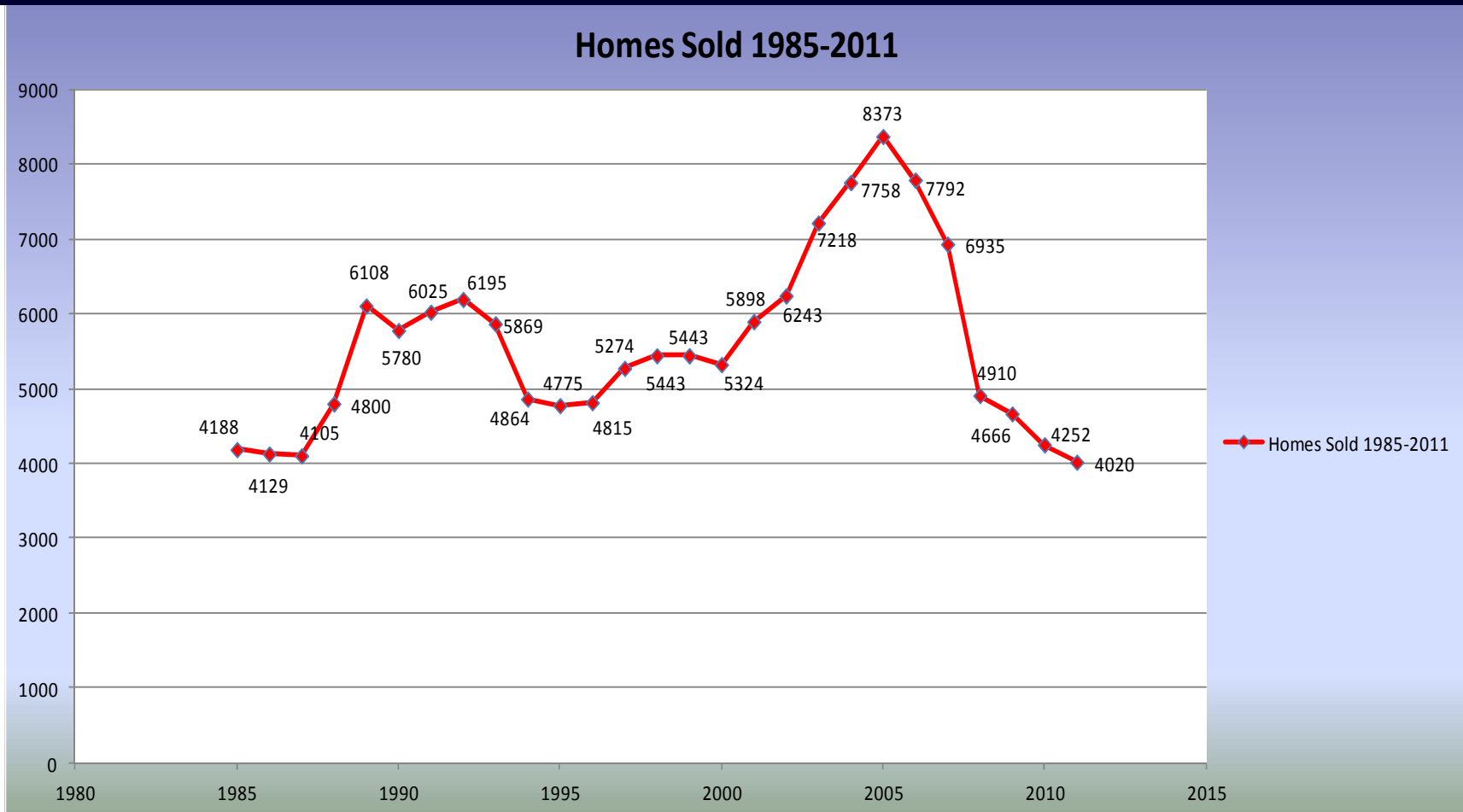
