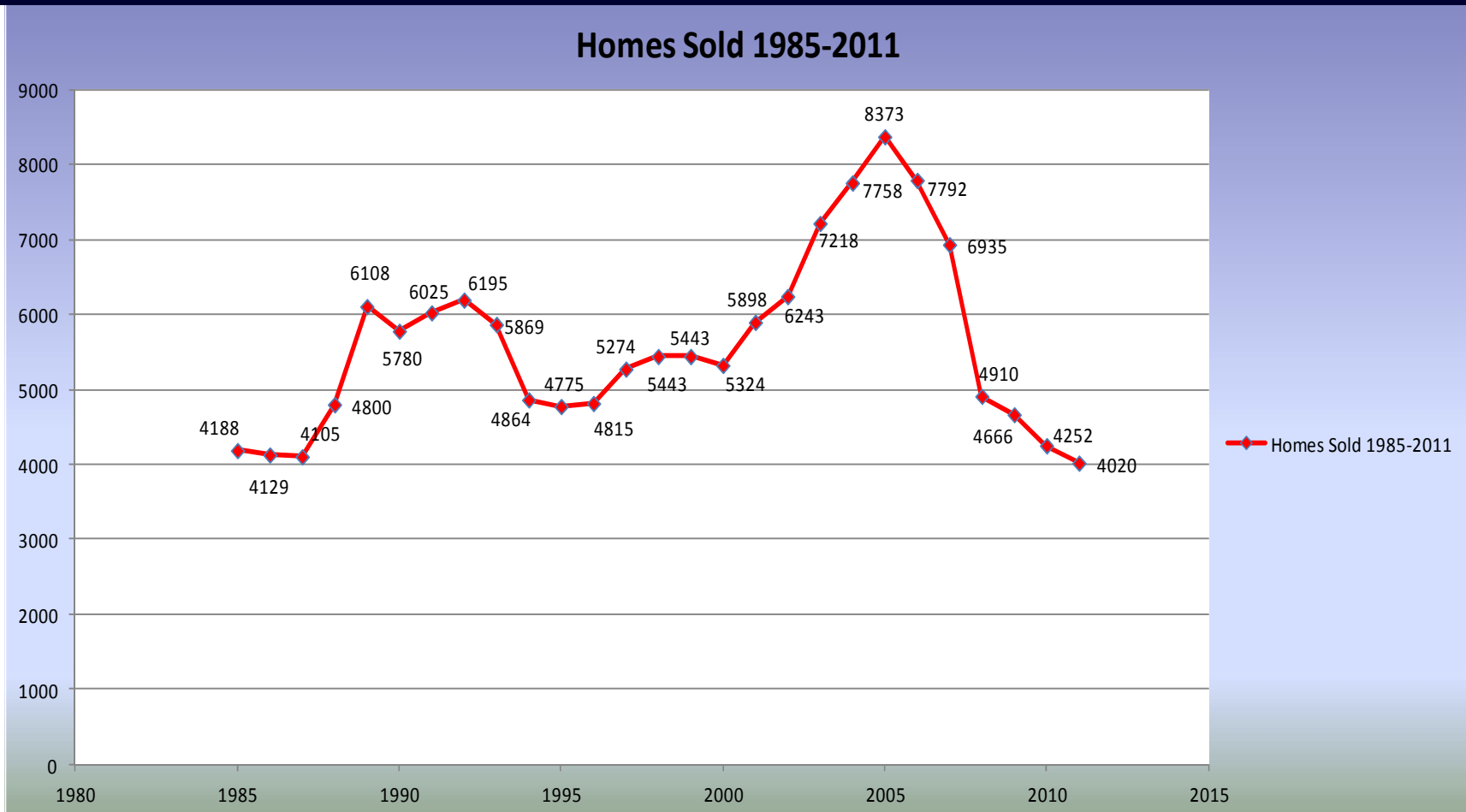


# HOMES SOLD 1985-2011



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.

