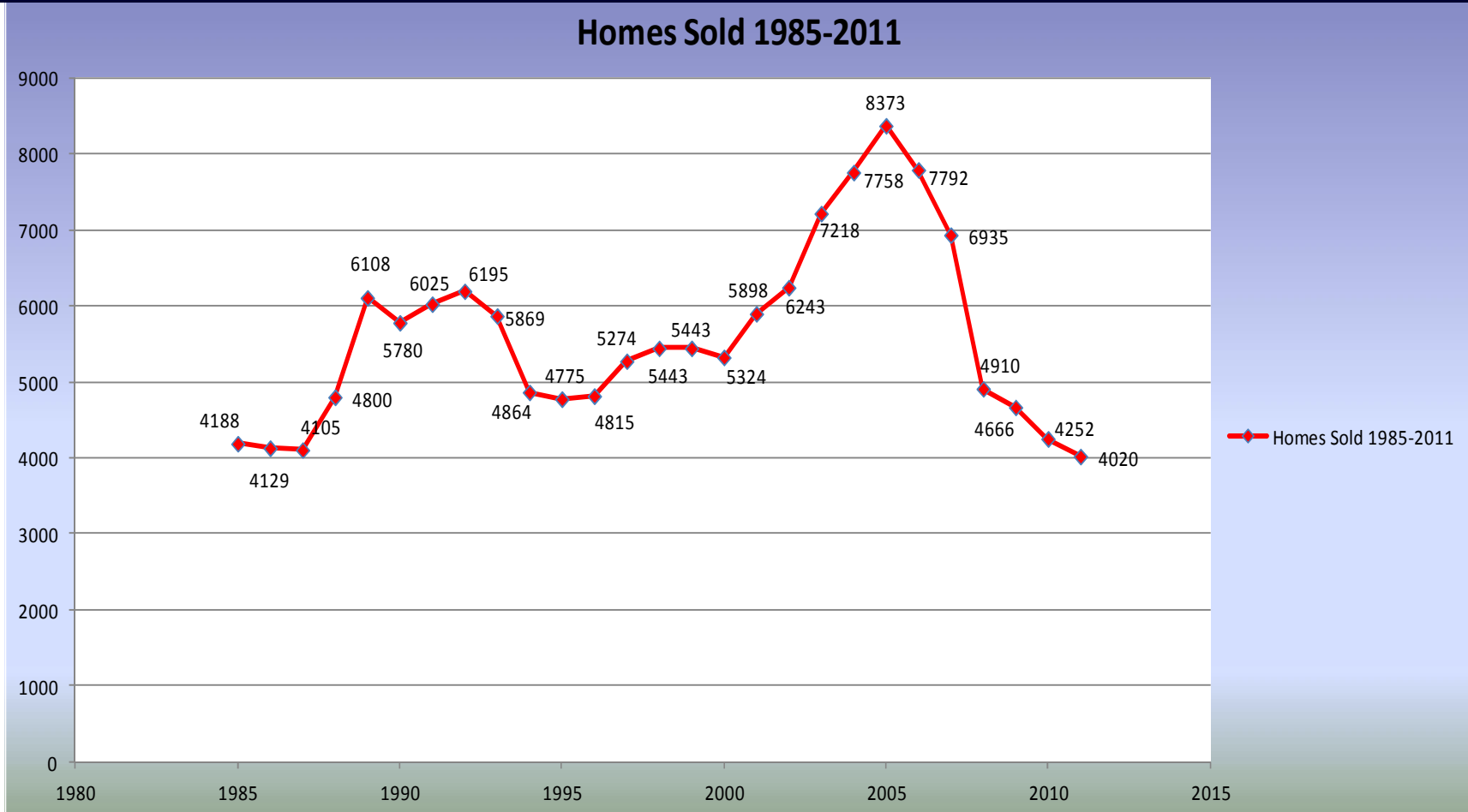


# HOMES SOLD 1985-2011



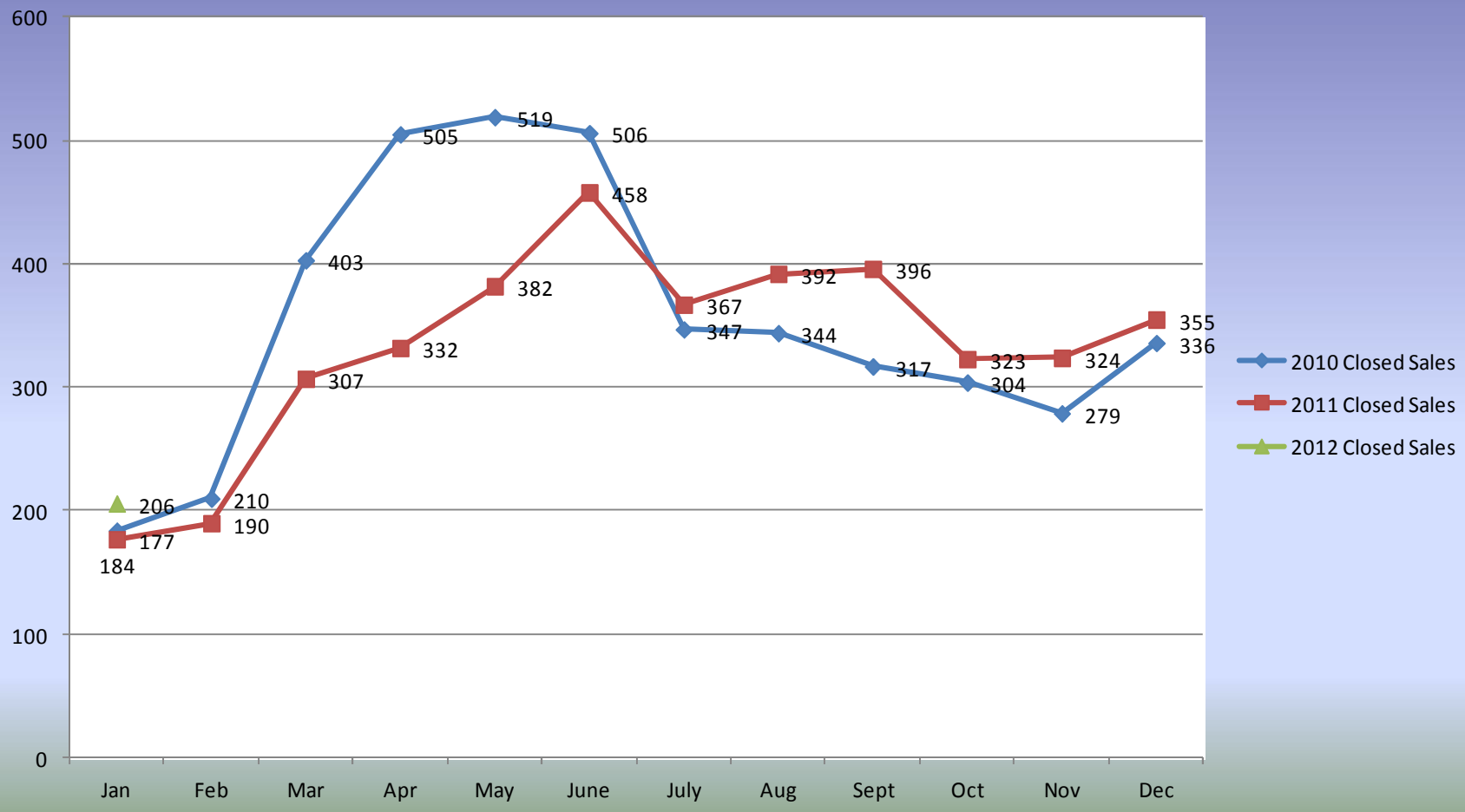
This is a graph of homes sold from 1985 to 2011. Statistics were first kept in 1985, and since that year, 2011 is the lowest number of homes sold.

