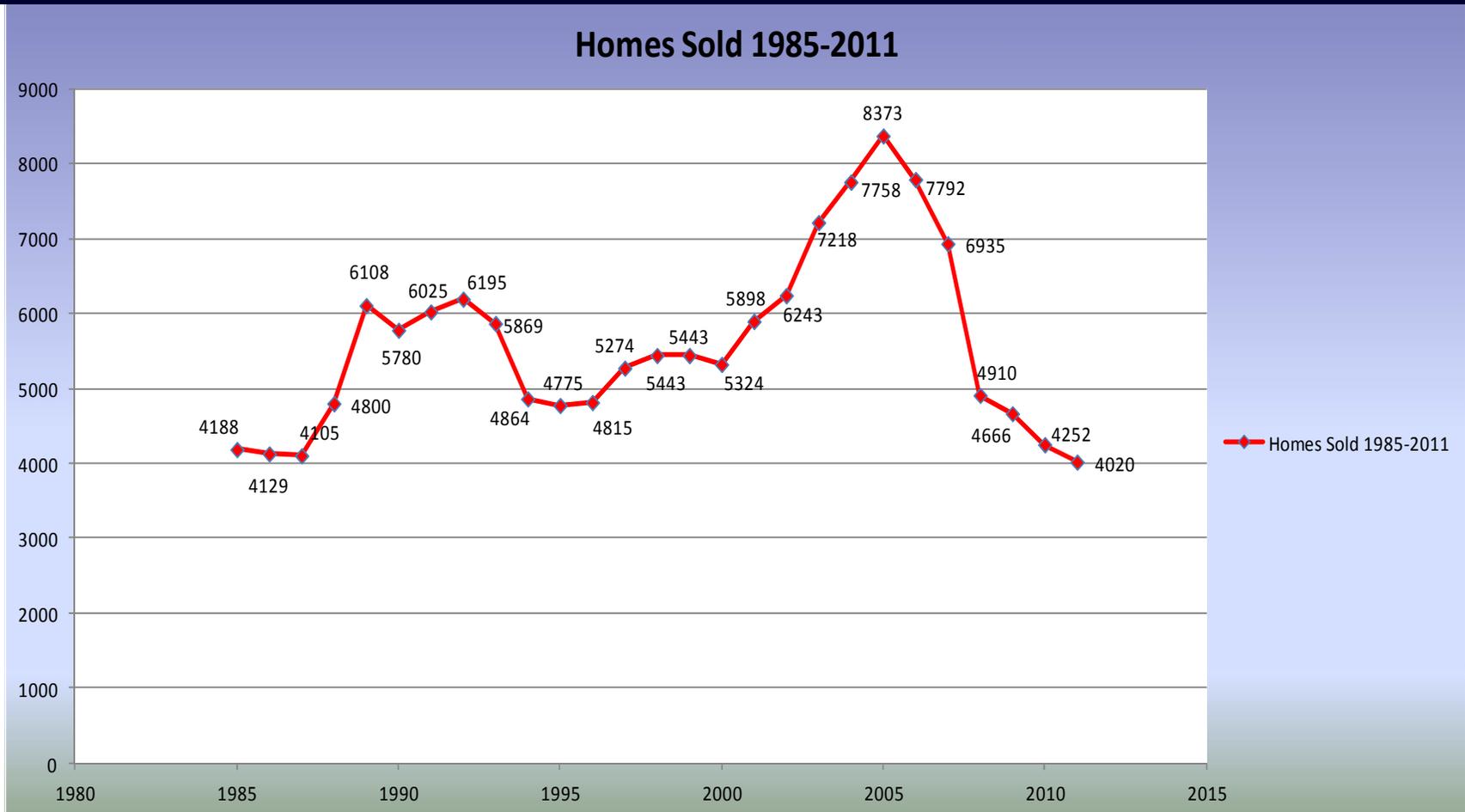


HOMES SOLD 1985-2011



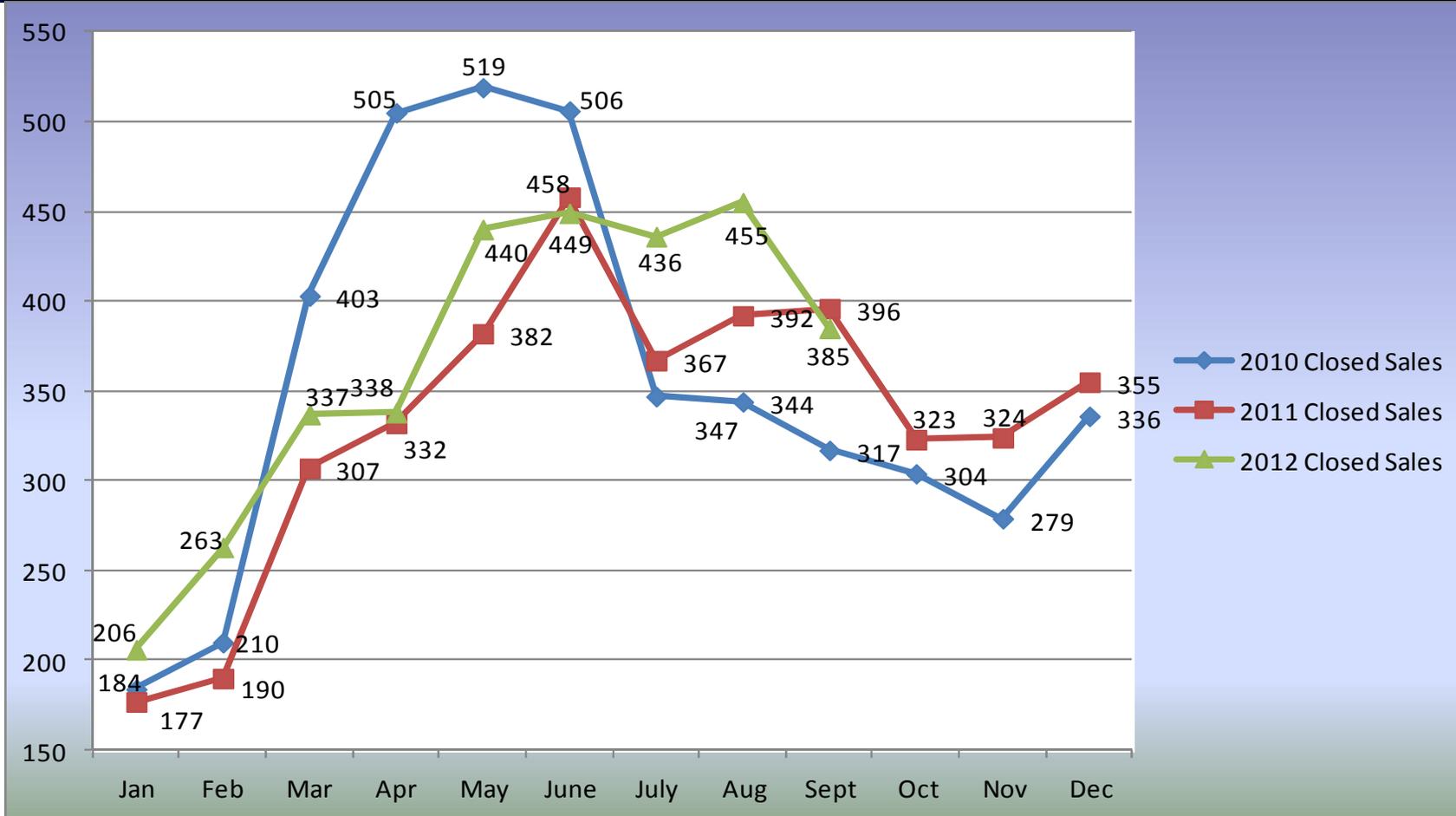
This is a graph of homes sold from 1985 to 2011. Statistics were first kept in 1985, and since that year, 2011 is the lowest number of homes sold.

