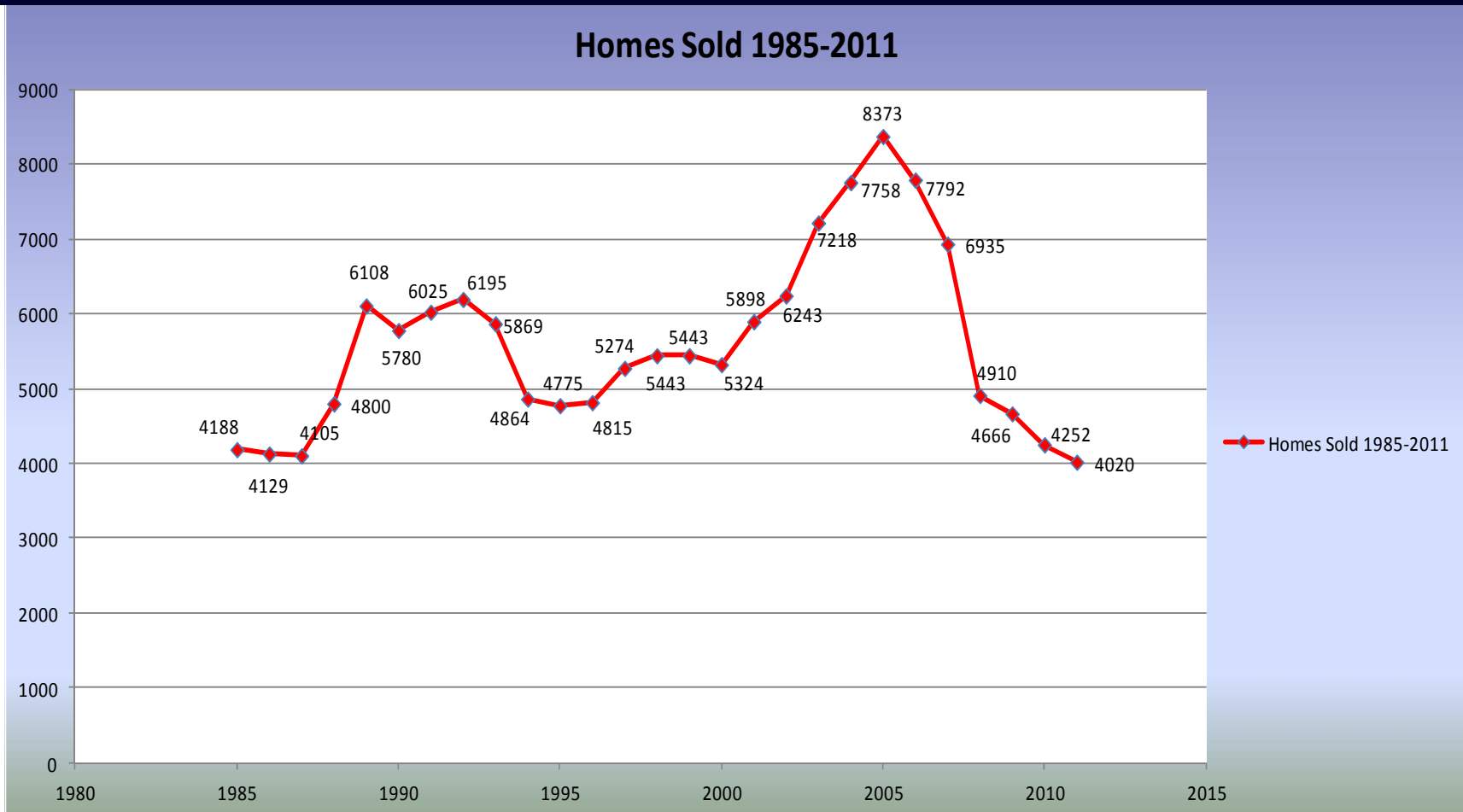
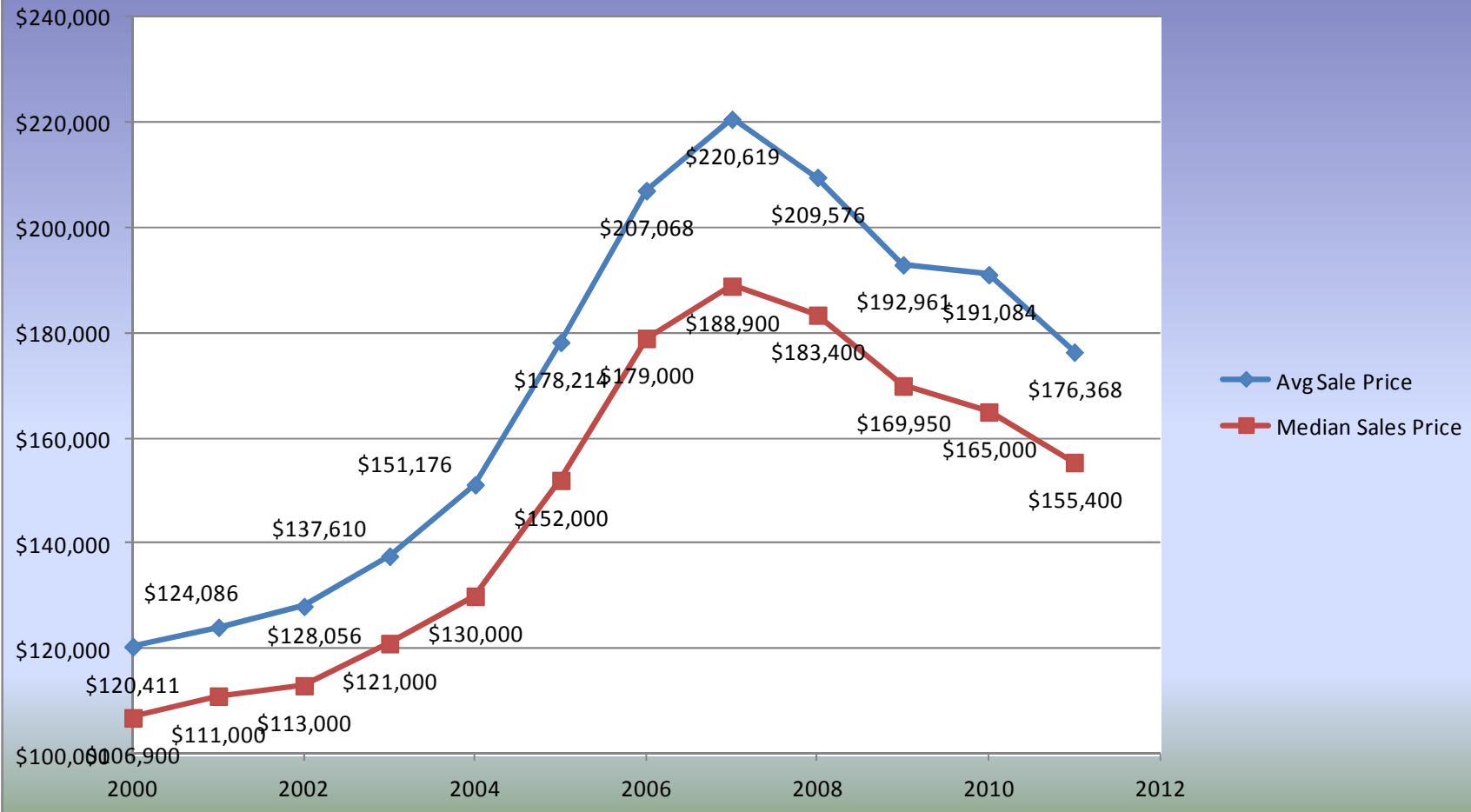


