

TOK

COMMERCIAL

MARKET TAKEAWAYS

TRENDING REPORTS

OFFICE MARKET

INDUSTRIAL MARKET

RETAIL MARKET

MIDYEAR 2025

NORTH IDAHO MARKET REPORT

COEUR D'ALENE

HAYDEN

RATHDRUM

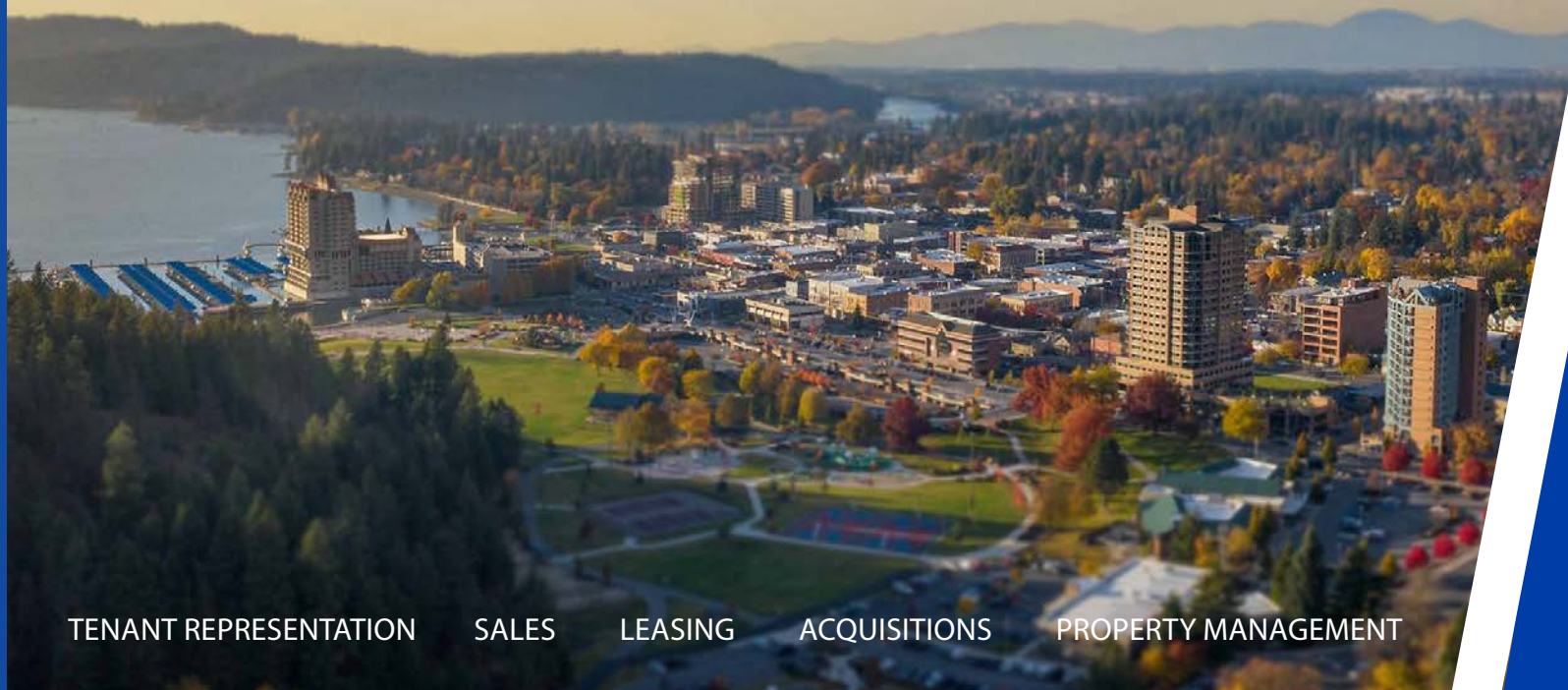
POST FALLS

YOUR GUIDE TO NORTH IDAHO'S COMMERCIAL REAL ESTATE MARKET

DISCOVER THE DIFFERENCE.

WORK WITH

IDAHO'S BROKERAGE EXPERTS.