ANNUAL AVERAGE AND MEDIAN HOME SALES 2000-2011



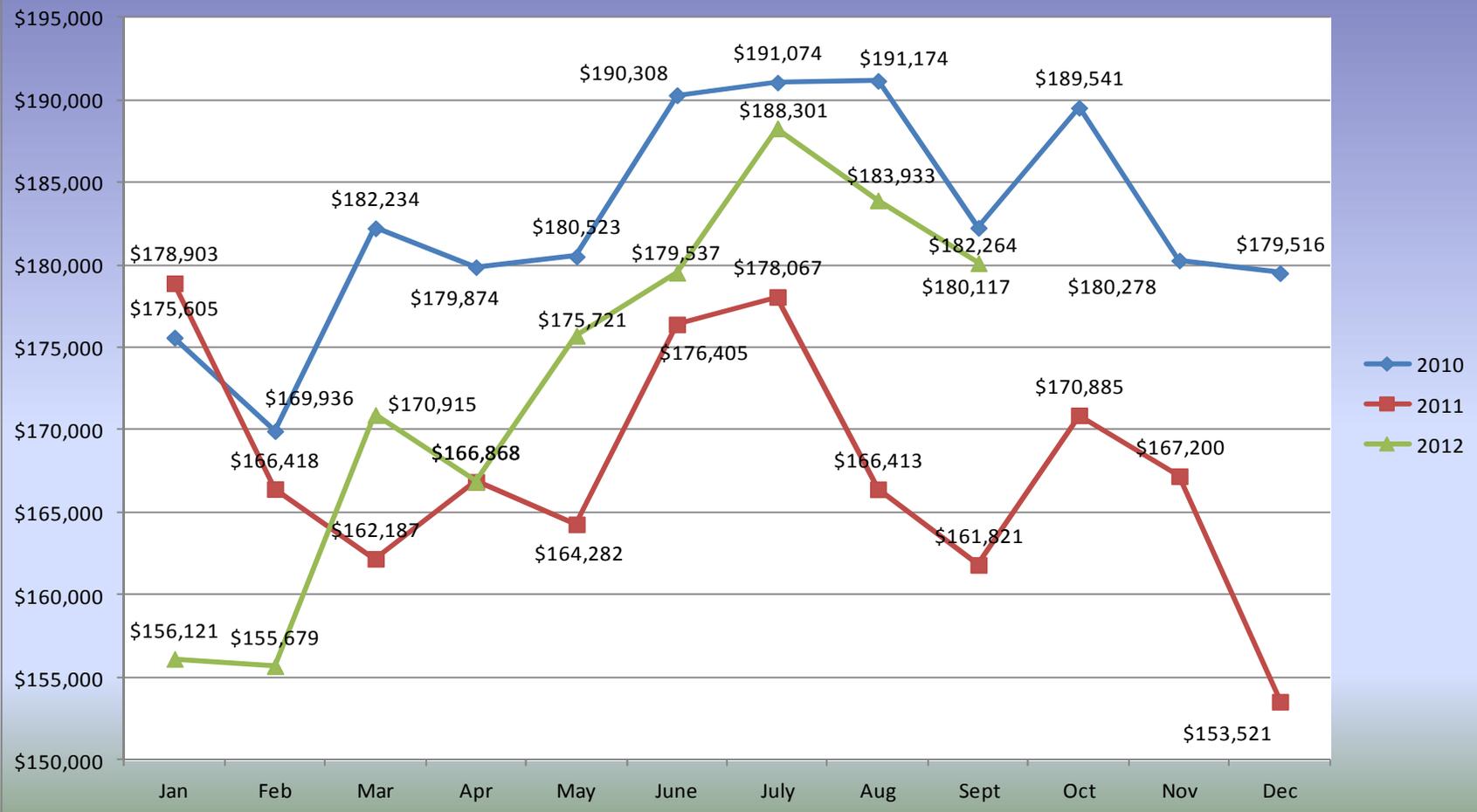
This graph shows the average and median sales price of residential single family homes from the year 2000-2011. Values in 2011 are near the values in 2005 after peaking in 2007.

