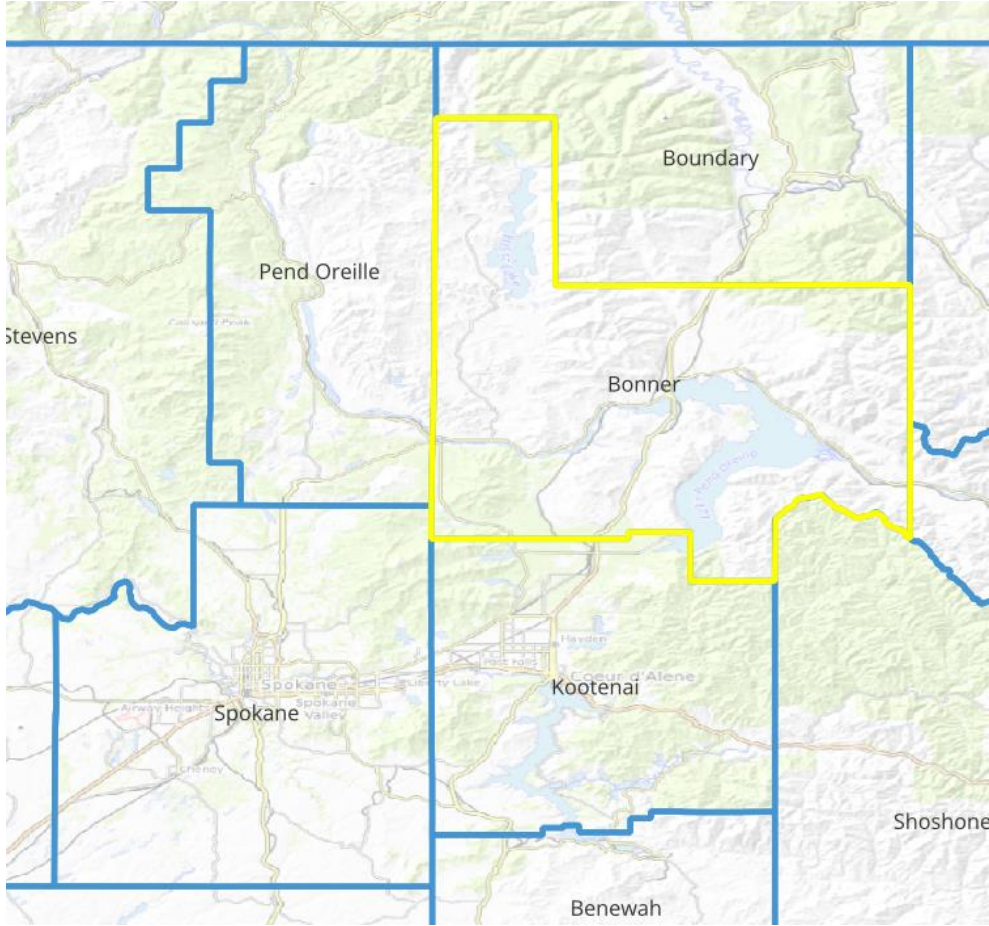
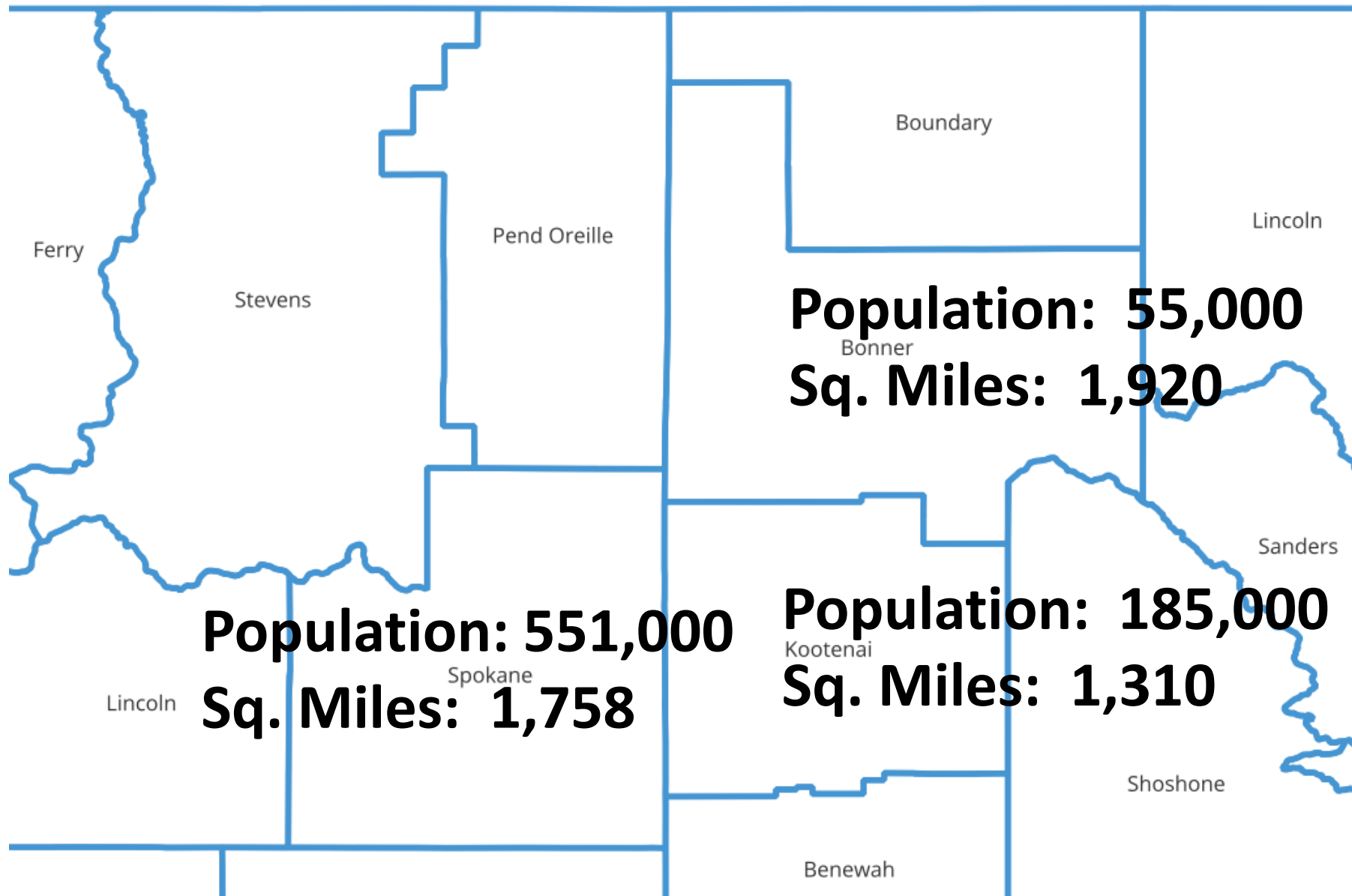