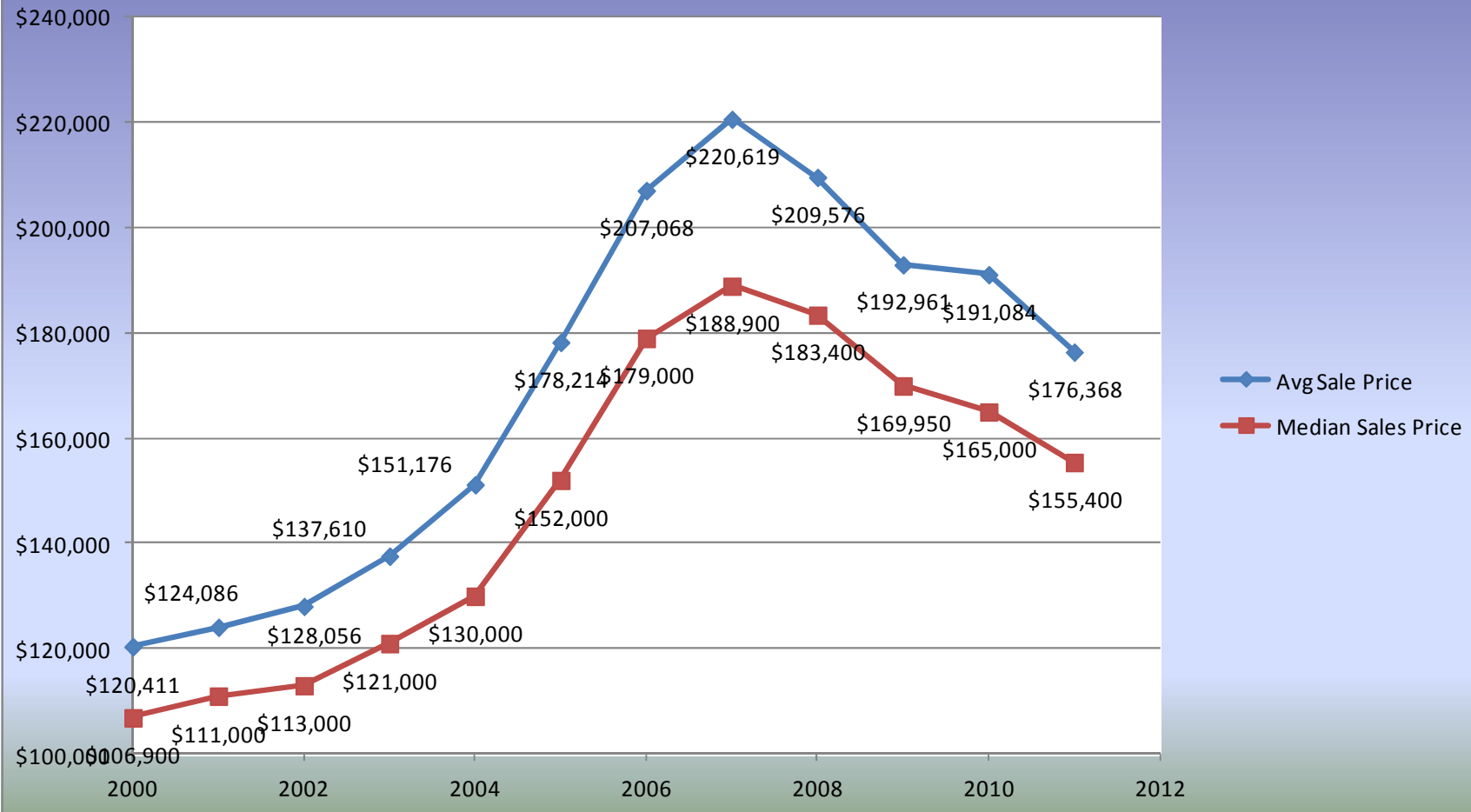


