Bi-ANNUAL MARKET TRENDS

Sandpoint's #1 Boutique Real Estate Team

Credits Over Lower Sales Price

by Sean Cramer, Senior VP of Highlands Mortgage | (425) 802-2507 | NMLS# 1100122

2026 has me thinking I should add a neck brace to my suite of mortgage tools. This year has been defined by big swings and whiplash. Mortgage-Backed Securities traded at a high on the year of 102.08 and low of 99.04 so far. For buyers, that movement has translated into lender quotes ranging from the high 5% range to nearly 7% in just the first six months.

In times of volatility, it can be hard to see what next week brings. The key is to zoom out. Real Estate has a strong track record. Even faced with the adversity of extreme financial conditions the last few years values have held, and we've even seen modest appreciation. "Timing" the market is nearly impossible but "time in" the market is predictable.

Having a team of professionals around you that can help you identify the right strategy as a buyer or seller is more important than ever to the outcome. Price vs concession is an obvious topic of strategy. There is often a substantially different impact to affordability between the two. Concessions can lead to a "middle ground" that price reductions cannot.

Let's look at a $550,000 home with 20% and a market rate of 6.5%. The principal and interest payment to the buyer would be $2,781 per month. A price reduction to $530,000 would lower balance owed but not the interest rate. Based on the lower price the buyer's payment would be $2,680. A whopping $101 saved. A hundred bucks is not moving the needle for a buyer challenged with affordability.

Now take that same $550,000 home and apply a $20,000 seller credit instead. The seller's net proceeds remain the same, but the benefit to the buyer changes significantly. If the credit is used to permanently lower the interest rate, the buyer's rate could drop to 5.5%, reducing the monthly payment to $2,498—nearly three times the impact of a price reduction. Alternatively, the concession could fund a temporary buydown, such as a 3-2-1 buydown, giving the borrower a starting rate of 3.5% and saving more than $800 per month in the first year.

Seller concessions can provide the payment relief buyers need to move forward with confidence. They can also make the difference between a buyer qualifying for financing—or falling short of lender requirements.

As we move through the remainder of 2026, expect continued volatility. The best approach is to zoom out, stay focused on the bigger picture, and build a clear strategy with the right professionals around you to execute it well.

MARKET AT-A-GLANCE

	2025	2026
AVG SALES PRICE	$687,381	$761,181
MEDIAN SALES PRICE	$550,000	$576,500
MEDIAN PRICE/SQFT	$310	$325
DAYS ON MARKET	100	95
CLOSED SALES	1990	2373

Data in this chart is reflecting the 3 northern counties

Statistics compiled using residential sales reported in the CDA MLS database for the date ranges from 01/01/2025 - 06/30/2025 and 01/01/2026 - 06/30/2026, and while deemed reliable, this information is not guaranteed. If you are currently working with another agent, this is not intended to be a solicitation.

DIRECTORY

Ben Geanetta
TOP LOCAL REALTOR®

(208) 400-6162 direct

Serving the Sandpoint and the Surrounding Area for the last 8 years

real

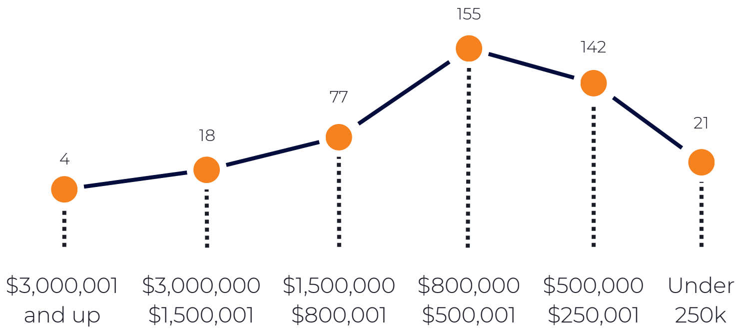
ELITE REALTY PARTNERS

BONNER COUNTY

sold properties - 01/26 - 06/26

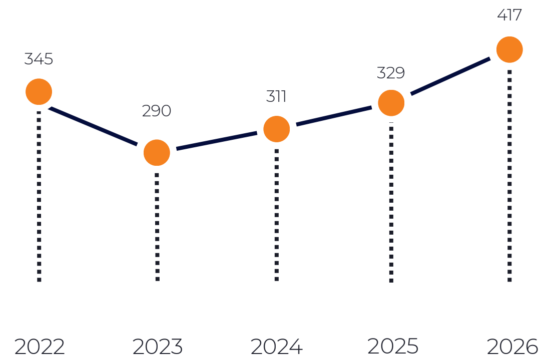
RESIDENTIAL *homes* closed :

