



Benjamin Widmyer
Broker Coldwell Banker
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Owner Widmyer Corporation



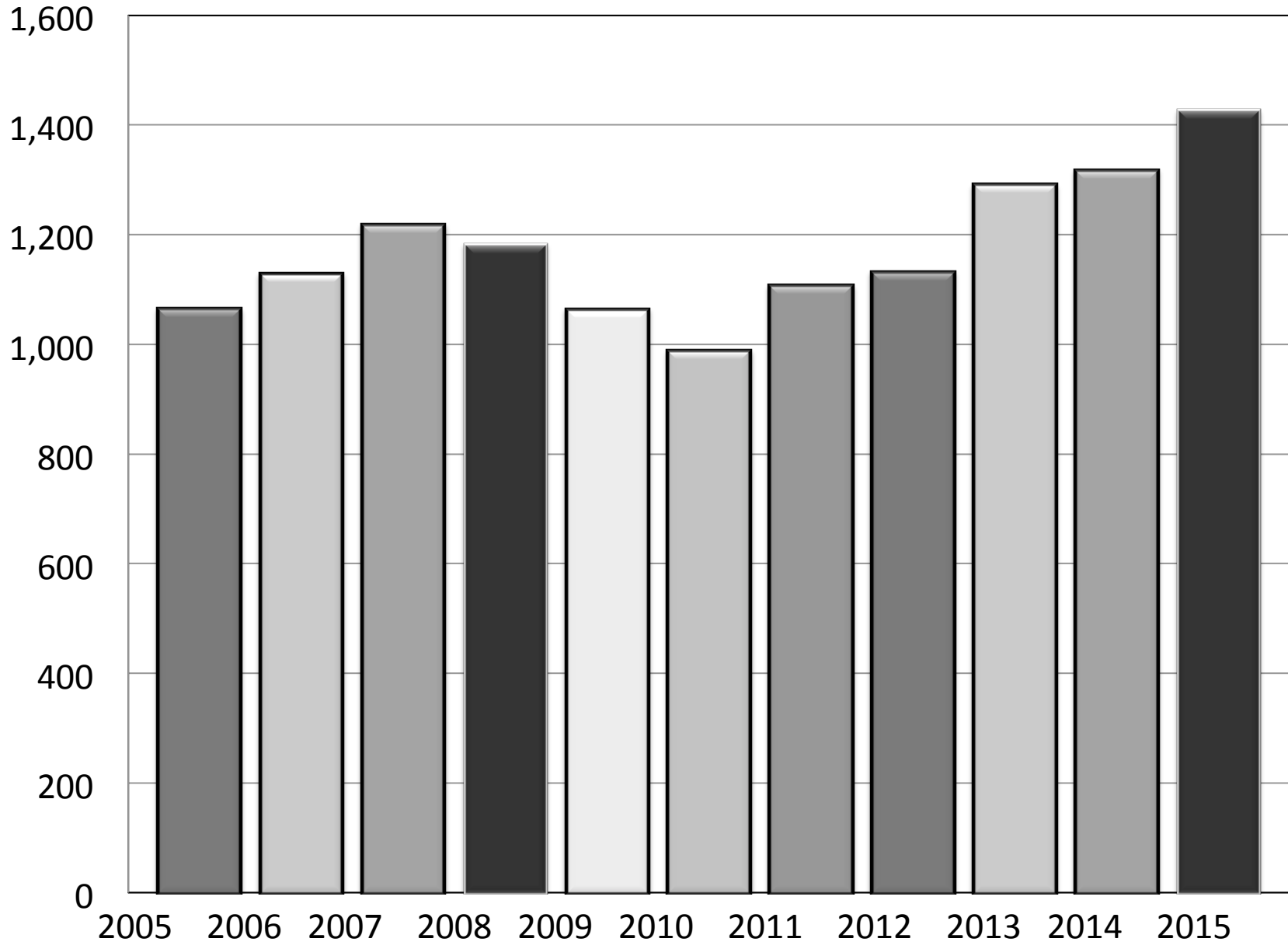
WIDMYER
CORPORATION

Real Estate Development and
Property Management

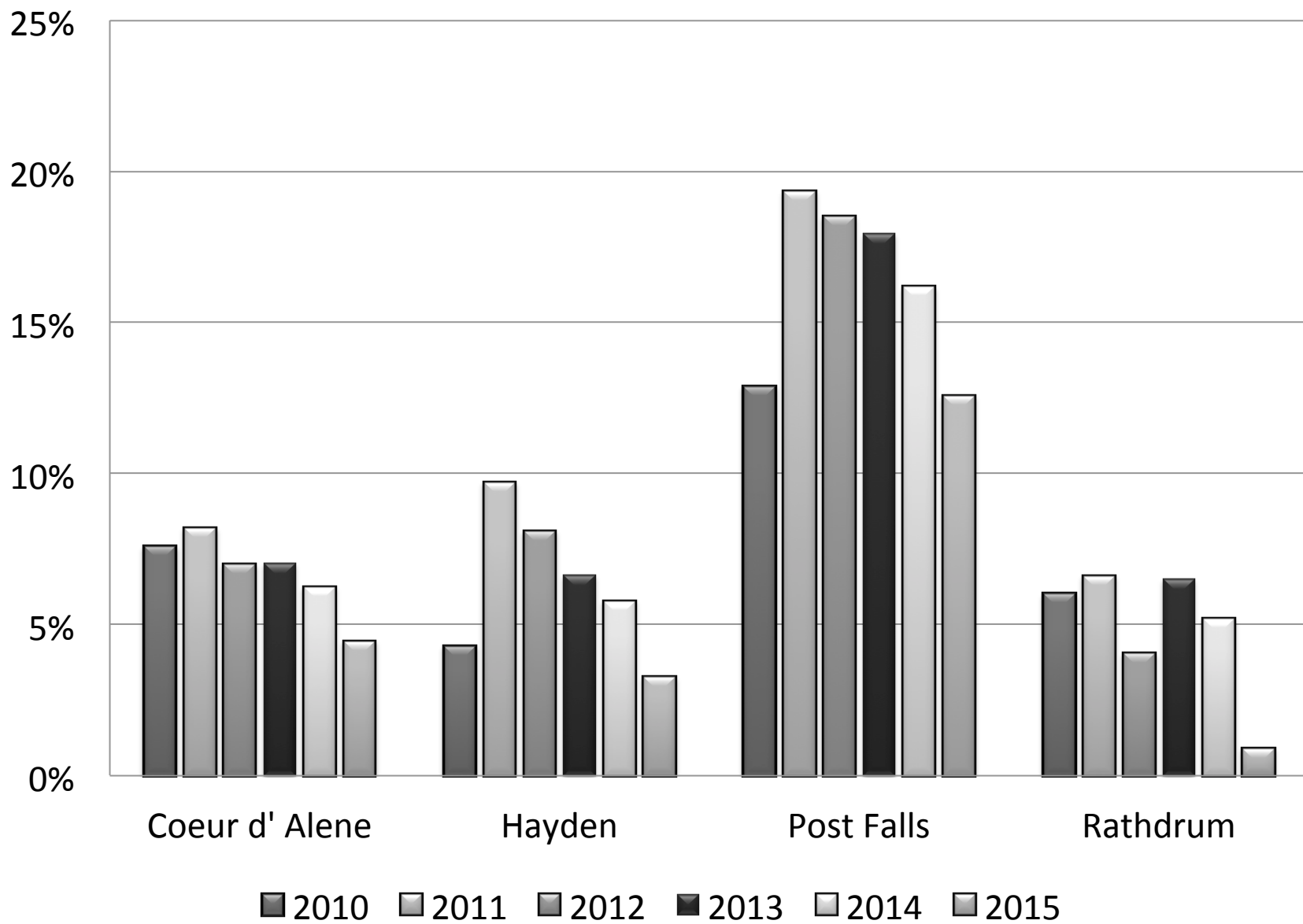
Outline

- Retail
- Office
- Land
- Industrial
- Forecast & Outlook

Kootenai County Taxable Sales



