



2024 Real Estate Market Forum

North Idaho Residential Real Estate Market Update

Michael Wendland

Intro

- Today we will cover a little bit about the market, the inventory, last years sales, and what's to come; in the Kootenai, Bonner, Boundary, Shoshone, and Benewah Counties (North Idaho).
- We will briefly cover interest rates and new construction in the North Idaho Market.
- We will identify the situation we have, and if we can correct it.
- Lastly, My thoughts.

Population Growth

- Kootenai County
- Bonner
- Shoshone

190,000 Residence

52,000 Residence

14,000 Residence

- State of Idaho to push 2 million people this year

IDAHO

Idaho population could hit 2 million any day now, passing Nebraska. Thanks, California!

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Nick Rosenberger, Idaho Statesman



Current Active Residential Listings <2 Acres (as of 02/23/2024)

Kootenai	360
Bonner, Boundary	107
Shoshone, Benewah	47

Current Active Condo Listings (as of 02/23/2024)

Kootenai	76
Bonner, Boundary	43
Shoshone, Benewah	7

Current Active Waterfront Listings (as of 02/23/2023)

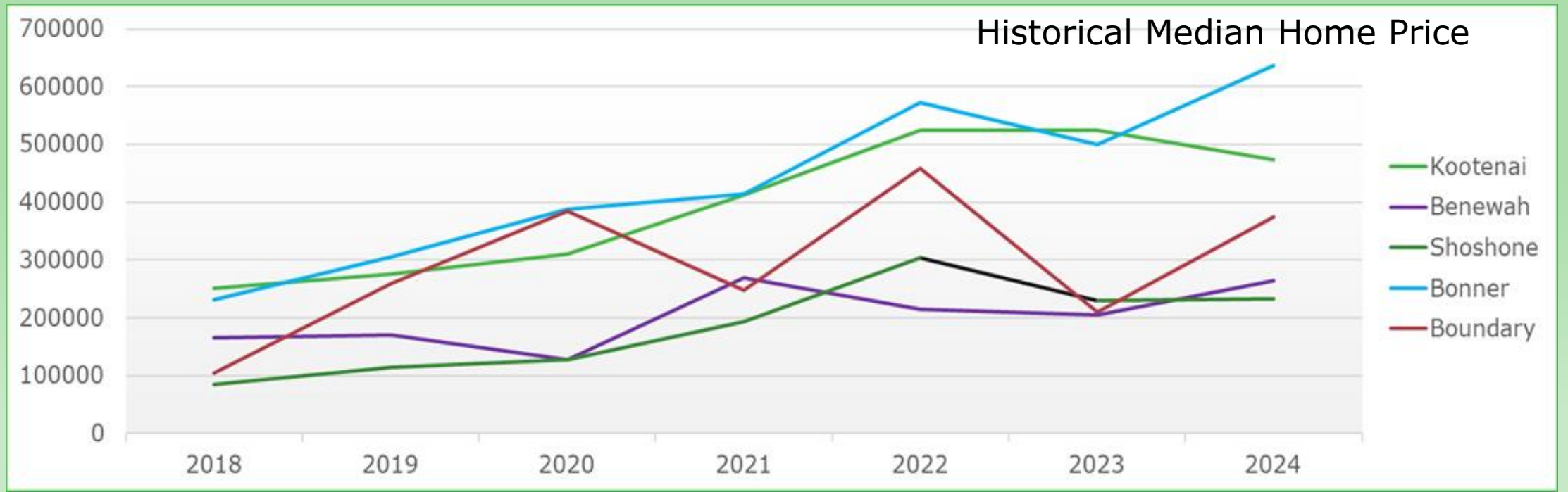
Kootenai	35
Bonner, Boundary	19
Shoshone, Benewah	0

Current Active Residential listings > 2 Acres (as of 02/23/2024)

Kootenai	78
Bonner, Boundary	90
Shoshone, Benewah	21

Current Median Home Price

- Kootenai \$474,229
- Bonner \$637,000
- Boundary \$375,000
- Shoshone \$223,350
- Benewah \$265,000