by price point



RESIDENTIAL

units sold



AVERAGE DAYS ON MARKET

102 ***days***

2025: 117 days

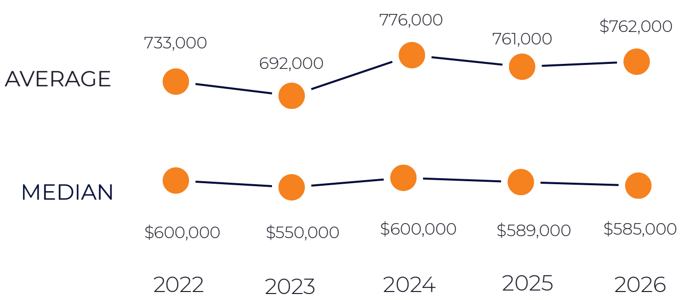
MONTHS SUPPLY

8.0 ***months***

2025: 10.1 months

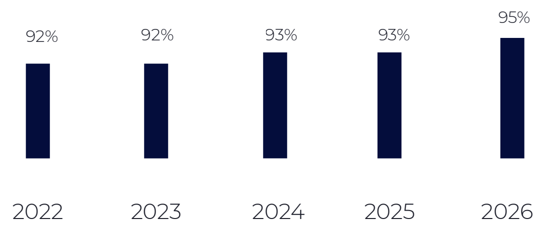
AVERAGE & MEDIAN *sales price*

residential



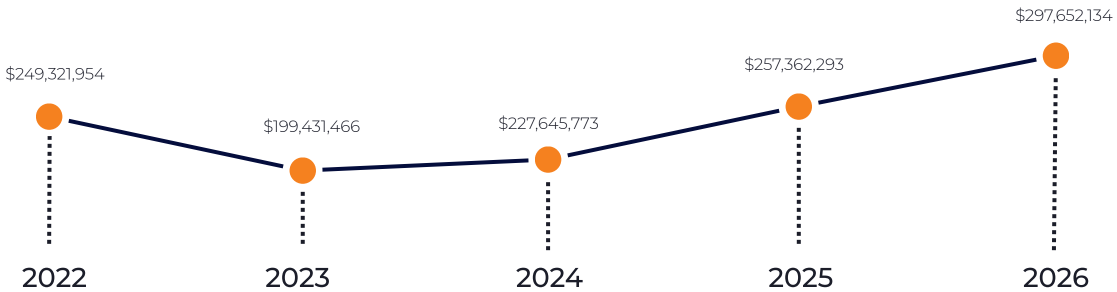
AVERAGE SOLD PRICE

original list price to sold price



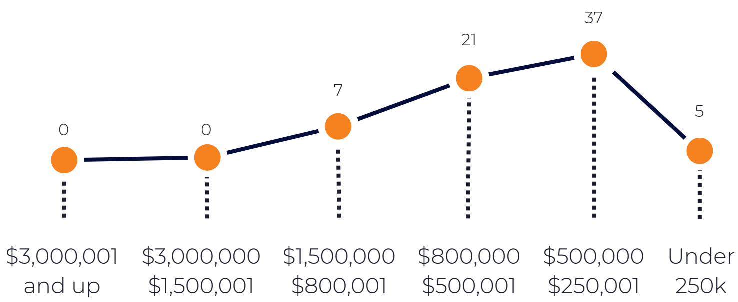
TOTAL GROSS

sales volume

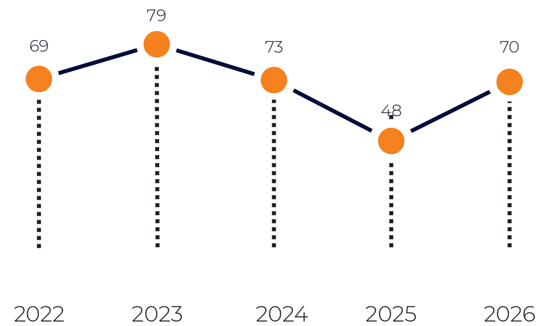


BOUNDARY COUNTY
sold properties - 01/26 - 06/26

RESIDENTIAL *homes* closed :
by price point



RESIDENTIAL
units sold



AVERAGE
DAYS ON MARKET

113 ***days***

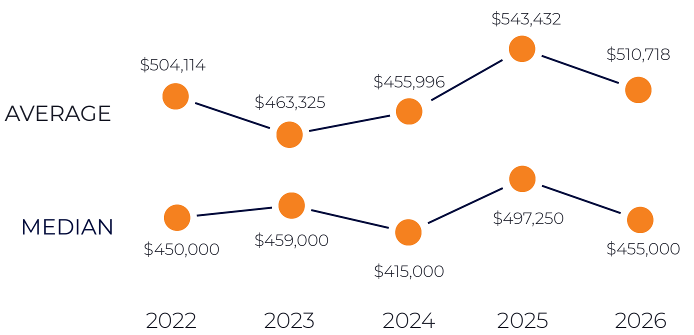
2025: 110 days

MONTHS
SUPPLY

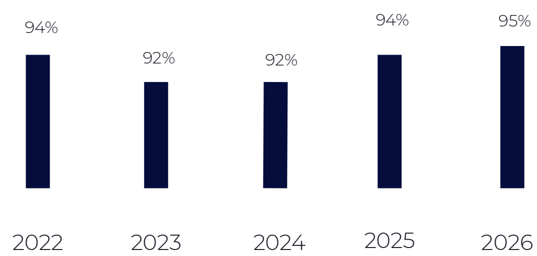
7.9 ***months***

2025: 8.7 months

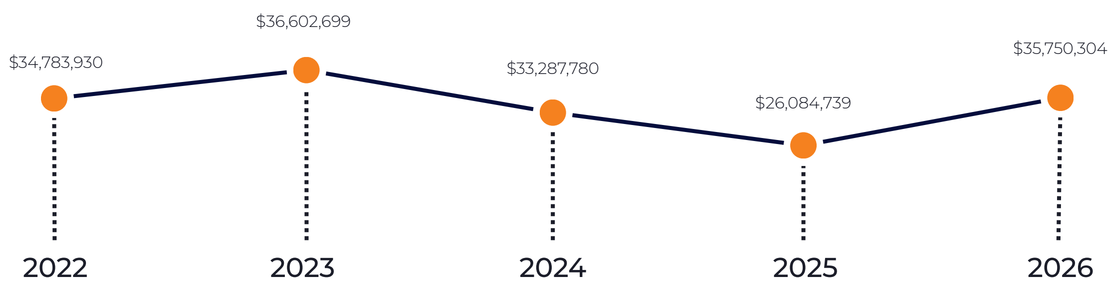
AVERAGE & MEDIAN *sales price*
residential



AVERAGE SOLD PRICE
original list price to sold price



TOTAL GROSS
sales volume



Statistics compiled using residential sales reported in the CDA MLS database for the date ranges from 01/01/2022 - 06/30/2026, and while deemed reliable, this information is not guaranteed. If you are currently working with another agent, this is not intended to be a solicitation.

real

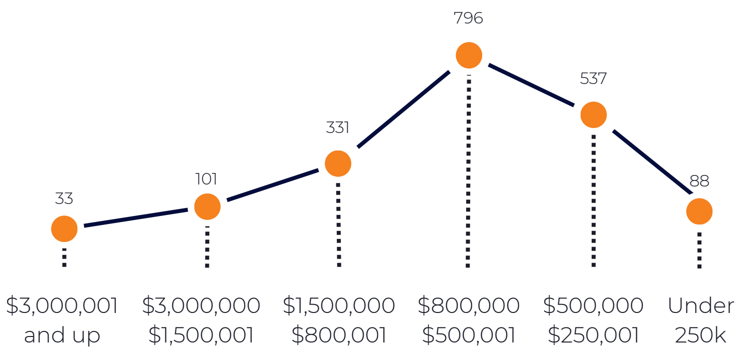
ELITE REALTY PARTNERS

KOOTENAI COUNTY

sold properties - 01/26 - 06/26

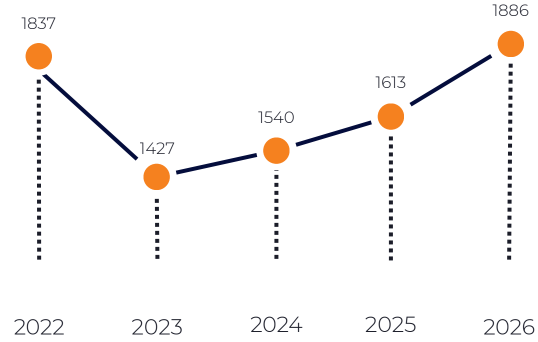
RESIDENTIAL *homes* closed :