HOMES SOLD 1985-2011



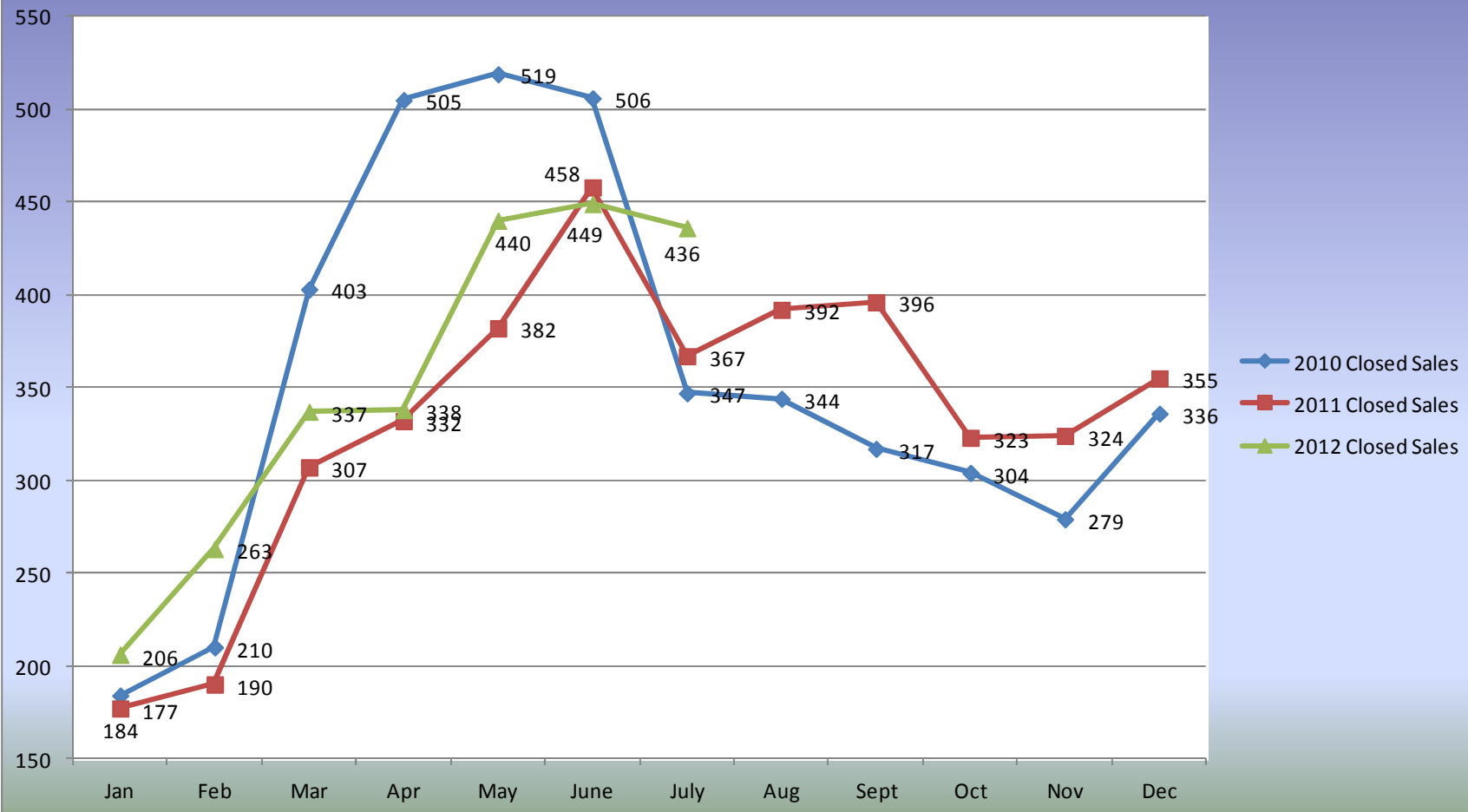
This is a graph of homes sold from 1985 to 2011. Statistics were first kept in 1985, and since that year, 2011 is the lowest number of homes sold.

