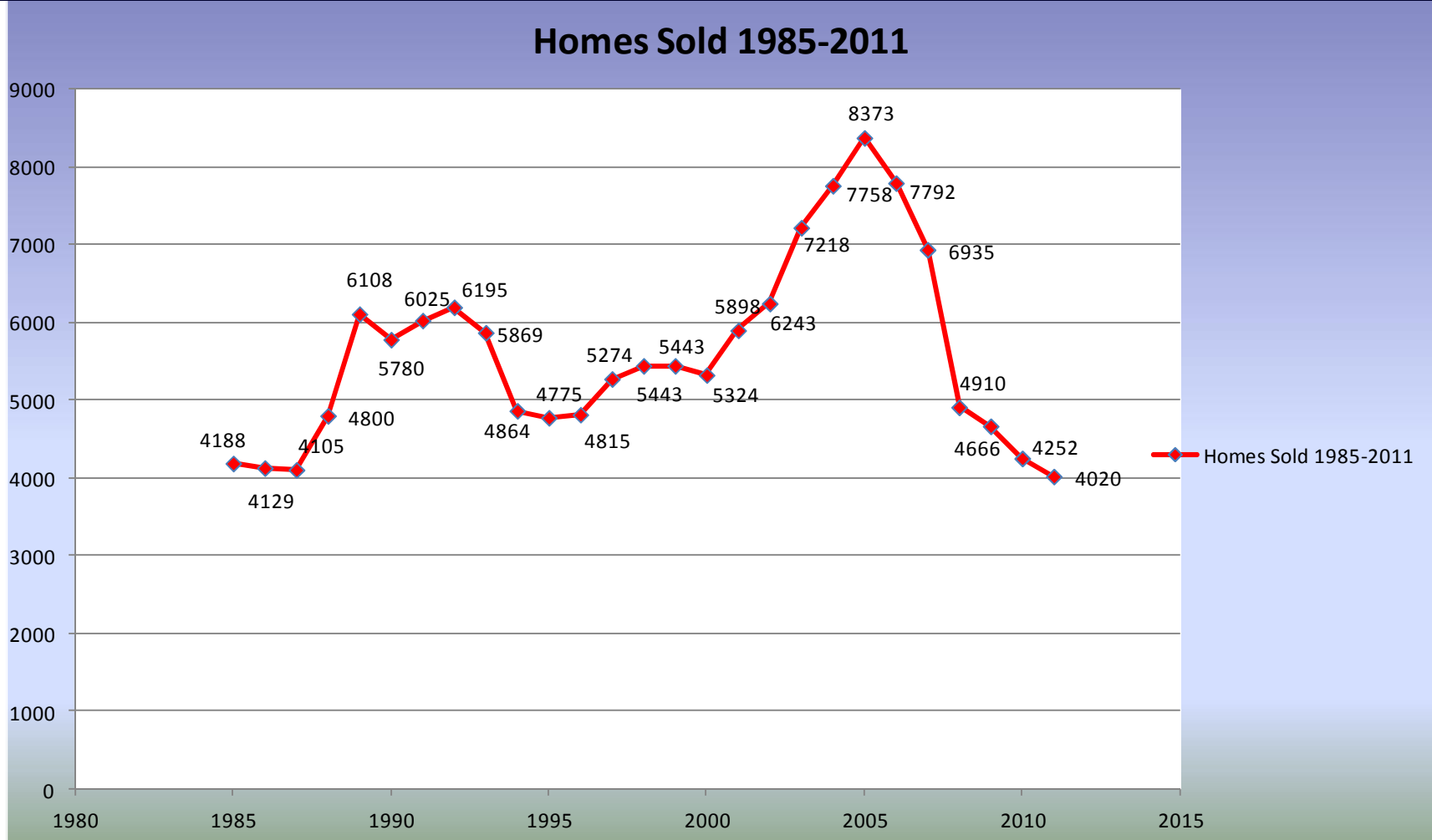
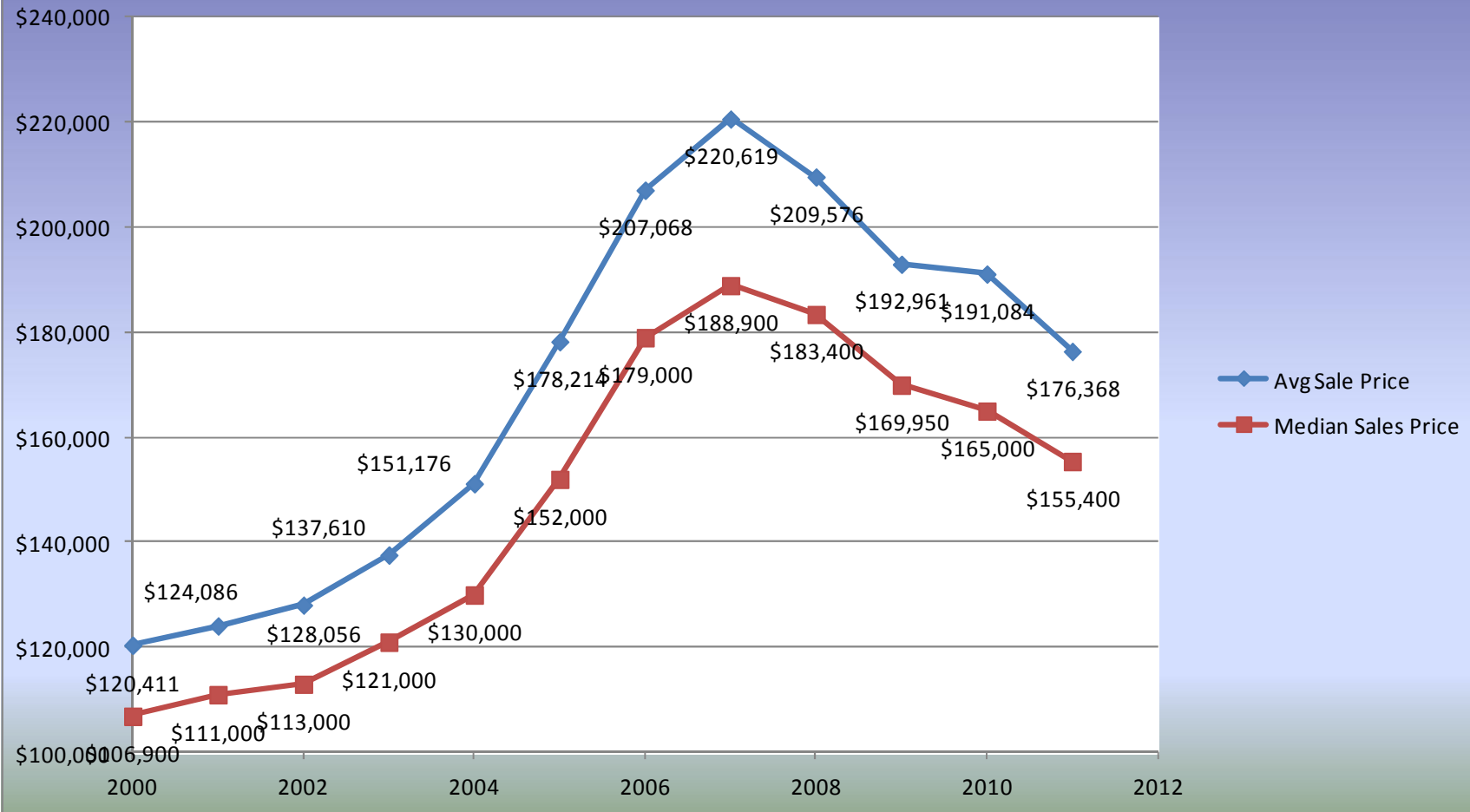