TOK

COMMERCIAL

(208) 227.8148

tokcommercial.com

TENANT REPRESENTATION

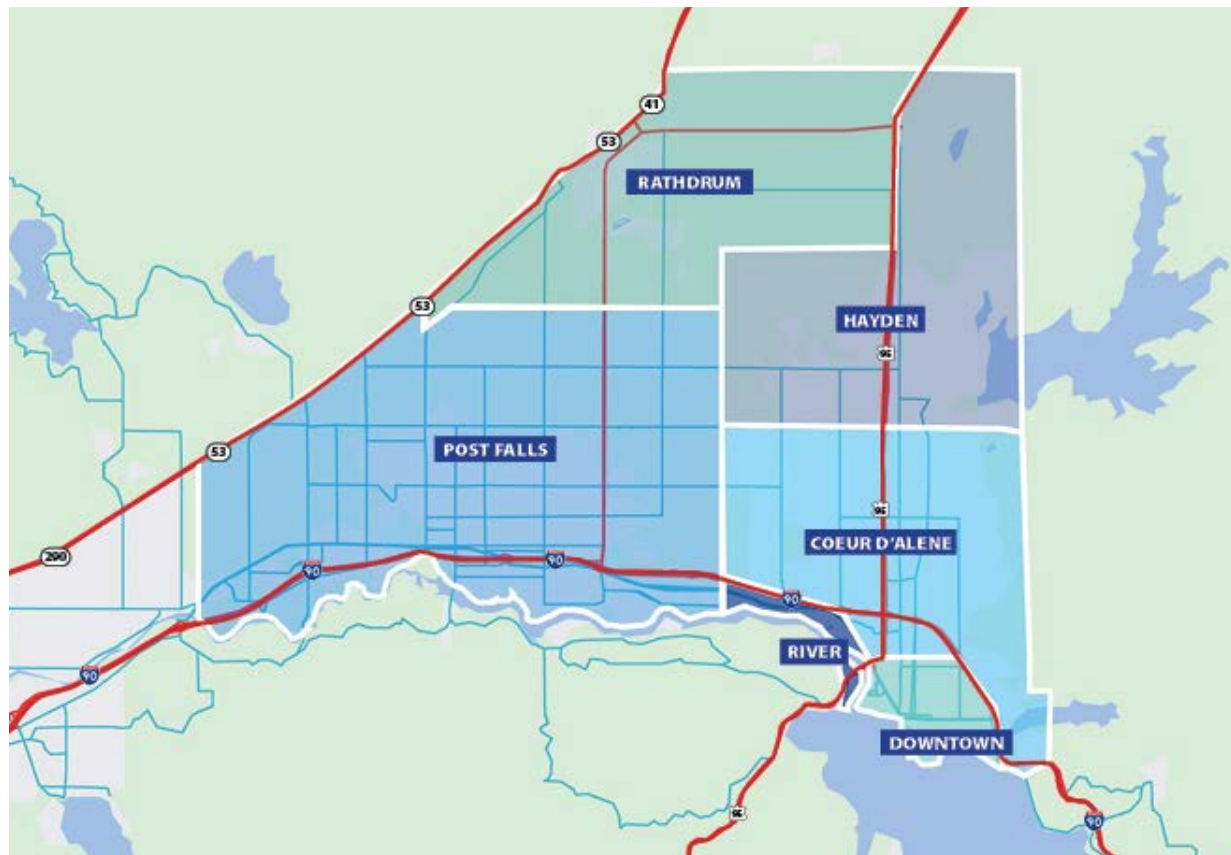
SALES

LEASING

ACQUISITIONS

PROPERTY MANAGEMENT

NORTH IDAHO SUBMARKET MAPS



TOK

NORTH IDAHO

OFFICE MARKET

MARKET **SNAPSHOT**

THROUGH JUNE 2025



ANNUAL



QUARTERLY

65,000 SQ. FEET
NET ABSORPTION



ANNUAL



QUARTERLY

7.6%
MULTITENANT VACANCY



ANNUAL



QUARTERLY

\$19.50
AVERAGE NNN LEASE RATE (ANNUALLY)

