

Local Market Update – September 2020

A Research Tool Provided by Coeur d'Alene MLS.



Kootenai County

Idaho

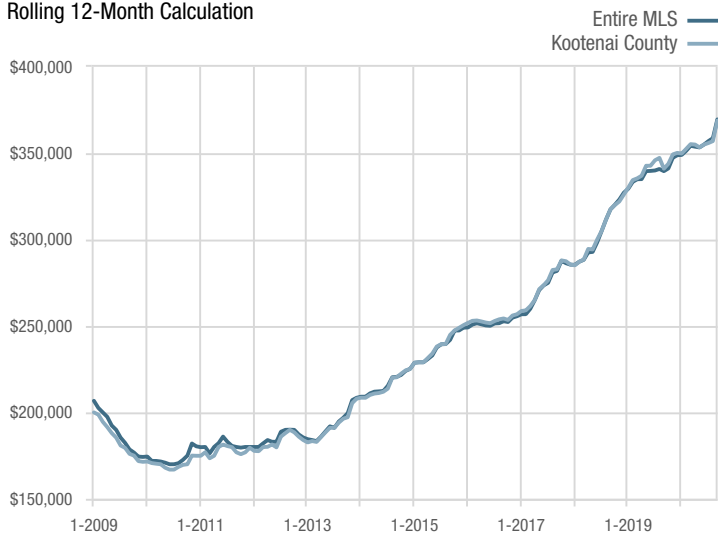
New Construction	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
Key Metrics						
New Listings	94	39	- 58.5%	1,080	949	- 12.1%
Pending Sales	61	81	+ 32.8%	739	881	+ 19.2%
Closed Sales	88	82	- 6.8%	644	697	+ 8.2%
Days on Market Until Sale	179	172	- 3.9%	184	180	- 2.2%
Median Sales Price*	\$322,563	\$399,080	+ 23.7%	\$348,950	\$373,319	+ 7.0%
Average Sales Price*	\$358,756	\$427,917	+ 19.3%	\$377,449	\$413,193	+ 9.5%
Percent of List Price Received*	99.9%	100.5%	+ 0.6%	100.5%	100.6%	+ 0.1%
Inventory of Homes for Sale	301	65	- 78.4%	—	—	—
Months Supply of Inventory	4.0	0.7	- 82.5%	—	—	—

Previously Owned	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
Key Metrics						
New Listings	316	346	+ 9.5%	3,602	3,215	- 10.7%
Pending Sales	292	403	+ 38.0%	2,793	2,816	+ 0.8%
Closed Sales	339	410	+ 20.9%	2,559	2,609	+ 2.0%
Days on Market Until Sale	73	65	- 11.0%	70	68	- 2.9%
Median Sales Price*	\$315,000	\$419,000	+ 33.0%	\$305,000	\$360,000	+ 18.0%
Average Sales Price*	\$370,690	\$575,440	+ 55.2%	\$373,904	\$464,448	+ 24.2%
Percent of List Price Received*	98.6%	100.2%	+ 1.6%	98.6%	99.2%	+ 0.6%
Inventory of Homes for Sale	697	344	- 50.6%	—	—	—
Months Supply of Inventory	2.4	1.2	- 50.0%	—	—	—

* 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.

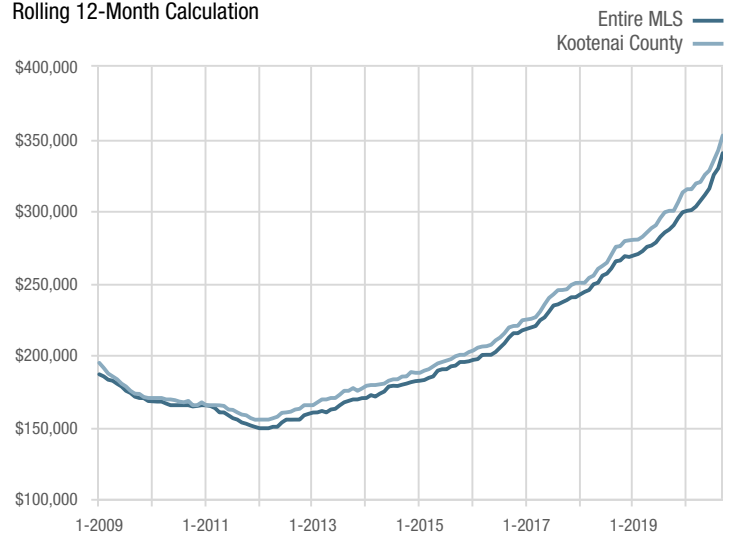
Median Sales Price - New Construction

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 October 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.