# ANNUAL AVERAGE AND MEDIAN HOME SALES 2000-2011



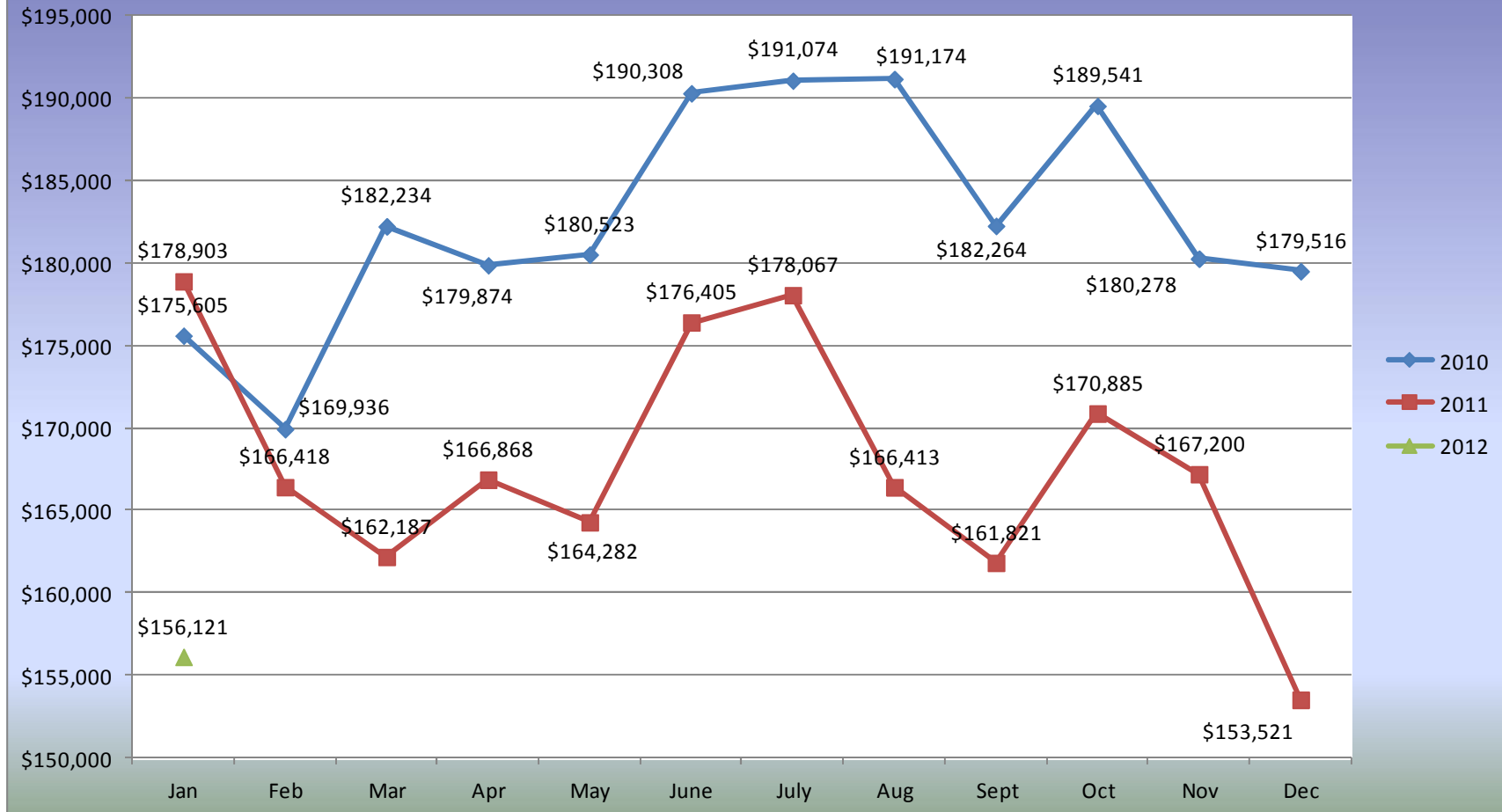
This graph shows the average and median sales price of residential single family homes from the year 2000-2011. Values in 2011 are near the values in 2005 after peaking in 2007.