HOMES SOLD 1985-2011



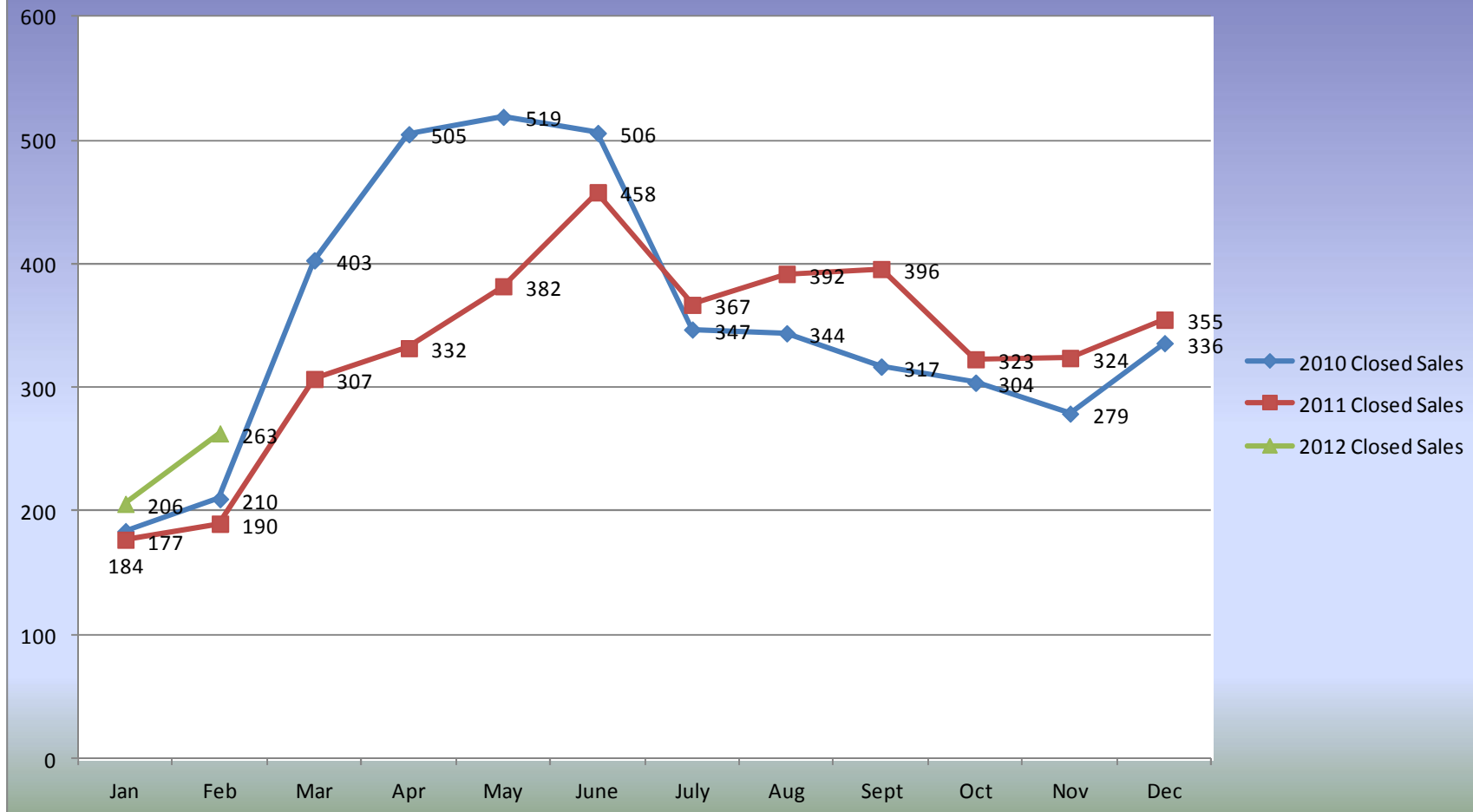
This is a graph of homes sold from 1985 to 2011. Statistics were first kept in 1985, and since that year, 2011 is the lowest number of homes sold.

AVERAGE AND MEDIAN HOME SALES 2000-2011



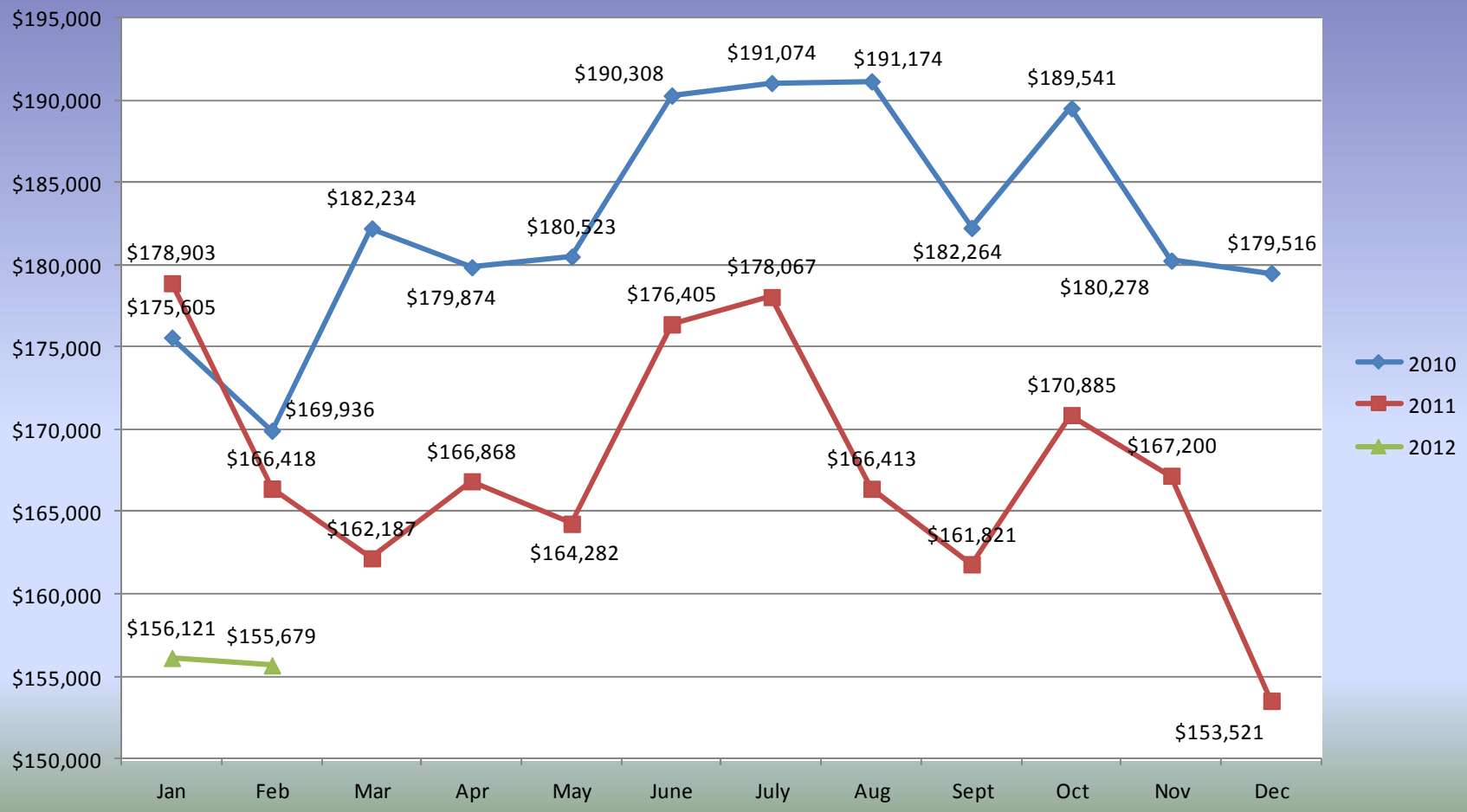
This graph shows the average and median sales price of residential single family homes from the year 2000-2011. Values in 2011 are near the values in 2005 after peaking in 2007.

