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COMMERCIAL

KOOTENAI COUNTY

COMMERCIAL REAL ESTATE MARKET UPDATE

PRESENTED BY

DANNY DAVIS CCIM, PARTNER

OUR DEDICATED RESEARCH TEAM PROVIDES
ACCURATE MARKET-WIDE ANALYSIS

IDENTIFY EMERGING OPPORTUNITIES BEFORE THEY'RE TRENDS

**5 PERSON
IN-HOUSE
RESEARCH TEAM**

**310 MILLION SF TRACKED
WITH
PROPRIETARY SOFTWARE**

**COMPREHENSIVE
ACTIVE LISTINGS &
COMPS REPORTING**

STAY AHEAD OF THE MARKET

INDUSTRIAL MARKET

TRACKING **4.6 MILLION SF**

INDUSTRIAL MARKET

2025

15.2%
VACANCY

\$1.08/SF (NNN, MO.)
AVG ASKING LEASE RATE

229,900 SF
NET ABSORPTION

2024

19%
VACANCY

\$0.97/SF (NNN, MO.)
AVG ASKING LEASE RATE

229,800 SF
NET ABSORPTION

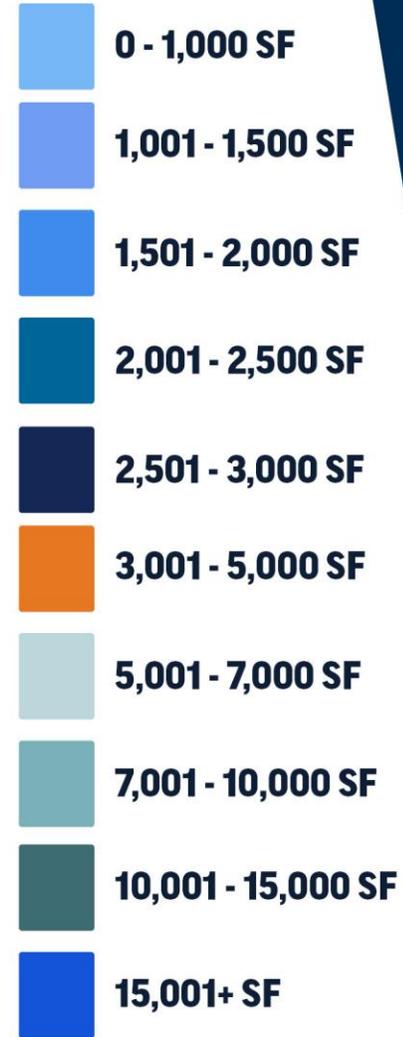
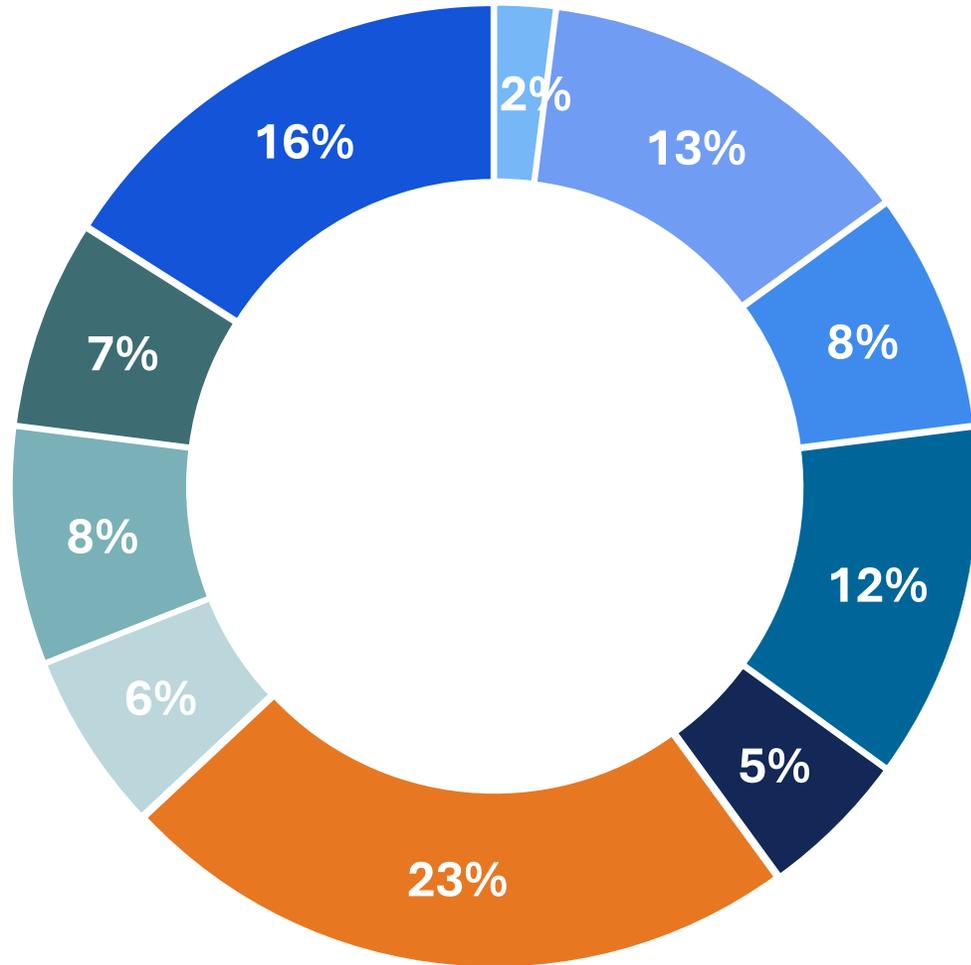
2023