Months of Inventory

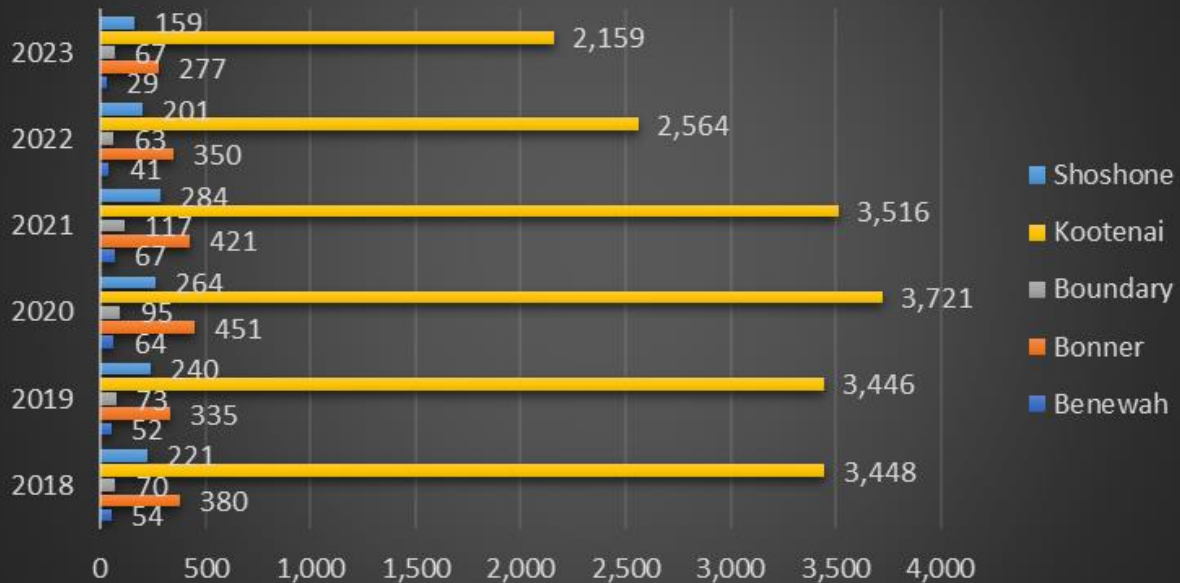


2023 CLOSED Residential Sales < 2 Acres

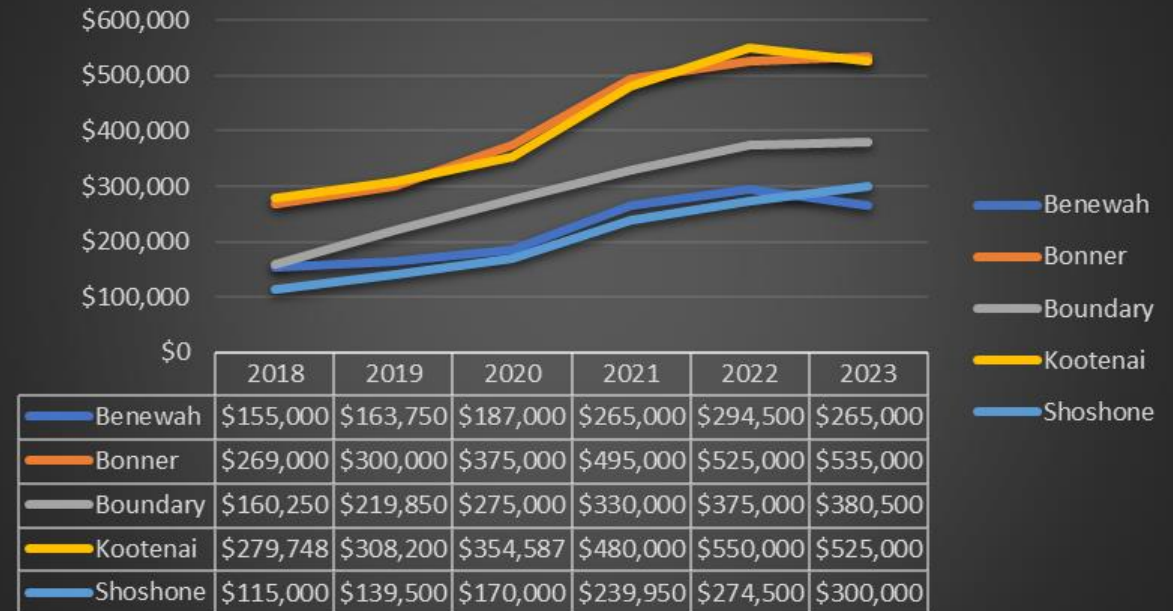
• Kootenai	2159
• Bonner	277
• Shoshone	159
• Boundary	67
• Benewah	29

