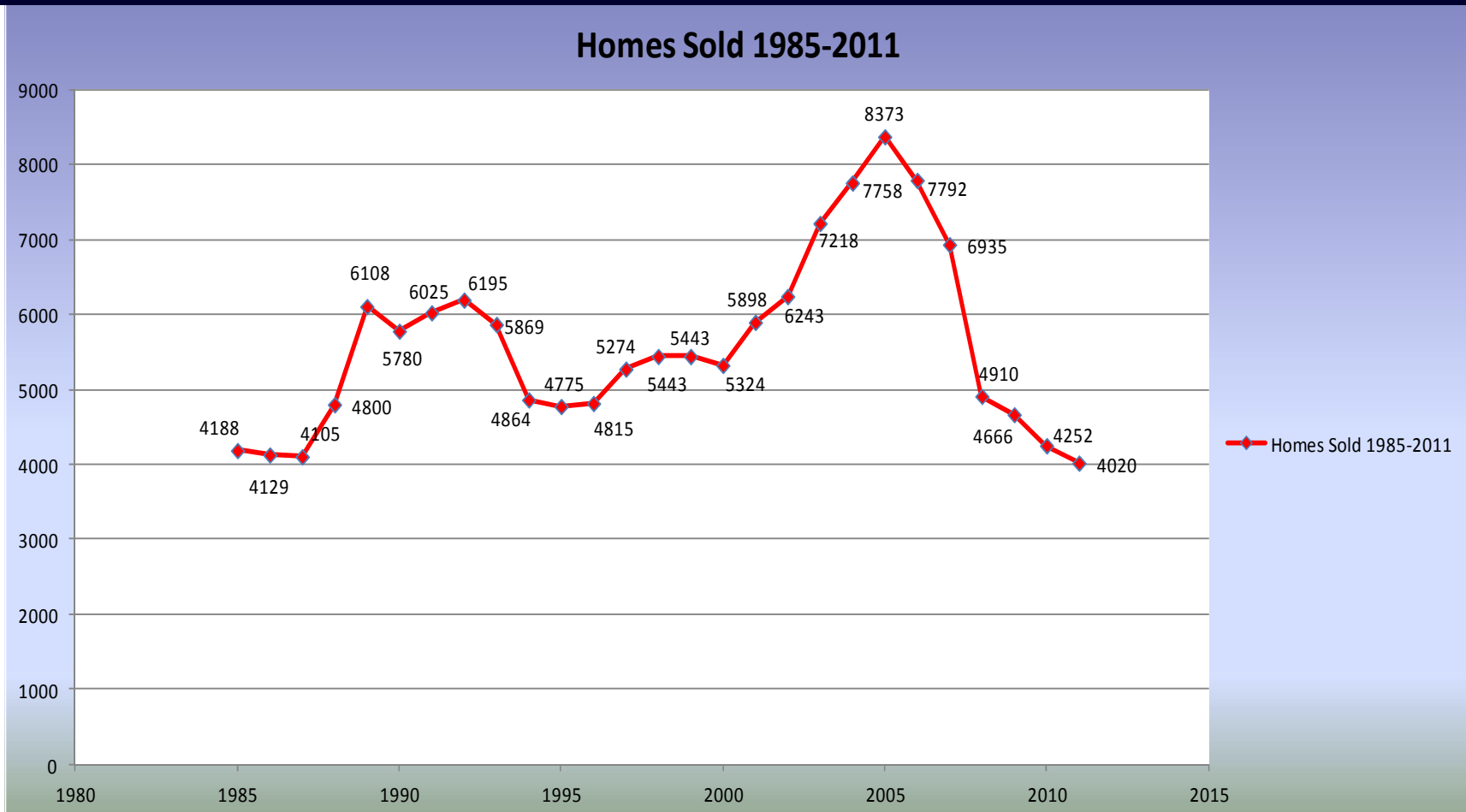


# HOMES SOLD 1985-2012



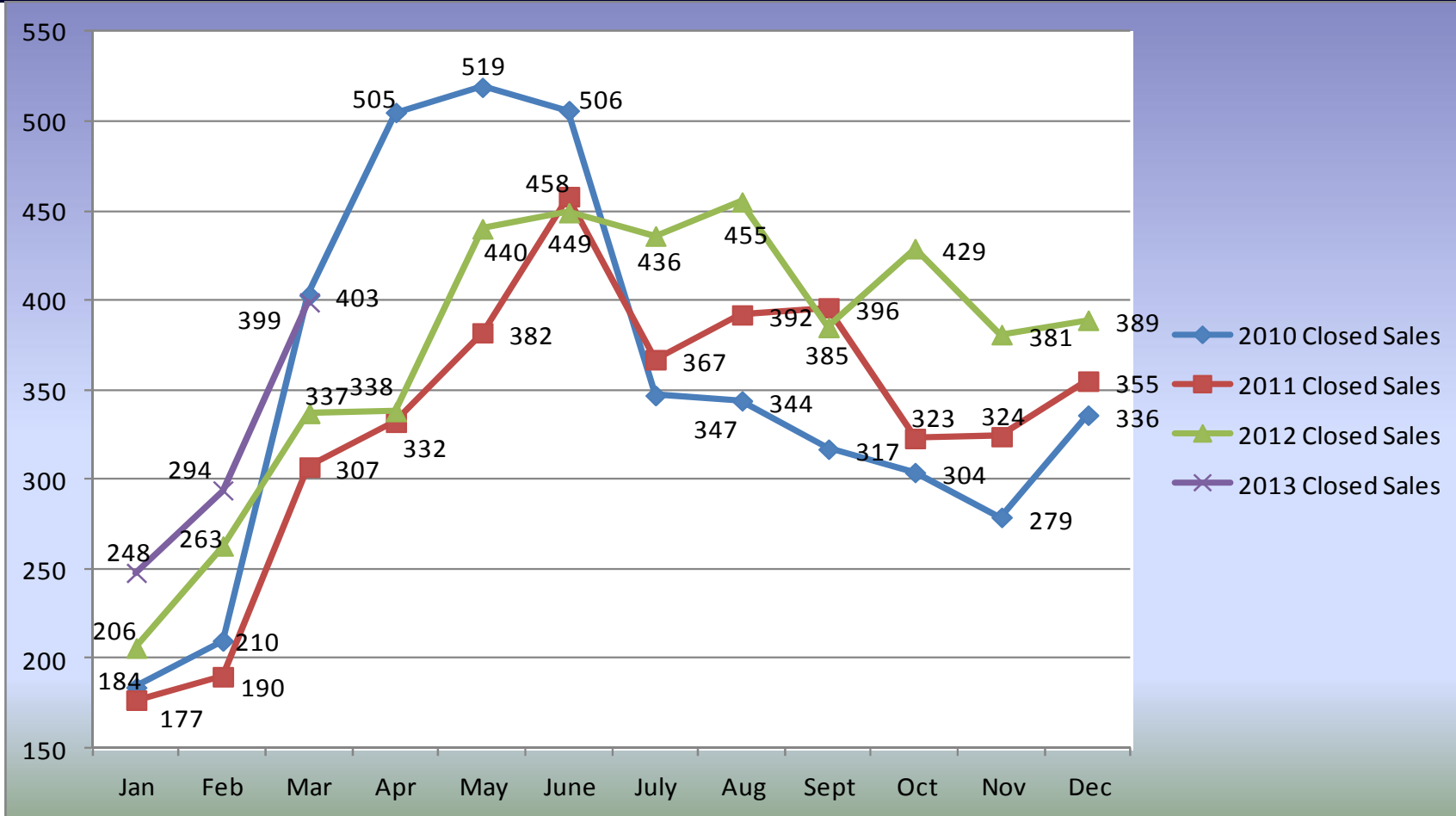
This is a graph of homes sold from 1985 to 2011. Statistics were first kept in 1985, and since that year, 2011 is the lowest number of homes sold.

