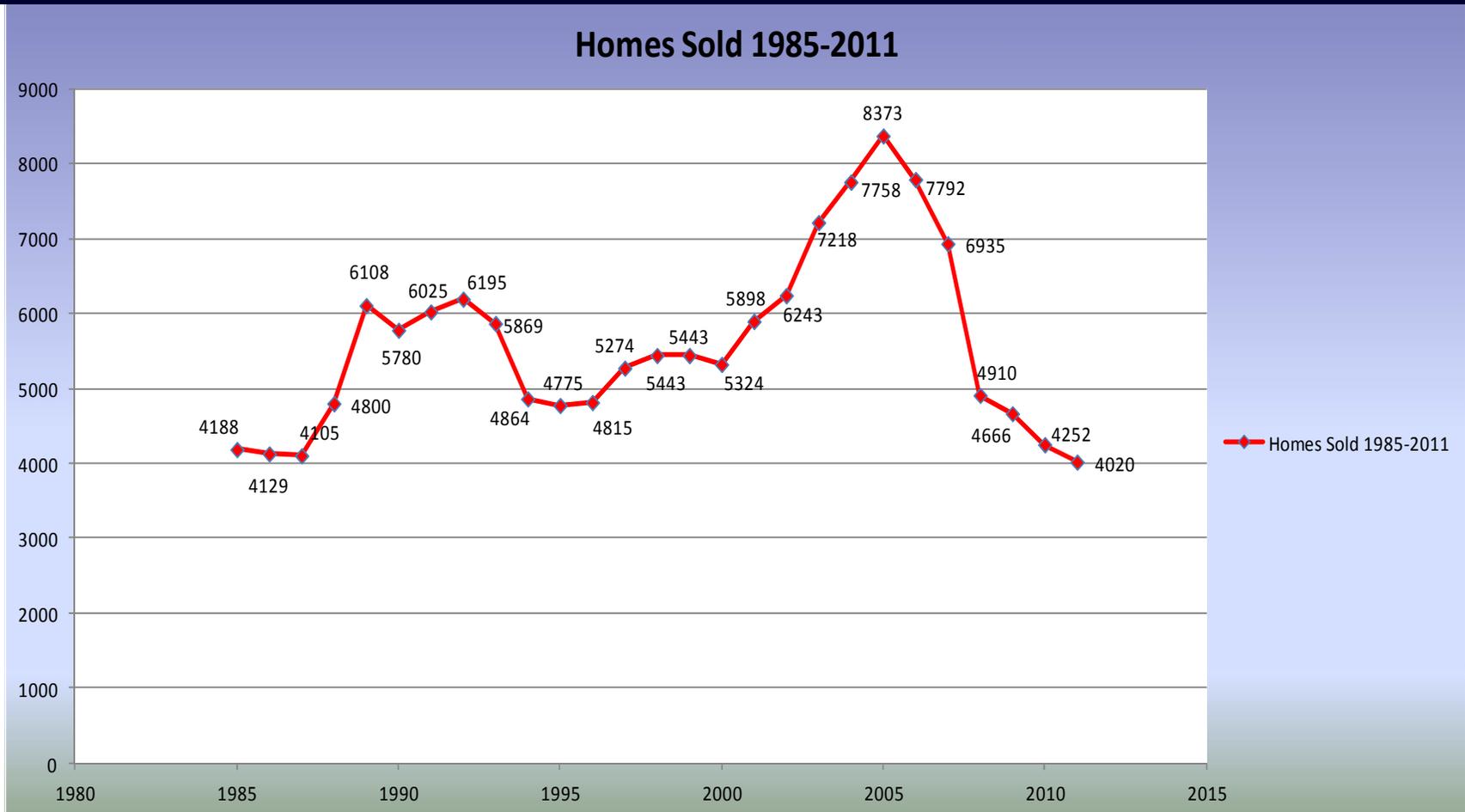


# HOMES SOLD 1985-2011



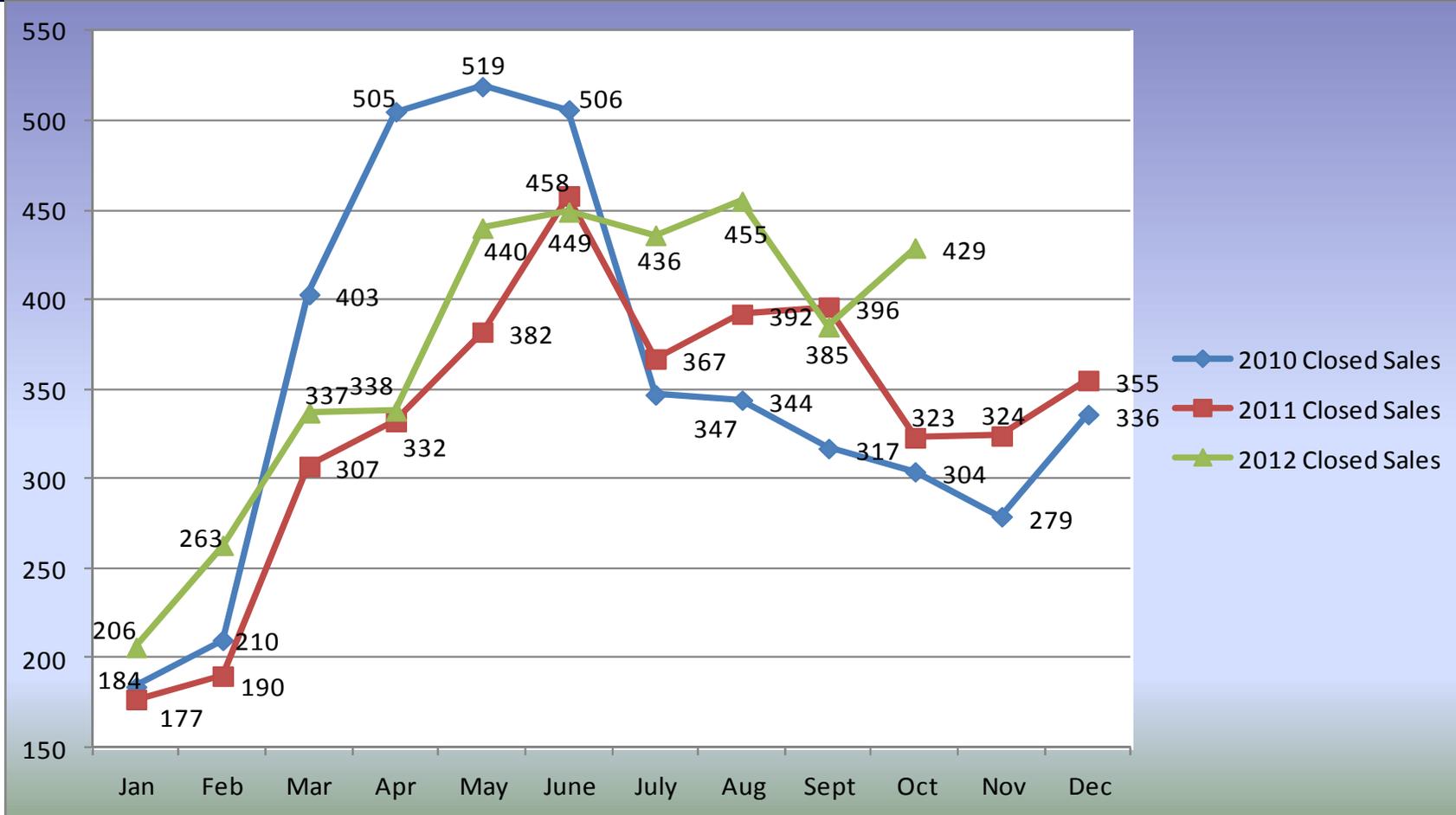
This is a graph of homes sold from 1985 to 2011. Statistics were first kept in 1985, and since that year, 2011 is the lowest number of homes sold.

