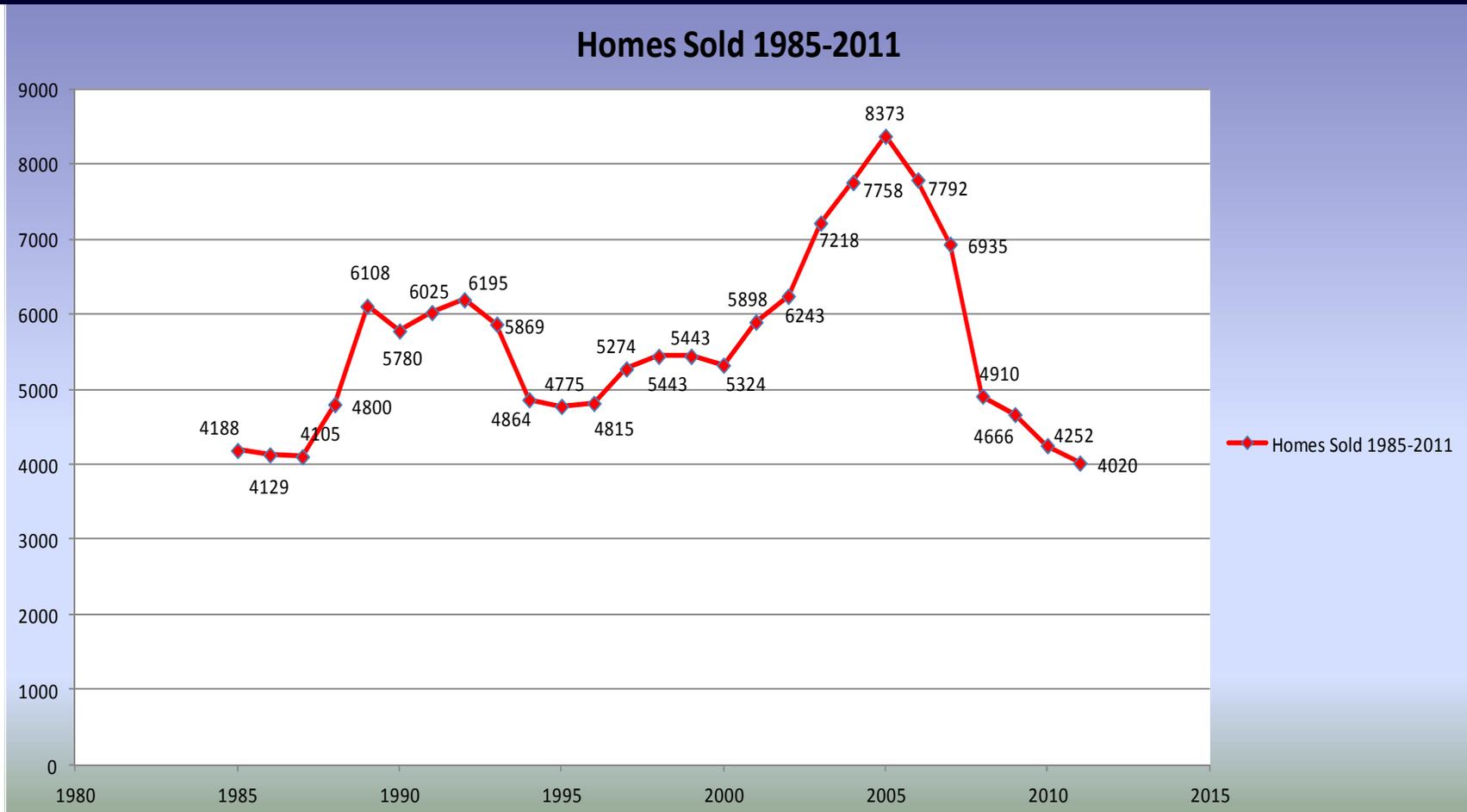


# HOMES SOLD 1985-2011



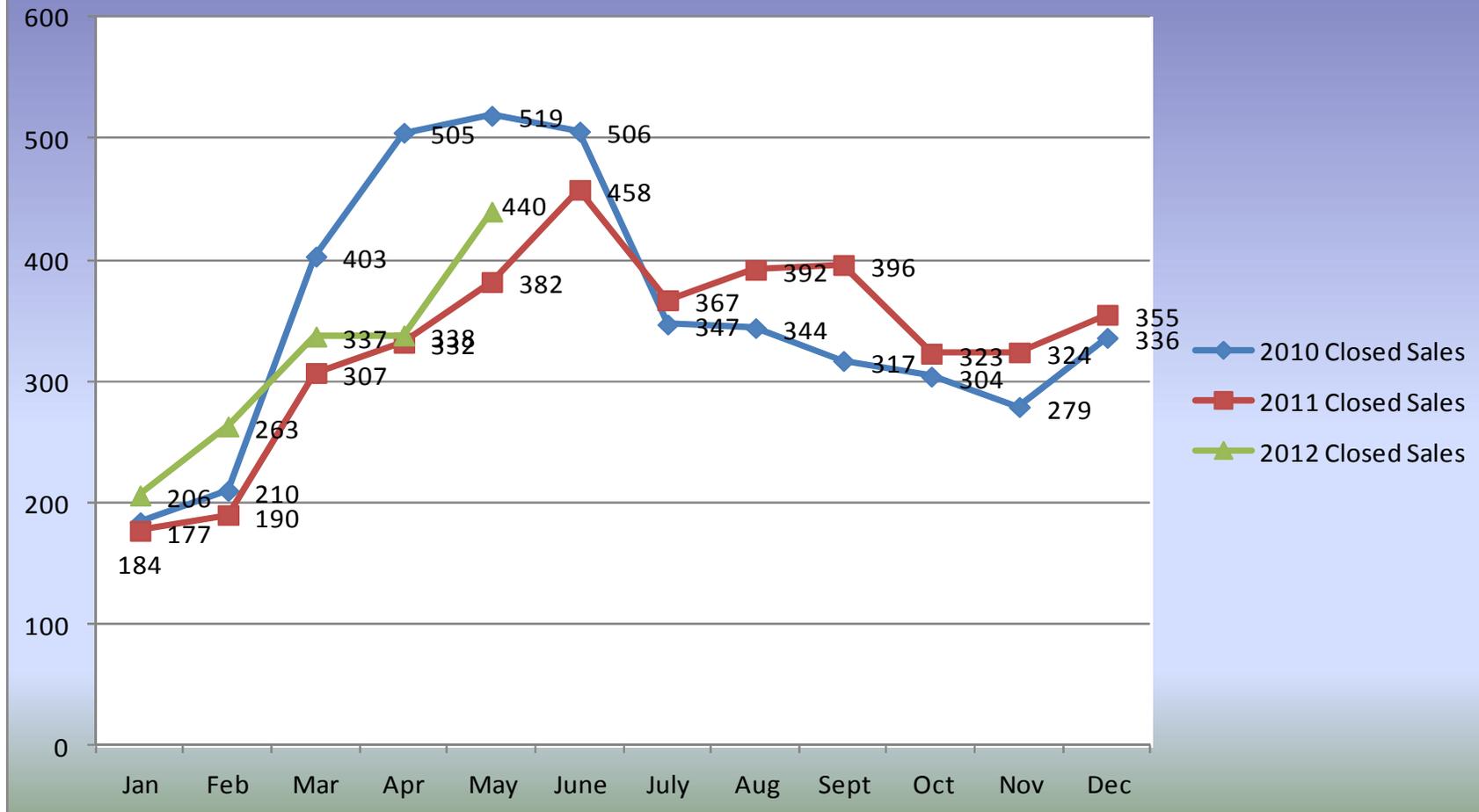
This is a graph of homes sold from 1985 to 2011. Statistics were first kept in 1985, and since that year, 2011 is the lowest number of homes sold.