by price point



RESIDENTIAL

units sold



AVERAGE DAYS ON MARKET

93 ***days***

2025: 96 days

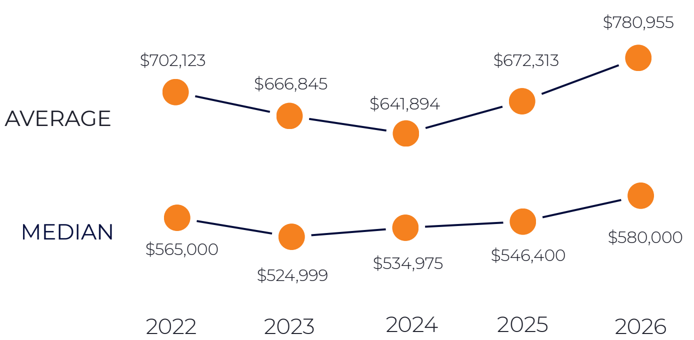
MONTHS SUPPLY

3.7 ***months***

2025: 4.3 months

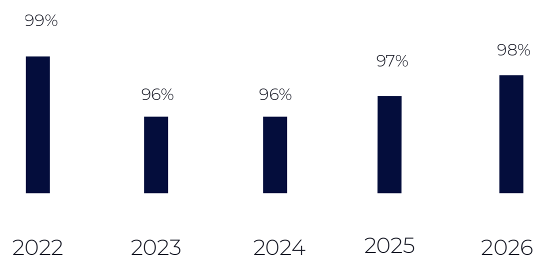
AVERAGE & MEDIAN *sales price*

residential



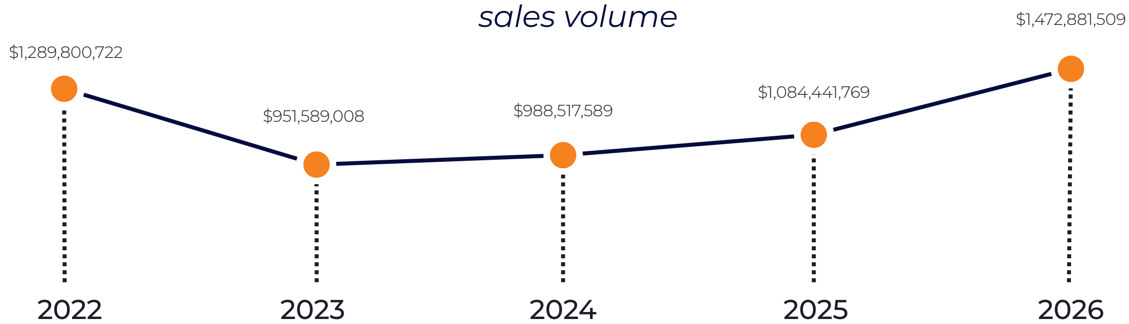
AVERAGE SOLD PRICE

original list price to sold price



TOTAL GROSS

sales volume

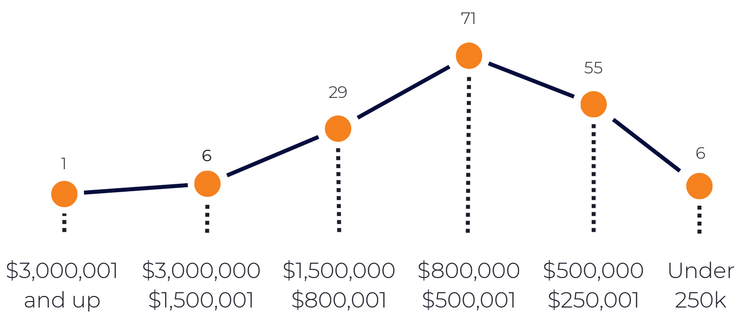


SANDPOINT | DOVER
sold properties - 01/26 - 06/26

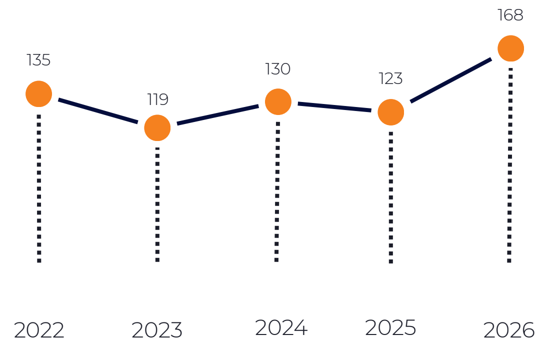
ELITE REALTY PARTNERS

real

RESIDENTIAL *homes* closed :
by price point



RESIDENTIAL
units sold



AVERAGE DAYS ON MARKET

87 ***days***

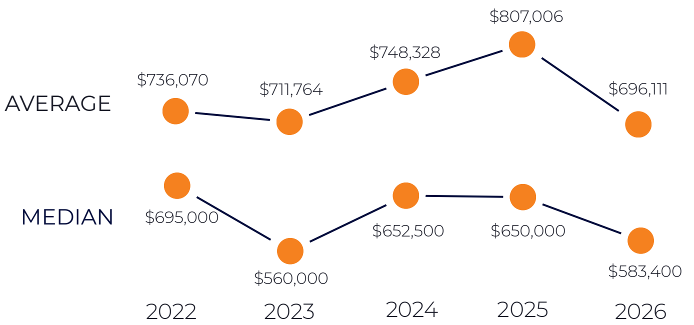
2025: 132 days

MONTHS SUPPLY

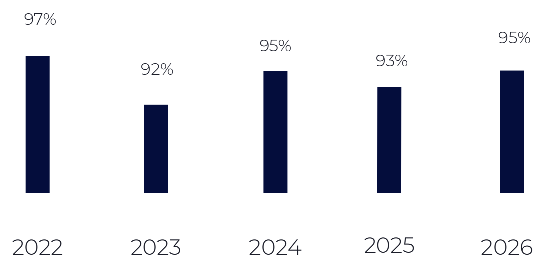
7.6 ***months***

2025: 8.4 months

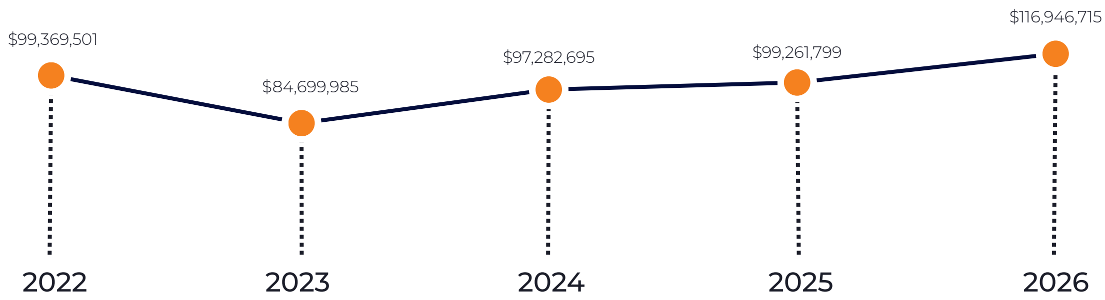
AVERAGE & MEDIAN *sales price*
residential



AVERAGE SOLD PRICE
original list price to sold price



TOTAL GROSS
sales volume



Don't Buy on Hope:

How to Build a Sound Short-Term Rental Investment

by Josh Cates, Owner of Haven Property Managment | (208) 818-8448

The short-term rental market has evolved. Travel demand remains strong, but increased competition and more value conscious travelers have changed how successful properties perform. Today's market rewards strategy, not speculation.

One of the biggest mistakes I see is investors purchasing a property based on optimistic revenue projections or peak season nightly rates. While it's easy to calculate best case scenarios, successful investments are built to perform through changing market conditions, not just ideal ones.

A phrase I often share with owners is this, The market isn't paying owners less. The market is simply no longer rewarding owners for asking more than guests perceive the property to be worth.

That's an important distinction. Pricing isn't determined by what an owner believes a property is worth. It's determined by what guests are consistently willing to pay.

The objective shouldn't be to achieve the highest nightly rate. It should be to generate the strongest long-term return.

Sometimes that means accepting a market-supported rate that increases occupancy rather than holding out for premium pricing. More occupied nights generate more revenue, but they also generate something equally valuable, reviews. Strong reviews improve search visibility, build guest confidence, and create pricing power over time. In many ways, reviews become another form of equity in your investment.

Prospective buyers should also remember that today's market conditions won't necessarily be next year's. Demand shifts, competition changes, and economic conditions evolve. That's why I encourage investors to underwrite conservatively and purchase properties that remain financially sound across a variety of market conditions rather than relying on premium nightly rates to make the numbers work.

Short-term rentals remain an excellent long-term investment, but today's market rewards discipline over optimism. The investors who consistently succeed aren't the ones chasing the highest nightly rates; they're the ones who understand the market, adapt when it changes, and focus on building sustainable returns over time.

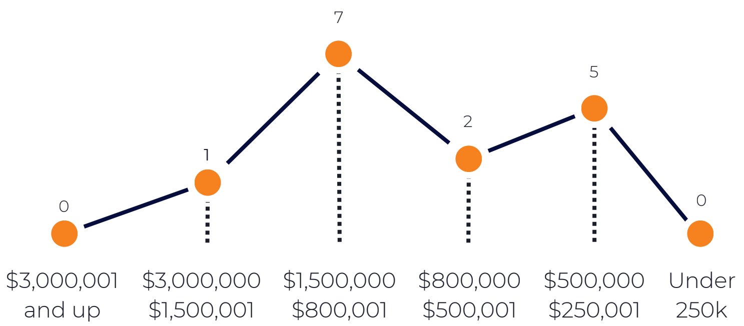
Don't buy a short-term rental based on what you hope it will earn. Buy it based on what it can consistently earn through changing market conditions.

