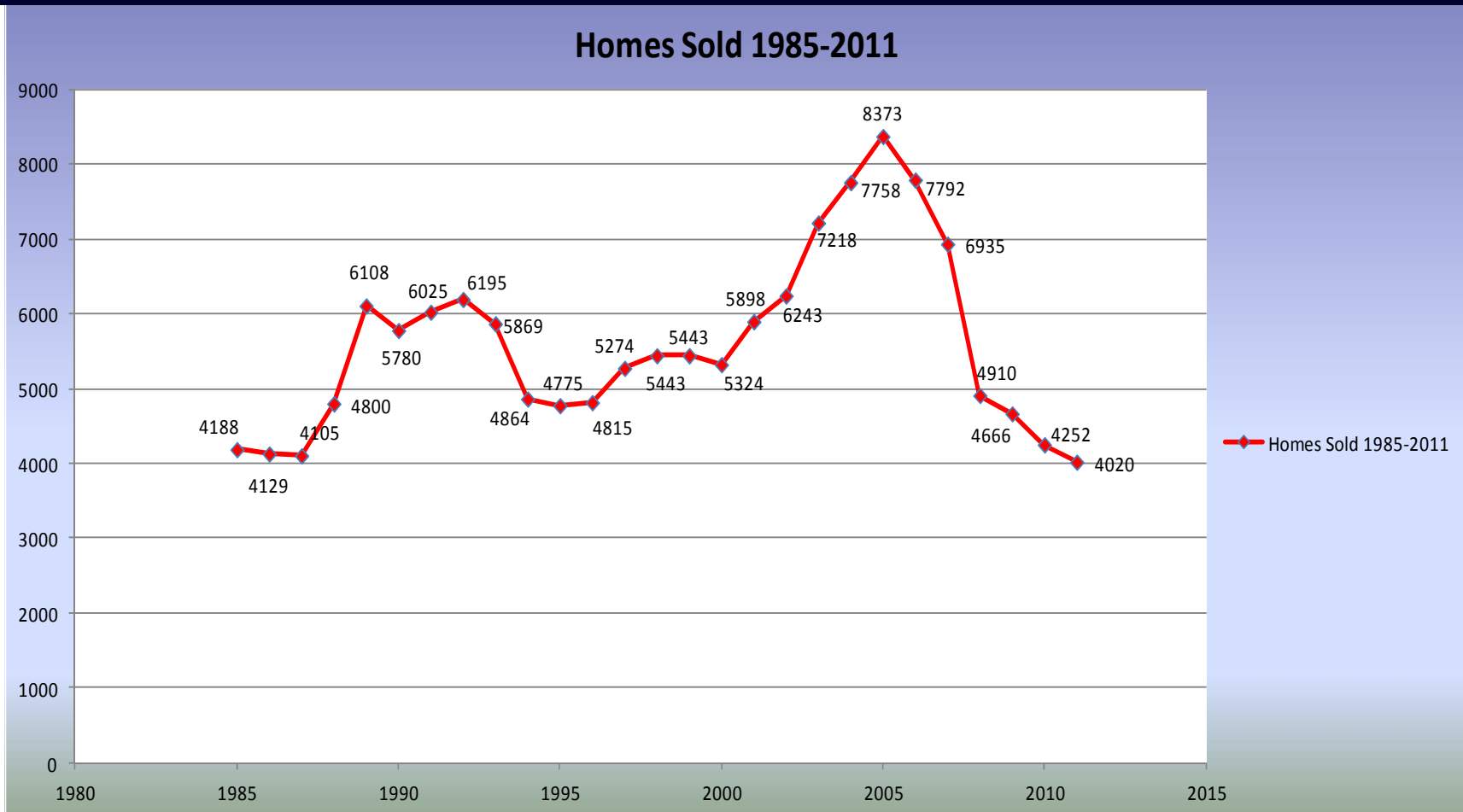


HOMES SOLD 1985-2012



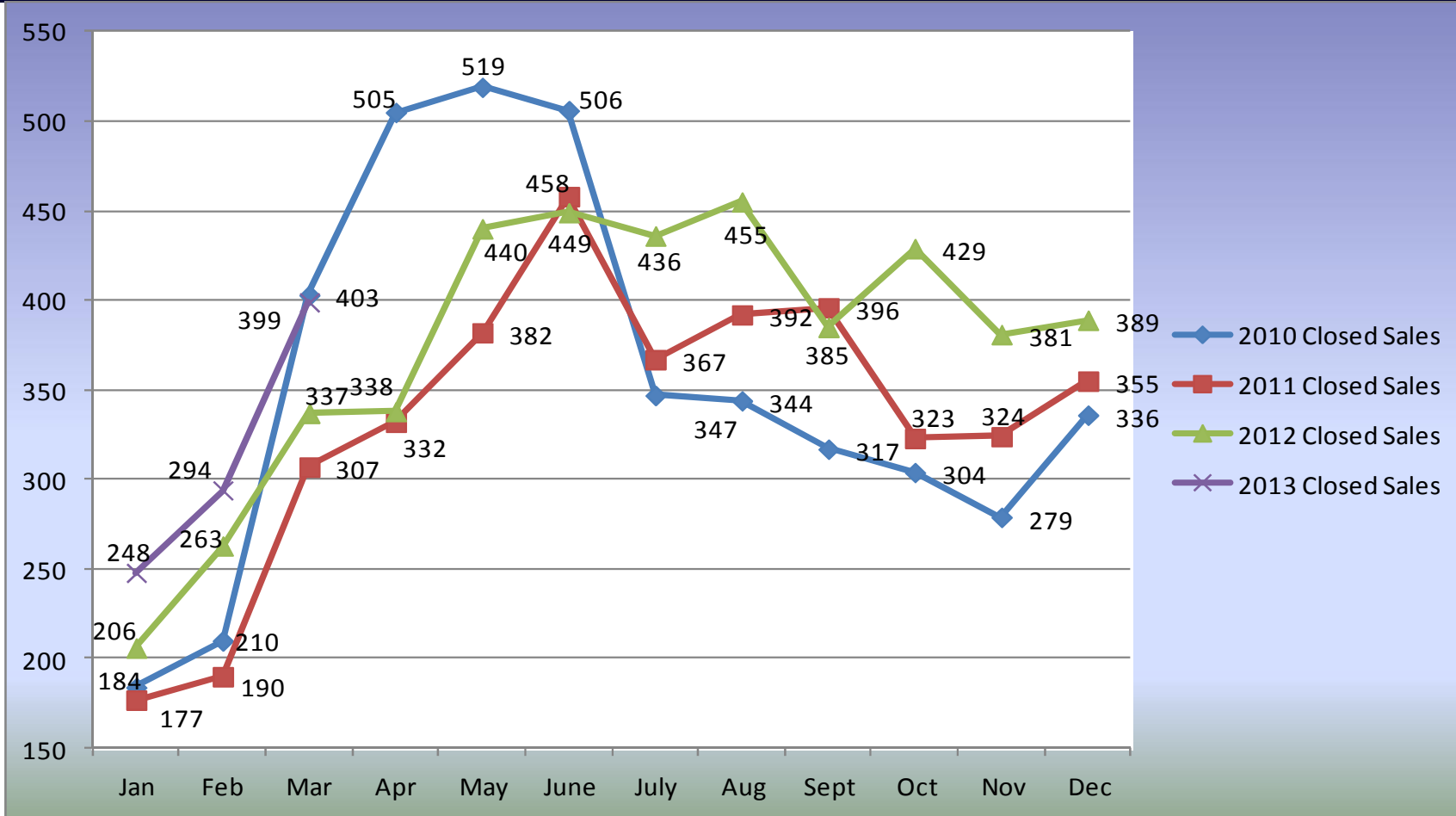
This is a graph of homes sold from 1985 to 2011. Statistics were first kept in 1985, and since that year, 2011 is the lowest number of homes sold.