HOMES SOLD 1985-2011



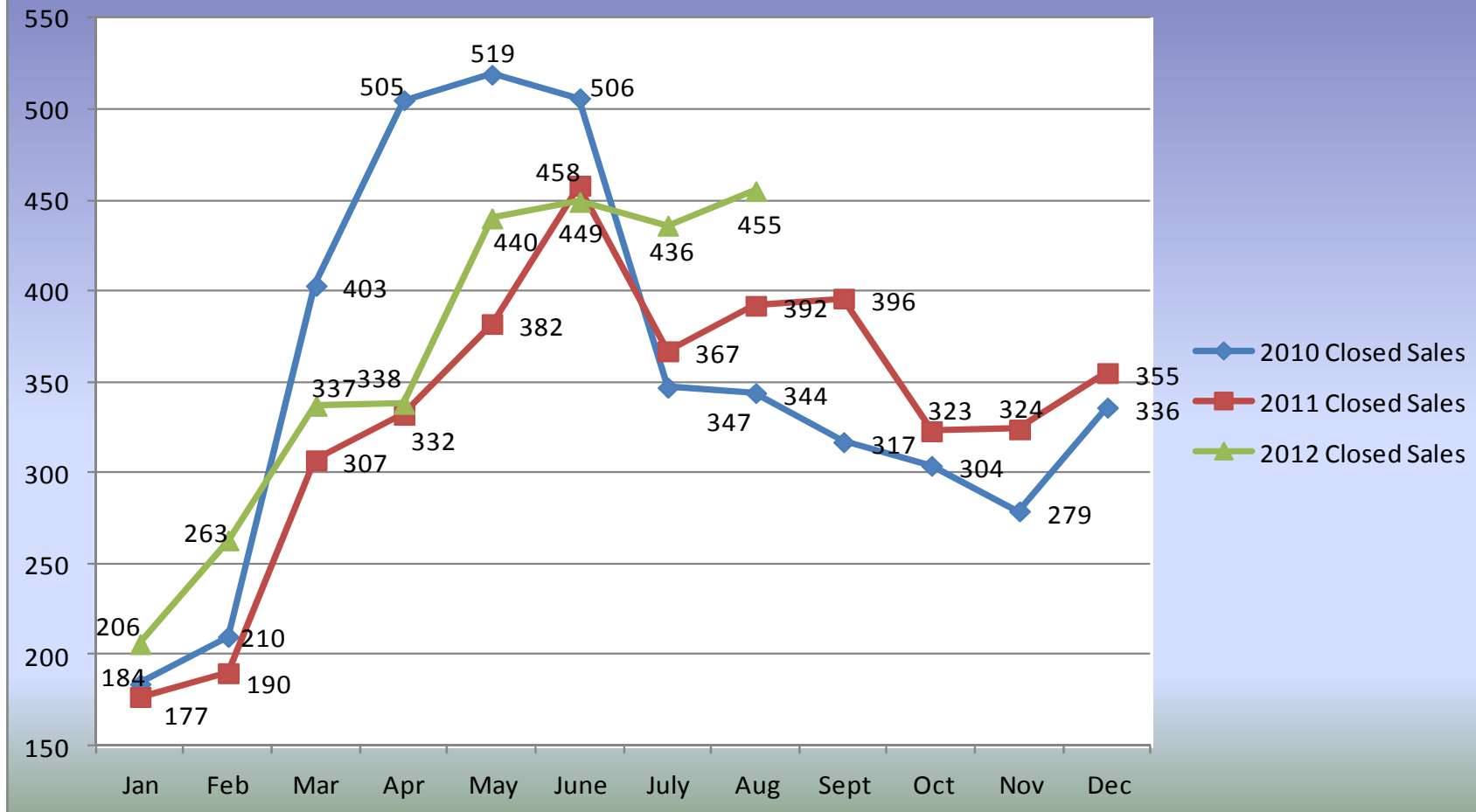
This is a graph of homes sold from 1985 to 2011. Statistics were first kept in 1985, and since that year, 2011 is the lowest number of homes sold.