SCHWEITZER MOUNTAIN
sold properties - 01/26 - 06/26

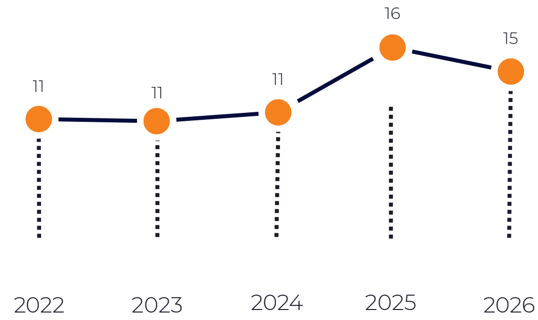
ELITE REALTY PARTNERS

real

RESIDENTIAL *homes* closed :
by price point



RESIDENTIAL
units sold



AVERAGE DAYS ON MARKET

152 ***days***

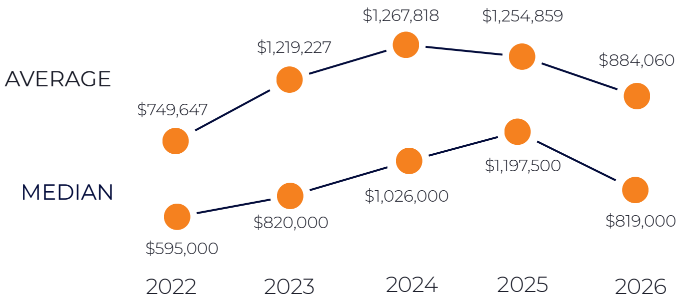
2025: 180 days

MONTHS SUPPLY

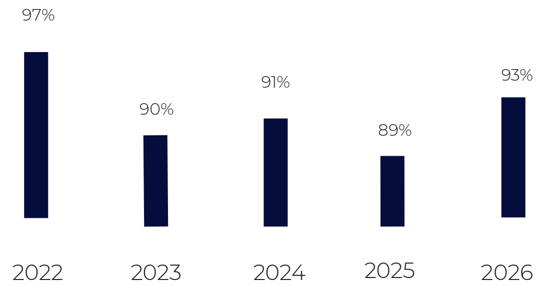
14.3 ***months***

2025: 10.9 months

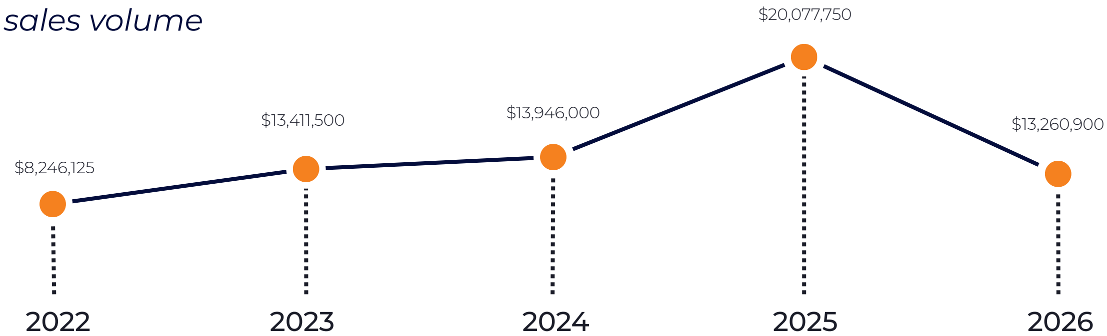
AVERAGE & MEDIAN *sales price*
residential



AVERAGE SOLD PRICE
original list price to sold price



TOTAL GROSS
sales volume



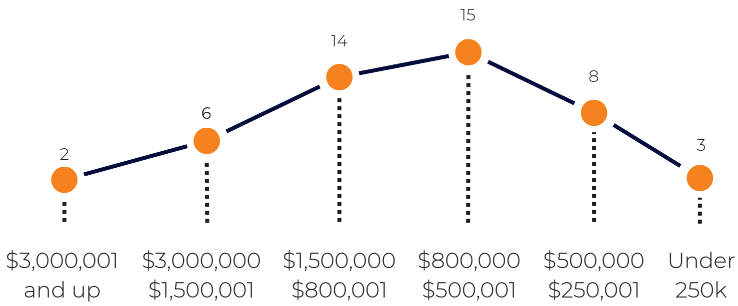
ELITE REALTY PARTNERS

SAGLE / COCOLALLA

sold properties - 01/26 - 06/26

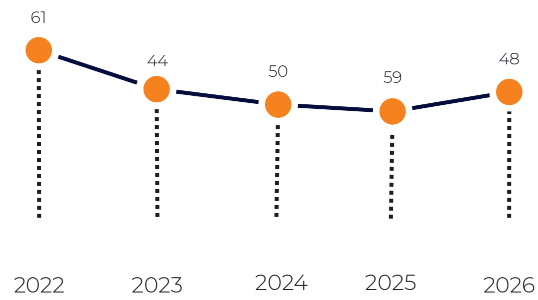
RESIDENTIAL *homes* closed :

by price point



RESIDENTIAL

units sold



AVERAGE DAYS ON MARKET

118 ***days***

2025: 96 days

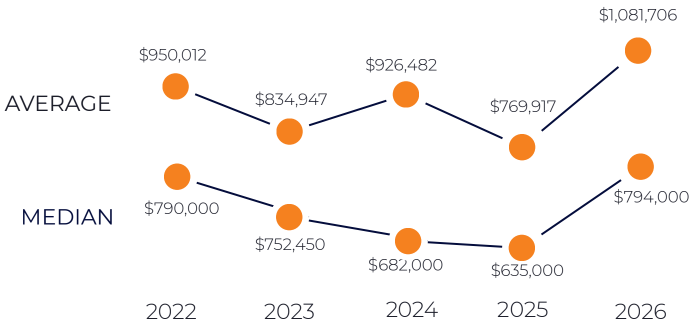
MONTHS SUPPLY

9.9 ***months***

2025: 10.4 months

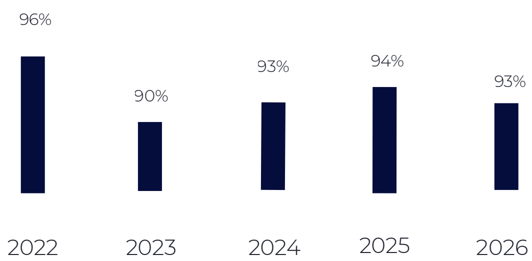
AVERAGE & MEDIAN *sales price*

residential



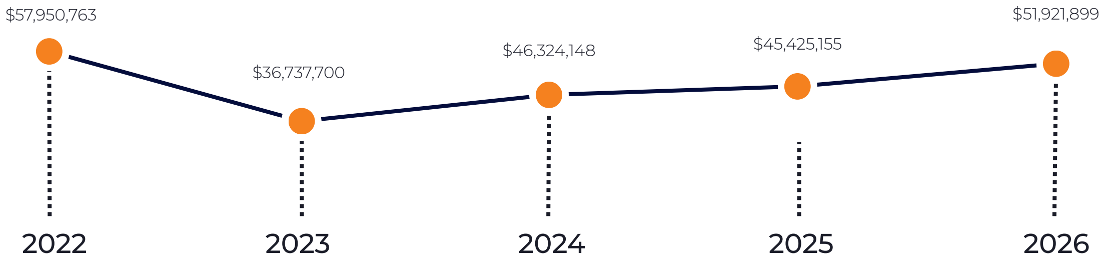
AVERAGE SOLD PRICE

original list price to sold price



TOTAL GROSS

sales volume



HOPE | CLARK FORK

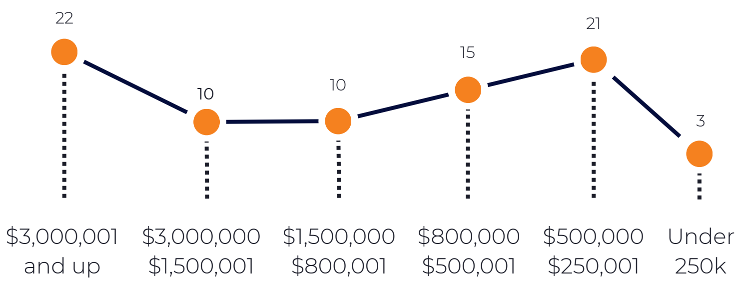
sold properties - 01/26 - 06/26

ELITE REALTY PARTNERS

real

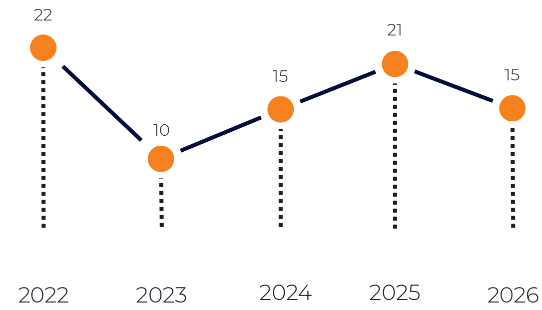
RESIDENTIAL *homes* closed :