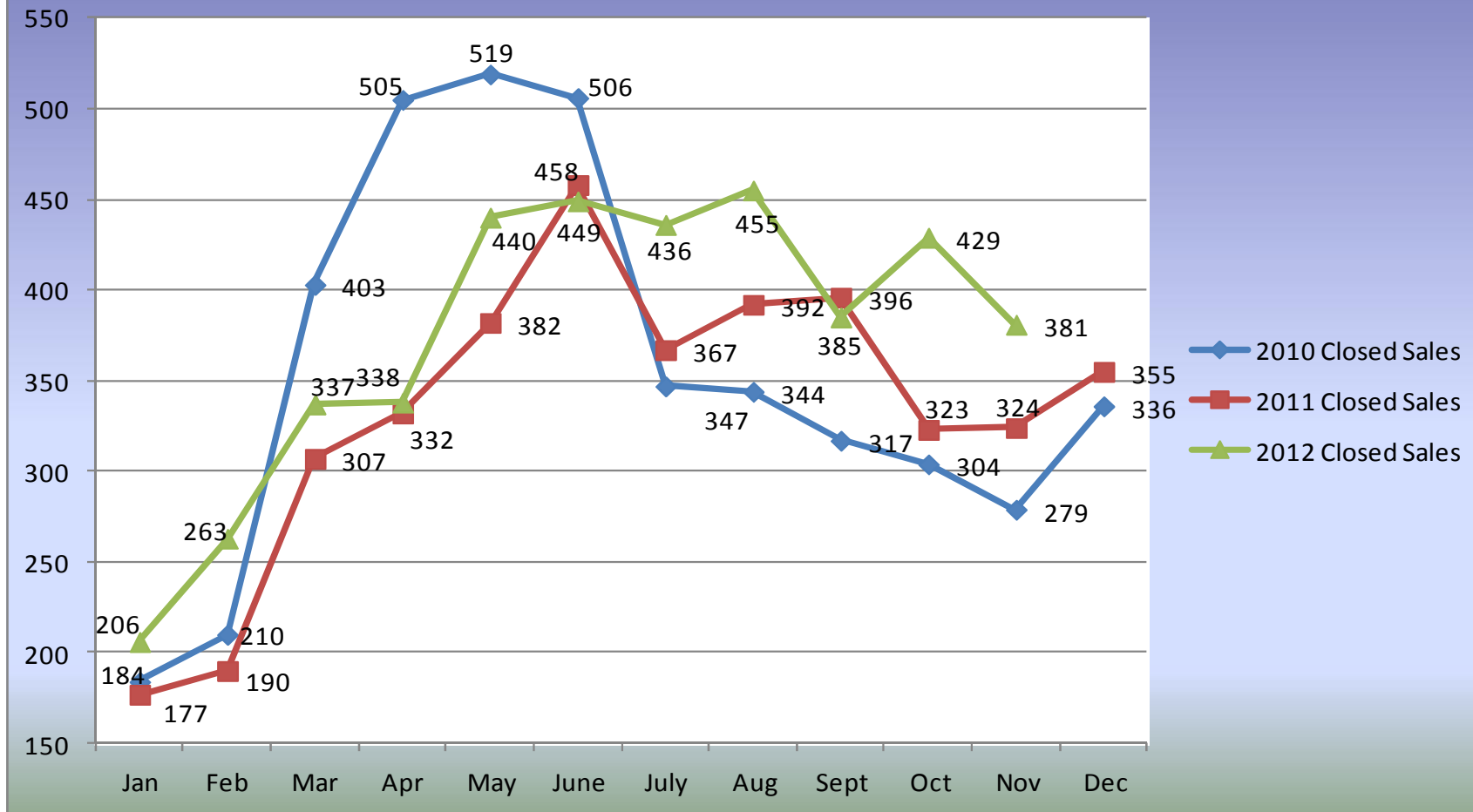
# ANNUAL AVERAGE AND MEDIAN HOME SALES 2000-2011



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.

