

**PIERCE COUNTY**  
**WASHINGTON**  
**MARCH 2008**

**WITH COMPARISONS TO PAST YEARS**

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DATA USED:

RECORDED TRANSACTIONS FROM COUNTY RECORDS

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**Top Builders by Units Recorded Year-to-date**

| Rank # | Seller                         | Units      | Total Volume        | High Price       | Low Price        | Average Price    | Average \$/SF | % Mkt Units  |
|--------|--------------------------------|------------|---------------------|------------------|------------------|------------------|---------------|--------------|
| 1      | Quadrant Corp                  | 64         | \$19,740,646        | \$479,645        | \$220,000        | \$308,448        | \$122.01      | 14.1%        |
| 2      | Premier Communities Inc        | 36         | \$9,683,269         | \$372,675        | \$215,395        | \$268,980        | \$142.75      | 7.9%         |
| 3      | Sound Built Homes Inc          | 27         | \$7,805,957         | \$355,271        | \$242,189        | \$289,110        | \$136.61      | 5.9%         |
| 4      | Centex Homes                   | 18         | \$7,775,921         | \$570,820        | \$348,000        | \$431,996        | \$114.58      | 4.0%         |
| 5      | Forest Canyon Homes LLC        | 16         | \$6,548,688         | \$457,977        | \$328,947        | \$409,293        |               | 3.5%         |
| 6      | D R Horton/SSHI                | 16         | \$5,464,868         | \$404,879        | \$305,000        | \$341,554        | \$136.23      | 3.5%         |
| 7      | Hampton Village LLC            | 12         | \$1,972,100         | \$180,450        | \$150,000        | \$164,342        |               | 2.6%         |
| 8      | Evergreen State Builders LLC   | 11         | \$4,422,594         | \$521,530        | \$317,000        | \$402,054        | \$133.58      | 2.4%         |
| 9      | Westbrook Homes LLC            | 8          | \$2,892,836         | \$458,188        | \$294,000        | \$361,605        | \$127.99      | 1.8%         |
| 10     | T & H Dev LLC                  | 8          | \$2,376,980         | \$311,000        | \$275,000        | \$297,123        |               | 1.8%         |
| 11     | Lakeland (Various) LLC         | 6          | \$2,530,518         | \$538,990        | \$343,531        | \$421,758        |               | 1.3%         |
| 12     | J Scott Construction Inc       | 6          | \$2,108,500         | \$425,000        | \$294,000        | \$351,417        | \$208.35      | 1.3%         |
| 13     | Brc Inc                        | 6          | \$1,629,093         | \$299,143        | \$251,350        | \$271,516        |               | 1.3%         |
| 14     | Regent Homes Inc               | 6          | \$1,499,900         | \$253,050        | \$247,000        | \$249,983        | \$123.69      | 1.3%         |
| 15     | Carriage House Dev Inc         | 5          | \$1,035,120         | \$235,000        | \$166,000        | \$207,024        | \$110.48      | 1.1%         |
| 16     | Tanner Village LLC             | 5          | \$1,027,250         | \$208,950        | \$201,950        | \$205,450        | \$193.29      | 1.1%         |
| 17     | Courtney Ridge LLC             | 5          | \$1,018,500         | \$217,300        | \$194,950        | \$203,700        | \$154.37      | 1.1%         |
| 18     | Luxpacific Homes Inc           | 4          | \$1,595,120         | \$459,950        | \$367,000        | \$398,780        | \$171.71      | 0.9%         |
| 19     | Capstone Homes Inc             | 4          | \$1,131,770         | \$330,000        | \$215,270        | \$282,943        | \$154         | 0.9%         |
| 20     | Great Nw Homes LLC             | 4          | \$1,131,450         | \$292,000        | \$265,000        | \$282,863        | \$118.26      | 0.9%         |
| 21     | Pacific Bay Inc                | 4          | \$968,660           | \$253,810        | \$229,950        | \$242,165        |               | 0.9%         |
| 22     | Frontier Contractors Inc       | 4          | \$934,400           | \$242,000        | \$219,950        | \$233,600        | \$150.49      | 0.9%         |
| 23     | Meridian Greens LLC            | 4          | \$818,270           | \$208,790        | \$198,000        | \$204,568        |               | 0.9%         |
| 24     | Knollwood Homes Partners LLC   | 3          | \$1,853,990         | \$686,990        | \$562,000        | \$617,997        | \$187.76      | 0.7%         |
| 25     | Pacific Coast Construction LLC | 3          | \$1,404,780         | \$505,450        | \$417,000        | \$468,260        | \$152.13      | 0.7%         |
|        | <b>TOTAL</b>                   | <b>285</b> | <b>\$89,371,180</b> | <b>\$686,990</b> | <b>\$150,000</b> | <b>\$313,583</b> |               | <b>62.6%</b> |

**Top Builders by Dollar Volume Recorded Year-to-date**

| Rank \$ | Seller                         | Units      | Total Volume        | High Price       | Low Price        | Average Price    | Average \$/SF | % Mkt \$'s   |
|---------|--------------------------------|------------|---------------------|------------------|------------------|------------------|---------------|--------------|
| 1       | Quadrant Corp                  | 64         | \$19,740,646        | \$479,645        | \$220,000        | \$308,448        | \$122.01      | 13.3%        |
| 2       | Premier Communities Inc        | 36         | \$9,683,269         | \$372,675        | \$215,395        | \$268,980        | \$142.75      | 6.5%         |
| 3       | Sound Built Homes Inc          | 27         | \$7,805,957         | \$355,271        | \$242,189        | \$289,110        | \$136.61      | 5.3%         |
| 4       | Centex Homes                   | 18         | \$7,775,921         | \$570,820        | \$348,000        | \$431,996        | \$114.58      | 5.2%         |
| 5       | Forest Canyon Homes LLC        | 16         | \$6,548,688         | \$457,977        | \$328,947        | \$409,293        |               | 4.4%         |
| 6       | D R Horton/SSHI                | 16         | \$5,464,868         | \$404,879        | \$305,000        | \$341,554        | \$136.23      | 3.7%         |
| 7       | Evergreen State Builders LLC   | 14         | \$4,422,594         | \$521,530        | \$317,000        | \$402,054        | \$133.58      | 3.0%         |
| 8       | Westbrook Homes LLC            | 8          | \$2,892,836         | \$458,188        | \$294,000        | \$361,605        | \$127.99      | 2.0%         |
| 9       | Lakeland (Various) LLC         | 6          | \$2,530,518         | \$538,990        | \$343,531        | \$421,753        |               | 1.7%         |
| 10      | T & H Dev LLC                  | 8          | \$2,376,980         | \$311,000        | \$275,000        | \$297,123        |               | 1.6%         |
| 11      | J Scott Construction Inc       | 6          | \$2,108,500         | \$425,000        | \$294,000        | \$351,417        | \$208.35      | 1.4%         |
| 12      | Hampton Village LLC            | 12         | \$1,972,100         | \$180,450        | \$150,000        | \$164,342        |               | 1.3%         |
| 13      | Knollwood Homes Partners LLC   | 3          | \$1,853,990         | \$686,990        | \$562,000        | \$617,997        | \$187.76      | 1.3%         |
| 14      | Brc Inc                        | 6          | \$1,629,093         | \$299,143        | \$251,350        | \$271,516        |               | 1.1%         |
| 15      | Luxpacific Homes Inc           | 4          | \$1,595,120         | \$459,950        | \$367,000        | \$398,780        | \$171.71      | 1.1%         |
| 16      | Cheyenne Construction          | 2          | \$1,526,132         | \$765,000        | \$761,132        | \$763,066        | \$193.87      | 1.0%         |
| 17      | Regent Homes Inc               | 6          | \$1,499,900         | \$253,050        | \$247,000        | \$249,983        | \$123.69      | 1.0%         |
| 18      | Hendrickson Construction       | 2          | \$1,430,000         | \$755,000        | \$675,000        | \$715,000        | \$150.80      | 1.0%         |
| 19      | Pacific Coast Construction LLC | 3          | \$1,404,780         | \$505,450        | \$417,000        | \$468,260        | \$152.13      | 0.9%         |
| 20      | Builtwell Structures Inc       | 3          | \$1,297,000         | \$520,000        | \$297,000        | \$432,333        | \$162.64      | 0.9%         |
| 21      | Legacy Northwest Builders Inc  | 2          | \$1,139,900         | \$590,000        | \$549,900        | \$569,950        | \$296.93      | 0.8%         |
| 22      | A/b Homes LLC                  | 2          | \$1,133,000         | \$598,000        | \$535,000        | \$566,500        | \$176.24      | 0.8%         |
| 23      | Capstone Homes Inc             | 4          | \$1,131,770         | \$330,000        | \$215,270        | \$282,943        | \$153.53      | 0.8%         |
| 24      | Great Nw Homes LLC             | 4          | \$1,131,450         | \$292,000        | \$265,000        | \$282,863        | \$118.26      | 0.8%         |
| 25      | Campus Crest Homes Inc         | 2          | \$1,112,000         | \$607,000        | \$505,000        | \$556,000        | \$161.64      | 0.8%         |
|         | <b>TOTAL</b>                   | <b>271</b> | <b>\$91,207,012</b> | <b>\$765,000</b> | <b>\$150,000</b> | <b>\$336,557</b> |               | <b>61.5%</b> |

**Top Subdivisions/Projects by Units Recorded Year-to-date**

| Rank # | Subdivision/Projects      | Units      | Total Volume        | High Price       | Low Price        | Average Price    | Average \$/SF | % Mkt Units  |
|--------|---------------------------|------------|---------------------|------------------|------------------|------------------|---------------|--------------|
|        | Short Plat/Bndry Line Adj | 38         | \$14,238,571        | \$825,000        | \$162,500        | \$374,699        | \$159.29      | 8.4%         |
| 1      | Tibbitts Wood             | 30         | \$8,335,266         | \$380,288        | \$220,000        | \$277,842        | \$122.22      | 6.6%         |
| 2      | Hoffman Hill Village      | 25         | \$8,521,579         | \$479,645        | \$251,475        | \$340,863        |               | 5.5%         |
| 3      | Silver Creek              | 19         | \$6,414,861         | \$415,000        | \$230,000        | \$337,624        | \$125.49      | 4.2%         |
| 4      | Saddle Creek              | 17         | \$5,773,868         | \$404,879        | \$305,000        | \$339,639        | \$136.78      | 3.7%         |
| 5      | Forest Canyon Hlnds       | 16         | \$6,548,688         | \$457,977        | \$328,947        | \$409,293        |               | 3.5%         |
| 6      | Lipoma Firs North Pdd     | 16         | \$4,281,344         | \$314,073        | \$229,950        | \$267,584        | \$110.52      | 3.5%         |
| 7      | Hampton Village Condo     | 12         | \$1,972,100         | \$180,450        | \$150,000        | \$164,342        |               | 2.6%         |
| 8      | Foxbury Park              | 11         | \$3,204,598         | \$370,748        | \$247,000        | \$291,327        | \$127.08      | 2.4%         |
| 9      | Wyndham Ranch             | 10         | \$2,846,792         | \$372,675        | \$230,610        | \$284,679        | \$137.27      | 2.2%         |
| 10     | Brookside                 | 9          | \$2,883,801         | \$377,841        | \$270,998        | \$320,422        | \$117.43      | 2.0%         |
| 11     | Falling Water             | 8          | \$3,299,774         | \$521,530        | \$329,990        | \$412,472        | \$133.36      | 1.8%         |
| 12     | Bell Hill                 | 7          | \$3,562,271         | \$570,820        | \$463,333        | \$508,896        |               | 1.5%         |
| 13     | Stonebrook                | 7          | \$1,658,599         | \$264,000        | \$215,395        | \$286,943        | \$198.56      | 1.5%         |
| 14     | Berkshire                 | 6          | \$1,578,100         | \$276,845        | \$248,535        | \$263,017        | \$137.07      | 1.3%         |
| 15     | River's Edge              | 5          | \$1,624,482         | \$374,950        | \$307,245        | \$324,896        | \$131.30      | 1.1%         |
| 16     | Prairie Ridge             | 5          | \$1,195,750         | \$276,000        | \$219,950        | \$239,150        | \$166.78      | 1.1%         |
| 17     | Tanner Village Condo      | 5          | \$1,027,250         | \$208,950        | \$201,950        | \$205,450        | \$193.29      | 1.1%         |
| 18     | Courtney Rdg Estates      | 5          | \$1,018,500         | \$217,300        | \$194,950        | \$203,700        | \$154.37      | 1.1%         |
| 19     | Grand Firs                | 4          | \$1,905,342         | \$505,450        | \$417,000        | \$476,336        | \$152.13      | 0.9%         |
| 20     | Michael's Lndg            | 4          | \$1,733,758         | \$459,950        | \$400,670        | \$433,440        | \$134.38      | 0.9%         |
| 21     | Madera @ Lakeland         | 4          | \$1,505,676         | \$438,155        | \$343,531        | \$376,419        |               | 0.9%         |
| 22     | Brooktree                 | 4          | \$1,273,500         | \$339,000        | \$294,000        | \$318,375        | \$189.38      | 0.9%         |
| 23     | Frederickson Estates      | 4          | \$1,258,171         | \$355,271        | \$272,080        | \$314,543        | \$140.89      | 0.9%         |
| 24     | Navarro                   | 4          | \$1,067,905         | \$289,910        | \$253,120        | \$266,976        | \$129.55      | 0.9%         |
| 25     | Meridian Greens           | 4          | \$818,270           | \$208,790        | \$198,000        | \$204,568        |               | 0.9%         |
|        | <b>TOTAL</b>              | <b>279</b> | <b>\$89,548,816</b> | <b>\$825,000</b> | <b>\$150,000</b> | <b>\$320,963</b> |               | <b>61.3%</b> |

**Top Subdivisions/Projects by Dollar Volume Recorded Year-to-date**

| Rank \$ | Subdivision/Projects        | Units      | Total Volume        | High Price       | Low Price        | Average Price    | Average \$/SF | % Mkt \$'s   |
|---------|-----------------------------|------------|---------------------|------------------|------------------|------------------|---------------|--------------|
|         | Short Plat/Bndry Line Adj   | 38         | \$14,238,571        | \$825,000        | \$162,500        | \$374,699        | \$159.29      | 9.6%         |
| 1       | Hoffman Hill Village        | 25         | \$8,521,579         | \$479,645        | \$251,475        | \$340,863        |               | 5.8%         |
| 2       | Tibbitts Wood               | 30         | \$8,335,266         | \$380,288        | \$220,000        | \$277,842        | \$122.22      | 5.6%         |
| 3       | Forest Canyon Hlnds         | 16         | \$6,548,688         | \$457,977        | \$328,947        | \$409,293        |               | 4.4%         |
| 4       | Silver Creek                | 19         | \$6,414,861         | \$415,000        | \$230,000        | \$337,624        | \$125.49      | 4.3%         |
| 5       | Saddle Creek                | 17         | \$5,773,868         | \$404,879        | \$305,000        | \$339,639        | \$136.78      | 3.9%         |
| 6       | Lipoma Firs North Pdd       | 16         | \$4,281,344         | \$314,073        | \$229,950        | \$267,584        | \$110.52      | 2.9%         |
| 7       | Bell Hill                   | 7          | \$3,562,271         | \$570,820        | \$463,333        | \$508,896        |               | 2.4%         |
| 8       | Falling Water               | 8          | \$3,299,774         | \$521,530        | \$329,990        | \$412,472        | \$133.36      | 2.2%         |
| 9       | Foxbury Park                | 11         | \$3,204,598         | \$370,748        | \$247,000        | \$291,327        | \$127.08      | 2.2%         |
| 10      | Brookside                   | 9          | \$2,883,801         | \$377,841        | \$270,998        | \$320,422        | \$117.43      | 1.9%         |
| 11      | Wyndham Ranch               | 10         | \$2,846,792         | \$372,675        | \$230,610        | \$284,679        | \$137.27      | 1.9%         |
| 12      | Hampton Village Condo       | 12         | \$1,972,100         | \$180,450        | \$150,000        | \$164,342        |               | 1.3%         |
| 13      | Grand Firs                  | 4          | \$1,905,342         | \$505,450        | \$417,000        | \$476,336        | \$152.13      | 1.3%         |
| 14      | Ketcham Knolls              | 3          | \$1,853,990         | \$686,990        | \$562,000        | \$617,997        | \$187.76      | 1.3%         |
| 15      | Michael's Lndg              | 4          | \$1,733,758         | \$459,950        | \$400,670        | \$433,440        | \$134.38      | 1.2%         |
| 16      | Stonebrook                  | 7          | \$1,658,599         | \$264,000        | \$215,395        | \$236,943        | \$198.56      | 1.1%         |
| 17      | River's Edge                | 5          | \$1,624,482         | \$374,950        | \$307,245        | \$324,896        | \$131.30      | 1.1%         |
| 18      | Berkshire                   | 6          | \$1,578,100         | \$276,845        | \$248,535        | \$263,017        | \$137.07      | 1.1%         |
| 19      | North Crescent Lake Estates | 2          | \$1,526,132         | \$765,000        | \$761,132        | \$763,066        | 193.87        | 1.0%         |
| 20      | Madera @ Lakeland           | 4          | \$1,505,676         | \$438,155        | \$343,531        | \$376,419        |               | 1.0%         |
| 21      | Brooktree                   | 4          | \$1,273,500         | \$339,000        | \$294,000        | \$318,375        | \$189.38      | 0.9%         |
| 22      | Frederickson Estates        | 4          | \$1,258,171         | \$355,271        | \$272,080        | \$314,543        | \$140.89      | 0.8%         |
| 23      | Prairie Ridge               | 5          | \$1,195,750         | \$276,000        | \$219,950        | \$239,150        | \$166.78      | 0.8%         |
| 24      | El Paso Estates             | 3          | \$1,164,850         | \$389,950        | \$384,950        | \$388,283        | \$129.90      | 0.8%         |
| 25      | Forest Canyon Heights       | 2          | \$1,139,900         | \$590,000        | \$549,900        | \$569,950        | \$296.93      | 0.8%         |
|         | <b>TOTAL</b>                | <b>271</b> | <b>\$91,301,763</b> | <b>\$825,000</b> | <b>\$150,000</b> | <b>\$336,907</b> |               | <b>61.6%</b> |

**OUTLOOK**

The first quarter's sales were off by nearly fifty percent from last year. Real Estats expects this to be very close to the level of activity for the remainder of 2008. The county has a very high foreclosure rate which adds to inventory and it places enormous pressure on prices.