# ANNUAL AVERAGE AND MEDIAN HOME SALES 2000-2012



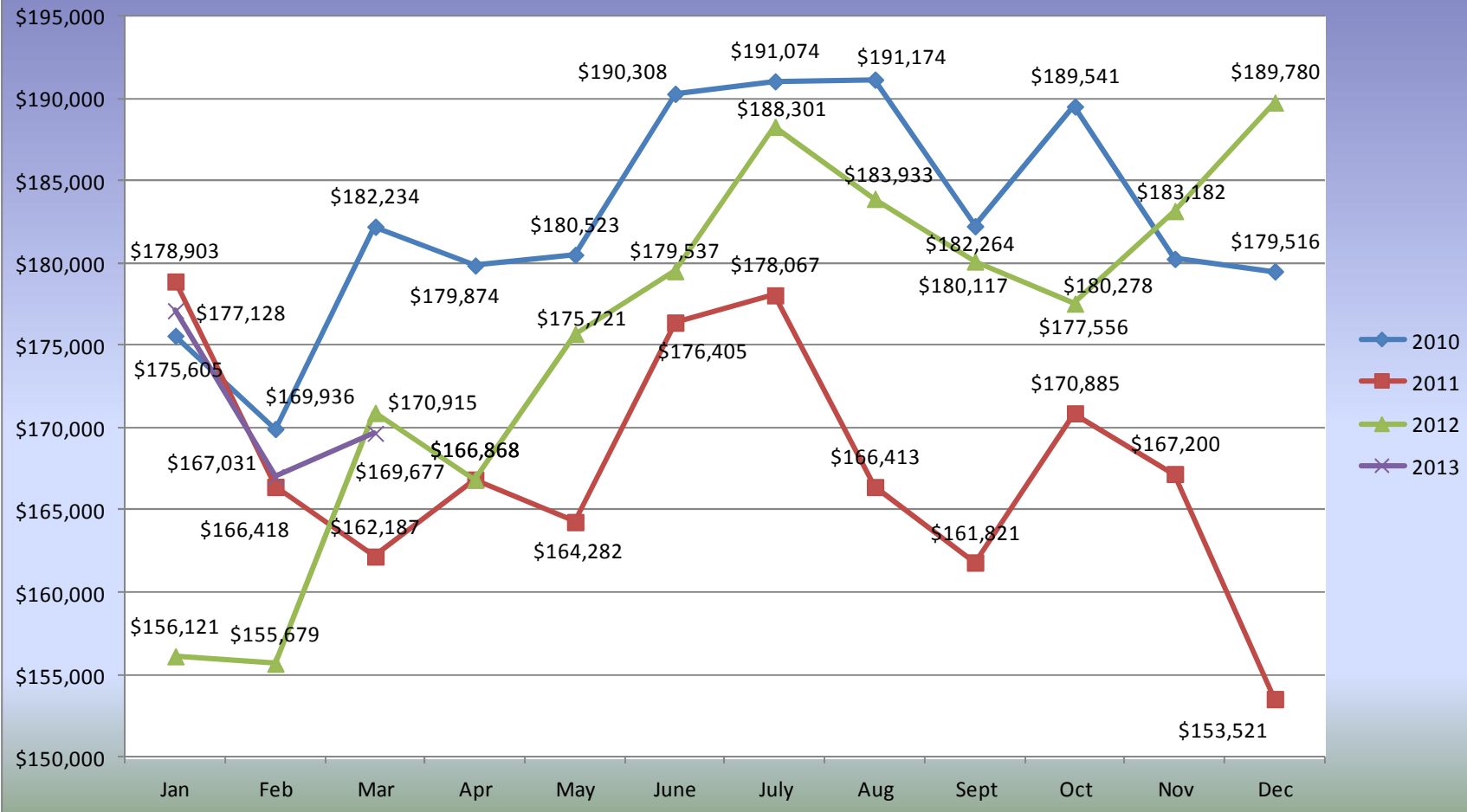
This graph shows the average and median sales price of residential single family homes from the year 2000-2011. Values in 2011 are near the values in 2005 after peaking in 2007.