ANNUAL AVERAGE AND MEDIAN HOME SALES 2000-2011



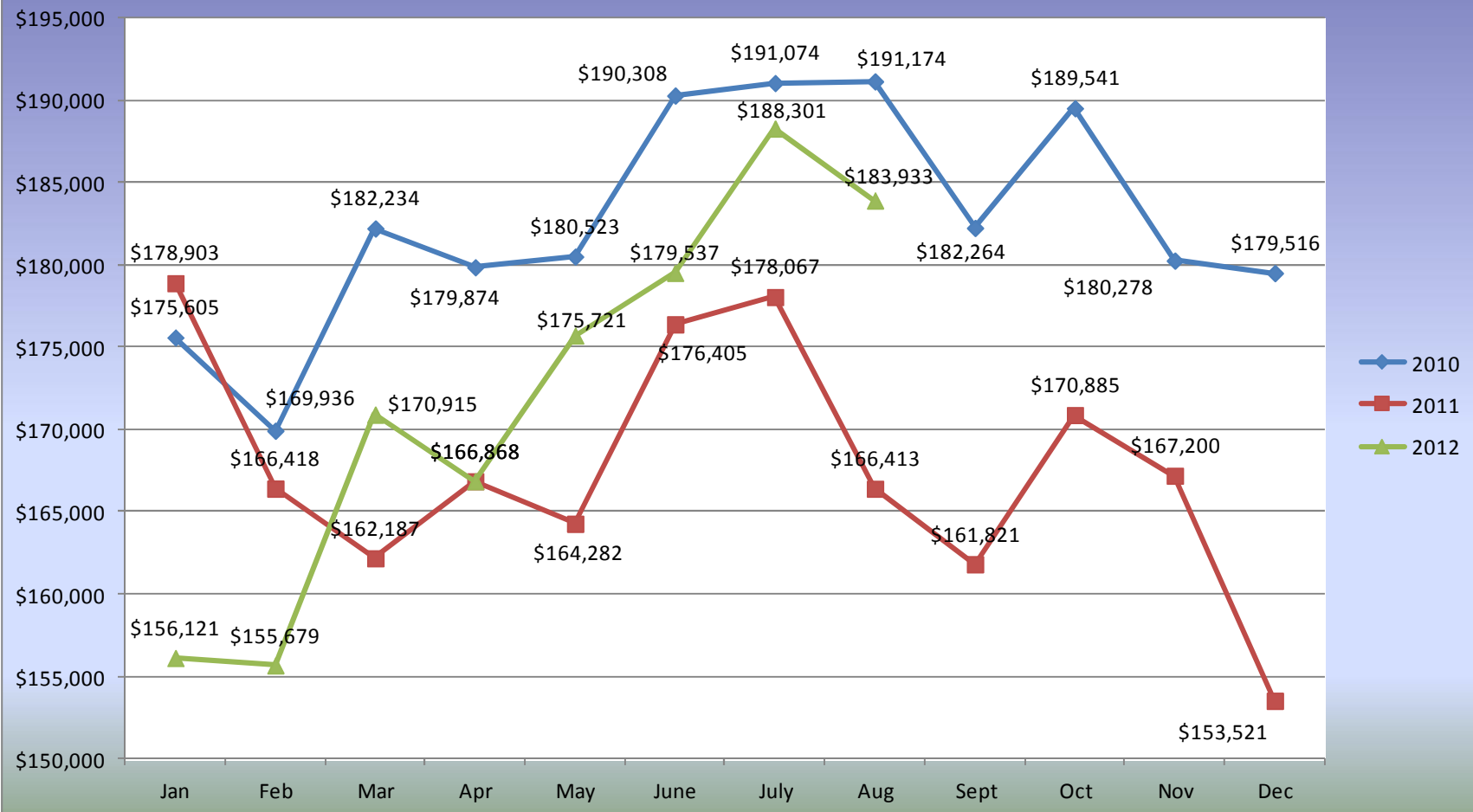
This graph shows the average and median sales price of residential single family homes from the year 2000-2011. Values in 2011 are near the values in 2005 after peaking in 2007.

