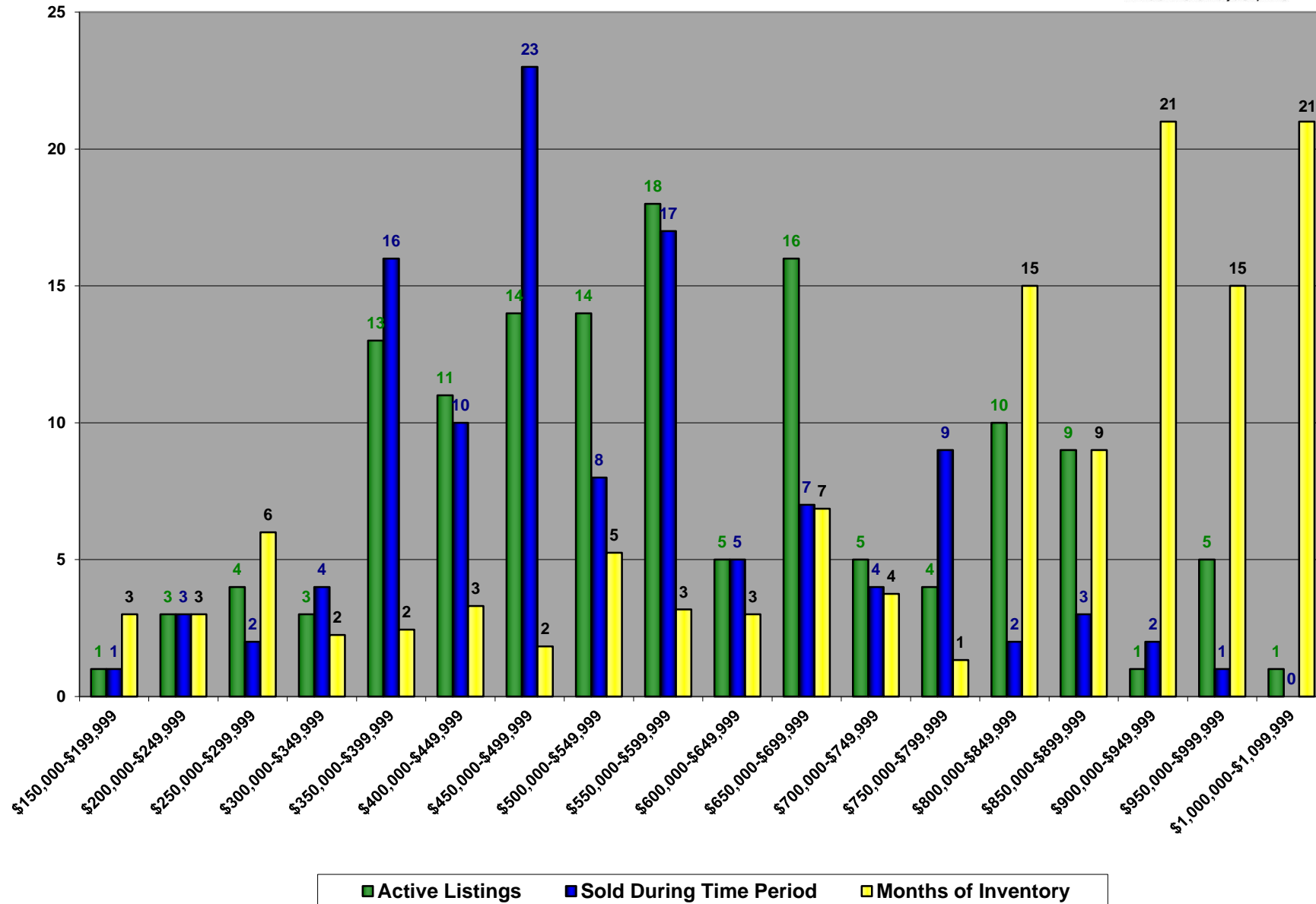
First American's Chief Economist



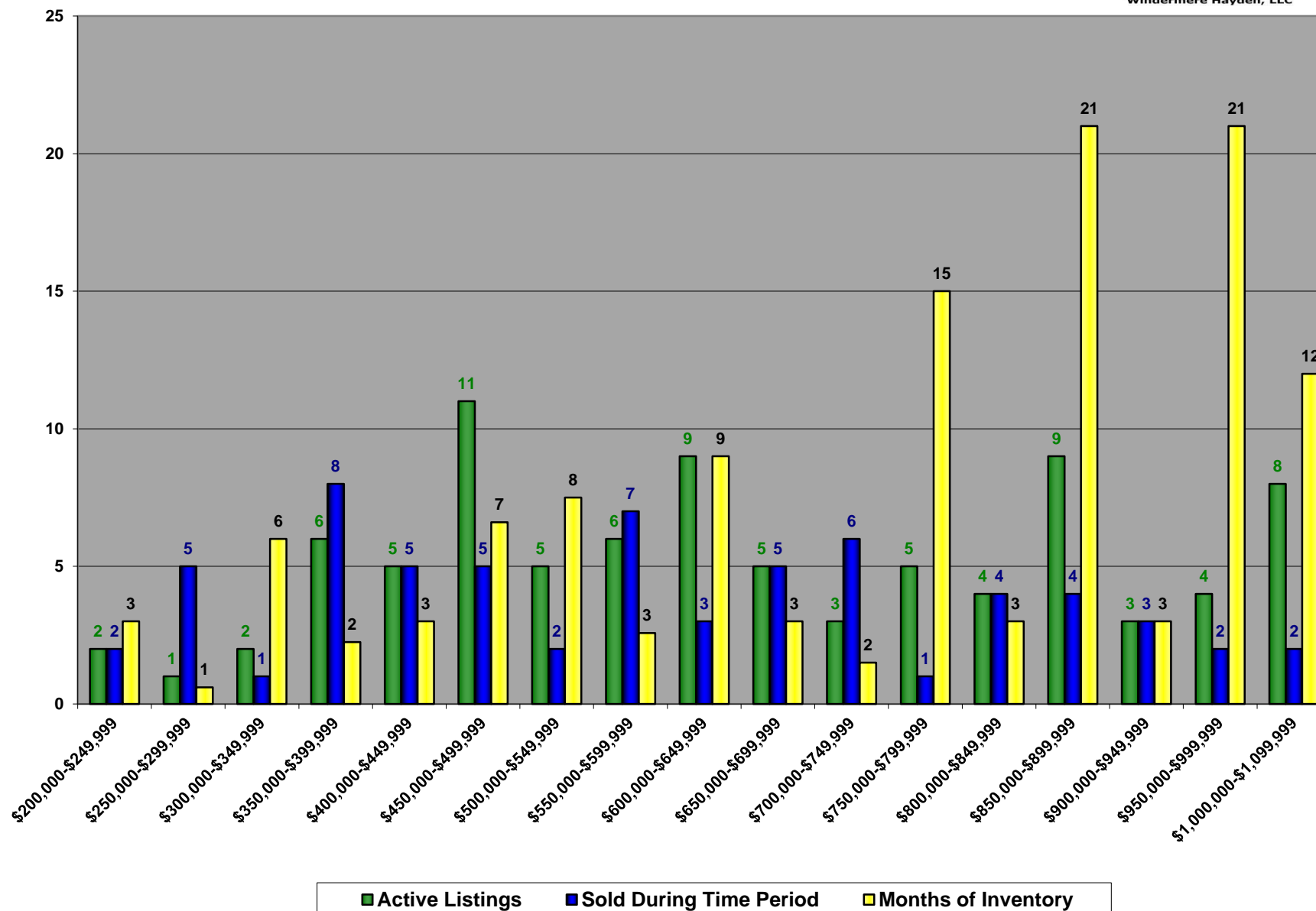
## Months of Inventory Analysis Kootenai Site Built < 2 Acres July 1<sup>st</sup> ,2019 through September 30<sup>th</sup> , 2019



# Months of Inventory Analysis Kootenai Site Built > 2 Acres July 1<sup>st</sup>, 2019 through September 30<sup>th</sup>, 2019



## Months of Inventory Analysis Residential Waterfront July 1<sup>st</sup> ,2019 through September 30<sup>th</sup> , 2019



