

MLS STATS: January 1 - December 31, 2004

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		
	2003	2004	%/CH	2,003	2,004	%/CH	2003	2004	%/CH
1	1005	1274	26.8%	141,523,268	210,004,999	48.4%	140,819	164,839	17.1%
2	753	964	28.0%	98,782,046	144,767,853	46.6%	131,185	150,174	14.5%
3	506	588	16.2%	87,290,098	116,959,184	34.0%	172,510	198,910	15.3%
4	175	203	16.0%	19,166,302	27,067,620	41.2%	109,522	133,338	21.7%
North K.C.	43	73	69.8%	4,204,961	7,609,287	81.0%	97,790	104,237	6.6%
South K.C.	16	18	12.5%	2,176,300	3,248,094	49.2%	136,019	180,450	32.7%
Kootenai Co Sub-Total	2498	3120	24.9%	353,142,975	509,657,037	44.3%	141,370	163,352	15.5%
Shoshone Co	183	281	53.6%	9,001,520	18,040,371	100.4%	49,189	64,201	30.5%
Bonner/Boundary	25	75	200.0%	2,976,560	13,022,080	337.5%	119,062	173,628	45.8%
Benewah	24	50	108.3%	1,354,791	3,388,364	150.1%	56,450	67,767	20.0%
West (WA counties)	128	169	32.0%	22,371,892	29,057,745	29.9%	174,780	171,939	-1.6%
TOTALS	2858	3695	29.3%	388,847,738	573,165,597	47.4%	136,056	155,119	14.0%

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		
	2003	2004	%/Ch	2003	2004	%/Ch	2003	2004	%/Ch
RS	2,858	3695	29.3%	388,847,738	573,165,597	47%	136,056	155,119	14.01%
RA	474	682	43.9%	103,242,927	175,367,890	69.9%	217,812	257,138	18.1%
TC	106	131	23.6%	12,863,231	17,725,482	37.8%	121,351	135,309	11.5%
WF	161	176	9.3%	55,926,815	72,569,326	29.8%	347,372	412,326	18.7%
WS	51	62	21.6%	10,592,805	15,876,889	49.9%	207,702	256,079	23.3%
MH,ML,MA	186	289	55.4%	12,068,455	21,456,093	77.8%	64,884	74,243	14.4%
Totals	3,836	5,035	31.3%	583,541,971	876,161,277	50%	152,123	174,014	14.39%

#SALES	TOTAL VOLUME			AVERAGE PRICE			MEDIAN PRICE				
2003	2004	%/CH	2003	2004	%/CH	2003	2004	%/CH	2003	2004	%/Ch
3,836	5,035	31.3%	583,541,971	876,161,277	50.1%	152,123	174,014	14.4%	125,000	134,000	7.2%

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	199	4.0%
40-59,999	173	3.4%
60-79,999	216	4.3%
80-99,999	329	6.5%
100-119,999	561	11.1%
120-139,999	955	19.0%
140-159,999	581	11.5%
160-179,999	457	9.1%
180-199,999	333	6.6%
200-249,999	487	9.7%
250-299,999	284	5.6%
300-399,999	228	4.5%
400-499,999	113	2.2%
>500	119	2.4%
TOTAL	5035	

Table to left and Graph in Figure 1 demonstrate the percentage of residential sales based on sales price. Year/date figures for 2004 shows the highest percentage of sales in the \$120-139,999 range, with approx. 19% of sales falling in that range. Next highest range is the \$140-149,999 range, with approx 11.5% of sales, followed closely by the \$110-119,999 range, with approx 11% of sales..