HOMES SOLD PER MONTH 2012



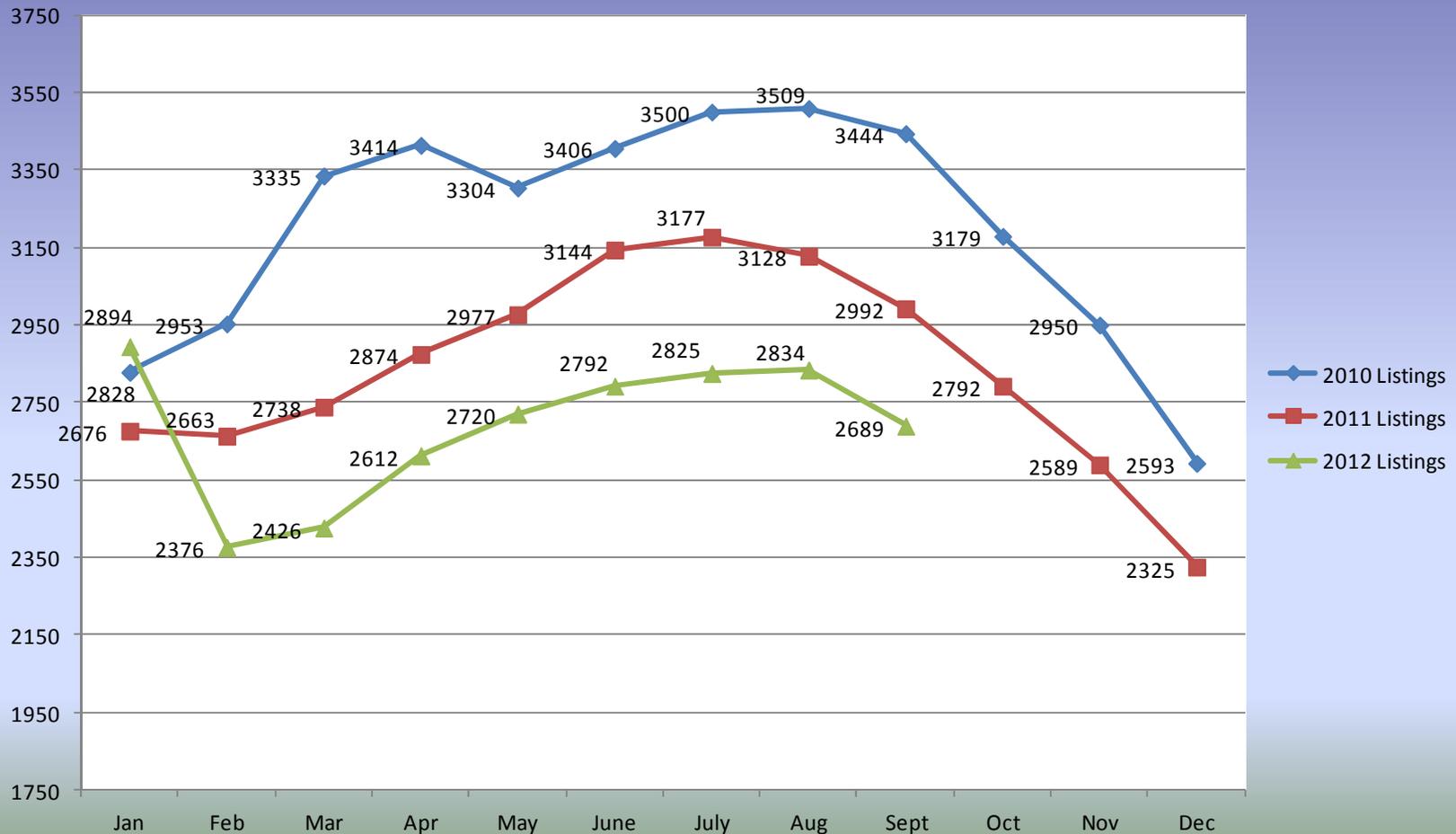
Closed sales dropped to it's lowest level since April 2012 which is one of a few statistics that shows the summer spike is coming to an end.

