



COMMERCIAL MARKET KOOTENAI COUNTY

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Keller Williams Realty Coeur d'Alene



IF YOU ARE THE SMARTEST
PERSON IN THE ROOM,
then you are in the wrong room

CONFUCIUS



TOP 3 COMMERCIAL SALES IN 2021

AS REPORTED BY THE COEUR D'ALENE MLS

CLOSED SALES RANGED FROM 3.6M TO 3.85M

1

7927 E. POLSTON AVE, POST FALLS

FITNESS CENTER/ MEDICAL OFFICES

BROKERED BY KELLER WILLIAMS REALTY CDA & NAI BLACK

2

750 W. CANFIELD AVE, COEUR D'ALENE

MANUFACTURING/WAREHOUSE

BROKERED BY KEIMLE HAGOOD

3

1845 W. DAKOTA AVE, HAYDEN

LITE INDUSTRIAL SITE

PEARL REALTY

TOP 3 SOLD IN 2021

CATYLIST COMMERCIAL

CASCADIA CUSTOM MOLDING
3474 INDUSTRIAL LOOP, COEUR D'ALENE
F6,100 SF | 5 ACRES
BROKERED BY NAI BLACK



BLACKSTONE STORAGE

3027 W. HAYDEN AVE, HAYDEN
82,500 SF STORAGE FACILITY | 4.62 ACRES
BROKERED BY AMERICAN REAL ESTATE ASSOCIATES



LAND

1356 N HIGHWAY 41, POST FALLS
4.73 ACRES



TOP 3 COMMERCIAL PENDING IN 2021

AS REPORTED BY THE COEUR D'ALENE MLS



1 **105 E. WALLACE AVE, COEUR D'ALENE**
HISTORIC ROOSEVELT INN B & B
BROKERED BY TOMLINSON SOTHEBY'S



1 | \$3,300,000

2 **301 E. SHERMAN AVE, COEUR D'ALENE**
FORMER BANK BUILDING
BROKERED BY NAI BLACK

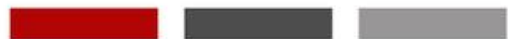


2 | \$2,900,000

3 **30400 S. SUNRAY TR., WORLEY**
SUN MEADOW NUDIST RESORT
BROKERED BY KELLER WILLIAMS CDA & NAI BLACK



3 | \$2,850,000



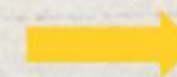
FOR SALE:
±58,467 SF Total Building Area
±7.98 Total Acres

3815 N Schreiber Way | Coeur d'Alene, Idaho 83815



**3815 N. SCHREIBER
WAY, COEUR D'ALENE**

PENDING



\$9,500,000 Offering Price

Pat Eberlin | 208.215.1375 | pat.eberlin@kiemlehagood.com



KIEMLEHAGOOD

TOP 3 COMMERCIAL ACTIVE 01.01.22

AS REPORTED BY THE COEUR D'ALENE MLS

1

402 E. SHERMAN AVENUE, COEUR D'ALENE

40,000 SF COMMERCIAL BUILDING

BROKERED BY KELLER WILLIAMS REALTY SPOKANE

2

7740 CORN MAZE WAY, HAUSER

35,500 SF IN BECK INDUSTRIAL PARK

BROKERED BY COLDWELL BANKER SCHNEIDMILLER

3

14028 N. OHIO STREET, RATHDRUM

+/- 25,000 SF INDUSTRIAL/WAREHOUSE

BROKERED BY KIEMLE HAGOOD



MLS OVERVIEW | INVESTMENT PROPERTIES

INVESTMENT PROPERTIES

YTD INVESTMENT SALES REPORTED TO MLS OF ALL YEARS REPORTED

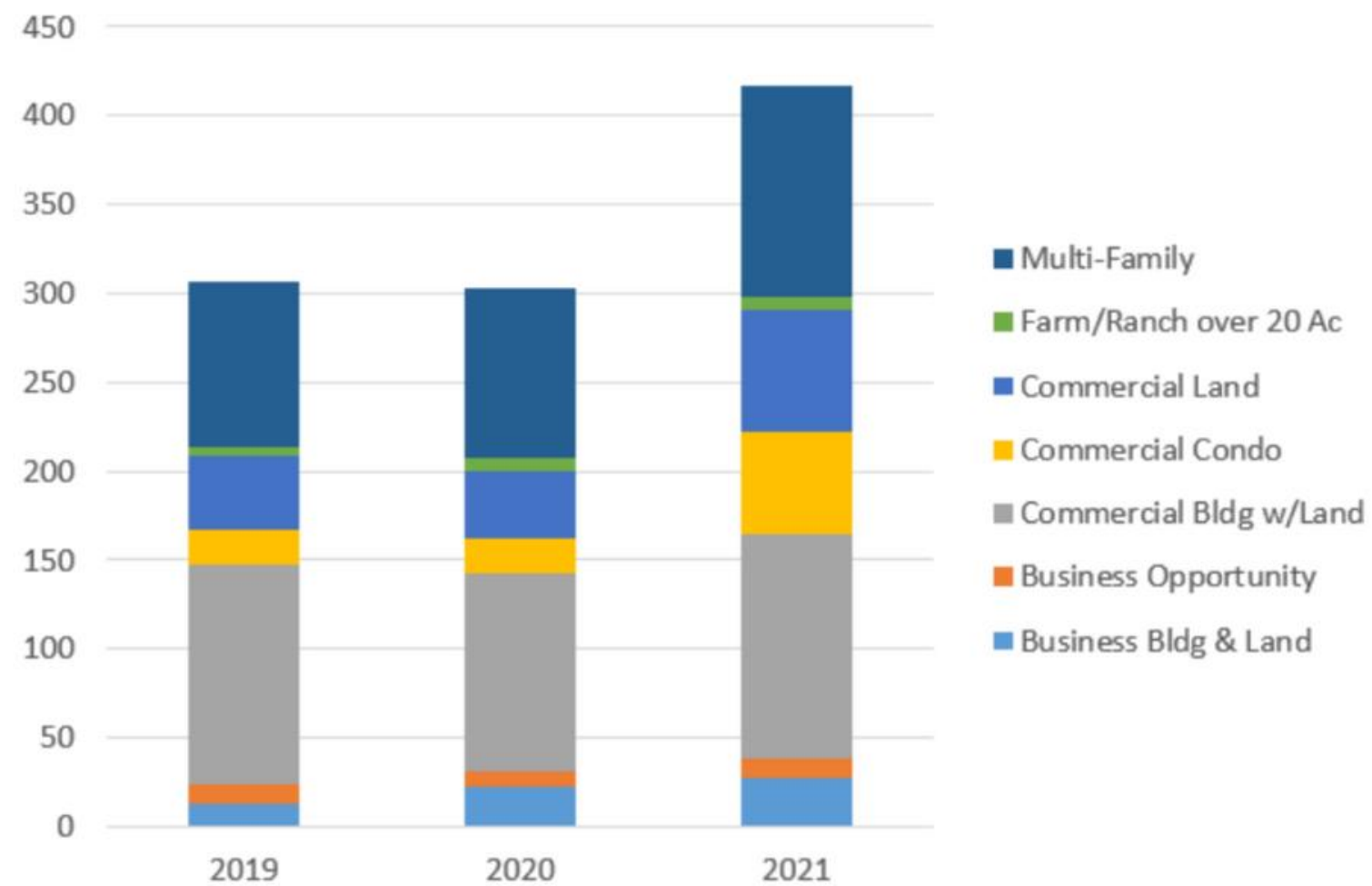
Investment Properties	# Sales YTD			Sold Volume YTD		
Listing Type	2019	2020	2021	2019	2020	2021
Business Bldg & Land	13	22	27	\$ 6,776,000	\$ 17,052,000	\$ 19,399,000
Business Opportunity	11	9	12	\$ 2,039,000	\$ 760,000	\$ 1,549,400
Commercial Bldg w/Land	123	111	126	\$ 86,002,921	\$ 67,893,406	\$ 98,431,950
Commercial Condo	20	20	57	\$ 2,525,400	\$ 4,439,400	\$ 10,602,892
Commercial Land	42	38	69	\$ 15,819,090	\$ 11,956,040	\$ 28,052,402
Farm/Ranch over 20 Ac	5	7	7	\$ 2,870,000	\$ 9,791,000	\$ 20,604,000
Multi-Family	93	96	119	\$ 36,962,451	\$ 44,932,166	\$ 70,589,979
Total	307	303	417	\$152,994,862	\$156,824,012	\$249,229,623