ANNUAL AVERAGE AND MEDIAN HOME SALES 2000-2012



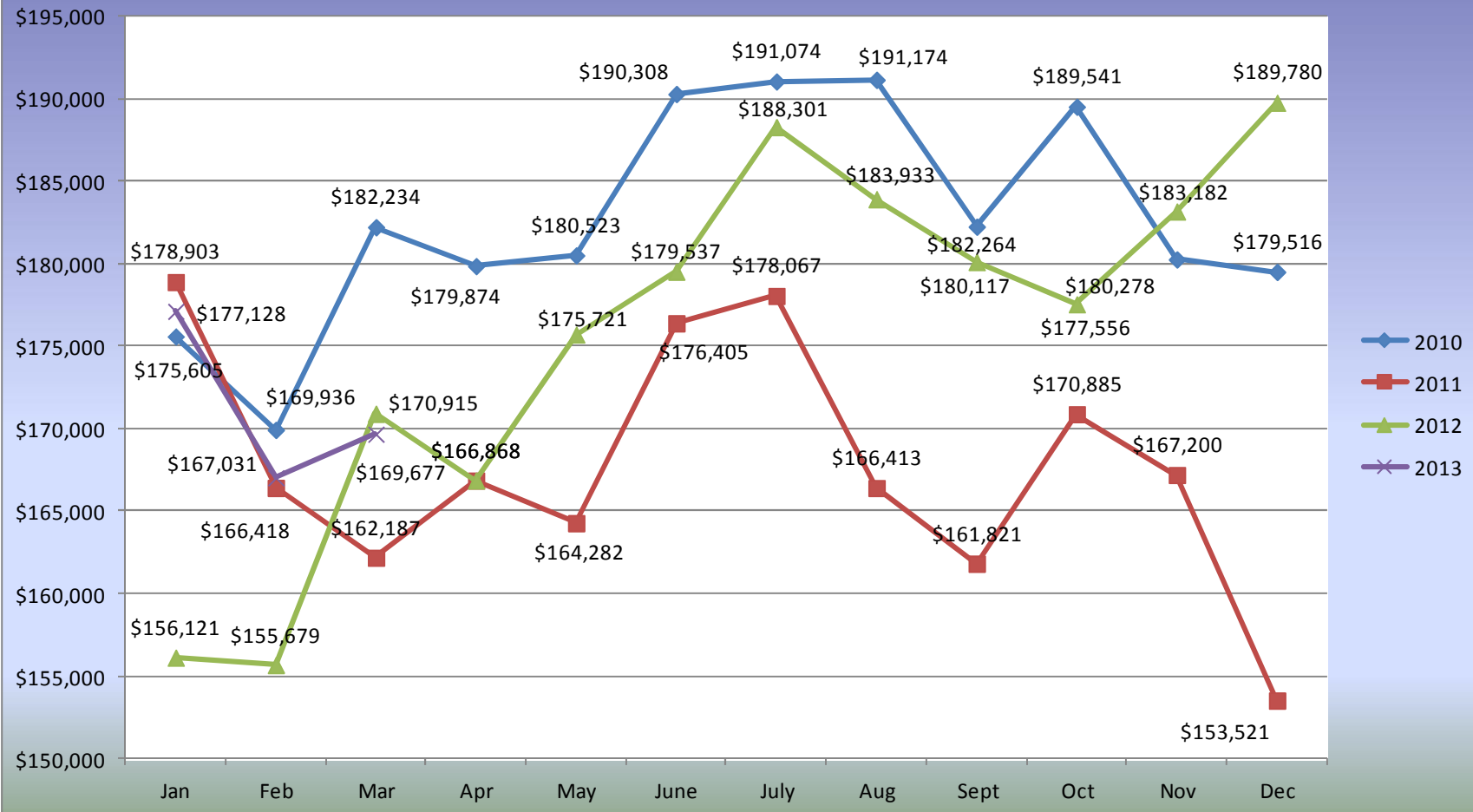
This graph shows the average and median sales price of residential single family homes from the year 2000-2011. Values in 2011 are near the values in 2005 after peaking in 2007.