ANNUAL AVERAGE AND MEDIAN HOME SALES 2000-2011



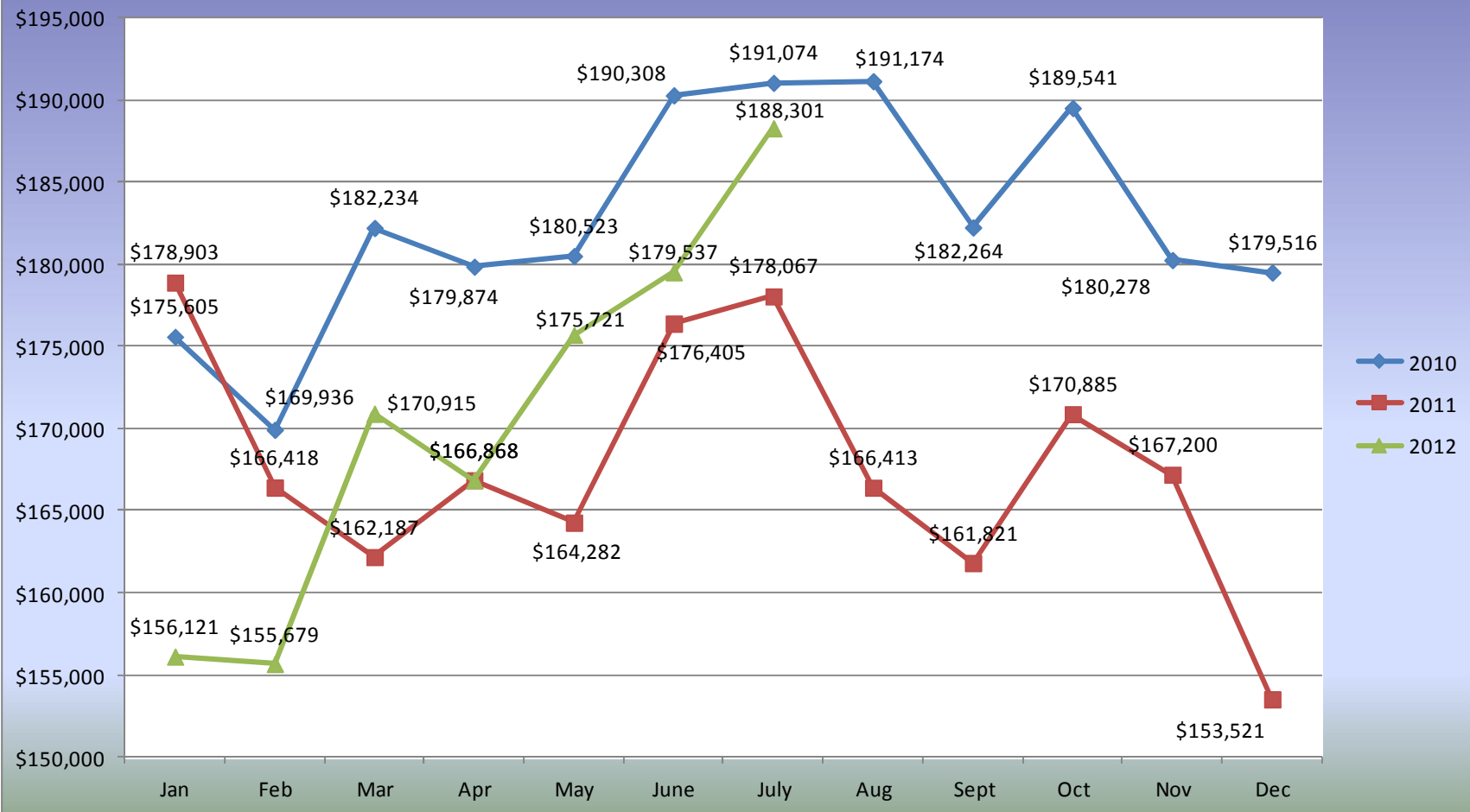
This graph shows the average and median sales price of residential single family homes from the year 2000-2011. Values in 2011 are near the values in 2005 after peaking in 2007.