MLS OVERVIEW | INVESTMENT PROPERTIES

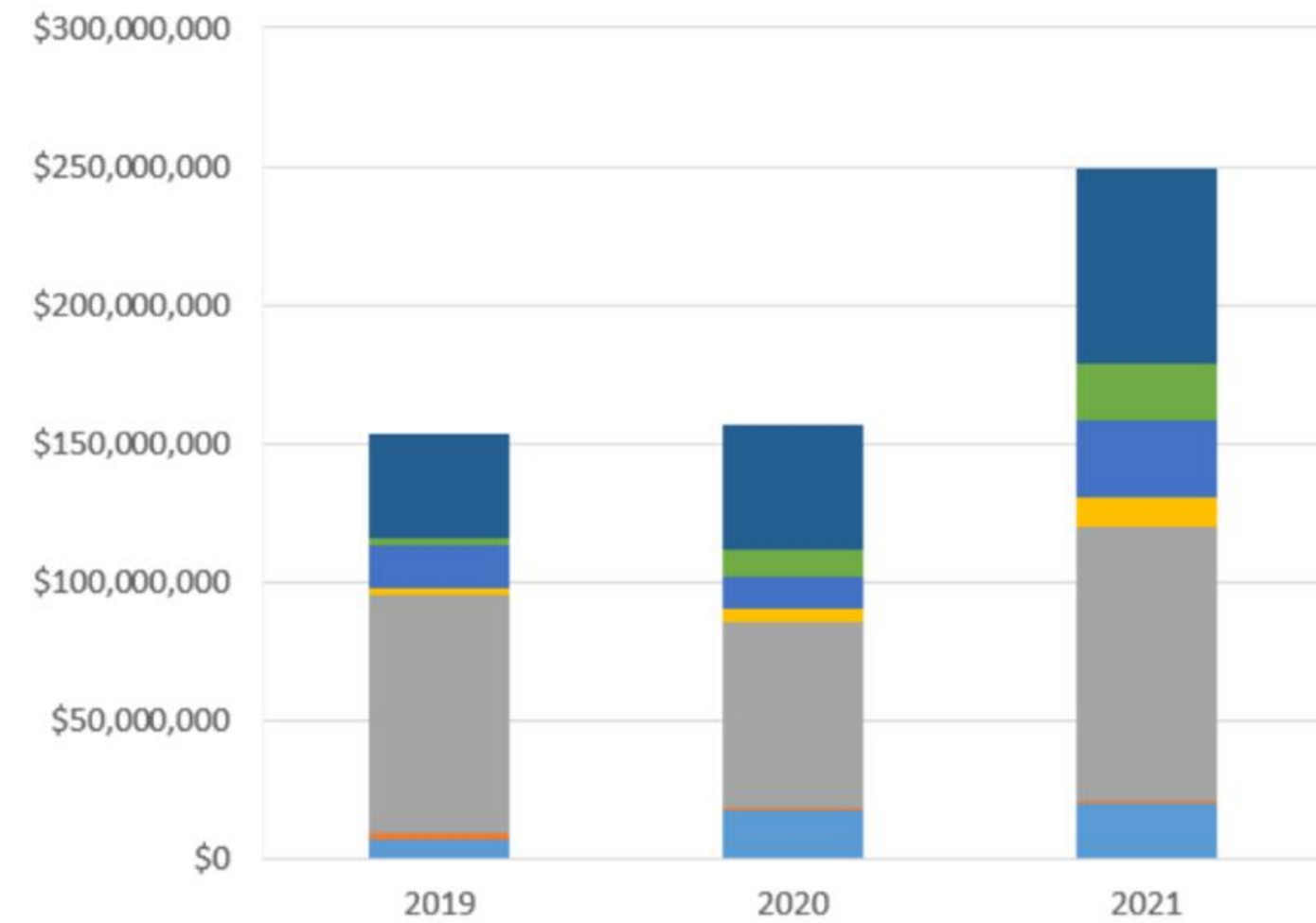
INVESTMENT PROPERTIES

YTD INVESTMENT SALES REPORTED TO MLS OF ALL YEARS REPORTED

Investment Sales Units

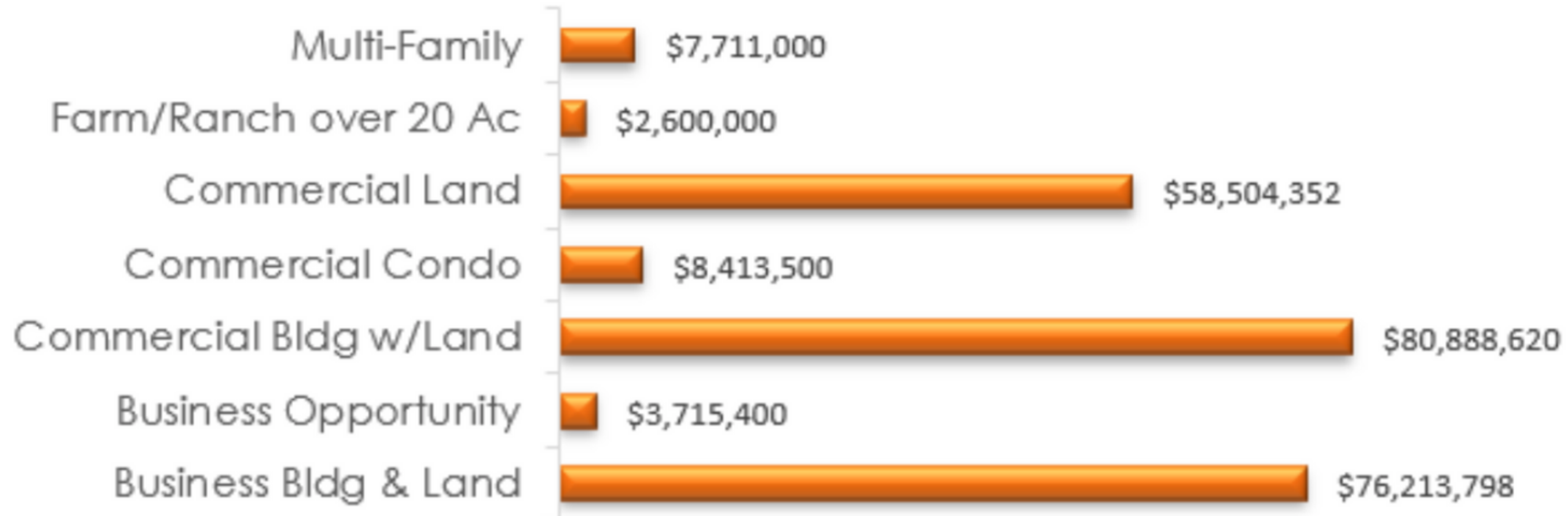


Investment Sales Volume



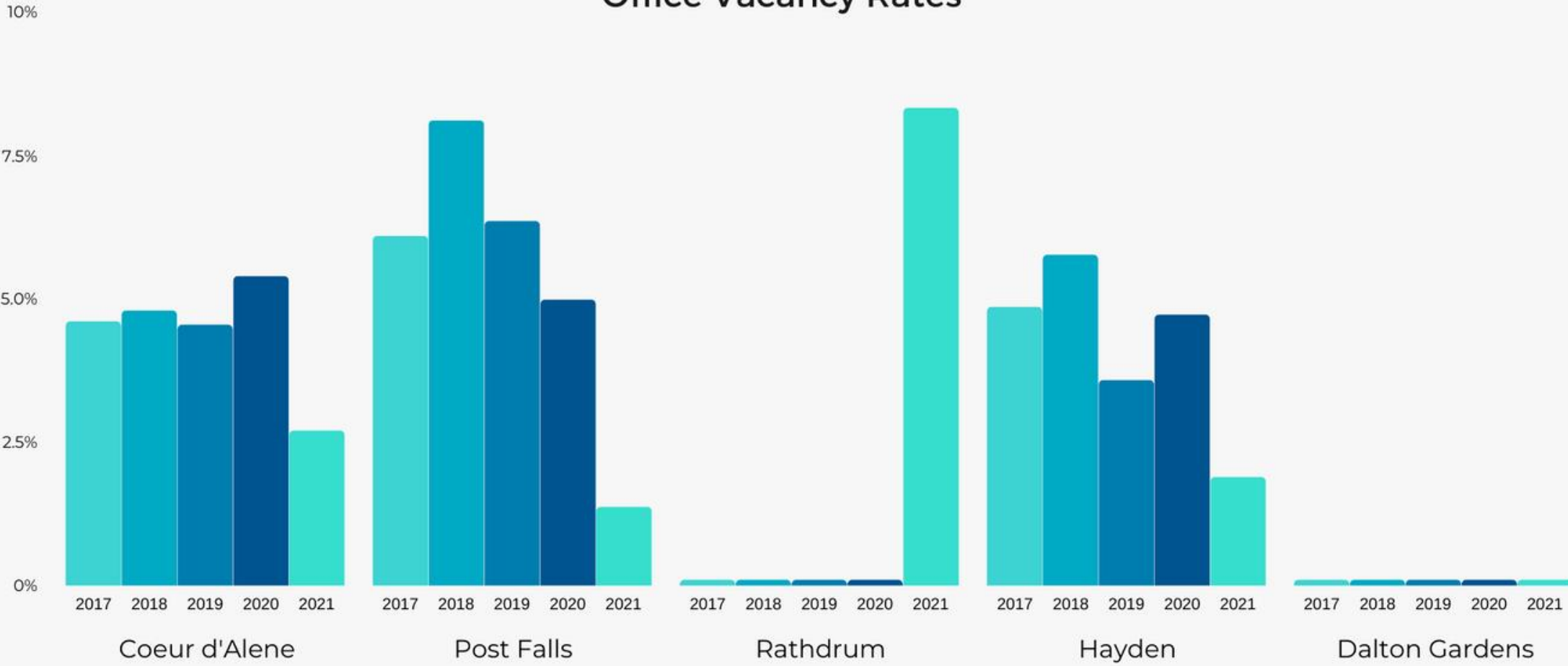
MLS OVERVIEW | INVESTMENT PROPERTIES

