

# NORTH IDAHO MARKET

**Jeramie Terzulli**

HOW DO WE NAVIGATE THE EVER CHANGING  
COMMERCIAL REAL ESTATE MARKET?

**KIEMLE  
HAGOOD**

# MARKET STATS

WINTER 2024

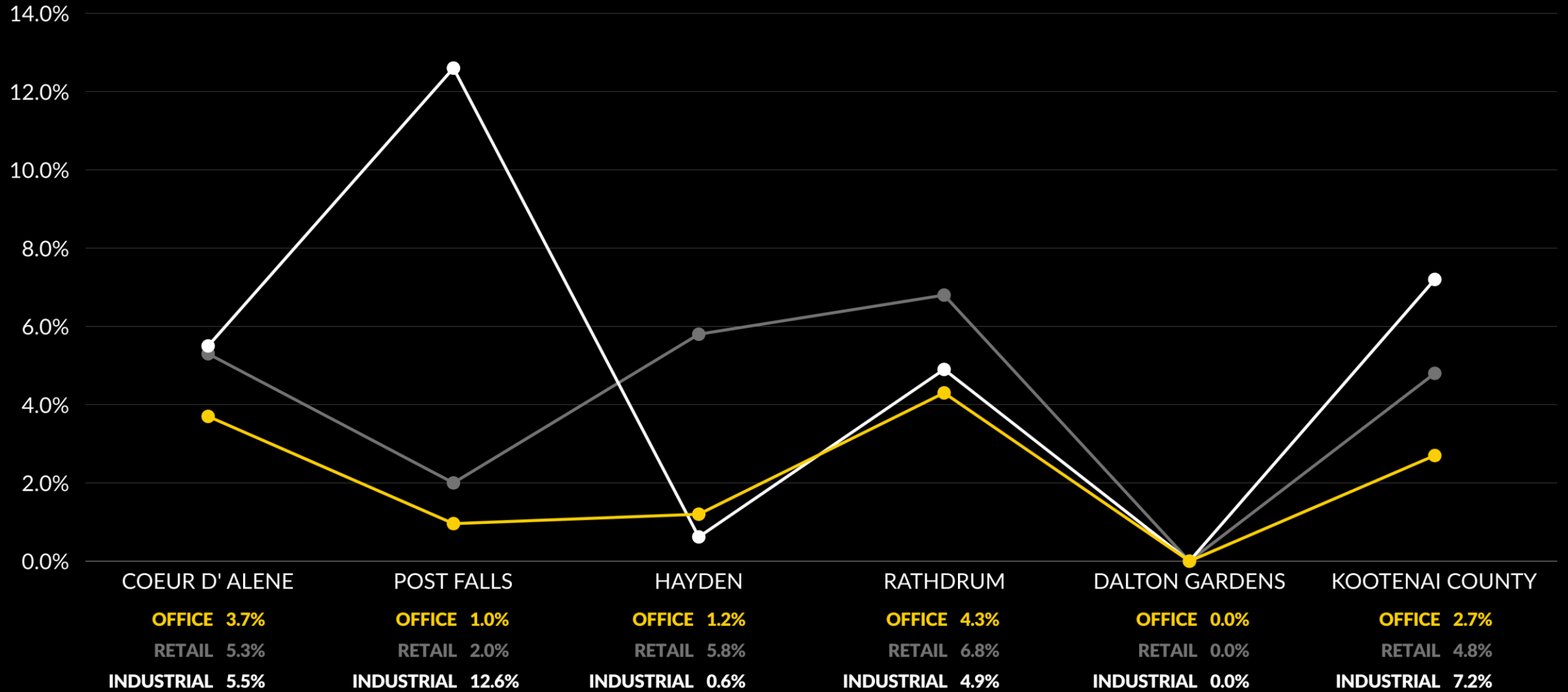
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# NORTH IDAHO VACANCY RATES

WINTER 2024

Market Data Source: Kiemle Hagood



# POST FALLS NEW INDUSTRIAL PRODUCT

WINTER 2024



# ANTICIPATED 2025 DELIVERIES RETAIL/OFFICE/FLEX

2025

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# NORTH IDAHO POST FALLS/HWY 41 CORRIDOR

2025

## TULLAMORE

4010 E Bogie Drive  
Post Falls, ID 83854



**\$30.00 PSF**

## PRAIRIE CROSSING

NEC Highway 41 & Prairie  
Avenue Post Falls, Idaho 83854



**\$33.00 - \$36.00 PSF**

## EARLY DAWN

4129 E Early Dawn Avenue  
Post Falls, Idaho 83854



**\$18.00 - \$30.00 PSF**

**CITY CENTER**

**9627 N Government Way  
Hayden, ID 83835**



[KIEMLEHAGOOD]

**\$24.00 - \$28.00 PSF**

**PRAIRIE PROFESSIONAL**

**1701 W Prairie Avenue  
Hayden, ID 83835**



DC DAINES CAPITAL  
COMMERCIAL REAL ESTATE

**\$30.00 - \$36.00 PSF**

**LIONS WAY FLEX**

**111-133 W Lions Way  
Hayden, ID 83835**



[KIEMLEHAGOOD]

**\$13.00 PSF**

# NORTH IDAHO MIXED-USE DEVELOPMENTS

2025

## MILLWORX

909 E 4th Avenue  
Post Falls, Idaho 83854



**\$25.00 PSF**

## APPLEWAY QUARTER

293 E Appleway Avenue  
Coeur d'Alene, ID 83815



**\$28.00 PSF**



# HEADWINDS

2025

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# WILD WEST



**INTEREST RATES**  **OUTDATED INFRASTRUCTURE**

**COST OF OFF-SITE LABOR & MATERIALS IMPROVEMENTS** **SUPPLY < DEMAND**

**INFLATION**  **INCREASED COMMUNITY OPPOSITION** **HIGH LAND COSTS**

**PERMIT REGULATION IMPACT FEES**





**ANTI-GROWTH SENTIMENT**

# WHAT DOES THIS MEAN FOR NEW PRODUCT?

2025

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- **Longer lead times from design to construction**
- **Potential for denial of projects requiring zone change or other entitlements**
- **Higher lease rates**
- **Longer initial lease term**
- **More negotiation needed for Tenant Improvements / Buildout**

# THE NEW NORMAL

2025

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- **High land prices**
- **More ground leases**
- **Industrial/Flex lease rates over \$12.00 PSF**
- **Office/Retail lease rates over \$28.00 PSF**
- **Increased scrutiny of Tenant strength**



- **Continued growth along Hwy 41 Corridor**
- **More National Tenants entering the Market**
- **Owner - Users continuing to impact the Investor Market**
- **Investment opportunities continue to trade at or below 6% Cap Rate**
- **More Mixed-Use Developments being proposed**

- Vacancy Rates continue to be low
- Developers continue to build
- Idaho Economy remains strong
- Investors still bullish
- Commercial Real Estate still an excellent hedge against Inflation



# MANY THANKS

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Casey Brazil

Pat Eberlin

Mary Kienbaum

Chad Burd

Tony Villelli

Tom Villelli

Amber Lunceford

Ben Weaver

Darcy Weaver

Cheryl Klein

Colin Conway

Craig Hunter

Chris Schreiber

KC Reese

Danny Davis

Steven Daines

Micaela KostECKa

My Wife and Kids

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HAGOOD**

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