# ANNUAL AVERAGE AND MEDIAN HOME SALES 2000-2011



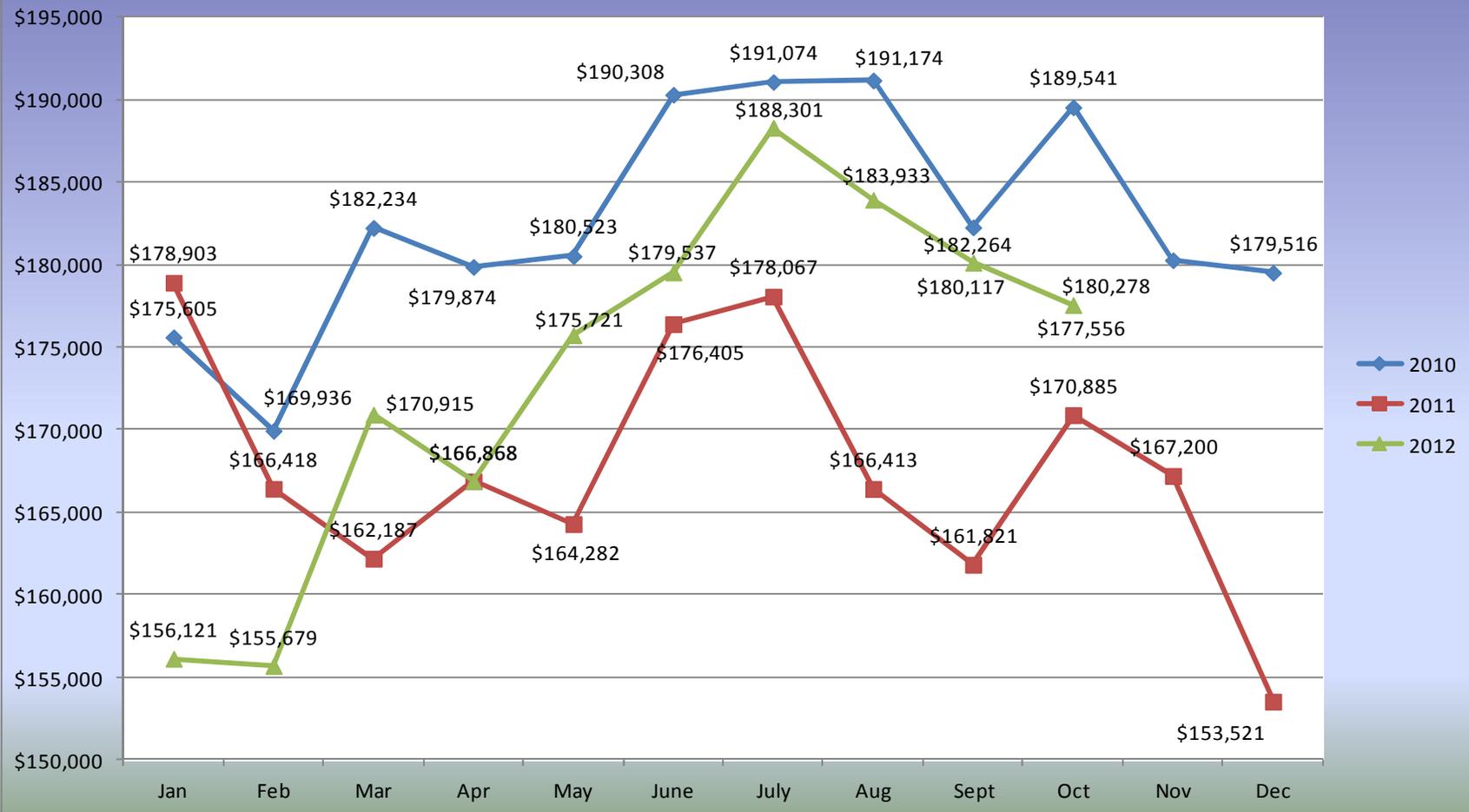
This graph shows the average and median sales price of residential single family homes from the year 2000-2011. Values in 2011 are near the values in 2005 after peaking in 2007.

