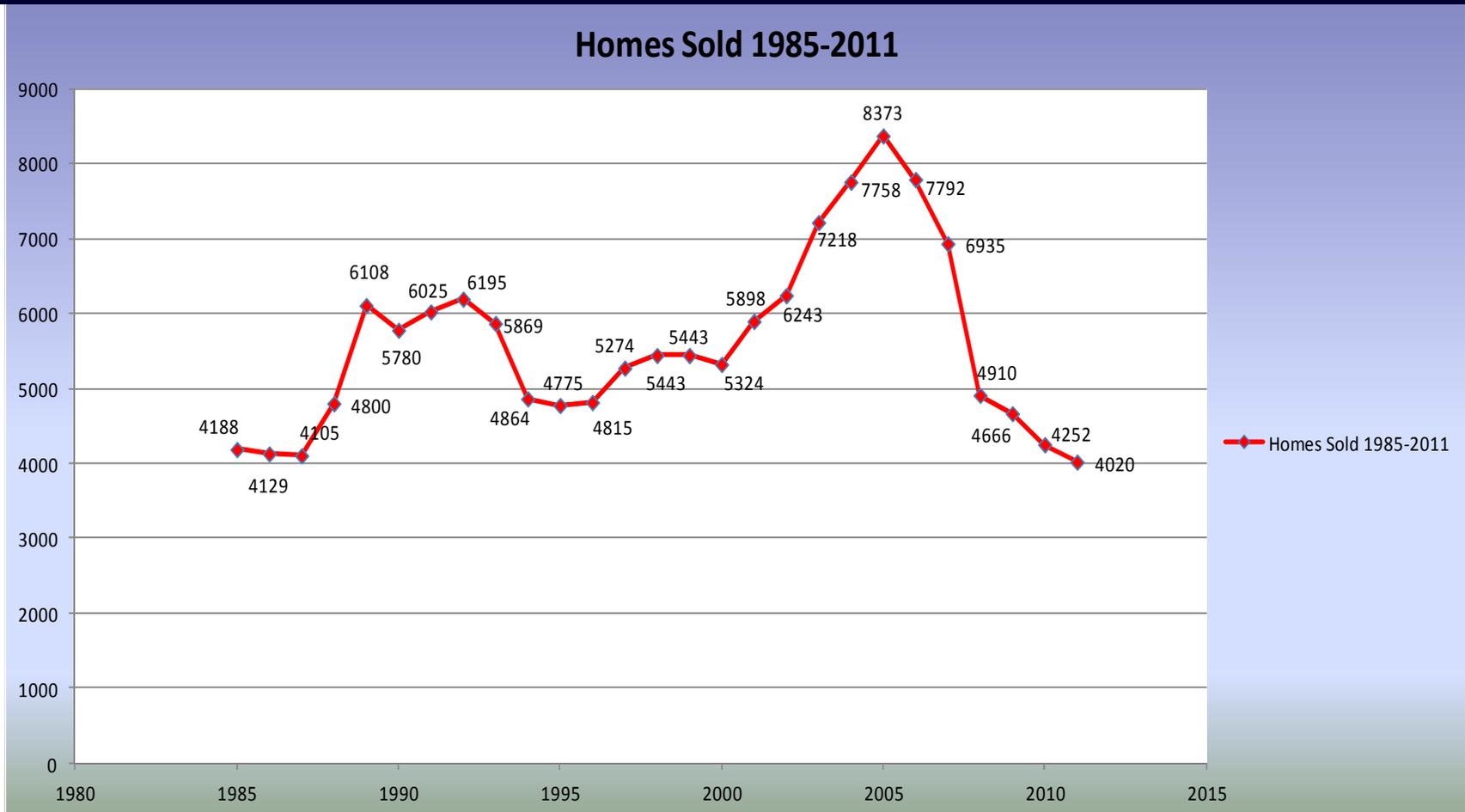


HOMES SOLD 1985-2011



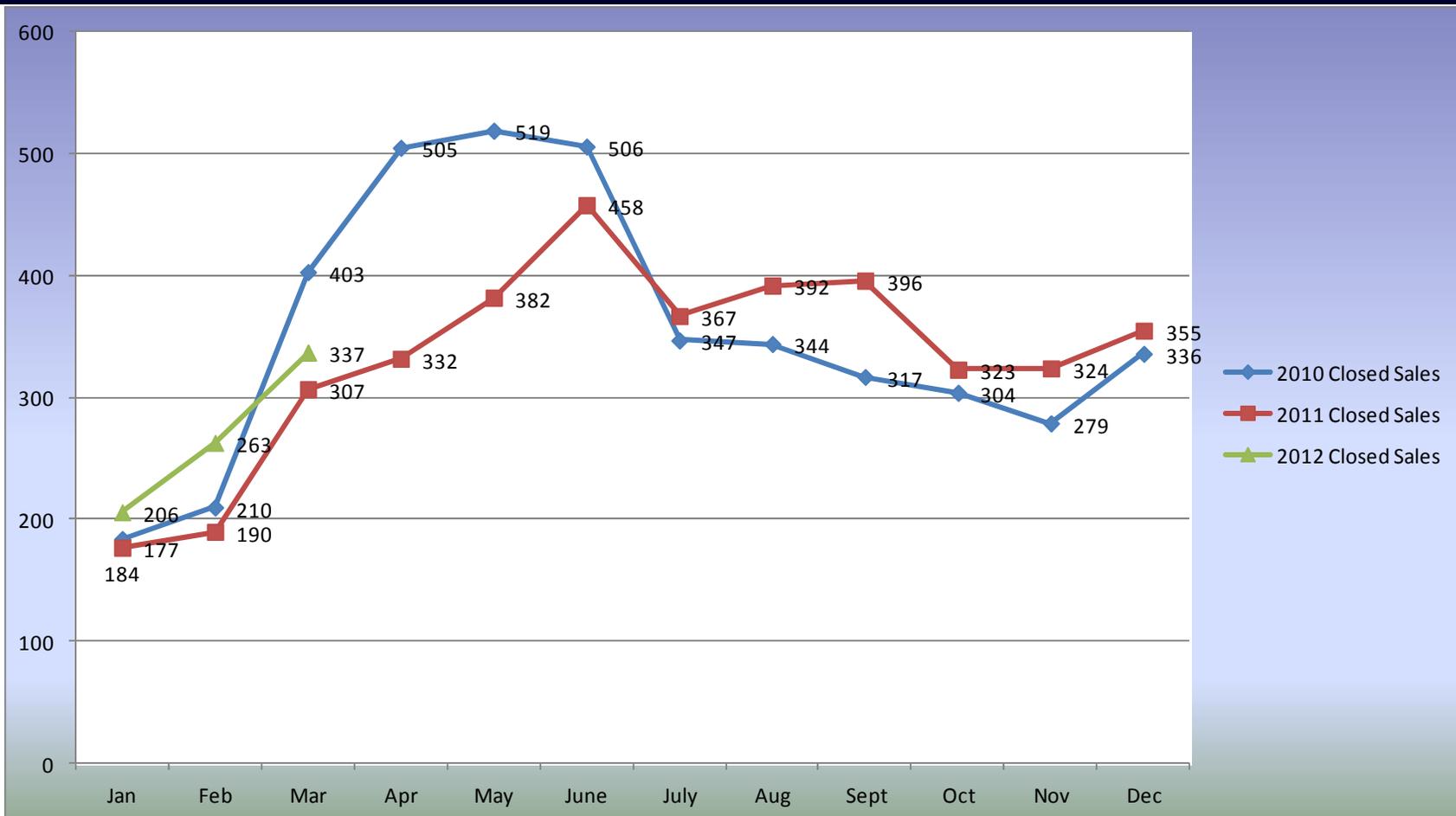
This is a graph of homes sold from 1985 to 2011. Statistics were first kept in 1985, and since that year, 2011 is the lowest number of homes sold.