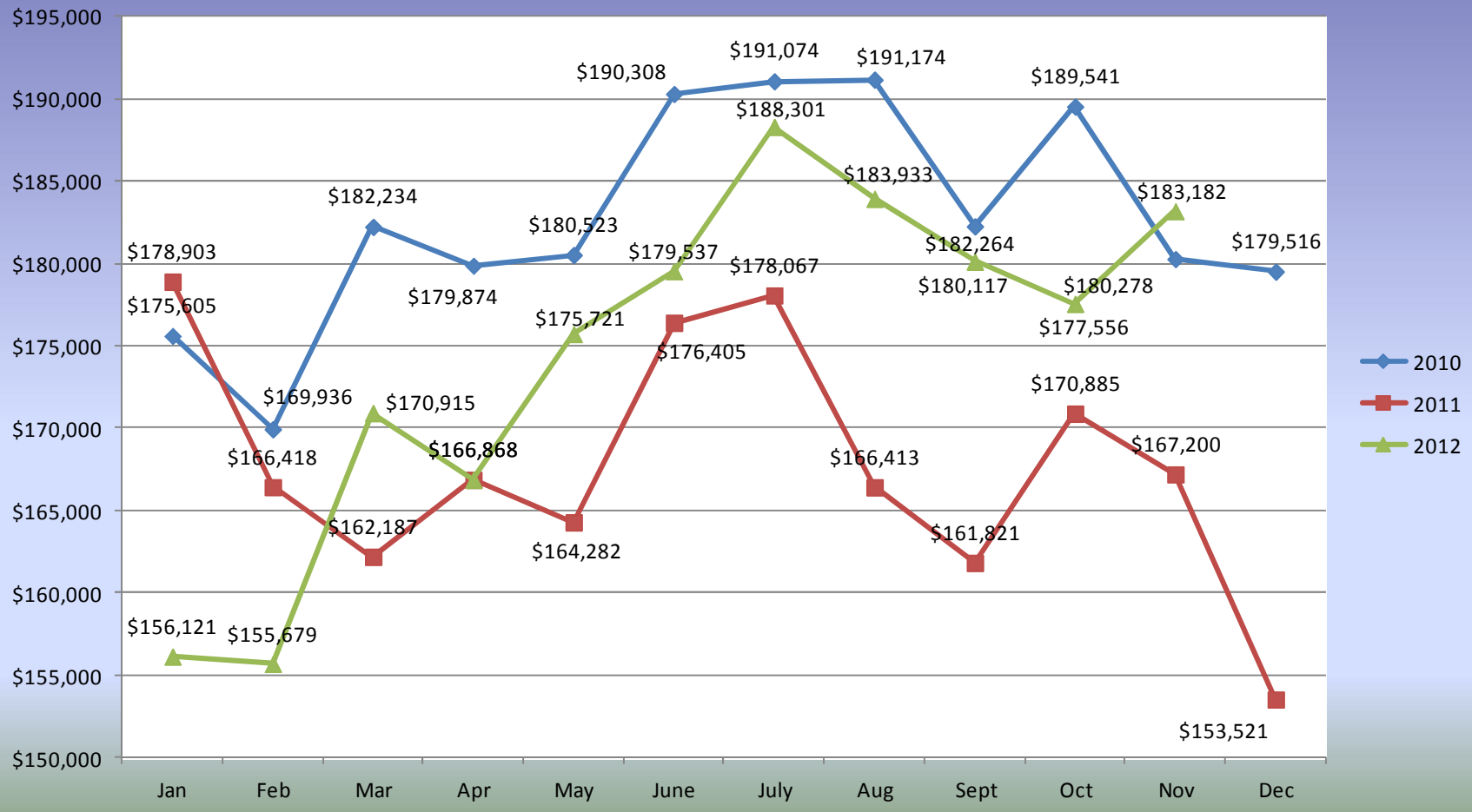
# HOMES SOLD PER MONTH

## Nov. 2012



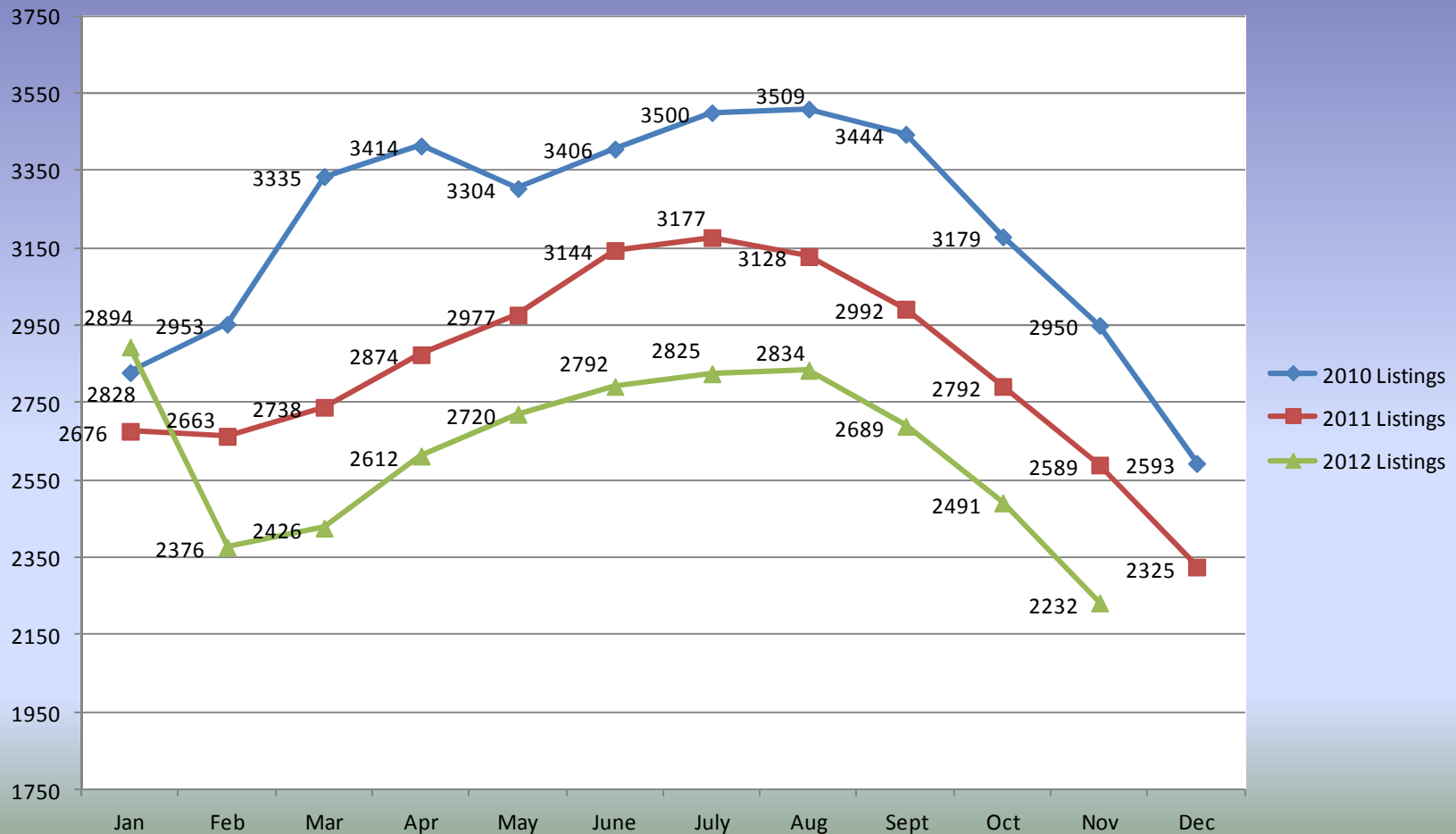
Closed sales dropped from Oct. 2012 but still higher than the previous 2 years.