HOMES SOLD PER MONTH JULY 2012



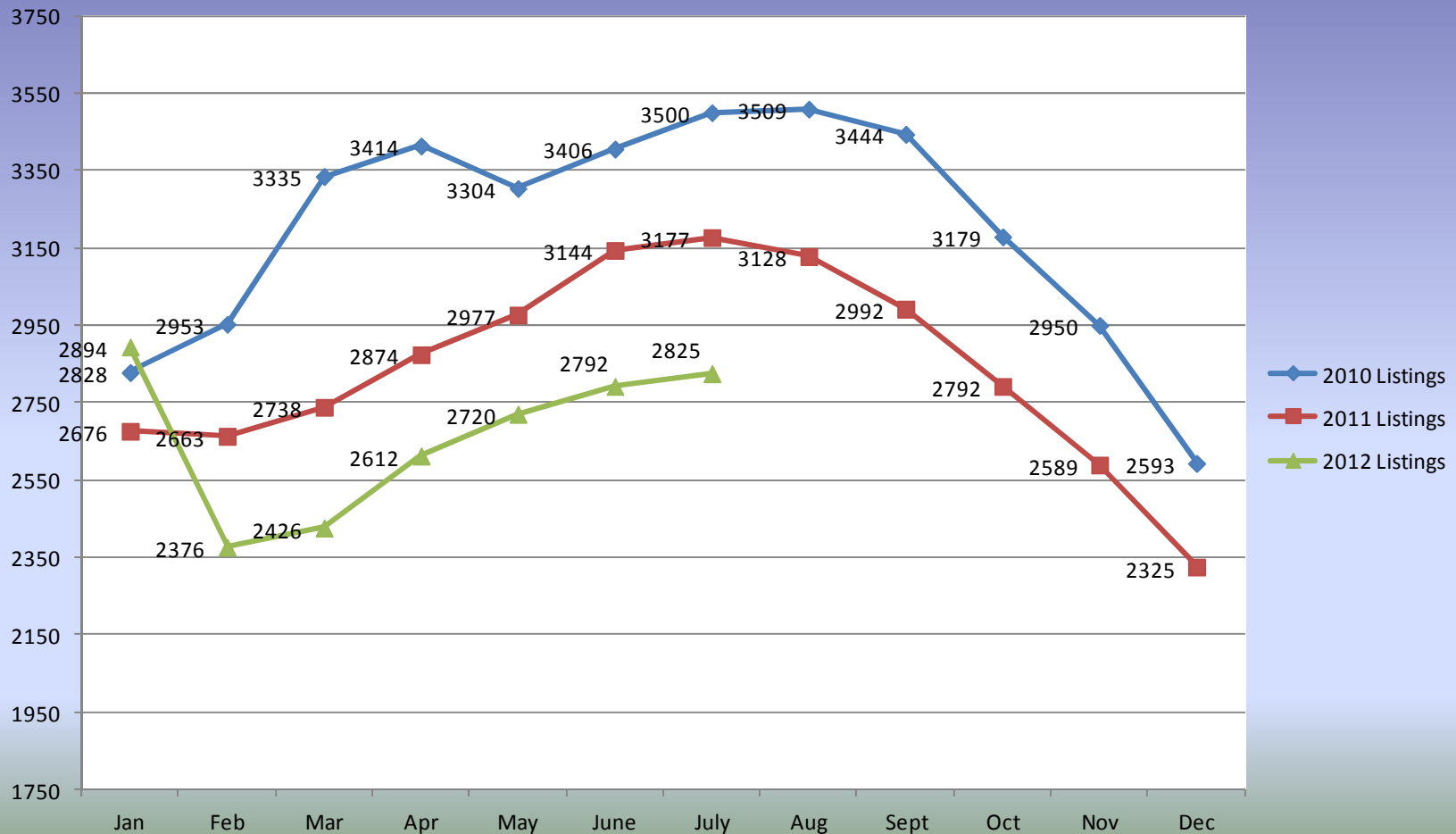
Closed sales is continuing to hover around the same number for the last 3 months, but this number historically trends downward as we head to into the Fall and Winter.

AVERAGE SALES PRICE BY MONTH JULY 2012



July showed a spike in average sales price jumping almost \$9,000 to it's highest point since Oct. 2010.

HOMES FOR SALE JULY 2012



As is common, Active Listings is peaking in July and history tells us that number will start to trend down as we get into Fall. It is a good sign that despite our increase in closed and pending sales, the number of listed homes hasn't jumped dramatically.

HOMES SOLD BY PRICE RANGE AND # OF MONTHS OF INVENTORY JULY 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	123	29	4.2
\$76,000-\$100,000	205	28	7.3
\$101,000-\$125,000	232	48	4.8
\$126,000-\$150,000	329	70	4.7
\$151,000-\$175,000	345	72	4.8
\$176,000-\$200,000	392	55	7.1
\$201,000-\$225,000	266	40	6.6
\$226,000-\$250,000	275	45	6.1
\$251,000-\$275,000	186	20	9.3
\$276,000-\$300,000	230	20	11.5