# HOMES SOLD PER MONTH MARCH 2013



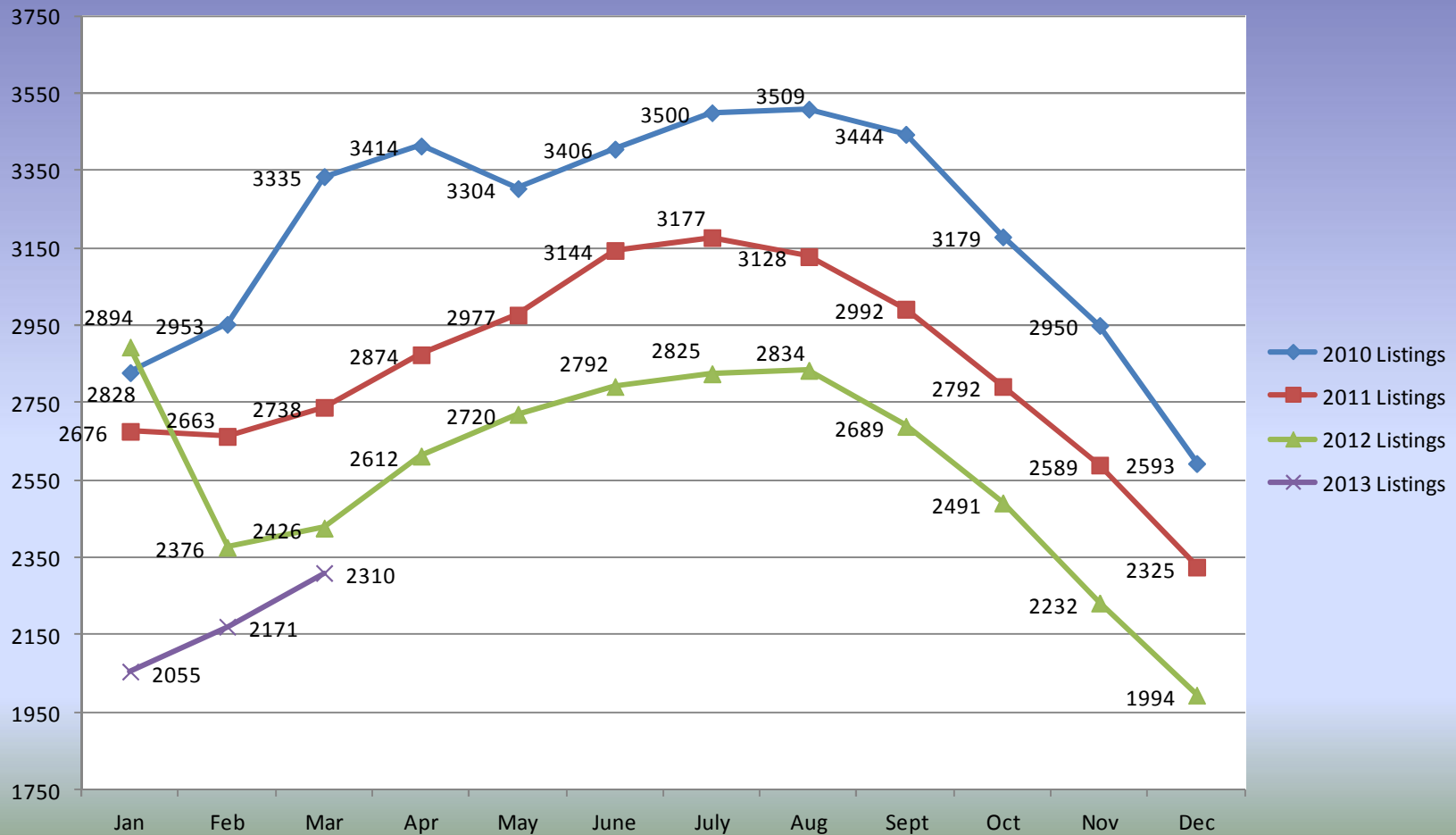
Closed sales is almost equal to March 2013 and up significantly from Feb. This graph should show another significant jump in the next few months based on the pending sales and appreciation we're seeing in the market.

