

## **Methodology Used by REAL ESTATS**

REAL ESTATS makes every effort to use all the “arm’s length” transactions in calculating the data for reports. Trades are removed that fall beyond what a willing buyer would pay a willing seller. Only and all recorded sales are used each month.

New construction is defined as having a year built in the past two years. So in 2008, all homes with a year built of either 2008 or 2007 are classified as new, no matter who sold it.

Under new construction, we do not pick up a home which is built by an owner on a lot until there is a recorded sale. This is also true, if a person purchases a lot from a builder who then builds a home using the homeowner’s money in the homeowner’s name. The percentage of these custom built homes is fairly small but we don’t have a real number to represent what is happening in each county.

Condominiums: included in this category are common wall buildings, townhomes, row homes and commons. It is better described as attached housing.

When determining absorption rate, we use the activity recorded year-to-date.

Should you have any questions regarding the information contained in our reports, you are welcome to call 360. 693.6525 for clarification.

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