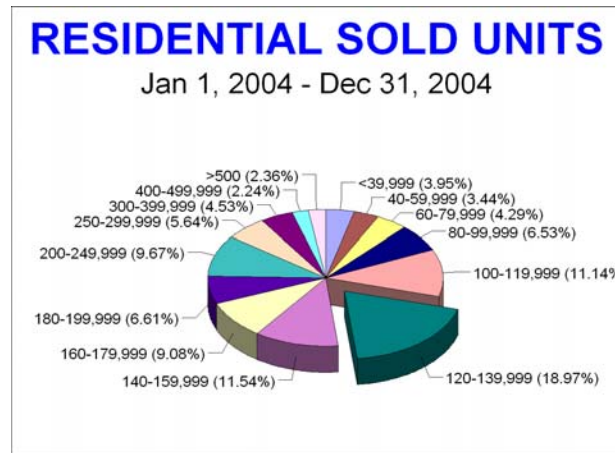


Figure 1

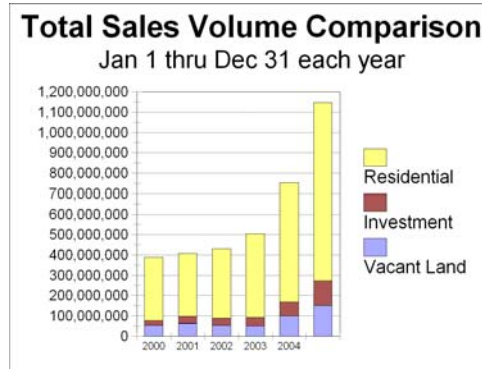


Figure 2

TOTAL SOLD VOLUME REPORTED TO MLS:

	2000	2001	2002	2003	2004
Vacant Land	62,620,946	52,858,768	50,948,433	100,596,343	150,614,864
Investment	34,667,977	35,163,838	42,073,246	68,199,758	121,467,005
Residential	309,771,407	342,028,616	410,888,470	410,888,470	876,161,276
Totals	407,060,330	430,051,222	503,910,149	579,684,571	1,148,243,145

Overall sold volume reported to MLS increased 50% from Dec 2003 to Dec 2004. Vacant land volume as reported to MLS increased by 50%; investment sales volume reported to MLS increased by 78%. Overall residential sales volume increased by 50%.

Inventory levels for the number of active listings over the last 18 months, as charted in Figure 3, shows a decrease of 15% for all listing types from Nov 2004 to Dec 2004. There is a 31% decrease in inventory levels for all listing types from Dec 2003 to Dec 2004.

Residential inventory shows an 11% decrease from Nov 2004 to Dec 2004. There is a 29% decrease in residential inventory levels from Dec 2003 to Dec 2004.

Active Listings	1 Yr Ago	1 Mo Ago	Now
All Listing Types	2529	2053	1754
Residential	1368	1095	972

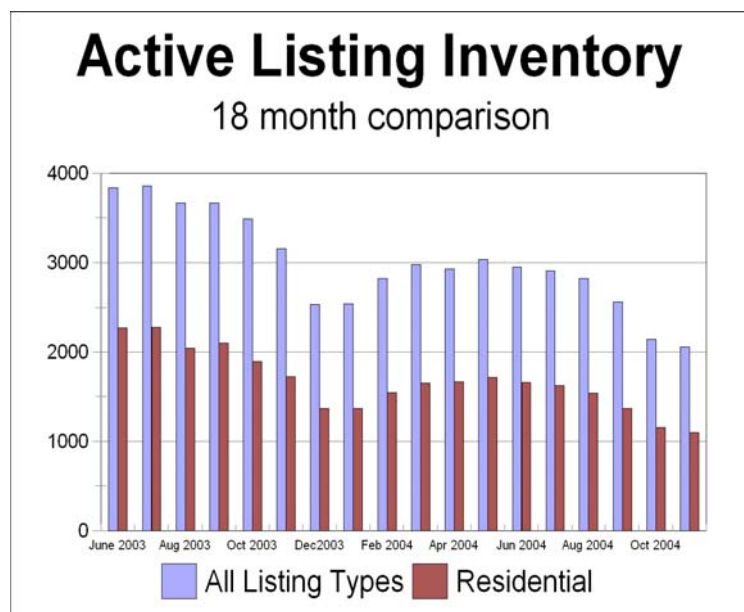


Figure 3