HOMES SOLD PER MONTH AUGUST 2012



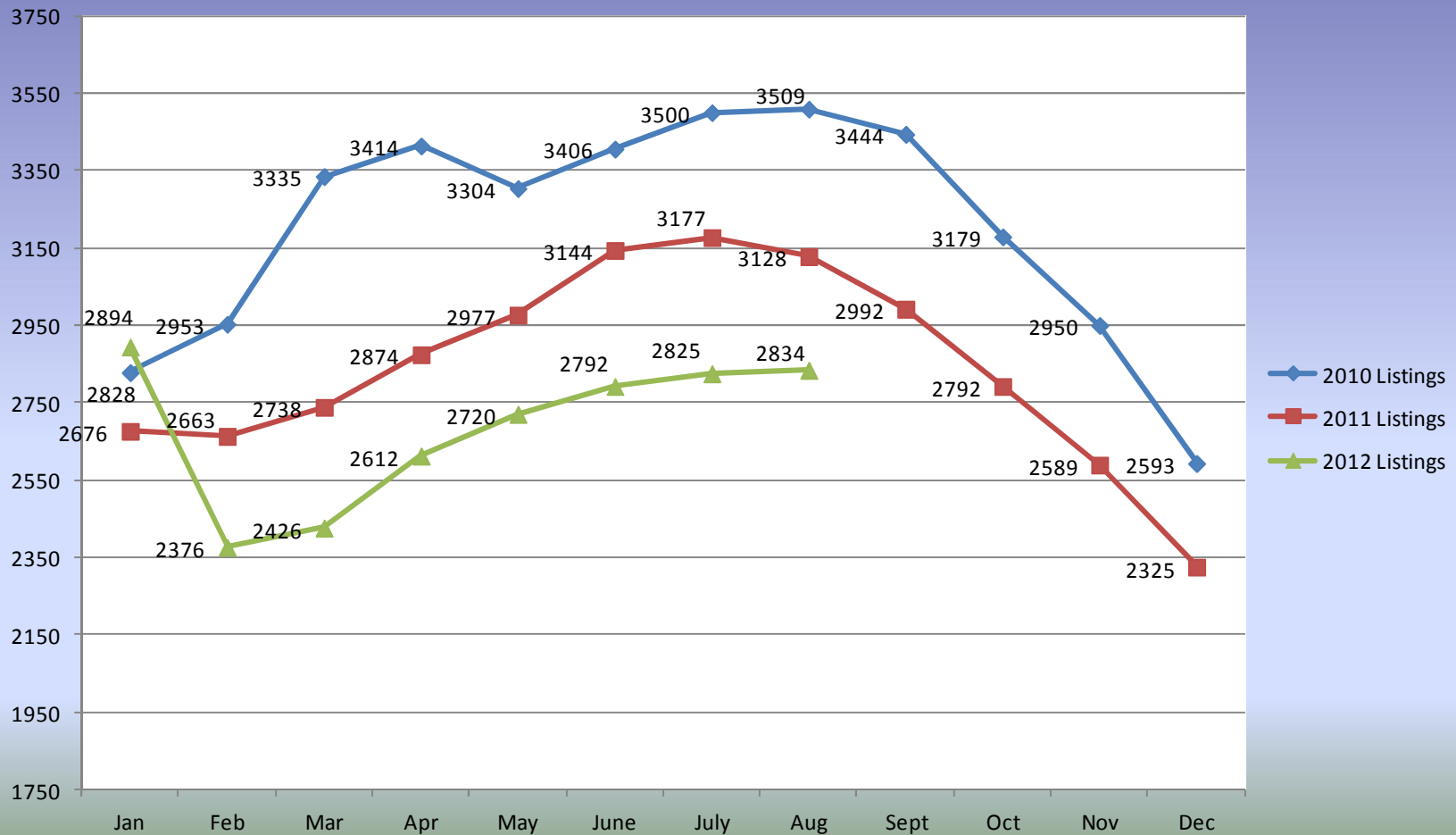
The total number of residential sales went up slightly in Aug. 2012 to the highest number in 2012.