HOMES SOLD PER MONTH FEB. 2012



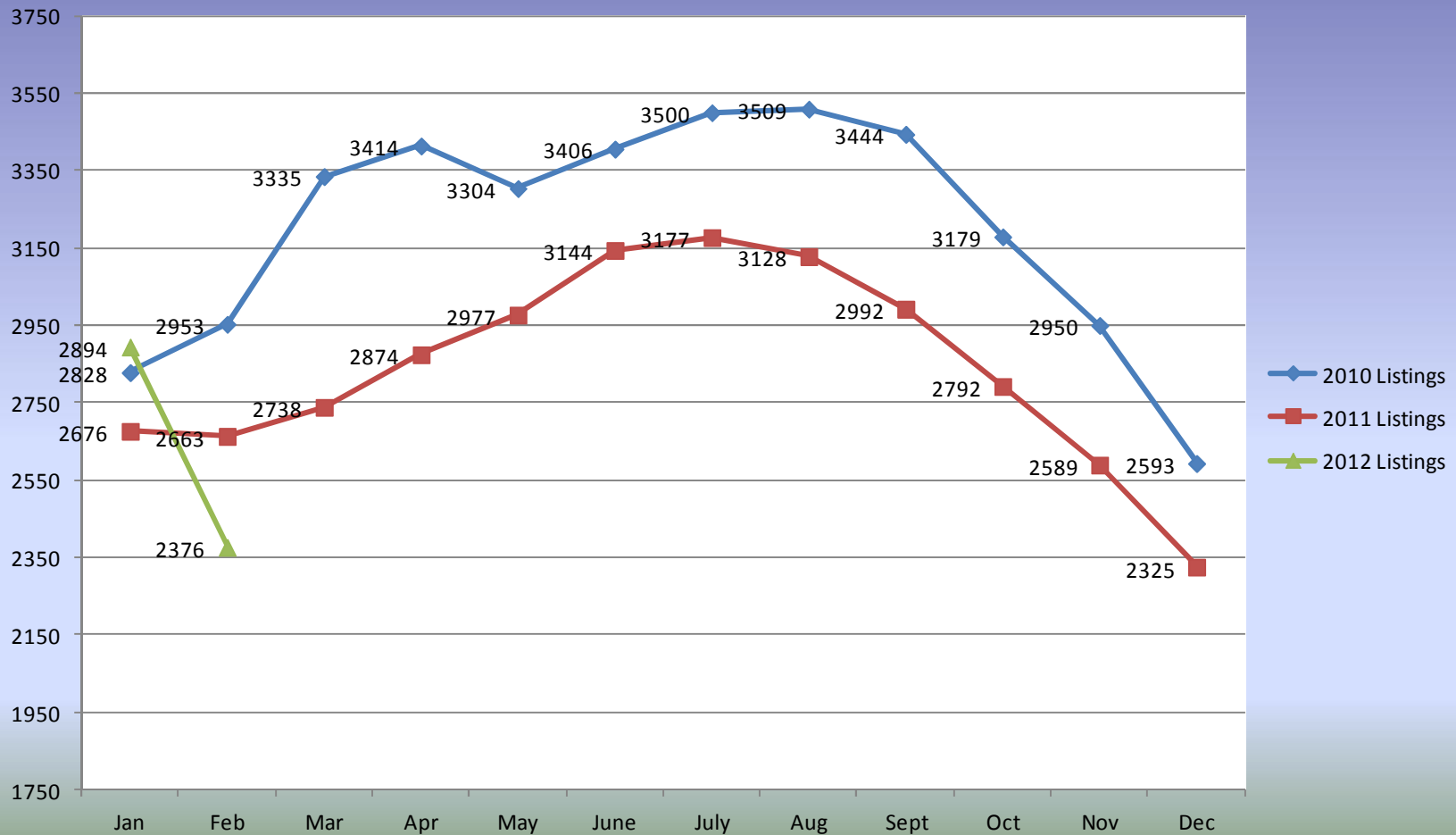
For the first 2 months of 2012, closed residential home sales have out performed 2011 and 2010. A promising start to 2012.