# HOMES SOLD PER MONTH OCTOBER 2012



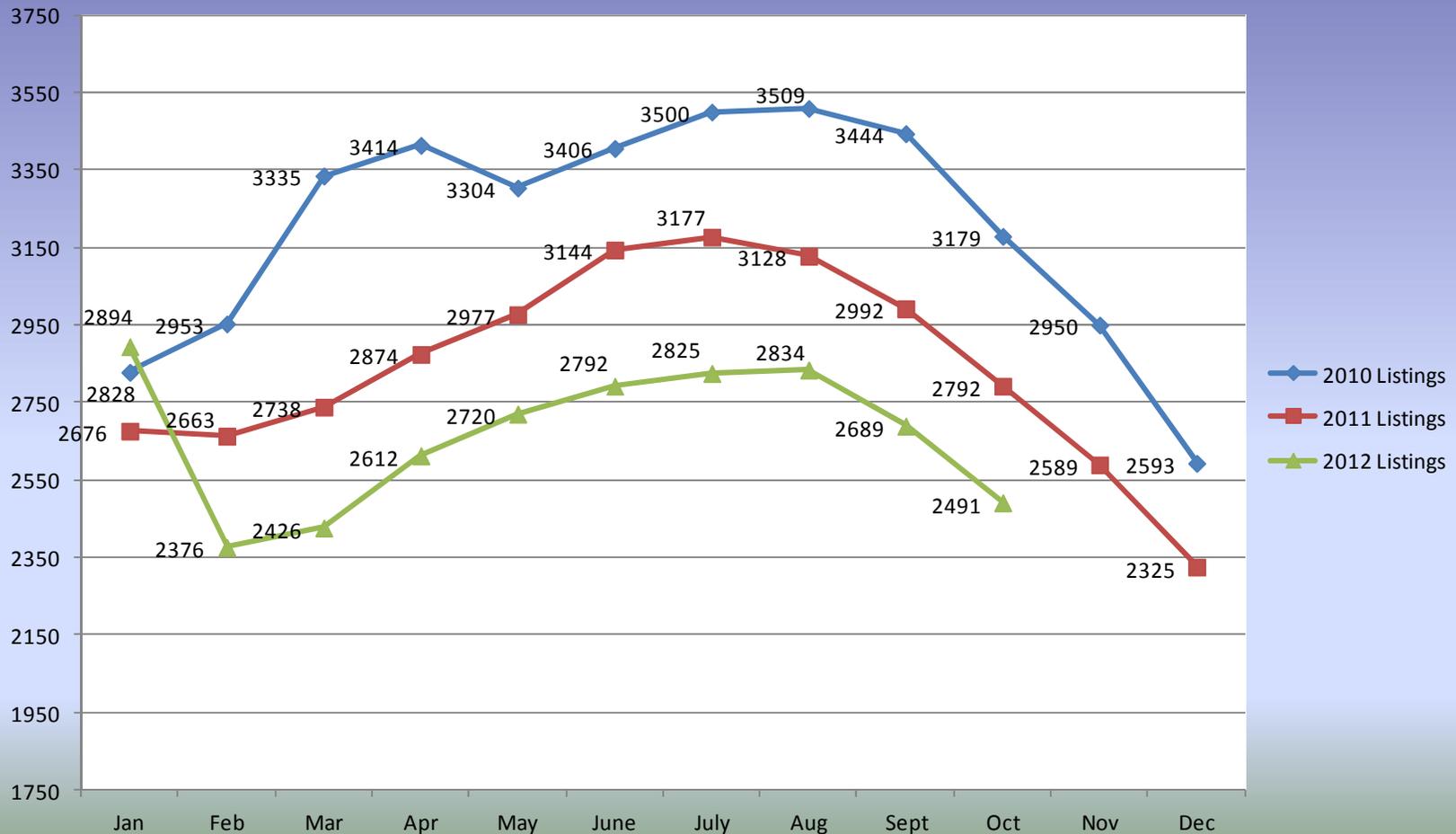
Homes sold in Oct. 2012 jumped back up which is unusual for the fall month. A good sign that maybe the market won't get so quiet during the winter months.