Historical Closed Sales <2 Acres

Total Units Sold



Under 2 Acres YOY

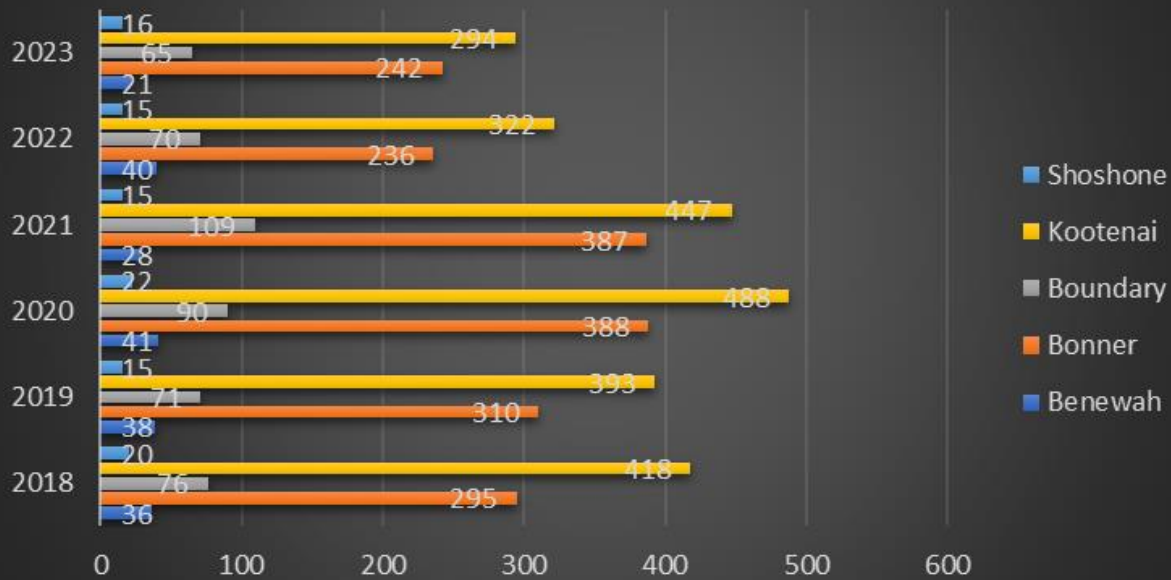


2023 Closed Residential Sales > 2 Acres

• Kootenai	294
• Bonner	242
• Boundary	65
• Benewah	21
• Shoshone	16

Historical Closed Sales >2 Acres

Over 2 Acres Historical



Over 2 Acres YOY



All Residential

All Sold Residential
Price range Categories.

\$350,000-\$600,000
the most saleable
market

\$900,000- \$1,500,000
homes on acreage.



