

HOMES SOLD 1985-2011



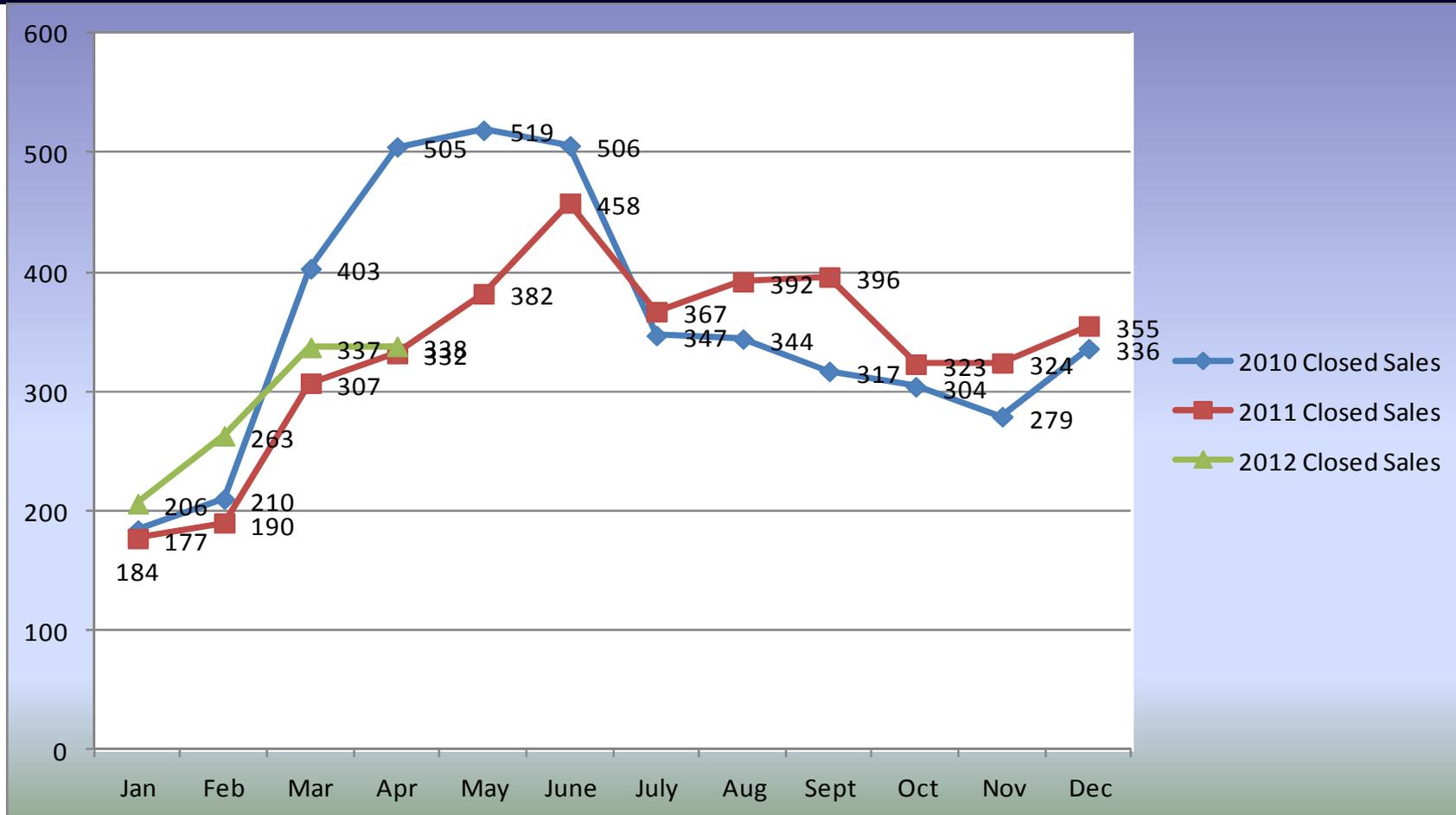
This is a graph of homes sold from 1985 to 2011. Statistics were first kept in 1985, and since that year, 2011 is the lowest number of homes sold.