The ongoing turmoil in the credit markets has spread to all areas, not just subprime. Subprime mortgage losses are only part of the problem for the lender and investor world. As losses mount,

underwriting will become more restrictive. We are probably close to the point where those who don't need to borrow are the only ones who can.

Real Estats anticipates a growing residential inventory, fueled in part by foreclosures. Those who expect a summer rally will probably be disappointed.

This is, and will continue to be, a difficult selling environment for everyone in the residential market.

Leonard A. Magazine, Publisher

**HIGHLIGHTS**

**March 2008 (vs. prior month)**

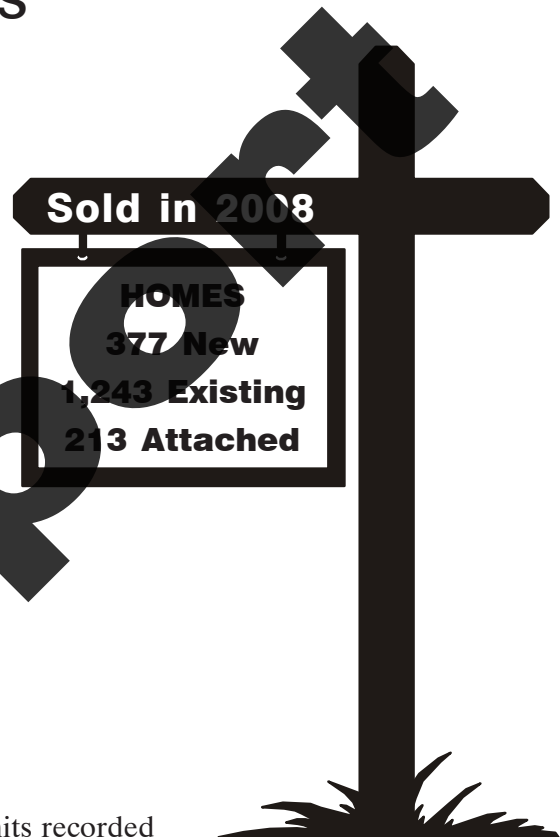
- ▀ Residential sales volume: up 24%
- ▀ Residential transactions: up 23%
- ▀ Existing home transactions: up 16%
- ▀ New home transactions: up 24%
- ▀ Attached units sold: up 77%

**Year-to-date 2008 (vs. Year-to-date 2007)**

- ▀ Residential sales volume: off 50% to \$585 million
- ▀ Residential transactions: off 48% with 1,956
- ▀ Mobile home sales on land: off 73% to \$15 million
- ▀ Plexes (2-5 units) sales: off 62% to \$14 million
- ▀ Land sales: decreased 72% to \$33 million
- ▀ Commercial volume: off 44% to \$148 million
- ▀ Average residence: \$297,750 off 4%

**New Single Family Homes (vs. Year-to-date 2007)**

- ▀ Average sale price: \$346,547, off 12%
- ▀ Median sale price: \$315,000, off 6%
- ▀ New homes represent 26% of volume and 23% of units recorded
- ▀ 377 sold vs. 521 last year, off 28%
- ▀ Volume: off 36% to \$131 million
- ▀ Average \$/SF: \$148.76, off 7% from last year's average (53% of sales with data)
- ▀ Best range: \$300,001 - \$350,000 with an absorption rate of 26 monthly
- ▀ Second best range: \$350,001 - \$400,000 with 17.3 per month



## HIGHLIGHTS (continued)

### Existing Homes (vs. Year-to-date 2007)

- Units sold: off 46%; volume: off 47% to \$376 million
- 1,243 units sold this year vs. 2,294
- Average price off 3% to \$302,307
- Half homes (median) sold for more than \$262,500, off 2%
- Average \$/SF for homes sold at \$164.07 (all sales), off 8%
- Best range: \$225,001 - \$250,000 with 60 recorded monthly
- Second best range: \$300,001 - \$350,000 with an absorption rate of 50.7 per month

### Attached (vs. Year-to-date 2007) includes condominiums, commons and townhomes

- Average sale price: \$229,492, off 11%
- Median sale price: \$210,000, off 11%
- 37% (78 units) are new
- 213 sold vs. 589 last year, down 64%; volume: off 68% to \$49 million
- Average \$/SF: \$182.85, off 5% for existing units; new: \$198.51, up 25% (37% with data)
- Range with best sales, existing: \$300,001 - \$400,000 with 6.3 per month
- Range with best sales, new: \$200,001 - \$210,000 with 4.7 monthly

### Acreage Sales (vs. 2007)

- 36.3 per month of existing homes sold, off 50%; average price: \$432,880, off 12%
- Median price for existing homes: \$340,000, off 13%
- 5 new homes sold monthly, off 46%; average price of \$368,161, off 27%
- Median price for new homes: \$368,750, off 7%
- The \$/SF for existing homes: \$192.70, off 14%; new: \$149.86, off 18% (93% with data)
- Average lot sizes, for existing homes: 3.4 acres, off 2% and for new: 2 acres, off 38%
- 6.7 acreage parcels sold monthly, off 73% from last year; average price, \$149,277, off 1%

### Subdivisions (vs. 2007)

- The average lot sold for \$105,123, off 16%
- Half the lots sold for more than \$86,000, off 22% (median)
- 17.3 sold monthly vs. 99.2 last year, off 83%
- Best range: \$75,001 - \$100,000 with 5.3 sold per month
- The average lot represents 30.3% of the average new home price; 27.3% of median to median

### Projections

- Relative inventory dropped to 12.4 months, still a buyers' market.
- This will be a challenging year for sellers in the residential marketplace.

### Four Years-to-date Compared

| County Records                        | Jan-Mar 2005    | Ch '05 vs '04 | Jan-Mar 2006    | Ch '06 vs '05 | Jan-Mar 2007    | Ch '07 vs '06 | Jan-Mar 2008  | Ch '08 vs '07 |
|---------------------------------------|-----------------|---------------|-----------------|---------------|-----------------|---------------|---------------|---------------|
| <b>Existing Residences</b>            | \$634,081,446   | 32.6%         | \$793,189,455   | 25.1%         | \$716,021,496   | -9.7%         | \$375,768,217 | -47.5%        |
| <b># In County</b>                    | 2,623           | 12.4%         | 2,840           | 8.3%          | 2,294           | -19.2%        | 1,243         | -45.8%        |
| <b>Largest</b>                        | \$7,056,000     | 96.0%         | \$5,800,000     | -17.8%        | \$2,460,000     | -57.6%        | \$3,100,000   | 26.0%         |
| <b>Average</b>                        | \$241,739       | 17.9%         | \$279,292       | 15.5%         | \$312,128       | 11.8%         | \$302,307     | -3.1%         |
| <b>Median</b>                         | \$203,400       | 12.3%         | \$246,000       | 20.9%         | \$268,308       | 9.1%          | \$262,500     | -2.2%         |
| <b>Average \$/SF</b>                  | \$145.09        | 15.3%         | \$170.93        | 17.8%         | \$177.62        | 3.9%          | \$164.07      | -7.6%         |
| <b>New SF Detached</b>                | \$226,510,801   | 19.6%         | \$313,961,801   | 38.6%         | \$204,951,806   | -34.7%        | \$130,648,119 | -36.3%        |
| <b># In County</b>                    | 789             | 2.3%          | 939             | 19.0%         | 521             | -44.5%        | 377           | -27.6%        |
| <b>Largest</b>                        | \$885,000       | -35.6%        | \$1,240,000     | 40.1%         | \$1,903,774     | 53.5%         | \$954,950     | -49.8%        |
| <b>Average</b>                        | \$287,086       | 16.9%         | \$334,358       | 16.5%         | \$393,382       | 17.7%         | \$346,547     | -11.9%        |
| <b>Median</b>                         | \$257,125       | 16.4%         | \$290,715       | 13.1%         | \$336,403       | 15.7%         | \$315,000     | -6.4%         |
| <b>% of \$ New</b>                    | 26.3%           | -7.2%         | 28.4%           | 7.7%          | 22.3%           | -21.5%        | 25.8%         | 15.9%         |
| <b>% of Units New</b>                 | 23.1%           | -6.9%         | 24.8%           | 7.5%          | 18.5%           | -25.5%        | 23.3%         | 25.7%         |
| <b>Attached</b>                       | \$70,541,463    | 109.9%        | \$86,466,219    | 22.6%         | \$152,818,359   | 76.7%         | \$48,881,705  | -68.0%        |
| <b># In County</b>                    | 331             | 83.9%         | 361             | 9.1%          | 589             | 63.2%         | 213           | -63.8%        |
| <b>Average</b>                        | \$213,116       | 14.1%         | \$239,519       | 12.4%         | \$259,454       | 8.3%          | \$229,492     | -11.5%        |
| <b>% New</b>                          | 51.7%           | 40.9%         | 48.8%           | -5.6%         | 59.5%           | 21.9%         | 36.6%         | -38.5%        |
| <b>Mobile Homes</b>                   | \$24,801,257    | 34.1%         | \$42,369,502    | 70.8%         | \$55,549,159    | 31.1%         | \$15,191,808  | -72.7%        |
| <b># In County</b>                    | 179             | 27.0%         | 246             | 37.4%         | 245             | -0.4%         | 83            | -66.1%        |
| <b>Plexes</b>                         | \$37,369,306    | 63.1%         | \$39,008,698    | 4.4%          | \$37,161,100    | -4.7%         | \$14,135,433  | -62.0%        |
| <b># Buildings</b>                    | 142             | 31.5%         | 124             | -12.7%        | 114             | -8.1%         | 40            | -64.9%        |
| <b># Units</b>                        | 370             | 40.2%         | 317             | -14.3%        | 272             | -14.2%        | 96            | -64.7%        |
| <b>Average Unit</b>                   | \$100,998       | 16.4%         | \$123,056       | 21.8%         | \$136,622       | 11.0%         | \$147,244     | 7.8%          |
| <b>Total Volume (Residential)</b>     | \$993,304,243   | 33.7%         | \$1,274,995,675 | 28.4%         | \$1,166,501,920 | -8.5%         | \$584,625,282 | -49.9%        |
| <b># In County</b>                    | 4,064           | 15.0%         | 4,510           | 11.0%         | 3,763           | -16.6%        | 1,956         | -48.0%        |
| <b>Average Res'l Unit (No Plexes)</b> | \$243,737       | 16.0%         | \$281,803       | 15.6%         | \$309,493       | 9.8%          | \$297,750     | -3.8%         |
| <b>Land</b>                           | \$111,571,538   | -25.0%        | \$175,651,466   | 57.4%         | \$117,357,289   | -33.2%        | \$33,154,166  | -71.7%        |
| <b># In County</b>                    | 531             | -16.1%        | 484             | -8.9%         | 348             | -28.1%        | 90            | -74.1%        |
| <b>Largest</b>                        | \$7,731,263     | -72.6%        | \$9,706,905     | 25.6%         | \$7,511,705     | -22.6%        | \$5,130,000   | -31.7%        |
| <b>Average</b>                        | \$210,116       | -10.6%        | \$362,916       | 72.7%         | \$337,234       | -7.1%         | \$368,380     | 9.2%          |
| <b>Commercial</b>                     | \$234,828,186   | 93.6%         | \$244,933,838   | 4.3%          | \$264,559,218   | 8.0%          | \$148,394,610 | -43.9%        |
| <b># In County</b>                    | 164             | 20.6%         | 170             | 3.7%          | 142             | -16.5%        | 104           | -26.8%        |
| <b>Grand Total Volume</b>             | \$1,339,703,967 | 32.3%         | \$1,695,580,979 | 26.6%         | \$1,548,418,427 | -8.7%         | \$766,174,058 | -50.5%        |
| <b>Total # In County</b>              | 4,759           | 10.6%         | 5,164           | 8.5%          | 4,253           | -17.6%        | 2,150         | -49.4%        |