# AVERAGE SALES PRICE BY MONTH OCT. 2012



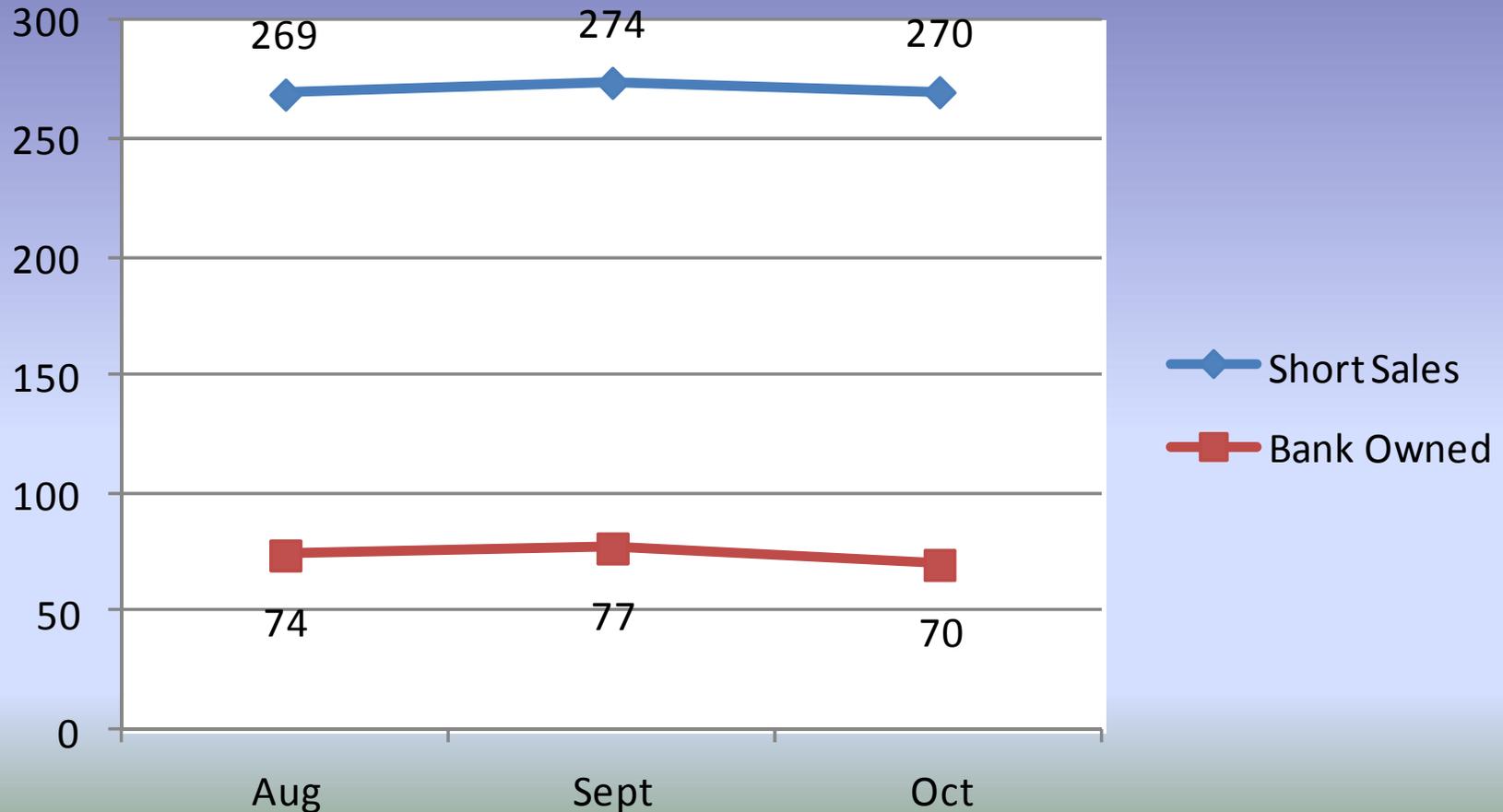
The average price of a home dropped slightly in Oct. 2012 but still higher than all months in 2011.

# HOMES FOR SALE OCTOBER 2012



Active listings dropped to nearly the lowest point in 3 years. Both a sign that the market isn't overwhelmed with listings but may also have a lot to do with the appreciation being stagnant.

## SHORT SALES AND BANK OWNED HOMES FOR SALE OCT. 2012



This graph shows the number of homes that are actively for sale in Spokane. The number seems to be holding steady for the first 3 months we have been tracking them.

# HOMES SOLD BY PRICE RANGE AND # OF MONTHS OF INVENTORY OCT. 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	92	40	2.3
\$76,000-\$100,000	158	33	4.8
\$101,000-\$125,000	223	46	4.8
\$126,000-\$150,000	251	68	3.7
\$151,000-\$175,000	265	71	3.7
\$176,000-\$200,000	275	36	7.6
\$201,000-\$225,000	196	42	4.7
\$226,000-\$250,000	192	34	5.6
\$251,000-\$275,000	117	22	5.3
\$276,000-\$300,000	129	11	11.7

This data compares the number of houses on the market to the number of houses that sold during the previous month. This lower end of the market typically has a higher appreciation than the top end of the market.