ANNUAL AVERAGE AND MEDIAN HOME SALES 2000-2011



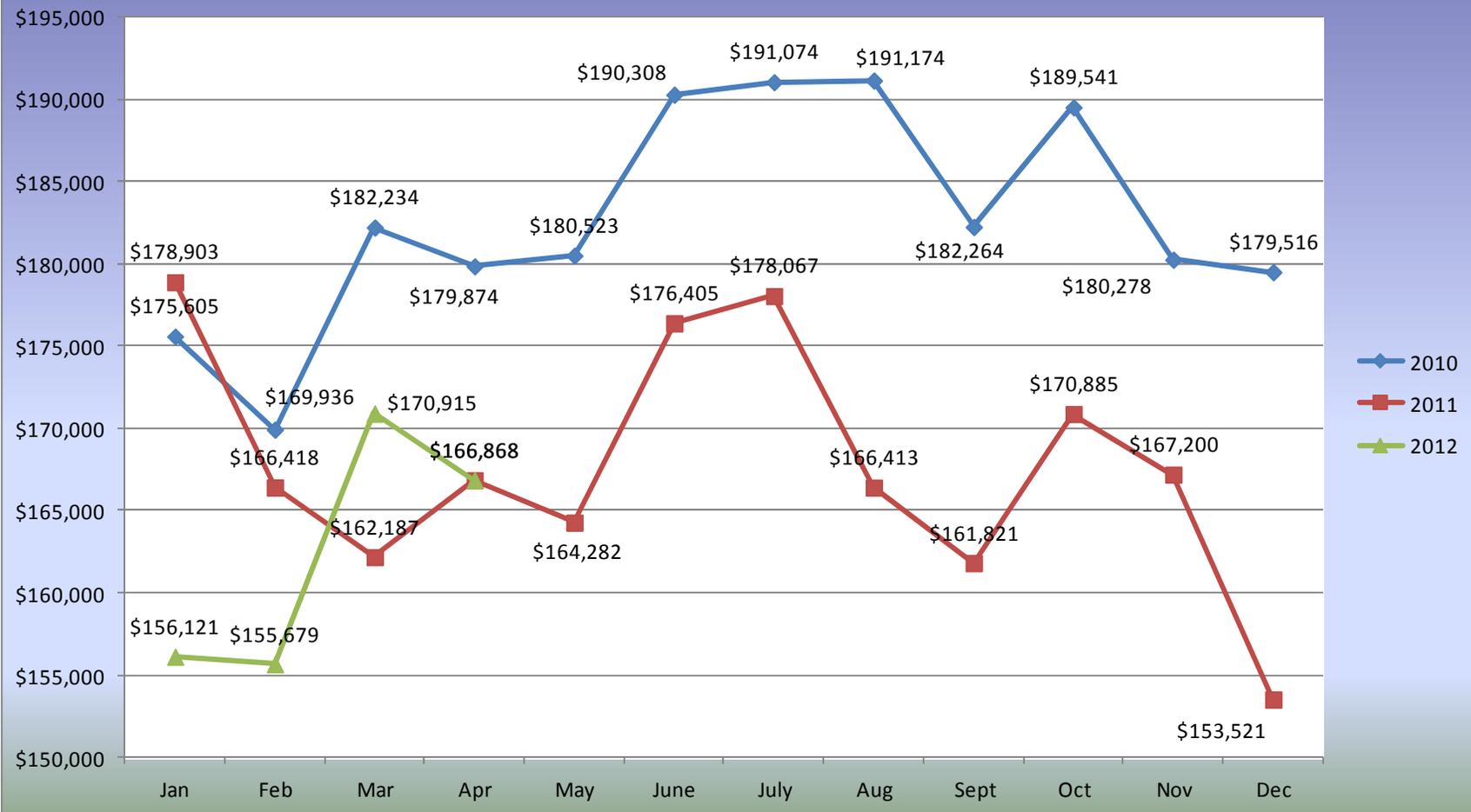
This graph shows the average and median sales price of residential single family homes from the year 2000-2011. Values in 2011 are near the values in 2005 after peaking in 2007.

