

YTD Growth Snapshot — Black Rock, CDA National Reserve, Gozzer

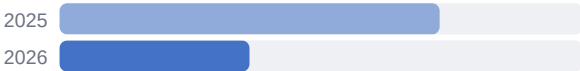
Jan 1 – Aug 31, comparing 2025 vs. 2026 · Black Rock & Gozzer from closed MLS sales (flexmls); CDA National Reserve from CRM pipeline.

Lots

Vacant land closings only (Black Rock/Gozzer: MLS · CDA NR: HubSpot)

of Sales

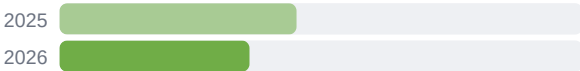
Black Rock



CDA NR

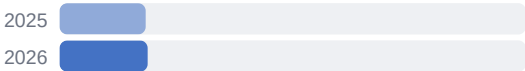


Gozzer



\$ Volume

Black Rock



CDA NR

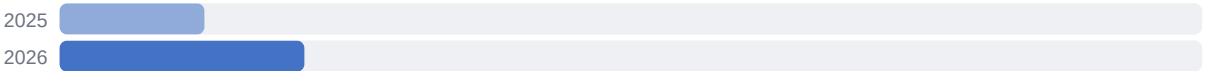


Gozzer



Median Price

Black Rock



CDA NR



Gozzer



Community	Sales 2025 → 2026	YoY	Volume 2025 → 2026	YoY	Median 2025 → 2026	YoY
Black Rock	8 → 4	-50.0%	\$1.24M → \$1.27M	+2.1%	\$107.5K → \$182.5K	+69.7%
CDA National Reserve	5 → 11	+120.0%	\$3.26M → \$6.68M	+104.8%	\$575.0K → \$625.0K	+8.7%
Gozzer	5 → 4	-20.0%	\$1.71M → \$5.45M	+218.7%	\$200.0K → \$850.0K	+325.0%

Built (Site Built homes)

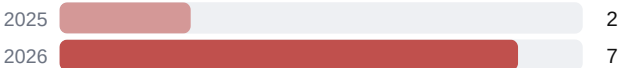
Includes PSF average — Black Rock/Gozzer (MLS) capped at 2.5 acres lot size, excluding 4 of 41 raw listings incl. a ~6+ acre estate and a 10-acre manufactured home; CDA NR (HubSpot) needed no cap

of Sales

Black Rock



CDA NR

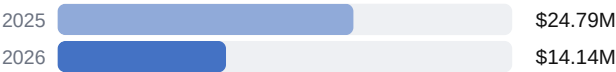


Gozzer

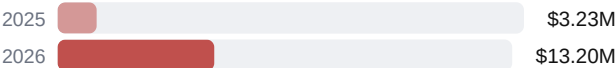


\$ Volume

Black Rock



CDA NR



Gozzer



PSF Average

Black Rock



CDA NR

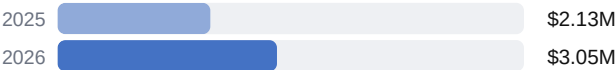


Gozzer

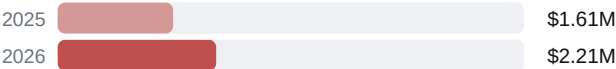


Median Price

Black Rock



CDA NR

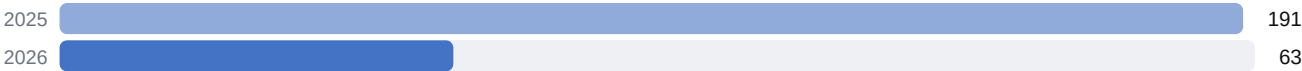


Gozzer

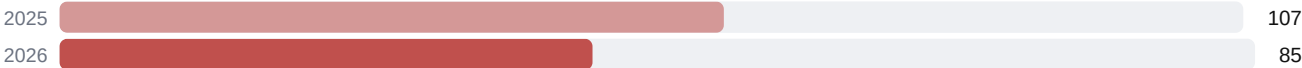


Avg Days on Market

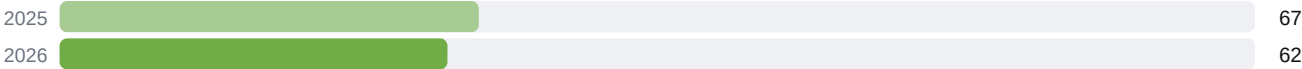
Black Rock



CDA NR



Gozzer



Community	Sales 2025 → 2026	YoY	Volume 2025 → 2026	YoY	PSF 2025 → 2026	YoY	Median 2025 → 2026	YoY	DOM 2025 → 2026	YoY
Black Rock	8 → 4	-50.0%	\$24.79M → \$14.15M	-42.9%	\$719 → \$820	+14.0%	\$2.14M → \$3.05M	+42.7%	191 → 63	-67.0%
CDA National Reserve	2 → 7	+250.0%	\$3.23M → \$13.20M	+308.7%	\$712 → \$897	+26.0%	\$1.62M → \$2.21M	+36.8%	107 → 85	-20.6%

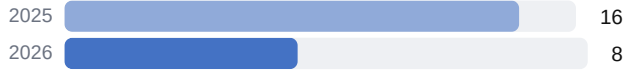
Gozzer	5 → 6	+20.0%	\$34.15M → \$38.24M	+12.0%	\$1,319 → \$1,246	-5.5%	\$6.25M → \$6.50M	+4.0%	67 → 62	-7.5%
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Combined (Lots + Built)

Total market activity, both property types together (Black Rock/Gozzer: MLS, Built side reflects the 2.5-acre cap · CDA NR: HubSpot)

of Sales

Black Rock



CDA NR



Gozzer

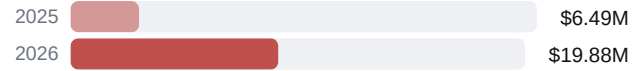


\$ Volume

Black Rock



CDA NR



Gozzer



Community	Sales 2025 → 2026	YoY	Volume 2025 → 2026	YoY
Black Rock	16 → 8	-50.0%	\$26.03M → \$15.41M	-40.8%
CDA National Reserve	7 → 18	+157.1%	\$6.49M → \$19.88M	+206.3%
Gozzer	10 → 10	0.0%	\$35.86M → \$43.69M	+21.8%

Sources: Black Rock & Gozzer — flexmls (Coeur d'Alene MLS), closed listings, sold date 01/01/2025–08/31/2026, subdivisions "Black Rock"/"Gozzer", Built capped at 2.5 acres (4 of 41 raw listings excluded). CDA National Reserve — HubSpot closed-won deals ("CDA - Real Estate" pipeline, dealstage in Buyer-Closed or Former Owner-Resold), split into Lots/Built via each deal's Inventory Type. Median price and days-on-market are computed directly from these pulls, not carried over from InfoSparks; months supply and new listings are not covered here. Prepared for CoLab Real Estate, CDA National Reserve.