



# Real Estate Market Trends

RESIDENTIAL | LOTS/LAND | COMMERCIAL | INVESTMENT | PROPERTY MANAGEMENT

*Palouse Region  
January 2011*



## MISSION STATEMENT

The primary goal of Team Idaho Real Estate is to provide the highest quality of service to our Customers and Clients. Our mission is to provide real estate service to the public, through a team approach. This approach means that each and every REALTOR and staff member works together to increase the overall productivity of the company, thus providing the ultimate assistance to the Sellers, Buyers, Owners and Tenants who utilize our services.

We will strive to operate in a fiscally responsible manner in the daily operation of our business. To this end, the company will hire only the most qualified personnel in all aspects of our profession, and provide them with the highest quality support, marketing materials, training, and management.

## MARKETING APPROACH

Team Idaho commits itself to an aggressive marketing approach, utilizing proven and innovative techniques to project our image to the public. Advertising is done on our personal Website and virtual tours, in all local newspapers, and local monthly real estate publications. We have an in-house marketing specialist available to all staff and agents.



## Loans from the USDA

The USDA Rural Development program grants loans to low-income households to help purchase homes in rural areas. Applicants may obtain up to 103% financing to purchase an existing dwelling, or purchase a site and pay for the construction of a new home. There are two types of USDA loans: direct and guaranteed. USDA direct loans apply to households with income defined as "low to very low" - 80% or less of the area median income (AMI). USDA guaranteed loans are for households that make 80-115% of the AMI. For more information, please visit: [eligibility.sc.egov.usda.gov](http://eligibility.sc.egov.usda.gov).

### 2010 Regional Residential Sales Stats\*

Single Family & Single Family Rural Only  
(excludes all manufactured homes & condos)

Location	# Sales	Avg Sales Price	Avg Dys On Mrkt
Moscow	172	\$224,975	147
Viola	2	\$190,000	362
Troy	18	\$144,586	207
Deary	12	\$163,616	170
Genesee	8	\$161,737	266
Potlatch	25	\$147,349	196
Kendrick	3	\$119,000	249
Helmer	0	\$0	0
Bovill	3	\$36,500	187
Elk River	0	\$0	0

\* Numbers per Latah County Multiple Listing Service



## 2009 Regional Residential Sales Stats\*

Single Family & Single Family Rural Only  
(excludes all manufactured homes & condos)

Location	# Sales	Avg Sales Price	Avg Dys On Mrkt
Moscow	278	\$190,896	143
Viola	5	\$251,700	213
Troy	20	\$199,596	181
Deary	14	\$149,778	171
Genesee	10	\$169,960	182
Potlatch	20	\$148,772	198
Kendrick	3	\$450,000	222
Helmer	1	\$65,000	144
Bovill	1	\$40,000	422
Elk River	0	\$0	0

\* Numbers per Latah County Multiple Listing Service

## WHAT MAKES IDAHO GREAT

\* In Idaho, and especially in Latah County, the housing market has stayed remarkably steady. Our average sales price in 2010 remained at par with 2009 prices.

\* Idaho ranks fourth nationally in percentage of population growth - 21 percent - from April 2000-2010 according to census data. Population rates rose 21.1% in 2010, making Idaho the state with the 12th fastest growing population in the United States.

\* Idaho's climate is diverse and influenced by weather patterns off the Pacific Ocean. Generally, the northern part of the state receives more precipitation than southern Idaho which has warmer summer temperatures.

\* Based on average housing costs, utilities, health care, transportation, groceries and other services, Idaho's cost of living is the second lowest of the 11 western states.

\* According to FBI statistics, Idaho's crime rate is the lowest in the West. The rate of serious crime is 21.3 percent less than the national average.

\* Much of Idaho's surface water flows out of the high mountains and is generally of high quality. Air quality is good throughout the year with the exception of winter temperature inversions and the effects of pollen in a few locations.

Source: [www.visitIdaho.org](http://www.visitIdaho.org)



## PALOUSE REGION'S LARGEST EMPLOYERS

(Some figures may represent a combination  
of both FT &PT)

University Inn - Best Western  
Good Samaritan Society  
Latah County  
Moscow School District #281  
Wal-Mart Associates Inc.  
Bennett Lumber Products  
Winco Foods  
City of Moscow  
Gritman Medical Center  
Latah Health Services, Inc  
Rosauers Super Markets  
University of Idaho  
Washington State University  
Schweitzer Engineering  
Pullman Regional Hospital  
Dissmore's IGA  
Student Book Corporation  
Safeway Stores  
ShopKo

### Average Years Salary Per Worker

	2000	2010
Total Covered	\$28,305	
Construction	\$29,989	
Manufacturing	\$38,467	
Government	\$35,420	
Trade	\$23,015	
Finance, Insurance & Real Estate	\$29,590	
Educational	\$24,762	
& Health Services		
Leisure	\$9,404	
& Hospitality		

\* Numbers per Moscow Chamber of Commerce



## 2008 Regional Residential Sales Stats\*

Single Family & Single Family Rural Only  
(excludes all manufactured homes & condos)