# AVERAGE SALES PRICE BY MONTH Nov. 2012



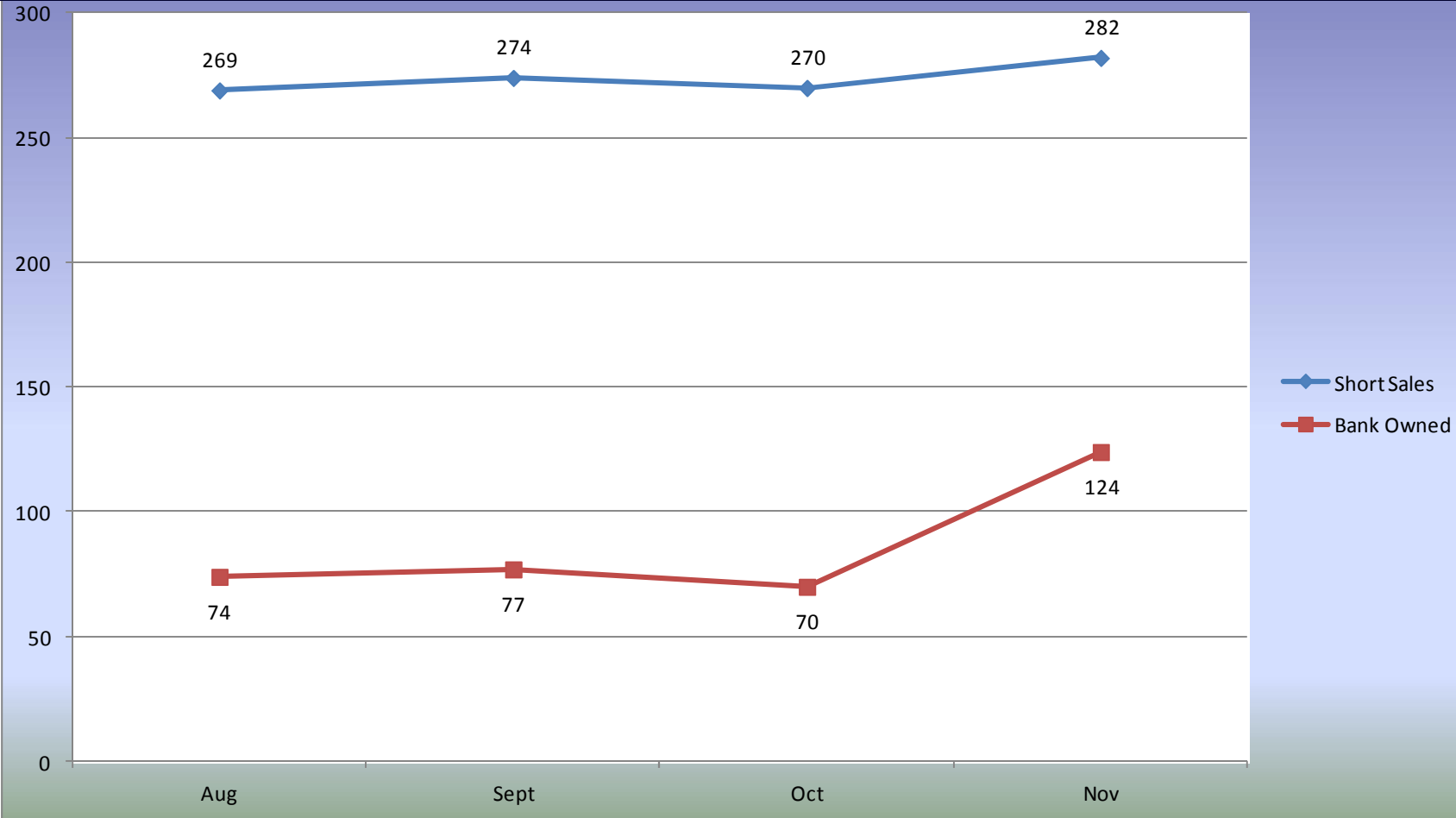
Average sales price climbed back up to August prices.