# HOMES SOLD PER MONTH JAN. 2012



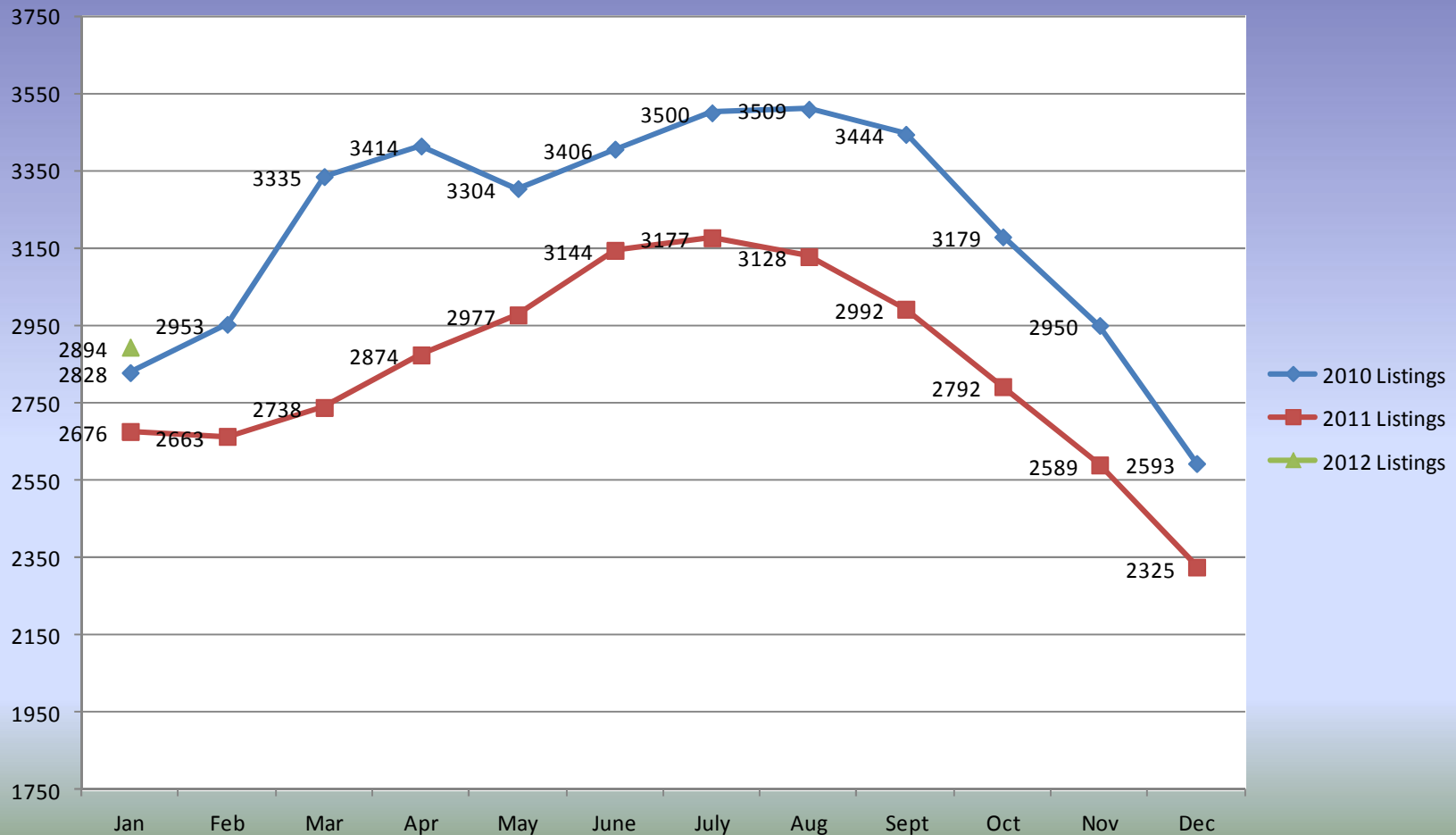
January 2012 is showing a promising start to the year, up over 2011 and 2010. The mild winter may have played a role in the increase activity.

