

# MLS STATS: Jan 1, 2007 - Dec 31, 2007

COEUR D'ALENE MULTIPLE LISTING SERVICE

## RS - Total Number of Sales 5 year Comparison, Jan thru Dec Ea Yr

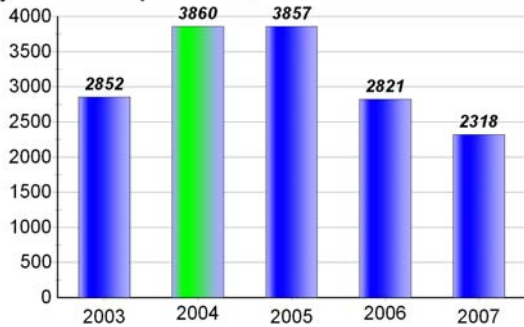


Table below reflects data on residential (RS) listings (defined as listings with house built on site, under an acre of real property) sold during a **twelve** month period - from **Jan 1 thru Dec 31<sup>st</sup>** of each year reported. Shown are total number of sales, median sale price and average sales price in each area. Chart to left reflects data from RS listings only, and provides comparisons of total numbers sold to similar periods in previous years. **New construction** housing accounted for 32% of RS sales for the 12 month period ending Dec 2006, and for 27% of sales for the 12 month period ending Dec 2007.

AREA	#/SALES			Median Price			Average Price		
	2006	2007	%/CH	2006	2007	%CH	2006	2007	%/CH
CdA/Dalton	859	825	-4.0%	205,000	200,000	-2.4%	240,682	231,124	-4.0%
Post Falls	764	548	-28.3%	199,000	197,250	-0.9%	220,541	223,259	1.2%
Hayden	447	307	-31.3%	244,000	235,000	-3.7%	286,236	291,385	1.8%
Rathdrum/Twin Lk	178	170	-4.5%	189,634	175,000	-7.7%	221,579	200,495	-9.5%
North K.C.	70	50	-28.6%	158,500	166,500	5.0%	169,692	195,915	15.5%
South K.C.	7	9		*	*				
<b>Kootenai Co sub-total</b>	<b>2,325</b>	<b>1,909</b>	<b>-17.9%</b>	<b>209,000</b>	<b>202,000</b>	<b>-3.3%</b>	<b>246,274</b>	<b>239,261</b>	<b>-2.8%</b>
Silver Valley	193	145	-24.9%	119,000	129,000	8.4%	133,328	143,104	7.3%
Bonner/Boundary	114	120	5.3%	195,500	191,750	-1.9%	237,473	223,728	-5.8%
Benewah	32	27	-15.6%	117,800	115,000	-2.4%	129,591	131,124	1.2%
West (WA counties)	157	117	-25.5%	237,893	239,990	0.9%	242,755	255,134	5.1%
<b>TOTALS</b>	<b>2,821</b>	<b>2,318</b>	<b>-17.8%</b>	<b>204,427</b>	<b>199,194</b>	<b>-2.6%</b>	<b>231,289</b>	<b>232,083</b>	<b>0.3%</b>

### Overall Residential Totals:

For ALL residential sales during the same time periods, we note approx 13% decrease in the total number of sales, 10% decrease in total sales volume, 4% increase in average sales price, and approx 2% decrease in median price.

These numbers reflect sales of ALL residential listings, from the inexpensive mobile homes on rented lots to the high end waterfront properties. In the 12 month period ending on Dec 31, 2006, sales prices ranged from \$8,900 to \$11,750,000, with an average of 112 days on market. For the 12 month period ending on Dec 31, 2007, sales prices ranged from \$5,500 to \$5,311,049, with an overall average of 123 days on market.