# HOMES FOR SALE Nov. 2012



The active number of homes for sale has dropped to a 3 year low. This lower inventory will help the appreciation grow. The last 3 years of listings seem almost like train tracks.

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



While Short Sales listed haven't increased by much in Nov. bank owned homes increased by nearly double.

# HOMES SOLD BY PRICE RANGE AND # OF MONTHS OF INVENTORY NOV 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	133	45	2.9
\$76,000-\$100,000	203	22	9.2
\$101,000-\$125,000	208	37	5.6
\$126,000-\$150,000	266	65	4.1
\$151,000-\$175,000	279	73	3.8
\$176,000-\$200,000	284	47	6.1
\$201,000-\$225,000	186	33	5.6
\$226,000-\$250,000	195	26	7.5
\$251,000-\$275,000	130	24	5.4
\$276,000-\$300,000	164	21	7.8

With the exception of one section of the lower market, things are looking stronger than ever with most of the market at least flat-moderate appreciation.

# HOMES SOLD BY PRICE RANGE AND # OF MONTHS OF INVENTORY NOV 2012

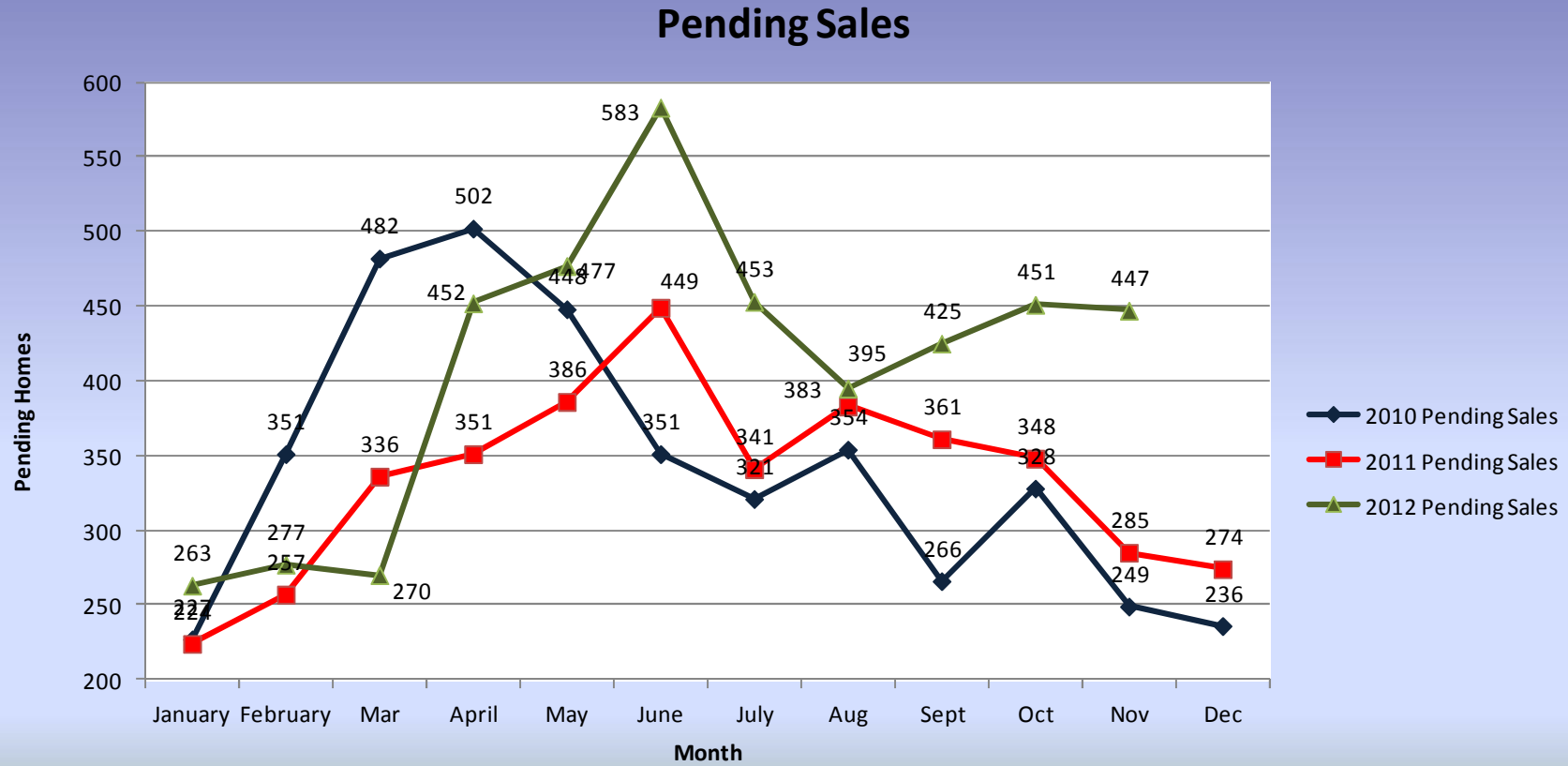
12+ Months of Inventory	Extreme Buyer's Market	High Depreciation
9-12 Months of Inventory	Normal Buyer's Market	Moderate Depreciation
6-9 Months of Inventory	Balanced Market	Flat/Slight Depreciation
3-6 Months of Inventory	Normal Seller's Market	Moderate Appreciation
0-3 Months of Inventory	Extreme Seller's Market	High Appreciation