6.1%
VACANCY

\$1.00/SF (NNN, MO.)
AVG ASKING LEASE RATE

MARKET SNAPSHOT

AVAILABLE SPACE



**BY
SQ. FT.**

NOTABLE DEALS



16809 PRAIRIE AVE • POST FALLS
75,000 SF



4291 POLELINE AVE • POST FALLS
50,000 SF



140 BECK RD • POST FALLS
84,000 SF

OFFICE MARKET

TRACKING **3.7 MILLION SF**

OFFICE MARKET

2025

5.4%
VACANCY

\$18.00/SF (NNN, ANN.)
AVG ASKING LEASE RATE

108,000 SF
NET ABSORPTION

2024

8.0%
VACANCY

\$18.00/SF (NNN, ANN.)
AVG ASKING LEASE RATE

146,000 SF
NET ABSORPTION

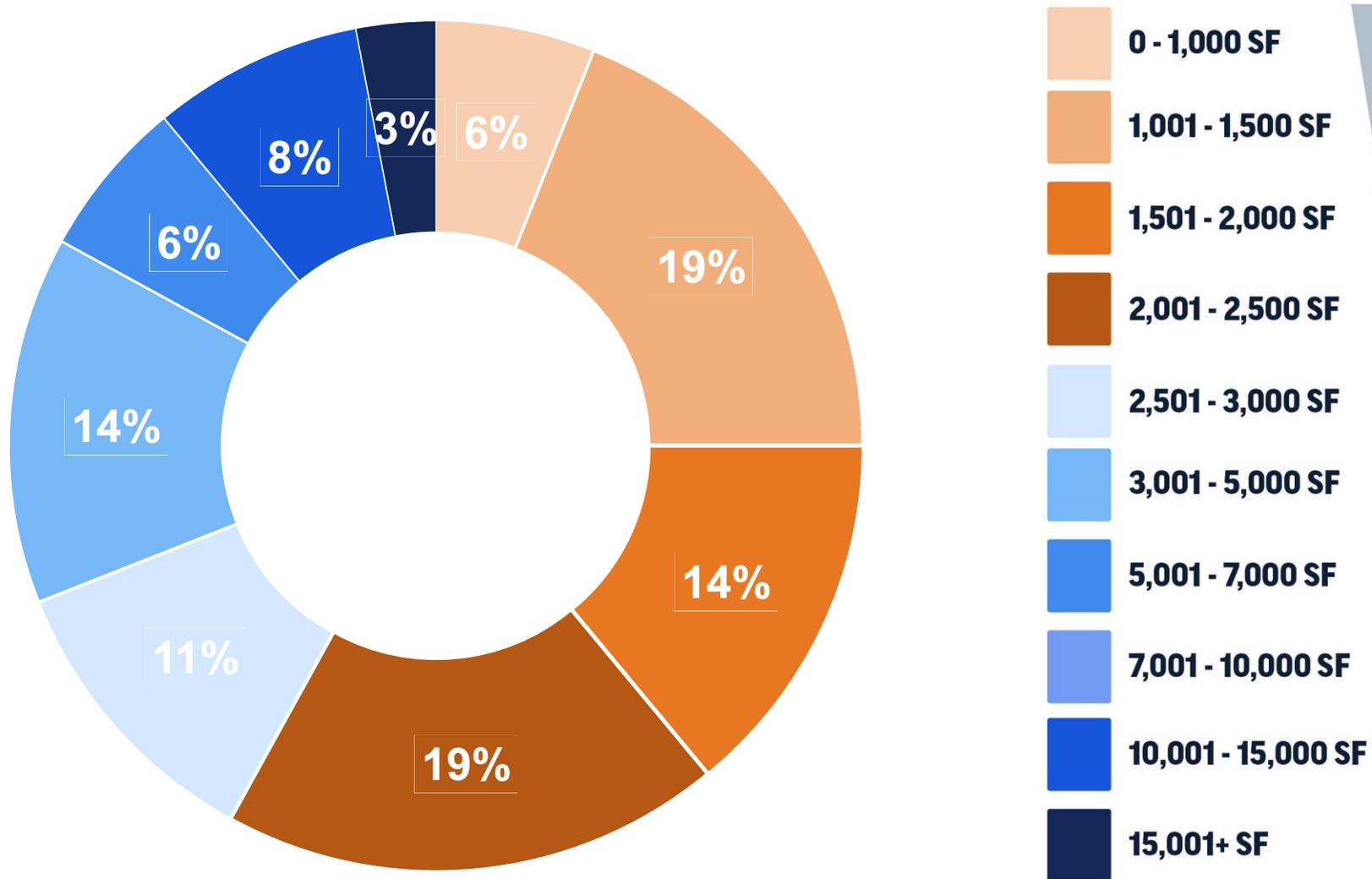
2023

4.4%
VACANCY

\$19.00/SF (NNN, ANN.)
AVG ASKING LEASE RATE

MARKET SNAPSHOT

DEALS ABSORBED



**BY
SQ. FT.**

NOTABLE DEALS



1200 IRONWOOD DR • COEUR D'ALENE
13,600 SF



CLINIC 5C

RIVERSTONE ONE • COEUR D'ALENE
10,700 SF

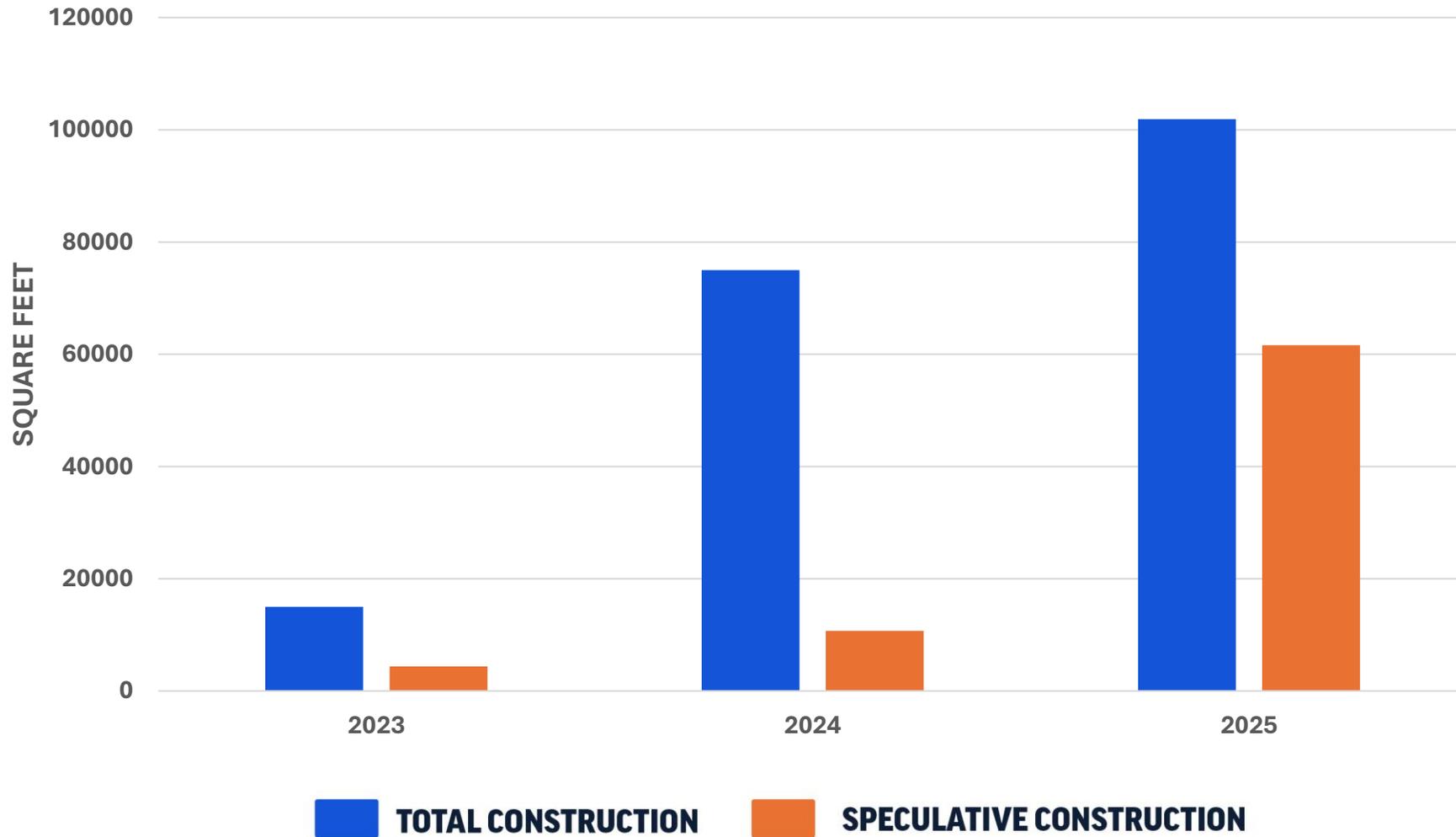


1812 N LAKEWOOD DR • COEUR D'ALENE
6,900 SF

RETAIL MARKET

TRACKING **6.4 MILLION SF**

RETAIL CONSTRUCTION



**BY
SQ. FT.**

RETAIL MARKET

2025

3.5%
VACANCY

\$18.25/SF (NNN, ANN.)
AVG ASKING LEASE RATE

-3,000 SF
NET ABSORPTION

2024

2.1%
VACANCY

\$21.00/SF (NNN, ANN.)
AVG ASKING LEASE RATE

111,000 SF
NET ABSORPTION

2023

1.9%
VACANCY

\$18.00/SF (NNN, ANN.)
AVG ASKING LEASE RATE

MARKET SNAPSHOT

NEW TO MARKET RETAILERS

FIVE GUYS[®]
BURGERS and FRIES



Freddy's
FROZEN CUSTARD &
STEAKBURGERS[®]

