

# MLS STATS: January 1 - December 31, 2006

## 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		
	2005	2006	%/CH	2005	2006	%CH	2005	2006	%/CH
1	1306	860	-34.2%	275,067,244	206,943,081	-24.8%	210,618	240,631	14.3%
2	1085	765	-29.5%	216,707,370	168,491,054	-22.2%	199,730	220,250	10.3%
3	568	446	-21.5%	145,399,909	127,688,789	-12.2%	255,986	286,298	11.8%
4	187	177	-5.3%	33,669,778	39,246,027	16.6%	180,052	221,729	23.1%
North K.C.	104	68	-34.6%	14,110,041	11,641,947	-17.5%	135,673	171,205	26.2%
South K.C.	16	6	-62.5%	4,728,510	1,575,874	-66.7%	295,532	262,646	-11.1%
<b>Kootenai Co Sub-Total</b>	<b>3266</b>	<b>2322</b>	<b>-28.9%</b>	<b>689,682,852</b>	<b>555,586,772</b>	<b>-19.4%</b>	<b>211,170</b>	<b>239,271</b>	<b>13.3%</b>
Shoshone Co	266	194	-27.1%	27,101,832	25,837,285	-4.7%	101,887	133,182	30.7%
Bonner/Boundary	93	114	22.6%	16,964,940	27,071,927	59.6%	182,419	237,473	30.2%
Benewah	35	32	-8.6%	3,274,900	4,146,900	26.6%	93,569	129,591	38.5%
West (WA counties)	148	157	6.1%	30,873,003	39,044,532	26.5%	208,601	248,691	19.2%
<b>TOTALS</b>	<b>3808</b>	<b>2819</b>	<b>-26.0%</b>	<b>767,897,527</b>	<b>651,687,416</b>	<b>-15.1%</b>	<b>201,654</b>	<b>231,177</b>	<b>14.6%</b>

### Overall Residential Totals:

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

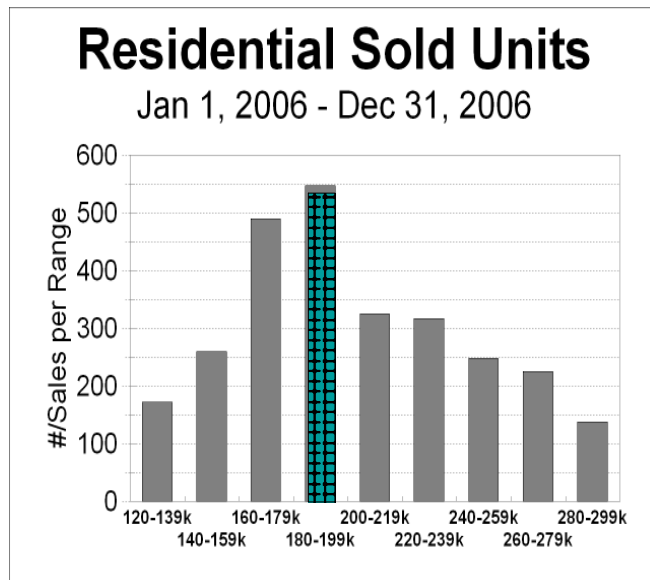
List Type	#/Sales			Total Volume			Avg Sales Price		
	2005	2006	%/CH	2005	2006	%/Ch	2005	2006	%/Ch
RS	3808	2819	-26.0%	767,897,527	651,687,416	-15%	201,654	231,177	14.6%
RL	10	33	230.0%	1,560,818	5,100,052	226.8	156,082	154,547	N/A
RA	707	411	-41.9%	254,203,091	151,190,719	-40.5	359,552	367,861	2.3%
TC	153	229	49.7%	27,583,336	43,506,157	57.7%	180,283	189,983	5.4%
WF	124	166	33.9%	80,795,446	133,591,367	65.3%	651,576	804,767	23.5%
WS	55	60	9.1%	22,141,750	27,162,691	22.7%	402,577	452,712	12.5%
MH,ML,MA	356	244	-31.5%	36,806,128	25,634,057	-30.4	103,388	105,058	1.6%
<b>Totals</b>	<b>5213</b>	<b>3962</b>	<b>-24.0%</b>	<b>1,190,988,096</b>	<b>1,037,872,459</b>	<b>-13%</b>	<b>228,465</b>	<b>261,957</b>	<b>14.7%</b>

#/Sales			Total Volume			Average Price			Median Price		
2005	2006	%/CH	2005	2006	%/CH	2005	2006	%/CH	2005	2006	%/CH
5213	3962	-24.0%	1,190,988,096	1,037,872,459	-12.9%	228,465	261,957	14.7%	179,900	206,430	14.7%

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	69	1.7%
40-59,999	49	1.2%
60-79,999	62	1.6%
80-99,999	89	2.2%
100-119,999	113	2.8%
<b>120-139,999</b>	<b>172</b>	<b>4.3%</b>
<b>140-159,999</b>	<b>259</b>	<b>6.5%</b>
<b>160-179,999</b>	<b>489</b>	<b>12.3%</b>
<b>180-199,999</b>	<b>547</b>	<b>13.8%</b>
200-219,999	325	8.2%
220-239,999	316	8.0%
240-259,999	248	6.3%
260-279,999	225	5.7%
280-299,999	137	3.5%
300-399,999	418	10.5%
400-499,999	169	4.3%
>500	278	7.0%
TOTAL	3,965	

Table to left illustrates the percentage of residential sales based on sales price. Chart below graphically represents % of sales from the \$120-139,999 level to the \$280-299,999 level (bold, italicized area from table). Year to date figures for 2006 show the highest percentage of sales in the \$180-199,999 range, with approx. 14% of sales falling in that range.

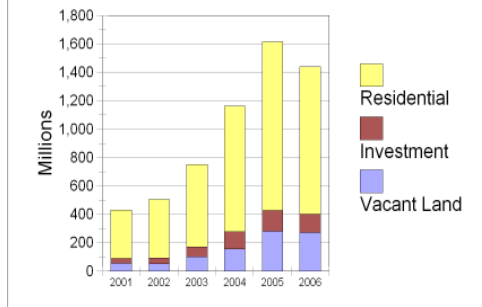


TOTAL SOLD VOLUME REPORTED TO MLS:

	2002	2003	2004	2005	2006
Vacant Land	50,948,433	100,596,343	154,930,289	279,153,710	271,040,601
Investment	42,073,246	68,199,758	121,841,906	146,506,580	130,495,580
Residential	410,888,470	581,835,089	885,085,360	1,190,988,096	1,037,872,459
Totals	503,910,149	750,631,190	1,161,857,555	1,616,648,386	1,439,408,640

Overall sold volume reported to MLS decreased by approx 11% from end of Dec 2005 to end of Dec 2006. Vacant land volume as reported to MLS decreased by 3%; investment sales volume reported to MLS decreased by 11%. Overall residential sales volume decreased by approx 13%.

Total Sales Volume Comparison  
Jan 1 thru Dec 31 each year



Inventory levels for the number of active listings over the last 12 months shows an increase of approx 64% for all listing types from Dec 2005 to Dec 2006. There is a 11% decrease in inventory levels for all listing types from Nov 2006 to Dec 2006.

Active Listings	1 Yr Ago	1 Mo Ago	Now
All Listing Types	2,915	5,395	4,786
Residential	1,678	2,877	2,574

Residential inventory shows a 10% decrease from Nov 2006 to Dec 2006. There is a 53% increase in residential inventory levels from Dec 2005 to Dec 2006.

Chart to left depicts inventory levels as of Dec 31 for each of the past 7 years.

