

# MLS STATS: January 1 - December 31, 2003

## 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		
	2002	2003	%/CH	2002	2003	%/CH	2002	2003	%/CH
1	866	995	14.9%	107,953,040	141,409,573	31.0%	124,657	142,120	14.0%
2	554	743	34.1%	68,451,657	97,740,018	42.8%	123,559	131,548	6.5%
3	351	501	42.7%	54,286,457	86,645,881	59.6%	154,662	172,946	11.8%
4	121	174	43.8%	11,679,106	19,064,302	63.2%	96,522	109,565	13.5%
North K.C.	31	43	38.7%	2,681,151	4,204,961	56.8%	86,489	97,790	13.1%
South K.C.	7	15	114.3%	970,595	2,041,400	110.3%	138,656	136,093	-1.8%
<b>Kootenai Co Sub-Total</b>	<b>1930</b>	<b>2471</b>	<b>28.0%</b>	<b>246,022,006</b>	<b>351,106,135</b>	<b>42.7%</b>	<b>127,473</b>	<b>142,091</b>	<b>11.5%</b>
Shoshone Co	159	180	13.2%	7,660,228	8,876,348	15.9%	48,178	49,313	2.4%
Bonner/Boundary	16	25	56.2%	1,711,900	2,976,560	73.9%	106,994	119,062	11.3%
Benewah	18	23	27.8%	834,225	1,274,791	52.8%	46,346	55,426	19.6%
West (WA counties)	84	128	52.4%	13,352,275	22,371,892	67.6%	158,956	174,780	10.0%
<b>TOTALS</b>	<b>2207</b>	<b>2827</b>	<b>28.1%</b>	<b>269,580,634</b>	<b>386,605,726</b>	<b>43.4%</b>	<b>122,148</b>	<b>136,755</b>	<b>12.0%</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		
	2002	2003	%/Ch	2002	2003	%/Ch	2002	2003	%/Ch
RS	2207	2827	28.1%	269,580,635	386,605,726	43.4%	122,148	136,755	12.0%
RA	333	473	42.0%	63,492,815	103,043,677	62.3%	190,669	217,851	14.3%
TC	92	106	15.2%	16,577,559	12,863,231	-22.4%	180,191	121,351	-32.7%
WF	142	161	13.4%	43,650,771	55,926,815	28.1%	307,400	347,372	13.0%
WS	46	51	10.9%	9,126,300	10,592,805	16.1%	198,398	207,702	4.7%
MH.ML.MA	138	183	32.6%	8,460,390	12,802,835	51.3%	61,307	69,961	14.1%

#/SALES			TOTAL VOLUME			AVERAGE PRICE			MEDIAN PRICE		
2002	2003	%/CH	2002	2003	%/CH	2002	2003	%/CH	2002	2003	%/Ch
2958	3801	28.5%	410,888,470	581,835,089	41.6%	138908	153,074	10.2%	117,000	125,000	6.8%

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	178	4.7%
40-59,999	145	3.8%
60-79,999	211	5.6%
80-99,999	458	12.0%
100-119,999	722	19.0%
120-139,999	565	14.9%
140-159,999	347	9.1%
160-179,999	279	7.3%
180-199,999	205	5.4%
200-299,999	442	11.6%
>300	249	6.6%
<b>TOTAL</b>	<b>3801</b>	

This table & graph demonstrate the percentage of residential sales based on sales price. Year/date figures through Dec 2003 shows the highest percentage of sales in the \$100-119,999 range, with 19% of sales falling in that range. Next highest range is the \$120-139,999 range, with 14.9% of sales.