by price point



RESIDENTIAL

units sold



AVERAGE DAYS ON MARKET

116 ***days***

2025: 149 days

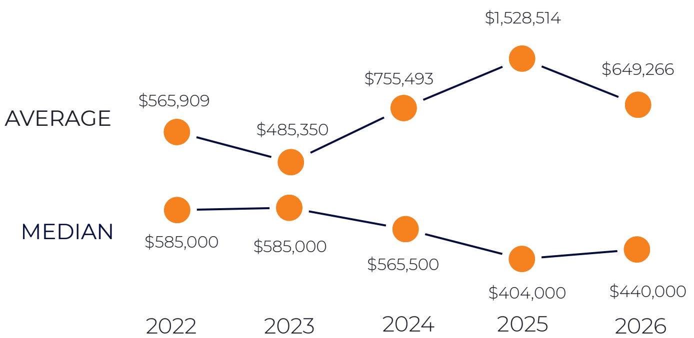
MONTHS SUPPLY

11.0 ***months***

2025: 12.9 months

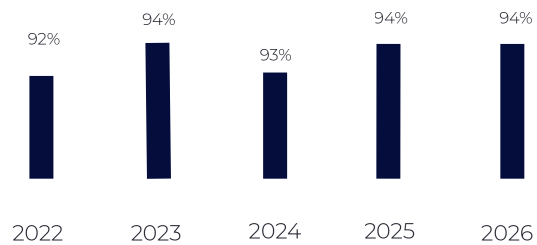
AVERAGE & MEDIAN *sales price*

residential



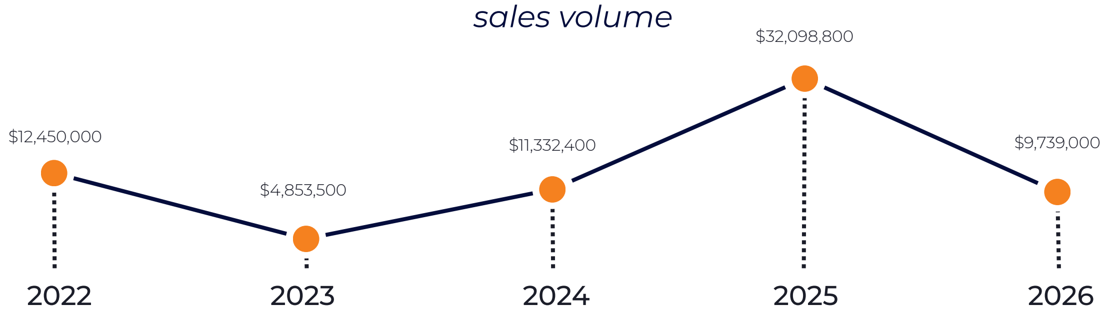
AVERAGE SOLD PRICE

original list price to sold price



TOTAL GROSS

sales volume



Statistics compiled using residential sales reported in the CDA MLS database for the date ranges from 01/01/2022 - 06/30/2026, and while deemed reliable, this information is not guaranteed. If you are currently working with another agent, this is not intended to be a solicitation.

real

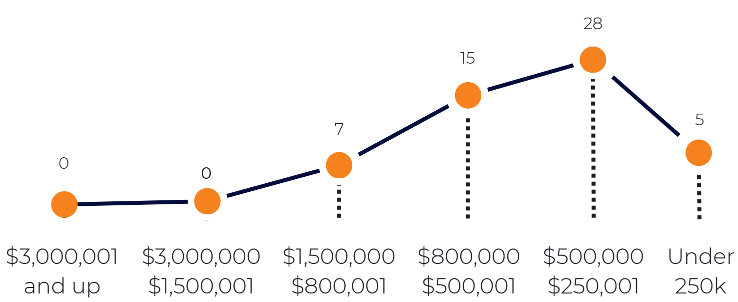
ELITE REALTY PARTNERS

BONNERS FERRY

sold properties - 01/26 - 06/26

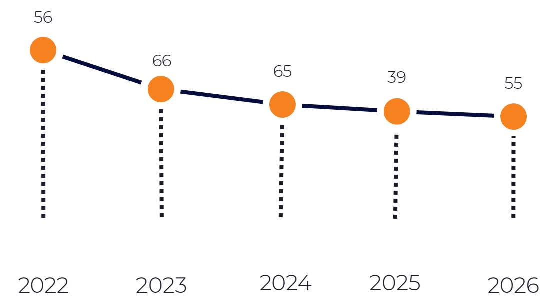
RESIDENTIAL *homes* closed :

by price point



RESIDENTIAL

units sold



AVERAGE DAYS ON MARKET

114 ***days***

2025 115 days

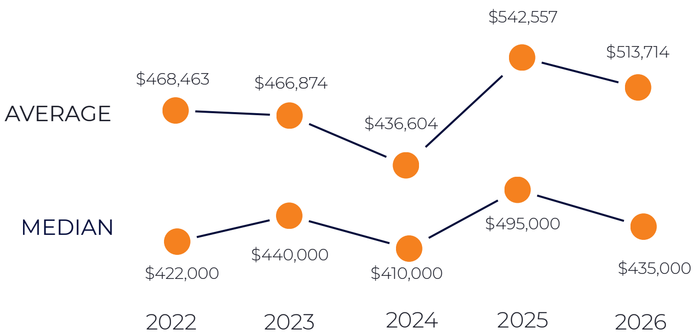
MONTHS SUPPLY

7.8 ***months***

2025 5.9 months

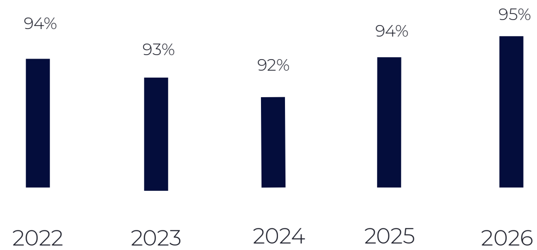
AVERAGE & MEDIAN *sales price*

residential



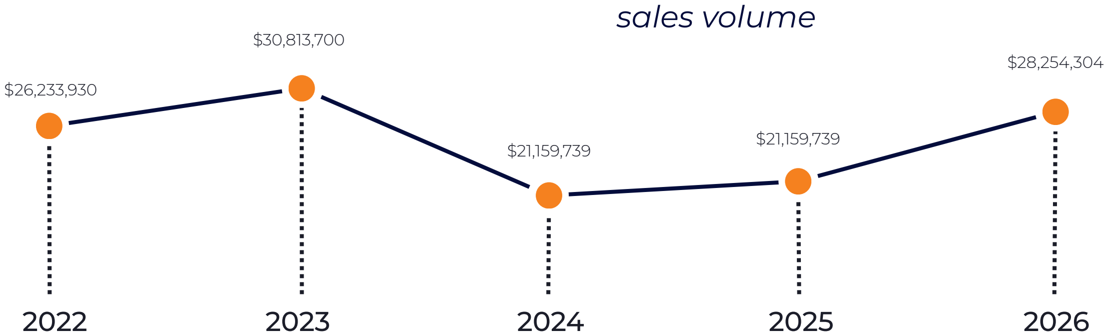
AVERAGE SOLD PRICE

original list price to sold price



TOTAL GROSS

sales volume



Statistics compiled using residential sales reported in the CDA MLS database for the date ranges from 01/01/2022 - 06/30/2026, and while deemed reliable, this information is not guaranteed. If you are currently working with another agent, this is not intended to be a solicitation.