AVERAGE SALES PRICE BY MONTH FEB. 2012



2010 and 2011 showed significant drops from Jan to Feb, but only a slight drop in price in 2012 between the years' first 2 months.

HOMES FOR SALE FEB. 2012



Feb. has a significant drop in homes listed from Jan. in 2012.

HOMES SOLD BY PRICE RANGE AND # OF MONTHS OF INVENTORY MARCH 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 Feb 2012	Months of inventory	Type of Market
\$0-\$75,000	93	48	1.9	Extreme Seller's Market
\$76,000-\$100,000	169	32	5.3	Normal Seller's Market
\$101,000-\$125,000	158	35	4.5	Normal Seller's Market
\$126,000-\$150,000	238	49	4.9	Normal Seller's Market
\$151,000-\$175,000	243	42	5.8	Normal Seller's Market
\$176,000-\$200,000	277	22	12.6	Extreme Buyer's Market
\$201,000-\$225,000	188	12	15.7	Extreme Buyer's Market
\$226,000-\$250,000	202	20	10.1	Normal Buyer's Market
\$251,000-\$275,000	135	9	15	Extreme Buyer's Market
\$276,000-\$300,000	103	3	34.3	Extreme Buyer's Market

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. This graph also shows how many months of inventory per price band. For example, in Feb. 2012 22 homes sold in the \$176K-\$200K price band and in March 2012 there are 277 active listings in the same price band. Divide 277 by 22 and there are 12.6 months of inventory in that price band.