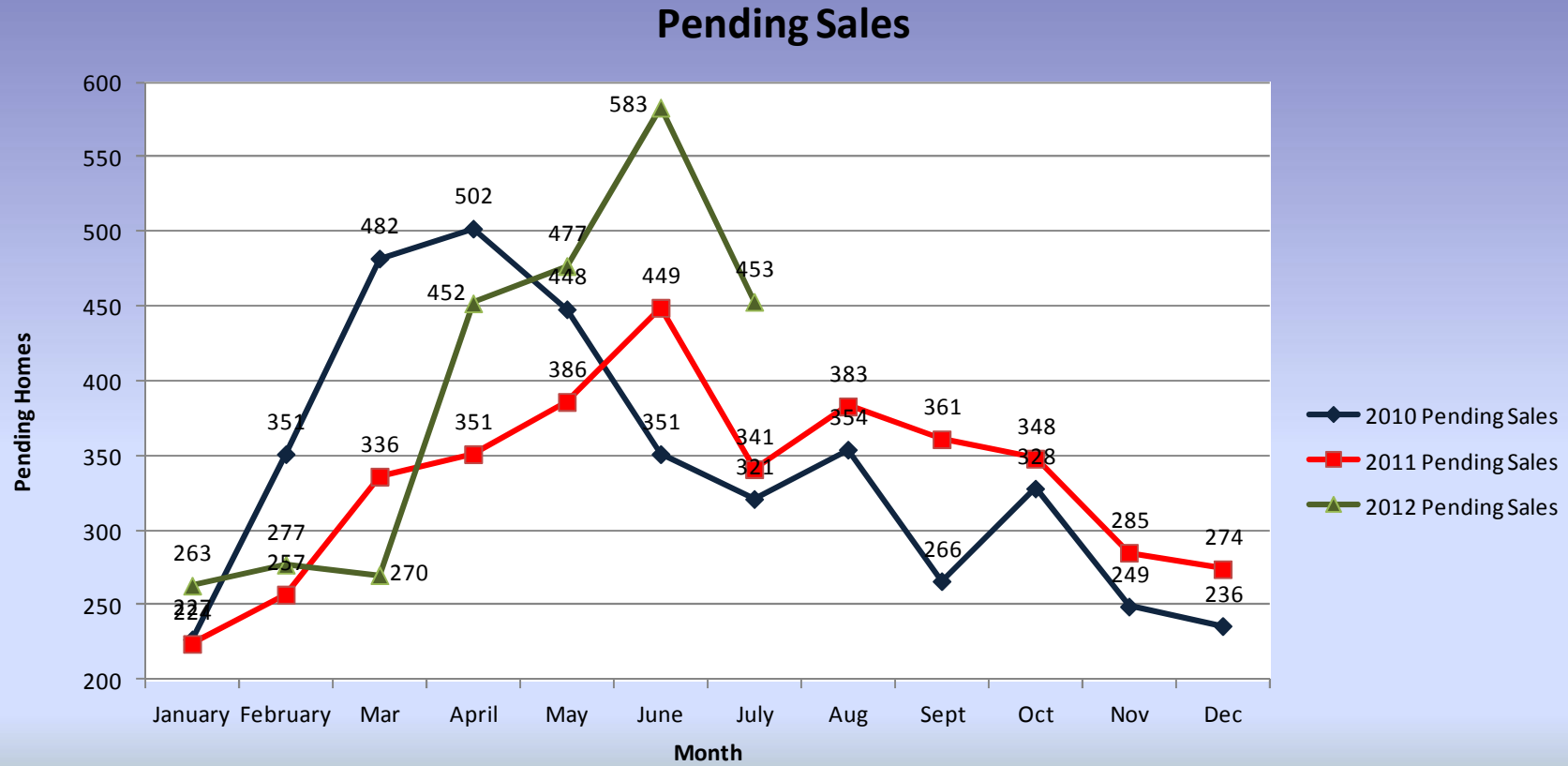
These grids show the “saturation rate” of homes on the market by comparing them to the number of homes that sold the previous month. As is typical, the lower end of the market has a higher appreciation than the high end of the market.

HOMES SOLD BY PRICE RANGE AND # OF MONTHS OF INVENTORY JULY 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 Apprciation

Price Range	Active Listings	Homes Sold	Months of Inventory
\$301,000-\$325,000	98	10	9.8
\$326,000-\$350,000	133	9	14.8
\$351,000-\$375,000	62	9	3.6
\$376,000-\$400,000	113	7	16.1
\$401,000-\$450,000	225	7	32
\$451,000-\$500,000	76	6	12.7
\$501,000-\$600,000	102	5	20.4
\$601,000-\$700,000	59	0	
\$701,000-\$800,000	37	0	
\$801,000-\$900,000	22	3	7.3
\$901,000-\$1,000,000	17	0	
\$1,000,100+	43	1	43