HOMES SOLD PER MONTH APRIL 2012



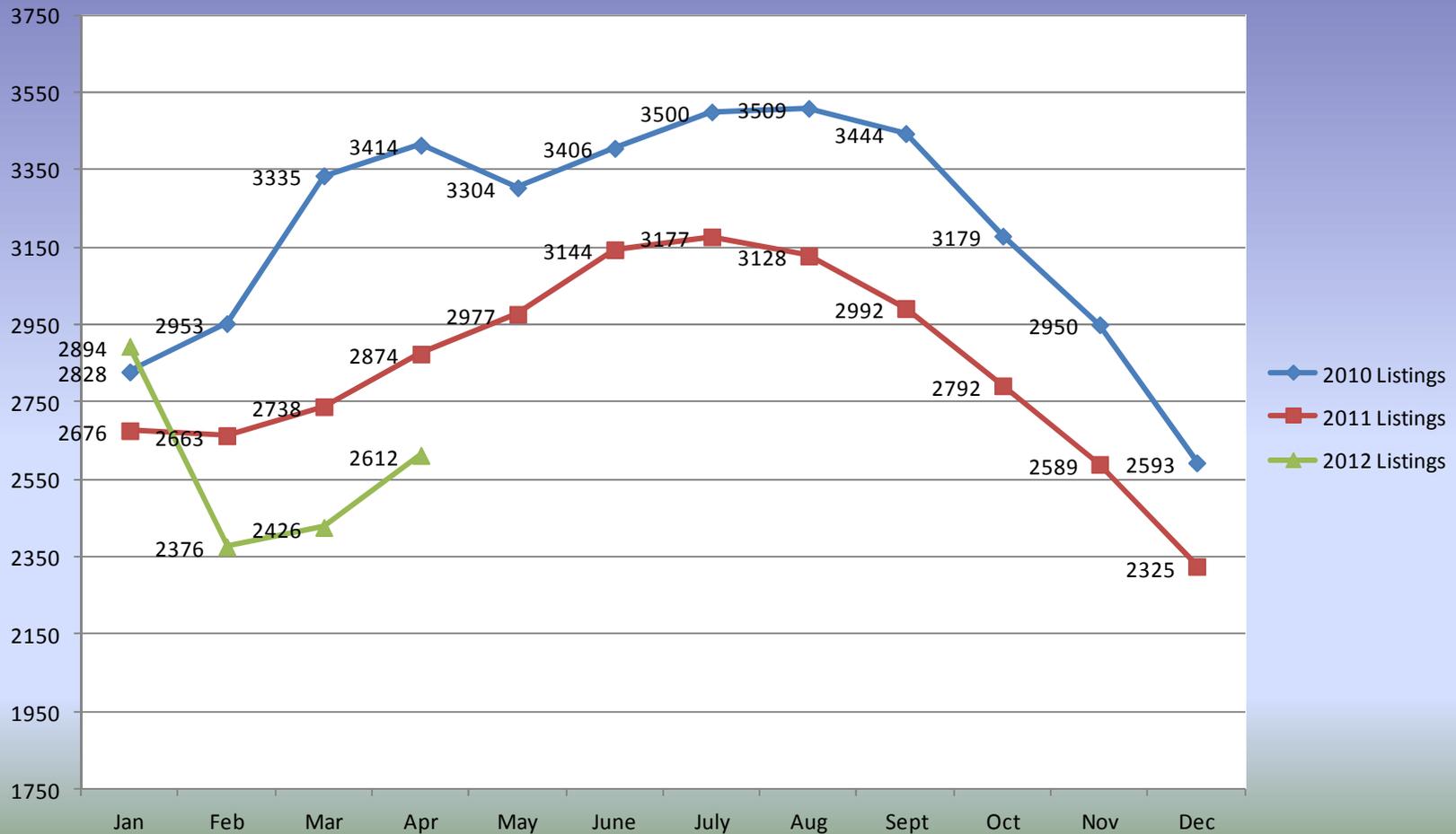
The number of homes sold is up one from March 2012. With the number of homes pending in April 2012 (452), it is expected that the number of closed homes will go up in May.

AVERAGE SALES PRICE BY MONTH APRIL 2012



Average sales price is down from March and almost exactly the same as April 2011.

HOMES FOR SALE APRIL 2012



Active listings have risen in April 2012 as is the usual trend. Listings are down from 2010 and 2011.

