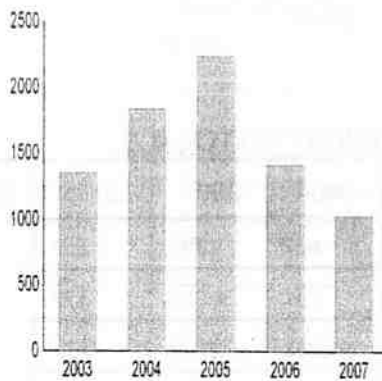


# MLS STATS: October 1, 2006 - March 31, 2007

## COEUR D'ALENE MULTIPLE LISTING SERVICE

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 six month period - from **October 1<sup>st</sup> through March 31<sup>st</sup>** of each year reported. Shown are total number of sales and median sale price in each area. Chart below reflects data from RS listings, and provides comparisons of total numbers sold to similar periods in previous years. **New construction** housing accounted for 55% of RS sales from Oct 2005 to Mar 2006, and for 36% of sales from Oct 2006 to Mar 2007.

**RS - Total Number of Sales**  
5 year Comparison, Oct thru Mar Ea Yr



AREA	#/SALES			Median Price		
	2006	2007	%/CH	2006	2007	%CH
CdA/Dalton	447	321	-28.2%	195,000	205,000	5.1%
Post Falls	422	270	-36.0%	192,067	195,000	1.5%
Hayden	226	134	-40.7%	239,000	245,000	2.5%
Rathdrum/Twin Lk	73	72	-1.4%	184,650	192,193	4.1%
North K.C.	40	24	-40.0%	154,950	166,000	7.1%
South K.C.	6	3	-50.0%	433,937	220,000	-49.3%
<b>Kootenai Co(sub-total)</b>	<b>1,214</b>	<b>824</b>	<b>-32.1%</b>	<b>198,538</b>	<b>205,000</b>	<b>3.3%</b>
Silver Valley	85	90	5.9%	120,000	126,750	5.6%
Bonner/Boundary	33	46	39.4%	209,900	195,000	-7.1%
Benewah	17	8	-52.9%	119,000	107,250	-9.9%
West (WA counties)	67	55	-17.9%	208,990	239,990	14.8%
<b>TOTALS</b>	<b>1,416</b>	<b>1,023</b>	<b>-27.8%</b>	<b>195,000</b>	<b>201,500</b>	<b>3.3%</b>

### Overall Residential Totals:

For ALL residential sales during the same time periods, we note approx 26% decrease in the total number of sales, 25% decrease in total sales volume, 2% increase in average price, 7% increase 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 6 month period ending on Mar 31, 2006, sales prices ranged from \$13,900 to \$11,750,000, with an average of 108 days on market. For the 6 month period ending on Mar 31, 2007, sales prices ranged from \$17,000 to \$2,990,000, with an average of 121 days on market.

#/Sales			Total Volume			Average Price			Median Price		
2006	2007	%/CH	2006	2007	%/CH	2006	2007	%/CH	2006	2007	%/CH
2023	1494	-26.1%	527,074,339	396,206,355	-24.8%	260,541	265,198	1.8%	196,515	210,000	6.9%

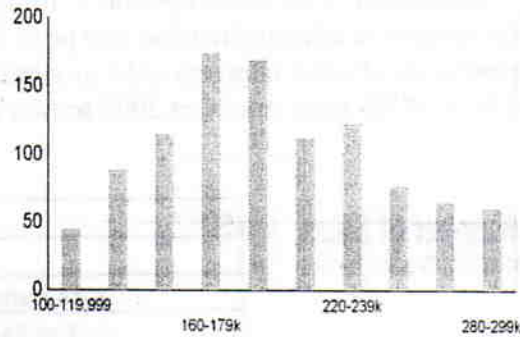
*The representations in this report are based in whole on data generated from the database of the Multiple Listing Service of the Coeur d'Alene Association of REALTORS® for the time periods specified in the report. Data maintained by the Association or its Multiple Listing Service may not reflect all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