# ANNUAL AVERAGE AND MEDIAN HOME SALES 2000-2011



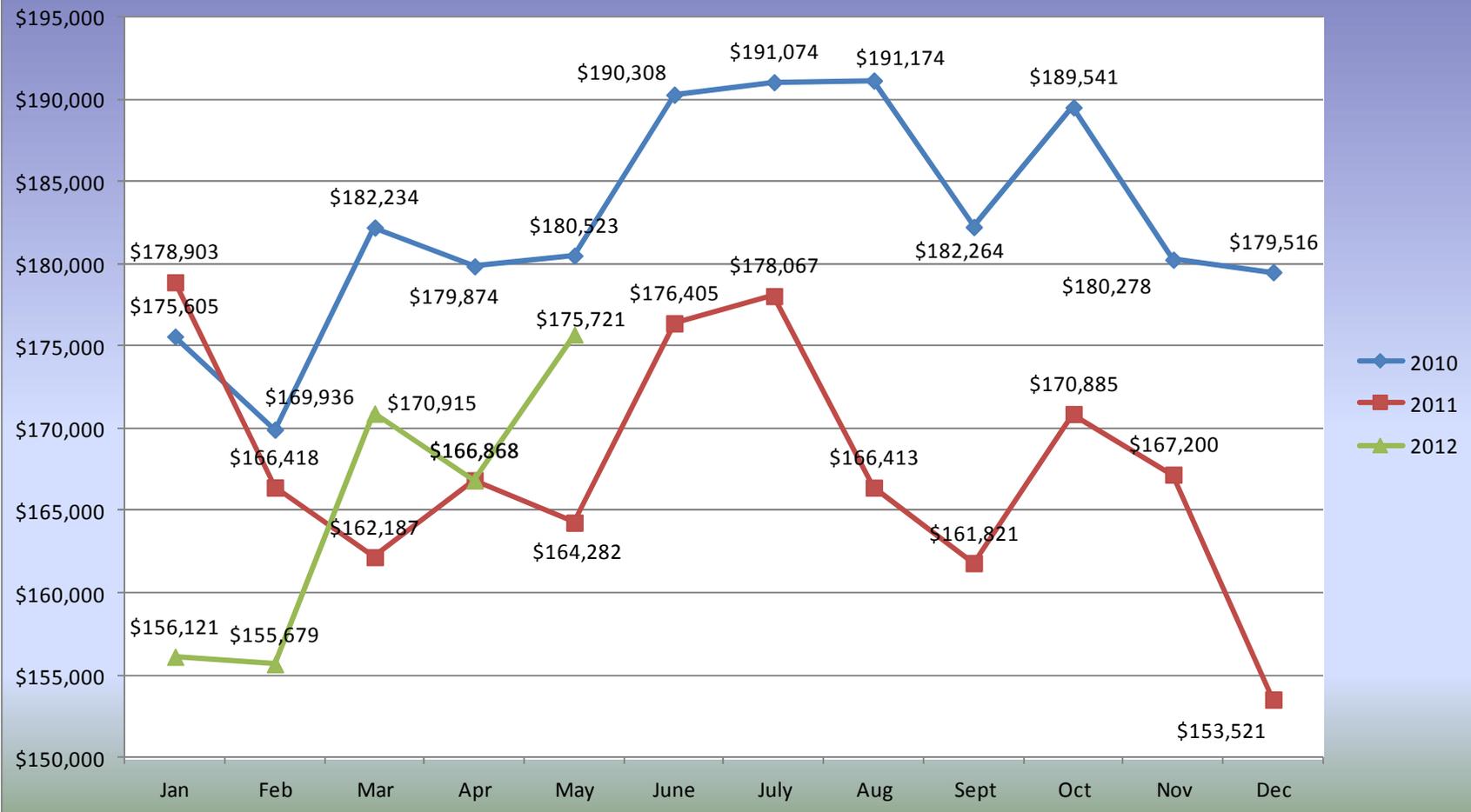
This graph shows the average and median sales price of residential single family homes from the year 2000-2011. Values in 2011 are near the values in 2005 after peaking in 2007.