**Current Month Compared**

| County Records                        | Mar '05       | Ch '05 vs. '04 | Mar '06       | Ch '06 vs. '05 | Mar '07       | Ch '07 vs. '06 | Mar '08       | Ch '08 vs. '07 |
|---------------------------------------|---------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|
| <b>Existing Residences</b>            | \$275,950,075 | 31.1%          | \$349,128,882 | 26.5%          | \$305,856,769 | -12.4%         | \$143,292,379 | -53.2%         |
| <b># In County</b>                    | 1,110         | 8.3%           | 1,252         | 12.8%          | 992           | -20.8%         | 457           | -53.9%         |
| <b>Largest</b>                        | \$4,055,000   | 231.0%         | \$2,100,000   | -48.2%         | \$2,460,000   | 17.1%          | \$1,645,000   | -33.1%         |
| <b>Average</b>                        | \$248,604     | 21.1%          | \$278,857     | 12.2%          | \$308,323     | 10.6%          | \$313,550     | 1.7%           |
| <b>Median</b>                         | \$207,250     | 12.6%          | \$247,000     | 19.2%          | \$269,975     | 9.3%           | \$262,000     | -3.0%          |
| <b>Average \$/SF</b>                  | \$145.37      | 15.0%          | \$170.33      | 17.2%          | \$181.40      | 6.5%           | \$165.65      | -8.7%          |
| <b>New SF Detached</b>                | \$94,576,702  | 21.8%          | \$130,530,120 | 38.0%          | \$87,292,143  | -33.1%         | \$50,137,042  | -42.6%         |
| <b># In County</b>                    | 318           | -0.3%          | 385           | 21.1%          | 215           | -44.2%         | 140           | -34.9%         |
| <b>Largest</b>                        | \$849,950     | 6.6%           | \$999,950     | 17.6%          | \$1,903,774   | 90.4%          | \$940,000     | -50.6%         |
| <b>Average</b>                        | \$297,411     | 22.2%          | \$339,039     | 14.0%          | \$406,010     | 19.8%          | \$358,122     | -11.8%         |
| <b>Median</b>                         | \$265,900     | 22.4%          | \$300,000     | 12.8%          | \$324,925     | 8.3%           | \$320,975     | -1.2%          |
| <b>% of \$ New</b>                    | 25.5%         | -5.3%          | 27.2%         | 6.6%           | 22.2%         | -18.4%         | 25.9%         | 16.7%          |
| <b>% of Units New</b>                 | 22.8%         | -6.2%          | 23.5%         | 5.6%           | 17.8%         | -24.8%         | 23.5%         | 31.7%          |
| <b>Attached</b>                       | \$25,340,468  | 94.2%          | \$35,631,828  | 40.6%          | \$58,754,670  | 64.9%          | \$21,132,873  | -64.0%         |
| <b># In County</b>                    | 125           | 89.4%          | 146           | 16.8%          | 234           | 60.3%          | 92            | -60.7%         |
| <b>Average</b>                        | \$202,724     | 2.5%           | \$244,054     | 20.4%          | \$251,068     | 2.9%           | \$229,705     | -8.5%          |
| <b>% New</b>                          | 44.0%         | 45.2%          | 48.6%         | 10.5%          | 55.6%         | 14.2%          | 27.2%         | -51.1%         |
| <b>Mobile Homes</b>                   | \$10,994,416  | 27.3%          | \$16,380,082  | 49.0%          | \$22,669,818  | 38.4%          | \$4,715,500   | -79.2%         |
| <b># In County</b>                    | 74            | 8.8%           | 104           | 40.5%          | 106           | 1.9%           | 25            | -76.4%         |
| <b>Plexes</b>                         | \$12,810,805  | 64.0%          | \$14,094,610  | 10.0%          | \$16,304,800  | 15.7%          | \$6,040,500   | -63.0%         |
| <b># Buildings</b>                    | 50            | 42.9%          | 48            | -4.0%          | 50            | 4.2%           | 14            | -72.0%         |
| <b># Units</b>                        | 126           | 40.0%          | 120           | -4.8%          | 117           | -2.5%          | 35            | -70.1%         |
| <b>Average Unit</b>                   | \$101,673     | 17.1%          | \$117,455     | 15.5%          | \$139,357     | 18.6%          | \$172,586     | 23.8%          |
| <b>Total Volume (Residential)</b>     | \$419,672,466 | 32.1%          | \$545,765,522 | 30.0%          | \$490,878,200 | -10.1%         | \$225,318,294 | -54.1%         |
| <b># In County</b>                    | 1,677         | 10.6%          | 1,935         | 15.4%          | 1,597         | -17.5%         | 728           | -54.4%         |
| <b>Average Res'l Unit (No Plexes)</b> | \$250,069     | 19.3%          | \$281,755     | 12.7%          | \$306,770     | 8.9%           | \$307,112     | 0.1%           |
| <b>Land</b>                           | \$33,172,752  | -60.4%         | \$57,342,304  | 72.9%          | \$60,439,482  | 5.4%           | \$4,802,396   | -92.1%         |
| <b># In County</b>                    | 178           | -45.6%         | 180           | 1.1%           | 134           | -25.6%         | 25            | -81.3%         |
| <b>Largest</b>                        | \$4,250,000   | -85.0%         | \$9,200,000   | 116.5%         | \$7,511,705   | -18.4%         | \$1,262,196   | -83.2%         |
| <b>Average</b>                        | \$186,364     | -27.2%         | \$318,568     | 70.9%          | \$451,041     | 41.6%          | \$192,096     | -57.4%         |
| <b>Commercial</b>                     | \$45,294,250  | 11.8%          | \$47,146,470  | 4.1%           | \$147,643,364 | 213.2%         | \$29,079,988  | -80.3%         |
| <b># In County</b>                    | 55            | -1.8%          | 59            | 7.3%           | 54            | -8.5%          | 26            | -51.9%         |
| <b>Grand Total Volume</b>             | \$498,139,468 | 12.7%          | \$650,254,296 | 30.5%          | \$698,961,046 | 7.5%           | \$259,200,678 | -62.9%         |
| <b>Total # In County</b>              | 1,910         | 0.7%           | 2,174         | 13.8%          | 1,785         | -17.9%         | 779           | -56.4%         |

## Existing Single Family Detached Home Sales by Zip Code

| ZIP   | Area                | 2006   |           |             |          |             | 2007   |           |             |          |             | 2008   |           |             |          |             |
|-------|---------------------|--------|-----------|-------------|----------|-------------|--------|-----------|-------------|----------|-------------|--------|-----------|-------------|----------|-------------|
|       |                     | Per Mo | Avg\$     | Ch in Avg\$ | \$/SF    | Ch in \$/SF | Per Mo | Avg\$     | Ch in Avg\$ | \$/SF    | Ch in \$/SF | Per Mo | Avg\$     | Ch in Avg\$ | \$/SF    | Ch in \$/SF |
| 98022 | Enumclaw            | 1.4    | \$381,618 | 29.8%       | \$302.15 | 28.4%       | 1.2    | \$488,744 | 28.1%       | \$320.57 | 6.1%        | 0.7    | \$545,000 | 11.5%       | \$259.07 | -19.2%      |
| 98092 | Auburn              | 7.2    | \$396,088 | 21.1%       | \$168.16 | 8.1%        | 7.2    | \$389,593 | -1.6%       | \$177.22 | 5.4%        | 2.7    | \$401,806 | 3.1%        | \$150.54 | -15.1%      |
| 98303 | Anderson Island     | 3.3    | \$242,922 | 19.3%       | \$177.31 | 24.8%       | 2.5    | \$331,058 | 36.3%       | \$208.08 | 17.4%       | 1.7    | \$240,800 | -27.3%      | \$100.43 | -51.7%      |
| 98304 | Ashford             | 1.5    | \$148,442 | 21.8%       | \$142.95 | 29.5%       | 0.5    | \$127,000 | -14.4%      | \$110.47 | -22.7%      | 0.7    | \$184,771 | 45.5%       | \$92.58  | -16.2%      |
| 98321 | Buckley             | 17.0   | \$328,715 | 10.0%       | \$176.45 | 15.4%       | 16.0   | \$354,682 | 7.9%        | \$182.47 | 3.4%        | 7.7    | \$349,567 | -1.4%       | \$164.49 | -9.9%       |
| 98323 | Carbonado           | 2.2    | \$199,154 | -13.0%      | \$155.59 | 2.3%        | 0.8    | \$243,138 | 22.1%       | \$155.35 | -0.2%       | 0.7    | \$233,050 | -4.1%       | \$249.99 | 60.9%       |
| 98327 | DuPont              | 13.2   | \$319,601 | 12.6%       | \$163.24 | 8.0%        | 11.4   | \$318,993 | -0.2%       | \$158.23 | -3.1%       | 3.3    | \$314,280 | -1.5%       | \$151.15 | -4.5%       |
| 98328 | Eatonville          | 11.9   | \$289,620 | 22.8%       | \$160.90 | 10.5%       | 9.7    | \$284,228 | -1.9%       | \$175.24 | 8.9%        | 4.7    | \$367,696 | 29.4%       | \$168.14 | -4.1%       |
| 98329 | Gig Harbor          | 13.9   | \$297,817 | 16.7%       | \$177.67 | 12.6%       | 11.5   | \$304,870 | 2.4%        | \$178.15 | 0.3%        | 6.0    | \$308,354 | 1.1%        | \$165.05 | -7.4%       |
| 98332 | Gig Harbor          | 22.6   | \$483,344 | 7.5%        | \$217.05 | 11.1%       | 19.6   | \$513,485 | 6.2%        | \$226.24 | 4.2%        | 8.3    | \$453,749 | -11.6%      | \$203.51 | -10.0%      |
| 98333 | Fox Island          | 5.0    | \$630,451 | 24.1%       | \$280.17 | 22.2%       | 5.2    | \$556,934 | -11.7%      | \$253.66 | -9.5%       | 2.7    | \$730,000 | 31.1%       | \$237.32 | -6.4%       |
| 98335 | Gig Harbor          | 35.5   | \$461,550 | 13.3%       | \$200.28 | 7.2%        | 27.3   | \$508,293 | 10.1%       | \$217.74 | 8.7%        | 14.3   | \$425,808 | -16.2%      | \$197.48 | -9.3%       |
| 98338 | Graham              | 28.2   | \$324,451 | 17.1%       | \$168.01 | 15.0%       | 16.4   | \$311,544 | -4.0%       | \$166.97 | -0.6%       | 6.7    | \$274,390 | -11.9%      | \$173.59 | 4.0%        |
| 98349 | Lakebay             | 7.8    | \$220,991 | -6.8%       | \$192.16 | 0.2%        | 5.6    | \$283,849 | 28.4%       | \$211.09 | 9.9%        | 2.0    | \$284,658 | 0.3%        | \$212.78 | 0.8%        |
| 98351 | Longbranch          | 1.8    | \$349,731 | 65.7%       | \$233.99 | 35.1%       | 1.1    | \$310,304 | -11.3%      | \$226.10 | -3.4%       | 0.7    | \$826,000 | 166.2%      | \$143.49 | -36.5%      |
| 98354 | Milton              | 7.2    | \$393,735 | 44.8%       | \$202.05 | 15.8%       | 5.0    | \$323,616 | -17.8%      | \$201.18 | -0.4%       | 2.3    | \$243,526 | -24.7%      | \$138.11 | -31.3%      |
| 98360 | Orting              | 20.4   | \$279,304 | -2.0%       | \$174.22 | -1.8%       | 15.9   | \$302,067 | 8.1%        | \$167.13 | -4.1%       | 9.0    | \$287,511 | -4.8%       | \$170.58 | 2.1%        |
| 98371 | Puyallup            | 27.9   | \$311,715 | 9.0%        | \$186.80 | 11.0%       | 17.3   | \$332,818 | 6.8%        | \$193.31 | -1.9%       | 8.3    | \$306,881 | -7.8%       | \$189.02 | 3.1%        |
| 98372 | Puyallup            | 29.3   | \$334,672 | 13.5%       | \$184.52 | 10.4%       | 18.5   | \$367,242 | 9.7%        | \$196.43 | 6.5%        | 11.7   | \$314,626 | -14.3%      | \$165.66 | -15.7%      |
| 98373 | Puyallup South Hill | 24.2   | \$301,210 | 12.1%       | \$171.71 | 14.3%       | 17.6   | \$320,145 | 6.3%        | \$171.25 | -0.3%       | 8.3    | \$288,692 | -9.8%       | \$159.52 | -6.9%       |
| 98374 | Rural Puyallup      | 52.7   | \$306,382 | 12.0%       | \$166.01 | 12.5%       | 36.3   | \$310,557 | 1.4%        | \$163.88 | -0.7%       | 22.3   | \$297,352 | -4.3%       | \$149.24 | -8.9%       |
| 98375 | Puyallup            | 43.7   | \$296,659 | 12.9%       | \$164.81 | 11.7%       | 28.2   | \$296,032 | -0.2%       | \$153.70 | -6.7%       | 26.3   | \$285,308 | -3.6%       | \$142.97 | -7.0%       |
| 98387 | Spanaway            | 73.3   | \$256,437 | 9.4%        | \$158.29 | 6.9%        | 44.5   | \$260,734 | 1.7%        | \$162.03 | 2.4%        | 33.0   | \$241,528 | -7.4%       | \$138.65 | -14.4%      |
| 98388 | Steilacoom          | 7.8    | \$353,142 | 11.0%       | \$195.60 | 12.8%       | 5.8    | \$382,105 | 8.2%        | \$189.38 | -3.2%       | 3.0    | \$412,833 | 8.0%        | \$168.56 | -11.0%      |
| 98390 | Sumner              | 15.2   | \$304,551 | 3.0%        | \$202.73 | 21.3%       | 9.5    | \$321,650 | 5.6%        | \$197.41 | -2.6%       | 6.0    | \$317,644 | -1.2%       | \$183.19 | -7.2%       |
| 98391 | Bonney Lake         | 64.8   | \$369,269 | 10.8%       | \$190.41 | 8.8%        | 47.0   | \$396,107 | 7.3%        | \$200.95 | 5.5%        | 24.3   | \$352,150 | -11.1%      | \$183.96 | -8.5%       |
| 98394 | Vaughn              | 0.7    | \$453,675 | 20.3%       | \$349.84 | 60.4%       | 0.9    | \$663,973 | 46.4%       | \$351.08 | 0.4%        | 0.7    | \$515,000 | -22.4%      | \$306.07 | -12.8%      |

## Existing Single Family Detached Home Sales by Zip Code

| ZIP   | Area             | 2006   |           |             |          |             | 2007   |           |             |          |             | 2008   |           |             |          |             |
|-------|------------------|--------|-----------|-------------|----------|-------------|--------|-----------|-------------|----------|-------------|--------|-----------|-------------|----------|-------------|
|       |                  | Per Mo | Avg\$     | Ch in Avg\$ | \$/SF    | Ch in \$/SF | Per Mo | Avg\$     | Ch in Avg\$ | \$/SF    | Ch in \$/SF | Per Mo | Avg\$     | Ch in Avg\$ | \$/SF    | Ch in \$/SF |
| 98396 | Wilkeson         | 0.1    | \$249,950 | -           | -        | -           | 1.0    | \$277,079 | 10.9%       | \$186.87 | -           | 0.3    | \$266,000 | -4.0%       | \$135.16 | -           |
| 98402 | Tacoma           | 0.9    | \$243,564 | 37.0%       | \$186.30 | 19.7%       | 0.5    | \$282,908 | 16%         | \$197.30 | 5.9%        | 0.3    | \$276,000 | -2%         | \$92.00  | -53.4%      |
| 98403 | Tacoma           | 8.3    | \$482,162 | 14.5%       | \$222.33 | 11.8%       | 4.7    | \$485,076 | 0.6%        | \$232.54 | 4.6%        | 4.7    | \$593,750 | 22.4%       | \$236.59 | 1.7%        |
| 98404 | Tacoma           | 55.5   | \$205,184 | 18.3%       | \$154.46 | 7.6%        | 38.4   | \$204,291 | -0.4%       | \$157.29 | 1.8%        | 18.0   | \$182,824 | -10.5%      | \$144.81 | -7.9%       |
| 98405 | Tacoma           | 44.3   | \$211,612 | 18.8%       | \$160.99 | 10.7%       | 28.2   | \$228,778 | 8.1%        | \$163.34 | 1.5%        | 16.7   | \$218,021 | -4.7%       | \$141.03 | -13.7%      |
| 98406 | Tacoma           | 36.3   | \$324,325 | 14.7%       | \$196.54 | 10.7%       | 27.9   | \$331,127 | 2.1%        | \$203.42 | 3.5%        | 12.3   | \$312,273 | -5.7%       | \$172.50 | -15.2%      |
| 98407 | Tacoma Proctor   | 35.4   | \$334,559 | 9.6%        | \$204.39 | 5.6%        | 22.6   | \$342,383 | 2.3%        | \$206.99 | 1.3%        | 13.7   | \$318,477 | -7.0%       | \$198.05 | -4.3%       |
| 98408 | Tacoma           | 44.8   | \$200,502 | 14.5%       | \$154.41 | 7.5%        | 29.8   | \$204,463 | 2.0%        | \$148.15 | -4.1%       | 13.3   | \$210,852 | 3.1%        | \$131.21 | -11.4%      |
| 98409 | South Tacoma     | 37.8   | \$197,174 | 13.2%       | \$157.74 | 11.4%       | 26.8   | \$216,700 | 9.9%        | \$160.13 | 1.5%        | 13.0   | \$206,500 | -4.7%       | \$156.16 | -2.5%       |
| 98418 | Tacoma           | 24.0   | \$193,383 | 17.8%       | \$152.86 | 8.7%        | 13.7   | \$203,120 | 5.0%        | \$152.88 | 0.0%        | 0.3    | \$440,000 | 116.6%      | \$178.14 | 16.5%       |
| 98422 | Tacoma           | 36.6   | \$367,730 | 16.1%       | \$195.48 | 14.9%       | 24.0   | \$385,688 | 4.9%        | \$202.30 | 3.5%        | 6.7    | \$182,268 | -52.7%      | \$135.14 | -33.2%      |
| 98424 | Rural Tacoma     | 7.6    | \$296,783 | 1.8%        | \$191.37 | 4.5%        | 5.4    | \$312,104 | 4.1%        | \$185.85 | -2.9%       | 13.3   | \$364,557 | 23.2%       | \$198.13 | 6.6%        |
| 98439 | Tacoma           | 0.3    | \$225,781 | 14.3%       | \$149.43 | 15.3%       | 0.3    | \$280,087 | 24%         | \$168.74 | 12.9%       | 2.7    | \$308,744 | 10%         | \$180.61 | 7.0%        |
| 98443 | Tacoma           | 7.3    | \$312,700 | 9.8%        | \$164.43 | 5.6%        | 4.7    | \$352,185 | 12.6%       | \$174.56 | 6.2%        | 2.3    | \$289,030 | -17.9%      | \$157.11 | -10.0%      |
| 98444 | Tacoma Parkland  | 34.3   | \$211,924 | 7.4%        | \$161.31 | 2.3%        | 25.1   | \$218,801 | 3.2%        | \$162.89 | 1.0%        | 9.0    | \$219,765 | 0.4%        | \$159.54 | -2.1%       |
| 98445 | Tacoma Parkland  | 44.3   | \$247,096 | 8.4%        | \$156.52 | 11.2%       | 27.8   | \$254,141 | 2.9%        | \$156.39 | -0.1%       | 15.0   | \$260,426 | 2.5%        | \$152.54 | -2.5%       |
| 98446 | Tacoma           | 13.7   | \$316,512 | 19.2%       | \$172.87 | 6.4%        | 10.8   | \$422,632 | 33.5%       | \$216.65 | 25.3%       | 6.0    | \$294,411 | -30.3%      | \$173.19 | -20.1%      |
| 98465 | Tacoma           | 8.7    | \$315,054 | 15.7%       | \$194.15 | 19.1%       | 5.6    | \$303,542 | -3.7%       | \$188.03 | -3.2%       | 2.3    | \$498,429 | 64.2%       | \$221.35 | 17.7%       |
| 98466 | Tacoma           | 27.2   | \$338,453 | 10.8%       | \$188.35 | 12.4%       | 20.2   | \$337,438 | -0.3%       | \$181.61 | -3.6%       | 12.3   | \$325,269 | -3.6%       | \$183.22 | 0.9%        |
| 98467 | University Place | 16.3   | \$380,422 | 10.8%       | \$196.24 | 20.2%       | 11.8   | \$387,107 | 1.8%        | \$184.04 | -6.2%       | 6.3    | \$362,774 | -6.3%       | \$175.74 | -4.5%       |
| 98498 | Tacoma           | 37.4   | \$301,232 | 14.2%       | \$166.98 | 15.5%       | 24.3   | \$306,794 | 1.8%        | \$175.20 | 4.9%        | 14.0   | \$337,447 | 10.0%       | \$147.93 | -15.6%      |
| 98499 | Lakewood Center  | 23.7   | \$256,289 | -7.8%       | \$161.64 | 7.8%        | 14.6   | \$299,816 | 17.0%       | \$166.16 | 2.8%        | 9.7    | \$254,642 | -15.1%      | \$152.54 | -8.2%       |
| 98580 | Roy              | 9.3    | \$296,291 | 11.8%       | \$162.66 | 12.8%       | 3.3    | \$331,480 | 11.9%       | \$203.67 | 25.2%       | 3.3    | \$309,575 | -6.6%       | \$162.29 | -20.3%      |
| ?     | Unknown          | 0.3    | \$250,600 | 5.0%        | \$304.01 | 135.4%      | 0.9    | \$442,355 | 76.5%       | \$199.39 | -34.4%      | 0.7    | \$290,000 | -34.4%      | \$202.70 | 1.7%        |