HOMES SOLD PER MONTH MARCH 2013



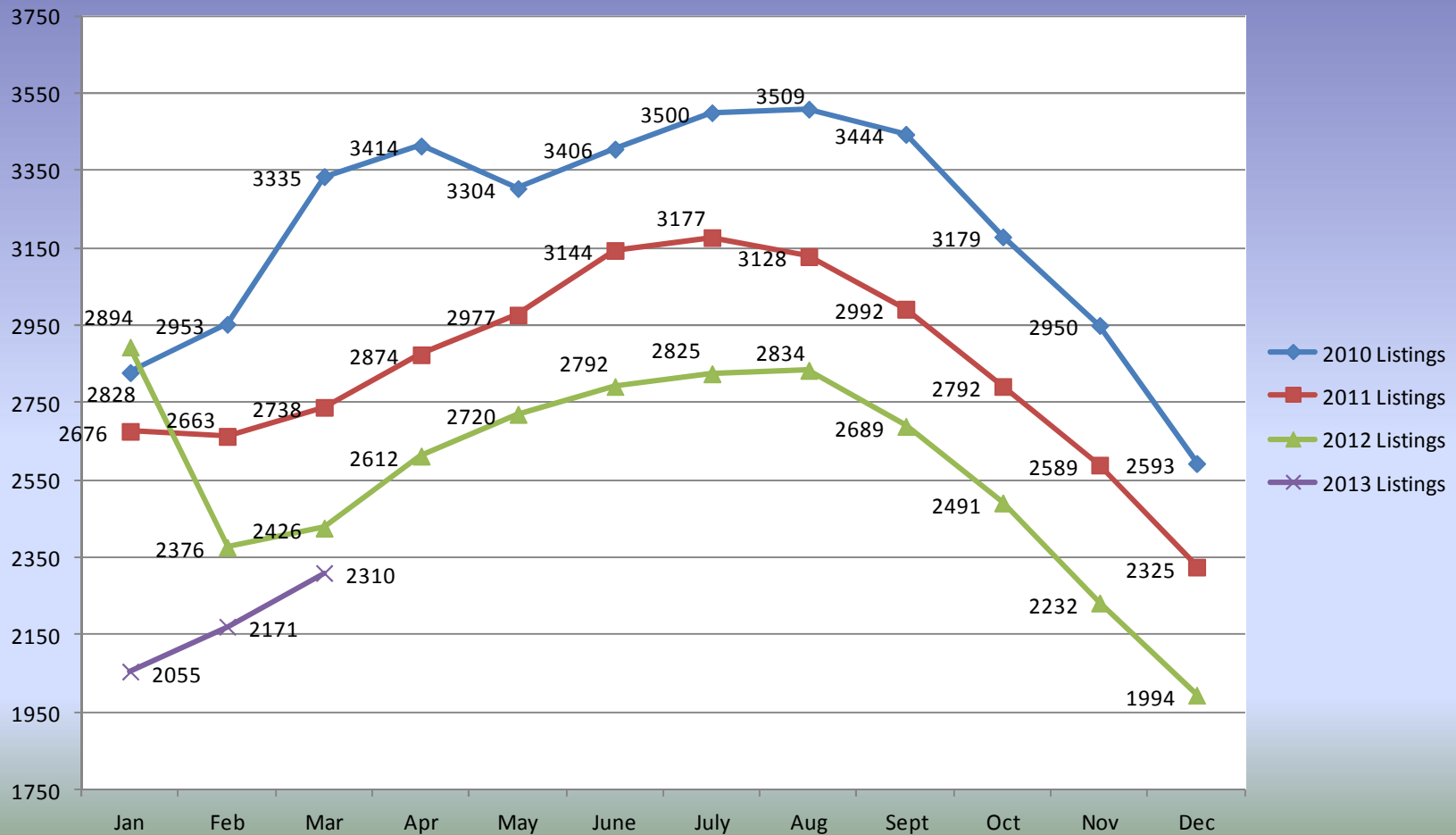
Closed sales is almost equal to March 2013 and up significantly from Feb. This graph should show another significant jump in the next few months based on the pending sales and appreciation we're seeing in the market.