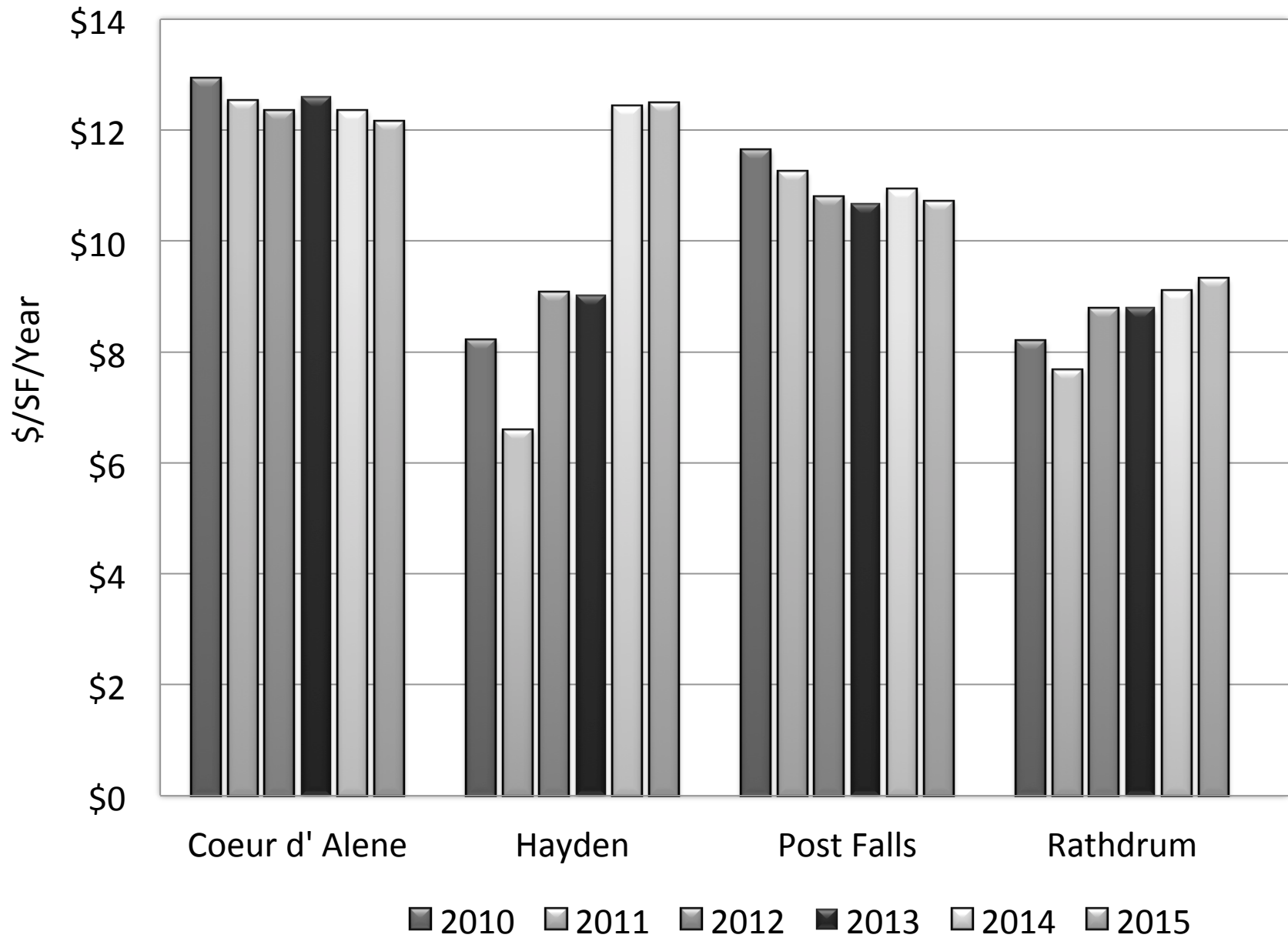
Retail Vacancy



Retail Vacancy

Shopping Center	SF Vacant/ Vacancy Rate	Lease Rate
Ironwood Square	15,589 / 19%	\$18 PSF NNN
Prairie Shopping Center	34,045 / 22%	\$16 PSF NNN
Silver Lake Mall	26,004 / 8%	Not Reported

Average Retail Rental Rate



Sale Comps



Address	704 E Sherman Coeur d Alene	309 E Sherman Coeur d Alene	313-315 E Sherman Coeur d Alene	310 N 4 th St Coeur d Alene
Sale Date	10/12/15	10/01/15	4/17/15	9/25/15
Price	\$1,200,000	\$560,000	\$1,150,000	\$360,000
Square Feet	5,332 One level	5,262 ½ Basement	9,096 ½ Basement	7,650 1/3 Basement
Price/PSF	\$225.06	\$106.42	\$126.43	\$47.06



Panera Bread Prairie Shopping Center, Hayden



Anthony's 1926 W Riverstone Dr, CDA

ANTHONY'S AT COEUR D'ALENE - COMING SOON!