AVERAGE SALES PRICE BY MONTH AUGUST 2012



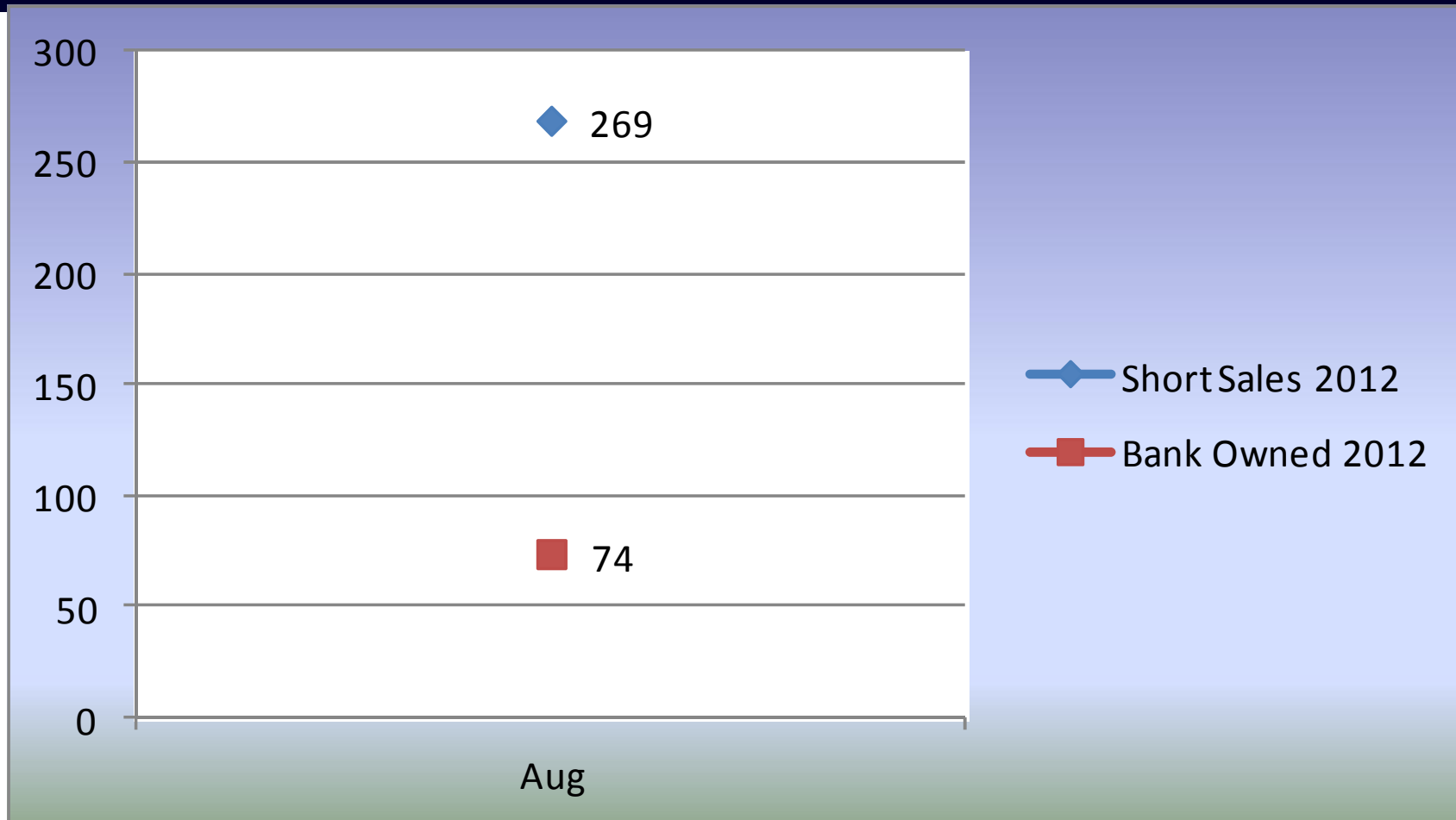
This graph shows the average sales price for Aug. 2012. The average price dropped from July 2012, but that's not uncommon, July is usually one of the busiest months of the year.

HOMES FOR SALE AUGUST 2012



Total number of residential listings is still pretty consistent through the summer of 2012. Normally that number starts to drop off in September through the winter.

HOMES FOR SALE AUGUST 2012



This is a new graph in Aug. 2012!!! Thanks Scott Grimmett for the recommendation. Short Sale homes are homes for sale that are under water or homes where the seller owes more on the house than the house is currently worth. Bank Owned homes are considered homes that have been foreclosed on and the banks have put them on the open market. Since this is the first month, we don't have anything to compare it to, but let's watch this graph and hope those numbers start to decline.

HOMES SOLD BY PRICE RANGE AND # OF MONTHS OF INVENTORY AUGUST 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	84	39	2.2
\$76,000-\$100,000	160	28	5.7
\$101,000-\$125,000	212	42	5.1
\$126,000-\$150,000	299	88	3.4
\$151,000-\$175,000	297	75	4.8
\$176,000-\$200,000	336	51	3.9
\$201,000-\$225,000	217	33	6.6
\$226,000-\$250,000	223	40	5.6
\$251,000-\$275,000	132	30	4.4
\$276,000-\$300,000	161	19	8.5

These tables compare the number of homes for sale and the number of homes sold during the calendar month of Aug. 2012. By dividing the homes sold by the active listings, we can determine the “saturation rate” of a particular market. The saturation rate tells us if the direction of that price range is depreciating, appreciating or flat.