AVERAGE SALES PRICE BY MONTH MARCH 2013



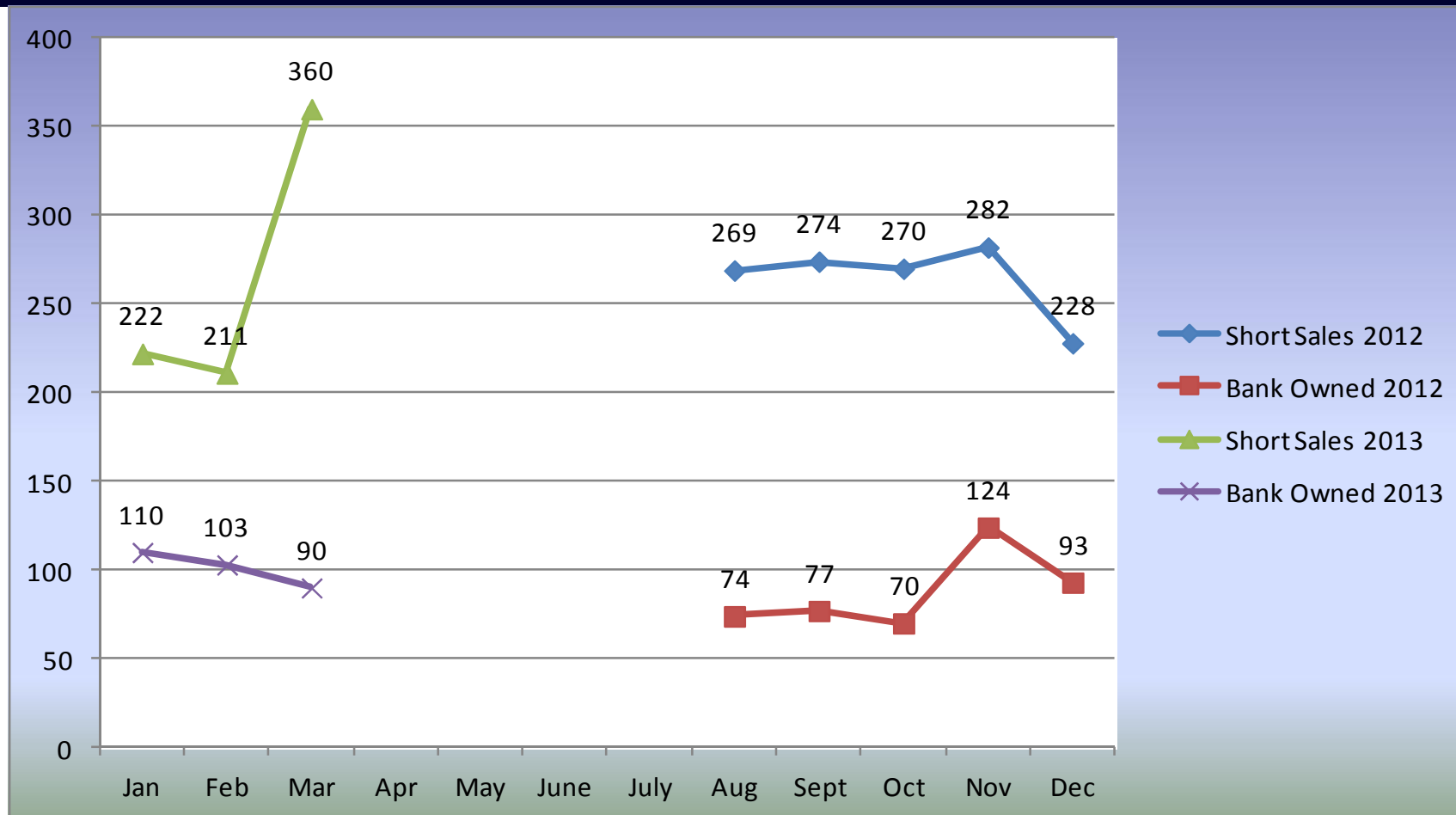
Average sales price turned back up in March from February 2013. Just slightly less than March 2012. With the high activity in the market we would anticipate seeing this number increase in April and May.

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!