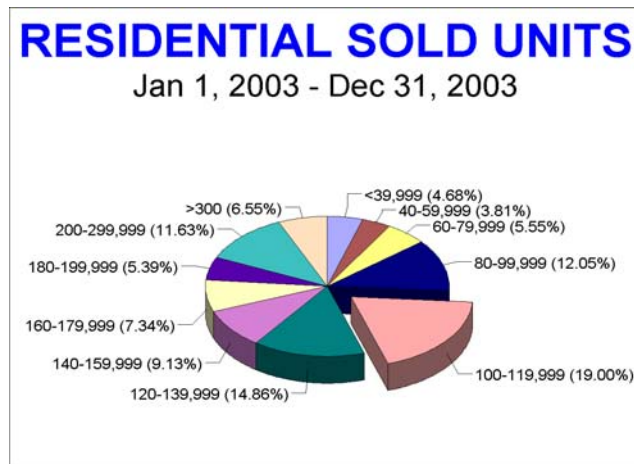


Figure 1

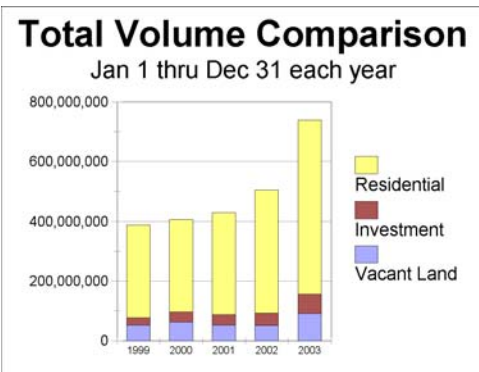


Figure 2

TOTAL SOLD VOLUME REPORTED TO MLS:

	1999	2000	2001	2002	2003
Vacant Land	52,640,814	62,620,946	52,858,768	50,948,433	91,863,543
Investment	24,580,994	34,667,977	35,163,838	42,073,246	64,136,858
Residential	311,624,726	309,771,407	342,028,616	410,888,470	581,835,089
<b>TOTALS</b>	<b>388,846,534</b>	<b>407,060,330</b>	<b>430,051,222</b>	<b>503,910,149</b>	<b>737,835,490</b>

Overall sold volume reported to MLS increased 46.4% from Dec 2002 to Dec 2003. Due to a few very large sales, vacant land volume as reported to MLS increased by 80%, and, investment sales volume reported to MLS increased by 52%. Overall residential sales volume increased by 41.6%.

Inventory levels for the number of active listings over the last 18 months, as charted in Figure 3, shows a seasonal decrease of 19.8% for all listing types from Nov 2003 to Dec 2003. There is a 25% decrease in inventory levels for all listing types from Dec 2002 total to Dec 2003 total.

Residential inventory shows a seasonal decrease of 26.2% from Nov 2003 to Dec 2003. There is a 25.4% decrease in residential inventory levels from Dec 2002 total to Dec 2003 total.

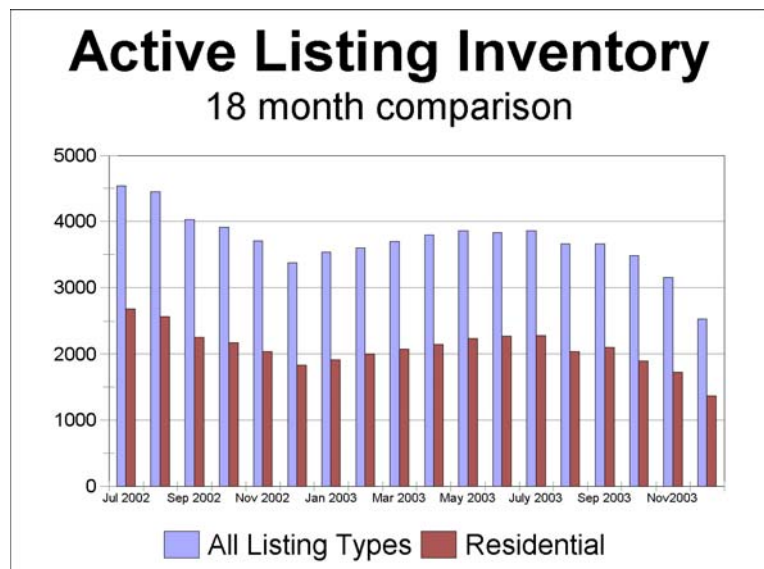


Figure 3