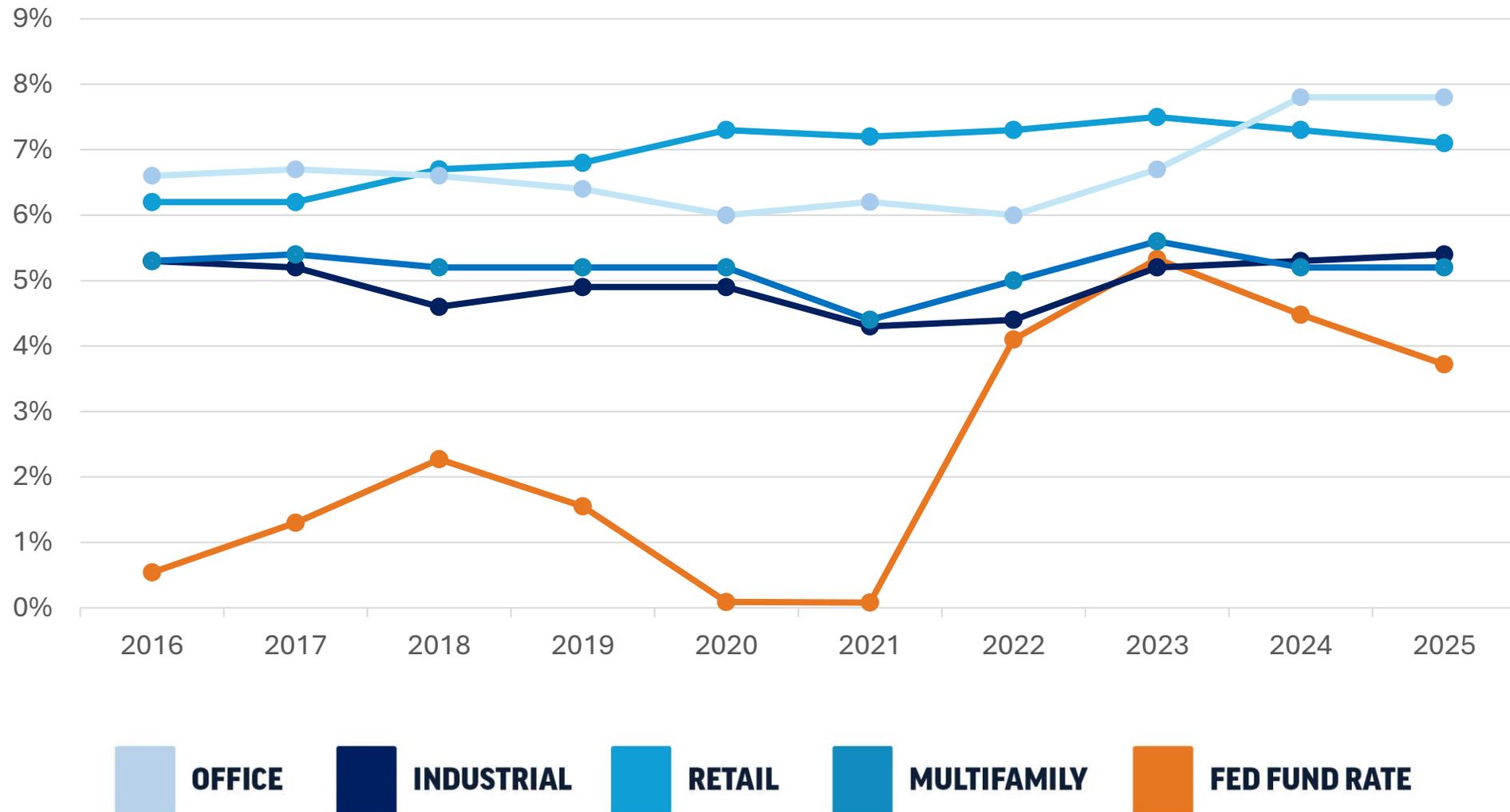
HOUSTON TX
HOT CHICKEN

A stylized red chicken logo with a glowing effect, positioned to the right of the text.