# HOMES SOLD PER MONTH MAY 2012



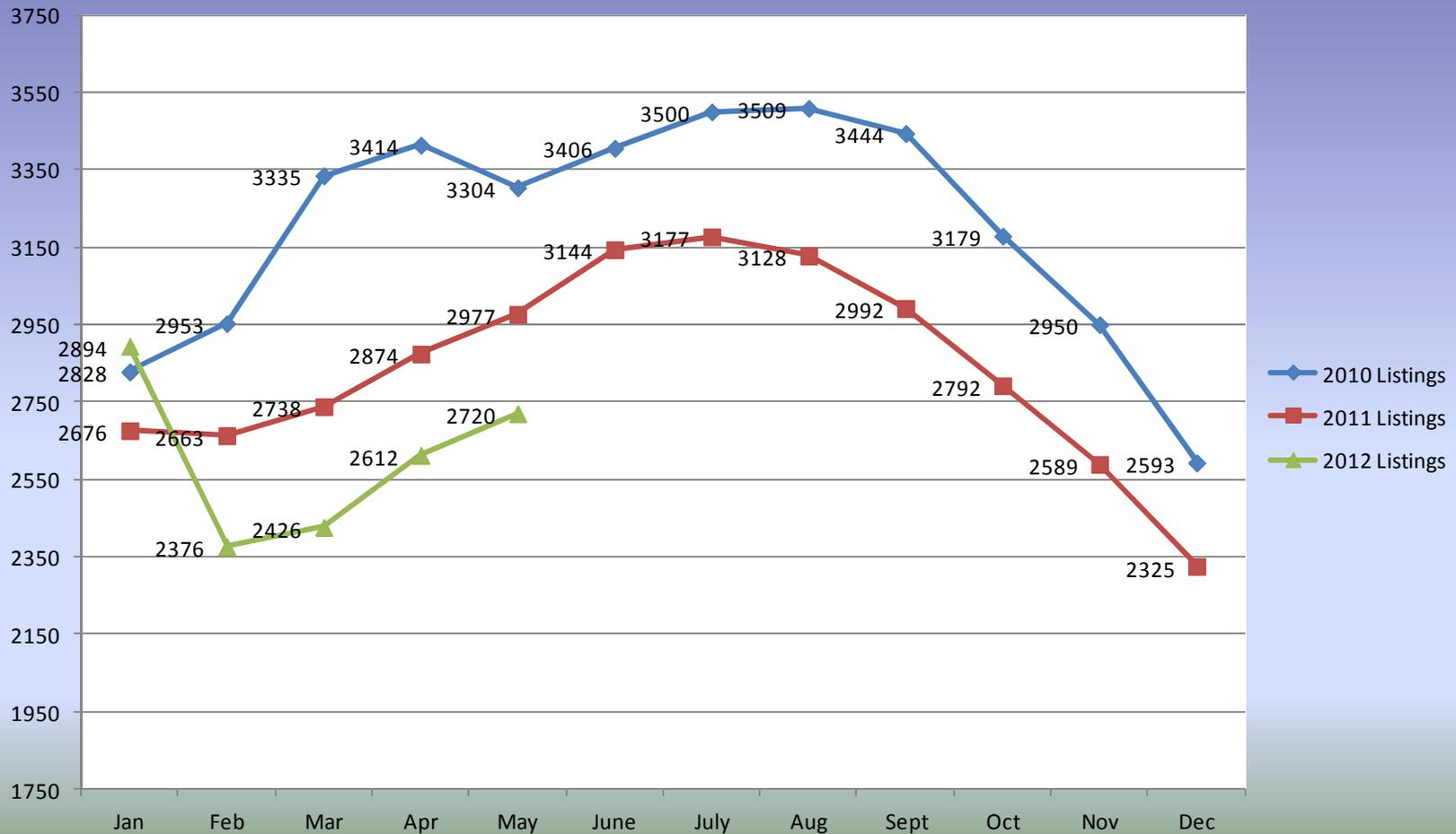
Number of closed homes jumped over 100 homes from April 2012 and to the highest number since June 2011.

# AVERAGE SALES PRICE BY MONTH MAY 2012



Average sales price jumped to the highest point of 2012 and the highest since June of 2011.

# HOMES FOR SALE MAY 2012



Active listings is up from April 2012, but as evidenced by the listings in 2010 and 2011, the number of active listings go up in the Summer months most every year.

# HOMES SOLD BY PRICE RANGE AND # OF MONTHS OF INVENTORY MAY 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	129	40	3.2
\$76,000-\$100,000	155	40	3.9
\$101,000-\$125,000	207	53	3.9
\$126,000-\$150,000	305	70	4.4
\$151,000-\$175,000	359	77	4.7
\$176,000-\$200,000	382	57	6.7
\$201,000-\$225,000	268	28	9.6
\$226,000-\$250,000	257	28	9.2
\$251,000-\$275,000	193	26	7.4
\$276,000-\$300,000	179	17	10.5

The bottom end of the market is showing improvement over last month, especially the price ranges under \$175,000. There are no ranges of High Depreciation for the first time in 2012 under \$300,000.