# AVERAGE SALES PRICE BY MONTH JAN. 2012



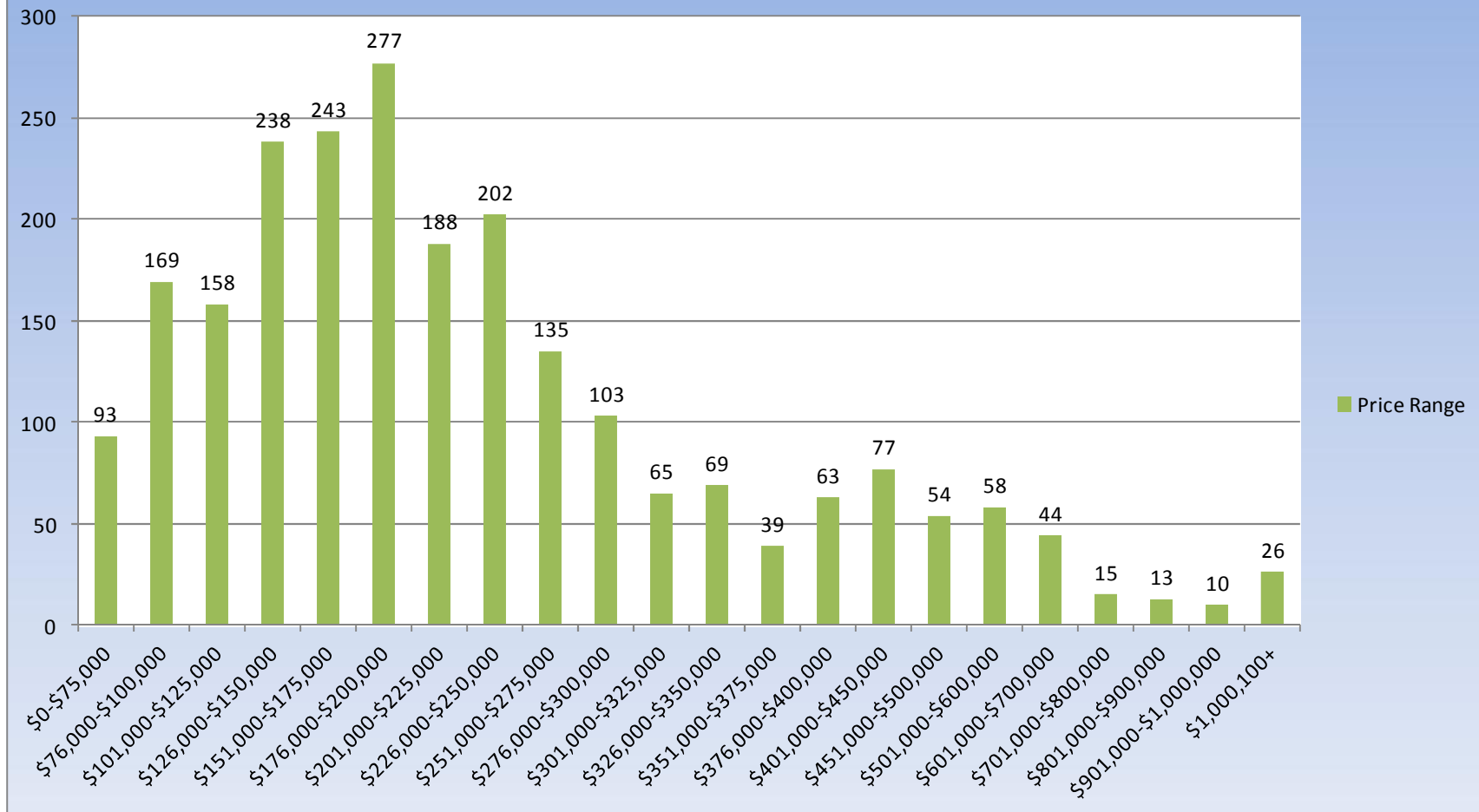
This graph shows the average Sales Price of homes in the Greater Spokane region. Sales price from January 2012 sunk almost 13% from Jan. 2011.

