

January 2021 Market Report

Data shown below reflects Coeur d'Alene Multiple Listing Service listings in all residential categories.

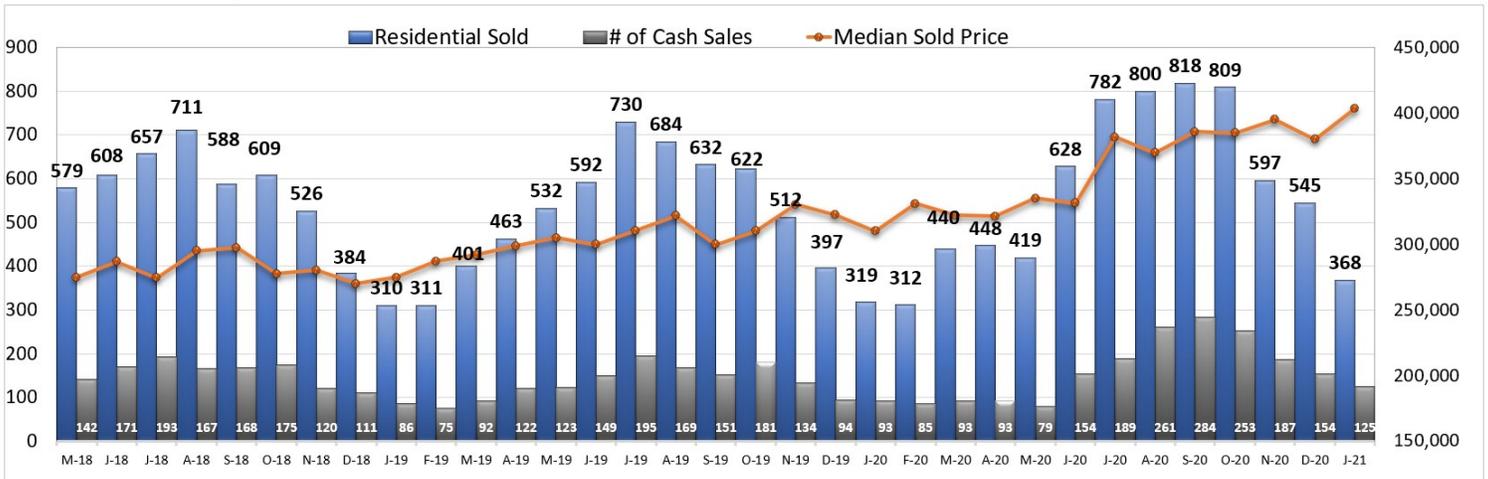
In the Coeur d'Alene MLS Market, from the **Year over Year Comparison Report** all active residential listings during the month of January 2021 were down 55.0% compared to 2020, with 718 active listings vs 1,594 at this time last year.

The **Sold Market Analysis Report** shows that January ended with 368 total residential sold listings compared to 320 in 2020, up 15.0%.