Price Range	Active Listings	Homes Sold	Months of Inventory
\$301,000-\$325,000	58	18	3.2
\$326,000-\$350,000	83	9	9.2
\$351,000-\$375,000	52	13	4
\$376,000-\$400,000	77	9	8.6
\$401,000-\$450,000	71	11	6.4
\$451,000-\$500,000	68	3	22.7
\$501,000-\$600,000	67	6	11.2
\$601,000-\$700,000	37	0	
\$701,000-\$800,000	28	0	
\$801,000-\$900,000	16	0	
\$901,000-\$1,000,000	12	0	
\$1,000,100+	25	1	25

The high end of the market is in a high depreciation as is usual in Spokane.

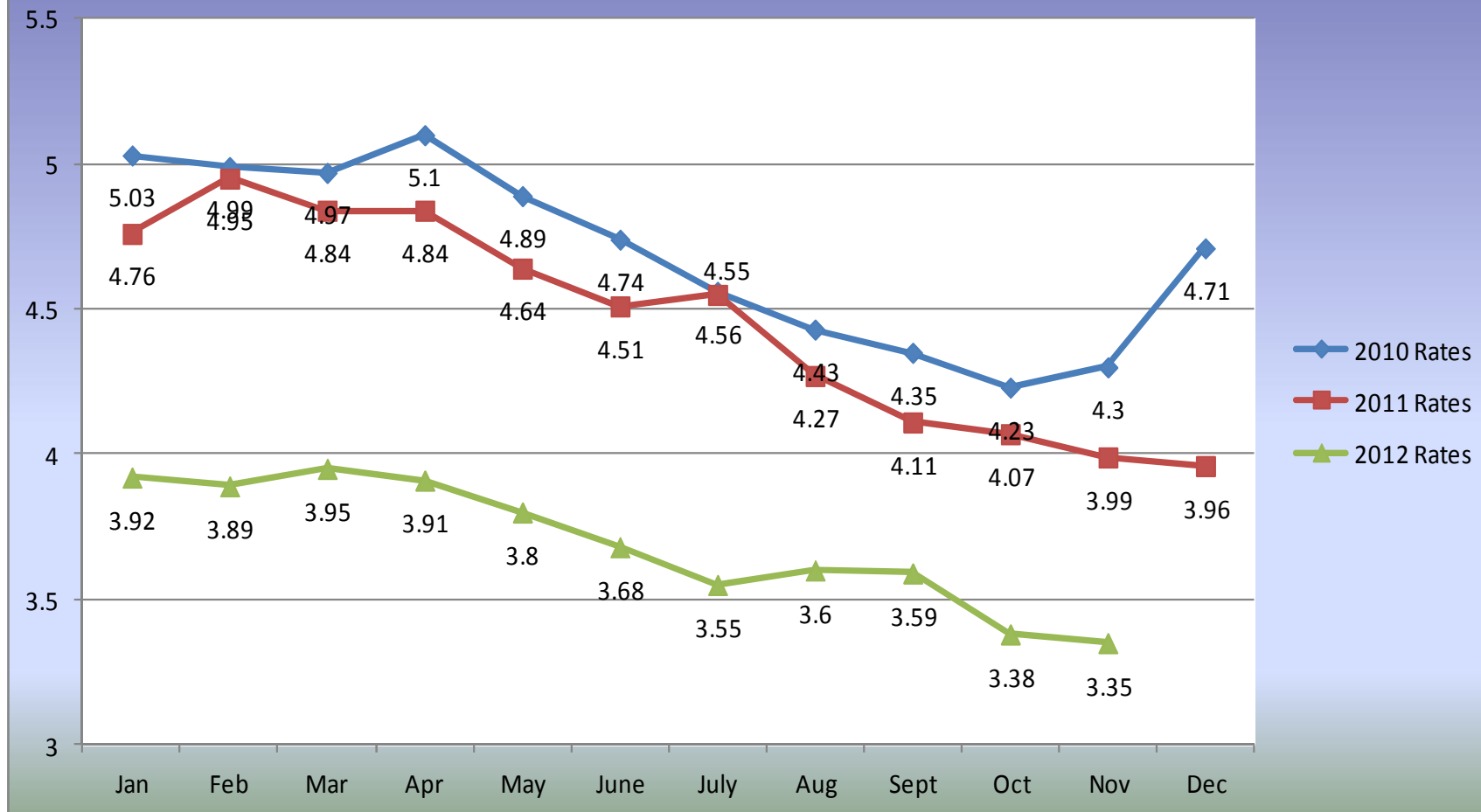


# PENDING SALES Nov. 2012



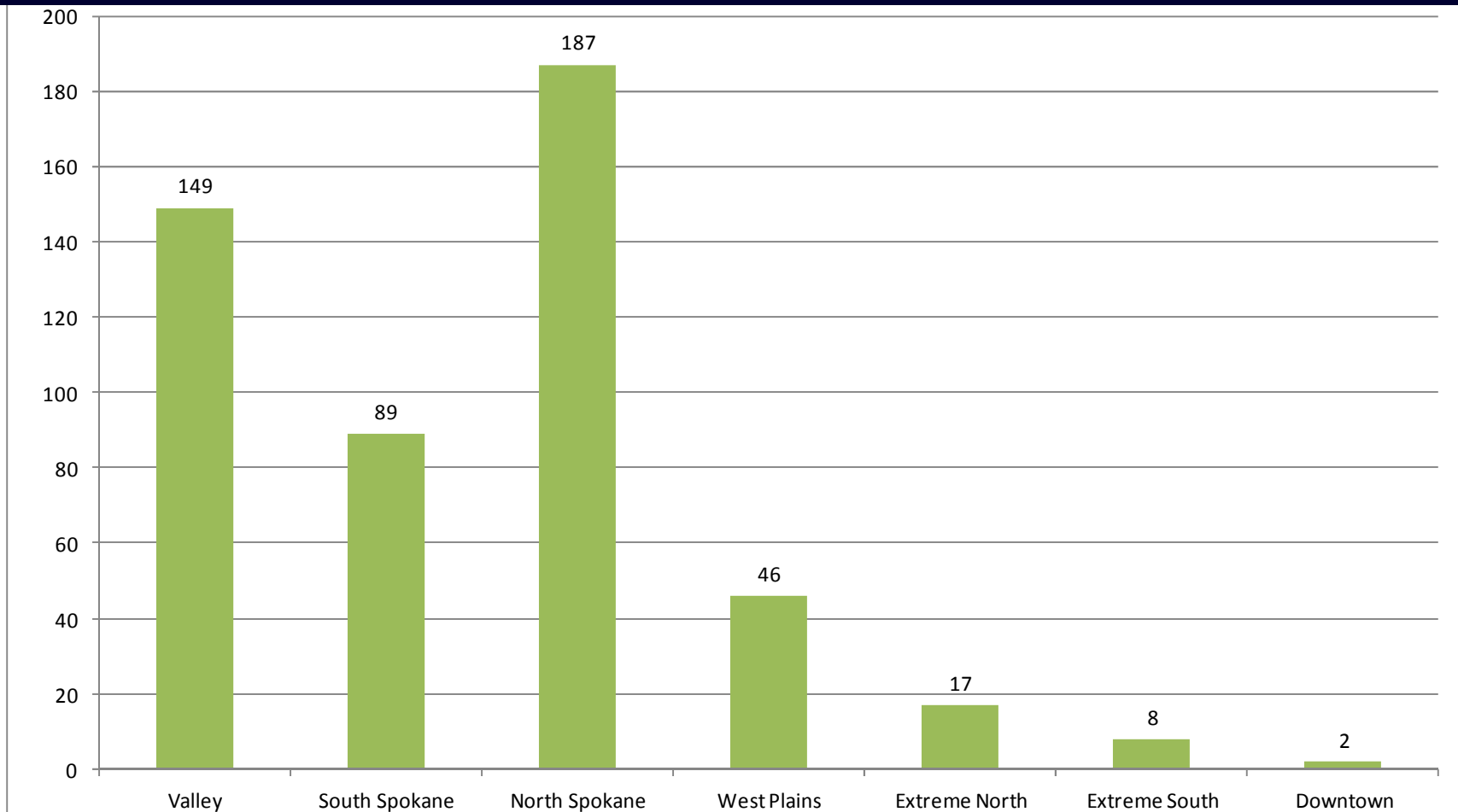
Pending sales stayed high in Nov. 2012. Typically these numbers would drop to some of the lowest numbers in the year. Recovery?