VOLUME OF ACTIVE LISTINGS FOR INVESTMENT PROPERTIES

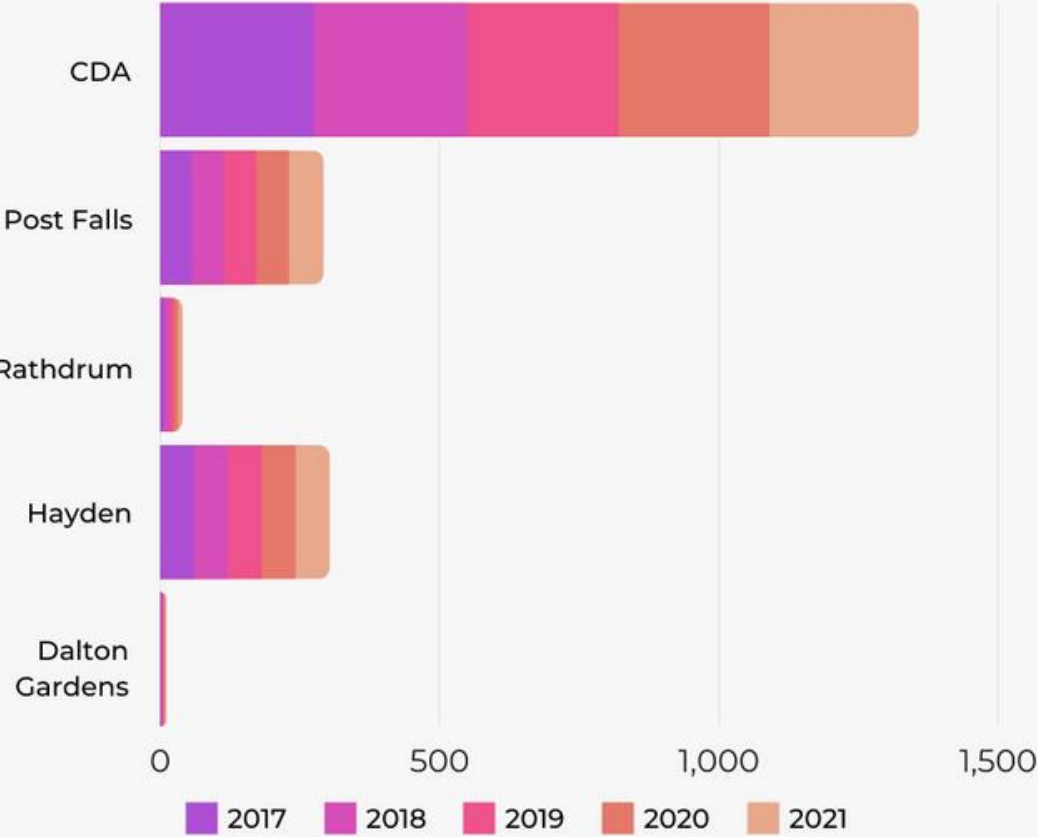


SURVEY OF OFFICE SPACE IN KOOTENAI COUNTY

Office Vacancy Rates



Number of Buildings

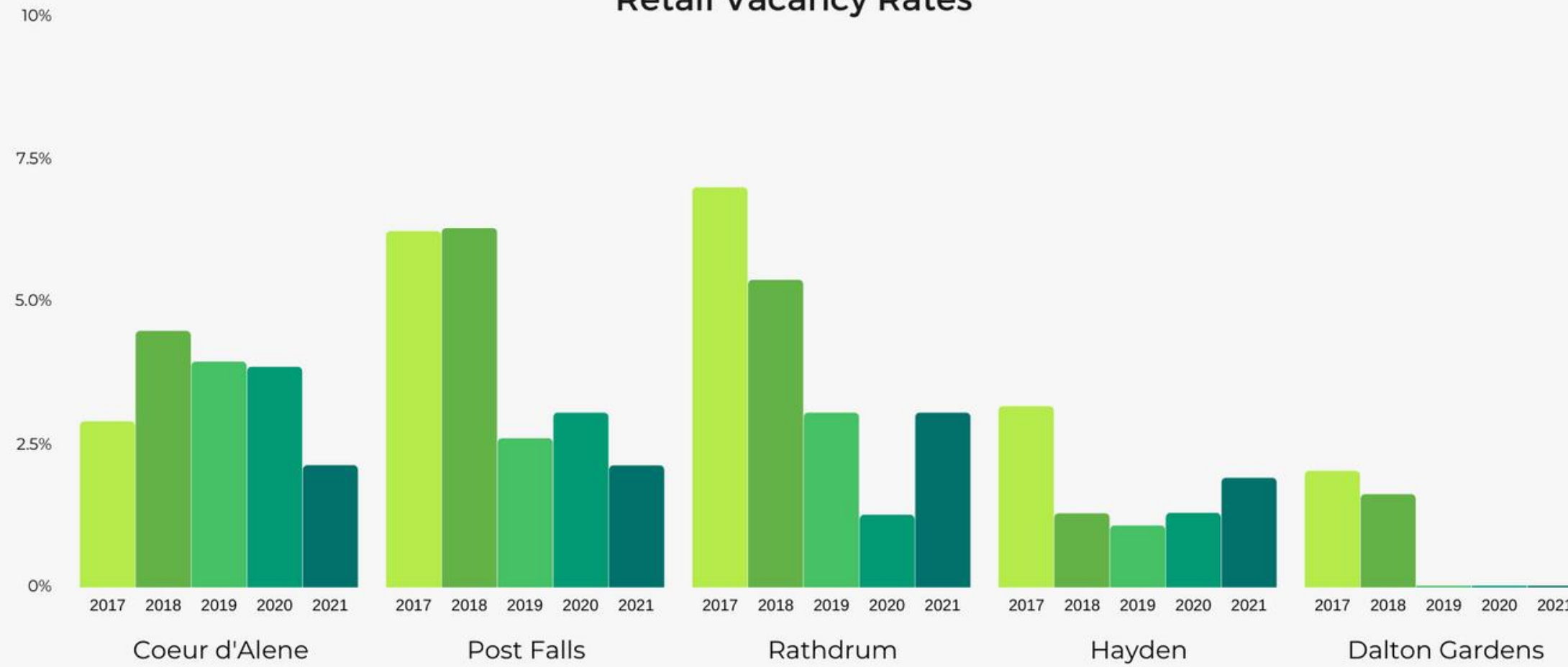


Average Rental Rate PSF Per Year

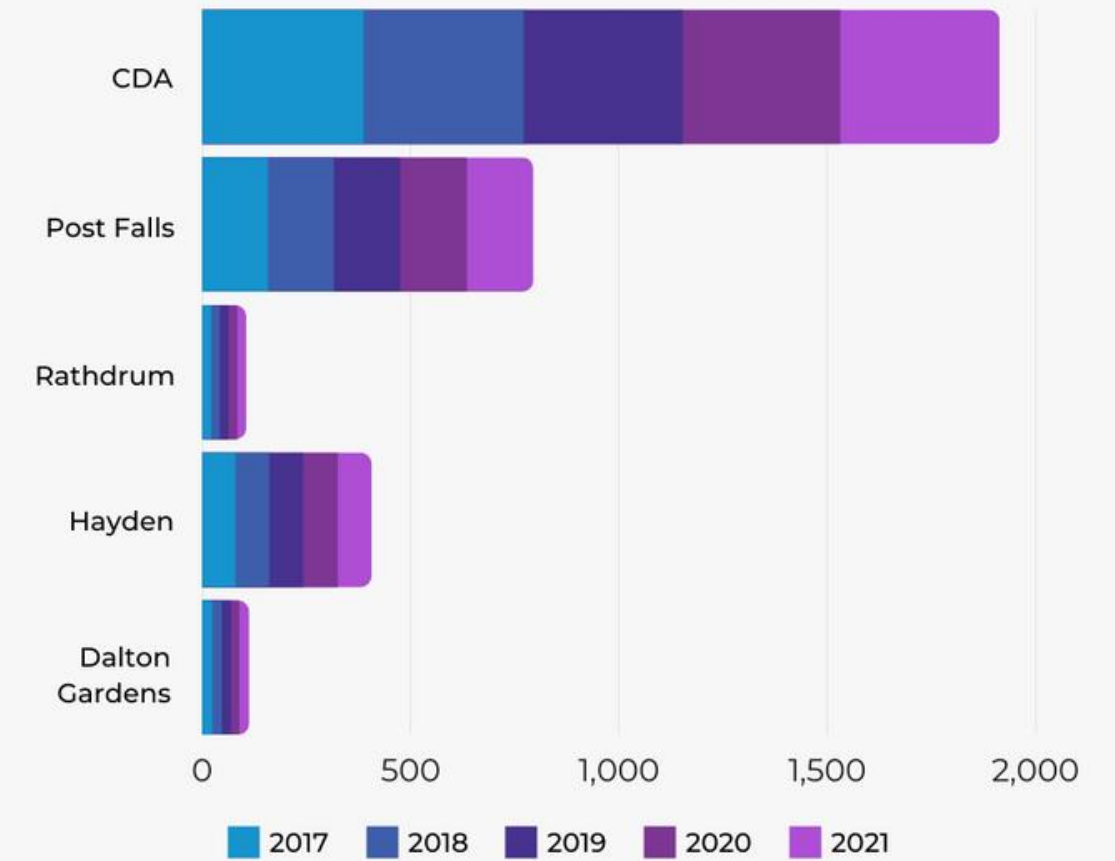


SURVEY OF RETAIL SPACE IN KOOTENAI COUNTY

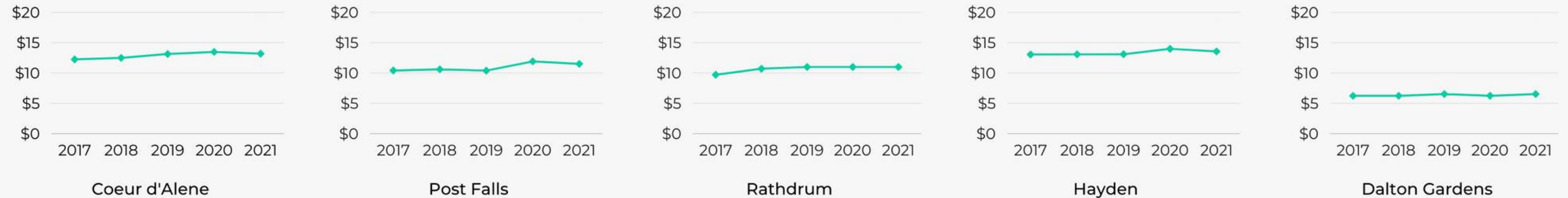