How Cash Buyers Are Being Left Exposed

by Ben Geanetta, Realtor® | (208) 400-6162

Most people assume that paying cash for a home eliminates risk. In many ways it does—you don't have to worry about financing, lender requirements, or loan approvals. But there's one major risk that many cash buyers don't know exists until it's too late.

The Overlooked Gap in Idaho Purchase Contracts

When a buyer is financing a home, the lender requires homeowners insurance before the loan can close. If the buyer can't obtain insurance, the financing typically falls apart, giving them a way to exit the contract.
Cash buyers don't have that same safety net.

Standard Idaho purchase contracts do not include an insurance contingency for cash transactions. That means if an insurance company refuses to insure the property—or revokes coverage shortly before closing—a cash buyer may still be legally obligated to complete the purchase. In other words, you could end up owning a home that you can't insure.

Why This Is Becoming More Common

Insurance underwriting has changed significantly over the past several years. Insurance companies are taking a much closer look at factors such as:

- Roof condition and age
- Wildfire exposure
- Previous insurance claims
- Electrical, plumbing, and heating systems
- Property location and surrounding risk

We've seen buyers receive an insurance binder early in the transaction, only to have the insurance company withdraw coverage just days before closing after completing a more thorough review.

If you're financing the purchase, your loan contingency often provides protection. If you're paying cash, you may have no protection at all.

The Solution We Use at Elite Realty Partners

At Elite Realty Partners, we believe our job is to anticipate problems before they become expensive surprises.
When we're representing a cash buyer, we include a custom insurance contingency in the purchase agreement. The clause gives our clients time to obtain homeowners insurance at a reasonable cost and, more importantly, keeps that protection in place through closing.

That extra protection matters because we've seen situations where an insurance company initially issues a binder, only to withdraw coverage days before closing after completing a more detailed review.
Without the proper contingency, a cash buyer could be obligated to purchase a home they can't insure.
By addressing that risk upfront, we're helping our clients move forward with confidence instead of hoping nothing goes wrong.

Great Representation Is About Preventing Problems

One of the greatest values a real estate professional can provide isn't simply negotiating price—it's anticipating issues before they become expensive problems.

Many buyers don't know to ask about insurance contingencies because they've never encountered this situation before.
That's why, at Elite Realty Partners, we look beyond simply getting a deal under contract. Our goal is to identify potential risks early, create solutions before they become problems, and help our clients make confident, informed decisions every step of the way.

If you're planning to purchase a home with cash, make sure you have a conversation with your real estate professional about how you'll be protected if homeowners insurance becomes an issue. It's a small detail that could make a very big difference.

Is the Sandpoint Housing Market Declining? Here's What the Data Actually Says.

by Ben Geanetta, Realtor® | (208) 400-6162

Over the past several months, we've received emails from buyers and sellers asking essentially the same question.

"I asked AI, and it said the Sandpoint housing market is declining. Is that true?"

It's a fair question.

Artificial intelligence is becoming part of everyday life. We use it at Elite Realty Partners for brainstorming ideas, organizing information, and improving efficiency. Like any tool, it's incredibly helpful when used for the right tasks. But when it comes to reporting on the Sandpoint and Bonner County real estate market, today's AI has a major limitation.

AI Can't Access the Data That Matters

Idaho is a non-disclosure state, which means home sale prices are not public information. Unlike many states where anyone can search public records and see what a home sold for, Idaho keeps that information private. The only place comprehensive sales data exists is inside the Multiple Listing Service (MLS), where licensed REALTORS® have access to closed sales.

AI doesn't have direct access to our MLS, so when someone asks it, "How is the Sandpoint housing market performing?" it has to rely on incomplete information from public websites, asking prices, older articles, and other online sources. Sometimes it gets close. Sometimes it doesn't. The challenge is that AI often presents its answer with confidence, even when the underlying information is incomplete.

What the MLS Actually Shows

When we compare the first half of 2026 to the same period in 2025 for single-family homes in Bonner County, the market looks remarkably similar. The median sold price increased from $575,000 to $585,000, while the average sold price rose from $696,000 to $768,000, although averages can be influenced by a handful of luxury sales. Median days on market changed only slightly, moving from 78 days to 83 days, and the median sale-to-original list price remained virtually unchanged at approximately 96%.

In other words, this isn't a market that's falling apart. It's a market that's behaving much like it did a year ago.

Buyers Are More Price-Conscious

One trend that has continued is buyer patience. Homes priced correctly are still selling, while homes that enter the market overpriced often sit longer and require larger price reductions before attracting buyers.

The numbers support that trend. In the first half of 2026, nearly 38% of homes sold within the first 60 days, while about 28% took more than 121 days to sell. As time on the market increased, sellers generally accepted larger discounts from their original asking price. That's not evidence of a declining market—it's evidence of a market that rewards accurate pricing.

Local Data Beats National Headlines

National headlines don't sell homes in Sandpoint, and generalized AI responses don't either. Every real estate market behaves differently, and what's happening in Florida, Texas, or California has very little impact on Bonner County. That's why we rely on MLS data instead of assumptions. The numbers tell a much more accurate story than headlines or internet summaries ever can.

Will AI improve? Absolutely. We believe it will continue to get better, and someday it may have access to more reliable local housing data. But today, it simply doesn't have access to the information needed to accurately analyze our market. That's why when clients ask whether the market is improving, slowing down, or staying steady, we don't guess. We don't rely on headlines, and we don't rely solely on AI. We pull the actual MLS statistics and let the data speak for itself.

PRIEST RIVER/LAKE

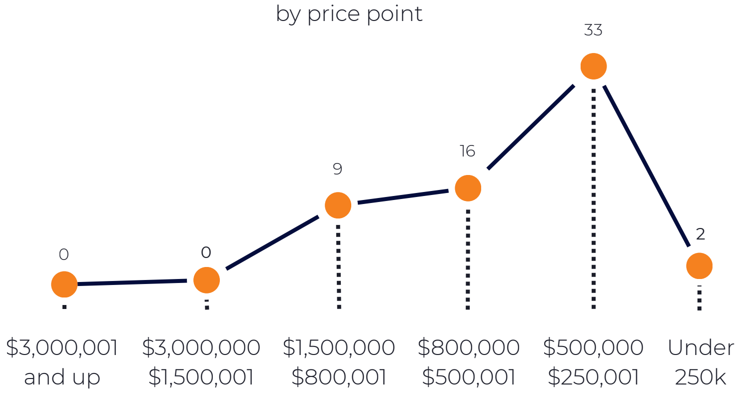
sold properties - 01/26 - 06/26

ELITE REALTY
PARTNERS

real

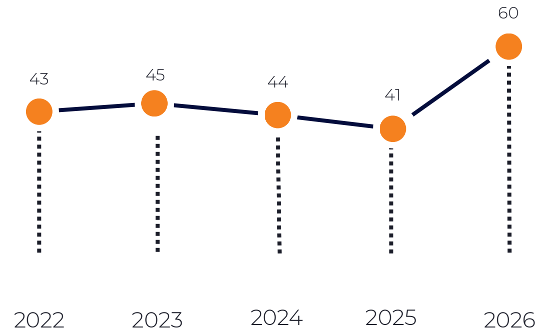
RESIDENTIAL *homes* closed :