\*Data provided by Cda MLS



# YEAR OVER YEAR CHANGES 2018 VS. 2019 YTD

## KOOTENAI COUNTY

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- Residential

- # Of units Sold is down 4%
- # of New Listings is down 32%
- Median Sales price is up 10%

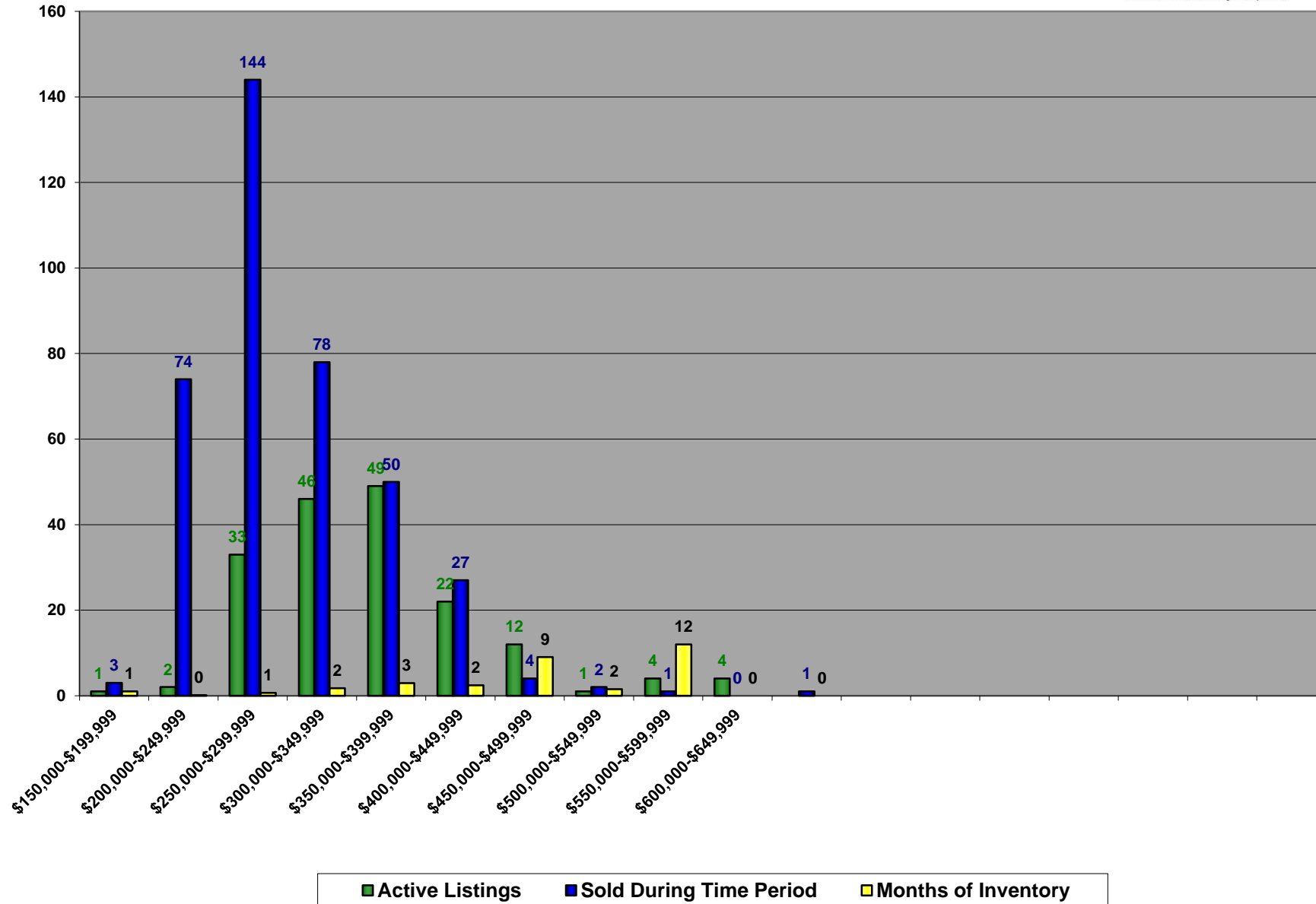
- Multi Family

- # Of Sold units are down 37%
- # of New Listings is down 36%
- Median Sales price is up 16%