HOMES SOLD BY PRICE RANGE AND # OF MONTHS OF INVENTORY APRIL 2012

12+ Months of Inventory	Extreme Buyer's Market	High Depreciation
9-12 Months of Inventory	Normal Buyer's Market	Moderate Depreciation
6-9 Months of Inventory	Balanced Market	Flat/Slight Depreciation
3-6 Months of Inventory	Normal Seller's Market	Moderate Appreciation
0-3 Months of Inventory	Extreme Seller's Market	High Appreciation

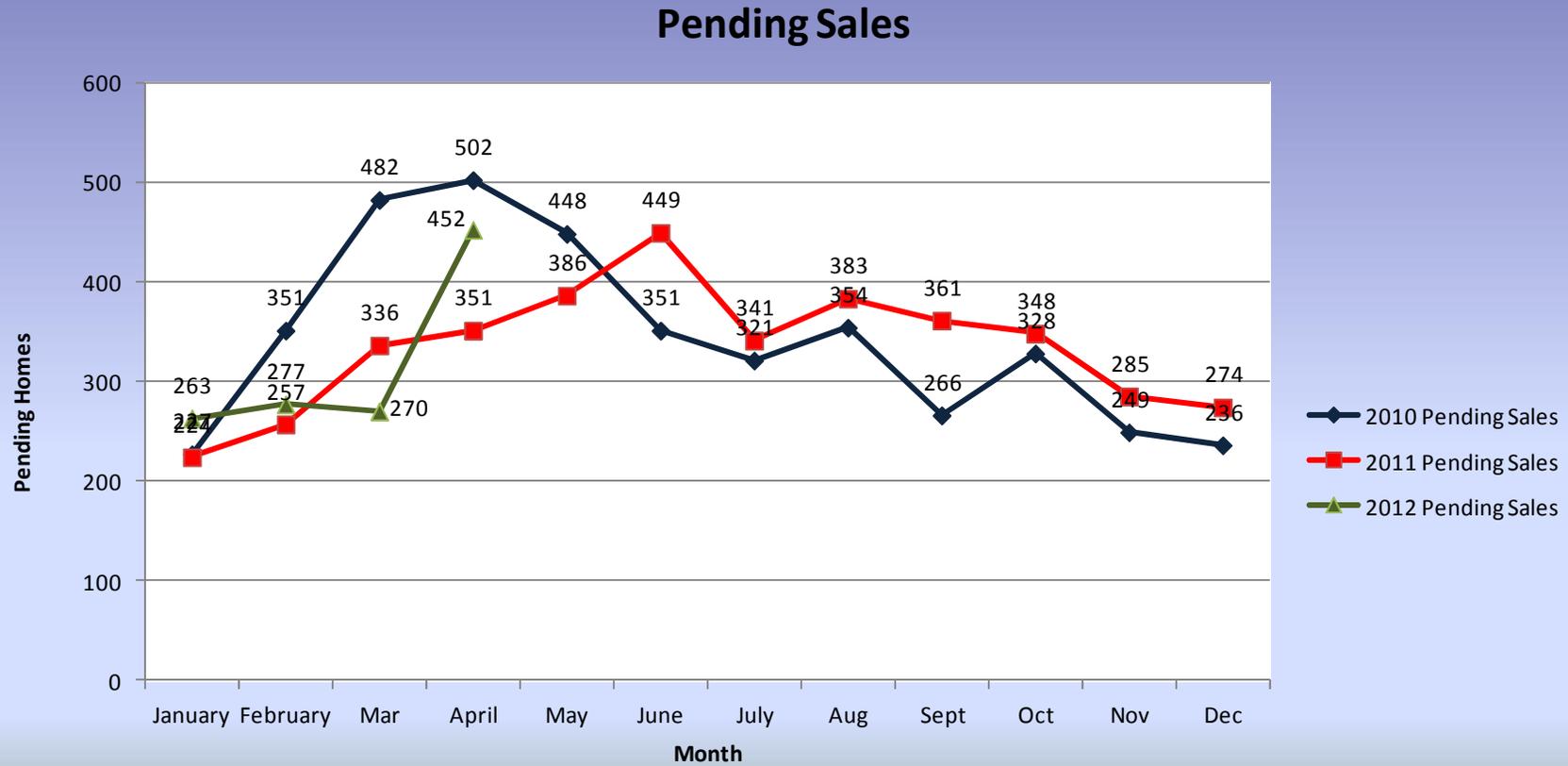
Price Range	Active Listings	Homes Sold	Months of Inventory
\$0-\$75,000	98	45	2.2
\$76,000-\$100,000	135	39	3.5
\$101,000-\$125,000	154	29	5.3
\$126,000-\$150,000	262	41	6.4
\$151,000-\$175,000	274	53	5.2
\$176,000-\$200,000	324	39	8.3
\$201,000-\$225,000	224	18	12.4
\$226,000-\$250,000	219	23	9.5
\$251,000-\$275,000	129	16	8.1
\$276,000-\$300,000	137	18	7.6