AVERAGE SALES PRICE BY MONTH 2012



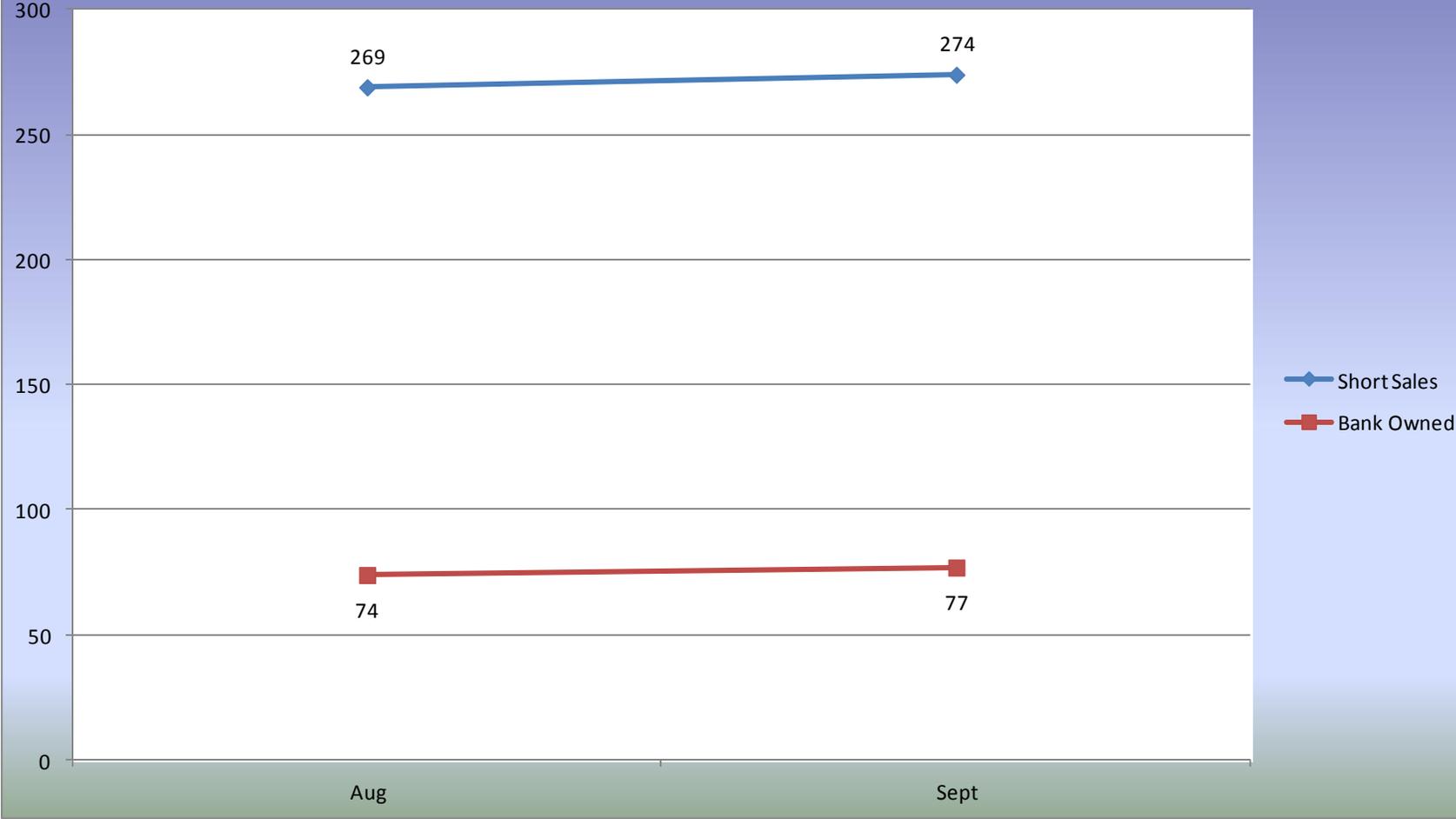
Monthly Average Sales price dropped slightly in Sept. 2012 to just over \$180,000.

HOMES FOR SALE 2012



Active listing fell back down in Sept. 2012. That follows the railroad-like trend of the 2 previous years. As the winter months and holidays approach, less home owners are inclined to open their doors to showings and the rigors involved with listing a home.

SHORT SALES AND BANK OWNED HOMES FOR SALE SEPTEMBER 2012



A slight uptick in both the number of short sale and bank owned homes that are currently on the market in the Greater Spokane area.

HOMES SOLD BY PRICE RANGE AND # OF MONTHS OF INVENTORY

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	99	29	3.4
\$76,000-\$100,000	146	31	4.7
\$101,000-\$125,000	226	40	5.7
\$126,000-\$150,000	269	53	5.1
\$151,000-\$175,000	285	62	4.6
\$176,000-\$200,000	309	50	6.2
\$201,000-\$225,000	217	42	5.2
\$226,000-\$250,000	213	22	9.7
\$251,000-\$275,000	126	24	5.3
\$276,000-\$300,000	138	19	7.3