Retail Vacancy Rates



Number of Buildings

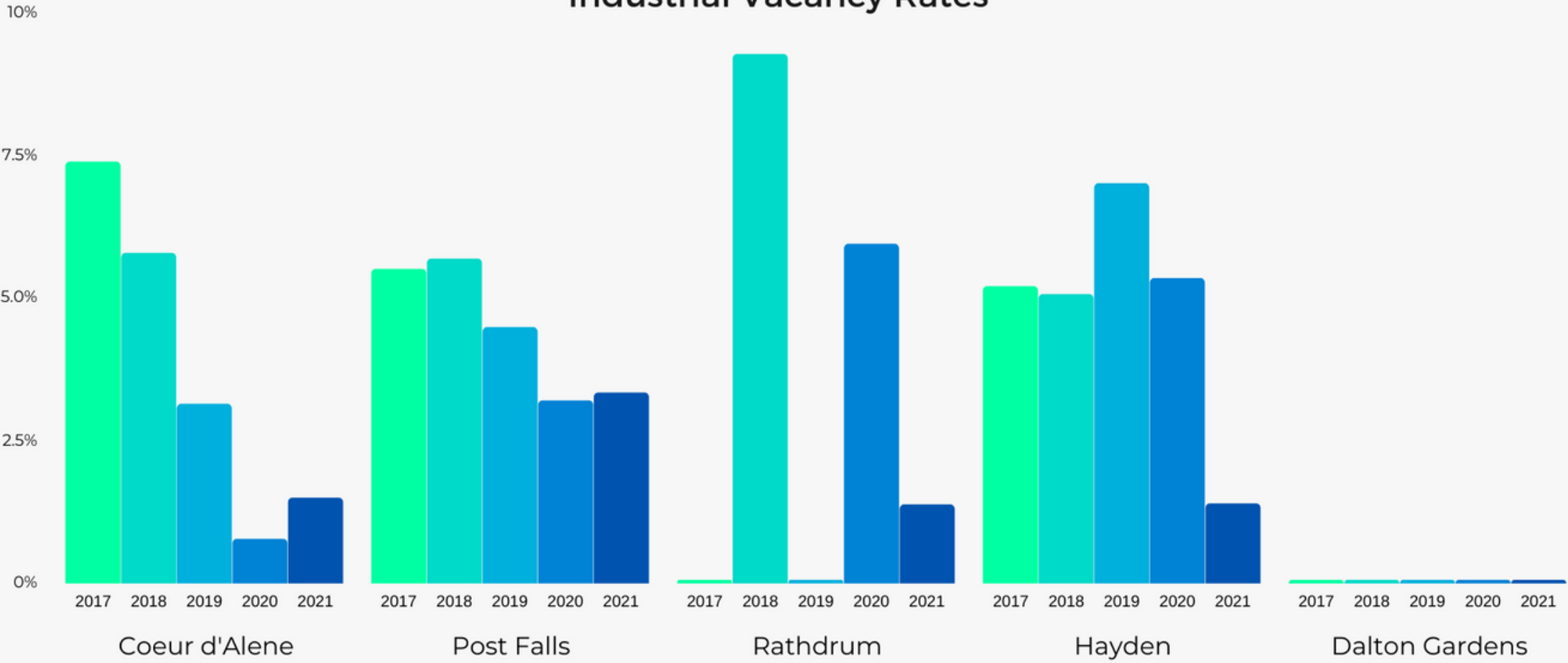


Average Rental Rate PSF Per Year

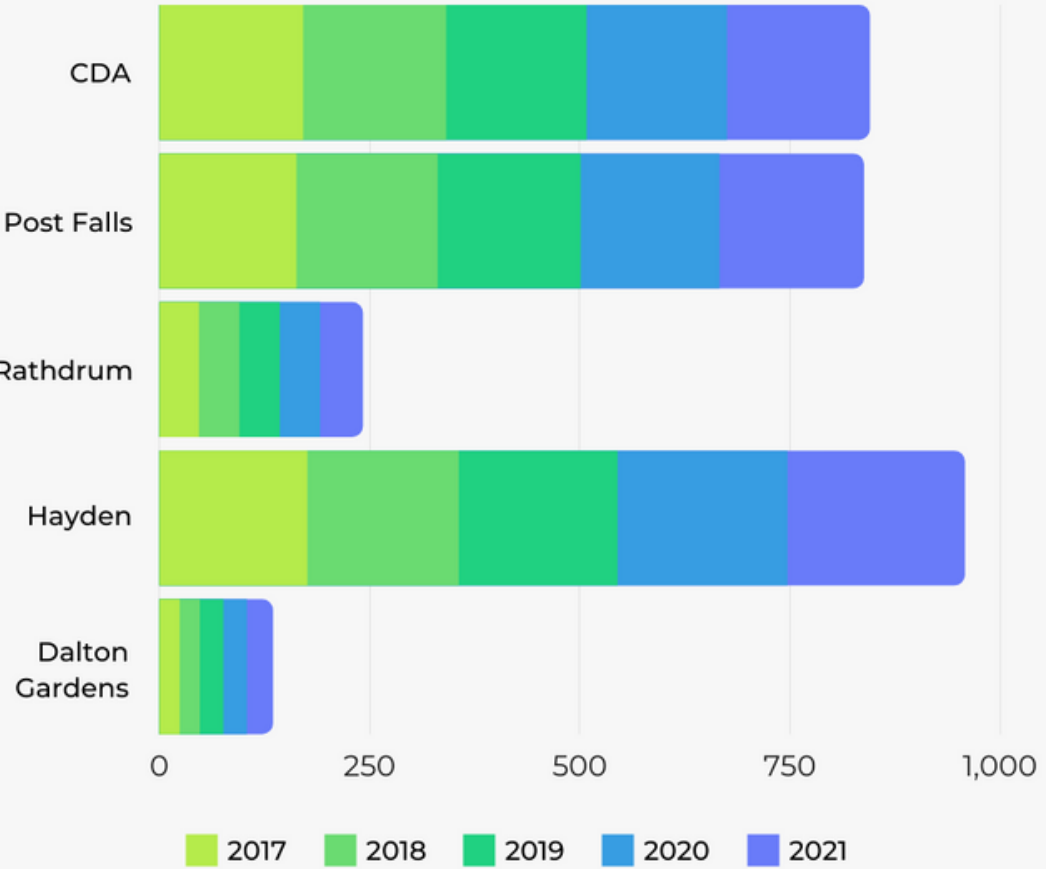


SURVEY OF INDUSTRIAL SPACE IN KOOTENAI COUNTY

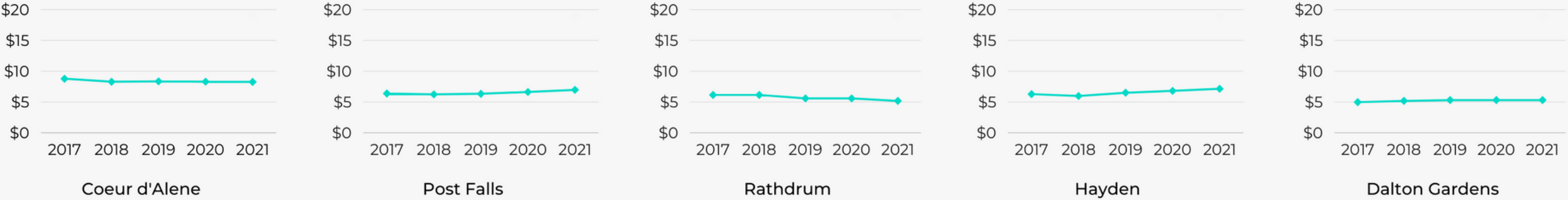
Industrial Vacancy Rates



Number of Buildings

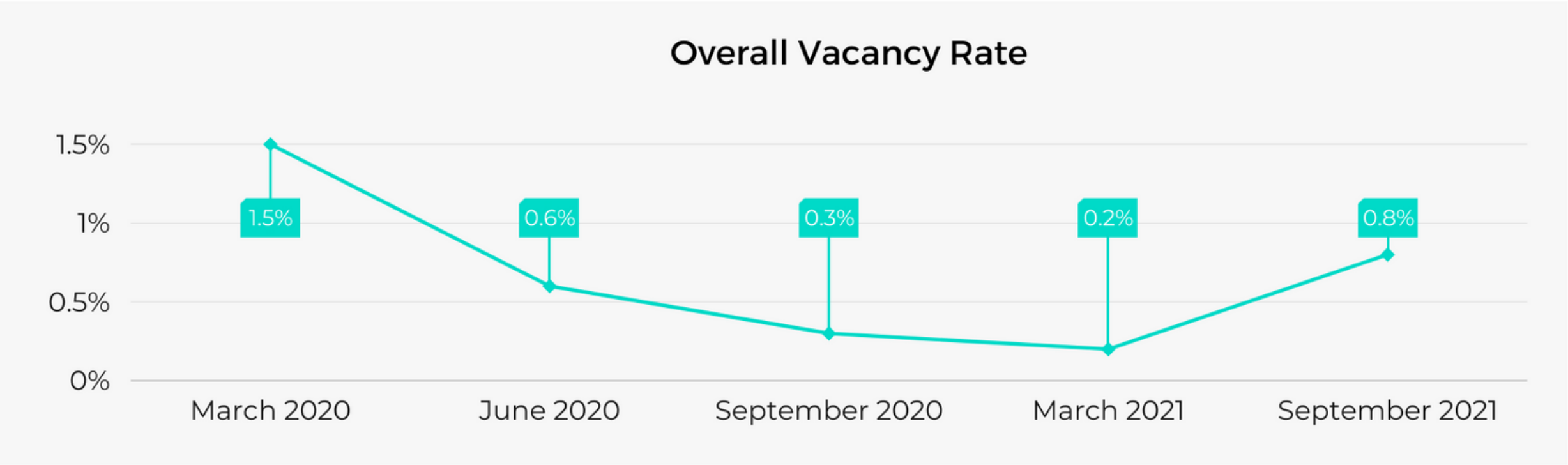


