

# MLS STATS: January 1 - December 31 , 2002

## COEUR D'ALENE MULTIPLE LISTING SERVICE

Single Family Residential (RS) - includes sold data for single family residential, YEAR TO DATE, separated by areas. Shown are total # of sales, total volume & average sale price per unit. Other listing types shown separately.

AREA	#/SALES			TOTAL VOLUME			AVG PRICE		
	2001	2002	%/CH	2001	2002	%/CH	2001	2002	%/CH
1	753	858	13.9%	91,786,959	107,152,762	16.7%	121,895	124,887	2.5%
2	495	545	10.1%	59,258,476	67,368,440	13.7%	119,714	123,612	3.3%
3	322	345	7.1%	49,574,069	53,637,736	8.2%	153,957	155,472	1.0%
4	89	120	34.8%	8,374,415	11,598,106	38.5%	94,095	96,651	2.7%
North K.C.	37	31	-16.2%	3,424,400	2,681,151	-21.7%	92,551	86,489	-6.6%
South K.C.	3	7	133.3%	364,861	955,595	161.9%	121,620	136,514	12.2%
<b>Kootenai Co Sub-Total</b>	<b>1699</b>	<b>1906</b>	<b>12.2%</b>	<b>212,783,180</b>	<b>243,393,790</b>	<b>14.4%</b>	<b>125,240</b>	<b>127,699</b>	<b>2.0%</b>
Shoshone Co	129	152	17.8%	6,351,216	7,377,785	16.2%	49,234	48,538	-1.4%
Bonner/Boundary	17	16	-5.9%	1,670,680	1,711,900	2.5%	98,275	106,994	8.9%
Benewah	20	18	-10.0%	1,062,600	834,225	-21.5%	53,130	46,346	-12.8%
West (WA counties)	48	85	77.1%	8,734,641	13,501,275	54.6%	181,972	158,839	-12.7%
<b>TOTALS</b>	<b>1913</b>	<b>2177</b>	<b>13.8%</b>	<b>230,602,317</b>	<b>266,818,975</b>	<b>15.7%</b>	<b>120,545</b>	<b>122,563</b>	<b>1.7%</b>

### Overall Residential Totals:

Information for all residential listings in all areas, comparing previous year with current year.

List Type	#/Sales			Total Volume			Avg Sales Price		
	2001	2002	%/Ch	2001	2002	%/Ch	2001	2002	%/Ch
RS	1913	2177	13.8%	230,602,317	266,818,975	15.7%	120,545	122,563	1.67%
RA	323	329	1.9%	56,134,459	62,933,315	12.1%	173,791	191,287	10.07%
TC	57	91	59.6%	7,923,010	16,408,559	107.1%	139,000	180,314	29.72%
WF	107	141	31.8%	36,789,136	43,140,771	17.3%	343,824	305,963	-11.01%
WS	25	43	72.0%	3,426,500	8,116,300	136.9%	137,060	188,751	37.71%
MH,ML,MA	138	137	-0.7%	7,024,195	8,445,390	20.2%	50,900	61,645	21.11%

#/SALES	TOTAL VOLUME			AVERAGE PRICE			MEDIAN PRICE				
	2001	2002	%/CH	2001	2002	%/CH	2001	2002	%/Ch		
2563	2918	13.9%	341,899,617	405,863,310	18.7%	133,398	139,090	4.3%	110,600	117,000	5.8%

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

VALUE	#/SALES	%/SALES
<39,999	148	5.1%
40-59,999	147	5.0%
60-79,999	225	7.7%
80-99,999	467	16.0%
100-119,999	539	18.5%
120-139,999	407	13.9%
140-159,999	271	9.3%
160-179,999	183	6.3%
180-199,999	136	4.7%
200-299,999	247	8.5%
>300	148	5.1%
<b>TOTAL</b>	<b>2918</b>	

This table & graph demonstrate the percentage of residential sales based on sales price. Year/date figures through December 2002 shows the highest percentage of sales in the \$100-119,999 range, with 18.5% of sales falling in that range. Next highest range is the \$80-99,999 range, with 16% of sales.

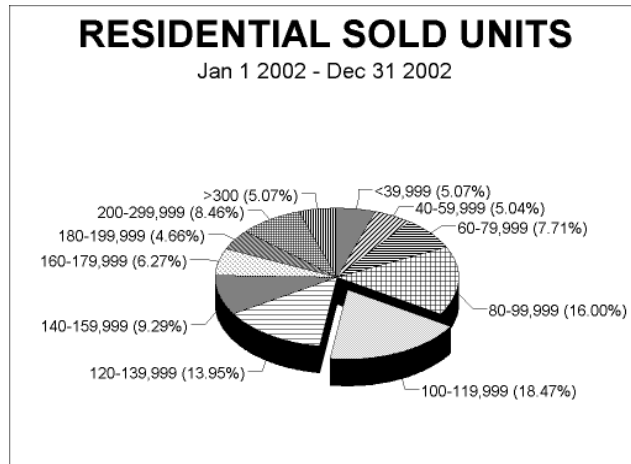


Figure 2

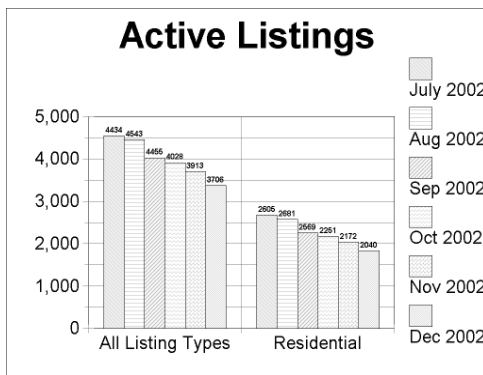


Figure 3

TOTAL SOLD VOLUME REPORTED TO MLS:

	1998	1999	2000	2001	2002
Vacant Land	61,384,567	52,640,814	62,620,946	52,858,768	50,230,733
Investment	26,681,380	24,580,994	34,667,977	35,163,838	40,378,496
Residential	278,865,938	311,624,726	309,771,407	342,028,616	405,863,309
<b>TOTALS</b>	<b>366,931,885</b>	<b>388,846,534</b>	<b>407,060,330</b>	<b>430,051,222</b>	<b>496,472,538</b>

Overall sold volume reported to MLS increased 15.6% from Dec 2001 to Dec 2002. Vacant land volume decreased by 5%. Investment sales volume reported to MLS increased by 14.8%. Overall residential sales volume increased by 18.7%.

Active Listing Inventory of all listing types, as of the end of each of the past six months:

Year	#/Listings	%/Ch
July 2002	4543	
Aug 2002	4455	-1.9%
Sep 2002	4028	-9.6%
Oct 2002	3913	-2.9%
Nov 2002	3706	-5.3%
Dec 2002	3373	-9.0%

Residential Active Inventory as of the end of each of the past six months:

Year	#/Listings	%/Ch
July 2002	2681	
Aug 2002	2569	-4.2%
Sep 2002	2251	-12.4%
Oct 2002	2172	-3.5%
Nov 2002	2040	-6.1%
Dec 2002	1834	-10.1%



Inventor

y levels for the number of active listings over the last 6 months continue the seasonal decline, with an decrease of 9% for all listing types from Nov 2002 to Dec 2002. Residential inventory shows a similar trend, with an decrease of 10.1% from Nov 2002 to Dec 2002.