by price point



RESIDENTIAL

units sold



AVERAGE DAYS ON MARKET

114 ***days***

2025: 113 days

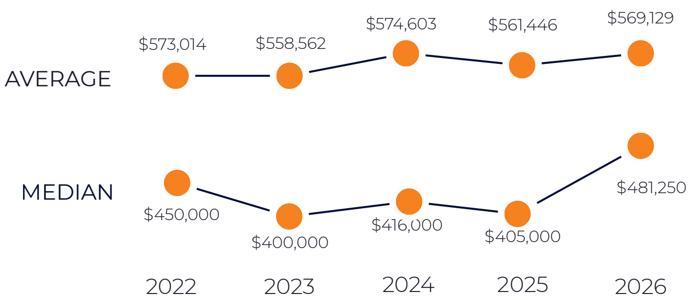
MONTHS SUPPLY

6.1 ***months***

2025 7.5 months

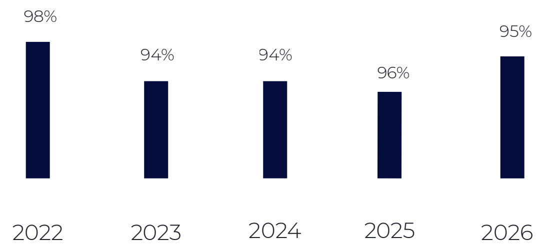
AVERAGE & MEDIAN *sales price*

residential



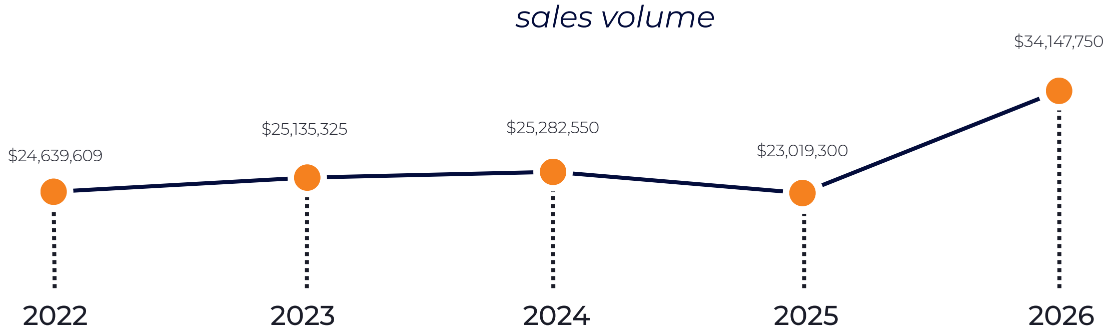
AVERAGE SOLD PRICE

original list price to sold price



TOTAL GROSS

sales volume



Statistics compiled using residential sales reported in the CDA MLS database for the date ranges from 01/01/2022 - 06/30/2026, and while deemed reliable, this information is not guaranteed. If you are currently working with another agent, this is not intended to be a solicitation.

real

ELITE REALTY PARTNERS

COEUR D'ALENE / HAYDEN

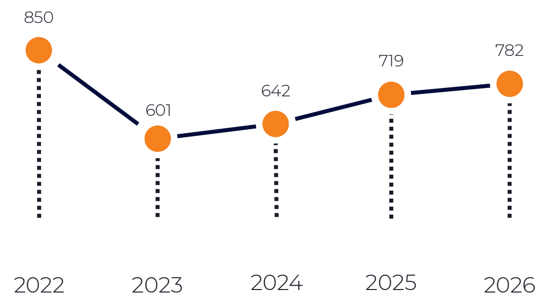
sold properties - 01/26 - 06/26

RESIDENTIAL *homes* closed :

by price point

RESIDENTIAL

units sold



AVERAGE DAYS ON MARKET

102 *days*

2025: 95 days

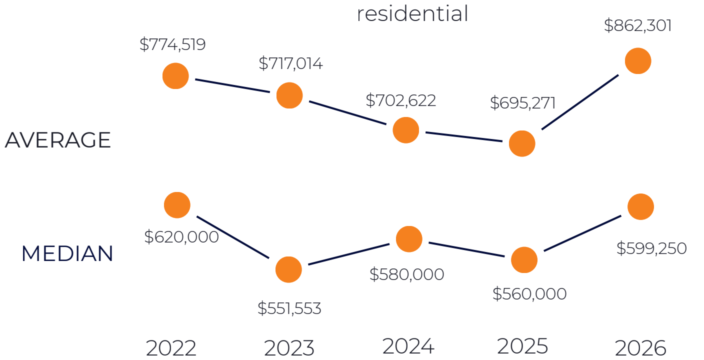
MONTHS SUPPLY

4.5 ***months***

2025 5.3 months

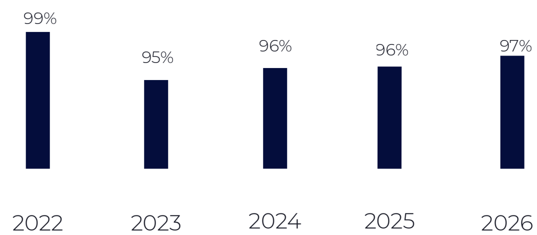
AVERAGE & MEDIAN *sales price*

residential



AVERAGE SOLD PRICE

original list price to sold price



TOTAL GROSS

sales volume

ATHOL | RATHDRUM

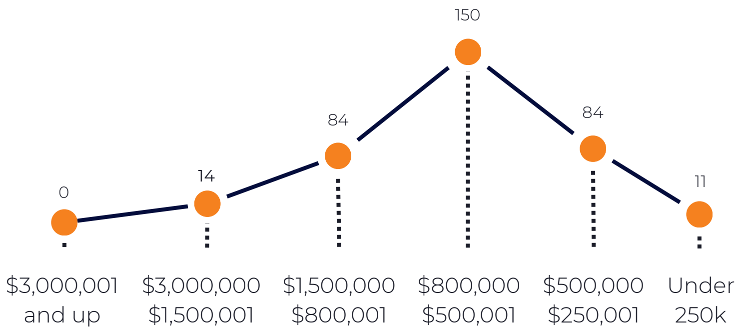
sold properties - 01/26 - 06/26

ELITE REALTY PARTNERS

real

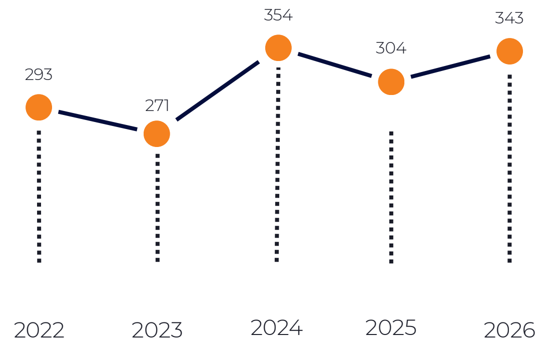
RESIDENTIAL *homes* closed :