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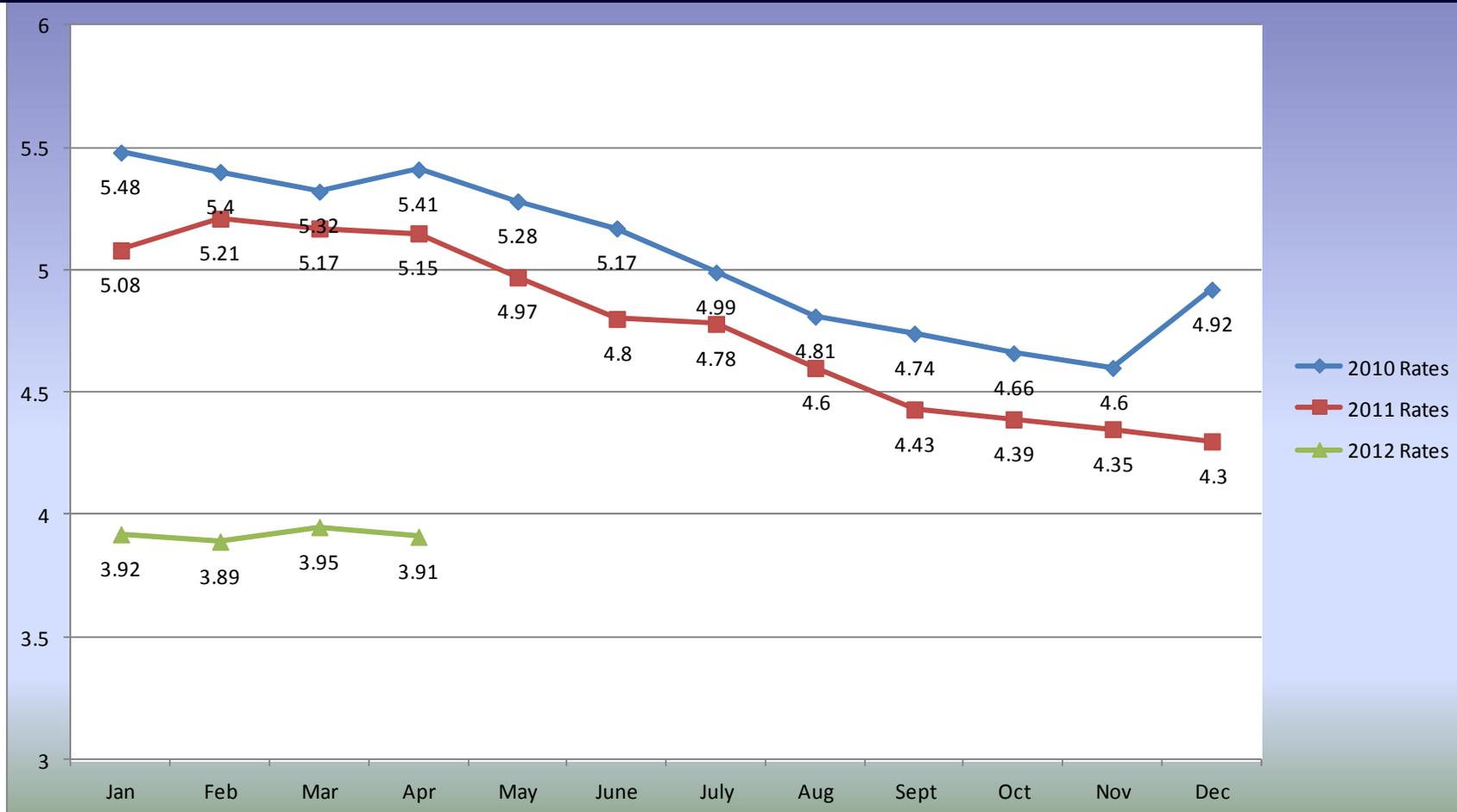
Price Range	Active Listings	Homes Sold	Months of Inventory
\$301,000-\$325,000	54	8	6.8
\$326,000-\$350,000	93	7	13.3
\$351,000-\$375,000	46	1	46
\$376,000-\$400,000	77	8	9.6
\$401,000-\$450,000	87	6	14.5
\$451,000-\$500,000	55	3	18.3
\$501,000-\$600,000	65	4	16.3
\$601,000-\$700,000	45	3	15
\$701,000-\$800,000	21	0	
\$801,000-\$900,000	14	1	14
\$901,000-\$1,000,000	14	0	
\$1,000,100+	24	0	