ANNUAL AVERAGE AND MEDIAN HOME SALES 2000-2011



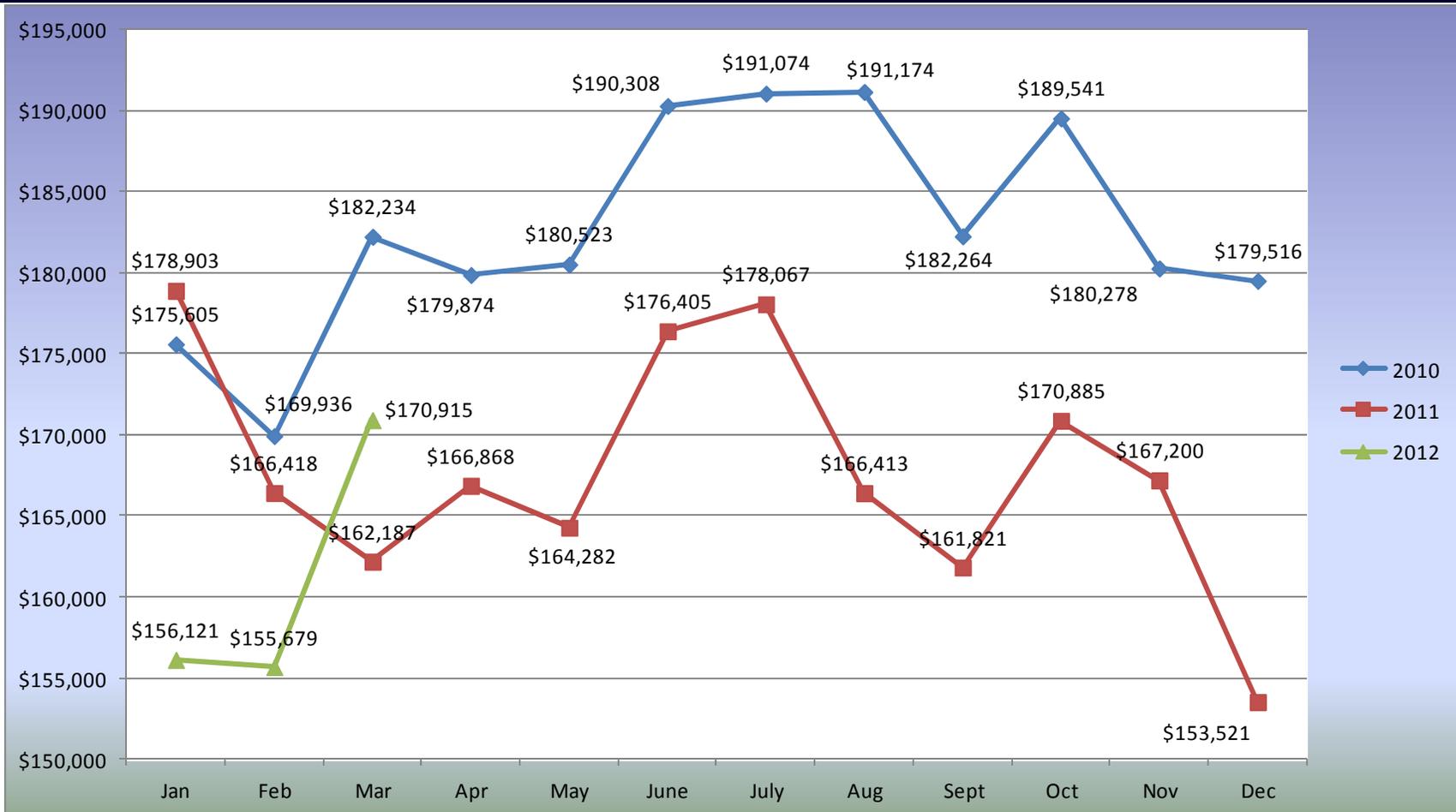
This graph shows the average and median sales price of residential single family homes from the year 2000-2011. Values in 2011 are near the values in 2005 after peaking in 2007.

HOMES SOLD PER MONTH MARCH 2012



Home sales took a jump in March as is customary in the last 3 years. Closed sales are up from 2011 but not at

AVERAGE SALES PRICE BY MONTH MARCH 2012



Average sales price for March 2012 also jumped. The increase is a sign of higher demand as shown in the closed sales .

HOMES FOR SALE MARCH 2012



Active listings in the Spokane market have remained down. Factoring in the increase in closed sales and increased average sales price and the lower number of active listings and the market seems to be shifting if only temporarily to more of a seller's market.

