

Local Market Update – March 2021

A Research Tool Provided by Coeur d'Alene MLS.



Kootenai County

Idaho

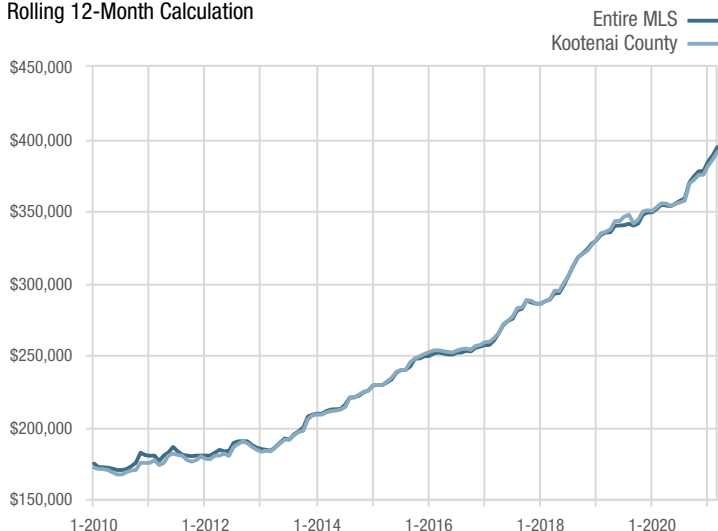
New Construction	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
Key Metrics						
New Listings	141	66	- 53.2%	371	150	- 59.6%
Pending Sales	107	65	- 39.3%	286	154	- 46.2%
Closed Sales	78	71	- 9.0%	206	231	+ 12.1%
Days on Market Until Sale	165	203	+ 23.0%	179	221	+ 23.5%
Median Sales Price*	\$389,066	\$470,278	+ 20.9%	\$375,520	\$440,835	+ 17.4%
Average Sales Price*	\$402,450	\$517,534	+ 28.6%	\$397,688	\$539,292	+ 35.6%
Percent of List Price Received*	101.0%	101.9%	+ 0.9%	100.6%	101.3%	+ 0.7%
Inventory of Homes for Sale	224	26	- 88.4%	—	—	—
Months Supply of Inventory	2.7	0.3	- 88.9%	—	—	—

Previously Owned	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
Key Metrics						
New Listings	407	404	- 0.7%	906	902	- 0.4%
Pending Sales	225	340	+ 51.1%	627	763	+ 21.7%
Closed Sales	239	251	+ 5.0%	543	575	+ 5.9%
Days on Market Until Sale	66	52	- 21.2%	75	51	- 32.0%
Median Sales Price*	\$322,000	\$501,600	+ 55.8%	\$321,000	\$472,000	+ 47.0%
Average Sales Price*	\$383,216	\$668,066	+ 74.3%	\$385,182	\$630,015	+ 63.6%
Percent of List Price Received*	99.0%	103.4%	+ 4.4%	98.4%	103.1%	+ 4.8%
Inventory of Homes for Sale	469	191	- 59.3%	—	—	—
Months Supply of Inventory	1.7	0.6	- 64.7%	—	—	—

* 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.

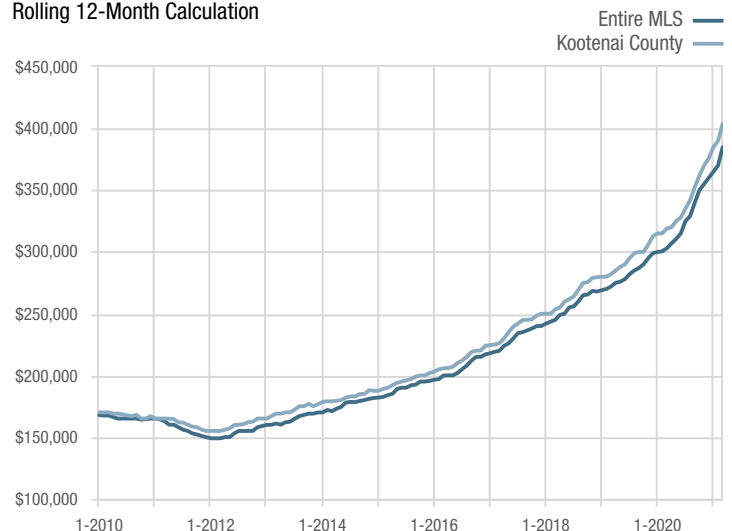
Median Sales Price - New Construction

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 April 1, 2021. All data from Coeur d'Alene Multiple Listing Service. Data is deemed reliable but is not guaranteed accurate by the MLS. Report © 2021 ShowingTime.