PENDING SALES APRIL 2012



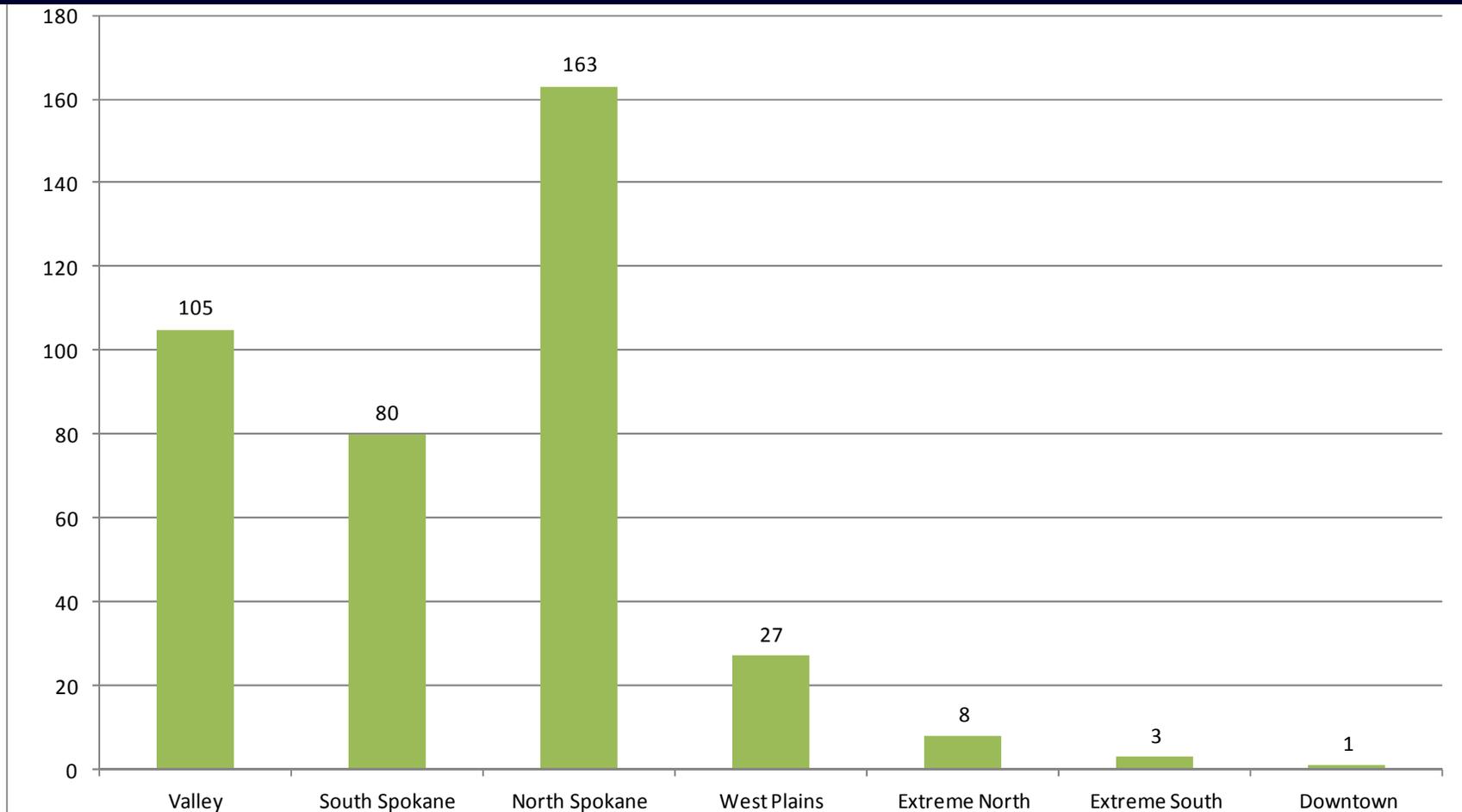
Pending sales took a huge jump from March to April 2012 which is a great sign for the strength of the market. Closed sales in May and June should reflect the higher number of pending sales from April.