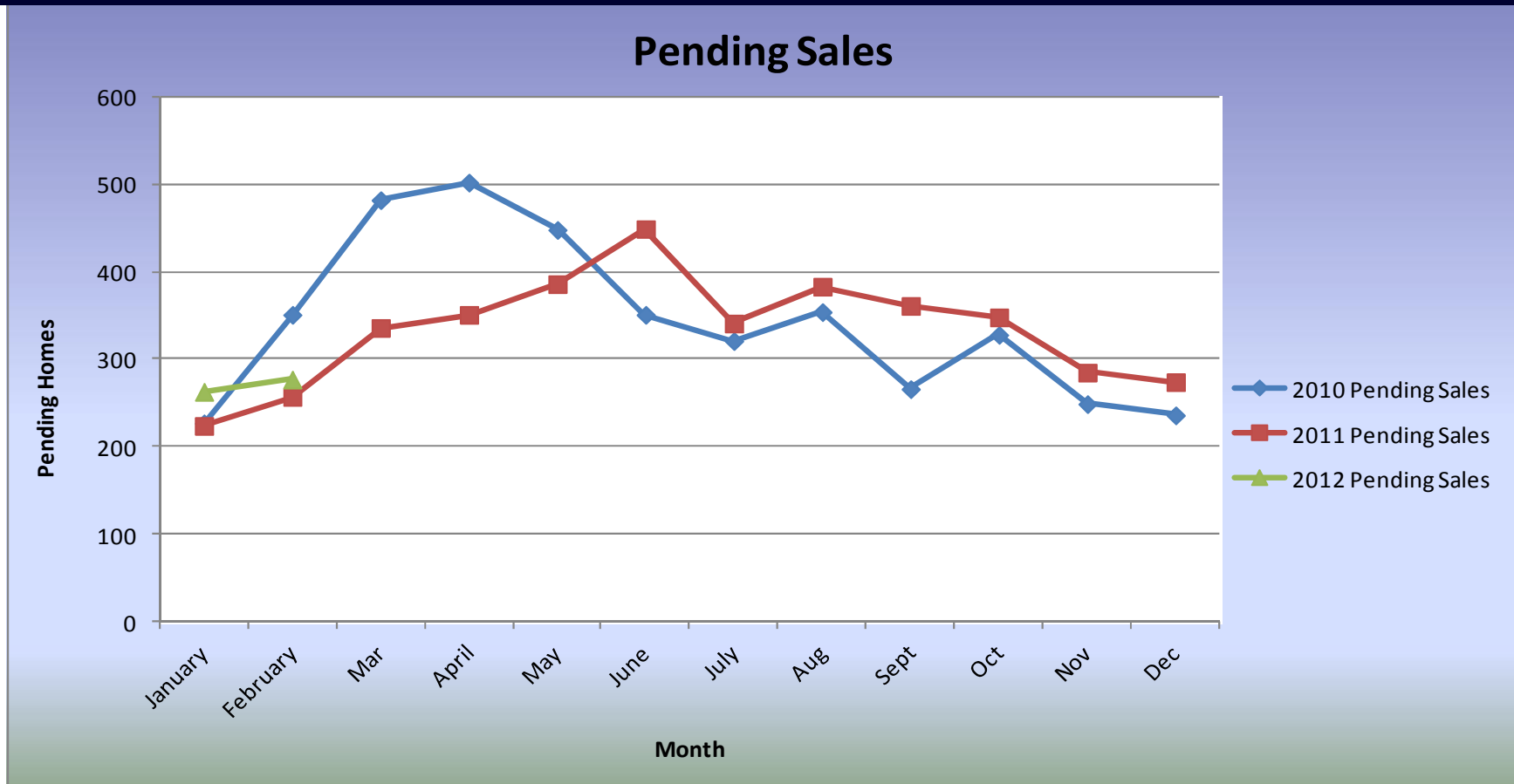
HOMES SOLD BY PRICE RANGE AND # OF MONTHS OF INVENTORY MARCH 2012

12+ Months of Inventory	Extreme Buyer's Market	High Depreciation
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\$301,000-\$325,000	65	3	21.7	Extreme Buyer's Market
\$326,000-\$350,000	69	4	17.3	Extreme Buyer's Market
\$351,000-\$375,000	39	4	9.6	Normal Buyer's Market
\$376,000-\$400,000	63	3	21	Extreme Buyer's Market
\$401,000-\$450,000	77	5	15.4	Extreme Buyer's Market
\$451,000-\$500,000	54	2	27	Extreme Buyer's Market