Bonner County





SELKIRK MLS CLOSED COMMERCIAL SALES

Business & Real Estate, Commercial Building, Commercial Land

- 2024 CLOSED SALES = 22
- 2023 CLOSED SALES = 26
- 2022 CLOSED SALES = 26

LOCAL COMMERCIAL MARKET CHALLENGES

Infrastructure

Construction Costs

Labor Force

Lack of “Shovel Ready” Land

Interest Rates (National Issue)

Housing Costs

INFRASTRUCTURE

- Sandpoint and Area Sewer Systems
- Sandpoint and Area Water Systems
- Decades of Deferred Maintenance
- Streets/Parking

BRIGHT SPOT:

- Water Quality is great.
- City staff continues to do a great job making obsolete work.
- \$60M Bond this fall for the sewer plant.



Lack of “Shovel Ready” Land

- Supply of reasonably priced, fully serviced industrial property with multi-modal transportation access in Bonner County is almost non-existent.
- Bright Spot: The development of commercial/industrial sites to provide opportunities for the attraction and expansion of a range of industries.



Construction Costs

- Higher Interest Rates
- Higher Impact Fees
- Infrastructure/Clay soils
- Labor Pool
- Inflation/Material Costs
- Subcontractors/Trades

Bright Spot:

- New Vendors and Subcontractors continue to move to Bonner County.
- Inflation has stabilized.