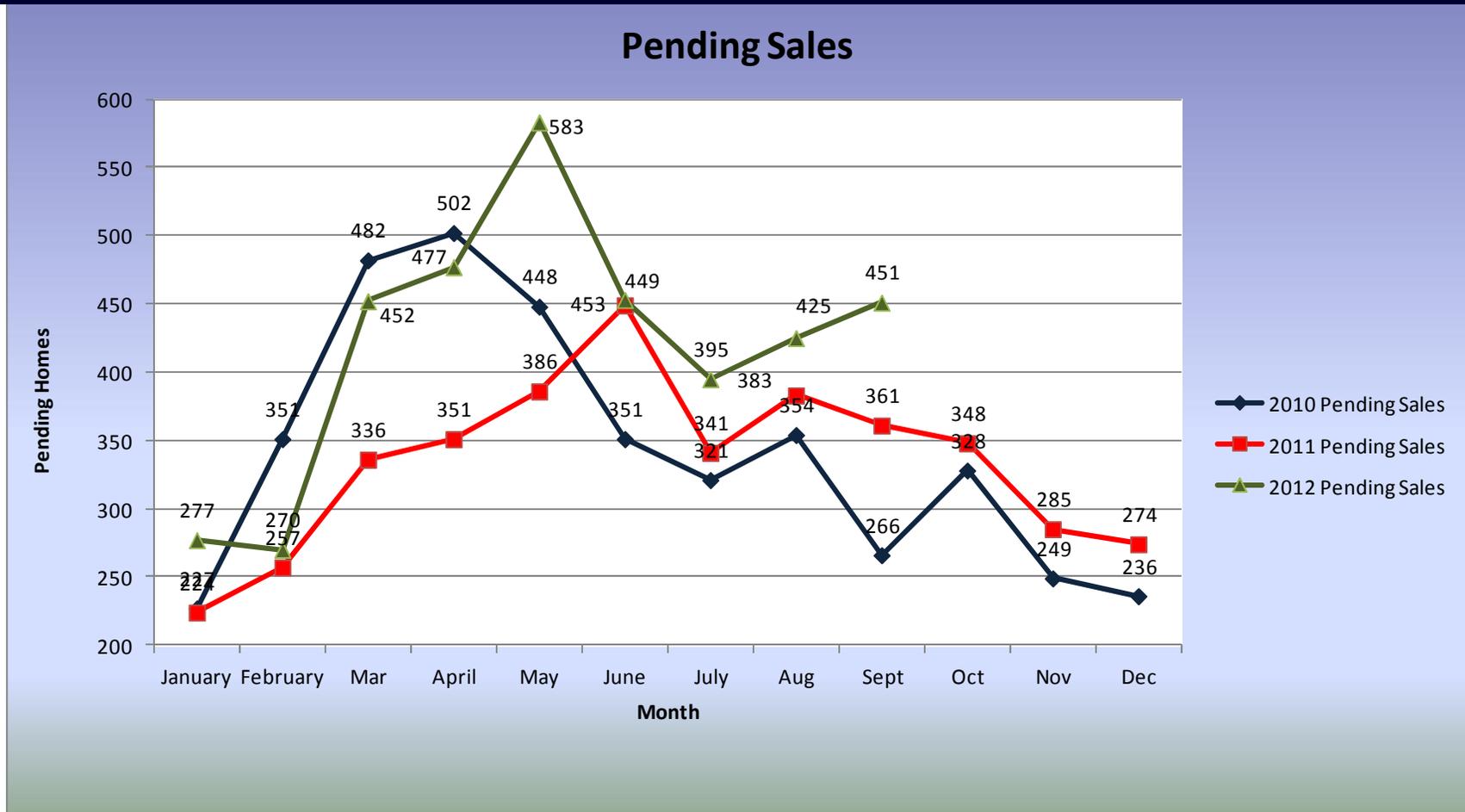
# HOMES SOLD BY PRICE RANGE AND # OF MONTHS OF INVENTORY OCT. 2012

12+ Months of Inventory	Extreme Buyer's Market	High Depreciation
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Price Range	Active Listings	Homes Sold	Months of Inventory
\$301,000-\$325,000	58	12	4.8
\$326,000-\$350,000	78	13	6
\$351,000-\$375,000	60	4	15
\$376,000-\$400,000	78	6	13
\$401,000-\$450,000	64	9	7.1
\$451,000-\$500,000	61	6	10.2
\$501,000-\$600,000	64	3	21.3
\$601,000-\$700,000	33	3	11
\$701,000-\$800,000	27	0	
\$801,000-\$900,000	14	1	14
\$901,000-\$1,000,000	13	0	
\$1,000,100+	20	1	20

This top end of the market has a couple of price ranges with moderate to flat appreciation. That isn't always the case, so a more active high end of the market in Oct. 2012 than usual.