# AVERAGE SALES PRICE BY MONTH MARCH 2013



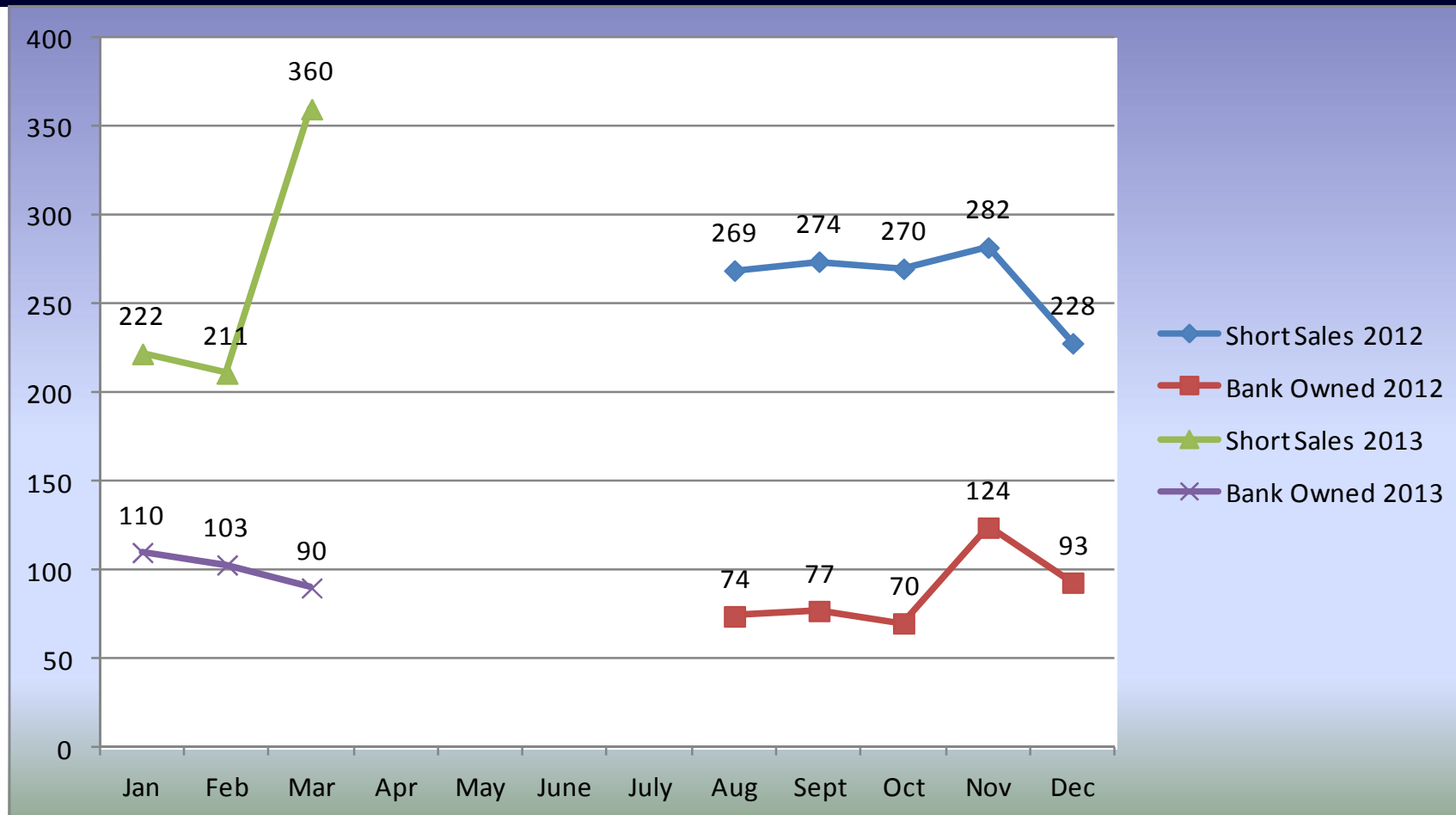
Average sales price turned back up in March from February 2013. Just slightly less than March 2012. With the high activity in the market we would anticipate seeing this number increase in April and May.