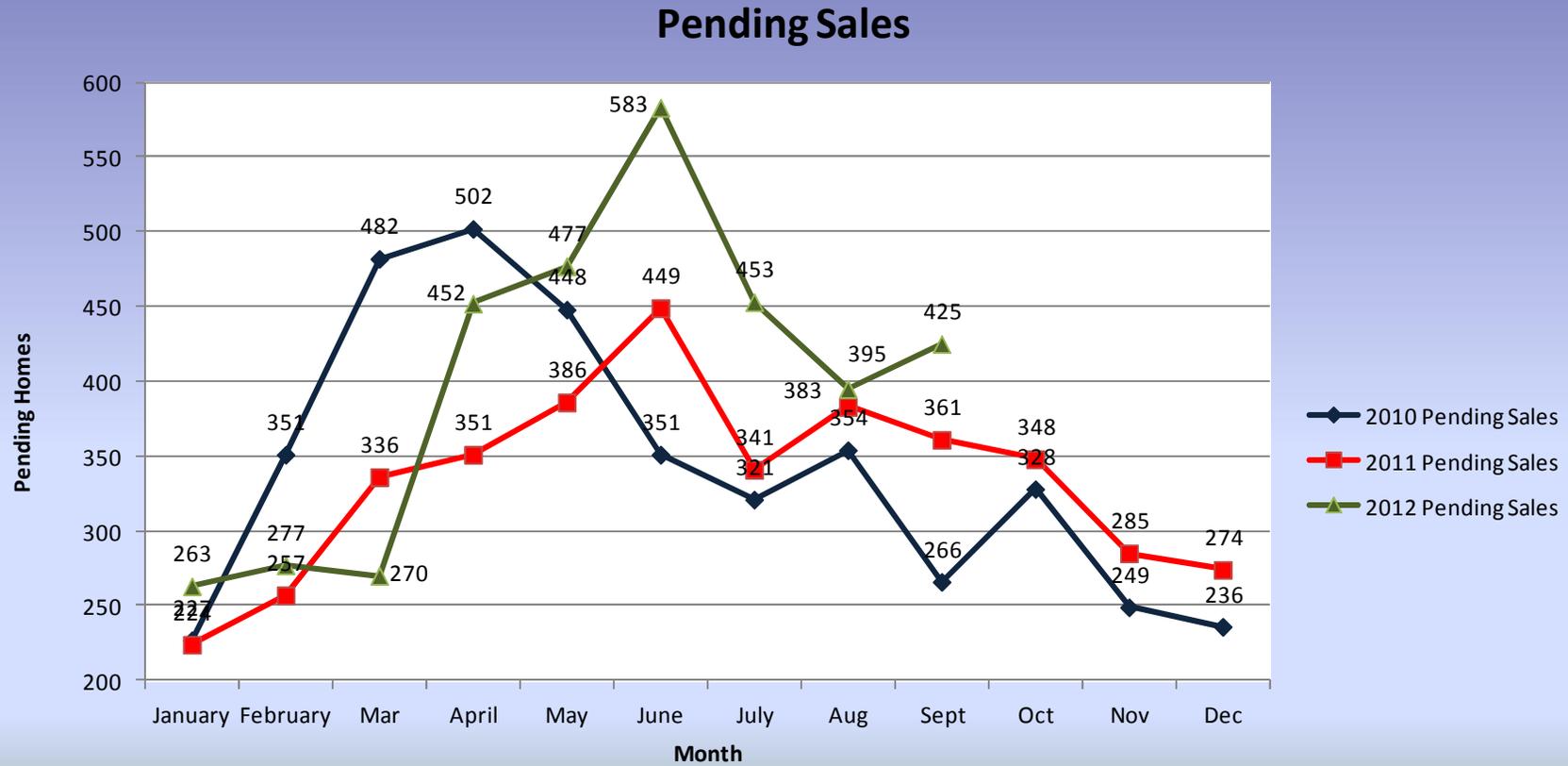
These charts show the number of homes currently on the market and compares that to the number of homes that sold the previous month by price range. As usual the lower price ranges have higher appreciation than the higher ranges.