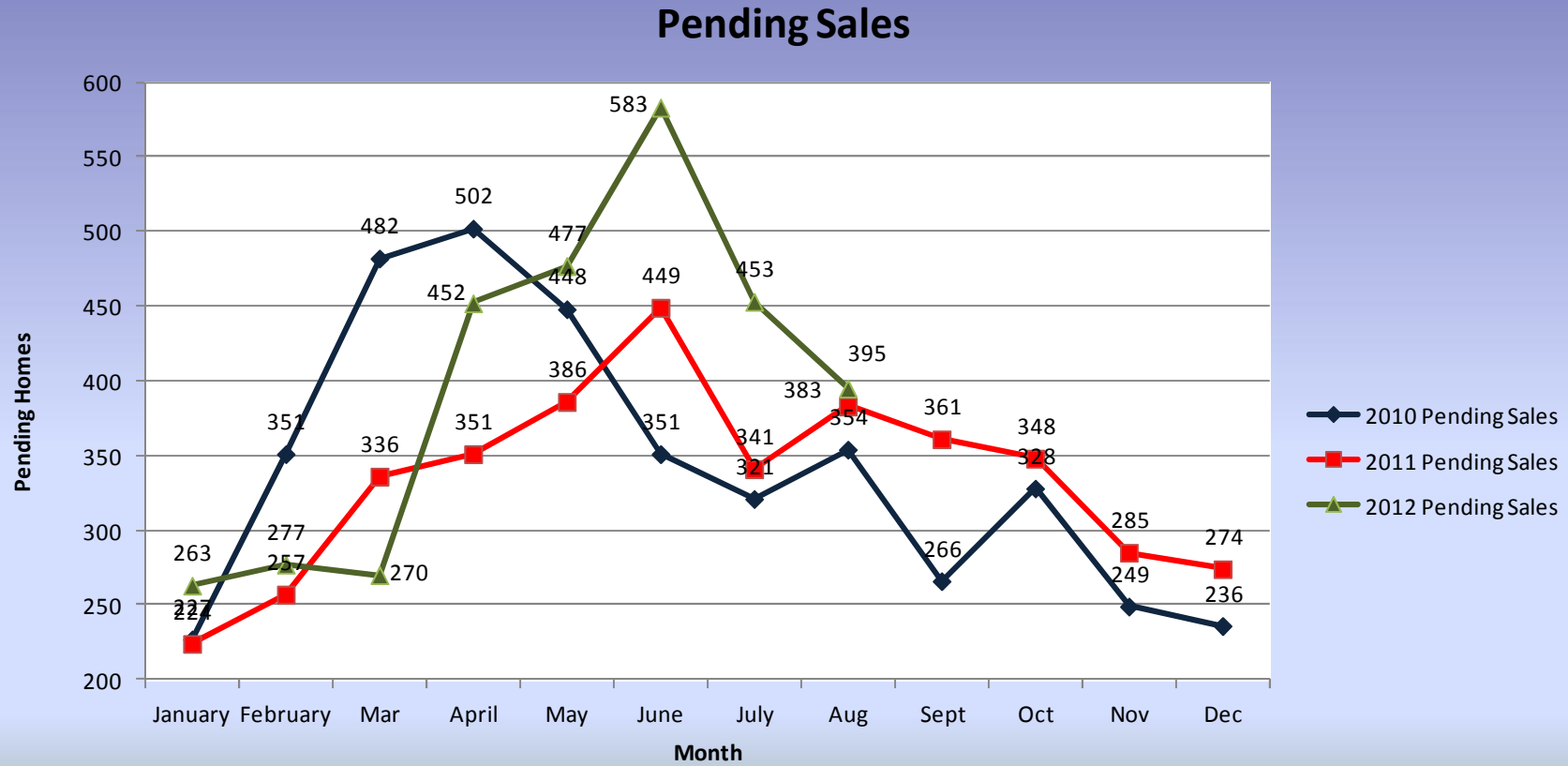
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Price Range	Active Listings	Homes Sold	Months of Inventory
\$301,000-\$325,000	74	14	5.3
\$326,000-\$350,000	88	15	5.9
\$351,000-\$375,000	57	7	8.1
\$376,000-\$400,000	86	6	14.3
\$401,000-\$450,000	87	10	8.7
\$451,000-\$500,000	78	3	26
\$501,000-\$600,000	74	6	12.3
\$601,000-\$700,000	42	3	14
\$701,000-\$800,000	26	0	
\$801,000-\$900,000	16	0	
\$901,000-\$1,000,000	15	0	
\$1,000,100+	26	0	