Location	# Sales	Avg Sales Price	Avg Dys On Mrkt
<b>Moscow</b>	224	\$229,370	137
<b>Viola</b>	2	\$296,500	2
<b>Troy</b>	23	\$196,584	136
<b>Deary</b>	4	\$194,437	89
<b>Genesee</b>	10	\$181,859	143
<b>Potlatch</b>	34	\$135,148	141
<b>Kendrick</b>	1	\$155,000	89
<b>Helmer</b>	2	\$106,000	307
<b>Bovill</b>	3	\$45,333	92
<b>Elk River</b>	0	\$0	0

\* Numbers per Latah County Multiple Listing Service

## EMPLOYMENT CHARACTERISTICS 2008

	1998	2000	2002	2008
Civilian Labor Force	15,126	15,164	15,572	18,334
Unemployed	501	523	560	720
% Unempl. Labor Force	3.2	3.4	3.6	3.9
Employed	14,573	14,616	15,012	17,614

### Per Capita Income

Latah County	\$19,473	\$20,033	\$21,084	\$26,980
State of Idaho	21,612	22,371	23,737	29,920
United States	26,893	27,843	29,469	36,714

## Latah County

### RESIDENTIAL STATISTICS\*

Single Family & Single Family Rural Only  
(excludes all manufactured homes & condos)

	2010	2009	2008	2007
Homes Sold	243	216	307	347
No. Days On Market	165	173	138	124
Average Sales Price	\$201,999	\$208,189	\$211,589	\$216,659
<b>Total Sales</b>	<b>\$49,085,809</b>	<b>\$62,011,176</b>	<b>\$64,746,350</b>	<b>\$74,530,736</b>

\* Numbers per Latah County Multiple Listing Service

## LATAH COUNTY: THE YEAR IN REVIEW

With enrollment rising in response to the recession, the University of Idaho's employment held at 4,800 in 2009. Latah County also benefits from the stability of Washington State University and the growth of Schweitzer Engineering Lab in Pullman, just across the state line.

The health care sector has thrived in recent years, growing to 1,069 jobs in 2010. Gritman Medical Center, which is the county's second largest employer, added about 110 jobs in March 2010 bringing its employment close to 485. Fresenius Medical Care opened the Palouse's first dialysis clinic in August.

I-minerals, a canadian company has bought a 29 year lease on state land just outside of Bovill where they will build a quartz and feldspar processing plant. The companies already extensive exploration has revealed deposits that could yield quartz-feldspar ore for over 30 years. When the plant is fully operational it will employ 40 people in the Bovill area and another 30 at the Lewiston branch. In addition, 20 contract hauling jobs will be created. If the company gets the lease and all requirements are met the will start production in late 2011.

\*Source: Moscow Chamber of Commerce

## CITY OF MOSCOW BUILDING PERMITS 1979 - 2010

Year	Single Family Units	Duplexes	Multi-Family Units	Total Units
2010	26	3	4	33
2009	20	2	10	32
2008	52	10	36	88
2007	50	11	23	84
2006	79	56	165	300
2005	63	38	188	289
2004	61	48	140	249
2003	46	36	17	99
2002	54	22	160	236
2001	46	8	35	89
2000	46	10	43	99
1999	32	4	8	44
1998	37	2	21	60
1997	33	6	46	85
1996	75	6	75	156
1995	55	10	166	231
1994	47	16	108	171
1993	64	24	110	198
1992	70	16	104	190
1991	47	2	14	63
1990	45	6	14	65
1989	20	4	0	24
1988	17	4	0	21
1987	15	0	8	23
1986	18	10	48	76
1985	28	4	73	105
1984	34	22	97	153
1983	28	16	85	129
1982	12	4	23	39
1981	35	16	14	65
1980	42	8	52	102
1979	43	8	39	90

\* Numbers per City of Moscow Bldg Department

# YEAR-TO-YEAR COMPARISON REPORT

Residential sales from 1/1/2010 - 12/31/2010

	Qty Sold	% Chg	Volume Sold	% Chg	Average Sale	% Chg
<b>MOSCOW</b>						
Current Period	172		28,695,710		224,975	
One Year Ago	222		48,305,497		217,592	
Increase/(Decrease)	(50)	-23%	(9,609,787)	-20%	7,383	3%
<b>TROY</b>						
Current Period	18		2,602,550		144,586	
One Year Ago	20		3,991,929		199,596	
Increase/(Decrease)	(2)	-10%	(1,389,379)	-35%	(55,010)	-28%
<b>POTLATCH</b>						
Current Period	25		3,683,749		147,349	
One Year Ago	20		2,975,450		148,772	
Increase/(Decrease)	(5)	25%	708,299	24%	(1,423)	-1%
<b>GENESEE</b>						
Current Period	8		1,293,900		161,500	
One Year Ago	10		1,699,600		169,960	
Increase/(Decrease)	(2)	-20%	(405,700)	-24%	(8,223)	-5%
<b>DEARY</b>						
Current Period	12		1,963,400		163,616	
One Year Ago	14		2,096,900		149,778	
Increase/(Decrease)	(2)	14%	(133,500)	6%	13,838	9%
<b>BOVILL</b>						
Current Period	3		109,500		36,500	
One Year Ago	1		40,000		40,000	
Increase/(Decrease)	(2)	-200%	69,500	-71%	(3,500)	-9%
<b>VIOLA</b>						
Current Period	2		380,000		190,000	
One Year Ago	5		1,258,500		251,700	
Increase/(Decrease)	(3)	-60%	(878,500)	-70%	(61,700)	-25%
<b>HELMER</b>						
Current Period	0		0		0	
One Year Ago	1		65,000		65,000	
Increase/(Decrease)	(1)	-100%	(65,000)	-100%	(65,000)	-100%
<b>TOTAL</b>						
Current Period	240		38,765,709		1,068,526	
One Year Ago	293		60,432,876		206,256	
Increase/(Decrease)	(53)	-47%	(21,667,167)	-6%	862,270	-3%