OFFICE

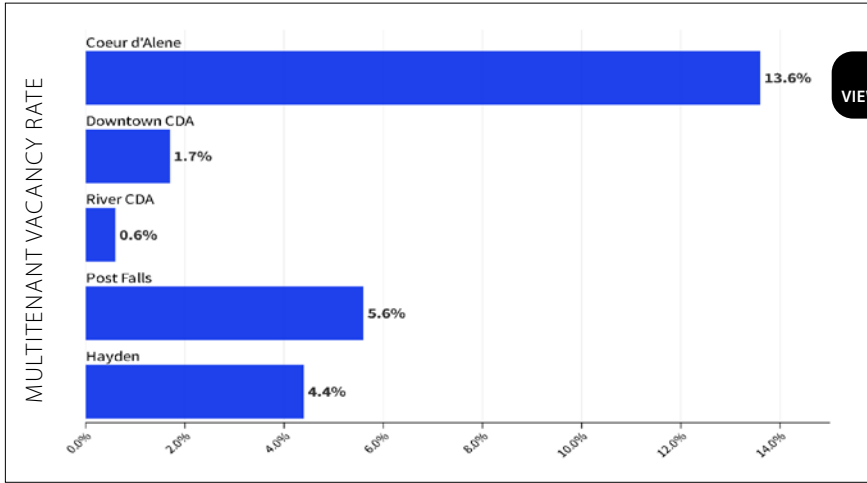


OFFICE SUMMARY

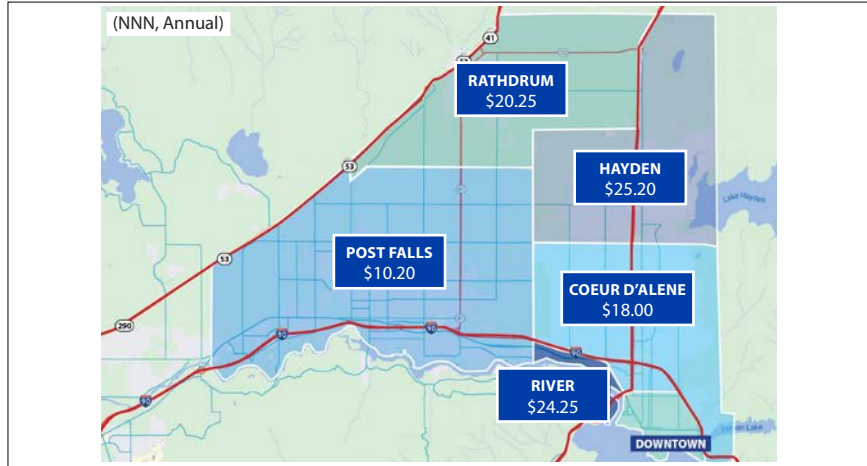
Leasing activity slowed this year, with total number of deals down 20 percent compared to last year's total at mid-year. Despite this deceleration, the market recorded 65,000 square feet of net absorption through the first six months, indicating continued expansion in the region. Organic growth accounted for 33 percent of transactions over the past twelve months, with businesses opening new locations or expanding existing spaces. While Coeur d'Alene led in transaction volume, Post Falls absorbed the most office space at 48,000 square feet.

Market fundamentals remain strong. Multitenant office vacancy has steadily declined throughout the year, dropping over 2 percentage points since January to reach 7.6 percent by mid-year. In addition, overall average lease rates have risen slightly to \$19.50 per square foot (NNN, Annual) since the beginning of the year.

VACANCY TRENDS



OFFICE LEASE RATES BY SUBMARKET



TOK NORTH IDAHO INDUSTRIAL MARKET

MARKET SNAPSHOT

THROUGH JUNE 2025



ANNUAL



QUARTERLY

69,000 SQ. FEET
NET ABSORPTION



ANNUAL



QUARTERLY

17.5%
TOTAL VACANCY RATE



ANNUAL



QUARTERLY

\$1.18
CLASS A NNN LEASE RATE (MONTHLY)

INDUSTRIAL



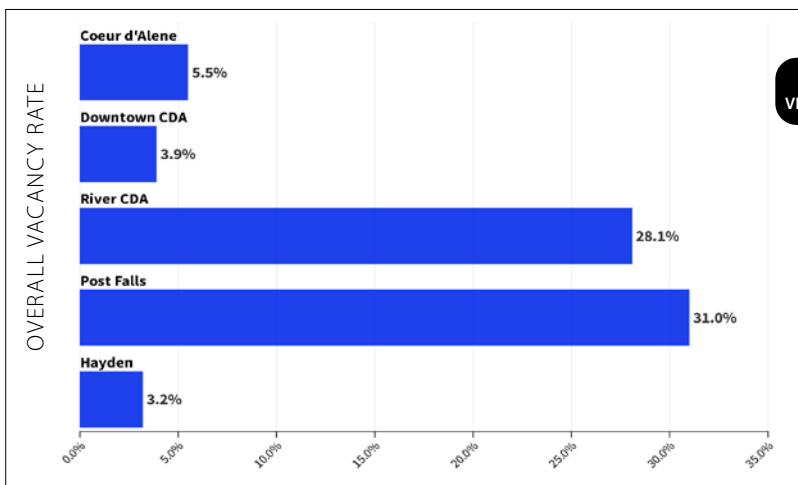
INDUSTRIAL SUMMARY

New industrial development has slowed following last year's construction surge, allowing the market to absorb existing space and improve fundamentals. Total vacancy has dropped significantly to 17.5 percent, declining nearly 4 percentage points from mid-2024 levels.