# HOMES FOR SALE JAN. 2012



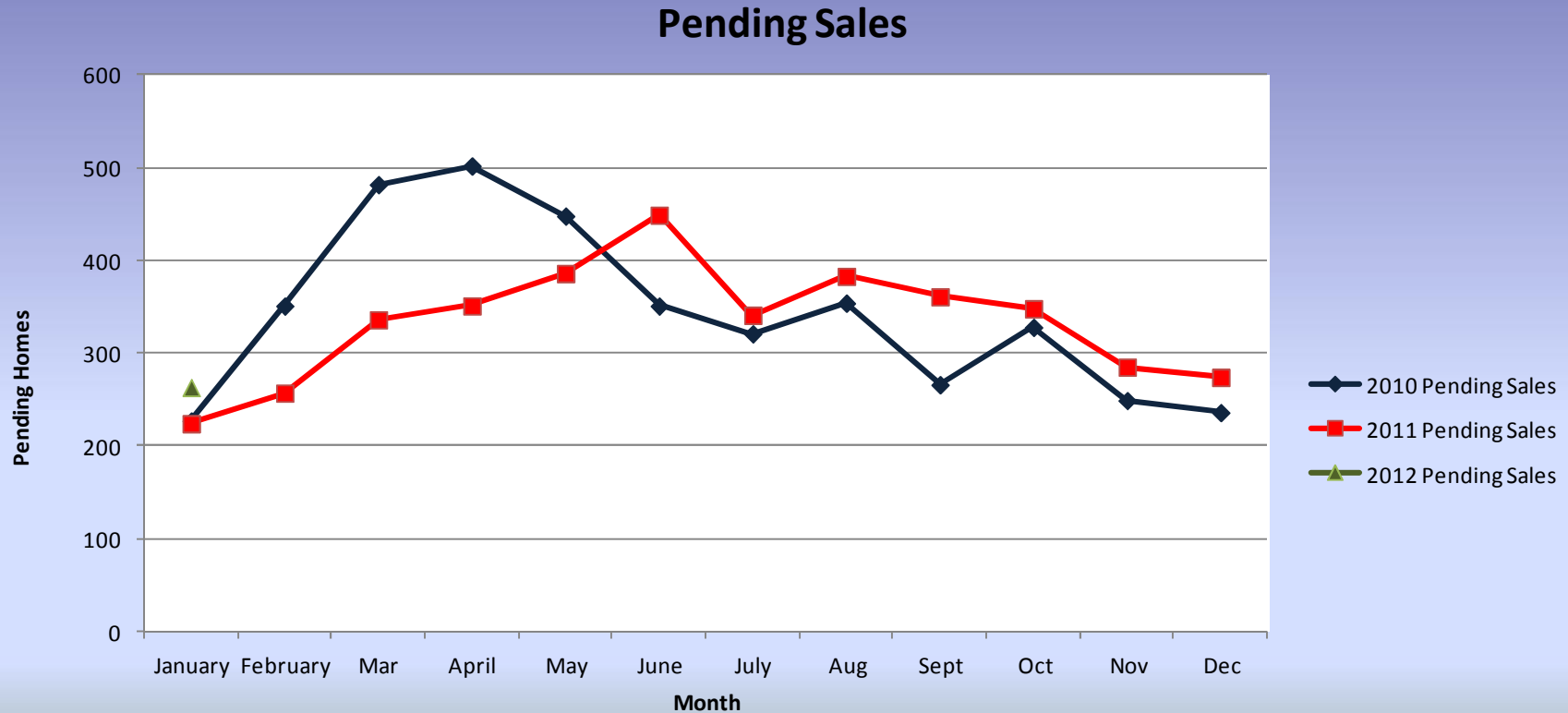
This chart shows the number of homes actively for sale by month. In Jan. 2012 there were 2,894 active listings, up 569 from Dec. 2011. There are more than 8% more homes on the market in Jan. 2012 than in Jan. 2011.