RESTAURANTS MAIN
LOCATIONS
DINNER HOUSES
CASUAL DINING
"TO GO" BARS
BEST OF SEASON



OPENING SPRING 2016

Check back soon for more information!

MAP

LOCATION & CONTACT

1926 W. Riverstone Drive
Coeur d'Alene, ID 83815

Chipotle

305 W Appleway, CDA



Cracker Barrel Ramsey Crossing, CDA



Retail Center

3095 Mullan Ave, Post Falls



Downtown Office



Aspen Homes



Pinkerton Headquarters



Kootenai Health Hospital Expansion



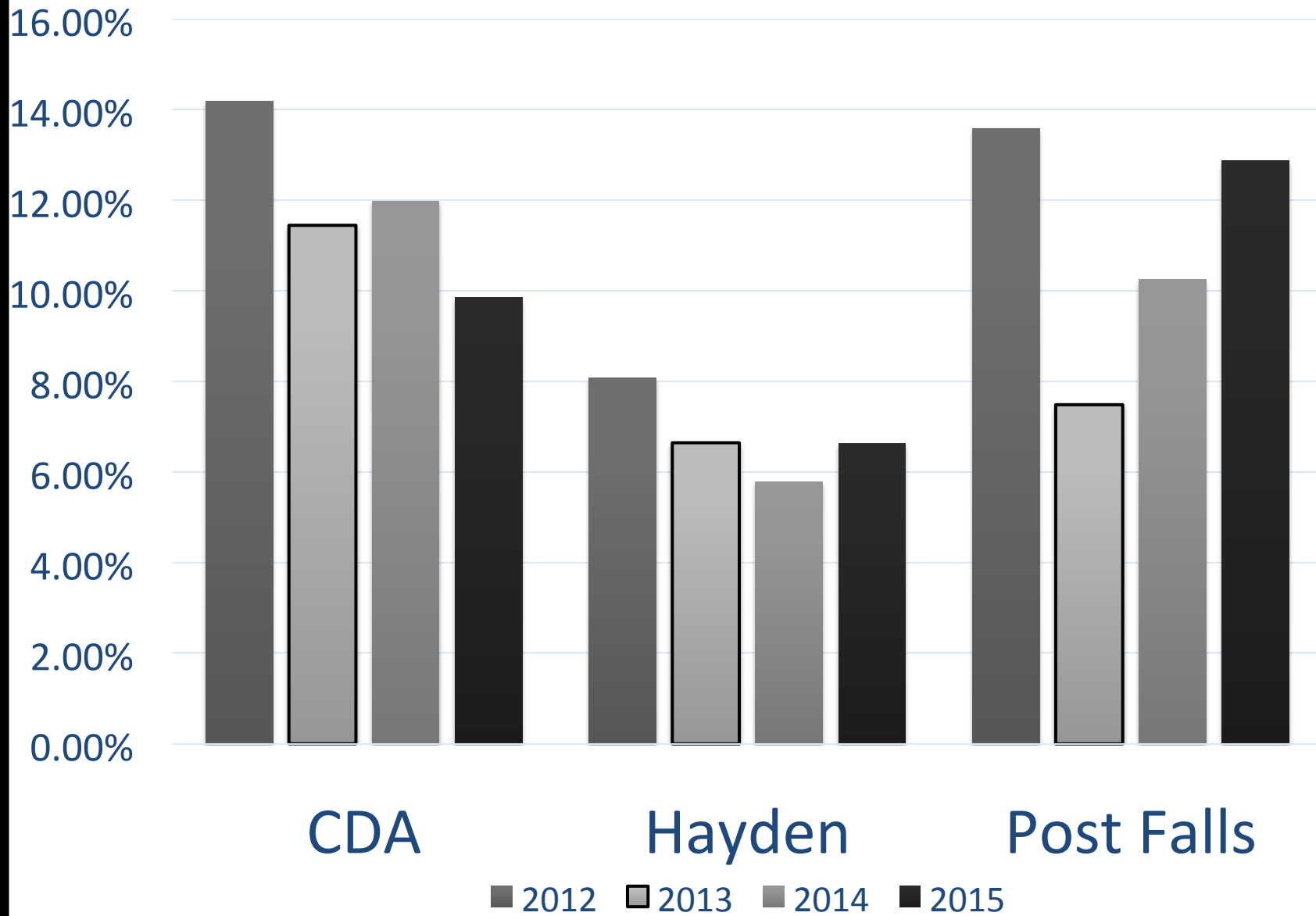
Kootenai Clinic Post Falls Expansion



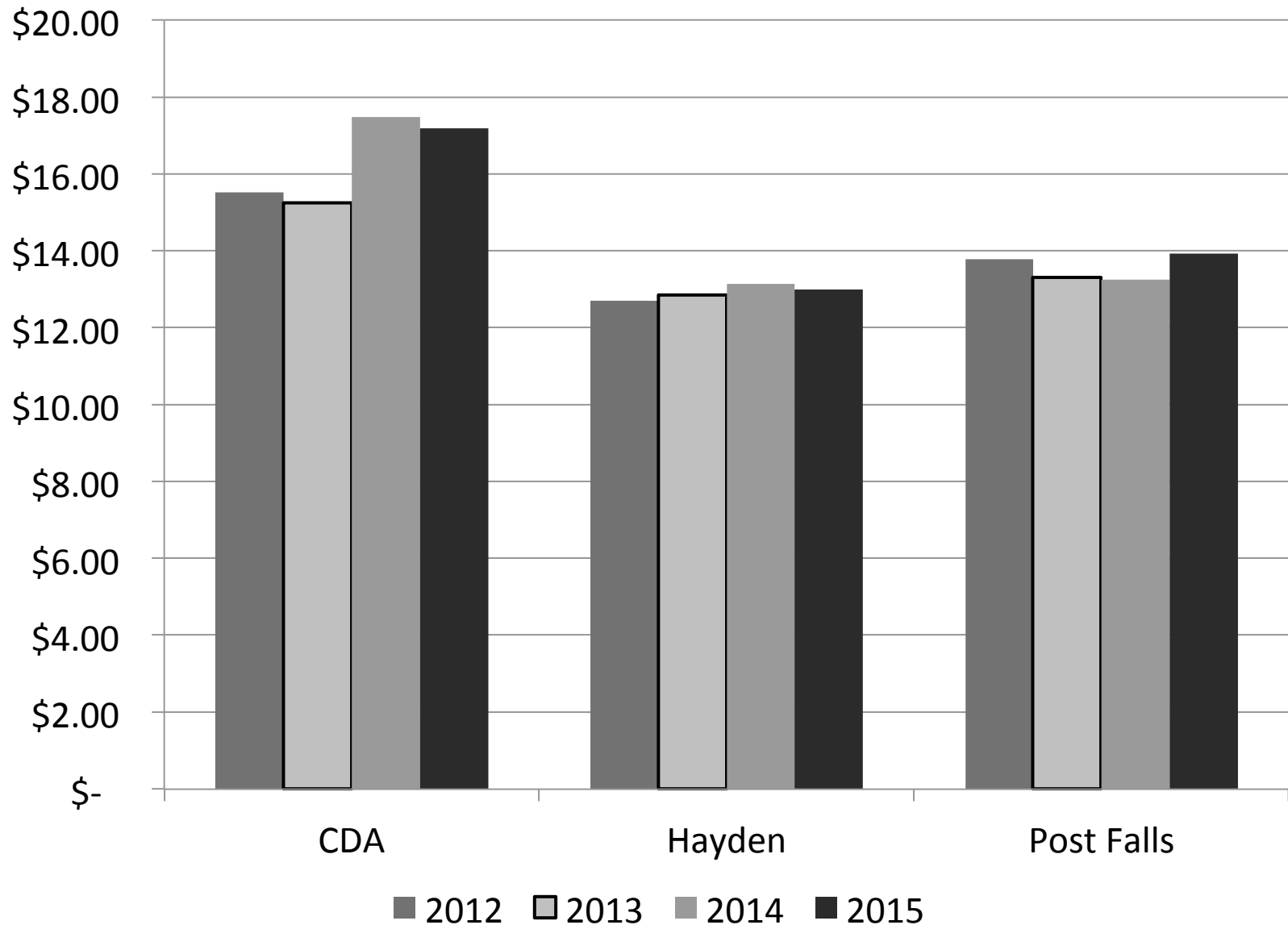
Tenant Relocation and Expansion