#/Sales			Total Volume			Average Price			Median Price		
2006	2007	%/CH	2006	2007	%/CH	2006	2007	%/CH	2006	2007	%/CH
3985	3476	-12.8%	1,048,852,661	943,832,029	-10.0%	271,192	282,813	4.3%	208,000	204,000	-1.9%

*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. \*Limited number of sales prevents definitive derivation of median sale price, where half the sales are below that level and half the sales are above.*

**December 2007 Statistics**

**Page 2 of 2**

VALUE	#/SALES	%/SALES
<39,999	80	2.3%
40-59,999	49	1.4%
60-79,999	50	1.4%
80-99,999	65	1.9%
<b>100-119,999</b>	<b>81</b>	<b>2.3%</b>
<b>120-139,999</b>	<b>215</b>	<b>6.2%</b>
<b>140-159,999</b>	<b>303</b>	<b>8.7%</b>
<b>160-179,999</b>	<b>451</b>	<b>13.0%</b>
<b>180-199,999</b>	<b>412</b>	<b>11.9%</b>
200-219,999	284	8.2%
220-239,999	238	6.8%
240-259,999	195	5.6%
260-279,999	147	4.2%
280-299,999	127	3.7%
300-399,999	340	9.8%
400-499,999	164	4.7%
>500	275	7.9%
<b>TOTAL</b>	<b>3,476</b>	

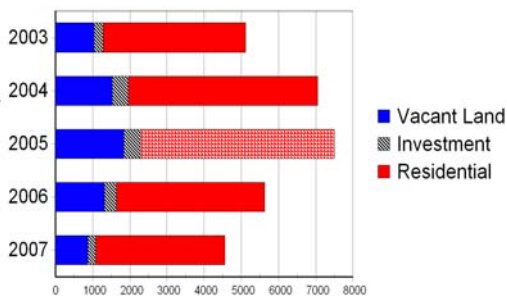
Table to left illustrates percentage of residential sales based on sales price. Approx 71% of the residential sales fall into the \$100-299,999 Sales Price Range. Chart to right graphically represents percentage of sales from these price ranges (bold, italicized area from table).

Figures for the twelve month period ending 12/31/07 show the highest percentage of sales to be in the \$160-179,999 range, with approx 13% of sales falling in that range, followed by the \$180-199,999 range at approx 12% of sales.



**Total Sales Activity Comparison**

Jan 1 thru Dec 31 for each Yr Reported



**TOTAL**

**SALES ACTIVITY AS REPORTED TO MLS :**

	2003	2004	2005	2006	2007
Vacant Land	1,037	1,524	1,839	1,316	869
Commercial/Multi-family	244	437	443	325	209
Residential	3,836	5,094	5,211	3,985	3,476
<b>Totals</b>	<b>5,117</b>	<b>7,055</b>	<b>7,493</b>	<b>5,626</b>	<b>4,554</b>

Comparison from Jan thru Dec of each year reported. Overall number of sales reported to MLS decreased by approx 19% from end of Jan 2007 to end of Dec 2007. Vacant land sales as reported to MLS decreased by 34%. Commercial and multi-family sales reported to MLS decreased by 36%. Overall residential sales decreased by approx 13%.

Inventory levels for the number of listings currently showing as active shows an increase of approx 6% for all listing types for the 1 year period at end of Dec 2006 to end of Dec 2007. There is approx 11% decrease in inventory levels for all listing types for the one month period from end of Nov 2007 to end of Dec 2007.

Active Listings	1 Yr Ago	1 Mo Ago	Now
All Listing Types	4,786	6,489	5,067
Residential	2,574	3,355	2,602

Current active inventory for Residential listings shows a 22% decrease for the one month period from end of Nov 2007 to end of Dec 2007. There is approx 1% increase in residential inventory levels for the one year period at end of Dec 2006 to end of Dec 2007.

**Active Listing Inventory As of Dec 31 Each Year**

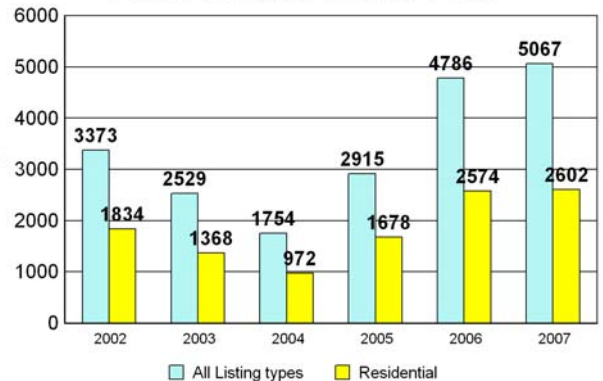


Chart to right depicts inventory levels as of Dec 31<sup>st</sup> for each of the past 6 years.