TRADER JOE'S

INVESTMENT MARKET

NATIONAL CAP RATES



INVESTMENT MARKET

2025

\$127 MILLION

TOTAL SALES VOLUME

2024

\$45 MILLION

TOTAL SALES VOLUME

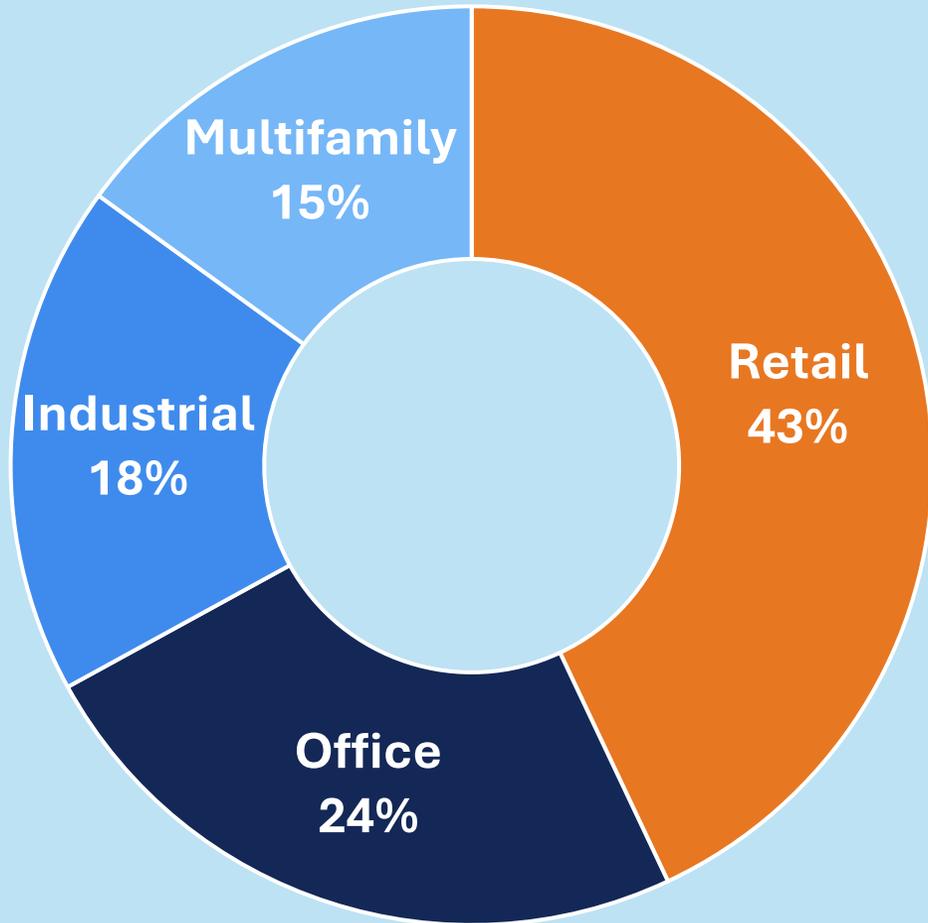
2023

\$41 MILLION

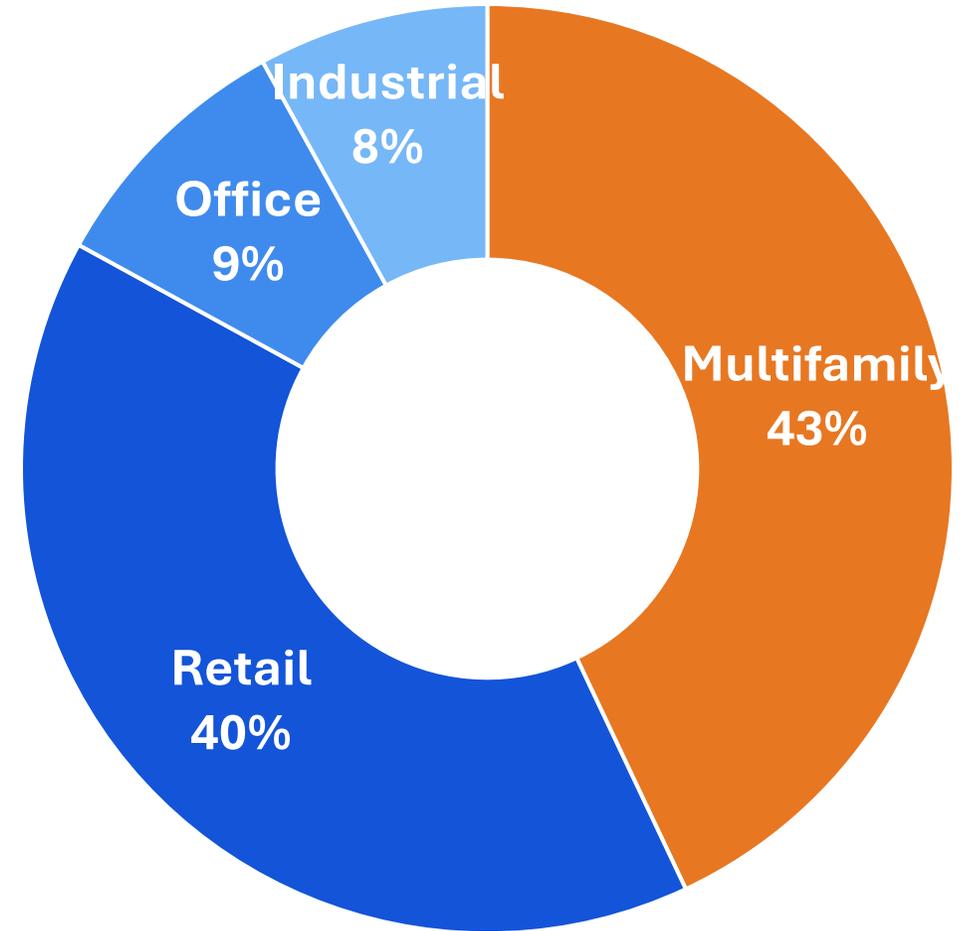
TOTAL SALES VOLUME

MARKET SNAPSHOT

INVESTMENT DEALS VS CONSIDERATION BY PROP. TYPE