\$501,000-\$600,000	58	2	29	Extreme Buyer's Market
\$601,000-\$700,000	44	0		Extreme Buyer's Market
\$701,000-\$800,000	15	0		Extreme Buyer's Market
\$801,000-\$900,000	13	0		Extreme Buyer's Market
\$901,000-\$1,000,000	10	0		Extreme Buyer's Market
\$1,000,100+	26	0		Extreme Buyer's Market

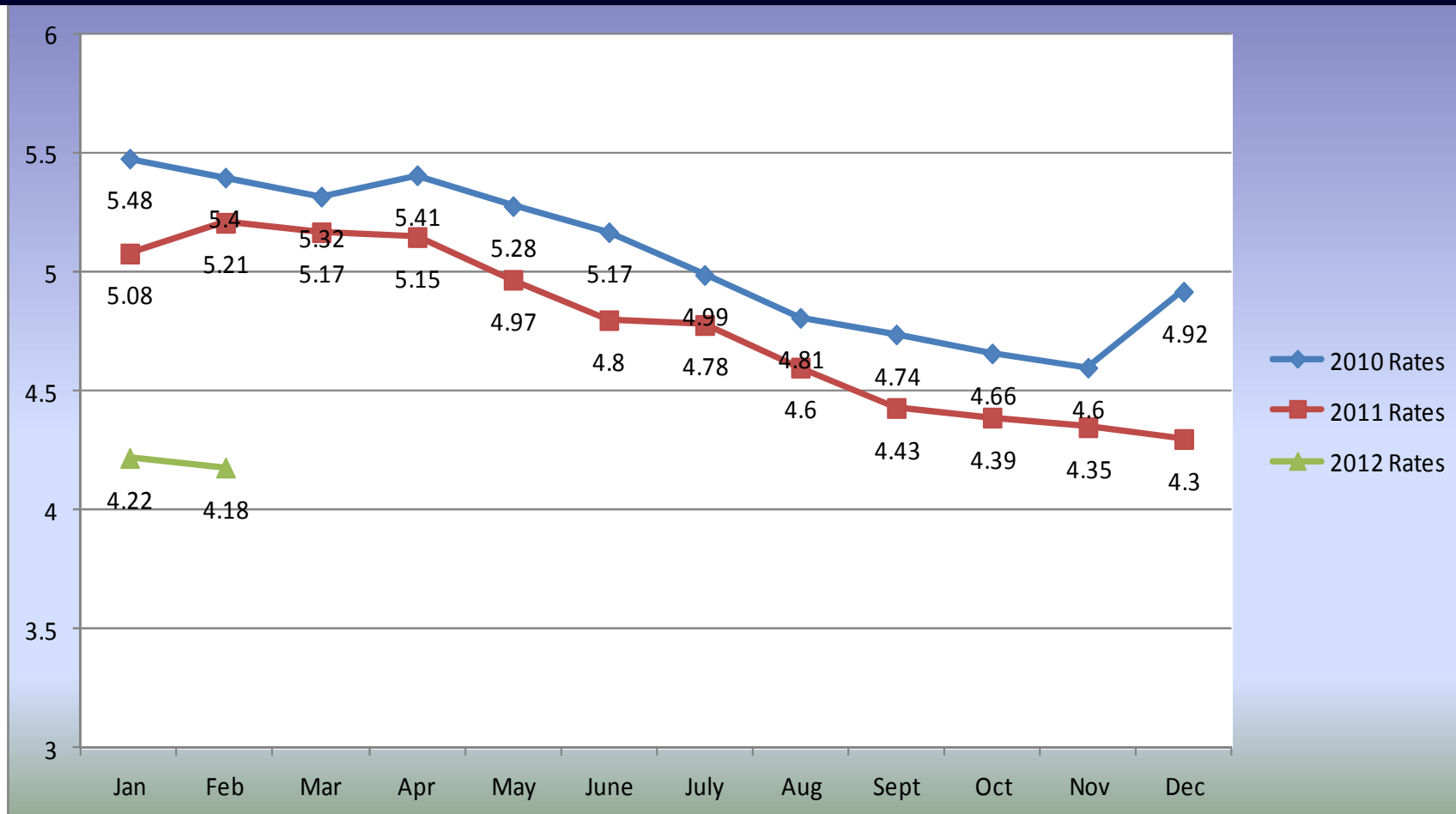
From this information, we see that the lower end of the market is much more in demand than the high end of the market, especially the luxury homes (\$500,000+).