Average Rental Rate PSF Per Year

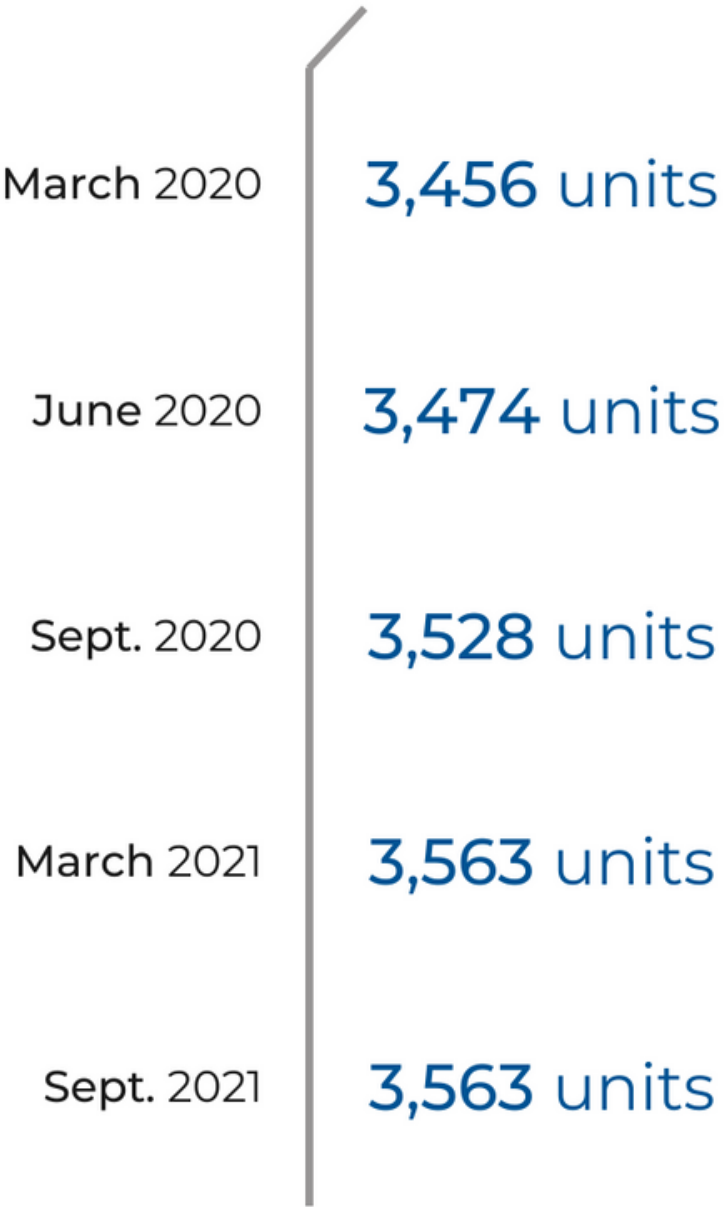


KOOTENAI COUNTY APARTMENT VACANCY SURVEY

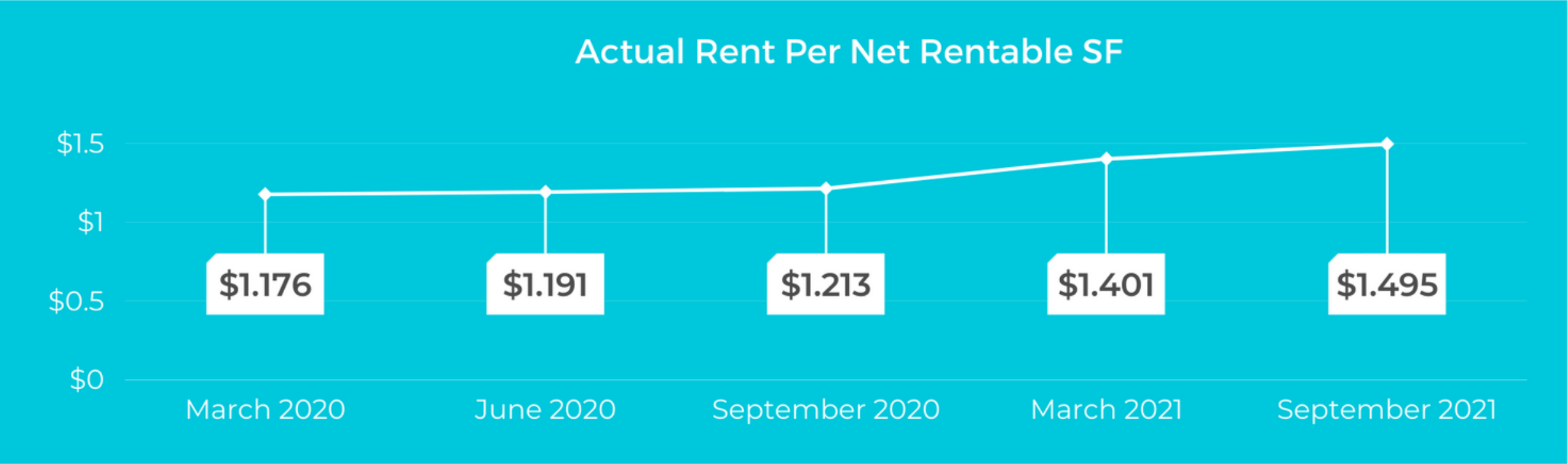
Overall Vacancy Rate



Total Number of Apartment Units Surveyed



Actual Rent Per Net Rentable SF



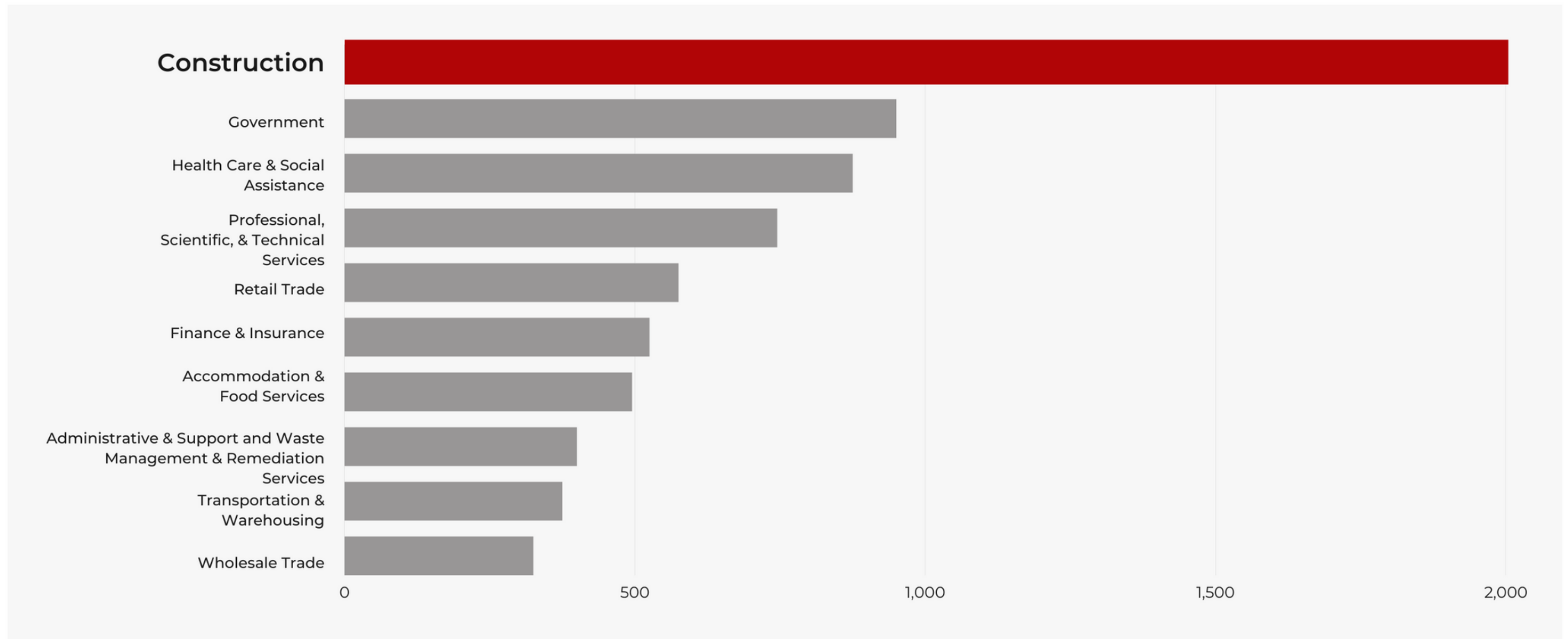


LOOKING AHEAD

2022 AND BEYOND



