

**Greater Coeur d'Alene**  
(Single Family Residential)



# Real Estate Total Market Overview

September 14, 2020

| Price Range          | Number of Active Listings | Number of Pending Listings | Pending Ratio | Months of Inventory | Expired Listings Last Six Months | Closed Listings Last Six Months | Average Original List Price of Sold Homes | Average Final List Price of Sold Homes | Average Sale Price of Sold Homes | List to Sales Ratio | Average Days on Market (Solds) | Average Days on Market (Actives) |
|----------------------|---------------------------|----------------------------|---------------|---------------------|----------------------------------|---------------------------------|---|--|----------------------------------|---------------------|--------------------------------|----------------------------------|
| \$0-\$99999          | 8                         | 3                          | 37.5%         | 2.7                 | 10                               | 34                              | \$ 73,644                                 | \$ 70,038                              | \$ 65,438                        | 93.4%               | 117                            | 116                              |
| \$100000-\$124999    | 7                         | 2                          | 28.6%         | 3.5                 | 4                                | 17                              | \$ 114,168                                | \$ 115,497                             | \$ 108,166                       | 93.7%               | 143                            | 205                              |
| \$125000-\$149999    | 17                        | 9                          | 52.9%         | 1.9                 | 5                                | 34                              | \$ 142,606                                | \$ 138,897                             | \$ 133,357                       | 96.0%               | 82                             | 94                               |
| \$150000-\$174999    | 12                        | 3                          | 25.0%         | 4.0                 | 2                                | 25                              | \$ 165,400                                | \$ 161,552                             | \$ 158,914                       | 98.4%               | 112                            | 75                               |
| \$175000-\$199999    | 22                        | 8                          | 36.4%         | 2.8                 | 2                                | 41                              | \$ 190,661                                | \$ 187,754                             | \$ 181,499                       | 96.7%               | 70                             | 73                               |
| \$200000-\$224999    | 13                        | 10                         | 76.9%         | 1.3                 | 2                                | 33                              | \$ 214,900                                | \$ 214,329                             | \$ 216,030                       | 100.8%              | 108                            | 98                               |
| \$225000-\$249999    | 42                        | 27                         | 64.3%         | 1.6                 | 7                                | 134                             | \$ 239,615                                | \$ 238,887                             | \$ 239,814                       | 100.4%              | 79                             | 88                               |
| \$250000-\$274999    | 66                        | 51                         | 77.3%         | 1.3                 | 4                                | 226                             | \$ 264,005                                | \$ 263,777                             | \$ 265,013                       | 100.5%              | 80                             | 50                               |
| \$275000-\$299999    | 131                       | 102                        | 77.9%         | 1.3                 | 8                                | 311                             | \$ 290,129                                | \$ 288,111                             | \$ 288,525                       | 100.1%              | 98                             | 43                               |
| \$300000-\$324999    | 110                       | 77                         | 70.0%         | 1.4                 | 6                                | 209                             | \$ 313,309                                | \$ 312,736                             | \$ 313,511                       | 100.2%              | 97                             | 64                               |
| \$325000-\$349999    | 173                       | 113                        | 65.3%         | 1.5                 | 11                               | 246                             | \$ 336,726                                | \$ 336,622                             | \$ 334,968                       | 99.5%               | 89                             | 50                               |
| \$350000-\$374999    | 115                       | 76                         | 66.1%         | 1.5                 | 5                                | 171                             | \$ 363,714                                | \$ 361,466                             | \$ 360,467                       | 99.7%               | 100                            | 60                               |
| \$375000-\$399999    | 105                       | 75                         | 71.4%         | 1.4                 | 9                                | 218                             | \$ 390,656                                | \$ 388,769                             | \$ 387,970                       | 99.8%               | 103                            | 73                               |
| \$400000-\$424999    | 60                        | 47                         | 78.3%         | 1.3                 | 3                                | 107                             | \$ 416,029                                | \$ 413,098                             | \$ 412,931                       | 100.0%              | 93                             | 78                               |
| \$425000-\$449999    | 99                        | 64                         | 64.6%         | 1.5                 | 11                               | 153                             | \$ 437,109                                | \$ 436,140                             | \$ 434,377                       | 99.6%               | 95                             | 50                               |
| \$450000-\$474999    | 52                        | 32                         | 61.5%         | 1.6                 | 3                                | 90                              | \$ 459,933                                | \$ 458,859                             | \$ 455,013                       | 99.2%               | 114                            | 59                               |
| \$475000-\$499999    | 77                        | 51                         | 66.2%         | 1.5                 | 10                               | 107                             | \$ 491,265                                | \$ 487,412                             | \$ 483,866                       | 99.3%               | 107                            | 47                               |
| \$500000-\$599999    | 181                       | 123                        | 68.0%         | 1.5                 | 15                               | 285                             | \$ 558,653                                | \$ 553,194                             | \$ 547,739                       | 99.0%               | 96                             | 69                               |
| \$600000-\$699999    | 95                        | 51                         | 53.7%         | 1.9                 | 17                               | 125                             | \$ 657,251                                | \$ 653,517                             | \$ 648,644                       | 99.3%               | 89                             | 75                               |
| \$700000-\$799999    | 66                        | 38                         | 57.6%         | 1.7                 | 9                                | 73                              | \$ 767,587                                | \$ 754,265                             | \$ 741,558                       | 98.3%               | 106                            | 73                               |
| \$800000-\$899999    | 52                        | 23                         | 44.2%         | 2.3                 | 8                                | 43                              | \$ 865,016                                | \$ 862,116                             | \$ 828,145                       | 96.1%               | 114                            | 111                              |
| \$900000-\$999999    | 51                        | 18                         | 35.3%         | 2.8                 | 6                                | 29                              | \$ 987,083                                | \$ 966,324                             | \$ 961,970                       | 99.5%               | 72                             | 88                               |
| \$1000000-\$1499999  | 72                        | 29                         | 40.3%         | 2.5                 | 12                               | 57                              | \$ 1,254,647                              | \$ 1,236,209                           | \$ 1,195,074                     | 96.7%               | 107                            | 67                               |
| \$1500000-\$1999999  | 51                        | 14                         | 27.5%         | 3.6                 | 4                                | 26                              | \$ 1,713,020                              | \$ 1,696,678                           | \$ 1,623,212                     | 95.7%               | 126                            | 117                              |
| \$2000000+           | 62                        | 14                         | 22.6%         | 4.4                 | 9                                | 28                              | \$ 3,380,170                              | \$ 3,363,563                           | \$ 3,050,059                     | 90.7%               | 216                            | 98                               |
| <b>Market Totals</b> | <b>1,739</b>              | <b>1,060</b>               | <b>61.0%</b>  | <b>1.6</b>          | <b>182</b>                       | <b>2,822</b>                    | <b>\$ 455,455</b>                         | <b>\$ 452,332</b>                      | <b>\$ 445,416</b>                | <b>98.5%</b>        | <b>97</b>                      | <b>73</b>                        |

Based on information from the Local MLS for the period of March 14, 2020 through September 14, 2020

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