# HOMES FOR SALE BY PRICE BAND MARCH 2012



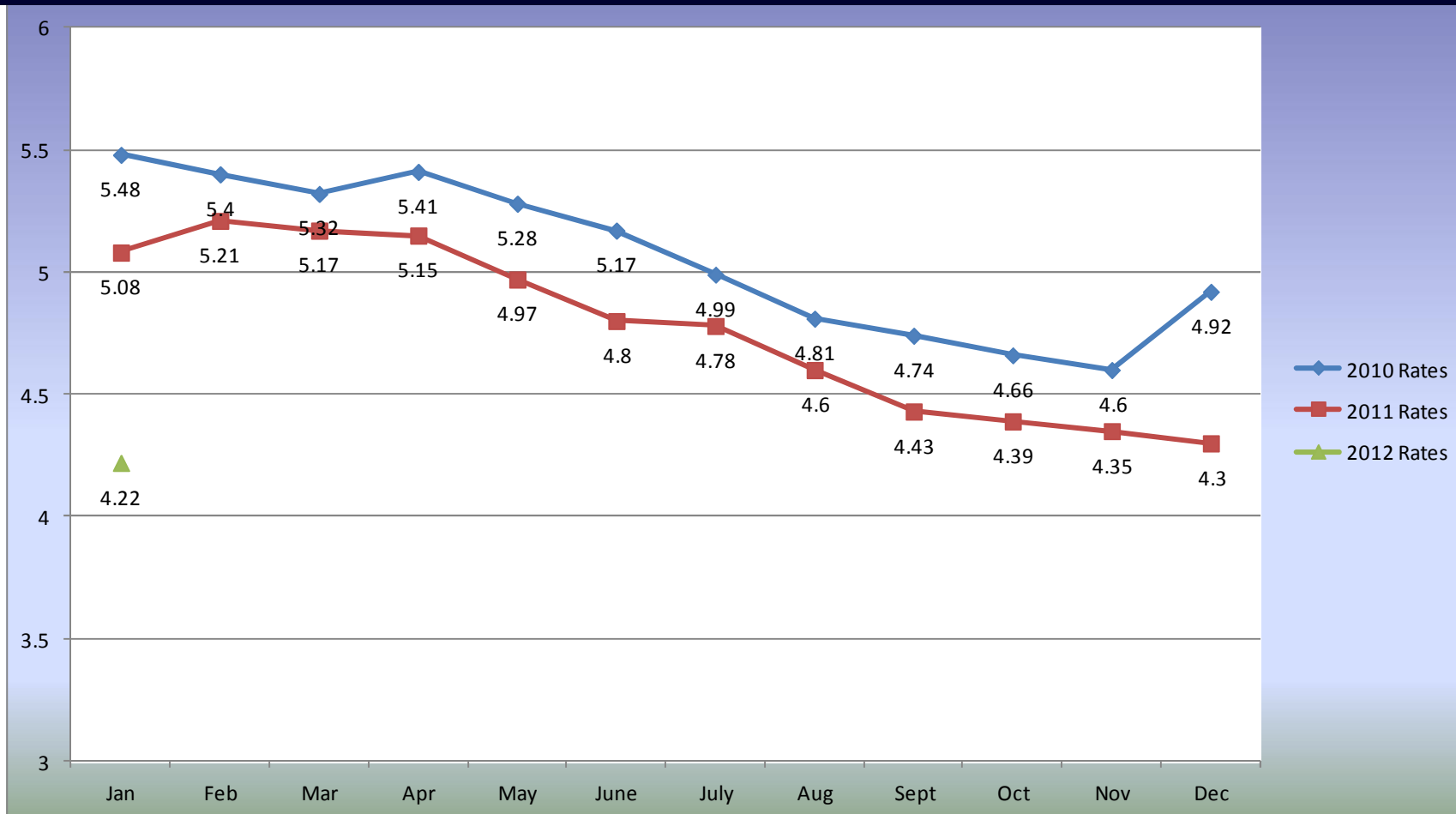
This shows the amount of homes currently Active for sale in the Greater Spokane Area by price range. The highest price band is between \$176,000-\$200,000.