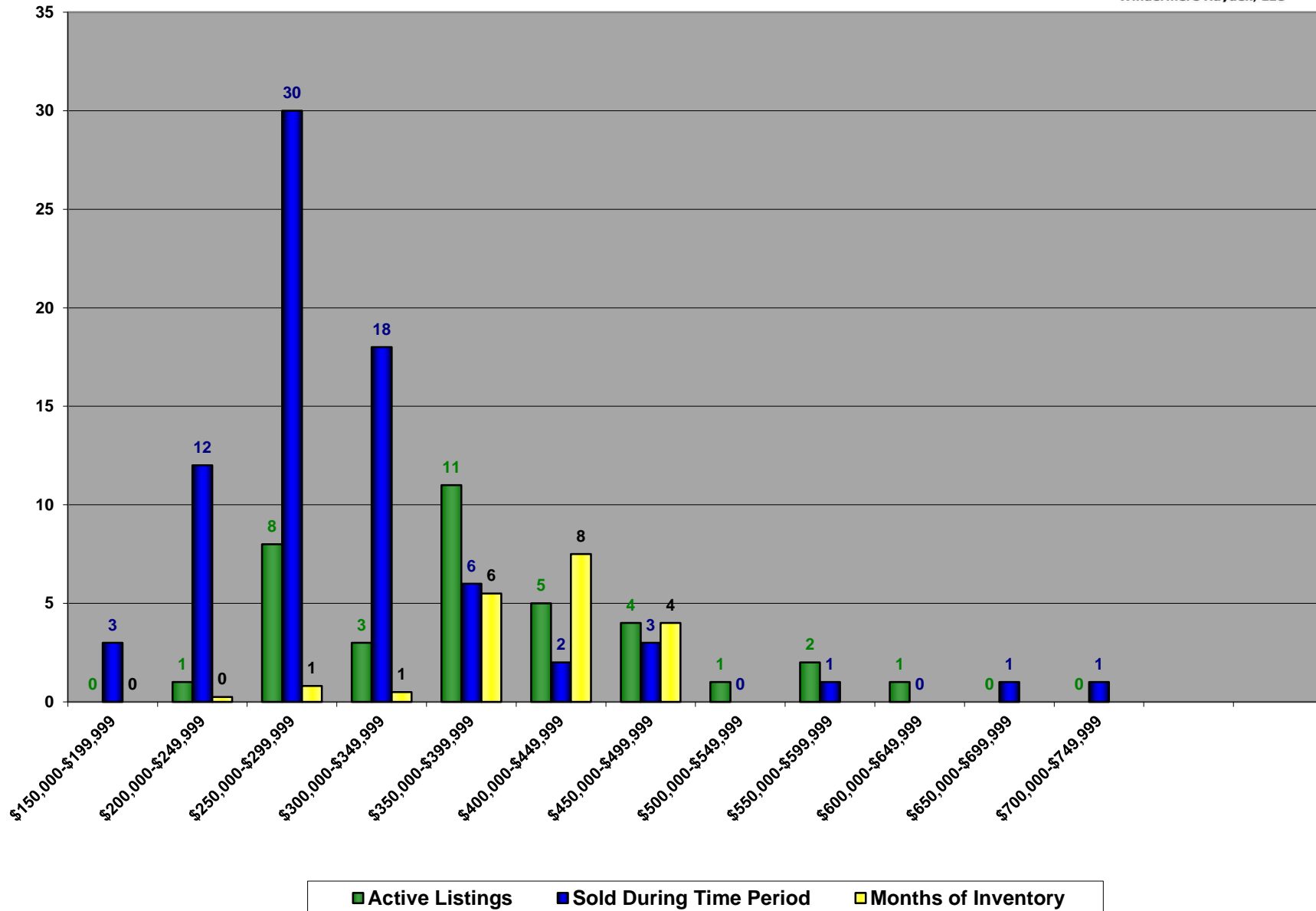
- Vacant Land

- # Of Sold units is down 4%
- # of New Listings is down 9%
- Median Sales price is up 5%