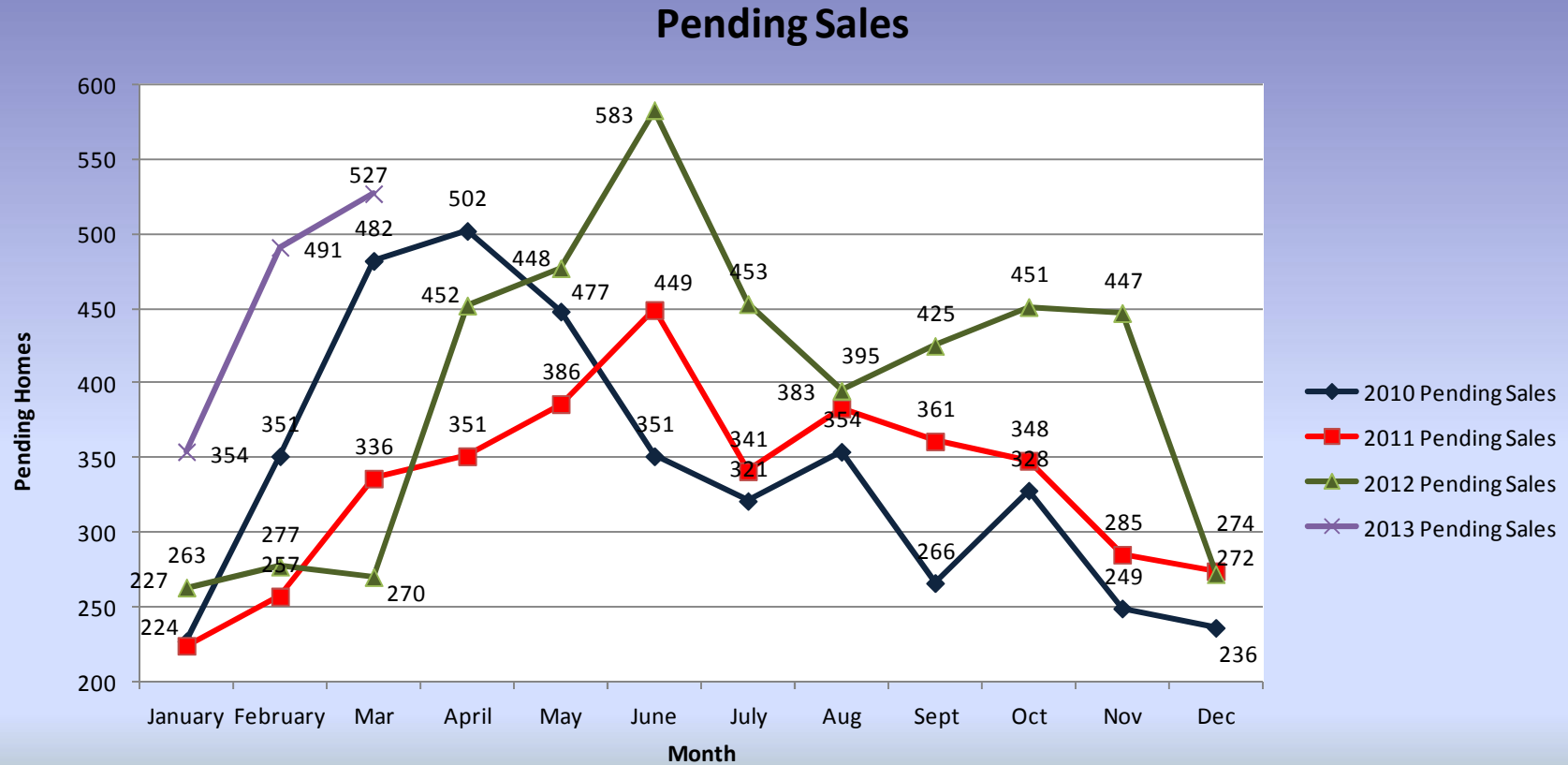
HOMES SOLD BY PRICE RANGE AND # OF MONTHS OF INVENTORY MARCH 2013

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