# INTEREST RATES BY MONTH 2010-Nov. 2012



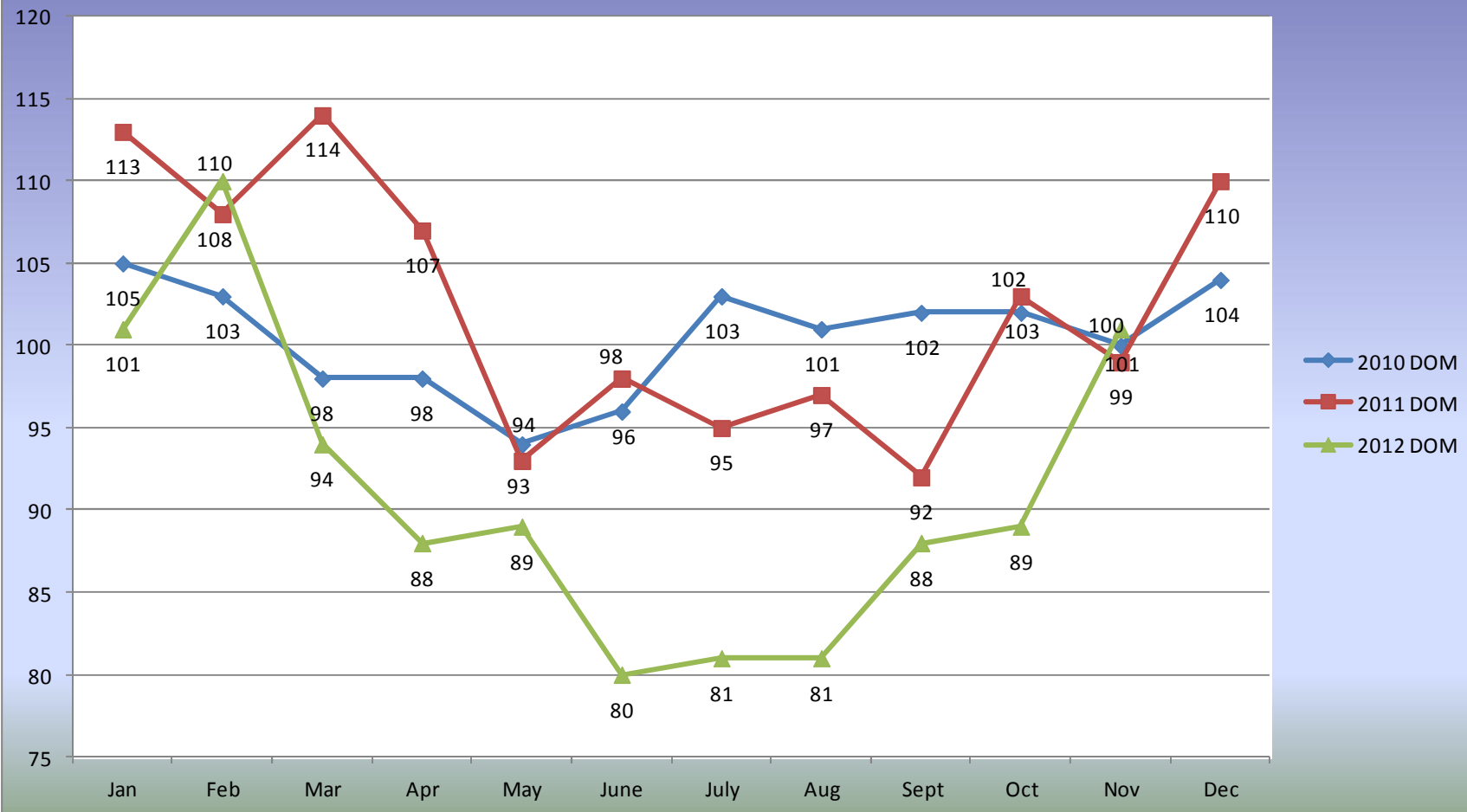
Wow! Can you believe rates went down again?

# HOMES SOLD BY AREA Nov. 2012



The Valley and West Plains saw a big jump in number in Nov. 2012 while the Extreme South and Downtown saw the biggest jump as a percentage.

# DAYS ON MARKET 2010 TO Nov. 2012



Days on market jumped to the highest it has been since Feb. 2012 but that follows the trend of 2011.