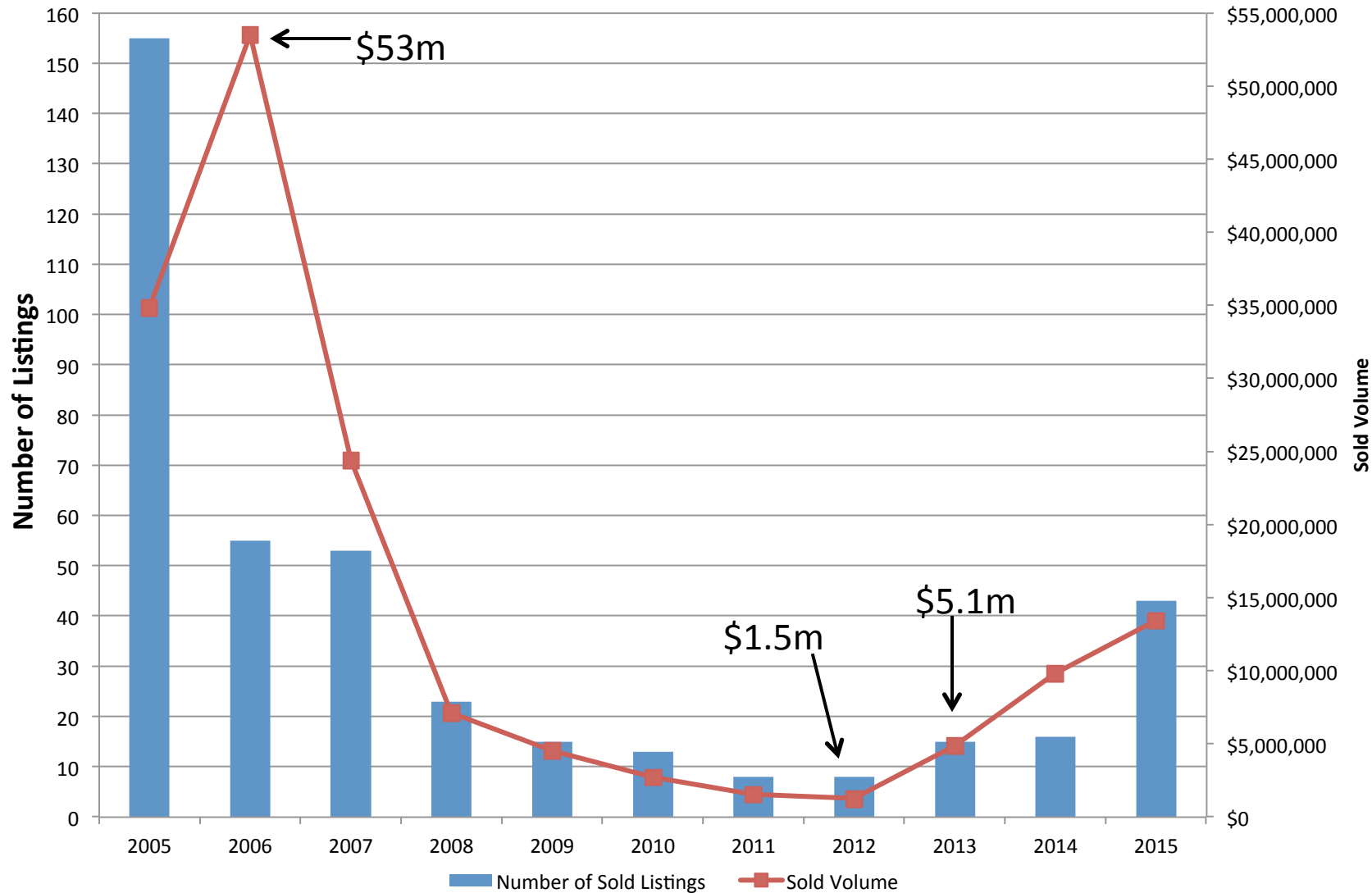
Office Vacancy



Office Average Rental Rate

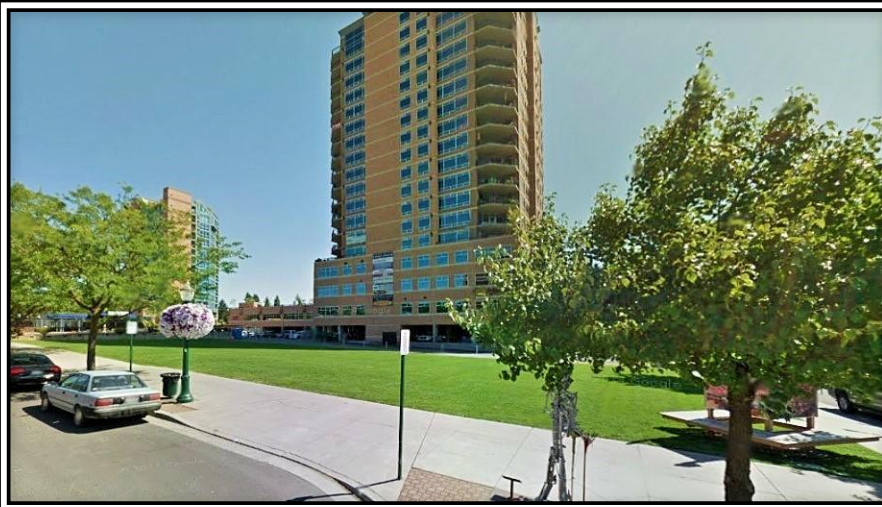


Commercial Land Sales



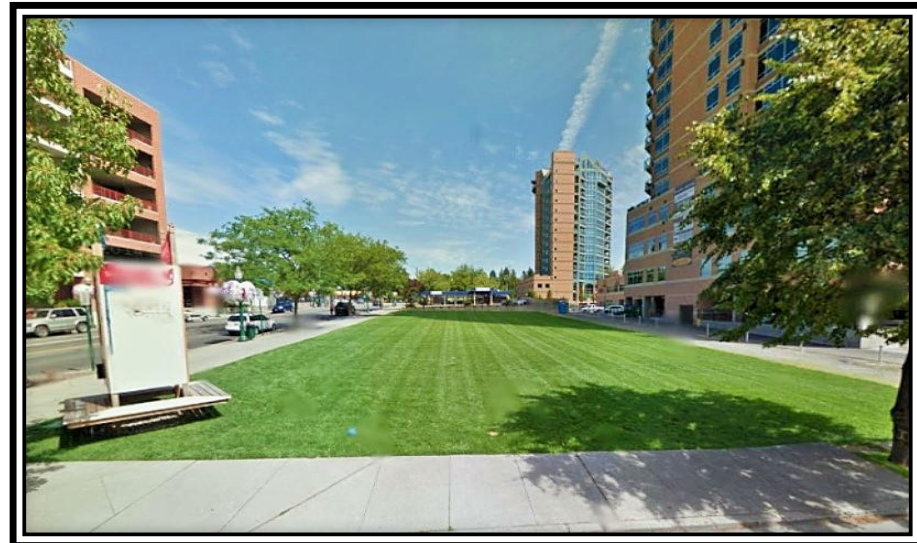
***As Reported to the CDA Multiple Listing Service**

2014-2015 Closed Land Transactions



- SE Corner of Sherman Avenue & 6th Street
- 0.48 Acres Development Land

- \$1,000,000 (\$47/sf)
- Zoned Downtown Core
- Tentative plans for mixed-use development



Seltice Way- East of Atlas Road



- 4.6 Acres
- Zoned C-17
- Residential Development

Canfield Ave. & Pinegrove Dr.