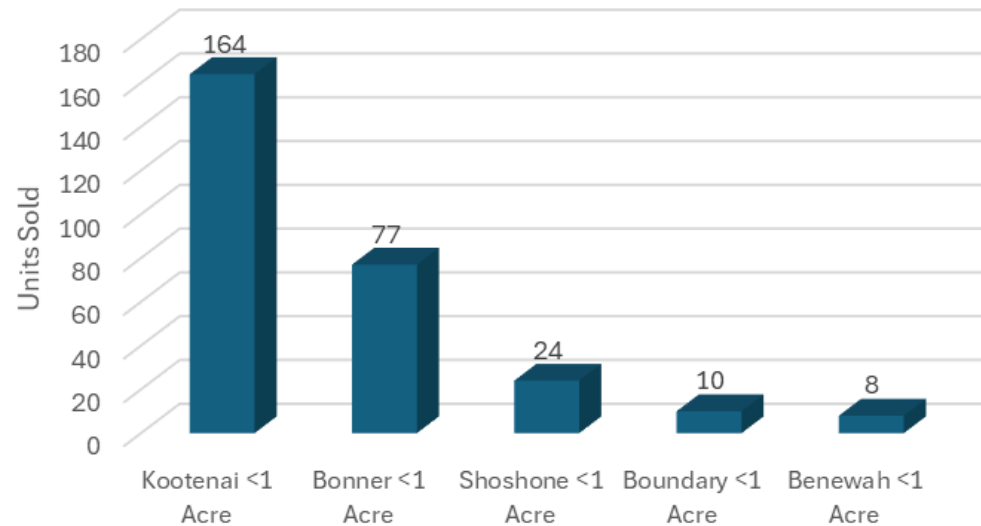
Current Vacant land listings (as of 02/23/2024)

- Kootenai < 1 Acre
116
- Kootenai > 1 Acre
167
- Bonner < 1 Acre
104
- Bonner > 1 Acre
173

