Local Market Update – February 2021

A Research Tool Provided by Coeur d'Alene MLS.

REALTORS
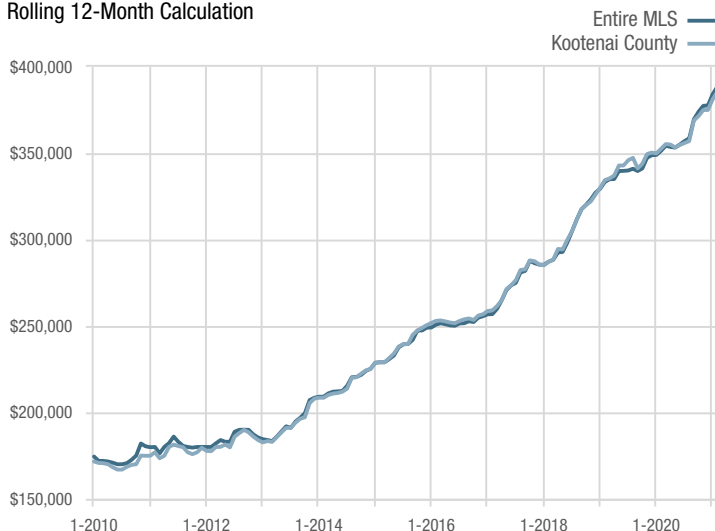COEUR D'ALENE · ESTD 1945 · ASSOCIATION

Kootenai County

Idaho

New Construction

Key Metrics	February 2020	February 2021	February % Change	Year to Date Thru 2-2020	Year to Date Thru 2-2021	Year to Date % Change
New Listings	128	54	- 57.8%	230	82	- 64.3%
Pending Sales	92	49	- 46.7%	179	88	- 50.8%
Closed Sales	60	82	+ 36.7%	128	158	+ 23.4%
Days on Market Until Sale	180	209	+ 16.1%	188	229	+ 21.8%
Median Sales Price*	$375,657	$412,625	+ 9.8%	$369,213	$418,176	+ 13.3%
Average Sales Price*	$411,825	$516,692	+ 25.5%	$394,786	$549,920	+ 39.3%
Percent of List Price Received*	100.0%	101.2%	+ 1.2%	100.3%	101.0%	+ 0.7%
Inventory of Homes for Sale	209	25	- 88.0%	—	—	—
Months Supply of Inventory	2.6	0.3	- 88.5%	—	—	—

Previously Owned

Key Metrics	February 2020	February 2021	February % Change	Year to Date Thru 2-2020	Year to Date Thru 2-2021	Year to Date % Change
New Listings	277	289	+ 4.3%	499	494	- 1.0%
Pending Sales	226	246	+ 8.8%	402	426	+ 6.0%
Closed Sales	158	155	- 1.9%	304	317	+ 4.3%
Days on Market Until Sale	79	43	- 45.6%	82	50	- 39.0%
Median Sales Price*	$328,950	$460,000	+ 39.8%	$320,000	$445,000	+ 39.1%
Average Sales Price*	$385,171	$653,517	+ 69.7%	$386,727	$596,847	+ 54.3%
Percent of List Price Received*	97.8%	104.5%	+ 6.9%	97.9%	103.0%	+ 5.2%
Inventory of Homes for Sale	336	142	- 57.7%	—	—	—
Months Supply of Inventory	1.2	0.5	- 58.3%	—	—	—

* 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.
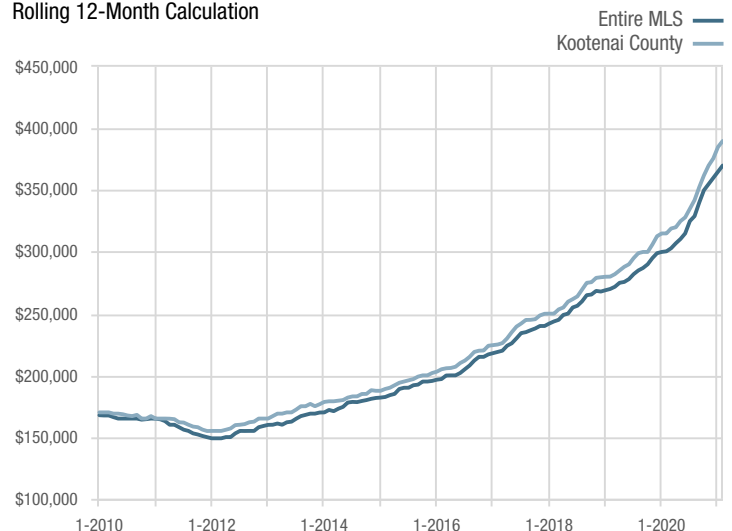
Median Sales Price - New Construction
Rolling 12-Month Calculation

Entire MLS —
Kootenai County —

Median Sales Price - Previously Owned
Rolling 12-Month Calculation

Entire MLS —
Kootenai County —

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.