# HOMES FOR SALE MARCH 2013



The active listings moved up slightly in March. This is typical this time of year and the listings usually peak around July and August.

# SHORT SALES AND BANK OWNED HOMES FOR SALE MARCH 2013



While bank owned homes dropped in March, Short Sale homes jumped dramatically. The Spokane Association of Realtors recently cracked down on homes that were listed but NOT listed as Short Sale even though the likelihood of a short sale is high.

# HOMES SOLD BY PRICE RANGE AND # OF MONTHS OF INVENTORY MARCH 2013

|                          |                         |                          |
|--------------------------|-------------------------|--------------------------|
| 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        | 80              | 38         | 2.1                 |
| \$76,000-\$100,000  | 125             | 31         | 4                   |
| \$101,000-\$125,000 | 169             | 44         | 3.8                 |
| \$126,000-\$150,000 | 213             | 63         | 3.4                 |
| \$151,000-\$175,000 | 191             | 59         | 3.2                 |
| \$176,000-\$200,000 | 221             | 42         | 5.3                 |
| \$201,000-\$225,000 | 159             | 35         | 4.5                 |
| \$226,000-\$250,000 | 132             | 46         | 2.9                 |
| \$251,000-\$275,000 | 100             | 17         | 5.9                 |
| \$276,000-\$300,000 | 131             | 13         | 10.1                |

There is a lot of appreciating markets in the lower half of the market. Except for 1 price range, this portion of the market is all showing a market that is trending up!

# HOMES SOLD BY PRICE RANGE AND # OF MONTHS OF INVENTORY MARCH 2013

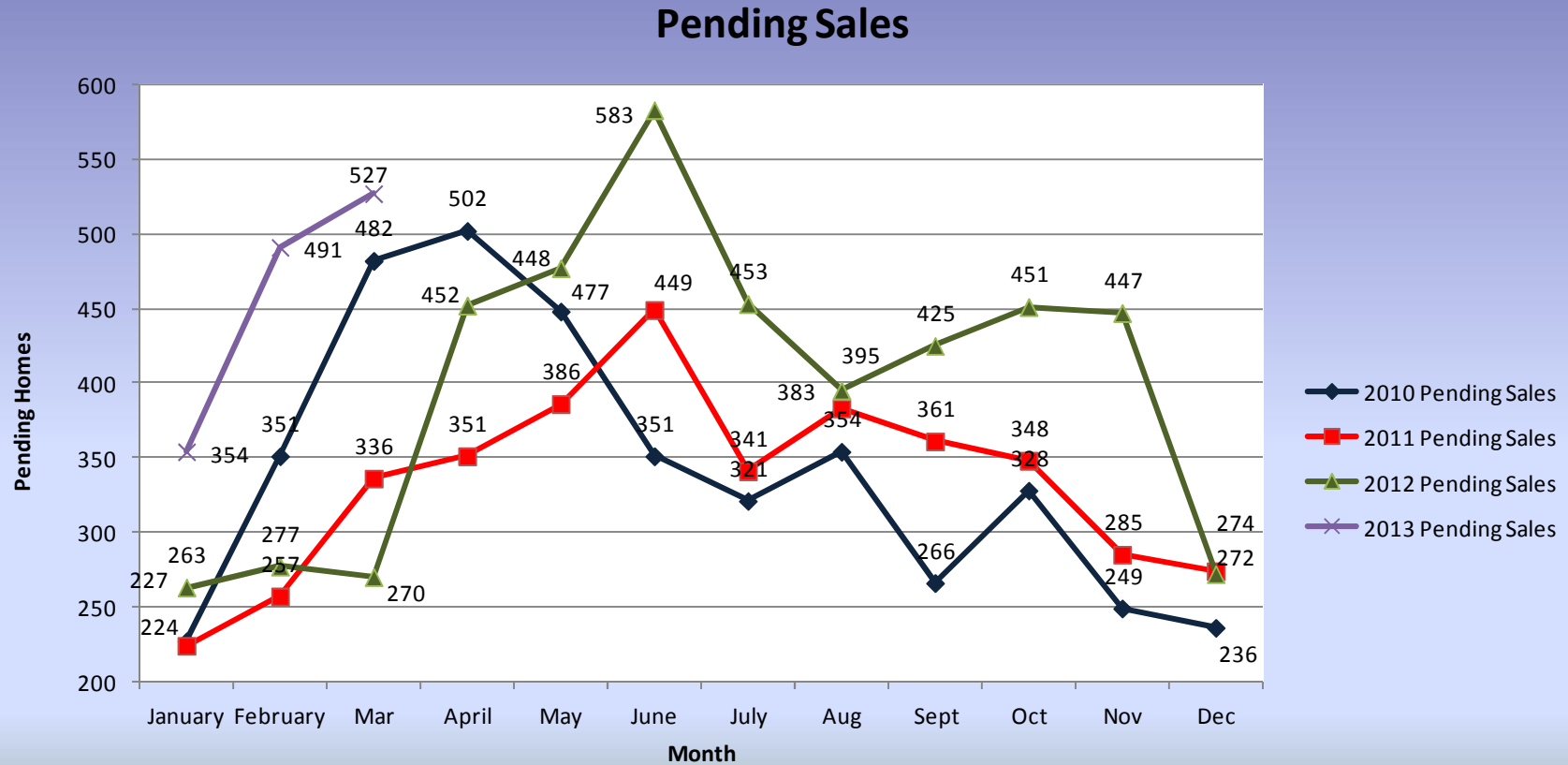
|                          |                         |                          |
|--------------------------|-------------------------|--------------------------|
| 12+ Months of Inventory  | Extreme Buyer's Market  | High Depreciation        |
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| 0-3 Months of Inventory  | Extreme Seller's Market | High Appreciation        |