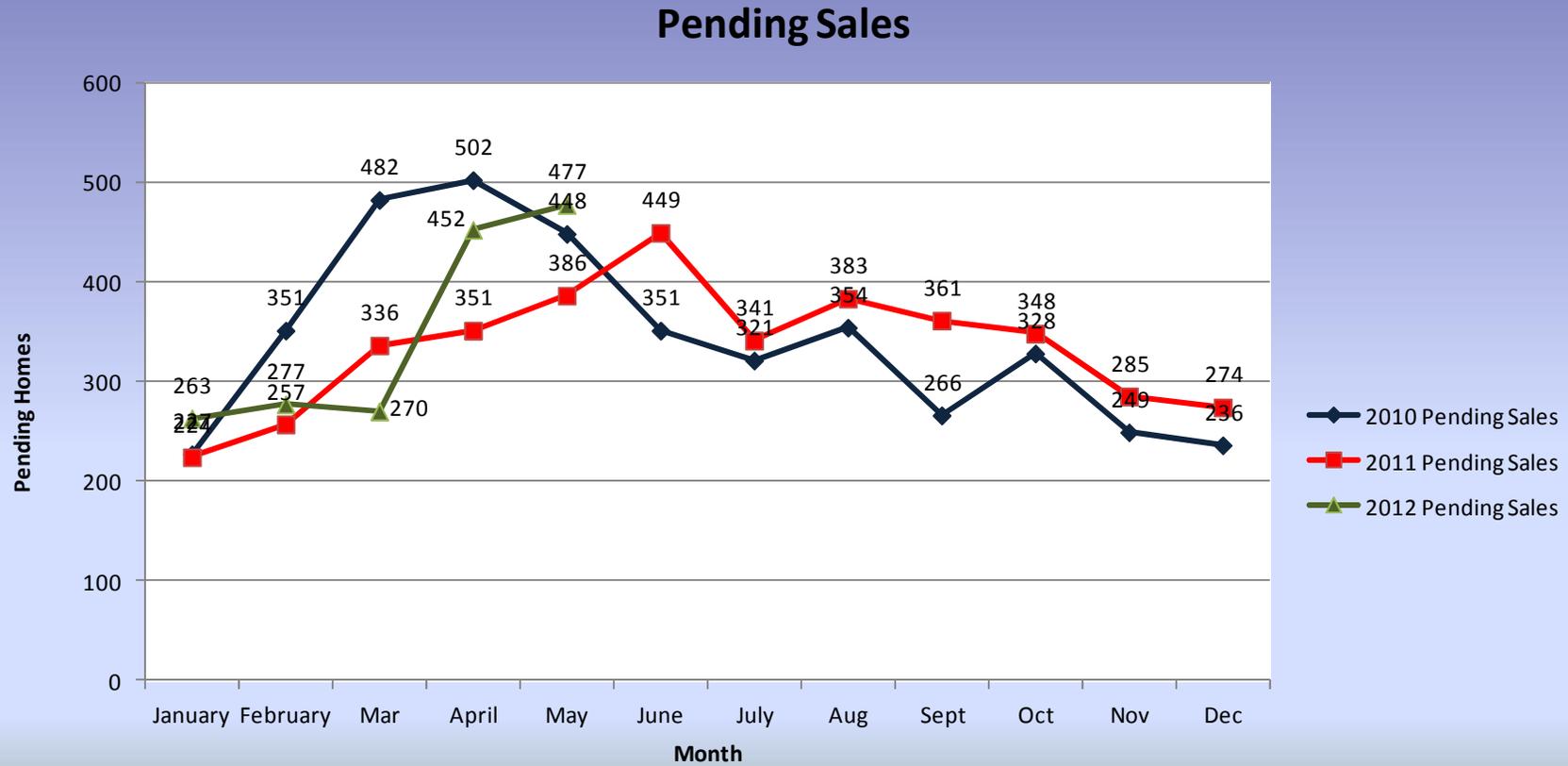
# HOMES SOLD BY PRICE RANGE AND # OF MONTHS OF INVENTORY MAY 2012

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	82	7	11.7
\$326,000-\$350,000	135	12	11.25
\$351,000-\$375,000	63	7	9
\$376,000-\$400,000	92	12	7.7
\$401,000-\$450,000	116	14	8.3
\$451,000-\$500,000	86	3	28.7
\$501,000-\$600,000	100	6	16.7
\$601,000-\$700,000	61	3	20.3
\$701,000-\$800,000	33	3	11
\$801,000-\$900,000	25	1	25
\$901,000-\$1,000,000	13	2	6.5
\$1,000,100+	39	1	39