VALUE	#/SALES	%/SALES
<39,999	31	2.1%
40-59,999	27	1.8%
60-79,999	20	1.3%
80-99,999	30	2.0%
<b>100-119,999</b>	<b>44</b>	<b>2.9%</b>
<b>120-139,999</b>	<b>88</b>	<b>5.9%</b>
<b>140-159,999</b>	<b>114</b>	<b>7.6%</b>
<b>160-179,999</b>	<b>174</b>	<b>11.6%</b>
<b>180-199,999</b>	<b>169</b>	<b>11.3%</b>
<b>200-219,999</b>	<b>112</b>	<b>7.5%</b>
<b>220-239,999</b>	<b>122</b>	<b>8.2%</b>
<b>240-259,999</b>	<b>76</b>	<b>5.1%</b>
<b>260-279,999</b>	<b>64</b>	<b>4.3%</b>
<b>280-299,999</b>	<b>60</b>	<b>4.0%</b>
300-399,999	165	11.0%
400-499,999	85	5.7%
>500	113	7.6%
<b>TOTAL</b>	<b>1,494</b>	

Table to left illustrates the percentage of residential sales based on sales price. 70% of the residential sales fall into the \$100-299,999 Sales Price Range. Chart below graphically represents percentage of sales from these price ranges (bold, italicized area from table). Figures for the six month period ending 3/31/07 show the highest percentage of sales to be in the \$160-179,999 range, with approx. 11.6% of sales falling in that range, followed closely by the \$180-199,999 range at 11.3% of sales.

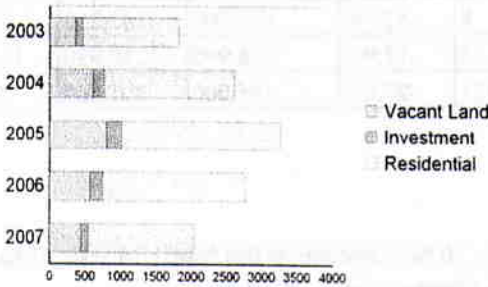
### Residential Sold Units

Sep 1, 2006 - Mar 31, 2006



### Total Sales Activity Comparison

Oct 1 thru Mar 31 for each Yr Reported



### TOTAL SALES ACTIVITY AS REPORTED TO MLS :

	2003	2004	2005	2006	2007
Vacant Land	364	607	792	569	441
Commercial/Multi-family	104	161	221	177	109
Residential	1354	1842	2248	2023	1494
<b>Totals</b>	<b>1822</b>	<b>2610</b>	<b>3261</b>	<b>2769</b>	<b>2044</b>

Comparison from Oct thru Mar of each year reported. Overall number of sales reported to MLS decreased by approx 26% from end of Mart 2006 to end of Mar 2007. Vacant land sales as reported to MLS decreased by 22.5%. Commercial and multi-family sales reported to MLS decreased by 38%. Overall residential sales decreased by approx 26%.

Inventory levels for the number of listings currently showing as active shows an increase of approx 74% for all listing types for the 1 year period from end of Mar 2006 to end of Mar 2007. There is a 12% increase in inventory levels for all listing types for the one month period from end of Feb 2007 to end of Mar 2007.

Active Listings	1 Yr Ago	1 Mo Ago	Now
All Listing Types	3,307	5,156	5,755
Residential	1,976	2,763	3,087

Current active inventory for Residential listings shows a 12% increase for the one month period from end of Feb 2007 to end of Mar 2007. There is a 56% increase in residential inventory levels for the one year period from end of Mar 2006 to end of Mar 2007.

### Active Listing Inventory

As of March 31, Each Year

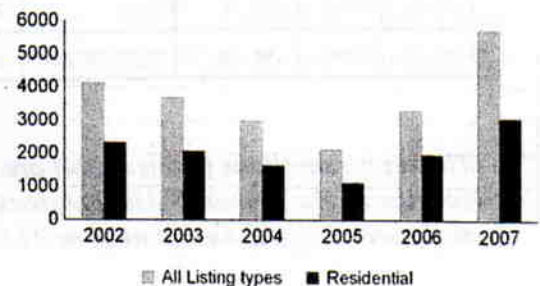


Chart to left depicts inventory levels as of Mar 31 for each of the past 6 years.