TOP 10 GROWING INDUSTRIES

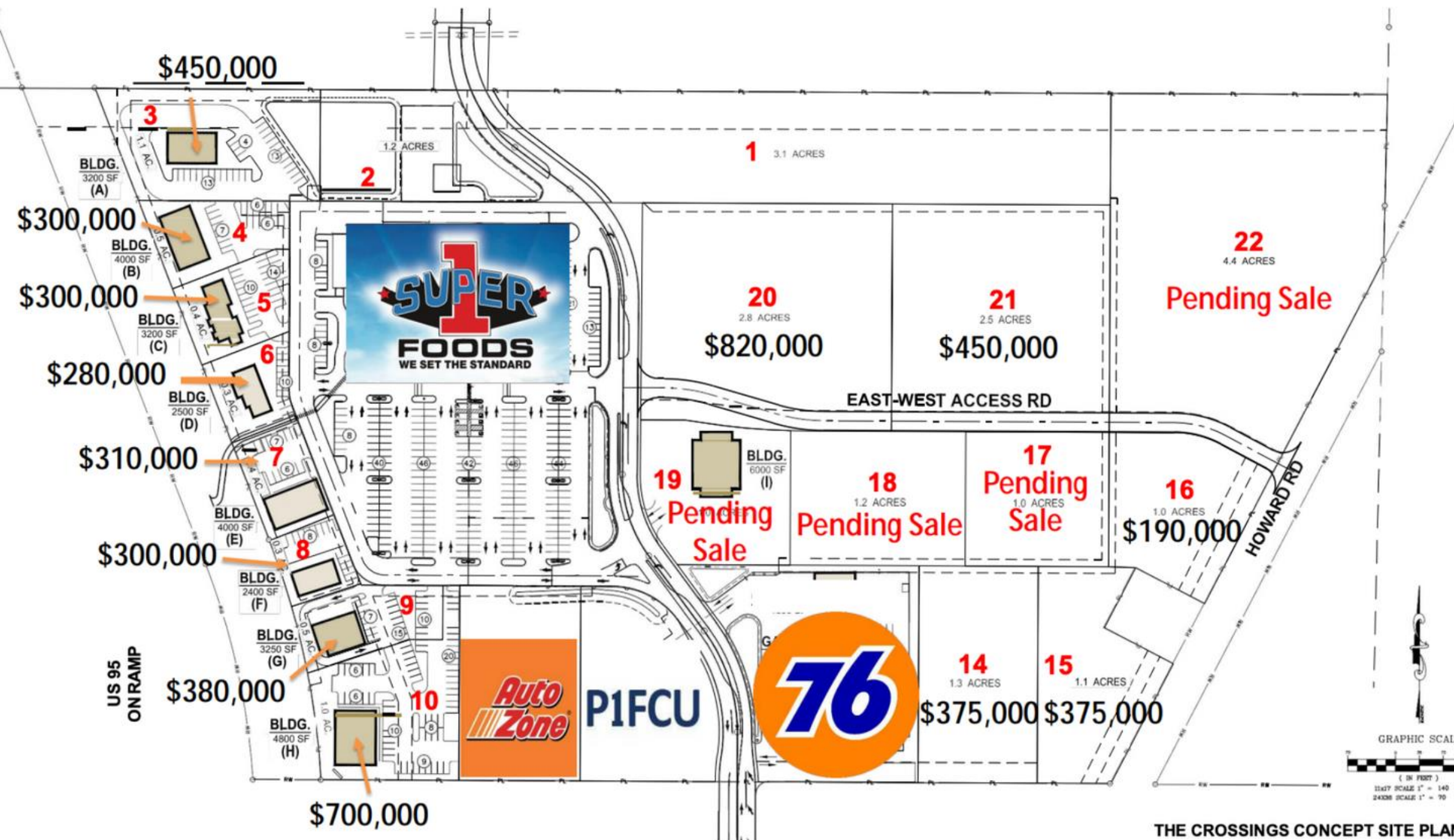


Prairie Crossing Post Falls, ID



NEC Highway 41 & Prairie Avenue Post Falls, Idaho 83854

Major Retail & Mixed Use Center



ATHOL CROSSING

Athol Crossing sits at the NE Corner of Highways 95 and 54 in Athol, just south of the Kootenai and Bonner County line. Anchored by Super 1 Foods, in an area of rapid growth, near Silverwood Theme Park.

MIXED USE PROJECTS COMING



CORNERSTONE

1579 W. RIVERSTONE DRIVE, COEUR D'ALENE



MIDTOWN CENTRE

821 N. 4TH STREET, COEUR D'ALENE



THE MILL

GOVERNMENT WAY, COEUR D'ALENE

COMMERCIAL SPACES ON MAIN LEVEL
15 LIVING UNITS ON UPPER 3 FLOORS
UNDERGROUND PARKING
OFFICE SPACE BROKERED BY CASEY BRAZIL, KIEMLE HAGOOD

TWO BUILDINGS | EACH WITH:
COMMERCIAL SPACES ON MAIN LEVEL
16 UPSCALE APARTMENTS ON 3 LEVELS
BROKERED BY JOHN BEUTLER, CENTURY 21 BEUTLER & ASSOC.

FIVE RETAIL SPACES ON MAIN LEVEL
43 APARTMENTS ON THREE LEVELS
BROKERED BY BEN WIDMEYER, WIDMEYER CORP.



THANK YOU

Janna Scharf



"Be the chauffer... always seek answers from an expert."