# PENDING SALES OCT. 2012



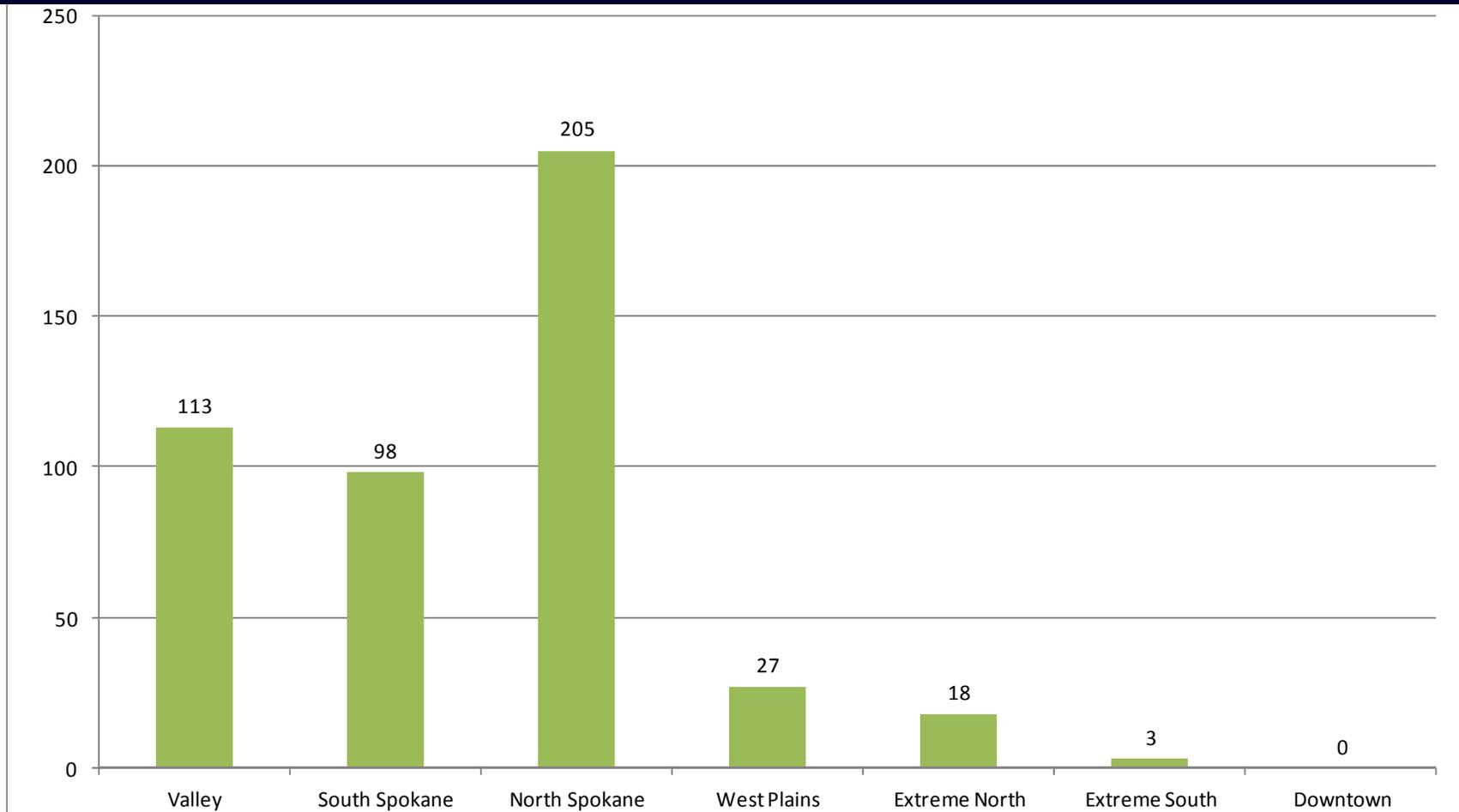
Pending sales jumped in Oct. 2012 by 26 homes. This was a surprising turn, normally the pending sales turn the other way in Oct.