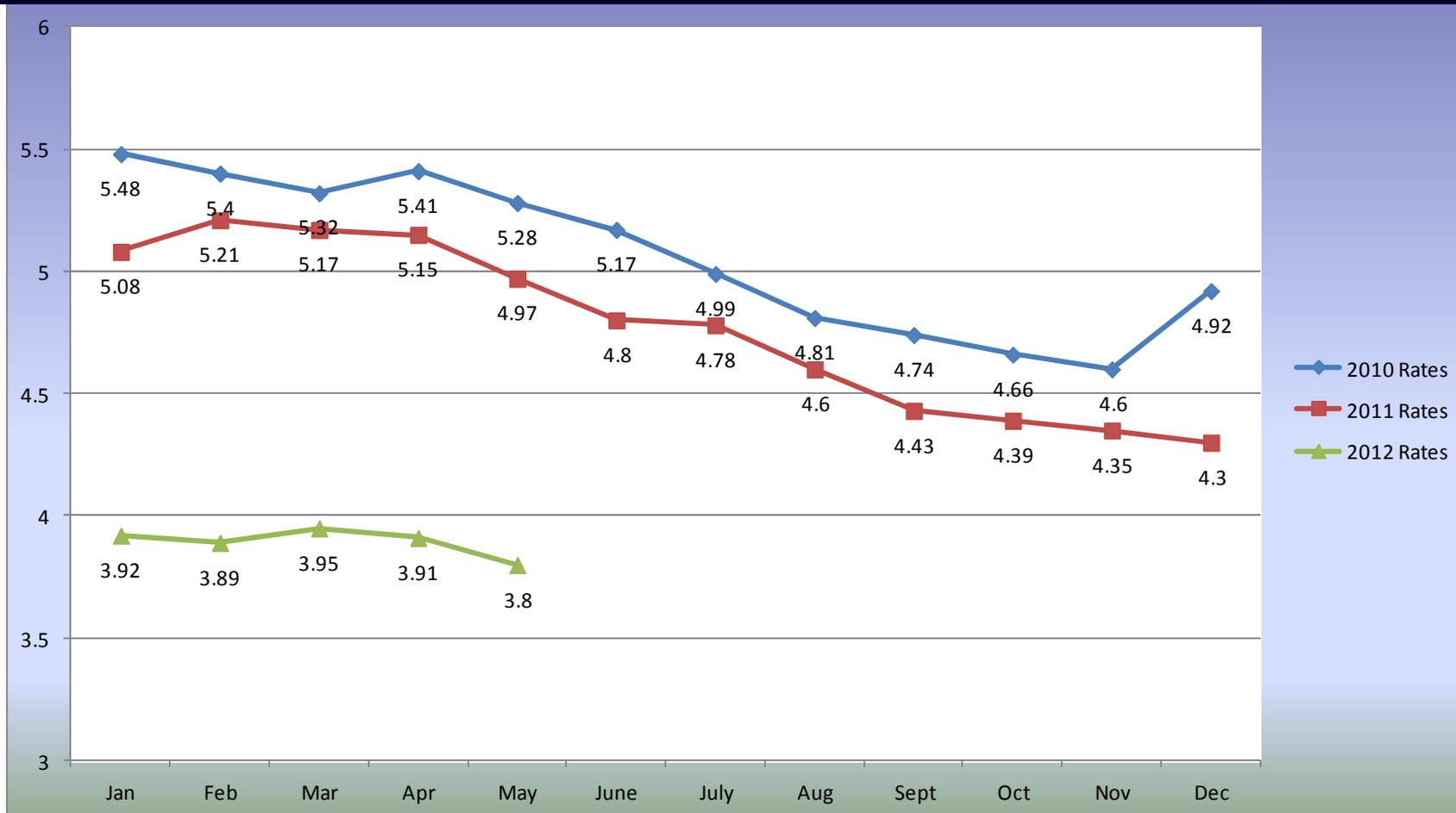
Even the top half of the market is showing higher activity and appreciation for the first time this year. May had the first million dollar home sold all year as well.