## Existing Attached Home Sales by Zip Code

| ZIP   | Area                | 2006   |           |              |          |             | 2007   |           |              |          |             | 2008   |           |              |          |             |
|-------|---------------------|--------|-----------|--------------|----------|-------------|--------|-----------|--------------|----------|-------------|--------|-----------|--------------|----------|-------------|
|       |                     | Per Mo | Avg\$     | Ch in Avg \$ | \$/SF    | Ch in \$/SF | Per Mo | Avg\$     | Ch in Avg \$ | \$/SF    | Ch in \$/SF | Per Mo | Avg\$     | Ch in Avg \$ | \$/SF    | Ch in \$/SF |
| 98022 | Enumclaw            | 0.1    | \$350,000 | -            | \$781.25 | -           | 0.1    | \$651,000 | 86.0%        | \$813.75 | 4%          | 0.0    | -         | -            | -        | -           |
| 98092 | Auburn              | 7.2    | \$249,928 | 19.3%        | \$198.21 | 14%         | 7.3    | \$275,236 | 10.1%        | \$199.98 | 4%          | 5.3    | \$276,956 | 0.6%         | \$189.19 | -5%         |
| 98321 | Buckley             | 0.0    | -         | -            | -        | -           | 0.1    | \$221,450 | -            | \$227.83 | -           | 0.0    | -         | -            | -        | -           |
| 98327 | DuPont              | 3.3    | \$216,820 | 9.2%         | \$175.60 | 17%         | 4.3    | \$232,994 | 7.5%         | \$178.89 | 2%          | 1.3    | \$229,713 | -1.4%        | \$184.27 | 3%          |
| 98329 | Gig Harbor          | 0.6    | \$221,271 | 28.8%        | \$164.42 | 23%         | 0.2    | \$246,750 | 11.5%        | \$189.99 | 16%         | 0.7    | \$285,000 | 15.5%        | \$153.90 | -19%        |
| 98332 | Gig Harbor          | 0.5    | \$452,667 | 47.3%        | \$251.73 | 9%          | 0.5    | \$368,817 | -18.5%       | \$245.52 | -2%         | 0.7    | \$206,500 | -44.0%       | \$249.62 | 2%          |
| 98333 | Fox Island          | 0.1    | \$290,000 | 2.9%         | \$158.47 | 6%          | 0.0    | -         | -            | -        | -           | 0.0    | -         | -            | -        | -           |
| 98335 | Gig Harbor          | 4.6    | \$377,161 | 21.4%        | \$243.11 | 18%         | 3.5    | \$337,864 | -10.4%       | \$222.11 | -9%         | 1.3    | \$298,070 | -11.8%       | \$226.18 | 2%          |
| 98338 | Graham              | 0.3    | \$212,713 | 4.7%         | \$222.02 | -5%         | 0.3    | \$225,500 | 6.0%         | \$144.93 | 35%         | 0.0    | -         | -            | -        | -           |
| 98354 | Milton              | 2.5    | \$218,071 | 13.0%        | \$171.20 | 15%         | 1.4    | \$245,182 | 12.4%        | \$179.46 | 5%          | 0.7    | \$212,243 | -13.4%       | \$186.46 | 4%          |
| 98360 | Orting              | 0.3    | \$213,317 | -            | \$142.01 | -           | 0.2    | \$203,450 | -4.6%        | \$191.33 | 35%         | 0.0    | -         | -            | -        | -           |
| 98371 | Puyallup            | 0.6    | \$295,492 | 39.4%        | \$193.87 | 4%          | 0.0    | -         | -            | -        | -           | 1.7    | \$198,467 | -            | \$102.98 | -           |
| 98372 | Puyallup            | 2.6    | \$191,177 | 21.6%        | \$181.95 | 24%         | 1.9    | \$186,056 | -2.7%        | \$188.57 | 4%          | 2.3    | \$172,599 | -7.2%        | \$181.67 | -4%         |
| 98373 | Puyallup South Hill | 2.3    | \$190,457 | 9.5%         | \$156.14 | 11%         | 3.3    | \$218,762 | 14.9%        | \$163.12 | 4%          | 1.7    | \$178,228 | -18.5%       | \$165.69 | 2%          |
| 98374 | Puyallup Rural      | 2.4    | \$209,862 | 8.4%         | \$152.07 | 8%          | 2.3    | \$228,129 | 8.7%         | \$146.71 | -4%         | 1.7    | \$157,670 | -30.9%       | \$128.21 | -13%        |
| 98375 | Puyallup            | 4.3    | \$210,618 | 9.2%         | \$152.06 | 17%         | 3.9    | \$226,440 | 7.5%         | \$150.44 | -1%         | 3.3    | \$212,295 | -6.2%        | \$135.71 | -10%        |
| 98387 | Spanaway            | 1.2    | \$217,002 | 25.6%        | \$177.05 | 39%         | 0.8    | \$197,417 | -9.0%        | \$164.54 | -7%         | 1.0    | \$201,050 | 1.8%         | \$150.65 | -8%         |
| 98388 | Steilacoom          | 1.1    | \$202,796 | -17.0%       | \$188.09 | 28%         | 0.7    | \$189,994 | -6.3%        | \$181.84 | -2%         | 0.3    | \$142,000 | -25.3%       | \$158.13 | -13%        |

## Existing Attached Home Sales by Zip Code

| ZIP   | Area             | 2006   |           |              |          |             | 2007   |           |              |          |             | 2008   |           |              |          |             |
|-------|------------------|--------|-----------|--------------|----------|-------------|--------|-----------|--------------|----------|-------------|--------|-----------|--------------|----------|-------------|
|       |                  | Per Mo | Avg\$     | Ch in Avg \$ | \$/SF    | Ch in \$/SF | Per Mo | Avg\$     | Ch in Avg \$ | \$/SF    | Ch in \$/SF | Per Mo | Avg\$     | Ch in Avg \$ | \$/SF    | Ch in \$/SF |
| 98390 | Sumner           | 0.8    | \$235,945 | 27.0%        | \$178.11 | 27%         | 0.9    | \$281,945 | 19.5%        | \$194.26 | 9%          | 0.7    | \$277,000 | -1.8%        | \$177.18 | -9%         |
| 98391 | Bonney Lake      | 0.5    | \$206,750 | 15.6%        | \$159.15 | 14%         | 0.4    | \$200,090 | -3.2%        | \$177.54 | 12%         | 0.3    | \$151,450 | -24.3%       | \$141.28 | -20%        |
| 98402 | Tacoma           | 3.0    | \$350,900 | 11.8%        | \$300.16 | -6%         | 2.8    | \$314,121 | -10.5%       | \$300.22 | 0%          | 1.3    | \$361,293 | 15.0%        | \$261.60 | -13%        |
| 98403 | Tacoma           | 2.2    | \$397,824 | 37.4%        | \$271.89 | 66%         | 3.7    | \$286,687 | -27.9%       | \$295.67 | 9%          | 2.0    | \$242,308 | -15.5%       | \$234.66 | -21%        |
| 98404 | Tacoma           | 1.1    | \$361,200 | -2.8%        | \$272.78 | -10%        | 0.8    | \$225,244 | -37.6%       | \$208.70 | -23%        | 0.3    | \$200,000 | -11.2%       | \$251.26 | 20%         |
| 98405 | Tacoma           | 1.5    | \$238,803 | 16.6%        | \$187.82 | 13%         | 5.4    | \$228,780 | -4.2%        | \$178.77 | -5%         | 0.3    | \$176,000 | -23.1%       | -        | -           |
| 98406 | Tacoma           | 6.8    | \$150,299 | 7.5%         | \$159.63 | 14%         | 5.0    | \$205,973 | 37.0%        | \$180.52 | 13%         | 3.3    | \$204,695 | -0.6%        | \$179.14 | -1%         |
| 98407 | Tacoma Proctor   | 2.5    | \$289,428 | 26.4%        | \$241.03 | -1%         | 2.8    | \$297,999 | 3.0%         | \$237.02 | -2%         | 1.0    | \$309,601 | 3.9%         | \$270.45 | 14%         |
| 98408 | Tacoma           | -      | -         | -            | -        | -           | 0.8    | \$160,833 | -            | \$192.95 | -           | 0.3    | \$110,000 | -31.6%       | \$171.88 | -11%        |
| 98409 | South Tacoma     | 1.6    | \$197,755 | 28.8%        | \$143.89 | 21%         | 1.2    | \$188,104 | -4.9%        | \$160.40 | 11%         | 0.3    | \$280,000 | 48.9%        | -        | -           |
| 98418 | Tacoma           | 0.6    | \$278,661 | -            | \$224.62 | -           | 1.6    | \$213,989 | -21.8%       | \$181.92 | -19%        | 0.3    | \$250,000 | 16.8%        | \$195.16 | 7%          |
| 98422 | Tacoma           | 3.3    | \$245,282 | 3.5%         | \$168.45 | 4%          | 1.3    | \$293,366 | 19.6%        | \$195.85 | 16%         | 1.7    | \$408,220 | 39.2%        | \$233.48 | 19%         |
| 98424 | Fife             | 0.8    | \$197,690 | 19.9%        | \$161.26 | -7%         | 1.7    | \$249,330 | 26.1%        | \$186.93 | 16%         | 0.7    | \$219,950 | -11.8%       | \$200.98 | 8%          |
| 98444 | Tacoma           | 0.6    | \$126,643 | -1.6%        | \$125.92 | 7%          | 1.1    | \$220,608 | 74.2%        | \$233.31 | 85%         | 0.7    | \$229,000 | 3.8%         | \$276.57 | 19%         |
| 98445 | Tacoma Parkland  | 2.2    | \$184,850 | 13.0%        | \$150.08 | 14%         | 2.2    | \$205,178 | 11.0%        | \$163.18 | 9%          | 2.3    | \$198,402 | -3.3%        | \$148.46 | -9%         |
| 98465 | Tacoma           | 0.2    | \$169,000 | 22.0%        | \$168.29 | 25%         | 0.5    | \$196,333 | 16.2%        | \$204.79 | 22%         | 0.7    | \$203,125 | 3.5%         | \$176.80 | -14%        |
| 98466 | Tacoma           | 6.7    | \$241,871 | 31.4%        | \$178.39 | 22%         | 4.0    | \$268,882 | 11.2%        | \$184.41 | 3%          | 2.0    | \$246,825 | -8.2%        | \$178.98 | -3%         |
| 98467 | University Place | 1.8    | \$234,740 | 15.3%        | \$178.73 | 16%         | 2.2    | \$266,129 | 13.4%        | \$172.88 | -3%         | 1.3    | \$195,500 | -26.5%       | \$157.85 | -9%         |
| 98498 | Tacoma           | 5.5    | \$179,408 | 2.8%         | \$142.02 | 8%          | 4.9    | \$200,805 | 11.9%        | \$162.36 | 14%         | 2.3    | \$187,079 | -6.8%        | \$148.85 | -8%         |
| 98499 | Lakewood Center  | 1.3    | \$268,952 | -            | \$178.69 | -           | 1.2    | \$188,732 | -29.8%       | \$157.15 | -11%        | 1.0    | \$244,417 | 29.5%        | \$164.50 | 5%          |
| ?     | Unknown          | 0.0    | -         | -            | -        | -           | 0.0    | -         | -            | -        | -           | 0.0    | -         | -            | -        | -           |