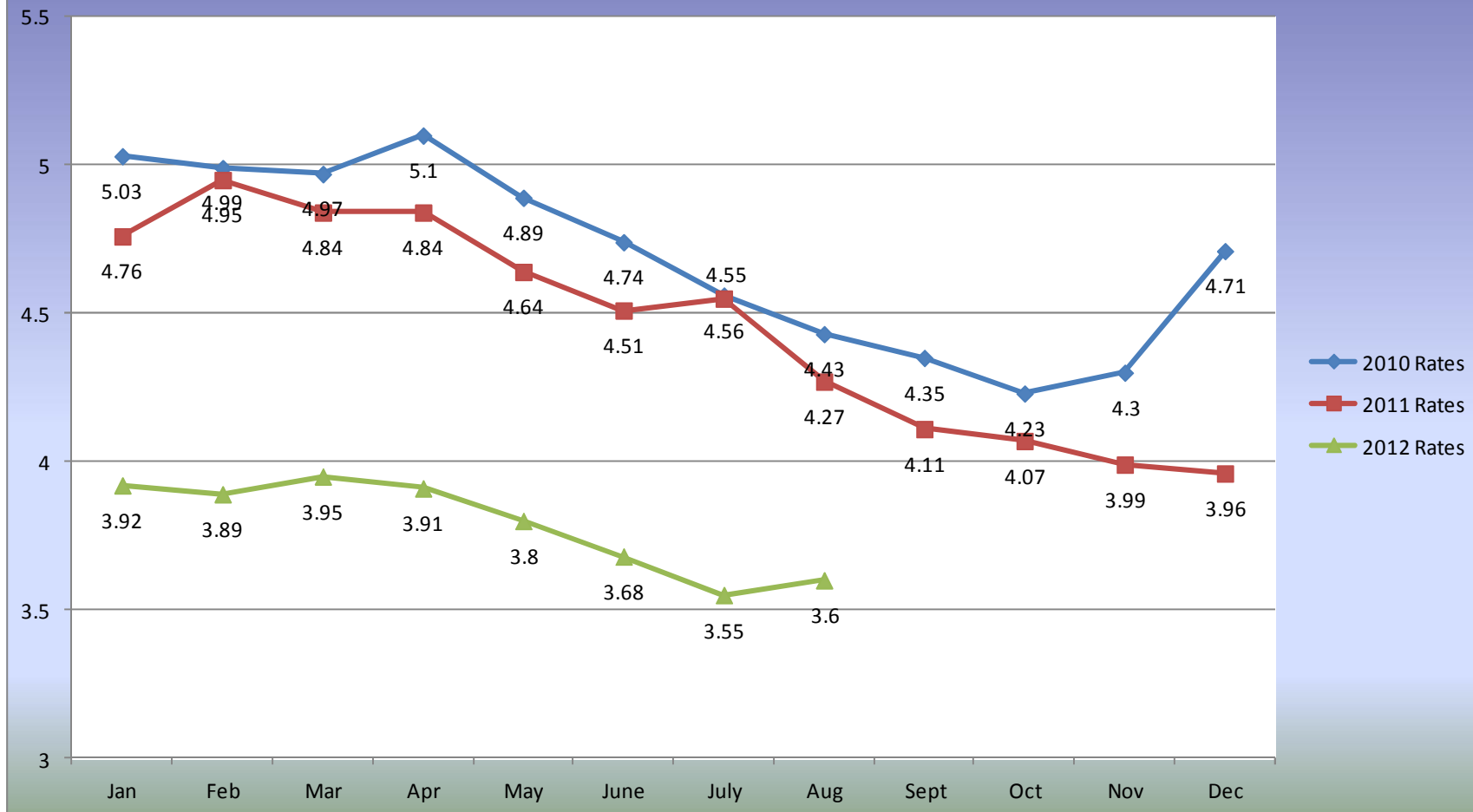
This is the best sellers market we have seen in 2012. All of the price ranges under \$375,000 are showing at least a flat market and most are showing moderate appreciation. This is a sign that the inventory is not growing faster than the number of active buyers for the first time in 2012.

PENDING SALES AUGUST 2012



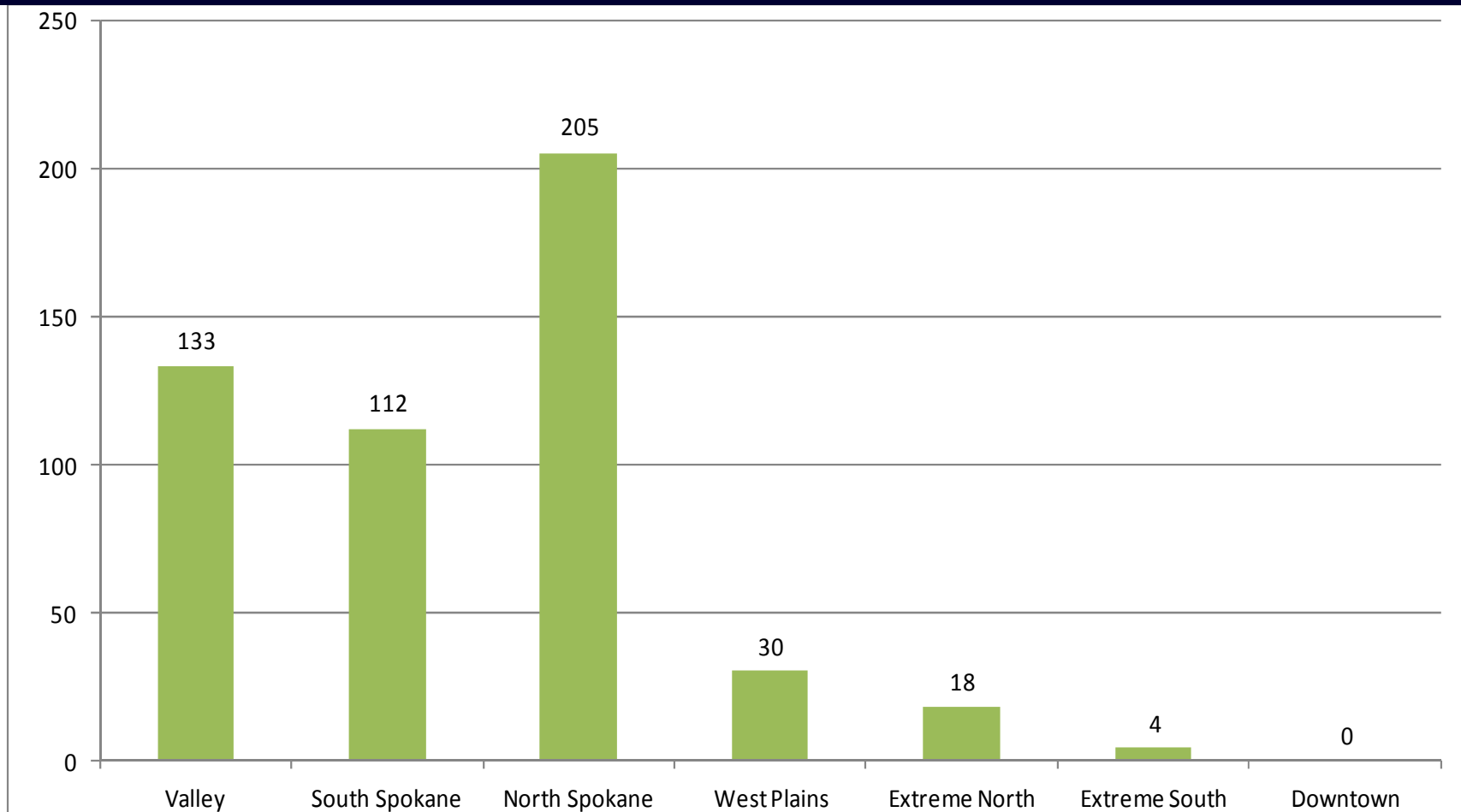
Pending Sales dropped again in August from July 2012. 2011 and 2010 saw rebounds in August over July of their perspective years.