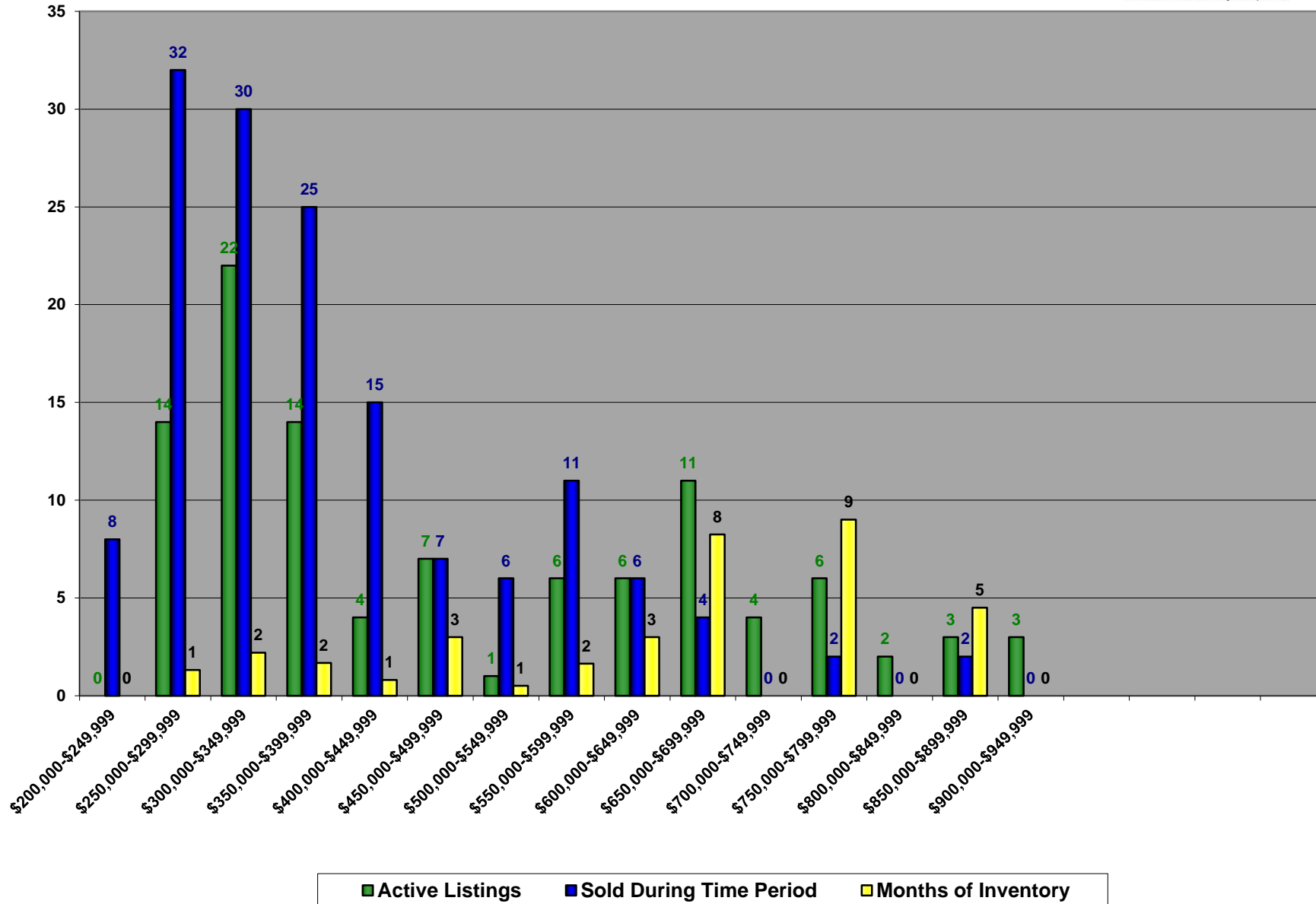
## Months of Inventory Analysis Post Falls Site Built < 2 Acres July 1<sup>st</sup>, 2019 through September 30<sup>th</sup>, 2019



# Months of Inventory Analysis Rathdrum Site Built < 2 Acres July 1<sup>st</sup>, 2019 through September 30<sup>th</sup>, 2019