## New Attached Home Sales by Zip Code

| ZIP   | Area                | 2006   |           |              |          |                 | 2007   |           |              |          |                 | 2008   |           |              |          |                 |
|-------|---------------------|--------|-----------|--------------|----------|-----------------|--------|-----------|--------------|----------|-----------------|--------|-----------|--------------|----------|-----------------|
|       |                     | Per Mo | Avg\$     | Ch in Avg \$ | \$/SF    | Ch in Avg \$/SF | Per Mo | Avg\$     | Ch in Avg \$ | \$/SF    | Ch in Avg \$/SF | Per Mo | Avg\$     | Ch in Avg \$ | \$/SF    | Ch in Avg \$/SF |
| 98092 | Auburn              | 17.8   | \$267,255 | 9.8%         | \$205.69 | 22.0%           | 9.3    | \$370,215 | 38.5%        | \$165.31 | -19.6%          | 2.0    | \$421,753 | 13.9%        | -        | -               |
| 98321 | Buckley             | 0.0    | -         | -            | -        | -               | 0.0    | -         | -            | -        | -               | 0.0    | -         | -            | -        | -               |
| 98327 | DuPont              | 5.8    | \$210,428 | -3.7%        | \$155.43 | 14.4%           | 4.3    | \$238,460 | 6.2%         | \$165.29 | 6.3%            | 0.0    | -         | -            | -        | -               |
| 98329 | Gig Harbor          | 0.1    | \$135,000 | -            | -        | -               | 0.0    | -         | -            | -        | -               | 0.0    | -         | -            | -        | -               |
| 98332 | Gig Harbor          | 1.2    | \$499,714 | 12.9%        | \$246.54 | 23.3%           | 0.3    | \$545,248 | 9.1%         | \$248.00 | 0.6%            | 0.7    | \$417,500 | -23.4%       | \$236.81 | -4.5%           |
| 98335 | Gig Harbor          | 0.4    | \$332,800 | -            | \$194.62 | -               | 0.1    | \$314,000 | -5.6%        | \$169.91 | -12.7%          | 0.7    | \$229,950 | -26.8%       | \$250.23 | 47.3%           |
| 98338 | Graham              | 2.7    | \$222,328 | 14.1%        | \$138.13 | 14.0%           | 0.1    | \$250,000 | 12.4%        | \$90.32  | -34.6%          | 0.0    | -         | -            | -        | -               |
| 98354 | Milton              | 0.9    | \$254,977 | 40.8%        | \$99.51  | -               | 3.4    | \$228,577 | -10.4%       | \$160.87 | 61.7%           | 0.0    | -         | -            | -        | -               |
| 98360 | Orting              | 0.9    | \$306,314 | 26.8%        | \$182.12 | 27.2%           | 0.0    | -         | -            | -        | -               | 0.0    | -         | -            | -        | -               |
| 98371 | Puyallup            | 1.8    | \$328,218 | -            | \$315.58 | -               | 0.3    | \$446,317 | 36.0%        | \$332.80 | 5.5%            | 0.3    | \$134,000 | -70.0%       | -        | -               |
| 98372 | Puyallup            | 1.3    | \$178,360 | -1.7%        | \$161.43 | 68.0%           | 1.3    | \$185,694 | 4.1%         | -        | -               | 1.0    | \$188,172 | 1.3%         | \$173.43 | -               |
| 98373 | Puyallup South Hill | 1.8    | \$163,279 | 13.4%        | \$160.98 | -               | 3.4    | \$257,686 | 57.8%        | \$158.90 | -4.4%           | 3.3    | \$210,051 | -18.5%       | \$153.28 | -0.4%           |
| 98374 | Puyallup Rural      | 3.6    | \$176,327 | 21.6%        | \$142.61 | -               | 8.0    | \$204,620 | 16.0%        | \$132.15 | -7.3%           | 0.7    | \$236,975 | 15.8%        | \$234.99 | 77.8%           |
| 98375 | Puyallup            | 7.6    | \$227,355 | 34.5%        | \$145.96 | 14.3%           | 3.9    | \$240,941 | 6.0%         | \$139.14 | -4.7%           | 1.3    | \$218,513 | -9.3%        | \$147.96 | 6.3%            |
| 98387 | Spanaway            | 0.3    | \$167,333 | -            | \$179.36 | -               | 1.1    | \$241,626 | 44.4%        | \$138.15 | -25.8%          | 0.0    | -         | -            | -        | -               |
| 98388 | Steilacoom          | 0.0    | -         | -            | -        | -               | 0.0    | -         | -            | -        | -               | 0.0    | -         | -            | -        | -               |

## New Attached Home Sales by Zip Code

| ZIP   | Area             | 2006   |           |              |          |                 | 2007   |           |              |          |                 | 2008   |           |              |          |                 |
|-------|------------------|--------|-----------|--------------|----------|-----------------|--------|-----------|--------------|----------|-----------------|--------|-----------|--------------|----------|-----------------|
|       |                  | Per Mo | Avg\$     | Ch in Avg \$ | \$/SF    | Ch in Avg \$/SF | Per Mo | Avg\$     | Ch in Avg \$ | \$/SF    | Ch in Avg \$/SF | Per Mo | Avg\$     | Ch in Avg \$ | \$/SF    | Ch in Avg \$/SF |
| 98390 | Sumner           | 0.1    | \$292,000 | -            | -        | -               | 0.2    | \$280,725 | -3.9%        | \$104.93 | -               | 0.0    | -         | -            | -        | -               |
| 98391 | Bonney Lake      | 0.3    | \$239,133 | -            | -        | -               | 4.1    | \$237,239 | -0.8%        | \$157.26 | -               | 1.0    | \$189,067 | -20.3%       | \$152.89 | -2.8%           |
| 98402 | Tacoma           | 7.8    | \$288,309 | 9.2%         | \$278.52 | 31.5%           | 4.3    | \$311,395 | 8.0%         | \$252.28 | -9.4%           | 0.0    | -         | -            | -        | -               |
| 98403 | Tacoma           | 3.0    | \$229,031 | 30.0%        | \$396.43 | 59.8%           | 1.5    | \$204,014 | -10.9%       | \$314.88 | -21.0%          | 0.0    | -         | -            | -        | -               |
| 98404 | Tacoma           | 0.0    | -         | -            | -        | -               | 1.8    | \$230,872 | -            | \$147.35 | -               | 0.0    | -         | -            | -        | -               |
| 98405 | Tacoma           | 1.2    | \$225,746 | 17.4%        | \$135.18 | -               | 3.3    | \$302,247 | 33.9%        | \$188.70 | 39.6%           | 0.3    | \$366,143 | 21.1%        | \$291.75 | 54.6%           |
| 98406 | Tacoma           | 0.6    | \$178,386 | 43.3%        | \$146.70 | -               | 0.3    | \$260,000 | 45.8%        | -        | -               | 0.0    | -         | -            | -        | -               |
| 98407 | Tacoma Proctor   | 0.2    | \$222,700 | 6.0%         | \$201.31 | 1.7%            | 0.4    | \$268,622 | 20.6%        | \$178.97 | -11.1%          | 1.0    | \$261,967 | 2.5%         | \$278.81 | 55.8%           |
| 98409 | South Tacoma     | 1.1    | \$170,490 | -1.6%        | \$123.63 | -               | 1.3    | \$164,535 | -3.5%        | -        | -               | 0.7    | \$227,475 | 38.3%        | \$132.74 | -               |
| 98418 | Tacoma           | 0.8    | \$264,400 | -3.2%        | \$217.31 | 4.2%            | 0.3    | \$301,667 | 14.1%        | \$219.44 | 1.0%            | 0.0    | -         | -            | -        | -               |
| 98424 | Rural Tacoma     | 0.4    | \$392,000 | 116.9%       | \$128.91 | -22.0%          | 8.8    | \$291,564 | -25.6%       | \$173.27 | 34.4%           | 2.3    | \$236,943 | -18.7%       | \$198.56 | 14.6%           |
| 98444 | Tacoma           | 0.0    | -         | -            | -        | -               | 0.9    | \$245,079 | -            | \$147.73 | -               | 0.0    | -         | -            | -        | -               |
| 98445 | Tacoma Parkland  | 6.7    | \$225,098 | 9.3%         | \$154.11 | 9.4%            | 4.2    | \$213,269 | -5.3%        | \$154.57 | 0.3%            | 1.0    | \$175,583 | -17.7%       | -        | -               |
| 98446 | Tacoma           | -      | -         | -            | -        | -               | 3.0    | \$223,178 | -            | -        | -               | 1.0    | \$217,783 | -2.4%        | \$162.12 | -               |
| 98465 | Tacoma           | -      | -         | -            | -        | -               | 0.3    | \$183,483 | -            | -        | -               | 4.0    | \$164,342 | -10.4%       | -        | -               |
| 98466 | Tacoma           | 4.1    | \$306,990 | 10.4%        | \$235.18 | 49.4%           | 2.0    | \$278,743 | -9.2%        | \$175.06 | -25.6%          | 0.0    | -         | -            | -        | -               |
| 98467 | University Place | 0.9    | \$340,187 | 3.1%         | \$233.61 | 23.4%           | 0.3    | \$366,468 | 8.8%         | \$185.63 | -20.5%          | 0.3    | \$295,000 | -19.9%       | \$176.86 | -4.7%           |
| 98498 | Tacoma           | 0.1    | \$416,000 | -            | \$193.31 | -               | 0.3    | \$136,900 | -67.1%       | -        | -               | 0.3    | \$152,000 | 11.0%        | -        | -               |
| 98499 | Lakewood Center  | 0.4    | \$247,320 | -            | \$166.86 | -               | 2.7    | \$183,901 | -25.6%       | \$169.27 | 1.4%            | 4.0    | \$178,600 | -2.9%        | \$185.46 | 9.6%            |
| ?     | Unknown          | 0.0    | -         | -            | -        | -               | 0.1    | \$315,000 | -            | -        | -               | 0.0    | -         | -            | -        | -               |

## New Single Family Detached Home Sales by Zip Code

| ZIP   | Area                | 2006   |           |              |          |             | 2007   |           |              |          |             | 2008   |           |              |          |             |
|-------|---------------------|--------|-----------|--------------|----------|-------------|--------|-----------|--------------|----------|-------------|--------|-----------|--------------|----------|-------------|
|       |                     | Per Mo | Avg\$     | Ch in Avg \$ | \$/SF    | Ch in \$/SF | Per Mo | Avg\$     | Ch in Avg \$ | \$/SF    | Ch in \$/SF | Per Mo | Avg\$     | Ch in Avg \$ | \$/SF    | Ch in \$/SF |
| 98022 | Enumclaw            | 0.1    | \$425,000 | 22.3%        | \$272.26 | -           | 0.3    | \$570,875 | 34.3%        | -        | -           | 0.3    | \$449,950 | -21.2%       | \$285.50 | -           |
| 98092 | Auburn              | 7.5    | \$392,122 | 1.2%         | \$156.83 | 14%         | 2.4    | \$536,232 | 36.8%        | \$169.42 | 8%          | 0.3    | \$829,900 | 54.8%        | \$174.75 | 3%          |
| 98303 | Anderson Island     | 0.1    | \$236,450 | -            | -        | -           | 0.3    | \$267,500 | 13.1%        | \$176.98 | -           | 0.0    | -         | -            | -        | -           |
| 98321 | Buckley             | 8.8    | \$419,448 | 15.2%        | \$151.77 | 16%         | 1.5    | \$446,547 | 6.5%         | \$155.16 | 2%          | 3.7    | \$292,816 | -34.4%       | -        | -           |
| 98323 | Carbonado           | -      | -         | -            | -        | -           | -      | -         | -            | -        | -           | 0.7    | \$397,475 | -            | \$219.73 | -           |
| 98327 | DuPont              | 16.8   | \$309,931 | 19.3%        | \$158.14 | 16%         | 13.3   | \$346,809 | 11.9%        | \$153.06 | -3%         | 11.0   | \$378,297 | 9.1%         | \$192.93 | 26%         |
| 98328 | Eatonville          | 3.1    | \$342,577 | 40.7%        | \$150.45 | 24%         | 1.3    | \$428,486 | 25.1%        | \$191.62 | 27%         | 1.0    | \$258,317 | -39.7%       | \$94.66  | -51%        |
| 98329 | Gig Harbor          | 2.1    | \$364,323 | 21.1%        | \$166.25 | -2%         | 1.4    | \$408,624 | 12.2%        | \$149.68 | -10%        | 1.7    | \$246,697 | -39.6%       | \$133.92 | -11%        |
| 98332 | Gig Harbor          | 5.5    | \$619,971 | 18.5%        | \$193.89 | 1%          | 4.8    | \$625,986 | 1.0%         | \$205.90 | 6%          | 2.0    | \$681,154 | 8.8%         | \$169.87 | -17%        |
| 98333 | Fox Island          | 0.3    | \$514,685 | 25.6%        | \$201.24 | 26%         | 0.3    | \$507,250 | -1.4%        | \$222.48 | 11%         | 0.0    | -         | -            | -        | -           |
| 98335 | Gig Harbor          | 4.3    | \$627,623 | 14.7%        | \$199.07 | 14%         | 1.8    | \$756,244 | 20.5%        | \$208.05 | 5%          | 1.0    | \$805,000 | 6.4%         | \$235.94 | 13%         |
| 98338 | Graham              | 3.2    | \$390,282 | 38.7%        | \$186.61 | 23%         | 8.8    | \$359,169 | -8.0%        | \$149.47 | -26%        | 10.3   | \$358,374 | -0.2%        | \$145.94 | -2%         |
| 98349 | Lakebay             | 3.5    | \$231,551 | 19.1%        | \$156.87 | 43%         | 2.0    | \$243,963 | 5.4%         | \$139.31 | -11%        | 0.0    | -         | -            | -        | -           |
| 98351 | Longbranch          | 0.7    | \$234,206 | -20.3%       | \$173.53 | -           | 0.3    | \$285,462 | 21.9%        | \$167.66 | -3%         | 0.0    | -         | -            | -        | -           |
| 98354 | Milton              | 1.3    | \$413,915 | 16.0%        | \$269.07 | 14%         | 1.3    | \$569,545 | 37.6%        | \$234.70 | -13%        | 0.7    | \$417,500 | -26.7%       | \$184.27 | -21%        |
| 98360 | Orting              | 21.7   | \$291,108 | 12.7%        | \$131.27 | -5%         | 9.3    | \$338,770 | 16.4%        | \$142.28 | 8%          | 4.3    | \$297,956 | -12.0%       | \$142.39 | 0%          |
| 98371 | Puyallup            | 2.4    | \$488,854 | 15.5%        | \$198.09 | 32%         | 1.8    | \$474,537 | -2.9%        | \$192.03 | -3%         | 0.3    | \$215,000 | -54.7%       | -        | -           |
| 98372 | Puyallup            | 2.6    | \$536,959 | -17.1%       | \$186.97 | -47%        | 1.4    | \$528,865 | -1.5%        | \$172.86 | -8%         | 0.3    | \$637,000 | 20.4%        | \$167.10 | -3%         |
| 98373 | Puyallup South Hill | 7.3    | \$404,643 | 14.6%        | \$164.62 | 23%         | 3.5    | \$422,651 | 4.5%         | \$171.11 | 4%          | 1.0    | \$276,633 | -34.5%       | \$135.25 | -21%        |
| 98374 | Puyallup Rural      | 24.3   | \$336,769 | 8.2%         | \$145.47 | 24%         | 3.3    | \$388,707 | 15.4%        | \$152.50 | 5%          | 5.7    | \$308,017 | -20.8%       | \$188.60 | 24%         |
| 98375 | Puyallup            | 42.7   | \$297,989 | 19.5%        | \$134.42 | 14%         | 18.6   | \$326,035 | 9.4%         | \$129.21 | -4%         | 9.7    | \$322,272 | -1.2%        | \$128.81 | 0%          |
| 98387 | Spanaway            | 23.5   | \$296,676 | 25.8%        | \$142.23 | 0%          | 26.3   | \$297,918 | 0.4%         | \$136.32 | -4%         | 23.0   | \$291,925 | -2.0%        | \$130.63 | -4%         |
| 98388 | Steilacoom          | 1.0    | \$527,022 | 15.5%        | \$186.72 | 25%         | 0.4    | \$498,380 | -5.4%        | \$154.57 | -17%        | 0.7    | \$395,000 | -20.7%       | -        | -           |