INTEREST RATES BY MONTH 2010– APRIL 2012



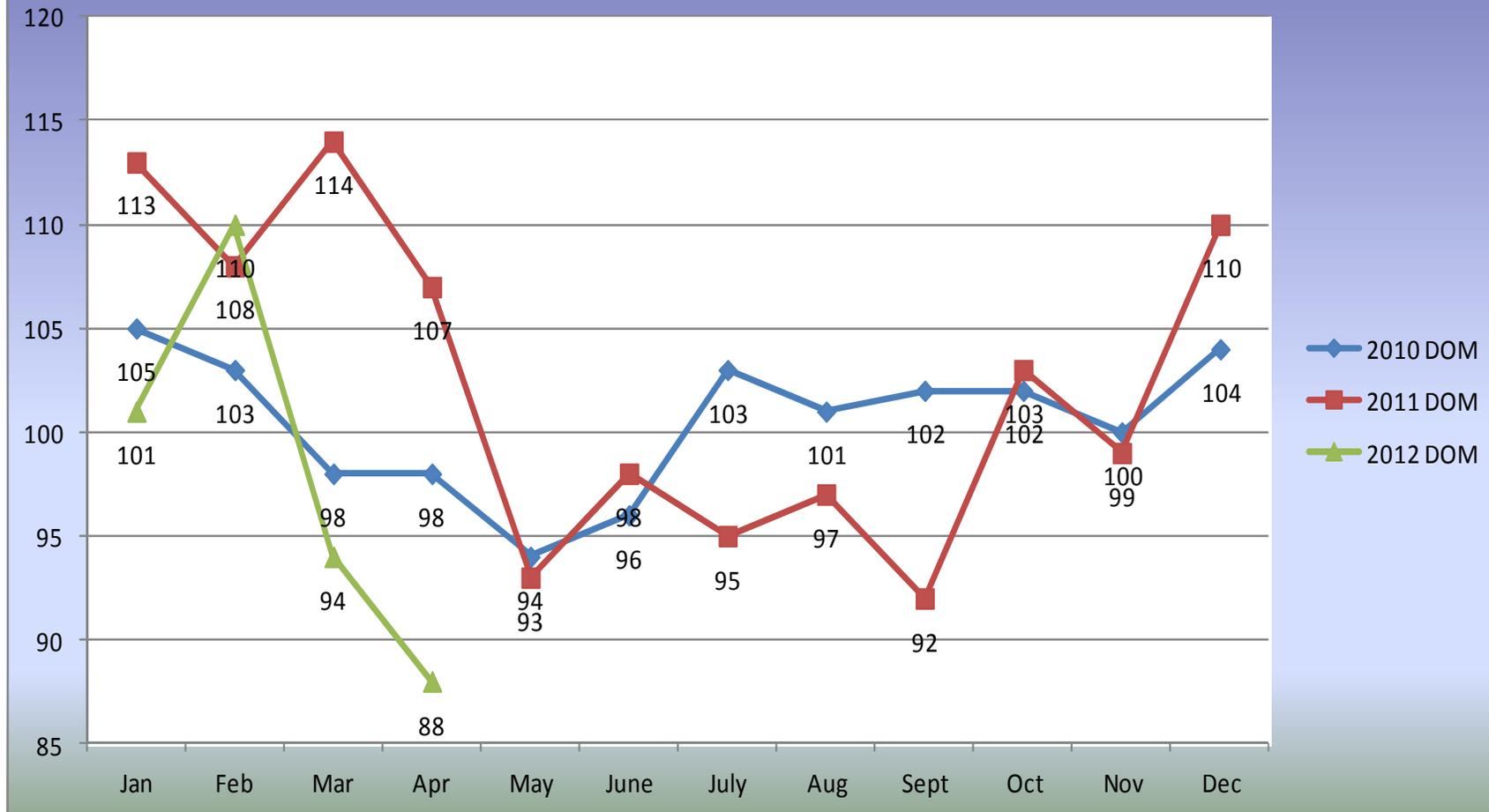
Interest rates continue to stay historically low in April 2012.

HOMES SOLD BY AREA APRIL 2012



This graph breaks down the location of homes sold for the month of April 2012. As usual, North Spokane accounts for the highest number of home sales with the Valley and South Spokane following in 2nd and 3rd respectively. The biggest jump in sales this month is from the West Plains.

AVERAGE DAYS ON MARKET 2010 TO APRIL 2012



Average Days on Market has dropped to the lowest point in the last 28 months. That reflects the increased activity in the market that we see in the number of homes that have gone pending.