Local Market Update – November 2020

A Research Tool Provided by Coeur d'Alene MLS.

Kootenai County

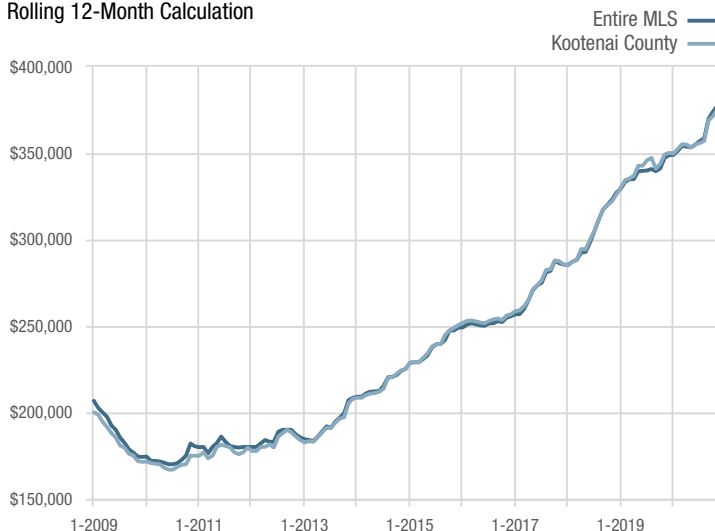### Idaho

New Construction	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	67	31	- 53.7%	1,269	1,096	- 13.6%
Pending Sales	54	69	+ 27.8%	869	1,033	+ 18.9%
Closed Sales	83	82	- 1.2%	809	892	+ 10.3%
Days on Market Until Sale	190	238	+ 25.3%	183	186	+ 1.6%
Median Sales Price*	$353,398	$405,508	+ 14.7%	$349,900	$375,930	+ 7.4%
Average Sales Price*	$482,421	$442,500	- 8.3%	$393,955	$424,668	+ 7.8%
Percent of List Price Received*	100.9%	100.5%	- 0.4%	100.5%	100.7%	+ 0.2%
Inventory of Homes for Sale	304	32	- 89.5%	—	—	—
Months Supply of Inventory	4.0	0.3	- 92.5%	—	—	—

Previously Owned	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	197	195	- 1.0%	4,036	3,715	- 8.0%
Pending Sales	193	263	+ 36.3%	3,251	3,485	+ 7.2%
Closed Sales	252	259	+ 2.8%	3,130	3,335	+ 6.5%
Days on Market Until Sale	81	62	- 23.5%	71	66	- 7.0%
Median Sales Price*	$345,000	$437,500	+ 26.8%	$310,000	$375,000	+ 21.0%
Average Sales Price*	$421,750	$597,081	+ 41.6%	$380,706	$483,692	+ 27.1%
Percent of List Price Received*	97.8%	101.1%	+ 3.4%	98.5%	99.5%	+ 1.0%
Inventory of Homes for Sale	462	118	- 74.5%	—	—	—
Months Supply of Inventory	1.6	0.4	- 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.
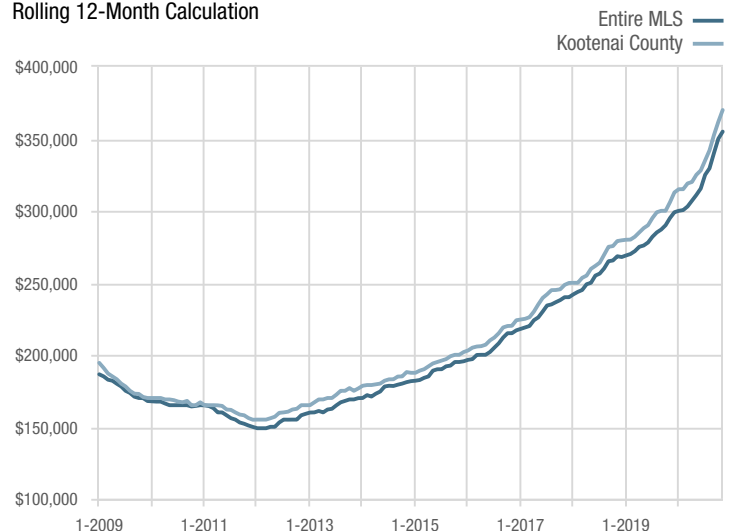
Median Sales Price - New Construction
Rolling 12-Month Calculation

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.