## New Single Family Detached Home Sales by Zip Code

| ZIP   | Area             | 2006   |           |              |          |             | 2007   |           |              |          |             | 2008   |           |              |          |             |
|-------|------------------|--------|-----------|--------------|----------|-------------|--------|-----------|--------------|----------|-------------|--------|-----------|--------------|----------|-------------|
|       |                  | Per Mo | Avg\$     | Ch in Avg \$ | \$/SF    | Ch in \$/SF | Per Mo | Avg\$     | Ch in Avg \$ | \$/SF    | Ch in \$/SF | Per Mo | Avg\$     | Ch in Avg \$ | \$/SF    | Ch in \$/SF |
| 98390 | Sumner           | 3.4    | \$443,817 | 28.8%        | \$158.33 | 12%         | 2.0    | \$426,384 | -3.9%        | \$210.53 | 33%         | 0.2    | \$519,925 | 21.9%        | \$135.83 | -35%        |
| 98391 | Bonney Lake      | 28.6   | \$416,154 | 8.4%         | \$181.76 | 21%         | 18.2   | \$425,209 | 2.2%         | \$185.27 | 2%          | 4.3    | \$386,169 | -9.2%        | \$166.95 | -10%        |
| 98402 | Tacoma           | 0.0    | -         | -            | -        | -           | 0.6    | \$406,590 | -            | -        | -           | 0.0    | -         | -            | -        | -           |
| 98403 | Tacoma           | 0.3    | \$305,625 | 18.1%        | \$163.89 | -19%        | 0.0    | -         | -            | -        | -           | 0.1    | \$405,000 | -            | -        | -           |
| 98404 | Tacoma           | 15.4   | \$233,825 | -0.2%        | \$142.55 | -6%         | 7.3    | \$291,671 | 24.7%        | \$189.60 | 33%         | 1.0    | \$263,165 | -9.8%        | \$146.42 | -23%        |
| 98405 | Tacoma           | 4.5    | \$254,724 | 25.0%        | \$171.65 | 38%         | 1.7    | \$292,037 | 14.6%        | \$165.05 | -4%         | 0.8    | \$299,786 | 2.7%         | \$156.19 | -5%         |
| 98406 | Tacoma           | 0.6    | \$444,729 | 7.6%         | \$171.84 | -29%        | 0.1    | \$550,000 | 23.7%        | \$154.67 | -10%        | 0.2    | \$286,925 | -47.8%       | \$149.12 | -4%         |
| 98407 | Tacoma Proctor   | 0.9    | \$470,609 | 24.0%        | \$209.31 | 47%         | 1.0    | \$497,658 | 5.7%         | \$226.75 | 8%          | 0.3    | \$573,690 | 15.1%        | \$220.88 | -3%         |
| 98408 | Tacoma           | 1.3    | \$247,186 | 4.7%         | \$174.46 | 21%         | 1.4    | \$274,641 | 11.1%        | \$133.77 | -23%        | 0.0    | -         | -            | -        | -           |
| 98409 | South Tacoma     | 1.5    | \$263,573 | 11.0%        | \$169.47 | -4%         | 1.7    | \$250,320 | -5.0%        | \$123.65 | -27%        | 0.4    | \$271,970 | 8.6%         | \$126.06 | 2%          |
| 98418 | Tacoma           | 0.3    | \$204,500 | -            | \$138.87 | -           | 0.3    | \$278,263 | 36.1%        | \$164.35 | 18%         | 0.0    | -         | -            | -        | -           |
| 98422 | Tacoma           | 2.7    | \$468,232 | 2.9%         | \$244.66 | 30%         | 1.2    | \$623,395 | 33.1%        | \$228.47 | -7%         | 0.0    | -         | -            | -        | -           |
| 98424 | Rural Tacoma     | 46.5   | \$302,809 | 15.9%        | \$167.55 | 19%         | 11.5   | \$339,956 | 12.3%        | \$157.90 | -6%         | 1.8    | \$335,512 | -1.3%        | \$140.23 | -11%        |
| 98443 | Tacoma           | 0.3    | \$458,875 | 97.8%        | \$350.86 | -           | 0.2    | \$501,900 | 9.4%         | \$140.69 | -60%        | 0.1    | \$485,000 | -3.4%        | \$197.72 | 41%         |
| 98444 | Tacoma Parkland  | 4.1    | \$283,619 | 7.1%         | \$204.07 | 28%         | 2.7    | \$285,445 | 0.6%         | \$196.34 | -9%         | 0.3    | \$351,500 | 23.1%        | \$205.72 | 10%         |
| 98445 | Tacoma Parkland  | 7.8    | \$299,340 | 15.2%        | \$169.23 | 35%         | 9.3    | \$314,605 | 5.1%         | \$147.94 | -13%        | 1.3    | \$301,240 | -4.2%        | \$154.70 | 5%          |
| 98446 | Tacoma           | 3.7    | \$329,229 | 30.9%        | \$229.56 | 105%        | 0.7    | \$426,282 | 29.5%        | \$168.06 | -27%        | 0.1    | \$263,000 | -38.3%       | \$159.49 | -5%         |
| 98465 | Tacoma           | 0.2    | \$324,000 | -11.8%       | -        | -           | 1.1    | \$494,804 | 52.6%        | \$251.04 | -           | 0.0    | -         | -            | -        | -           |
| 98466 | Tacoma           | 3.8    | \$452,591 | 30.3%        | \$179.29 | 8%          | 3.8    | \$578,117 | 27.7%        | \$191.28 | 7%          | 0.5    | \$521,273 | -9.8%        | \$190.31 | -1%         |
| 98467 | University Place | 3.8    | \$536,707 | 50.0%        | \$178.68 | 18%         | 2.0    | \$563,570 | 5.0%         | \$190.27 | 6%          | 0.3    | \$500,667 | -11.2%       | \$165.08 | -13%        |
| 98498 | Tacoma           | 2.0    | \$383,964 | -1.0%        | \$163.70 | 9%          | 0.9    | \$335,505 | -12.6%       | \$178.80 | 9%          | 0.2    | \$282,500 | -15.8%       | \$156.72 | -12%        |
| 98499 | Lakewood Center  | 0.7    | \$197,381 | -16.5%       | \$173.79 | -5%         | 0.0    | -         | -            | -        | -           | 0.1    | \$144,550 | -            | \$126.35 | -           |
| 98580 | Roy              | 2.9    | \$381,910 | 34.4%        | \$282.18 | 126%        | 1.6    | \$369,786 | -3.2%        | \$180.79 | -36%        | 0.1    | \$315,000 | -14.8%       | \$121.48 | -33%        |
| ?     | Unknown          | 0.5    | \$455,165 | 75.0%        | \$164.77 | -           | 0.8    | \$273,380 | -39.9%       | \$165.52 | 0%          | 0.1    | \$299,950 | 9.7%         | \$146.46 | -12%        |

## Existing Single Family Detached Home Sales by Price Ranges

| Range of Prices           | 2006   |        |           |            |                 | 2007   |        |           |           |                 | 2008   |        |           |           |                 |
|---------------------------|--------|--------|-----------|------------|-----------------|--------|--------|-----------|-----------|-----------------|--------|--------|-----------|-----------|-----------------|
|                           | Total# | Per Mo | Ch # Sold | Avg \$/SF  | Ch in Avg \$/SF | Total# | Per Mo | Ch # Sold | Avg \$/SF | Ch in Avg \$/SF | Total# | Per Mo | Ch # Sold | Avg \$/SF | Ch in Avg \$/SF |
| - - \$100,000             | 139    | 11.6   | -57%      | \$100.25   | -5.3%           | 72     | 6.0    | -48%      | \$104.18  | 3.9%            | 10     | 3.3    | -44%      | \$72.55   | -30.4%          |
| \$110,001 - \$125,000     | 143    | 11.9   | -64%      | \$131.65   | 1.8%            | 63     | 5.3    | -56%      | \$125.57  | -4.6%           | 17     | 5.7    | 8%        | \$125.29  | -0.2%           |
| \$125,001 - \$140,000     | 186    | 15.5   | -55%      | \$147.03   | 6.8%            | 97     | 8.1    | -48%      | \$147.63  | 0.4%            | 9      | 3.0    | -63%      | \$125.91  | -14.7%          |
| \$140,001 - \$150,000     | 176    | 14.7   | -56%      | \$160.24   | 11.0%           | 102    | 8.5    | -42%      | \$139.60  | -12.9%          | 10     | 3.3    | -61%      | \$130.77  | -6.3%           |
| \$150,001 - \$160,000     | 196    | 16.3   | -61%      | \$165.89   | 12.7%           | 104    | 8.7    | -47%      | \$149.55  | -9.9%           | 18     | 6.0    | -31%      | \$123.93  | -17.1%          |
| \$160,001 - \$170,000     | 321    | 26.8   | -49%      | \$159.70   | 7.7%            | 179    | 14.9   | -44%      | \$152.03  | -4.8%           | 37     | 12.3   | -17%      | \$131.74  | -13.3%          |
| \$170,001 - \$180,000     | 437    | 36.4   | -38%      | \$159.59   | 5.4%            | 234    | 19.5   | -46%      | \$160.76  | 0.7%            | 30     | 10.0   | -49%      | \$144.64  | -10.0%          |
| \$180,001 - \$190,000     | 462    | 38.5   | -35%      | \$163.77   | 11.2%           | 262    | 21.8   | -43%      | \$163.98  | 0.1%            | 48     | 16.0   | -27%      | \$165.56  | 1.0%            |
| \$190,001 - \$200,000     | 522    | 43.5   | -34%      | \$162.70   | 9.1%            | 322    | 26.8   | -38%      | \$162.07  | -0.4%           | 52     | 17.3   | -35%      | \$159.27  | -5.4%           |
| \$200,001 - \$225,000     | 1,462  | 121.8  | -23%      | \$170.18   | 12.9%           | 915    | 76.3   | -37%      | \$170.81  | 0.4%            | 138    | 46.0   | -40%      | \$156.96  | -8.1%           |
| \$225,001 - \$250,000     | 1,900  | 158.3  | -5%       | \$169.12   | 12.3%           | 1,209  | 100.8  | -36%      | \$172.42  | 1.9%            | 180    | 60.0   | -40%      | \$154.22  | -10.6%          |
| \$250,001 - \$275,000     | 1,576  | 139.7  | 29%       | \$163.60   | 9.5%            | 1,138  | 94.8   | -32%      | \$168.52  | 3.0%            | 148    | 49.3   | -48%      | \$157.11  | -6.8%           |
| \$275,001 - \$300,000     | 1,290  | 107.5  | 37%       | \$165.62   | 9.0%            | 1,021  | 85.1   | -21%      | \$171.28  | 3.4%            | 142    | 47.3   | -44%      | \$164.86  | -3.7%           |
| \$300,001 - \$350,000     | 1,550  | 129.2  | 34%       | \$169.22   | 7.9%            | 1,201  | 100.1  | -23%      | \$172.57  | 2.0%            | 152    | 50.7   | -49%      | \$164.57  | -4.6%           |
| \$350,001 - \$400,000     | 840    | 70.0   | 23%       | \$176.81   | 9.0%            | 731    | 60.9   | -13%      | \$178.31  | 0.8%            | 87     | 29.0   | -52%      | \$170.73  | -4.2%           |
| \$400,001 - \$450,000     | 533    | 44.4   | 37%       | \$186.59   | 1.4%            | 425    | 35.4   | -20%      | \$184.02  | -1.4%           | 47     | 15.7   | -56%      | \$176.77  | -3.9%           |
| \$450,001 - \$500,000     | 340    | 28.3   | 38%       | \$195.66   | 3.1%            | 275    | 22.9   | -19%      | \$199.49  | 2.0%            | 35     | 11.7   | -49%      | \$176.41  | -11.6%          |
| \$500,001 - \$600,000     | 395    | 32.9   | 54%       | \$225.04   | 6.7%            | 307    | 25.6   | -22%      | \$216.96  | -3.6%           | 33     | 11.0   | -57%      | \$200.75  | -7.5%           |
| \$600,001 - \$750,000     | 286    | 23.8   | 30%       | \$255.22   | 10.4%           | 228    | 19.0   | -20%      | \$246.36  | -3.5%           | 26     | 8.7    | -54%      | \$224.16  | -9.0%           |
| \$750,001 - \$1,000,000   | 166    | 13.8   | 32%       | \$279.96   | 10.2%           | 138    | 11.5   | -17%      | \$276.83  | -1.1%           | 7      | 2.3    | -80%      | \$288.88  | 4.4%            |
| \$1,000,001 - \$2,000,000 | 90     | 7.5    | 15%       | \$412.56   | -9.4%           | 83     | 6.9    | -8%       | \$415.38  | 0.7%            | 15     | 5.0    | -28%      | \$313.00  | -24.6%          |
| \$2,000,001 - sky         | 8      | 0.7    | -64%      | \$1,649.77 | 20.4%           | 10     | 0.8    | 25%       | \$307.77  | -81.3%          | 2      | 0.7    | -20%      | \$408.08  | 32.6%           |
| Overall Total             | 13,118 | 1,193  | 2%        | \$172.45   | 12.1%           | 9,416  | 760    | -36%      | \$175.18  | 1.6%            | 1,243  | 414    | -45%      | \$161.70  | -7.7%           |
| Median                    |        |        |           | \$164.87   | 11.6%           |        |        |           | \$167.63  | 1.7%            |        |        |           | \$154.56  | -7.8%           |

## New Single Family Detached Home Sales by Price Ranges

| Range of Prices           | 2006   |        |           |           |                 | 2007   |        |           |           |                 | 2008   |        |           |           |                 |
|---------------------------|--------|--------|-----------|-----------|-----------------|--------|--------|-----------|-----------|-----------------|--------|--------|-----------|-----------|-----------------|
|                           | Total# | Per Mo | Ch # Sold | Avg \$/SF | Ch in Avg \$/SF | Total# | Per Mo | Ch # Sold | Avg \$/SF | Ch in Avg \$/SF | Total# | Per Mo | Ch # Sold | Avg \$/SF | Ch in Avg \$/SF |
| - - \$100,000             | 5      | 0.4    | 67%       | \$77.64   | 42%             | 1      | 0.1    | -80%      | \$71.50   | -8%             | 0      | 0.0    | -100%     | -         | -               |
| \$110,001 - \$125,000     | 3      | 0.3    | -75%      | -         | -               | 4      | 0.3    | 33%       | \$138.02  | -               | 1      | 0.3    | 0%        | \$91.51   | -               |
| \$125,001 - \$140,000     | 8      | 0.7    | -56%      | \$176.68  | 25%             | 2      | 0.2    | -75%      | \$108.00  | -39%            | 0      | 0.0    | -100%     | -         | -               |
| \$140,001 - \$150,000     | 11     | 0.9    | 38%       | \$171.45  | 15%             | 3      | 0.3    | -73%      | -         | -               | 1      | 0.3    | 33%       | \$126.35  | -               |
| \$150,001 - \$160,000     | 18     | 1.5    | 29%       | \$172.75  | 4%              | 2      | 0.2    | -89%      | \$142.35  | -18%            | 0      | 0.0    | -100%     | -         | -               |
| \$160,001 - \$170,000     | 18     | 1.5    | 22%       | \$154.23  | 25%             | 8      | 0.7    | -56%      | \$116.57  | -24%            | 3      | 1.0    | 50%       | \$88.16   | -24%            |
| \$170,001 - \$180,000     | 20     | 1.7    | 68%       | \$162.46  | 34%             | 4      | 0.3    | -80%      | \$98.44   | -39%            | 4      | 1.3    | 300%      | \$153.41  | 56%             |
| \$180,001 - \$190,000     | 17     | 1.4    | 31%       | \$182.07  | 17%             | 6      | 0.5    | -65%      | \$145.38  | -10%            | 0      | 0.0    | -100%     | -         | -               |
| \$190,001 - \$200,000     | 42     | 3.5    | -66%      | \$179.42  | 50%             | 12     | 1.0    | -71%      | \$137.09  | -24%            | 1      | 0.3    | 67%       | -         | -               |
| \$200,001 - \$225,000     | 179    | 14.9   | -62%      | \$173.61  | 39%             | 43     | 3.6    | -76%      | \$180.35  | 4%              | 9      | 3.0    | -16%      | \$149.53  | -17%            |
| \$225,001 - \$250,000     | 378    | 31.5   | -35%      | \$162.60  | 25%             | 114    | 9.5    | -70%      | \$173.56  | 7%              | 44     | 14.7   | 54%       | \$144.04  | -17%            |
| \$250,001 - \$275,000     | 520    | 43.3   | -5%       | \$143.30  | 9%              | 238    | 19.8   | -54%      | \$140.05  | -2%             | 51     | 17.0   | -14%      | \$130.65  | -7%             |
| \$275,001 - \$300,000     | 552    | 46.0   | 47%       | \$150.08  | 18%             | 312    | 26.0   | -43%      | \$139.94  | -7%             | 47     | 15.7   | -40%      | \$135.17  | -3%             |
| \$300,001 - \$350,000     | 772    | 64.3   | 55%       | \$145.37  | 8%              | 508    | 42.3   | -34%      | \$146.96  | 1%              | 80     | 26.7   | -37%      | \$139.35  | -5%             |
| \$350,001 - \$400,000     | 509    | 42.4   | 61%       | \$154.28  | 4%              | 285    | 23.8   | -44%      | \$151.01  | -2%             | 52     | 17.3   | -27%      | \$147.80  | -2%             |
| \$400,001 - \$450,000     | 264    | 22.0   | 36%       | \$153.29  | 1%              | 175    | 14.6   | -34%      | \$155.74  | 2%              | 31     | 10.3   | -29%      | \$159.11  | 2%              |
| \$450,001 - \$500,000     | 148    | 12.3   | 16%       | \$190.59  | 18%             | 100    | 8.3    | -32%      | \$190.08  | 0%              | 18     | 6.0    | -28%      | \$175.69  | -8%             |
| \$500,001 - \$600,000     | 188    | 15.7   | 19%       | \$182.72  | 15%             | 102    | 8.5    | -46%      | \$190.02  | 4%              | 17     | 5.7    | -33%      | \$201.22  | 6%              |
| \$600,001 - \$750,000     | 132    | 11.0   | 97%       | \$191.21  | -15%            | 112    | 9.3    | -15%      | \$199.40  | 4%              | 10     | 3.3    | -64%      | \$174.54  | -12%            |
| \$750,001 - \$1,000,000   | 41     | 3.4    | 46%       | \$317.43  | 1%              | 47     | 3.9    | 15%       | \$241.72  | -24%            | 8      | 2.7    | -32%      | \$229.41  | -5%             |
| \$1,000,001 - \$2,000,000 | 12     | 1.0    | 50%       | \$255.64  | 7%              | 17     | 1.4    | 42%       | \$266.36  | 4%              | 0      | 0.0    | -100%     | -         | -               |
| \$2,000,001 - sky         | 0      | 0.0    | -         | -         | -               | 0      | 0.0    | -         | -         | -               | 0      | 0.0    | -         | -         | -               |
| Overall Total             | 3,837  | 320    | 3%        | \$162.42  | 16%             | 2,095  | 175    | -45%      | \$160.76  | -1%             | 377    | 126    | -28%      | \$148.76  | -7%             |
| Median                    |        |        |           | \$150.40  | 19%             |        |        |           | \$147.43  | -2%             |        |        |           | \$142.50  | -3%             |