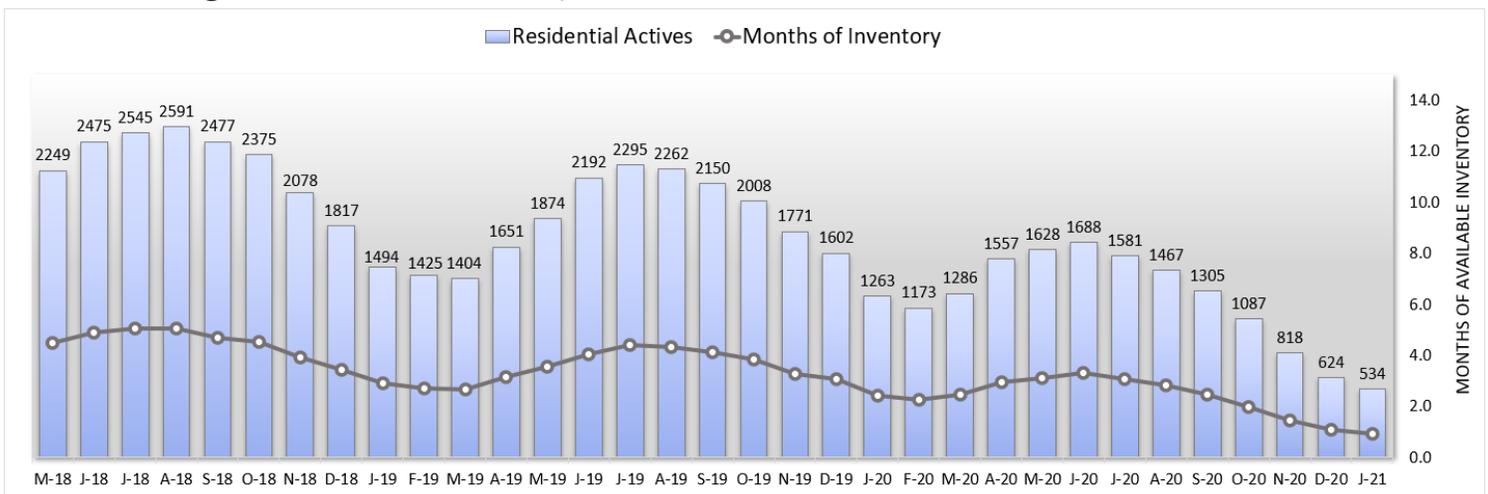
For the month of JANUARY 2021:

- **Absorption Rate** is currently .92 vs 2.54 in 2020, down 63.8%. The YTD rate is .92 compared to 2.54 in 2020, down 63.8%.
- **Median Sale Price** of sold homes was \$403,324 vs \$307,756 in 2020, an increase of 31.1%.
- **New Construction** Residential closings for the month = 70 units vs 74 units in 2020, down 5.4%.
- **Typical Residential Sales (Existing/Non-distressed)** for the month was 244, an average sales price of \$463,624 and an average of 96 days on market.

Closed Sales by Month



Active Listings/Months of Inventory (current actives at end of month)



Links to Detailed Reports used: [MARKET SUMMARY REPORTS](#) [YEAR/YEAR COMPARISONS](#) [SOLD MARKET ANALYSIS](#)

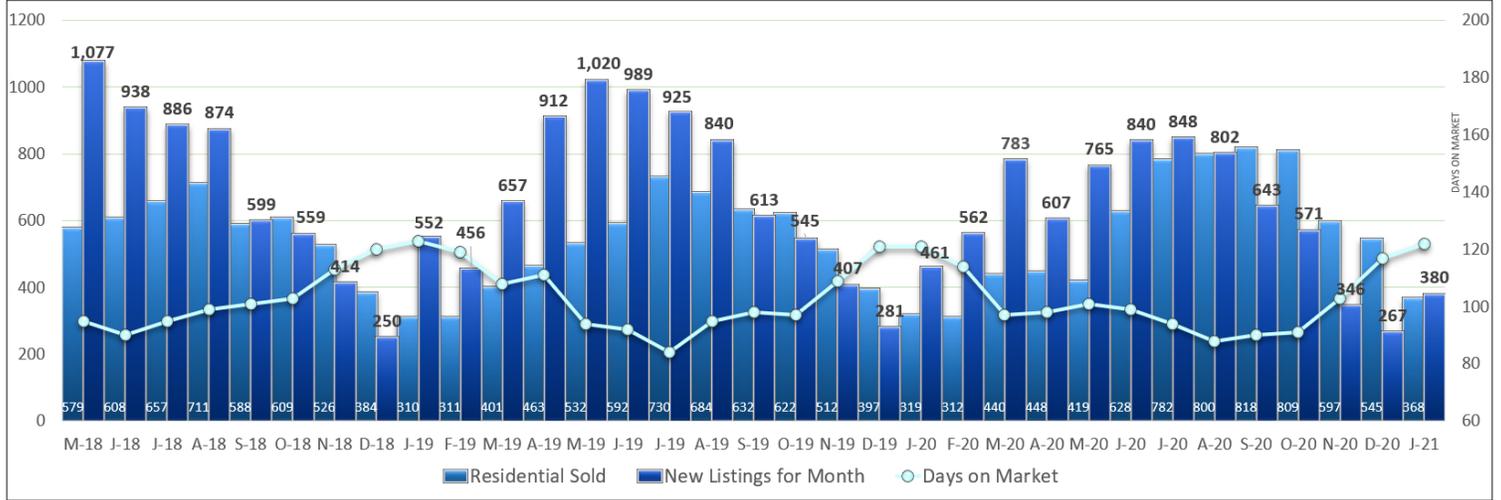
The representations in this report are based on data generated from the database of the Coeur d'Alene Multiple Listing Service, Inc. for the time periods specified. Data maintained by the Association or its Multiple Listing Service may not reflect all real estate activity in the market.