# PENDING SALES JAN. 2012



This graph shows how many homes went pending during the month of January. This is one of the most useful statistics because it measures of the state of the current market. We are slightly ahead of 2011 and 2010 Sales.

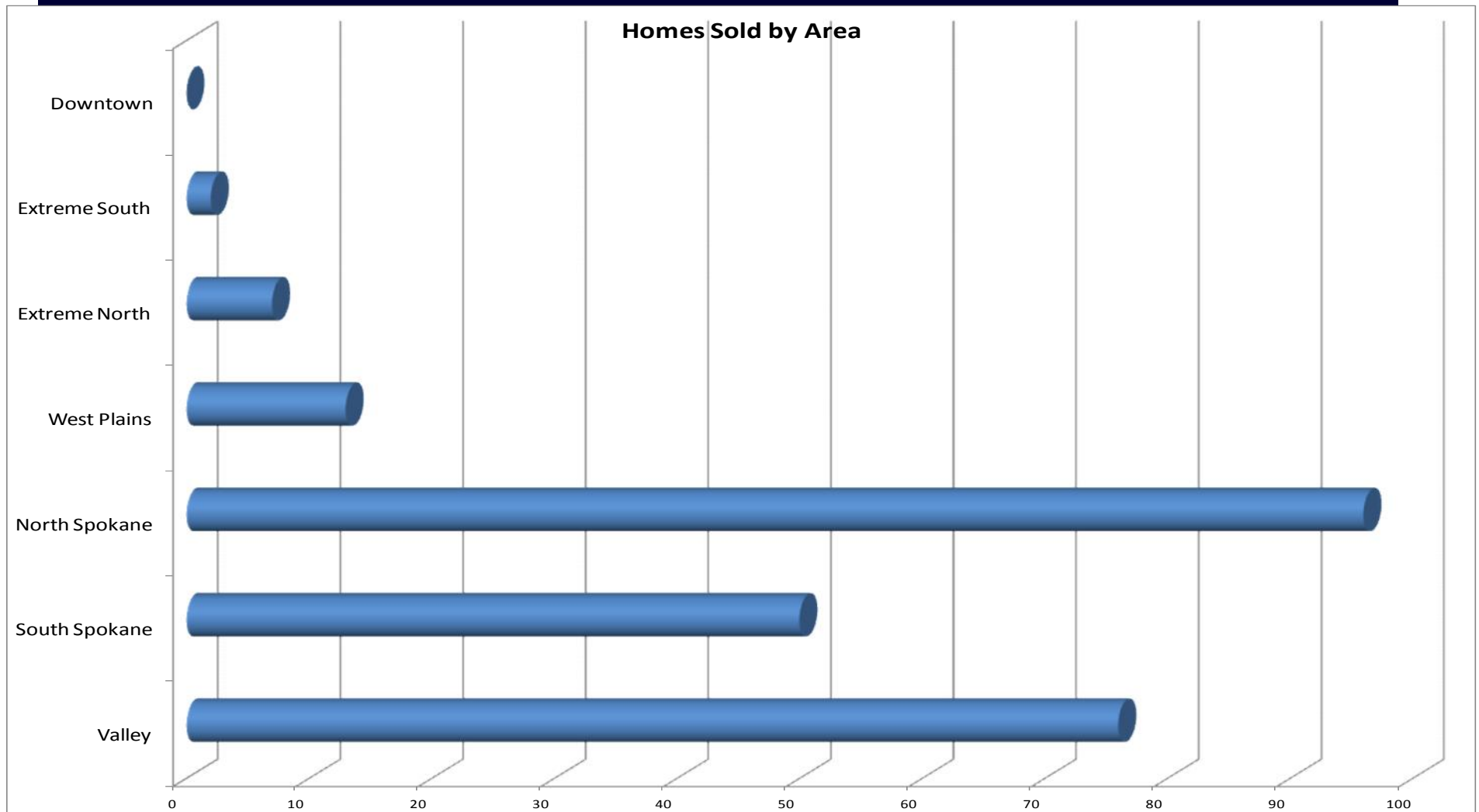
# INTEREST RATES BY MONTH 2010-JAN. 2012



Historically interest rates are very low and currently at the lowest point in the last 2+ years.