## Existing Attached Home Sales by Price Ranges

| Range of Prices       | 2006    |        |             |          |             | 2007    |        |             |          |             | 2008    |        |             |          |             |
|-----------------------|---------|--------|-------------|----------|-------------|---------|--------|-------------|----------|-------------|---------|--------|-------------|----------|-------------|
|                       | Total # | Per Mo | Ch in #/Sid | \$/SF    | Ch In \$/SF | Total # | Per Mo | Ch in #/Sid | \$/SF    | Ch In \$/SF | Total # | Per Mo | Ch in #/Sid | \$/SF    | Ch In \$/SF |
| \$30,000 - \$80,000   | 7       | 0.6    | -36%        | \$140.33 | 26%         | 1       | 0.1    | -86%        | \$95.76  | -32%        | 0       | 0.0    | -100%       | -        | -           |
| \$80,001 - \$90,000   | 6       | 0.5    | -54%        | \$144.85 | 48%         | 1       | 0.1    | -83%        | \$127.12 | -12%        | 1       | 0.3    | 300%        | -        | -           |
| \$90,001 - \$100,000  | 9       | 0.8    | -40%        | \$131.29 | 21%         | 1       | 0.1    | -89%        | \$117.05 | -11%        | 0       | 0.0    | -100%       | -        | -           |
| \$100,001 - \$110,000 | 10      | 0.8    | -38%        | \$125.18 | 1%          | 7       | 0.6    | -30%        | \$204.65 | 63%         | 2       | 0.7    | 14%         | \$156.99 | -23%        |
| \$110,001 - \$120,000 | 14      | 1.2    | -53%        | \$142.49 | 9%          | 7       | 0.6    | -50%        | \$162.65 | 14%         | 2       | 0.7    | 14%         | \$149.19 | -8%         |
| \$120,001 - \$130,000 | 24      | 2.0    | -4%         | \$142.68 | 16%         | 14      | 1.2    | -42%        | \$139.95 | -2%         | 1       | 0.3    | -71%        | \$135.72 | -3%         |
| \$130,001 - \$140,000 | 22      | 1.8    | -42%        | \$150.01 | 12%         | 16      | 1.3    | -27%        | \$156.77 | 5%          | 2       | 0.7    | -50%        | \$147.63 | -6%         |
| \$140,001 - \$150,000 | 32      | 2.7    | -27%        | \$153.03 | 9%          | 35      | 2.9    | 9%          | \$162.56 | 6%          | 9       | 3.0    | 3%          | \$154.21 | -5%         |
| \$150,001 - \$160,000 | 37      | 3.1    | -18%        | \$176.48 | 27%         | 35      | 2.9    | -5%         | \$163.90 | -7%         | 13      | 4.3    | 49%         | \$140.07 | -15%        |
| \$160,001 - \$170,000 | 47      | 3.9    | -22%        | \$166.90 | 15%         | 41      | 3.4    | -13%        | \$164.86 | -1%         | 3       | 1.0    | -71%        | \$152.88 | -7%         |
| \$170,001 - \$180,000 | 43      | 3.6    | -17%        | \$164.04 | 14%         | 48      | 4.0    | 12%         | \$157.98 | -4%         | 10      | 3.3    | -17%        | \$151.30 | -4%         |
| \$180,001 - \$190,000 | 63      | 5.3    | 9%          | \$164.80 | 9%          | 50      | 4.2    | -21%        | \$175.62 | 7%          | 5       | 1.7    | -60%        | \$194.18 | 11%         |
| \$190,001 - \$200,000 | 67      | 5.6    | 46%         | \$166.67 | 7%          | 36      | 3.0    | -46%        | \$166.29 | 0%          | 7       | 2.3    | -22%        | \$195.02 | 17%         |
| \$200,001 - \$210,000 | 56      | 4.7    | 51%         | \$184.35 | 17%         | 55      | 4.6    | -2%         | \$191.21 | 4%          | 8       | 2.7    | -42%        | \$165.98 | -13%        |
| \$210,001 - \$220,000 | 56      | 4.7    | 65%         | \$169.34 | 8%          | 51      | 4.3    | -9%         | \$190.56 | 13%         | 10      | 3.3    | -22%        | \$161.87 | -15%        |
| \$220,001 - \$230,000 | 59      | 4.9    | 74%         | \$175.07 | 11%         | 56      | 4.7    | -5%         | \$182.84 | 4%          | 9       | 3.0    | -36%        | \$207.99 | 14%         |
| \$230,001 - \$240,000 | 64      | 5.3    | 94%         | \$176.13 | 7%          | 73      | 6.1    | 14%         | \$186.99 | 6%          | 4       | 1.3    | -78%        | \$175.68 | -6%         |
| \$240,001 - \$250,000 | 54      | 4.5    | 145%        | \$180.85 | -4%         | 63      | 5.3    | 17%         | \$195.90 | 8%          | 9       | 3.0    | -43%        | \$187.44 | -4%         |
| \$250,001 - \$300,000 | 104     | 8.7    | 82%         | \$194.71 | -5%         | 136     | 11.3   | 31%         | \$203.19 | 4%          | 16      | 5.3    | -53%        | \$177.98 | -12%        |
| \$300,001 - \$400,000 | 74      | 6.2    | 40%         | \$230.05 | -3%         | 131     | 10.9   | 77%         | \$217.68 | -5%         | 19      | 6.3    | -42%        | \$199.99 | -8%         |
| \$400,001 - \$500,000 | 45      | 3.8    | 61%         | \$255.13 | -4%         | 22      | 1.8    | -51%        | \$283.39 | 11%         | 4       | 1.3    | -27%        | \$323.55 | 14%         |
| \$500,001 - Sky       | 26      | 2.2    | 117%        | \$345.70 | -9%         | 20      | 1.7    | -23%        | \$330.12 | -5%         | 1       | 0.3    | -80%        | \$340.55 | 3%          |
| Overall Total         | 919     | 77     | 20%         | \$184.87 | 13%         | 899     | 75     | -2%         | \$192.84 | 4%          | 135     | 45     | -40%        | \$182.85 | -5%         |
| Median                |         |        |             | \$170.99 | 15%         |         |        |             | \$178.34 | 4%          |         |        |             | \$173.88 | -2%         |

## New Attached Home Sales by Price Ranges

| Range of Prices       | 2006    |        |            |          |          | 2007    |        |            |          |          | 2008    |        |            |          |          |
|-----------------------|---------|--------|------------|----------|----------|---------|--------|------------|----------|----------|---------|--------|------------|----------|----------|
|                       | Total # | Per Mo | Ch in #Sld | \$/SF    | Ch in SF | Total # | Per Mo | Ch in #Sld | \$/SF    | Ch in SF | Total # | Per Mo | Ch in #Sld | \$/SF    | Ch in SF |
| \$30,000 - \$80,000   | 2       | 0.2    | 100%       | -        | -        | 21      | 1.8    | 950%       | -        | -        | 0       | 0.0    | -100%      | -        | -        |
| \$80,001 - \$90,000   | 0       | 0.0    | -          | -        | -        | 0       | 0.0    | -          | -        | -        | 0       | 0.0    | -          | -        | -        |
| \$90,001 - \$100,000  | 0       | 0.0    | -          | -        | -        | 1       | 0.1    | -          | -        | -        | 0       | 0.0    | -100%      | -        | -        |
| \$100,001 - \$110,000 | 1       | 0.1    | -          | -        | -        | 5       | 0.4    | 400%       | -        | -        | 3       | 1.0    | 140%       | -        | -        |
| \$110,001 - \$120,000 | 4       | 0.3    | -20%       | -        | -        | 0       | 0.0    | -100%      | -        | -        | 0       | 0.0    | -          | -        | -        |
| \$120,001 - \$130,000 | 1       | 0.1    | -91%       | -        | -        | 9       | 0.8    | 800%       | -        | -        | 0       | 0.0    | -100%      | -        | -        |
| \$130,001 - \$140,000 | 2       | 0.2    | -91%       | -        | -        | 3       | 0.3    | 50%        | -        | -        | 2       | 0.7    | 167%       | -        | -        |
| \$140,001 - \$150,000 | 9       | 0.8    | -83%       | \$228.43 | 17%      | 12      | 1.0    | 33%        | -        | -        | 2       | 0.7    | -33%       | -        | -        |
| \$150,001 - \$160,000 | 29      | 2.4    | -52%       | \$184.59 | -19%     | 14      | 1.2    | -52%       | \$48.96  | -73%     | 6       | 2.0    | 71%        | \$151.29 | 209%     |
| \$160,001 - \$170,000 | 66      | 5.5    | 29%        | \$182.72 | -14%     | 15      | 1.3    | -77%       | \$325.57 | 78%      | 5       | 1.7    | 33%        | -        | -        |
| \$170,001 - \$180,000 | 40      | 3.3    | -32%       | \$190.94 | 20%      | 21      | 1.8    | -48%       | \$87.64  | -54%     | 3       | 1.0    | -43%       | \$161.20 | 84%      |
| \$180,001 - \$190,000 | 45      | 3.8    | -51%       | \$167.78 | 4%       | 27      | 2.3    | -40%       | \$255.95 | 58%      | 2       | 0.7    | -70%       | \$132.74 | -48%     |
| \$190,001 - \$200,000 | 52      | 4.3    | -19%       | \$172.24 | 0%       | 39      | 3.3    | -25%       | \$140.04 | -19%     | 7       | 2.3    | -28%       | \$173.43 | 24%      |
| \$200,001 - \$210,000 | 44      | 3.7    | -31%       | \$220.34 | 55%      | 59      | 4.9    | 34%        | \$142.12 | -35%     | 14      | 4.7    | -5%        | \$181.45 | 28%      |
| \$210,001 - \$220,000 | 88      | 7.3    | 126%       | \$168.70 | -9%      | 74      | 6.2    | -16%       | \$153.31 | -9%      | 4       | 1.3    | -78%       | \$164.01 | 7%       |
| \$220,001 - \$230,000 | 80      | 6.7    | 150%       | \$193.71 | 7%       | 63      | 5.3    | -21%       | \$143.02 | -26%     | 6       | 2.0    | -62%       | \$194.29 | 36%      |
| \$230,001 - \$240,000 | 67      | 5.6    | 86%        | \$183.56 | 9%       | 62      | 5.2    | -7%        | \$168.98 | -8%      | 7       | 2.3    | -55%       | \$214.17 | 27%      |
| \$240,001 - \$250,000 | 38      | 3.2    | 65%        | \$207.95 | 9%       | 65      | 5.4    | 71%        | \$157.52 | -24%     | 2       | 0.7    | -88%       | \$265.39 | 68%      |
| \$250,001 - \$300,000 | 94      | 7.8    | -37%       | \$175.30 | -7%      | 203     | 16.9   | 116%       | \$155.98 | -11%     | 6       | 2.0    | -88%       | \$235.56 | 51%      |
| \$300,001 - \$400,000 | 177     | 14.8   | 59%        | \$214.28 | 4%       | 146     | 12.2   | -18%       | \$172.06 | -20%     | 4       | 1.3    | -89%       | \$291.75 | 70%      |
| \$400,001 - \$500,000 | 31      | 2.6    | 11%        | \$257.16 | 29%      | 37      | 3.1    | 19%        | -        | -        | 4       | 1.3    | -57%       | \$236.81 | -        |
| \$500,001 - Sky       | 13      | 1.1    | 550%       | \$461.32 | 124%     | 27      | 2.3    | 108%       | \$241.94 | -48%     | 1       | 0.3    | -85%       | -        | -        |
| Overall Total         | 883     | 74     | -2%        | \$198.54 | 10%      | 903     | 75     | 2%         | \$158.36 | -20%     | 78      | 26     | -65%       | \$198.51 | 25%      |