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

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

\$0-\$75,000	127	54	2.3
\$76,000-\$100,000	187	32	5.8
\$101,000-\$125,000	192	41	4.7
\$126,000-\$150,000	280	32	8.8
\$151,000-\$175,000	286	55	5.2
\$176,000-\$200,000	343	36	9.5
\$201,000-\$225,000	233	31	7.5
\$226,000-\$250,000	236	17	13.9
\$251,000-\$275,000	150	18	8.3
\$276,000-\$300,000	147	18	8.2

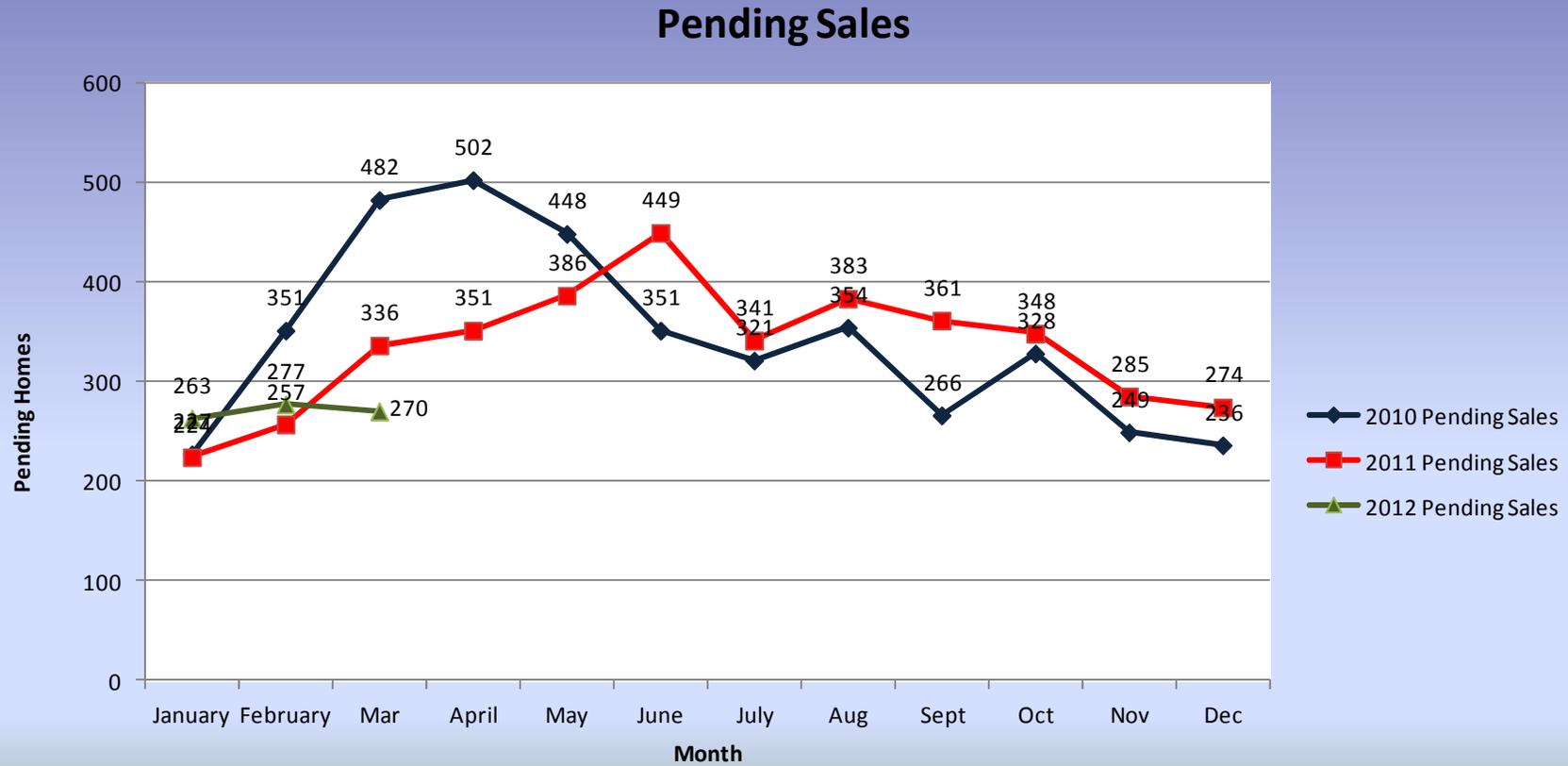
These charts show the number of homes actively for sale as compared to the number of homes that sold in March 2012. By dividing those two numbers, we can determine the number of months it will take for the current inventory to sell if no new listings were added. By using the market type above, buyers and sellers can learn what type of market their target home is in.