HOMES SOLD BY PRICE RANGE AND # OF MONTHS OF INVENTORY

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
\$301,000-\$325,000	68	12	5.7
\$326,000-\$350,000	88	8	11
\$351,000-\$375,000	59	9	6.6
\$376,000-\$400,000	81	8	10.1
\$401,000-\$450,000	85	5	17
\$451,000-\$500,000	74	6	12.3
\$501,000-\$600,000	72	2	36
\$601,000-\$700,000	37	1	37
\$701,000-\$800,000	29	1	29
\$801,000-\$900,000	15	0	
\$901,000-\$1,000,000	14	0	
\$1,000,100+	24	0	

PENDING SALES 2012



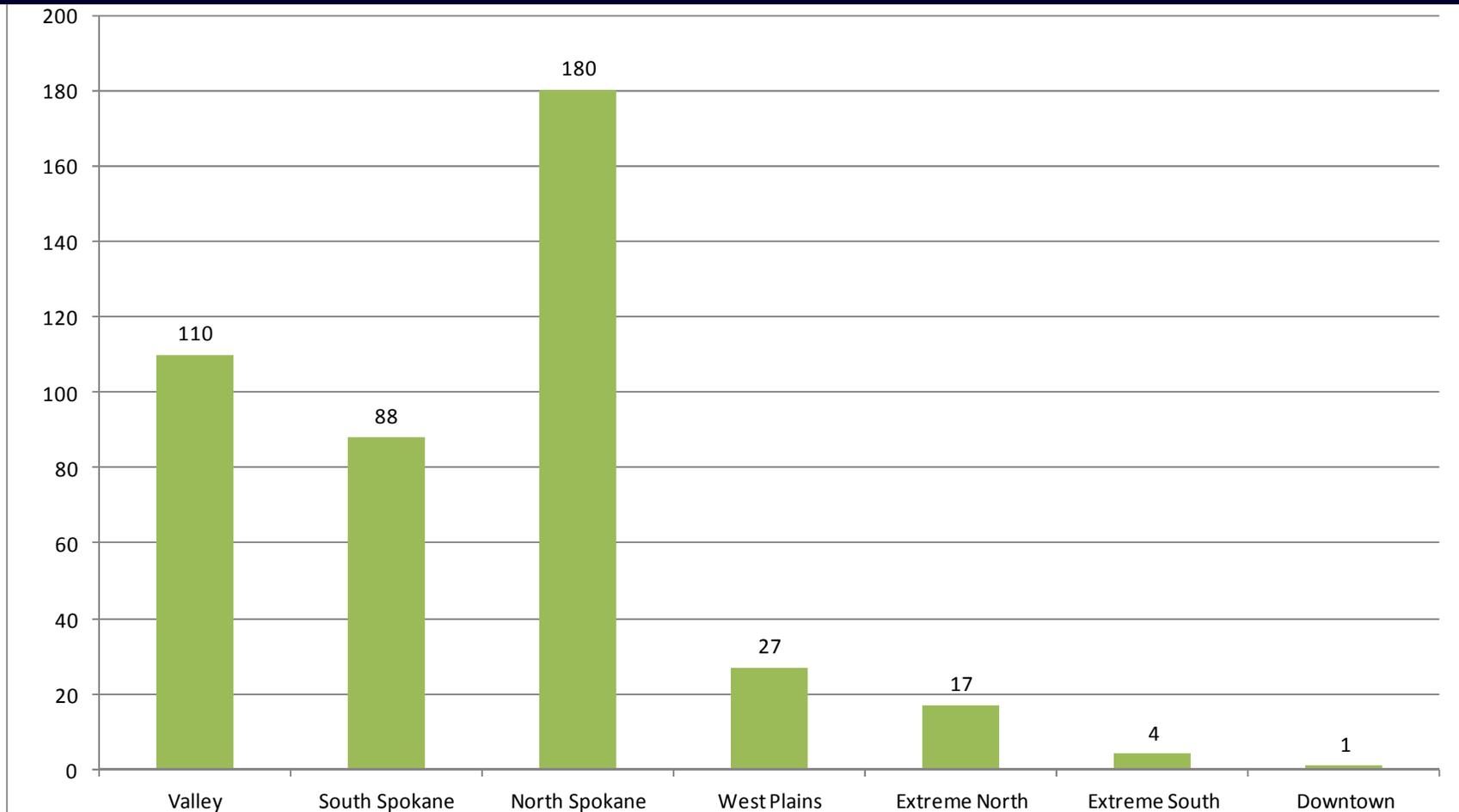
The homes currently pending at the end of Sept. jumped by 30 even though 2011/2010 saw declines from Aug. to Sept. As the holidays and snow approach, watch for the number of pending sales to decline if they hold true to form.