# PENDING SALES MAY 2012



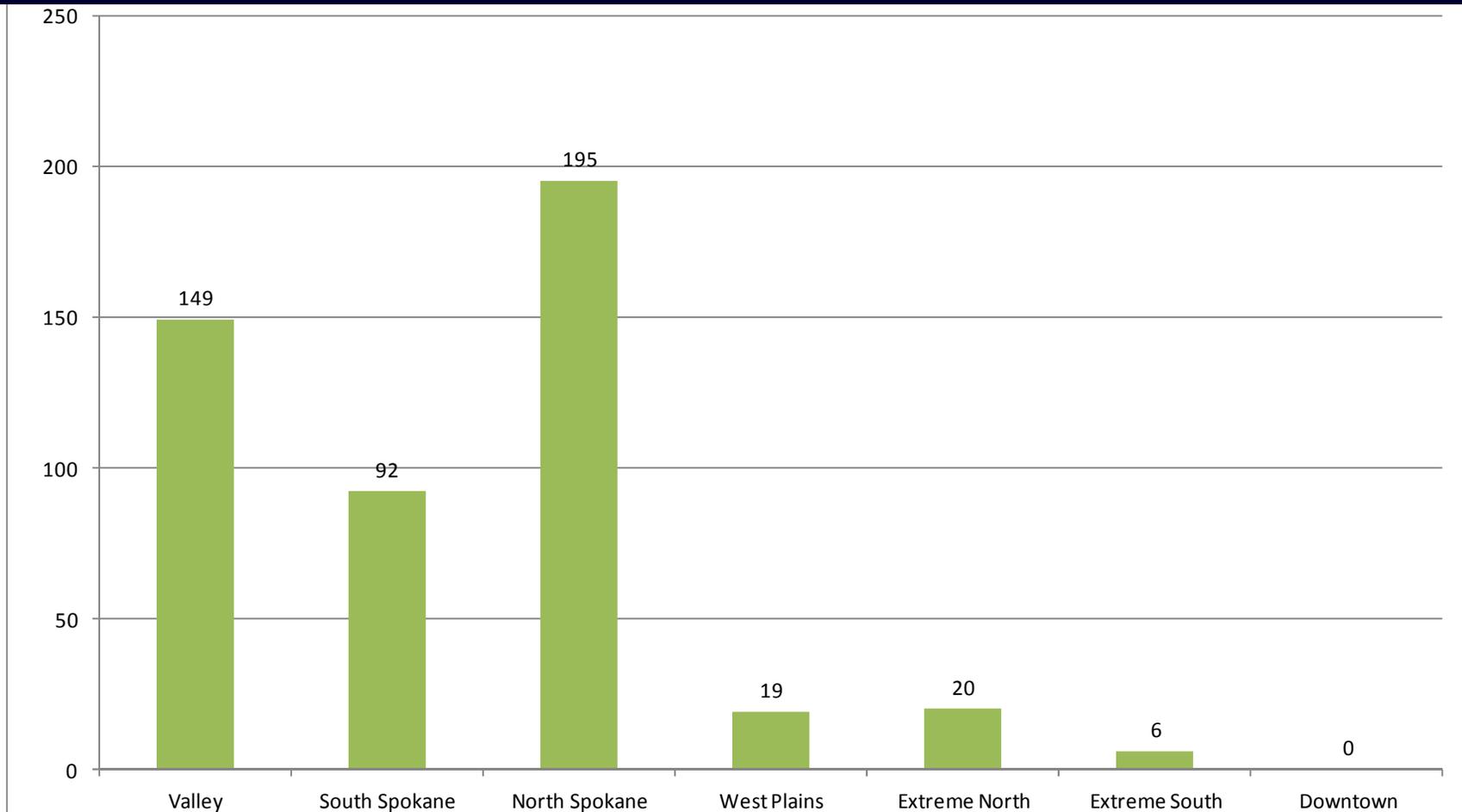
Pending sales jumped again in May 2012 to 477, higher than 2010 and 2011 and nearly double the number of pending sales from January 2012.