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		

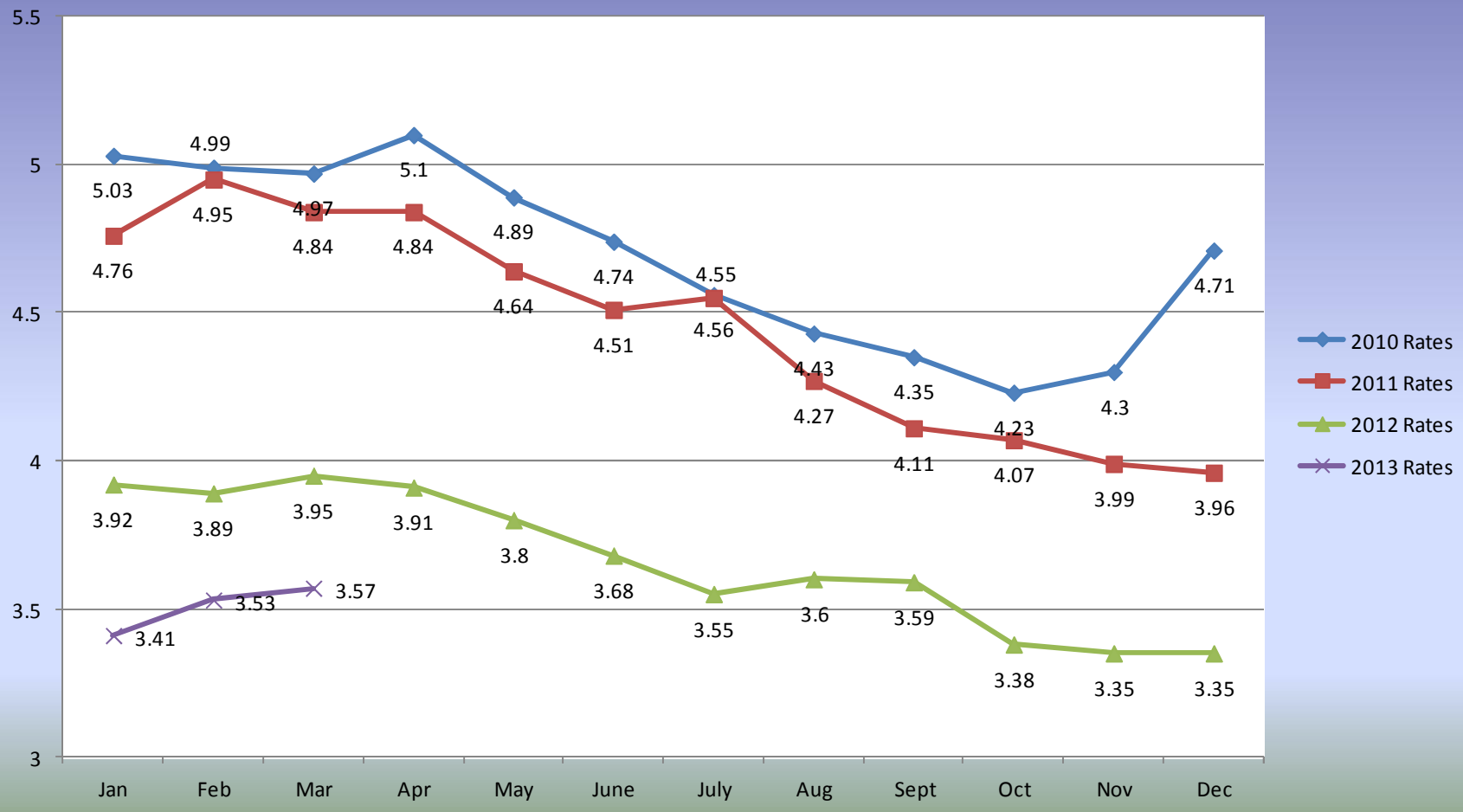
This part of the market looks about as usual although there was more movement between \$700K and \$1M than usual.