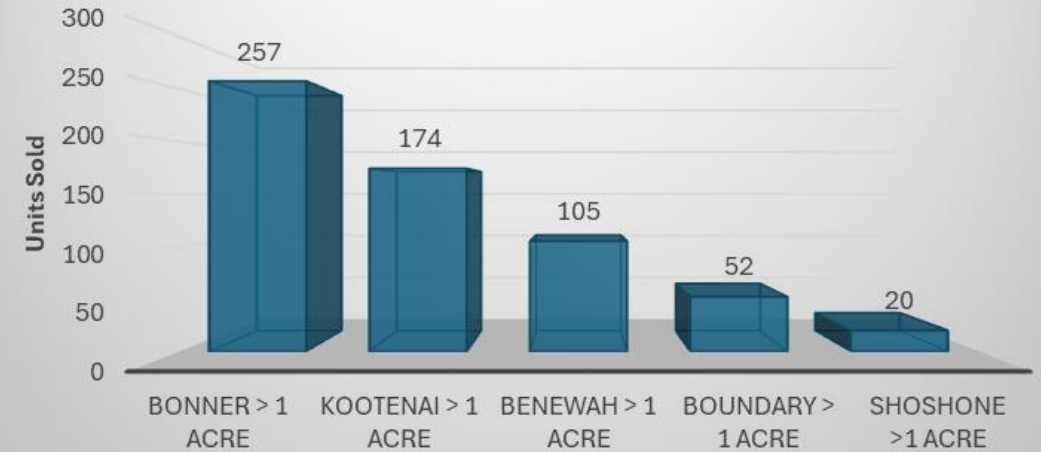


Closed Vacant Land Sales 2023

Vacant Land Under 1 Acre Closed Sales 2023



Vacant Land Over 1 Acre Closed Sales 2023



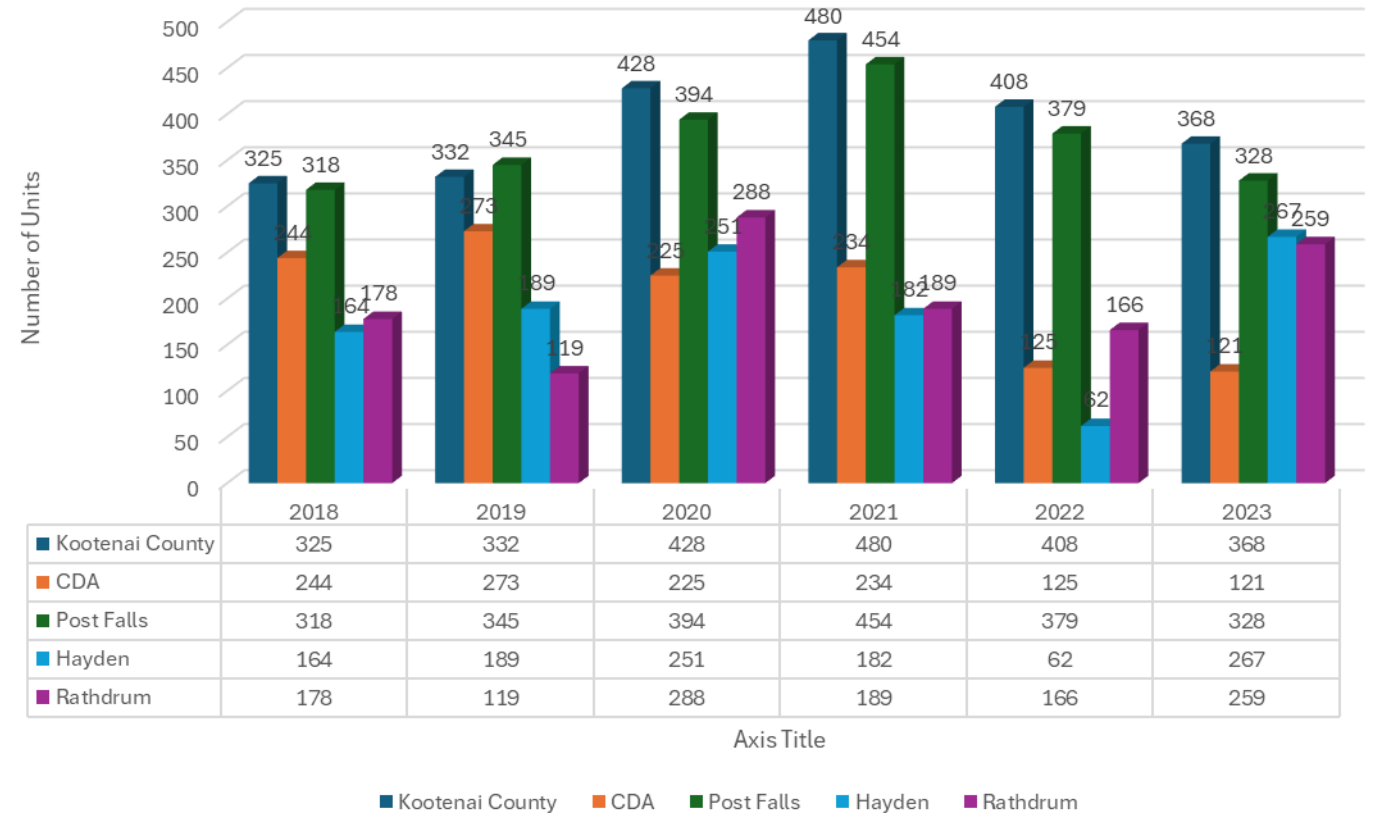
Synopsis of the Data

- As 2023 ended we seen a minor shift in the market (THE PIVOT).
- Some say this shift was for the better; fewer bidding wars, slightly more inventory.
- This minor pivot in the market has created some opportunity with local buyer.
- This shift helped clean up the covid supply chain issue. (Garage doors, windows, fixtures, toilet paper, etc.)

New Construction

- SFR, New Construction building permits issued.
- Permit timelines City's 4-6 weeks County 1-4 months.
- Cost of fees related to construction. \$25,000-\$45,000 in governmental fees per each house build.

New Construction Building Permits SFR



THE EVER-LOVING INTEREST RATES


- Us 3%ers
- What happened to the fed rate cut 6 times in 2024?