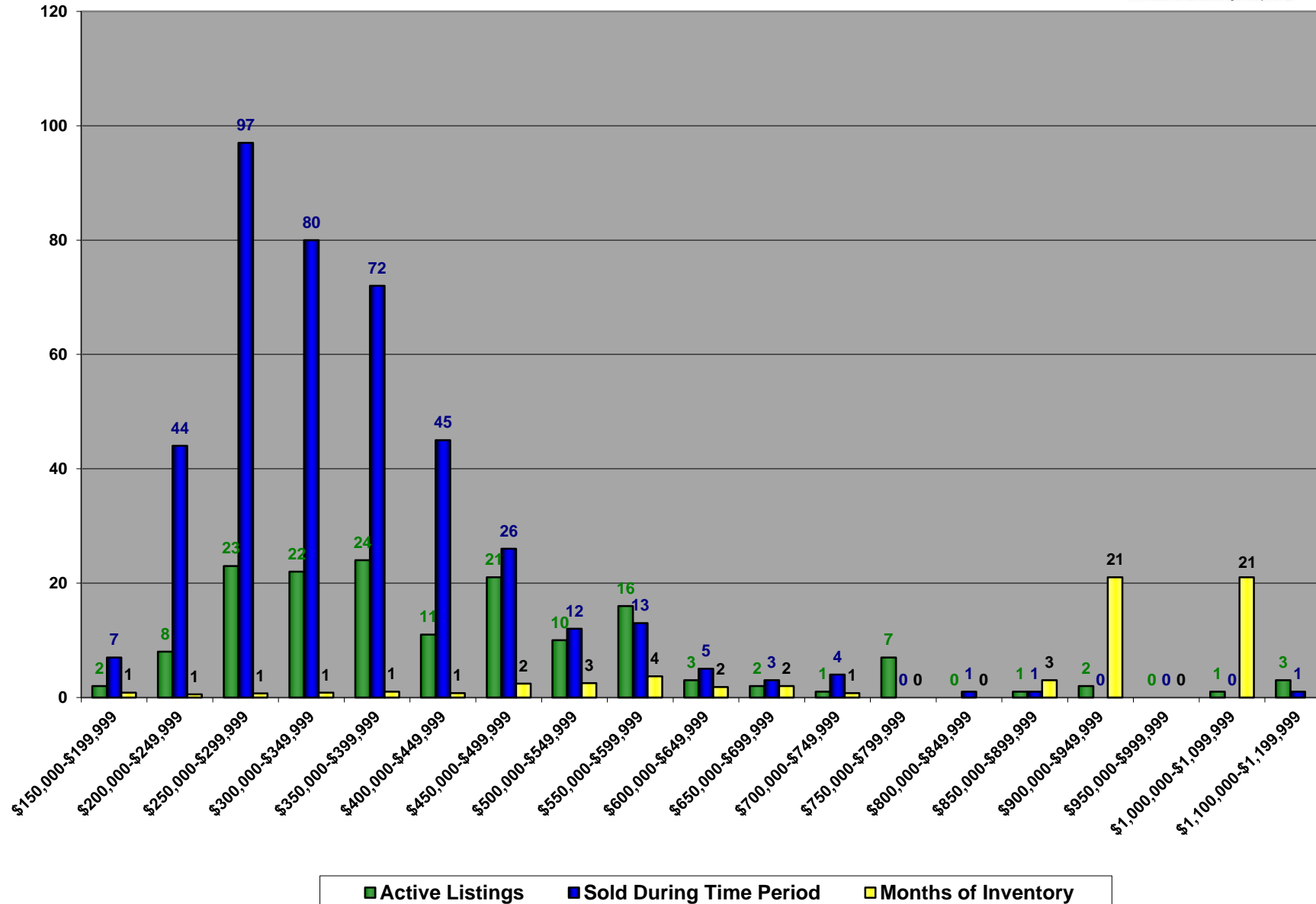


## Months of Inventory Analysis Hayden Site Built < 2 Acres July 1<sup>st</sup>, 2019 through September 30<sup>th</sup>, 2019



\*Data provided by Cda MLS

## Months of Inventory Analysis CDA Site Built < 2 Acres July 1<sup>st</sup>, 2019 through September 30<sup>th</sup>, 2019



\*Data provided by Cda MLS