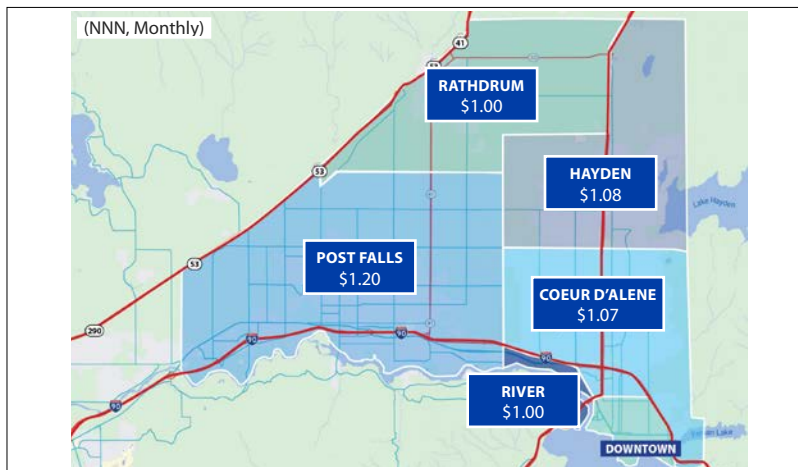
Hayden emerged as the region's industrial hub, leading both transaction volume and space absorption with over 61,000 square feet of net absorption through June. The market shows strong entrepreneurial activity, with local startups comprising 30 percent of all industrial transactions over the past twelve months.

Overall lease rates have risen substantially, increasing 16 percent since the beginning of the year to average \$1.10 per square foot (NNN, Monthly), with Class A rates averaging slightly higher at \$1.18 per square foot.

VACANCY TRENDS



INDUSTRIAL LEASE RATES BY SUBMARKET





NORTH IDAHO

RETAIL MARKET

MARKET SNAPSHOT

THROUGH JUNE 2025



ANNUAL



QUARTERLY

-31,000 SQ. FEET
NET ABSORPTION



ANNUAL



QUARTERLY

4.8%
TOTAL VACANCY RATE



ANNUAL



QUARTERLY

\$18.50
ASKING NNN LEASE RATE (ANNUALLY)



RETAIL



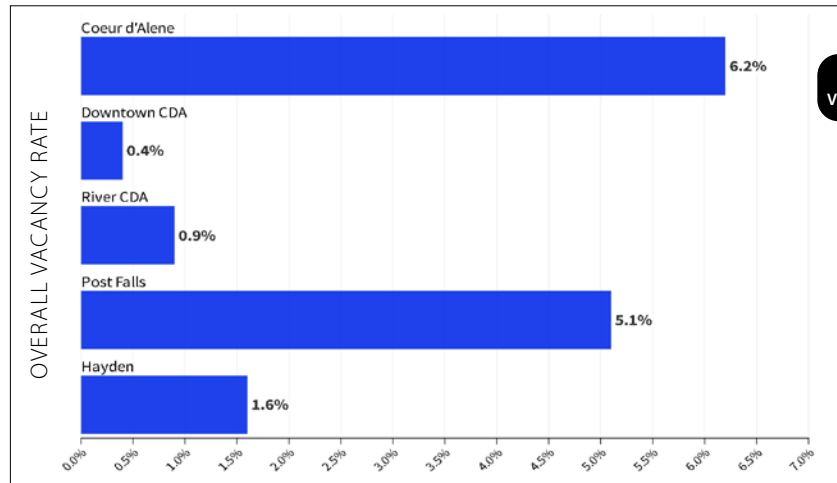
RETAIL SUMMARY

Large retailer departures, including Macy's and Big Lots, drove net absorption into the negative, totaling -31,000 square feet, and pushed overall vacancy up from 2.0 percent in January to 4.8 percent at the end of June.

Despite these exits, organic growth fueled market activity, with nearly half of all deals over the past twelve months involving tenants opening new locations or expanding existing spaces. New construction contributed significantly, delivering 59,000 square feet in the first half of the year, with half concentrated in Post Falls.