DEALS BY PROPERTY TYPE



CONSIDERATION BY PROPERTY TYPE

NOTABLE DEALS



BO APARTMENTS
SOLD: \$44 MILLION

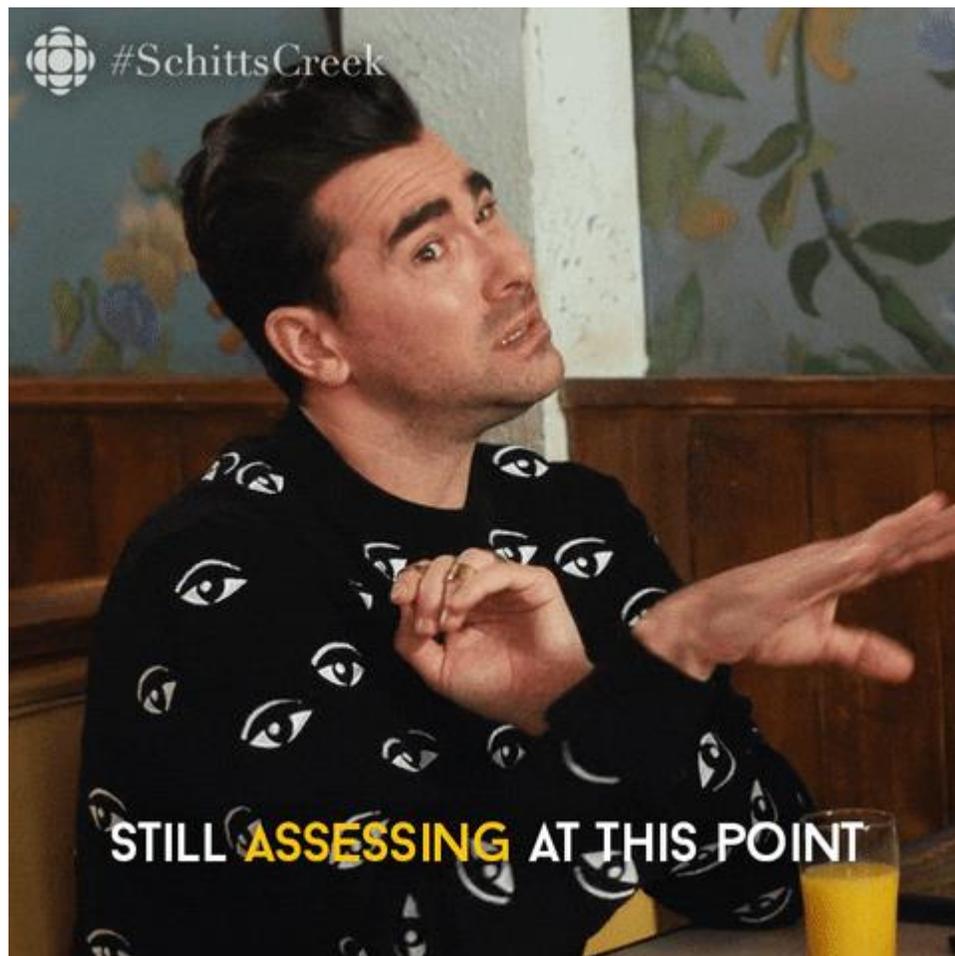


REGAL CINEMAS • THE VILLAGE
AT RIVERSTONE

PREDICTIONS

COUNTING THE VARIABLES

tok
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THANK YOU!

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