204 S. Main, Moscow ID 83843

www.teamidahorealestate.com ~ info@tidaho.com

toll free 800.354.5643 ~ fax 208.883.3812



# Meet Our Team!

*"Our Team Brings You Home!"*

[www.teamIDAHOrealestate.com](http://www.teamIDAHOrealestate.com)



**Debbie Loaiza**  
ABR, CRB, GRI  
Broker/Owner  
REALTOR®  
Licensed ID/WA  
debbie@tidaho.com  
509-336-3672



**Brian Loomis**  
GRI, BA U of Idaho  
REALTOR®  
Licensed ID/WA  
brian@tidaho.com  
208-882-3160



**Deann Billing**  
JD, BS U of Idaho  
REALTOR®  
Licensed ID/WA  
deann@tidaho.com  
208-596-8811



**Julie Ketchum**  
BA, MBA  
REALTOR®  
Licensed ID  
julie@tidaho.com  
509-330-4353



**Carmen Bruya**  
TEAM Washington  
REALTOR®  
Licensed WA  
ccbruya@gmail.com  
509-553-9494



**Jenny Finau**  
Property Manager  
jenny@tidaho.com  
208-882-5484

*Also Providing Property Management Services! Please Call 882-5484 For More Information*

**RESIDENTIAL | LOTS/LAND | COMMERCIAL | INVESTMENT | PROPERTY MANAGEMENT**

# Quick Resource Guide

## MOSCOW PUBLIC SCHOOLS

Lena Whitmore Elementary School, 110 South Blaine Street	208-882-2621
McDonald Elementary School, 2323 East D Street	208-882-0228
Russell Elementary School, 119 North Adams Street	208-882-2715
West Park Elementary School, 510 South Home Street	208-882-2714
Moscow Junior High School, 1410 East D Street	208-882-3577
Moscow High School, 401 East 3rd Street	208-882-2591
Administrative Business Office, 410 East D Street	208-882-1120

### *Private/Alternative Schools*

Logos School, 110 Baker St.	208-882-1226
Logos Secondary School, 110 Baker St.	208-882-3544
St. Mary's Catholic Elementary, 412 N. Monroe	208-882-2121
St. Rose's Catholic School, 412 N. Howard	208-882-4014
Moscow Alternative High School, 401 E. 3rd St.	208-882-2591
Paradise Creek Regional Alternative School, 1314 S. Main	208-882-3687

## TROY SCHOOLS

Troy School District #287, 102 W. 5th St	208-835-3791
Troy High School, 337 Big Meadow Rd	208-835-2361
Troy Elementary School, 335 Big Meadow Rd	208-835-4261

## GENESEE SCHOOLS

Genesee Public School District #282	208-285-1161
Genesee High School, 330 W. Ash	208-285-1162

## POTLATCH SCHOOLS

Potlatch Jr/Sr High School, 130 6th St.	208-875-1231
Potlatch Elementary School	208-875-1331

## DEARY/BOVILL SCHOOLS

Whitepine School District #288, 102 W. 5th St	208-877-1408
Deary High School, 502 1st St	208-877-1151
Deary Elementary School	208-887-1151
Bovill Elementary School, 410 3rd Ave	208-826-3314

## ELK RIVER

Elk River Public School	208-842-2218
-------------------------	--------------

## UTILITY SERVICES

City of Moscow	
206 East 3rd Street	208-883-7000

City of Deary	
300 3rd Avenue	208-887-1582

City of Troy	
517 South Main	208-835-2741

City of Genesee	
140 East Walnut	208-285-1621

City of Potlatch	
Highway 6	208-875-0708

City of Bovill	
100 Railroad Rd	208-826-3603

City of Elk River	
112 South 2nd St	208-826-3209

Avista Utilities	800-223-5884
(residential, commercial, industrial)	

Clearwater Power	208-743-1502
(rural power)	

### ADDITIONAL NUMBERS:

Latah County Courthouse	208-882-8580
-------------------------	--------------

Moscow Job Service	208-882-7571
--------------------	--------------

Drivers Licensing	208-883-7216
-------------------	--------------

Vehicle Licensing	208-883-7211
-------------------	--------------

Moscow Chamber	208-882-1800
----------------	--------------