Labor Force

- Labor Force Approx. 23,000
- 27% of Bonner County Population is 65 and older.
- 19% of Bonner County Population is 17 and younger.
- 10.5% is below the poverty level.
- Bonner County non-labor income exceeds labor income.

Bright Spot:

- Employees will continue to be attracted to Bonner County for it's quality of life.
- Unlike typical resort towns that rely solely on the service industry, Sandpoint is home to healthy manufacturing, health care, education and technology sectors.



Housing Costs

Bonner County

Idaho

USA

Median Home Price: \$620,000

\$451,000

\$419,000

- The “median worker” in the USA would have to take a 25% pay cut and pay 50% more for their housing to move to a median job and home in Bonner County.

BRIGHT SPOT:

- Increase in available rental housing.







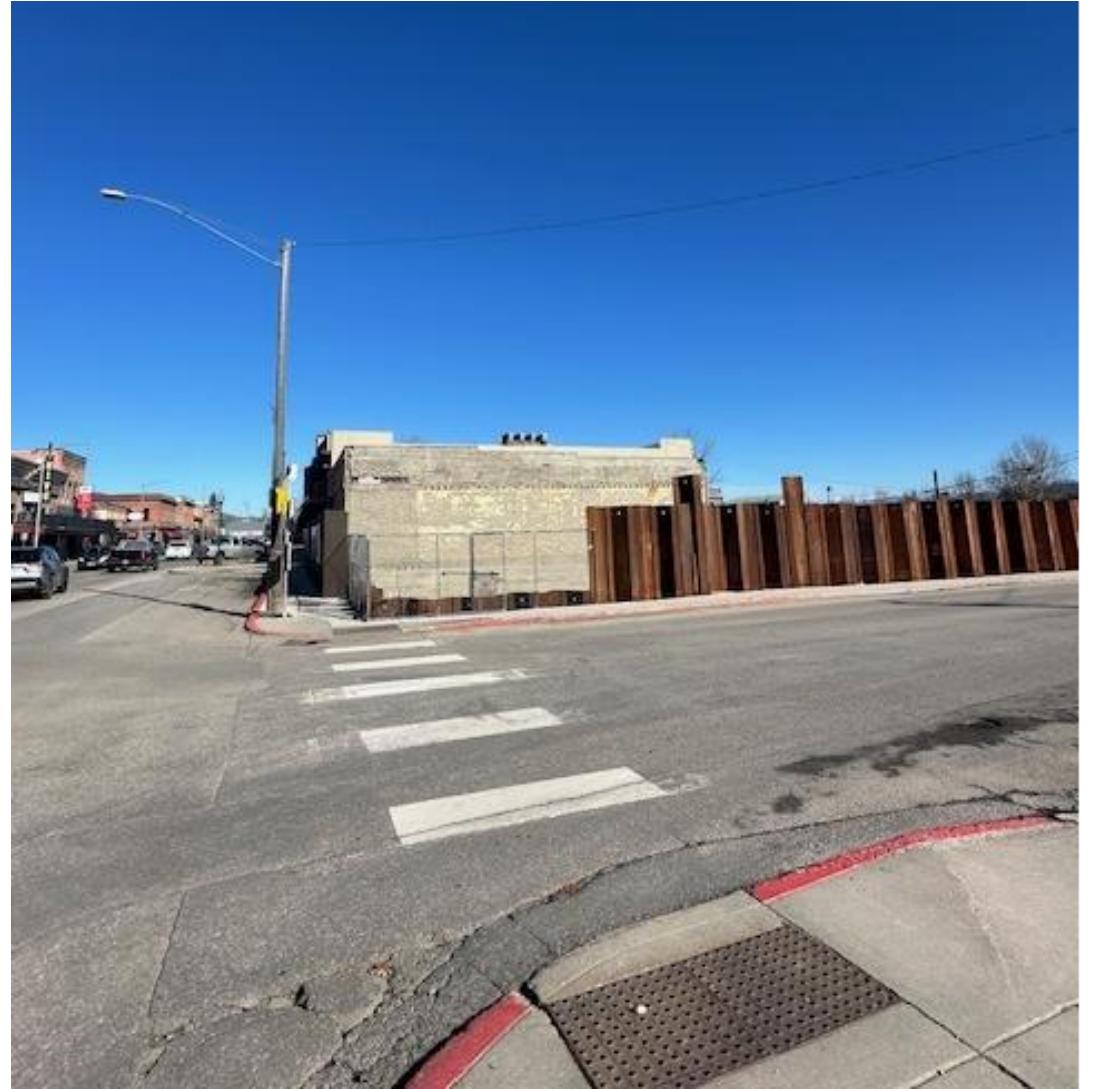
LA JOLLA
SMART STORAGE

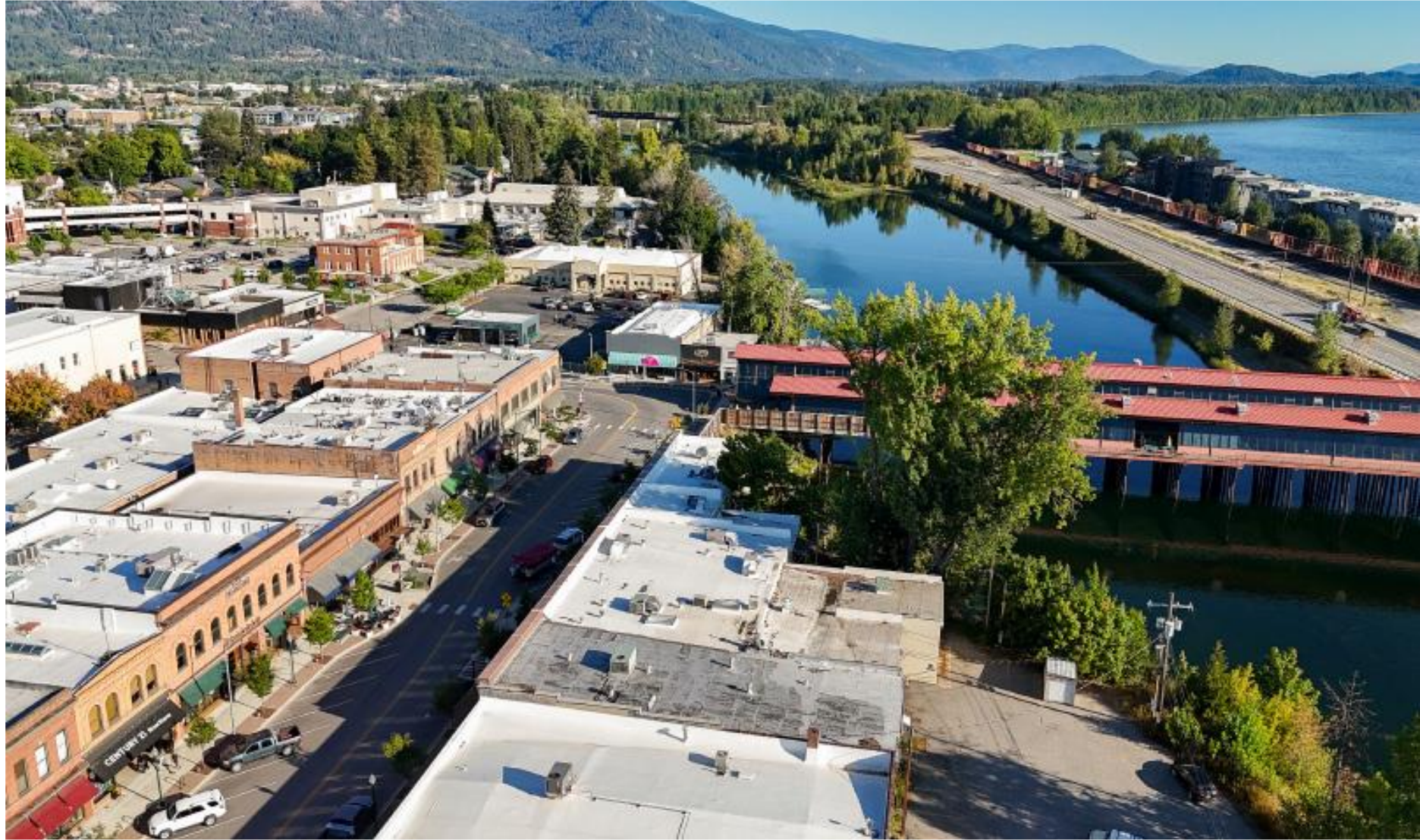
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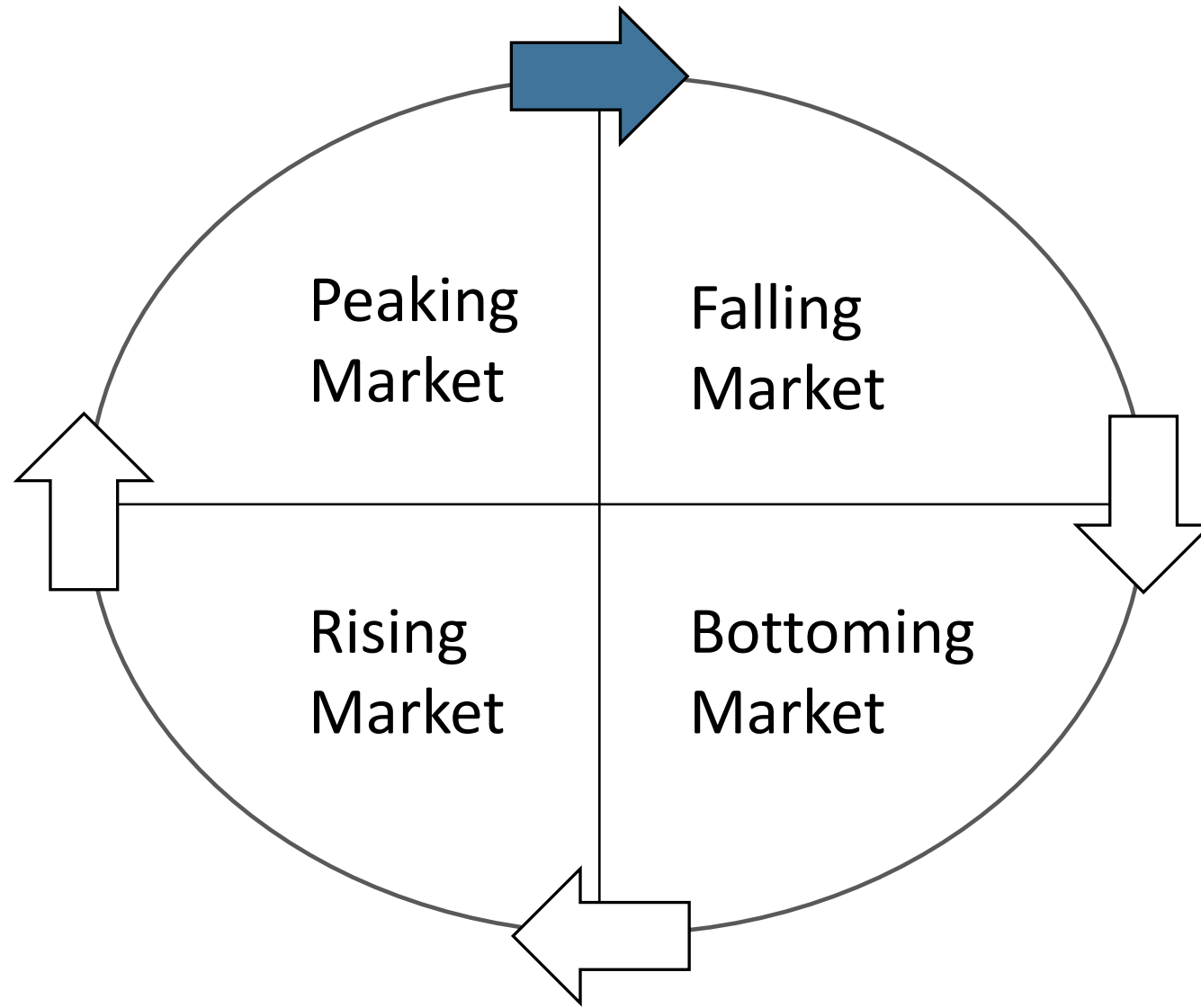








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