PENDING SALES MARCH 2013



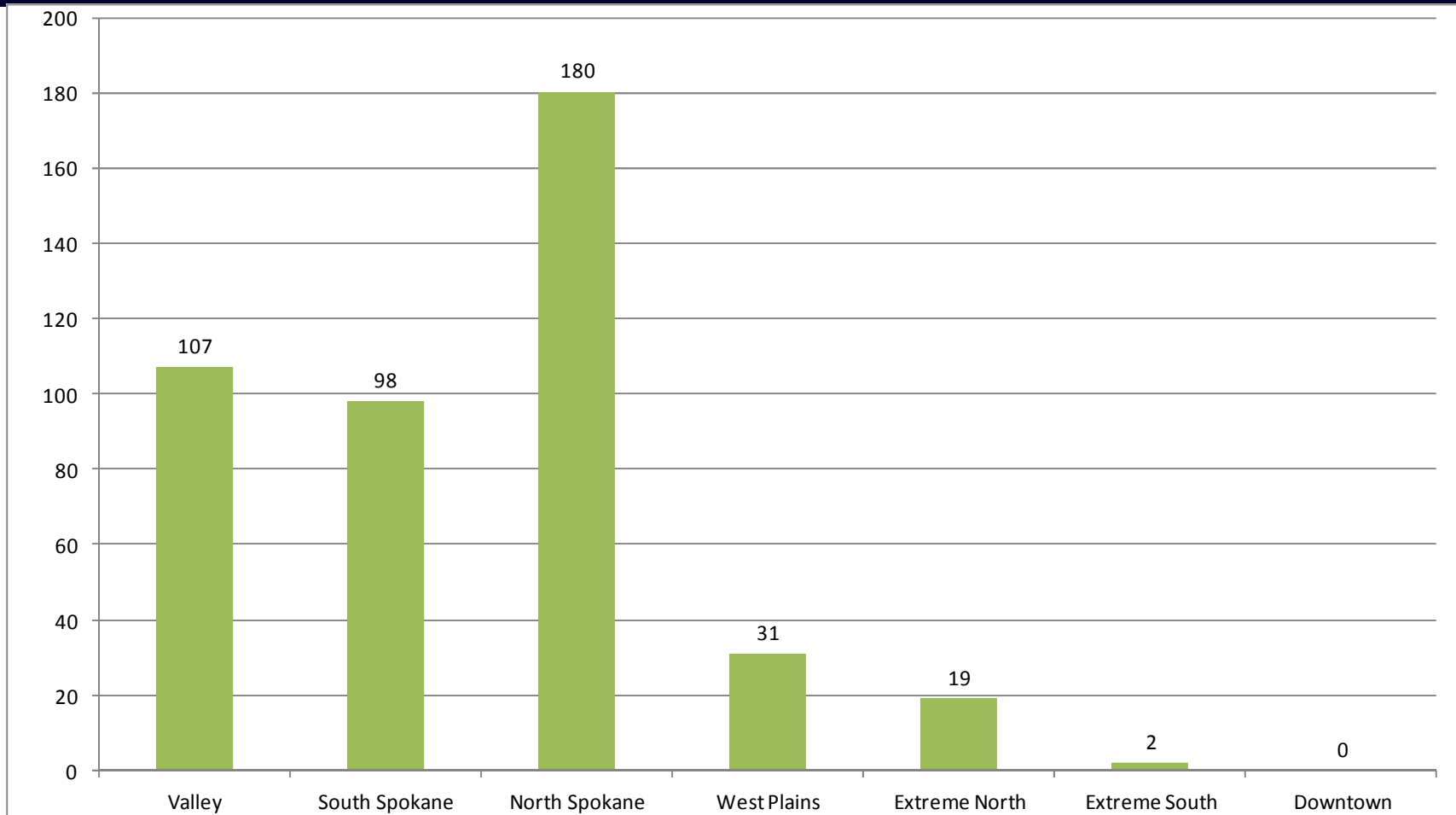
The Pending sales has risen to the 2nd highest point in the last 3+ years. A great sign that the market is improving.