| Price Range           | Active Listings | Homes Sold | Months of Inventory |
|-----------------------|-----------------|------------|---------------------|
| \$301,000-\$325,000   | 48              | 11         | 4.4                 |
| \$326,000-\$350,000   | 63              | 12         | 5.3                 |
| \$351,000-\$375,000   | 39              | 4          | 9.8                 |
| \$376,000-\$400,000   | 65              |            |                     |
| \$401,000-\$450,000   | 54              | 4          | 13.5                |
| \$451,000-\$500,000   | 61              | 5          | 12.2                |
| \$501,000-\$600,000   | 49              | 3          | 16.3                |
| \$601,000-\$700,000   | 34              |            |                     |
| \$701,000-\$800,000   | 28              | 1          | 28                  |
| \$801,000-\$900,000   | 6               | 1          | 6                   |
| \$901,000-\$1,000,000 | 9               | 1          | 9                   |
| \$1,000,100+          | 19              |            |                     |

This part of the market looks about as usual although there was more movement between \$700K and \$1M than usual.

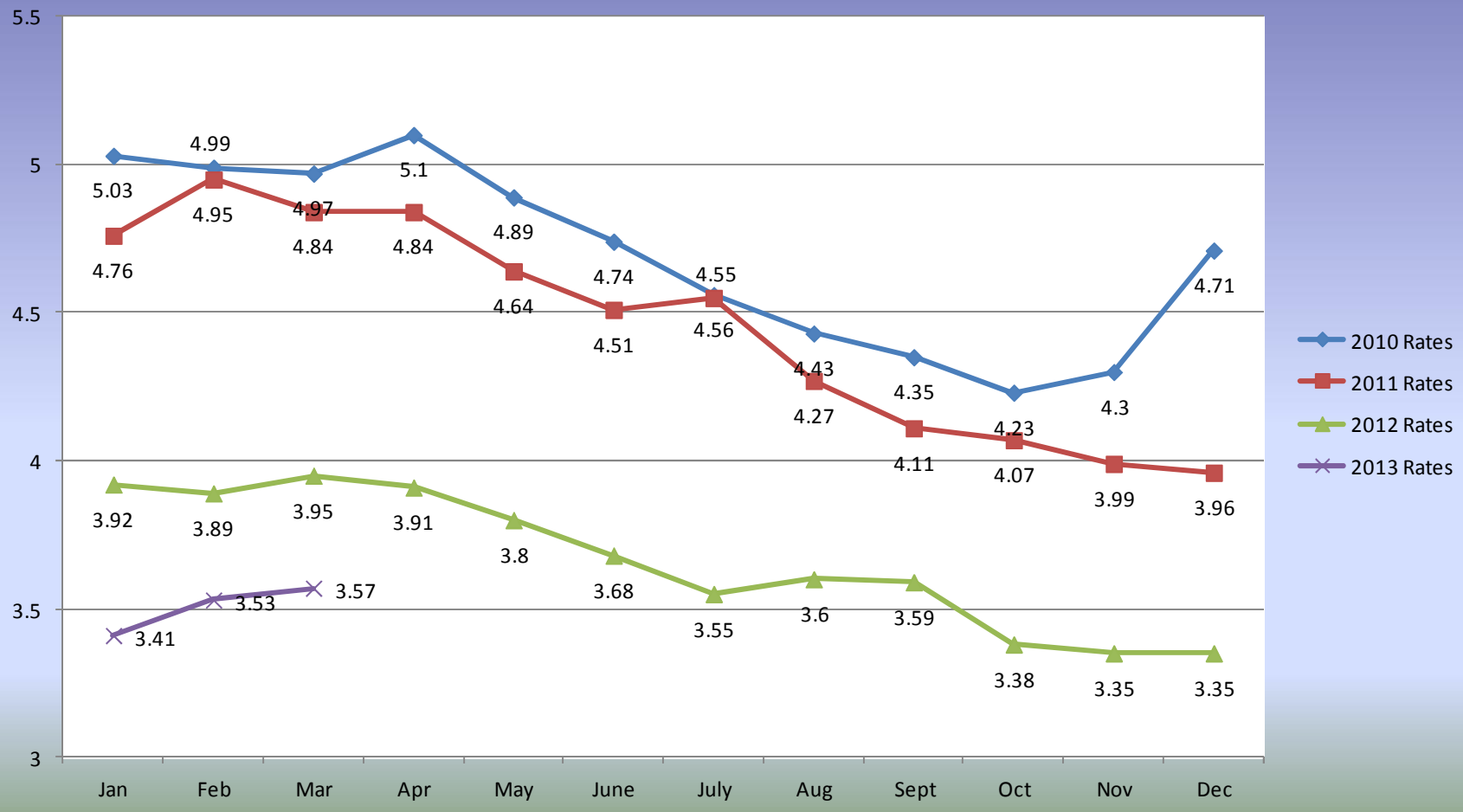


# PENDING SALES MARCH 2013



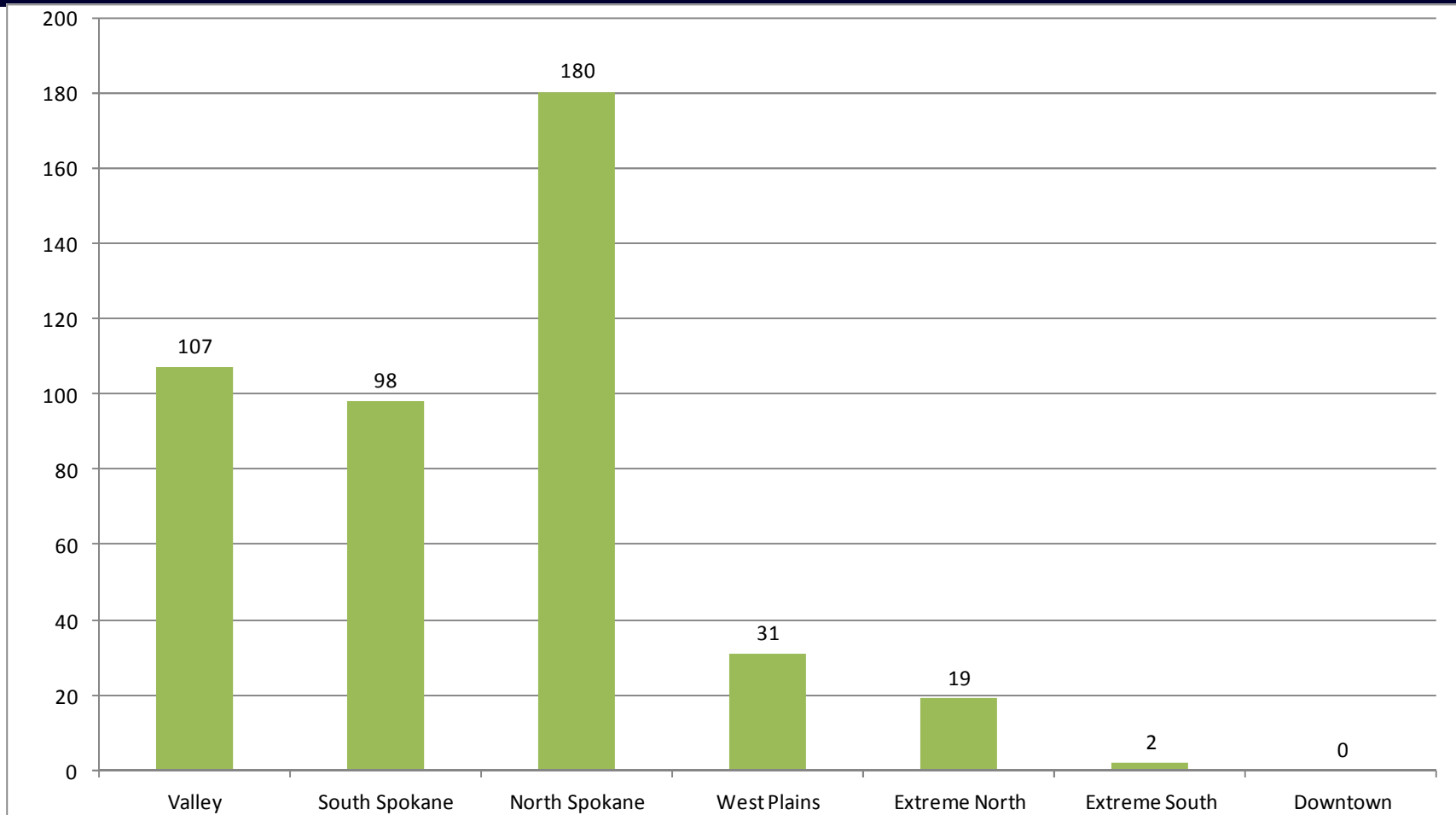
The Pending sales has risen to the 2nd highest point in the last 3+ years. A great sign that the market is improving.