- 1.2 Acre
- Zoned C-17L
- Multi-Family Development

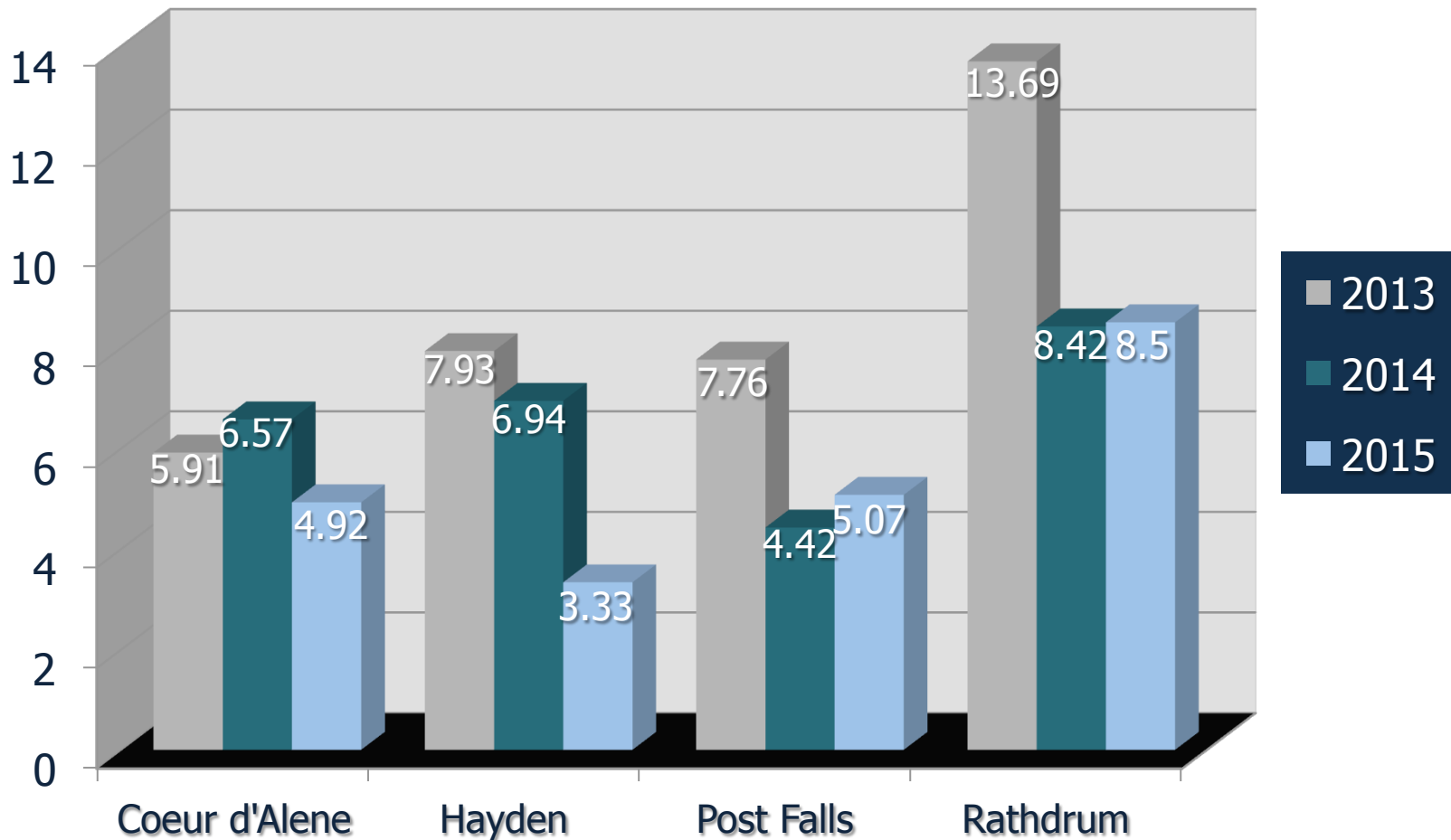
Post Falls Medical Land Sales



- 3 Reported Sales
- 5 Acres

KOOTENAI COUNTY INDUSTRIAL VACANCY

- 305,000 Square Feet Vacant
- Average Vacancy Rate 4.86%
- 565 Properties Surveyed
- 6.3 Million Square Feet



INDUSTRIAL BUILDINGS





Ramsey Bypass

Multi-Family

Commercial



New Convenience Store

CROFFOOT PARK

Industrial

Industrial

Industrial

New Odom Site
15 Acres Warren K Expansion

Commercial



CdA AIRPORT

Ramsey Bypass

The Odom Corp. expects to move its North Idaho operations in the spring to a new distribution center, illustrated here



StanCraft







Riverbend
Commerce
Park

Pleasant View Road

Beck Road

 **TEDDER**
INDUSTRIES LLC

Interstate 90

**POST
FALLS
OUTLET
MALL**

**38 LOT
BIGHORN
INDUSTRIAL
PARK**



PLEASANT VIEW ROAD

POLELINE AVENUE

Strengths

- Solid Vacancy Rates
- Apartment Market
- Industrial Rental Rates
- Investor New Construction Low
- Absorption of Space
- Available Capital and Low Interest Rates

Weaknesses

- Stagnant Rental Rates
- Downtown Office
- Post Falls Outlets and Larger Retail Centers
- Quality Investment Sales Inventory Low

Opportunities

- Industrial Development
- Class A Multifamily
- New Development in Winco area, Seltice Way and North of the Airport and East Sherman
- Repurposed Older Buildings in Good Location or change use (Outlet Mall)
- New Larger Companies Coming to Kootenai County & Continued Growth

Threats

- Rental Growth outpacing Wage Growth
- Oversupply of Apartment Market
- Downturn in the Economy
- Loss of Construction Jobs
- Rising Interest Rates



THANK YOU

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