INTEREST RATES BY MONTH 2010-MARCH 2013



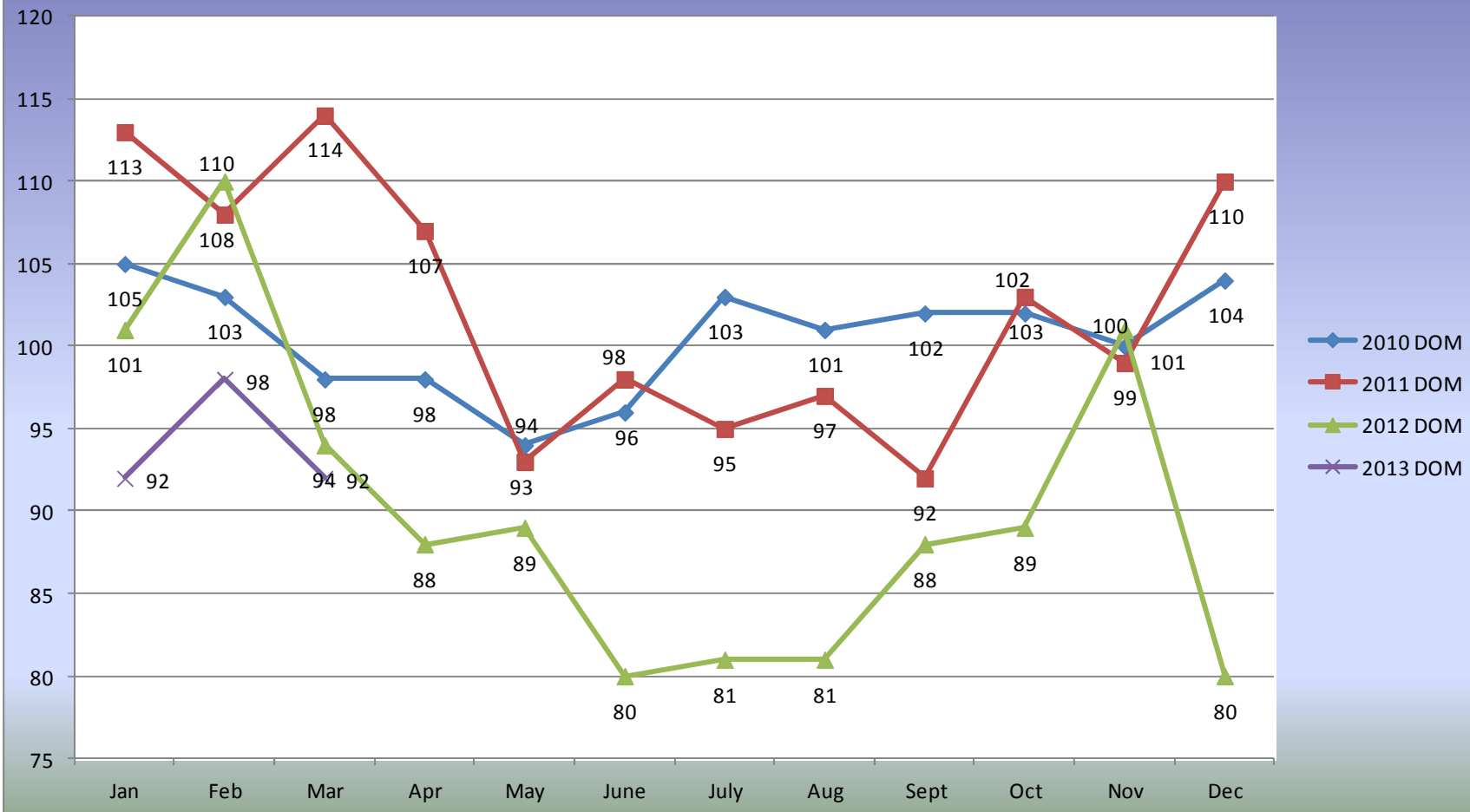
Interest rates just slightly up .04 from Feb.

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.