PENDING SALES JULY 2012



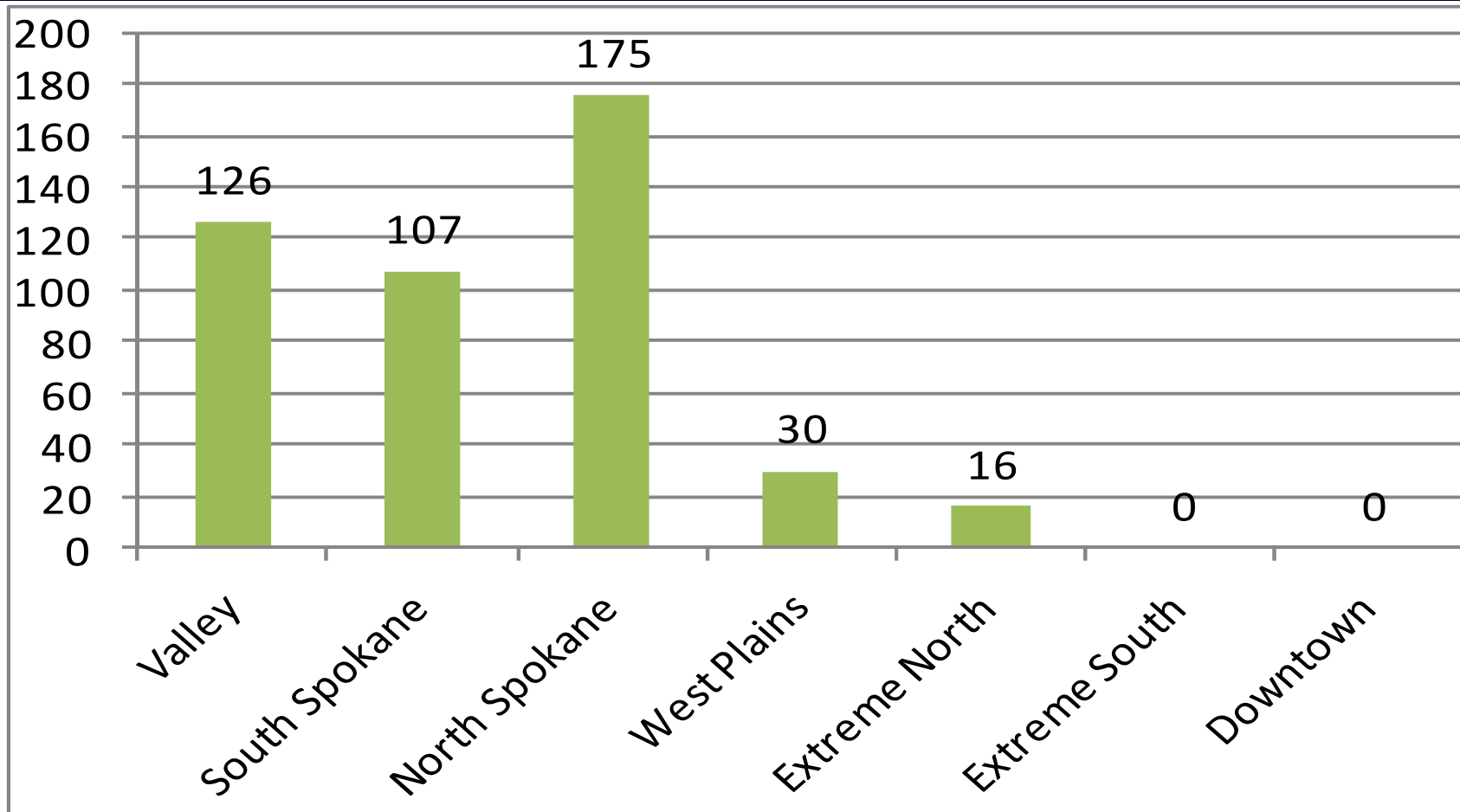
Pending sales fell from June to July 2012, but that is a common theme from 2010 and 2011, although the drop was much more dramatic this year.