PENDING SALES FEB. 2012



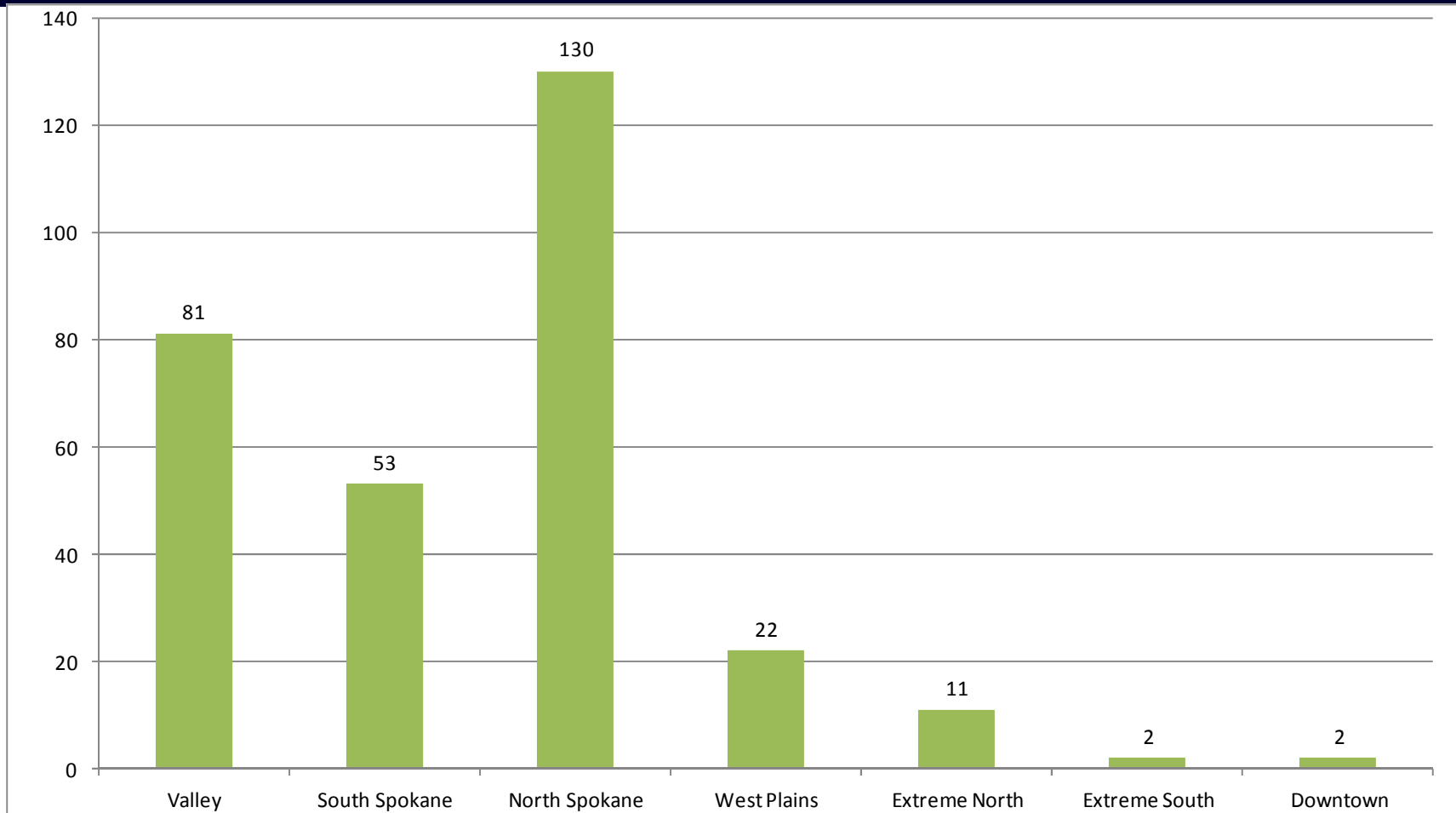
This graph shows how many homes went pending during the month of February. This is one of the most useful statistics because it measures of the state of the current market. 2012 is above 2011 pending sales, but far below the spike that started in 2010.