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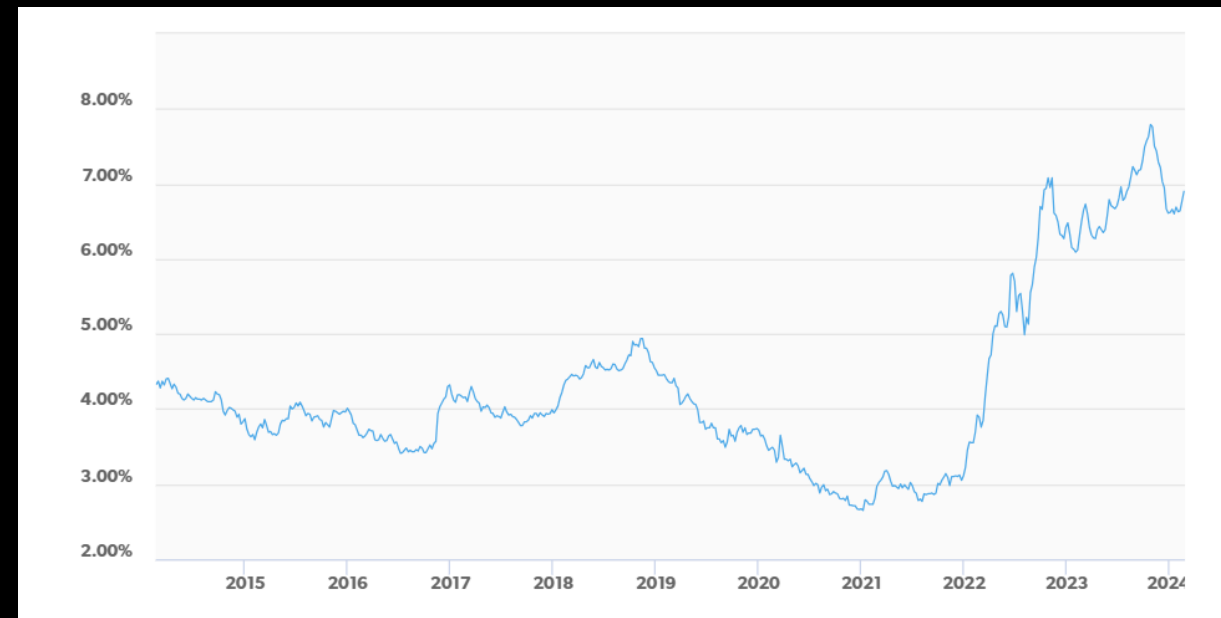
The Federal Reserve will cut interest rates 6 times in 2024 as the economy shows clear signs of cooling down, ING says



Aaron Schwartz/Xinhua via Getty Images

- **The Federal Reserve is poised to cut interest rates six times in 2024, ING Economics says.**
- **The interest-rate cuts would be in response to a slowing US economy.**
- **ING says cuts will start in the second quarter and extend well into 2025.**

An economy that is showing clear signs of decelerating means the Federal Reserve will cut interest rates at least six times in 2024, according to a Thursday note from ING Economics.



The SITUATION

- Current supply of inventory locally and nationally is still a problem.
- Continual In-migration of Friends from Costal States, to the INW is not going to stop.
- When Brad and I talk about this he explains.....
- Why homeowners can not sell.
- The costs of New construction.
- What is a normal market?



Is there a Fix

- Build homes, infill, renovate, restore
- Continue to think outside the box about different development methods.
- Stabilize the interest rates.
- Remember the long game. "There's nothing that will make you as financially stable as buying a home and living in it."

What Mike thinks

- 2024 will bring a spring push in inventory.
- Interest rates will stay 5.99% to 7.5%.
- Total units sold will slightly drop.
- Prices will slightly adjust as they did in 2023 (THE PIVOT).
- Inventory, **ESPECIALLY GOOD INVENTORY**, will remain low and the driving force of the market.
- We are in a more Normalized market.
- New Construction will be the route of the next decade.

THANKS Michael Wendland
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References

- Me
- CDA Regional Realtors
- CDA MLS
- Census
- NIBCA
- Century 21 Beutler & Associates(John Beutler)
- Windermere CDA Realty (Jennifer Smock)
- ICCU
- Idaho statesman
- Fannie Mae
- Kootenai County
- City Of CDA
- City of Post Falls
- City of Hayden
- City of Rathdrum
- The Governor of Idaho Brad Little