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

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
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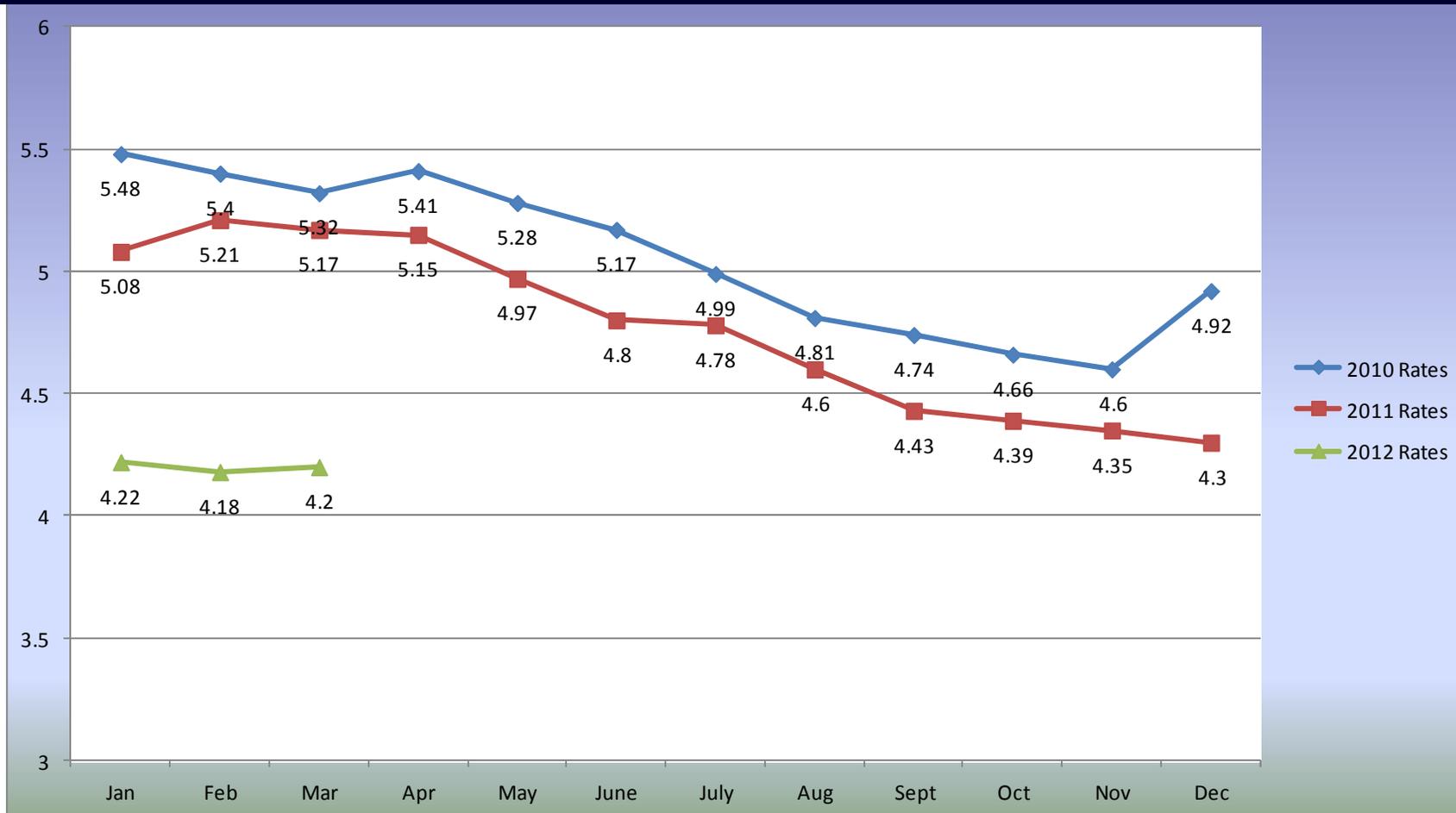
Price Range	Active Listings	Homes Sold	Months of Inventory
\$301,000-\$325,000	65	9	7.2
\$326,000-\$350,000	98	11	8.9
\$351,000-\$375,000	56	5	11.2
\$376,000-\$400,000	80	3	26.7
\$401,000-\$450,000	107	10	10.7
\$451,000-\$500,000	70	5	14
\$501,000-\$600,000	81	3	27
\$601,000-\$700,000	52	0	
\$701,000-\$800,000	24	2	12
\$801,000-\$900,000	17	0	
\$901,000-\$1,000,000	12	0	
\$1,000,100+	35	0	