INTEREST RATES BY MONTH AUGUST 2010-2012



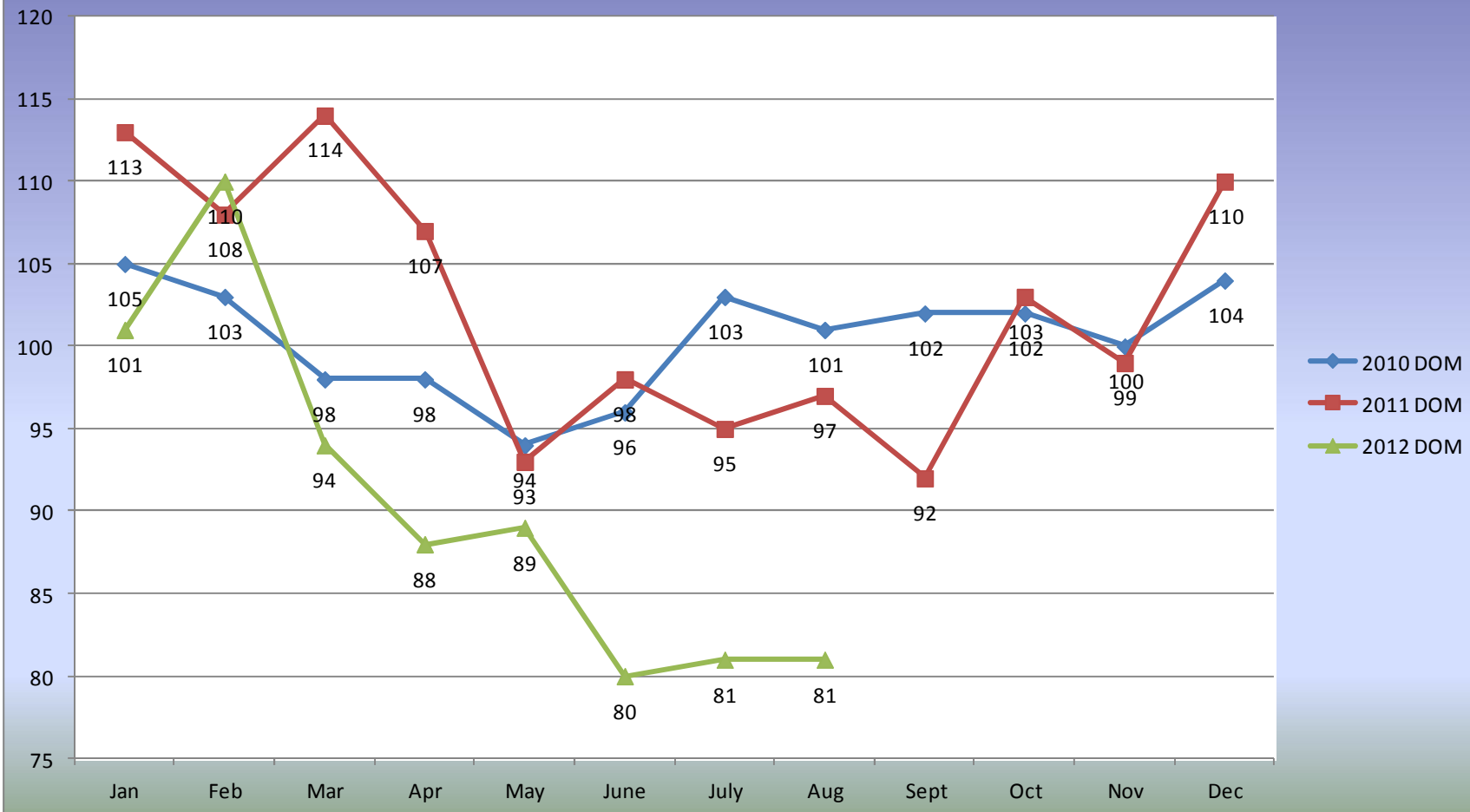
Interest rates bounced back up slightly for the first time in 2012 since March. Still the rates are extremely low.

HOMES SOLD BY AREA AUGUST 2012



Homes sold per month for each region of Spokane. The number of homes sold in each area is near the average except the extreme south has shown an unusually high number of sold homes in Aug 2012.

DAYS ON MARKET 2010 TO AUGUST 2012



Average days on market has stayed low through August 2012 which is a sign the homes are still selling at a faster rate during the summer of 2012 than any other time in the last 2.5 years.