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New vs Sold - DOM



Market Conditions/Price-Range Comparison

Listing Price Range	# of Active Listings JAN 2021	Last 6 Months Sold Listings						Current Months of Inventory	Market Conditions	Sold Listings YTD vs Last YTD		
		Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21			2021 YTD	2020 YTD	% Change
0 - 49,999	0	6	6	4	1	3	1	0.00	SELLER	1	4	-75.0%
50,000 - 74,999	4	7	9	1	2	2	2	2.00	SELLER	2	9	-77.8%
75,000 - 99,999	6	8	9	7	6	5	5	1.20	SELLER	5	7	-28.6%
100,000 - 124,999	4	1	8	13	7	7	5	0.80	SELLER	5	7	-28.6%
125,000 - 149,999	9	23	13	13	11	9	5	1.80	SELLER	5	6	-16.7%
150,000 - 174,999	8	17	8	17	6	7	8	1.00	SELLER	8	5	60.0%
175,000 - 199,999	6	13	17	14	16	6	8	0.75	SELLER	8	14	-42.9%
200,000 - 224,999	11	13	13	14	11	11	4	2.75	SELLER	4	10	-60.0%
225,000 - 249,999	7	32	23	21	16	17	12	0.58	SELLER	12	14	-14.3%
250,000 - 274,999	12	51	58	39	13	30	23	0.52	SELLER	23	42	-45.2%
275,000 - 299,999	20	71	48	62	42	29	13	1.54	SELLER	13	32	-59.4%
300,000 - 349,999	54	118	103	124	86	101	39	1.38	SELLER	39	52	-25.0%
350,000 - 399,999	46	96	112	105	91	65	52	0.88	SELLER	52	44	18.2%
400,000 - 499,999	81	121	125	130	114	81	74	1.09	SELLER	74	31	138.7%
500,000 - 599,999	48	84	96	90	57	52	38	1.26	SELLER	38	19	100.0%
600,000 - 699,999	45	39	50	37	32	38	21	2.14	SELLER	21	2	950.0%
700,000 - 799,999	26	29	37	33	25	22	8	3.25	SELLER	8	8	0.0%
800,000 - 899,999	18	14	13	19	17	8	11	1.64	SELLER	11	6	83.3%
900,000 - 999,999	24	12	10	12	7	14	7	3.43	SELLER	7	1	600.0%
1,000,000 - 1,999,999	59	36	46	41	25	28	25	2.36	SELLER	25	6	316.7%
2,000,000 - 2,999,999	18	5	13	8	5	5	6	3.00	SELLER	6	0	600.0%
3,000,000 +	28	4	1	5	7	5	1	28.00	BUYER	1	1	0.0%
Totals	534	800	818	809	597	545	368	2.79	SELLER	368	320	15.0%
% Cash Sales		32.6%	34.7%	31.3%	31.3%	28.3%	34.0%					
Total Cash Sales		261	284	253	187	154	125					

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