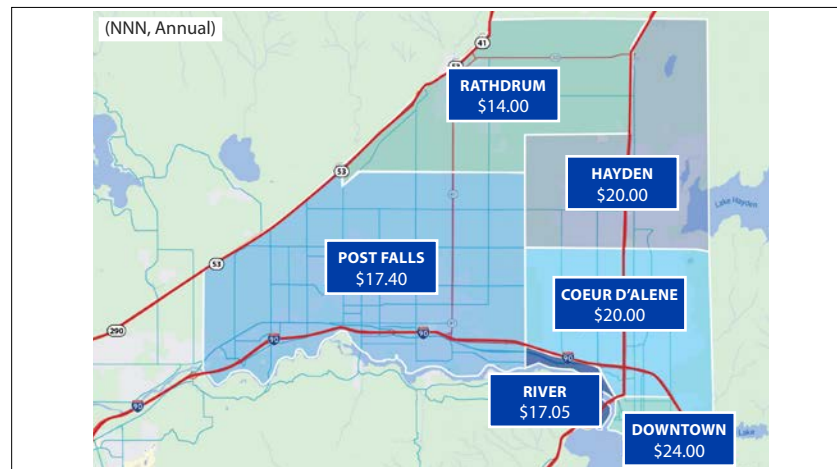
The increased available space pressured overall lease rates, which declined 16 percent year-over-year to \$18.50 per square foot (NNN, annual). Geographic variations remain notable, with downtown Coeur d'Alene commanding the highest rates, averaging \$24.00 per square foot.

VACANCY TRENDS




CLICK HERE!
VIEW INTERACTIVE GRAPH

RETAIL LEASE RATES BY SUBMARKET



OFFICE PROPERTIES

927 POLSTON AVE



POST FALLS
26,300 SF | **SOLD TO PATHWAY CLASSICAL CHRISTIAN**

1200 IRONWOOD DRIVE



COEUR D'ALENE
13,600 SF | **SOLD TO NORCO**

RIVERSTONE ONE



COEUR D'ALENE
10,700 SF | **LEASED TO CLINIC5C**

3914 EARLY DAWN AVENUE



POST FALLS
7,000 SF | **OCCUPIED BY KOOTENAI VISION CENTER**

INDUSTRIAL PROPERTIES

11626 TRACEY ROAD



HAYDEN
11,000 SF | **LEASED TO CROACH PEST CONTROL**

4818-4936 EXPO PARKWAY



POST FALLS
10,000 SF | **LEASED TO KUSTOM US RESTORATION**

11945 TRACEY ROAD



HAYDEN
9,300 SF | **SOLD TO CURRENT CONNECTED**

3452 INDUSTRIAL LOOP



COEUR D'ALENE
7,000 SF | **SOLD TO LIONHEART PROPERTIES**

RETAIL PROPERTIES

2588 HIGHWAY 41



POST FALLS
16,000 SF | **LEASED TO GROCERY OUTLET**

320 KATHLEEN AVENUE



COEUR D'ALENE
8,400 SF | **LEASED TO SUNSET MOTORS**

482 SUNSET AVENUE



COEUR D'ALENE
5,900 SF | **LEASED TO COYOL**

435 HANLEY AVENUE



COEUR D'ALENE
5,000 SF | **LEASED TO THE EXPERIENCE NORTHWEST**



MARKET INSIGHT

+157 MILLION SQUARE FEET TRACKED REAL TIME ACROSS MARKETS



RESULTS

20,000 SQUARE FEET LEASED OR SOLD PER BUSINESS DAY (2024)



REACH

AS THE REGION'S MOST SUCCESSFUL CRE FIRM, WE CAN COVER REQUIREMENTS ACROSS THE NORTHWEST

OFFICES IN COEUR D'ALENE & SPOKANE

Our commercial brokerage expertise is your advantage.



DON CRAWFORD
208.660.1207
don@tokcommercial.com



DANNY DAVIS
208.691.6003
danny@tokcommercial.com



BRENNEN CRAWFORD
208.449.1692
brennen@tokcommercial.com



DREW ULRICK
509.606.5055
drew@tokcommercial.com



KIM MILLET
509.606.5087
kim@tokcommercial.com



JIM KOON
208.640.9470
jim@cdabroker.com

INLAND NORTHWEST
BROKERAGE TEAM