by price point



RESIDENTIAL

units sold



AVERAGE DAYS ON MARKET

118 ***days***

2025 122 days

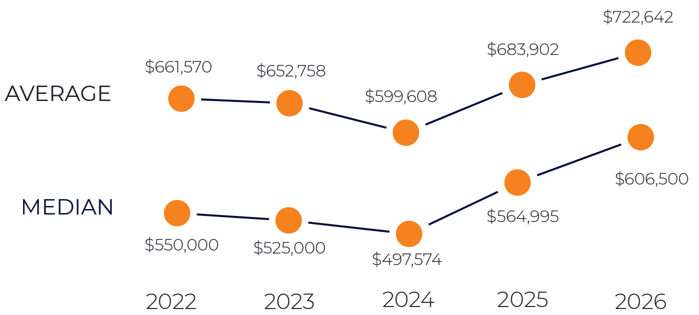
MONTHS SUPPLY

3.2 ***months***

2025: 3.3 months

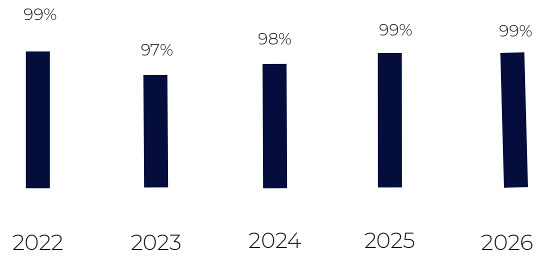
AVERAGE & MEDIAN *sales price*

residential



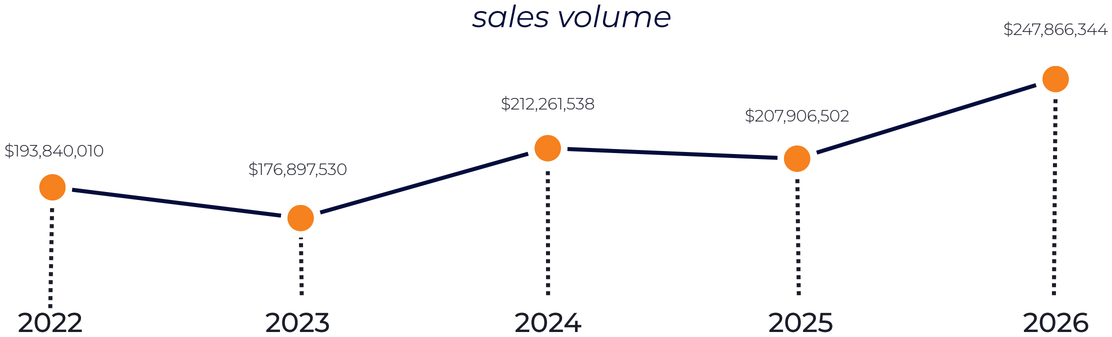
AVERAGE SOLD PRICE

original list price to sold price



TOTAL GROSS

sales volume



The Most Expensive Home Problems Usually Start Small

by Mike Short, Principal of Raven Watch

Most homeowners worry about the big events – a burst pipe, a break-in, or a major windstorm. In reality, however, the costliest repairs often begin with something much smaller: a slow plumbing leak beneath a sink, a refrigerator that quietly stops cooling, or a heating system that fails during a cold snap. The difference between a minor inconvenience and a major insurance claim is often measured not by the severity of the problem, but by how long it goes unnoticed.

Unlike a primary residence, a second home may sit empty for days, weeks, or even months at a time. While you're enjoying life elsewhere, your home continues to experience changing weather, aging mechanical systems, power outages, wildlife activity, and the occasional unexpected surprise. In short, your home doesn't know you're away.

Consider a small leak from a water supply line. On the first day, it may leave little more than a damp cabinet floor. A few days later, wood begins to swell and drywall absorbs moisture. Left unchecked, mold can develop, flooring may become damaged, and what started as a simple repair can quickly become a significant restoration project. Time is one of the biggest cost drivers in a water loss.

The same is true for many common household issues. A failed HVAC system during freezing temperatures can lead to frozen pipes or shrinking floorboards. A roof damaged during a windstorm may allow water intrusion with every rainfall that follows. Even something as simple as a tripped breaker can leave a freezer full of food to spoil unnoticed.

The common thread isn't necessarily the problem itself – it's the passage of time. Most home systems provide warning signs before they fail completely, but those warning signs are only valuable if someone is there to recognize them. While home automation can provide valuable early warning of some problems, it is not a panacea.

Owning a second home should be a source of enjoyment, not uncertainty. While no one can prevent every unexpected event, many costly repairs can be minimized when issues are identified early and addressed before they have an opportunity to grow.

Whether your home is vacant for a week or an entire season, it's worth considering not only what could go wrong, but how long it might take before anyone knows. In many cases, the most valuable protection isn't eliminating every risk – it's shortening the time between when a problem begins and when someone discovers it. That's real peace of mind.

Mike Short is the Principal of Raven Property Watch, providing professional home watch and concierge services for seasonal homeowners throughout North Idaho.


Available Homes

50 Carnelian Ave, Ponderay, Idaho | PRESENTED BY BEN GEANETTA & KORTNEY LEAVITT

137 Backtrack RD, Sandpointpoint, ID | PRESENTED BY BEN & KORTNEY

6693 River RD, Clark Fork, Idaho | PRESENTED BY KORTNEY LEAVITT

11 Alpenrose LN, Sandpoint, Idaho | PRESENTED BY MARISSA PITTMAN

374 Carbine Dr, Clark Fork, ID | PRESENTED BY BEN & KORTNEY

324 Sunterra Circle, Priest River, ID | PRESENTED BY TODD BRADSHAW


1108 Garfield Bay Rd Sagle Idaho | PRESENTED BY Marissa Pittman


13259 Baldy Mountain Rd Sandpoint Idaho | PRESENTED BY WHITNEY PAPPAS


187 Backtrack Rd, Sandpoint, ID | PRESENTED BY BEN & KORTNEY


435 Sunterra Circle, Priest River, ID | PRESENTED BY BEN GENAETTA


474 Granite Ridge Rd, Sandpoint, ID | PRESENTED BY WHITNEY PAPPAS


1521 Northshore Dr, Sandpoint | PRESENTED BY STEFANIE HUGGARD | EXP

457 Gypsy Bay Rd, Sagle, ID | PRESENTED BY BEN GEANETTA

451 Sunterra Circle, Priest River, ID | PRESENTED BY KORTNEY LEAVITT

300 Sunterra Circle, Priest River, ID | PRESENTED BY WHITNEY PAPPAS

127 Backtrack RD, Sandpoint, ID | PRESENTED BY BEN & KORTNEY

3464 Upper Pack River Rd, Sandpoint, ID | PRESENTED BY WHITNEY PAPPAS

159 Backtrack Rd, Sandpoint, ID| PRESENTED BY BEN & KORTNEY

883 Mountain View Rd Clark Fork ID | PRESENTED BY BEN GEANETTA

Sandpoint's #1 Boutique Real Estate Team

Licensed in Idaho

Recognized as Bonner County's **Best Real Estate Agency in 2024 and 2025**, Elite Realty Partners combines genuine relationships, professional marketing, and strong local insight to deliver results. Whether buying, selling, or investing, you deserve a team that treats your move like it matters - because it does. With over 135 Five-Star Google Reviews, **we have the knowledge, the experience, and the trust of the community** to help you with your real estate buying and selling needs.

(208) 603-4466

ELITE REALTY
PARTNERS

real

301 North 1st Ave #202A
Sandpoint Idaho 83864

Zillow SHOWCASE

Zillow Showcase: A Better Way to Present Your Home

In today's market, how your home is presented online matters more than ever.

That's why **Elite Realty Partners is a Zillow Showcase partner**, an enhanced listing experience designed to help your home stand out where buyers are searching most.

Showcase listings feature high-resolution photography, interactive floor plans, premium placement, and the ability to showcase video directly on Zillow, the only major home search platform where buyers can watch a property's video while viewing the listing. This creates a more immersive experience, **allowing buyers to connect with your home on a whole other level before they ever step through the front door.**

Zillow Showcase listings receive, on average, 75% more page views, saves, and shares than similar listed homes on Zillow, **helping your home gain greater visibility and attract more buyer interest from the start.**

Great marketing doesn't just attract attention. It creates opportunity, and that's exactly what Zillow Showcase is designed to do

ACTIVE SHOWCASE LISTINGS ON ZILLOW RECEIVED:

An average of over

75%

Saves

Shares

Page Views

Compared to similar nearby non-Showcase listings on Zillow.

Sandpoint's #1 Boutique Real Estate Team

ELITE REALTY
PARTNERS

real