PENDING SALES MARCH 2012



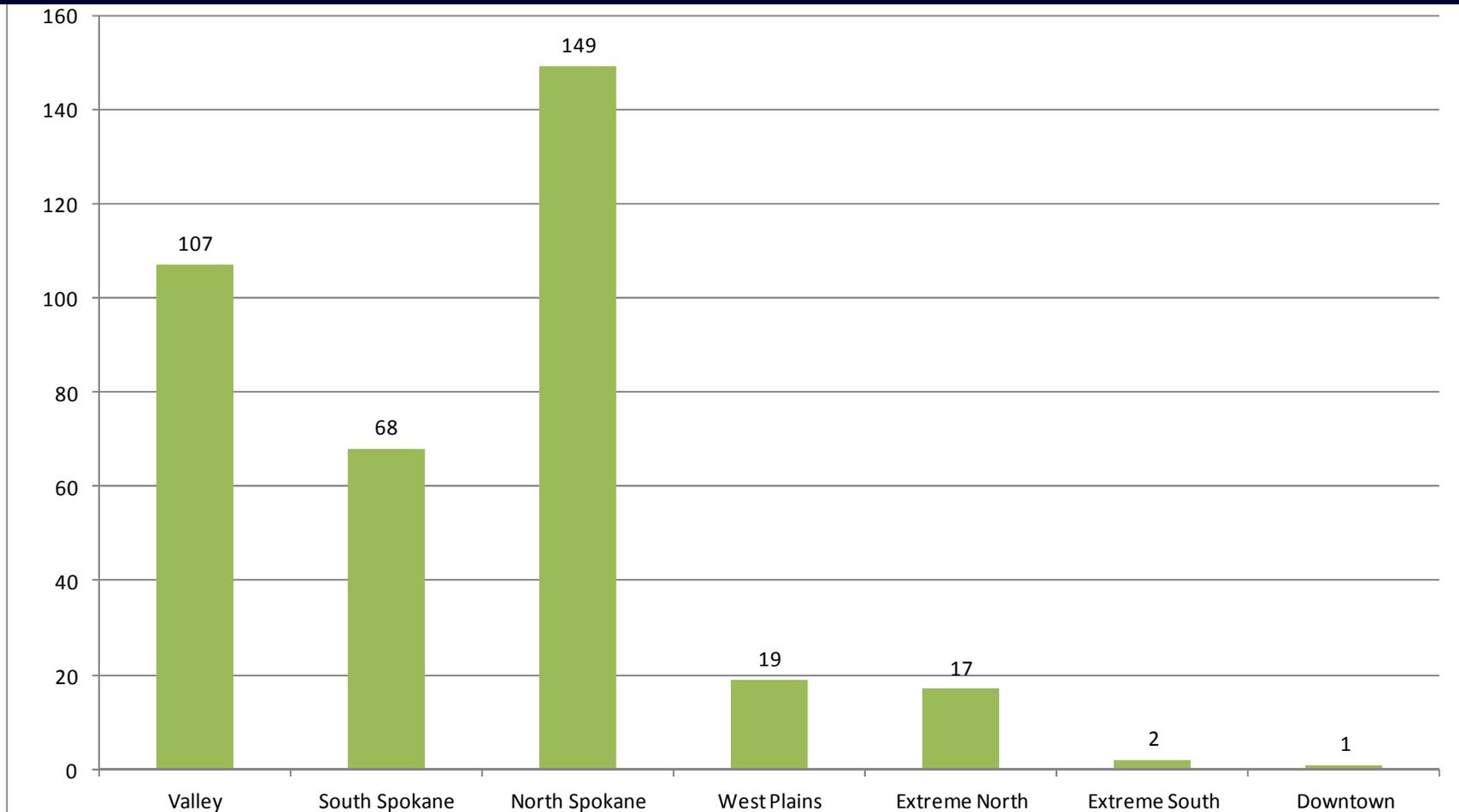
Pending sales are down 7 houses from Feb. of 2012. Pending sales are a very good indicator of the amount of homes that will close in the following 45 days which is the typical escrow time.