# INTEREST RATES BY MONTH 2010-MARCH 2013



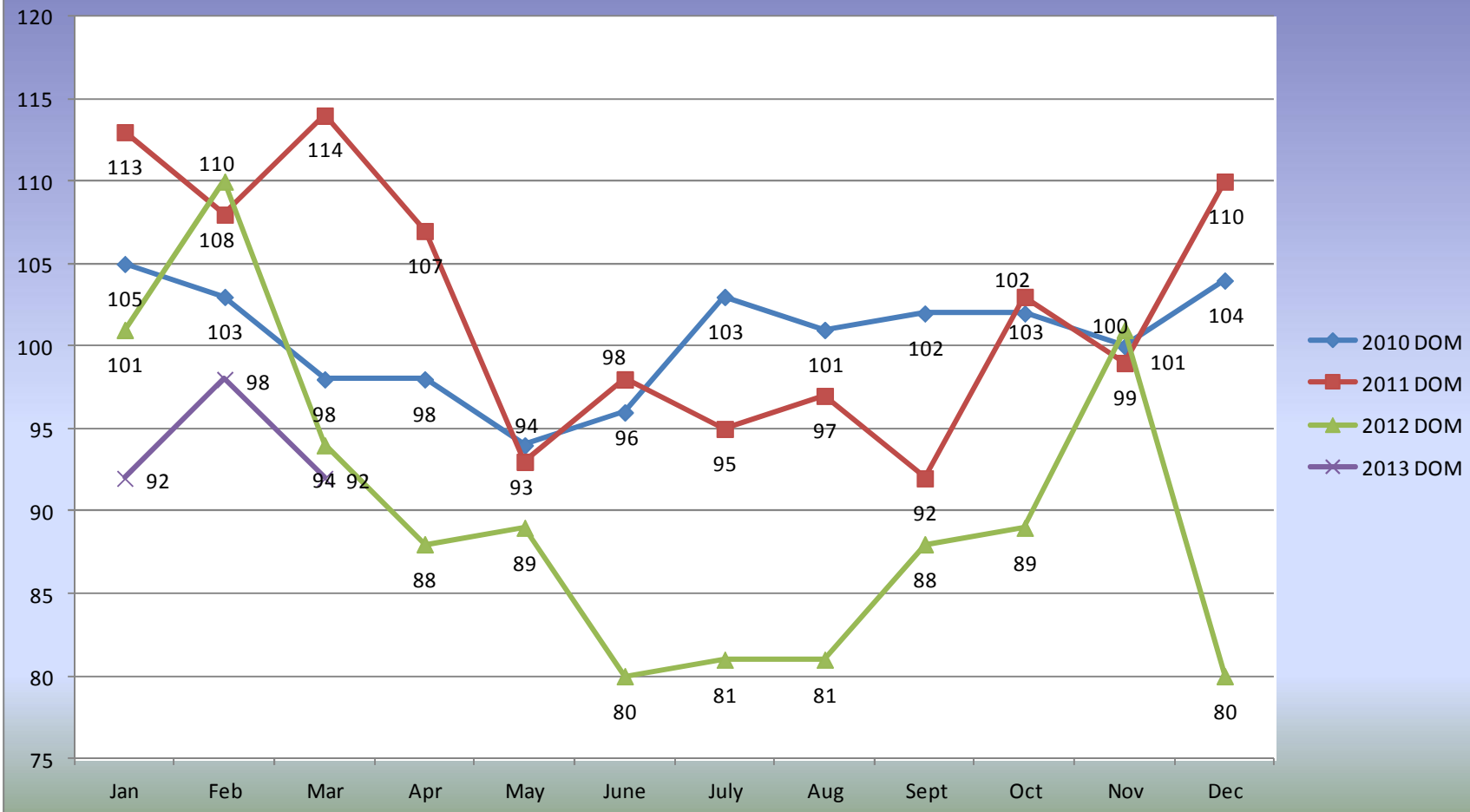
Interest rates just slightly up .04 from Feb.

# HOMES SOLD BY AREA MARCH 2013



Big jumps in all areas except Extreme South and Downtown.

# DAYS ON MARKET 2010 TO MARCH 2013



Days on market dropped back down to 92 in March. With the type of activity we are seeing, we can expect to see this number continue to decline.