INTEREST RATES BY MONTH 2010-2012



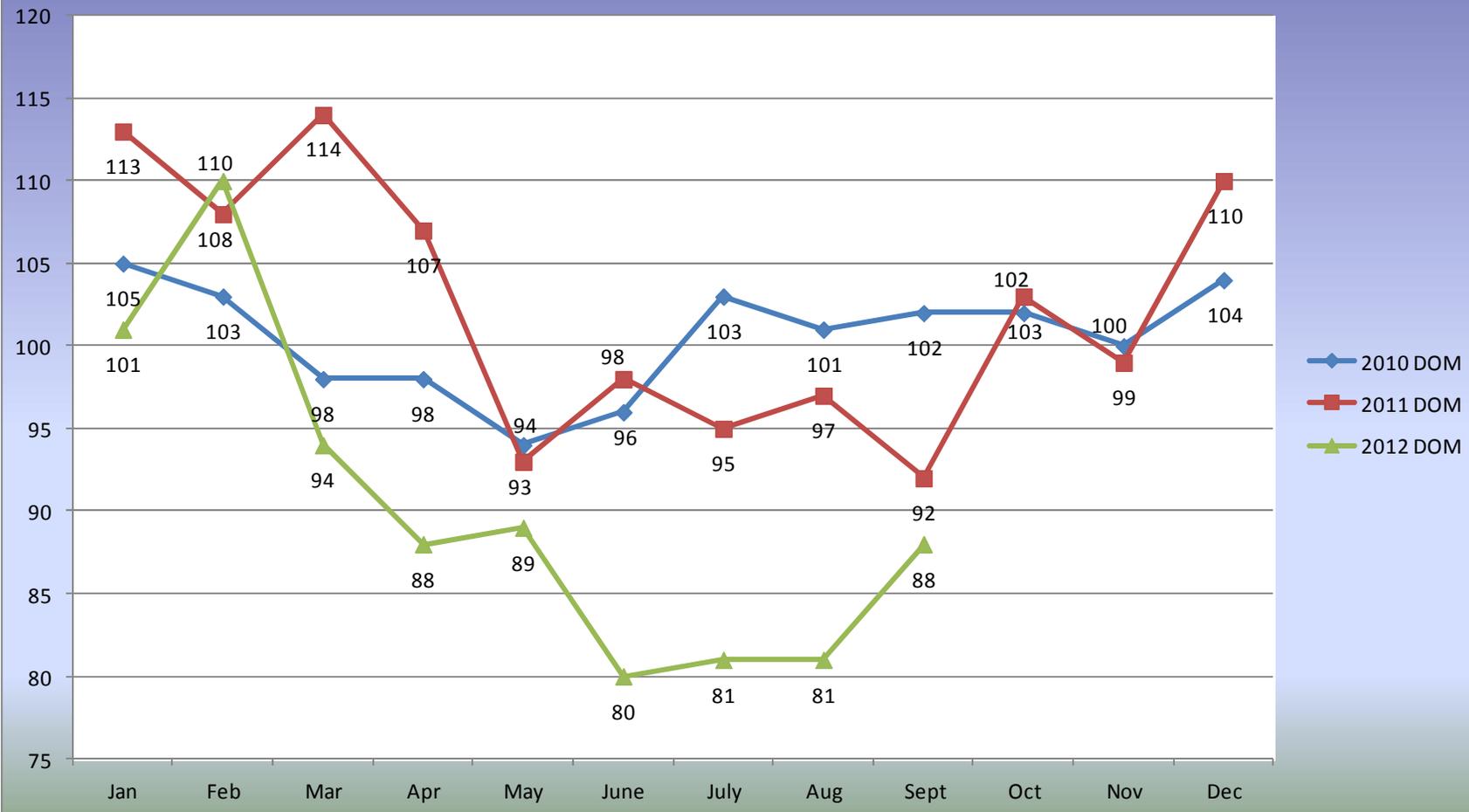
Interest rates dropped back down just slightly in September of 2012. Now is a great time to buy or refinance.

HOMES SOLD BY AREA 2012



Homes sold by area shows the breakdown of where homes sold from the previous month. Numbers dropped in every area except for Extreme South and Downtown.

DAYS ON MARKET 2010 TO 2012



Days on Market jumped back to 88 in Sept. which may indicate the slowing market that usually comes with the winter months here in the Spokane area.