# INTEREST RATES BY MONTH 2010– MAY 2012



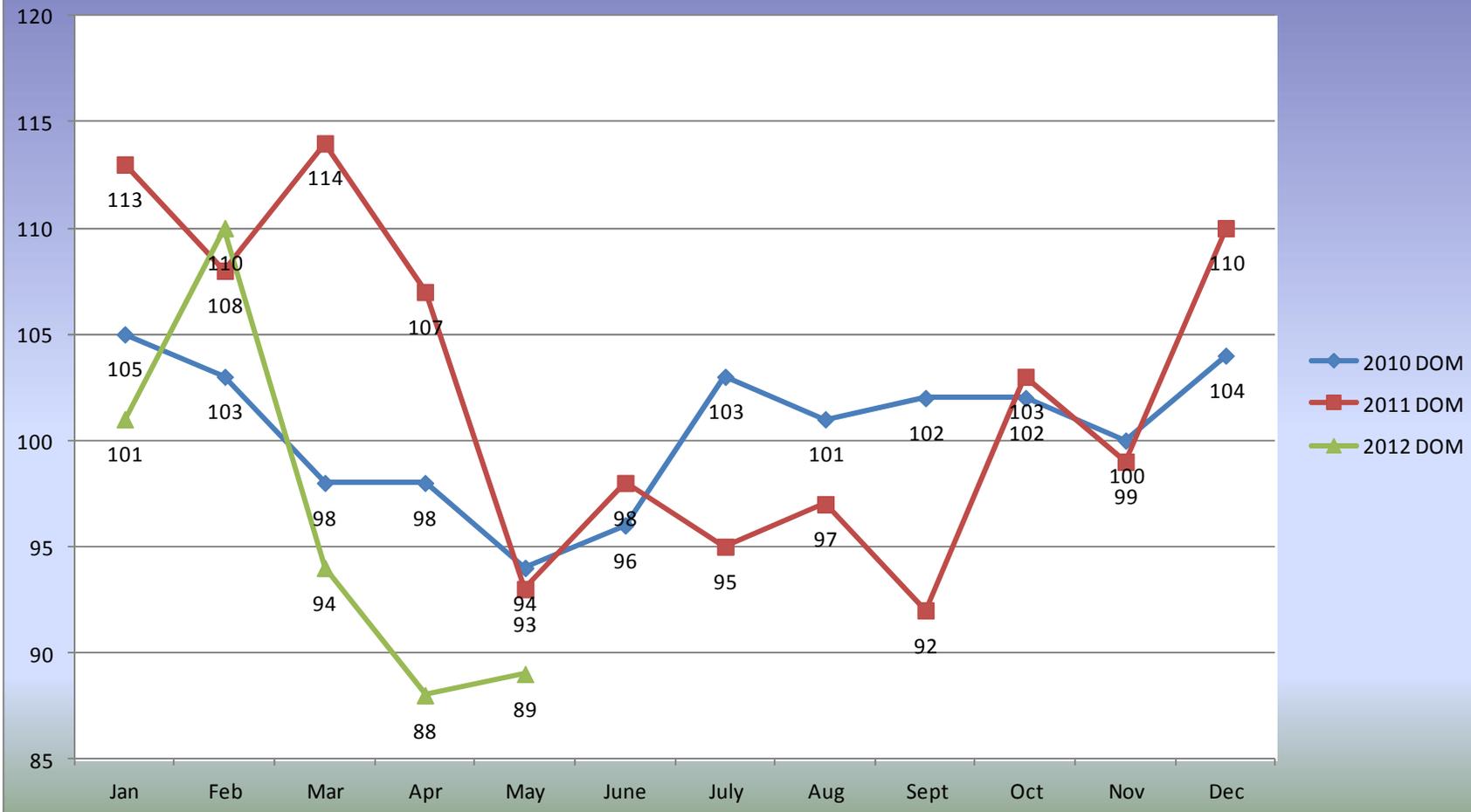
Interest rates reached a historic low in May 2012. The incredibly low rates are helping boost the real estate market.

# HOMES SOLD BY AREA MAY 2012



This graph shows homes sold by area throughout Spokane County. The Valley, South Hill and North Spokane saw significant jumps from April to May 2012.

# DAYS ON MARKET 2010 TO MAY 2012



Average days on market went up 1 day from April 2012, but not much of a swing. The average days on market is down every month in 2012 except Feb. over 2010 and 2011