INTEREST RATES BY MONTH FEB. 2012



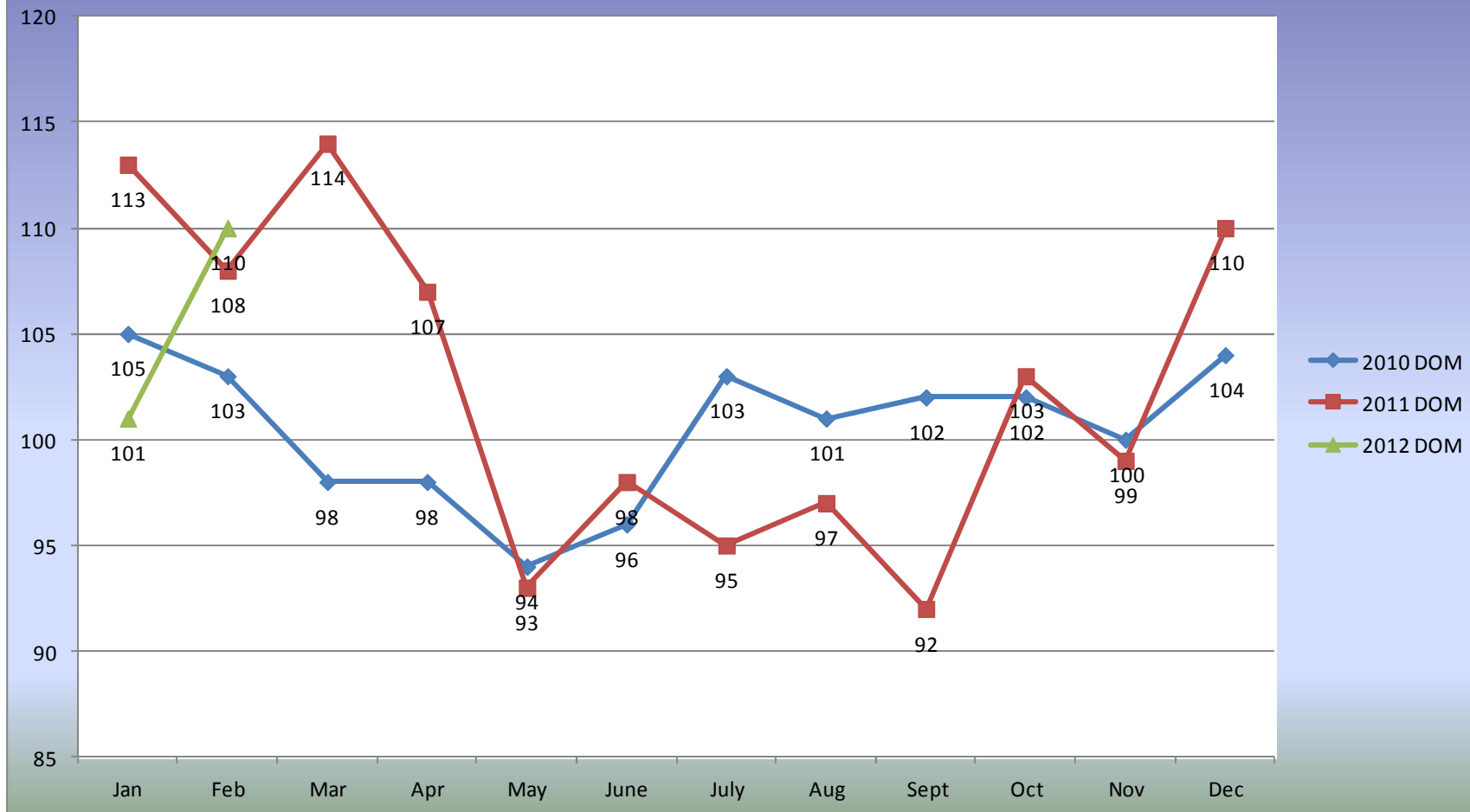
Interest rates remain extremely low in Feb. 2012

HOMES SOLD BY AREA FEB. 2012



This is the total number of homes sold in the Greater Spokane Area for Feb. 2012. The North Spokane and the Valley have by far the most homes sold in Feb.

AVERAGE DAYS ON MARKET 2010 THRU FEB. 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.