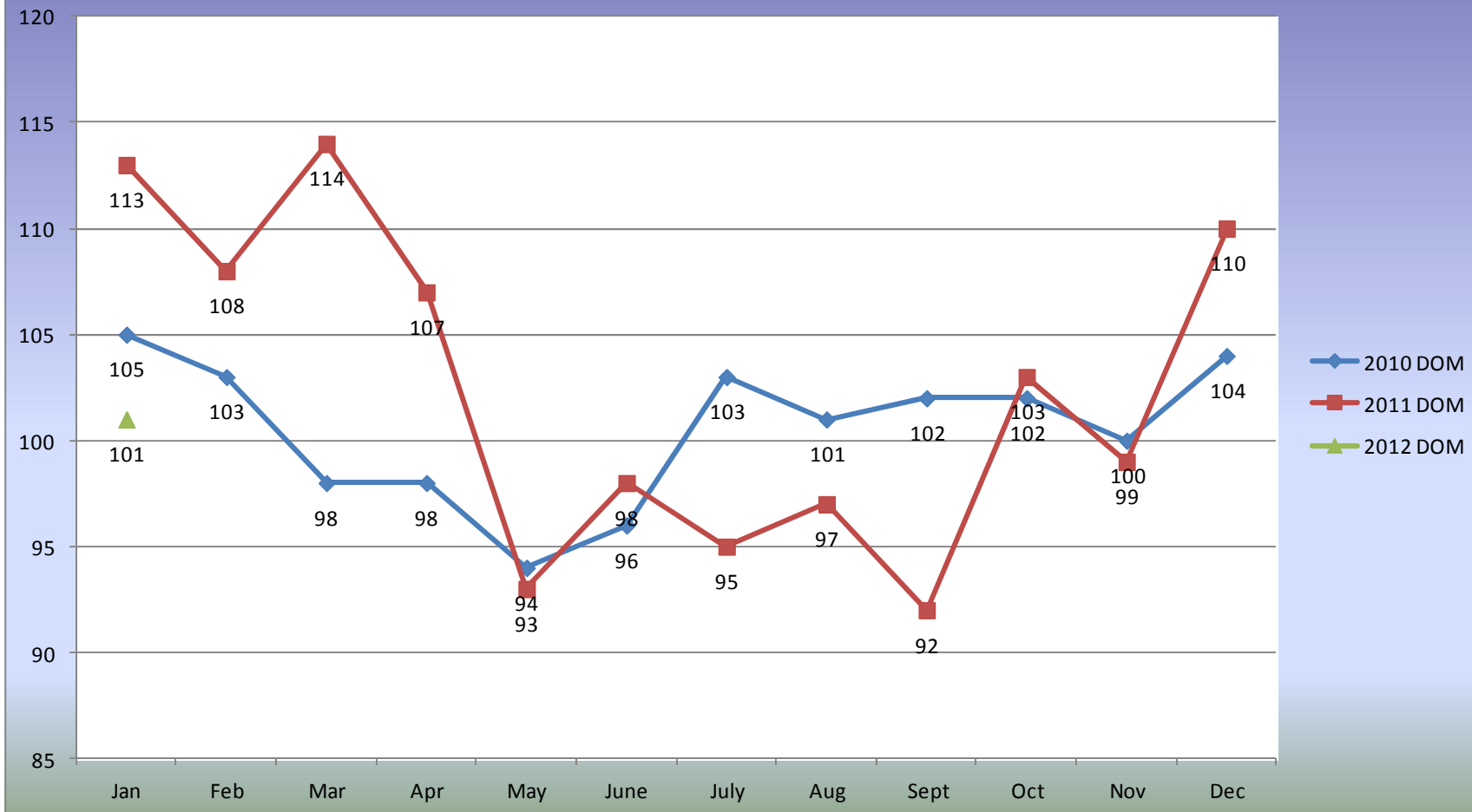


# HOMES SOLD BY AREA JAN. 2012



This graph shows how many homes sold by location. North Spokane and the Spokane Valley accounted for the most closed homes while Downtown and Extreme South combined for just 2 sales in Jan. 2012.

# DAYS ON MARKET 2010 TO JAN. 2012



This graph shows the average Days on Market by month for homes that have sold since January 2010. There is not much change in the days, from 92-113 days. This demonstrates that homes that are priced right will sell between 3 and 4 months.