# INTEREST RATES BY MONTH 2010-OCT. 2012



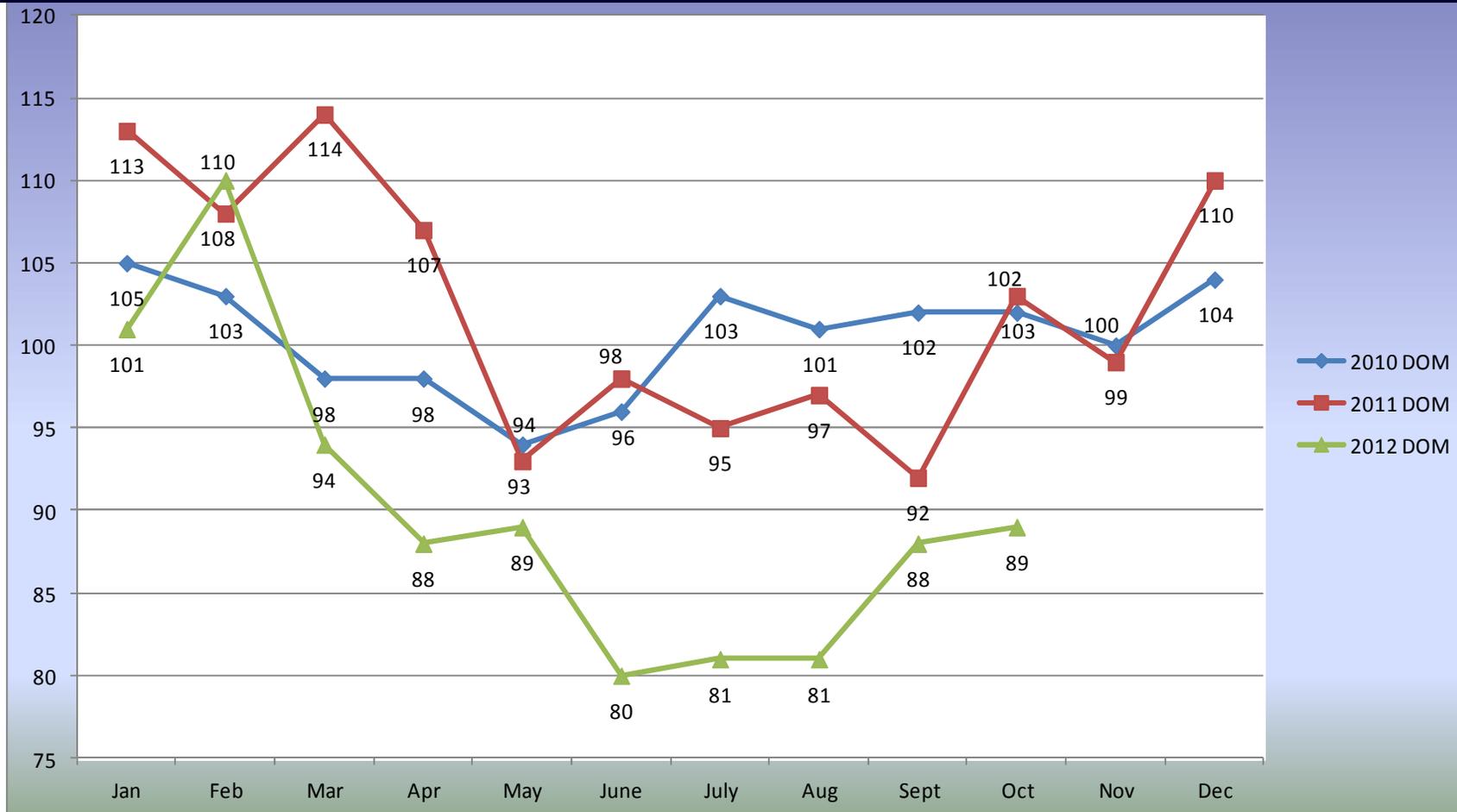
Wow! Just when you thought rates couldn't get any lower they drop to the lowest point in over 3 years.

# HOMES SOLD BY AREA OCT. 2012



This bar graph shows the breakdown of homes sold by area. The north jumped by 25 homes over Sept. 2012, but the rest of the areas had very little movement.

# DAYS ON MARKET 2010 TO OCT. 2012



Days on market has only gone up 1 day over Sept. 2012 but it looks like the summer boom may officially be over.