INTEREST RATES BY MONTH 2010-MARCH 2012



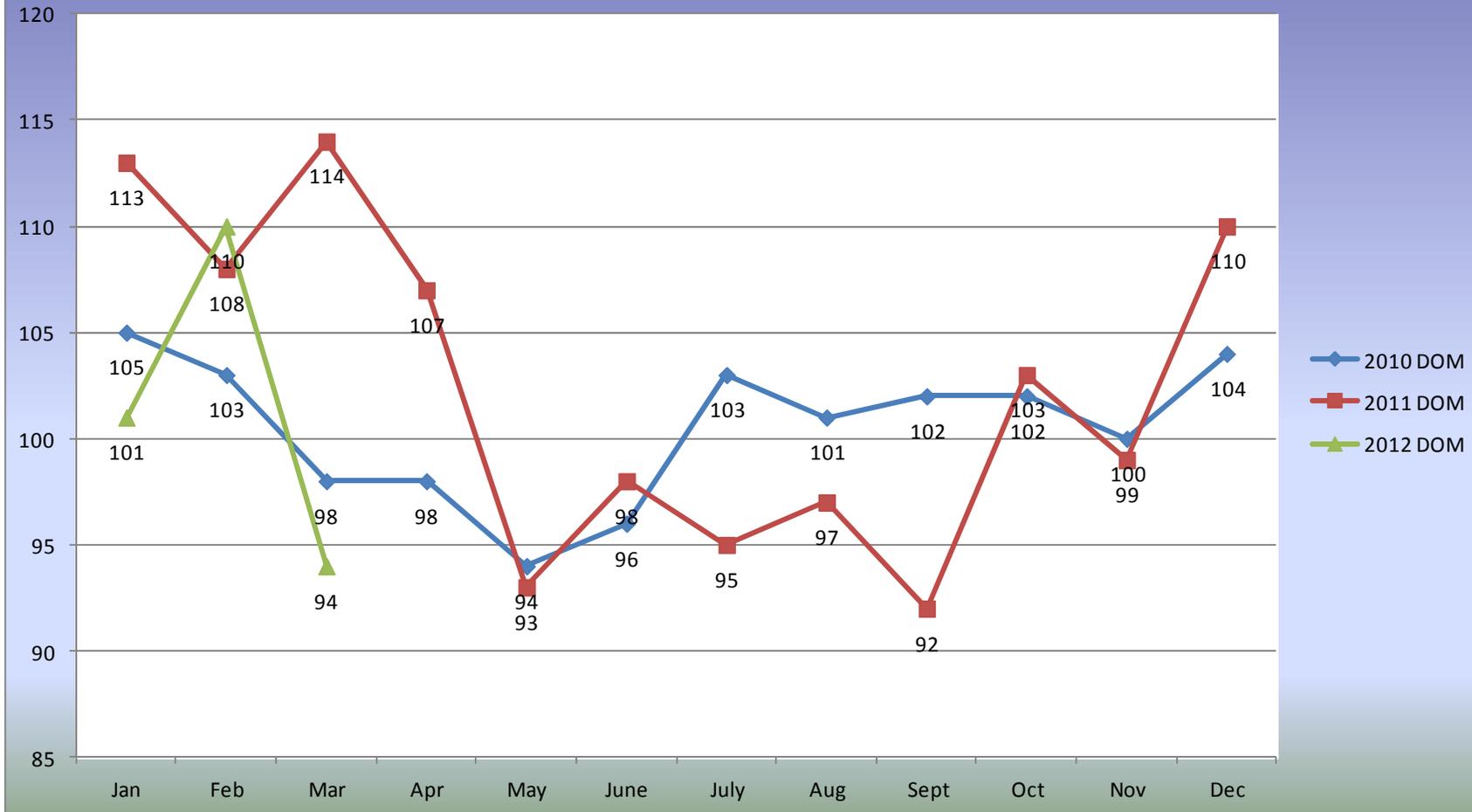
Even though interest rates raised fractionally in March 2012, they are still extremely low. Contact us today to be connected with reputable local lenders that have helped our clients close hundreds of Real Estate transactions.

HOMES SOLD BY AREA MARCH 2012



This graph shows the number of homes sold by area. Numbers increased in every area except “Downtown” and “West Plains.”

AVERAGE DAYS ON MARKET 2010 TO MARCH 2012



The average days on market has dropped by 16 days from Feb. to March 2012.