## Existing Single Family Detached Home Sales by Year Built

| Year Built  | 2006                         |        |            |               |             | 2007                         |        |            |               |             | 2008         |        |            |               |             |
|-------------|------------------------------|--------|------------|---------------|-------------|------------------------------|--------|------------|---------------|-------------|--------------|--------|------------|---------------|-------------|
|             | Sales \$/SF*                 | Avg SF | Units Sold | Average Price | Ch in Avg\$ | Sales \$/SF*                 | Avg SF | Units Sold | Average Price | Ch in Avg\$ | Sales \$/SF* | Avg SF | Units Sold | Average Price | Ch in Avg\$ |
| Before 1960 | \$176.66                     | 1,512  | 4,542      | \$258,604     | 14%         | \$176.78                     | 1,569  | 3,010      | \$266,182     | 3%          | \$163.84     | 1,736  | 392        | \$269,644     | 1%          |
| 1960's      | \$173.75                     | 1,730  | 1,172      | \$287,125     | 5%          | \$173.81                     | 1,753  | 780        | \$301,151     | 5%          | \$161.12     | 1,741  | 102        | \$272,394     | -10%        |
| 1970's      | \$171.19                     | 1,797  | 1,454      | \$300,162     | 14%         | \$178.44                     | 1,785  | 992        | \$310,429     | 3%          | \$160.13     | 1,898  | 124        | \$288,642     | -7%         |
| 1980's      | \$180.71                     | 1,796  | 1,291      | \$320,459     | 13%         | \$187.87                     | 1,811  | 868        | \$346,558     | 8%          | \$181.03     | 1,747  | 101        | \$323,501     | -7%         |
| 1990        | \$178.64                     | 1,900  | 216        | \$339,352     | 0%          | \$183.84                     | 2,013  | 133        | \$386,882     | 14%         | \$173.77     | 2,057  | 14         | \$350,789     | -9%         |
| 1991        | \$176.39                     | 2,019  | 167        | \$351,878     | 16%         | \$181.01                     | 2,089  | 103        | \$370,544     | 5%          | \$180.70     | 1,912  | 21         | \$321,473     | -13%        |
| 1992        | \$168.62                     | 1,890  | 213        | \$321,236     | 6%          | \$179.95                     | 1,989  | 155        | \$354,330     | 10%         | \$169.72     | 2,044  | 22         | \$363,120     | 2%          |
| 1993        | \$172.40                     | 1,946  | 206        | \$352,550     | 17%         | \$184.97                     | 1,854  | 160        | \$345,071     | -2%         | \$171.54     | 1,818  | 27         | \$303,027     | -12%        |
| 1994        | \$176.67                     | 1,929  | 274        | \$331,980     | 14%         | \$178.59                     | 1,934  | 214        | \$340,320     | 3%          | \$158.72     | 1,887  | 37         | \$297,201     | -13%        |
| 1995        | \$175.10                     | 1,862  | 231        | \$324,237     | 9%          | \$186.75                     | 1,881  | 146        | \$354,690     | 9%          | \$173.04     | 1,840  | 20         | \$318,748     | -10%        |
| 1996        | \$173.23                     | 1,862  | 248        | \$327,399     | 18%         | \$177.75                     | 1,840  | 194        | \$336,868     | 3%          | \$172.52     | 1,700  | 24         | \$283,115     | -16%        |
| 1997        | \$172.10                     | 1,976  | 258        | \$341,046     | 23%         | \$170.68                     | 1,990  | 163        | \$336,668     | -1%         | \$154.95     | 2,097  | 21         | \$337,900     | 0%          |
| 1998        | \$162.75                     | 1,948  | 368        | \$317,899     | 11%         | \$167.29                     | 2,067  | 210        | \$351,039     | 10%         | \$150.40     | 1,976  | 32         | \$296,674     | -15%        |
| 1999        | \$163.32                     | 2,053  | 392        | \$337,175     | 13%         | \$168.02                     | 2,059  | 276        | \$358,201     | 6%          | \$145.08     | 2,191  | 35         | \$311,231     | -13%        |
| 2000        | \$164.76                     | 1,955  | 333        | \$323,391     | 10%         | \$168.21                     | 2,109  | 202        | \$356,525     | 10%         | \$152.48     | 2,146  | 34         | \$328,489     | -8%         |
| 2001        | \$161.41                     | 2,119  | 405        | \$337,790     | 14%         | \$168.02                     | 2,009  | 255        | \$340,306     | 1%          | \$168.60     | 2,265  | 28         | \$400,994     | 18%         |
| 2002        | \$163.63                     | 2,069  | 408        | \$341,264     | 14%         | \$166.77                     | 2,141  | 305        | \$359,579     | 5%          | \$150.20     | 2,361  | 42         | \$346,613     | -4%         |
| 2003        | \$155.64                     | 2,113  | 444        | \$332,872     | 7%          | \$158.92                     | 2,210  | 207        | \$358,259     | 8%          | \$140.11     | 2,201  | 39         | \$303,186     | -15%        |
| 2004        | \$151.90                     | 2,226  | 249        | \$338,390     | -           | \$162.22                     | 2,317  | 256        | \$391,655     | 16%         | \$141.88     | 2,268  | 32         | \$333,810     | -15%        |
| 2005        | Reported as new construction |        |            |               |             | \$154.29                     | 2,510  | 230        | \$409,094     | -           | \$147.49     | 2,307  | 50         | \$347,006     | -15%        |
| 2006        | Reported as new construction |        |            |               |             | Reported as new construction |        |            |               |             | \$172.50     | 2,663  | 24         | \$481,132     | -           |

\* - Only calculated for properties on one (1) acre or less

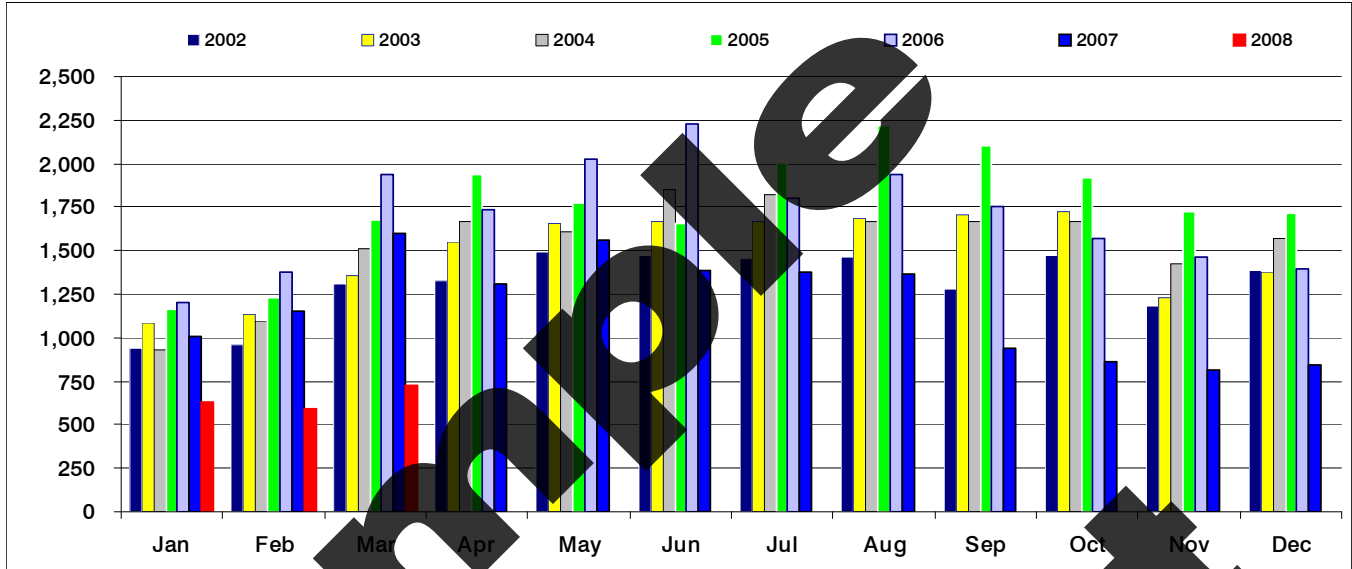
### Subdivision Lot Sales

| Lot Price Range           | 2006         |            |            |            |             |             | 2007         |             |             |            |             |             | 2008      |             |             |           |            |             |
|---------------------------|--------------|------------|------------|------------|-------------|-------------|--------------|-------------|-------------|------------|-------------|-------------|-----------|-------------|-------------|-----------|------------|-------------|
|                           | Total        | Lots       |            | Acreage    |             |             | Total        | Lots        |             | Acreage    |             |             | Total     | Lots        |             | Acreage   |            |             |
|                           |              | Per Mo     | Ch #/Mo    | Total      | Per Mo      | Ch #/Mo     |              | Per Mo      | Ch #/Mo     | Total      | Per Mo      | Ch #/Mo     |           | Per Mo      | Ch #/Mo     | Total     | Per Mo     | Ch #/Mo     |
| \$20,001 - \$50,000       | 304          | 25.3       | 28%        | 58         | 4.8         | -56%        | 81           | 6.8         | -73%        | 26         | 2.2         | -55%        | 7         | 2.3         | -65%        | 1         | 0.3        | -85%        |
| \$50,001 - \$75,000       | 311          | 25.9       | -32%       | 85         | 7.1         | -46%        | 113          | 9.4         | -64%        | 30         | 2.5         | -65%        | 8         | 2.7         | -72%        | 1         | 0.3        | -87%        |
| \$75,001 - \$100,000      | 219          | 18.3       | -53%       | 97         | 8.1         | -25%        | 346          | 28.8        | 58%         | 53         | 4.4         | -45%        | 16        | 5.3         | -82%        | 3         | 1.0        | -77%        |
| \$100,001 - \$125,000     | 780          | 65.0       | 183%       | 69         | 5.8         | -43%        | 264          | 22.0        | -66%        | 32         | 2.7         | -54%        | 8         | 2.7         | -88%        | 3         | 1.0        | -63%        |
| \$125,001 - \$150,000     | 253          | 21.1       | 43%        | 61         | 5.1         | -37%        | 98           | 8.2         | -61%        | 41         | 3.4         | -33%        | 5         | 1.7         | -80%        | 5         | 1.7        | -51%        |
| \$150,001 - \$175,000     | 197          | 16.4       | 103%       | 50         | 4.2         | -38%        | 107          | 8.9         | -46%        | 34         | 2.8         | -32%        | 4         | 1.3         | -85%        | 2         | 0.7        | -76%        |
| \$175,001 - \$200,000     | 97           | 8.1        | 37%        | 53         | 4.8         | 14%         | 91           | 7.6         | -6%         | 20         | 1.7         | -66%        | 0         | 0.0         | -100%       | 1         | 0.3        | -80%        |
| \$200,001 - \$250,000     | 74           | 6.2        | 19%        | 54         | 4.5         | 35%         | 36           | 3.0         | -51%        | 29         | 2.4         | -46%        | 2         | 0.7         | -78%        | 1         | 0.3        | -86%        |
| \$250,001 - \$300,000     | 59           | 4.9        | 161%       | 31         | 2.6         | 41%         | 20           | 1.7         | -66%        | 18         | 1.5         | -42%        | 2         | 0.7         | -60%        | 3         | 1.0        | -33%        |
| \$300,001 - \$400,000     | 46           | 3.8        | 35%        | 31         | 2.5         | 82%         | 23           | 1.9         | -50%        | 12         | 1.0         | -61%        | 0         | 0.0         | -100%       | 0         | 0.0        | -100%       |
| \$400,001 - \$500,000     | 6            | 0.5        | 20%        | 9          | 0.8         | 800%        | 5            | 0.4         | -17%        | 3          | 0.3         | -67%        | 0         | 0.0         | -100%       | 0         | 0.0        | -100%       |
| \$500,001 - sky           | 9            | 0.8        | -          | 2          | 0.2         | 0%          | 6            | 0.5         | -33%        | 3          | 0.3         | 50%         | 0         | 0.0         | -100%       | 0         | 0.0        | -100%       |
| <b>TOTAL</b>              | <b>2,355</b> | <b>196</b> | <b>24%</b> | <b>605</b> | <b>50.4</b> | <b>-29%</b> | <b>1,190</b> | <b>99.2</b> | <b>-49%</b> | <b>301</b> | <b>25.1</b> | <b>-50%</b> | <b>52</b> | <b>17.3</b> | <b>-83%</b> | <b>20</b> | <b>6.7</b> | <b>-73%</b> |
| Average Price:            | \$121,388    | 16%        | \$147,507  | 24%        | \$125,116   | 3%          | \$151,354    | 3%          | \$105,123   | -16%       | \$149,277   | -1%         |           |             |             |           |            |             |
| % Avg Lot/Avg New Home    | 35.4%        | 3.7%       | -          | 33.5%      | -5%         | -           | 30.3%        | -9%         | -           |            |             |             |           |             |             |           |            |             |
| Median Price:             | \$115,000    | 28%        | \$125,000  | 20%        | \$110,000   | -4%         | \$130,000    | 4%          | \$86,000    | -22%       | \$135,500   | 4%          |           |             |             |           |            |             |
| % Median to Median        | 37.3%        | 12%        | -          | 33.3%      | -11%        | -           | 27.3%        | -18%        | -           |            |             |             |           |             |             |           |            |             |
| Average \$/SF for Acreage |              |            | \$59,450   | 44%        |             |             | \$62,748     | 6%          |             |            | \$54,002    | -14%        |           |             |             |           |            |             |

### Sales of New & Existing Homes on Acreage

| County Records  | EXISTING  |      |                |      |                |      | County Records  | NEW            |      |           |                |           |                |
|-----------------|-----------|------|----------------|------|----------------|------|-----------------|----------------|------|-----------|----------------|-----------|----------------|
|                 | Year      | 2006 | Ch '06 vs. '05 | 2007 | Ch '07 vs. '06 | 2008 |                 | Ch '08 vs. '07 | Year | 2006      | Ch '06 vs. '05 | 2007      | Ch '07 vs. '06 |
| Units Sold      | 1,224     |      | 874            |      | 109            |      | Units Sold      | 184            |      | 111       |                | 15        |                |
| Per Month       | 102.0     | -9%  | 72.8           | -29% | 36.3           | -50% | Per Month       | 15.3           | -5%  | 9.3       | -40%           | 5.0       | -46%           |
| Average Price   | \$435,331 | 5%   | \$489,332      | 12%  | \$482,880      | -12% | Average Price   | \$441,469      | 19%  | \$506,899 | 15%            | \$368,161 | -27%           |
| Median Price    | \$365,000 | 14%  | \$389,250      | 7%   | \$340,000      | -13% | Median Price    | \$372,987      | 18%  | \$395,000 | 6%             | \$368,750 | -7%            |
| Avg Lot (acres) | 4.0       | 7%   | 3.5            | -13% | 3.4            | -2%  | Avg Lot (acres) | 4.2            | -9%  | 3.3       | -22%           | 2.0       | -38%           |
| Avg \$/SF       | \$205.31  | -1%  | \$224.90       | 10%  | \$192.70       | -14% | Avg \$/SF       | \$201.61       | -6%  | \$182.33  | -10%           | \$149.86  | -18%           |

### Bar Chart of Monthly Residential Sales



### REO as % of Existing Homes Sold (Real Estate Owned - Lender Sales)

| County Records    | Reposessed Sales |             |                  |              |                  |              |                  |             |                  |              |
|-------------------|------------------|-------------|------------------|--------------|------------------|--------------|------------------|-------------|------------------|--------------|
|                   | 2004             |             | 2005             |              | 2006             |              | 2007             |             | 2008             |              |
| Month             | #                | % of # Sold | #                | % of # Sold  | #                | % of # Sold  | #                | % of # Sold | #                | % of # Sold  |
| Jan               | 34               | 5.5%        | 28               | 3.8%         | 9                | 1.2%         | 11               | 1.9%        | 45               | 11.5%        |
| Feb               | 24               | 3.5%        | 25               | 3.2%         | 10               | 1.2%         | 15               | 2.1%        | 43               | 10.9%        |
| Mar               | 40               | 3.9%        | 28               | 2.5%         | 14               | 1.1%         | 28               | 2.8%        | 57               | 12.5%        |
| Apr               | 54               | 4.8%        | 21               | 1.6%         | 13               | 1.1%         | 23               | 2.7%        |                  |              |
| May               | 61               | 5.3%        | 20               | 1.7%         | 16               | 1.2%         | 24               | 2.3%        |                  |              |
| Jun               | 50               | 3.6%        | 21               | 1.8%         | 14               | 1.0%         | 21               | 2.3%        |                  |              |
| Jul               | 62               | 4.5%        | 17               | 1.2%         | 10               | 0.8%         | 18               | 2.0%        |                  |              |
| Aug               | 36               | 2.9%        | 22               | 1.5%         | 18               | 1.3%         | 28               | 3.1%        |                  |              |
| Sep               | 40               | 3.4%        | 14               | 1.0%         | 10               | 0.9%         | 25               | 4.2%        |                  |              |
| Oct               | 43               | 3.8%        | 14               | 1.1%         | 21               | 2.1%         | 26               | 4.6%        |                  |              |
| Nov               | 22               | 2.2%        | 14               | 1.3%         | 9                | 1.0%         | 21               | 4.1%        |                  |              |
| Dec               | 30               | 2.9%        | 15               | 1.4%         | 8                | 1.0%         | 25               | 4.7%        |                  |              |
| <b>Total</b>      | <b>496</b>       | <b>3.8%</b> | <b>239</b>       | <b>1.7%</b>  | <b>152</b>       | <b>1.2%</b>  | <b>265</b>       | <b>2.9%</b> | <b>145</b>       | <b>11.7%</b> |
| <b>County</b>     | Change           |             | Change           |              | Change           |              | Change           |             | Change           |              |
| <b>Average \$</b> | <b>\$174,546</b> | <b>7.9%</b> | <b>\$216,834</b> | <b>24.2%</b> | <b>\$254,924</b> | <b>17.6%</b> | <b>\$256,122</b> | <b>0.5%</b> | <b>\$236,082</b> | <b>-7.8%</b> |

There are currently 429 foreclosed homes for sale, up 48 units from last month

Relative inventory is down from  
 14.5 months of supply last month to  
 12.4 months this month.

Currently there are 9,062 residences  
 for sale, about a 12.4 month supply  
 since 728 sold in March.\*



\* - Equilibrium exists when the market has 4 - 6 months of supply for sale.

Weekly Residential Inventory