INTEREST RATES BY MONTH 2010-JULY 2012



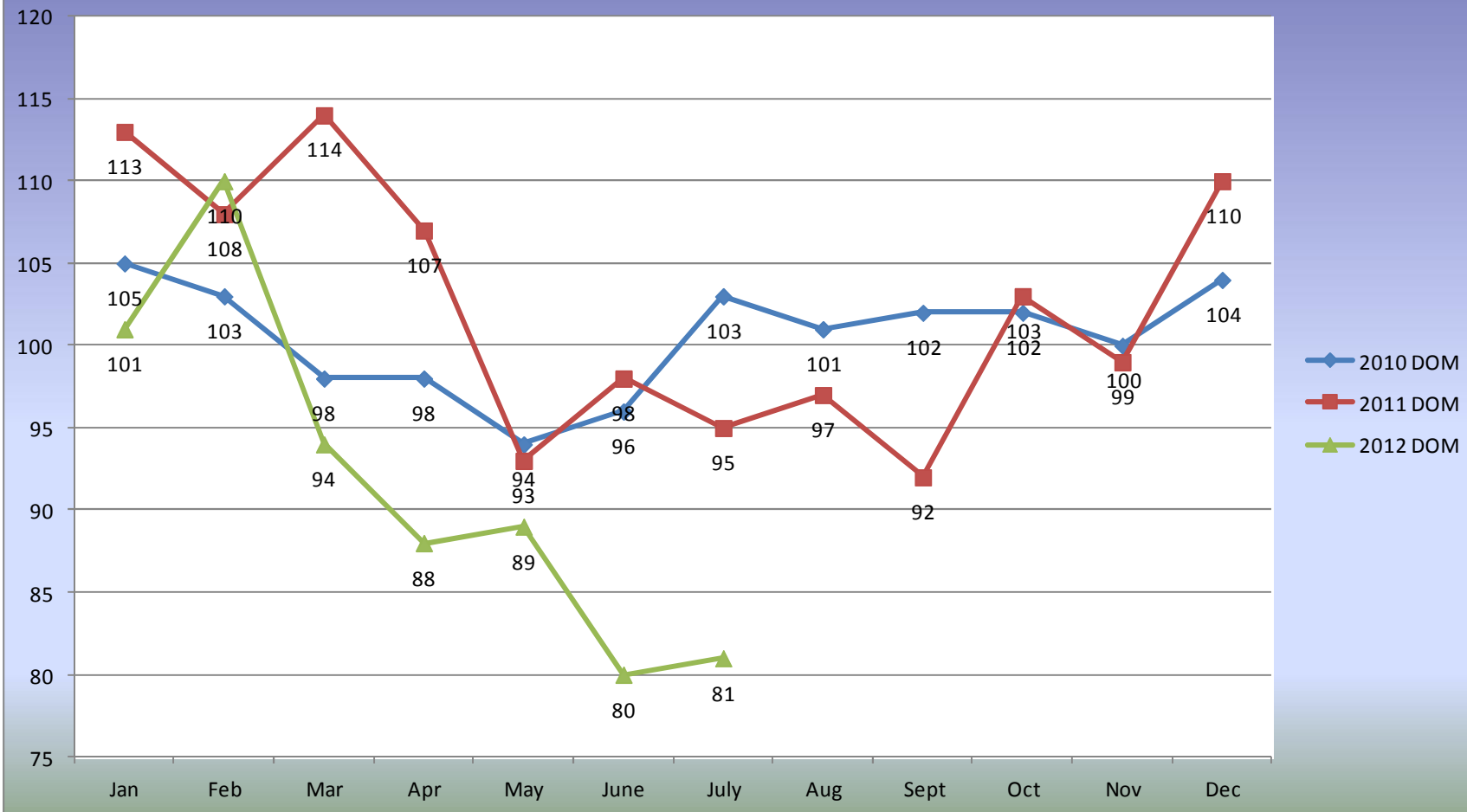
Interest rates continue their trend downward dropping to their lowest rates in recent memory. This is a good trend for those seeking to buy or refinance their homes.

HOMES SOLD BY AREA JULY 2012



This graph shows the number of homes sold by area in Spokane County. The percentages of homes stayed consistent in July 2012. The biggest increase from June was on the West Plains.

DAYS ON MARKET 2010 TO JULY 2012



Average Days on Market (DOM) is up just 1 day from June 2012, but as you can see it is still near its lowest point in 2.5 years. A shorter average DOM shows a stronger seller's market. For example, June of 2007, the average DOM was 46 days during an extreme seller's market.