

# THURSTON COUNTY WASHINGTON MARCH 2008

WITH COMPARISONS TO PAST YEARS

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DATA USED:

RECORDED TRANSACTIONS FROM COUNTY RECORDS

REAL ESTATS

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

Rank #	Seller	#	Total Volume	High Price	Low Price	Average Price	Average \$/SF	% Mkt #
1	Quadrant Corp	38	\$9,614,483	\$420,914	\$187,962	\$253,013	\$138.69	12.7%
2	Harr Family Homes Inc	19	\$5,367,840	\$319,990	\$245,990	\$284,071	\$117.78	6.4%
3	Meridian/Summerwalk Residential LLC	18	\$4,959,112	\$327,230	\$220,990	\$269,951	\$128.51	6.0%
4	Premier Communities Inc	15	\$4,369,892	\$355,000	\$238,390	\$291,326	\$137.57	5.0%
5	D R Horton/SSHI LLC	15	\$2,957,285	\$242,950	\$172,000	\$197,152	\$151.39	5.0%
6	Oakridge Homes Ltd	14	\$4,876,825	\$519,995	\$240,950	\$348,345	\$145.69	4.7%
7	Avonlea/Evergreen Heights/Bridlewood	14	\$3,991,983	\$328,093	\$249,940	\$285,142	\$142.35	4.7%
8	Hawks Prairie Land Assoc. LLC	12	\$4,893,354	\$614,700	\$282,000	\$407,780	\$227.03	4.0%
9	Sound Built/Sunridge Homes Inc	12	\$3,378,721	\$320,480	\$244,555	\$281,560	\$133.97	4.0%
10	Evergreen State Builders LLC	9	\$3,492,465	\$422,925	\$362,950	\$368,952	\$140.17	3.0%
11	Afford A Home Inc	8	\$3,427,367	\$591,839	\$247,950	\$428,421	\$147.64	2.7%
12	Citi Line LLC	8	\$1,414,020	\$184,950	\$169,950	\$176,753		2.7%
13	Comfort Homes/Kerzie Homes	7	\$2,611,701	\$576,351	\$237,750	\$373,100	\$145.66	2.3%
14	Nauvoo Enterprises Inc	6	\$1,575,000	\$285,000	\$210,000	\$262,500	\$124.22	2.0%
15	Carbon River Construction Co	5	\$2,564,800	\$571,500	\$455,900	\$512,960	\$201.70	1.7%
16	Trans NW Construction Inc	5	\$1,100,600	\$224,900	\$209,900	\$220,120	\$186.72	1.7%
17	Hinkle Homes Inc	4	\$908,800	\$244,450	\$211,600	\$227,200	\$146.88	1.3%
18	Jackson Homes Corp	3	\$1,396,950	\$477,000	\$450,000	\$465,650	\$180.28	1.0%
19	Deering & Nelson Inc	3	\$1,007,900	\$345,000	\$317,950	\$335,967	\$144.04	1.0%
20	Bennett Homes Inc	2	\$939,900	\$470,000	\$469,900	\$469,950	\$148.66	0.7%
21	Schneider Homes Inc	2	\$934,000	\$479,000	\$455,000	\$467,000	\$178.86	0.7%
22	Micon Inc	2	\$802,900	\$414,900	\$388,000	\$401,450	\$148.77	0.7%
23	Silverstone Home Builders LLC	2	\$747,000	\$382,000	\$365,000	\$373,500	\$129.78	0.7%
24	Mountain Pacific Homes Inc	2	\$691,000	\$353,500	\$337,500	\$345,500	\$122.32	0.7%
25	NW Family Homes Inc	2	\$688,878	\$388,928	\$299,950	\$344,439	\$135.67	0.7%
	<b>TOTAL</b>	<b>227</b>	<b>\$68,642,276</b>	<b>\$614,700</b>	<b>\$169,950</b>	<b>\$302,389</b>		<b>75.9%</b>

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

Rank \$	Seller	#	Total Volume	High Price	Low Price	Average Price	Average \$/SF	% Mkt \$
1	Quadrant Corp	38	\$9,614,483	\$420,914	\$187,962	\$253,013	\$138.69	10.2%
2	Harr Family Homes Inc	19	\$5,287,840	\$319,990	\$245,990	\$284,071	\$117.78	5.7%
3	Hawks Prairie Land Assoc LLC	12	\$4,898,354	\$614,700	\$282,000	\$407,780	\$227.03	5.2%
4	Oakridge Homes Ltd	14	\$4,876,825	\$519,995	\$240,950	\$348,345	\$145.69	5.2%
5	Meridian/Summerwalk Residential LLC	18	\$4,859,112	\$327,230	\$220,990	\$269,951	\$128.51	5.2%
6	Premier Communities Inc	15	\$4,369,892	\$355,000	\$238,390	\$291,326	\$137.57	4.7%
7	Avonlea/Evergreen Heights/Bridlewood	14	\$3,991,983	\$328,093	\$249,940	\$285,142	\$142.35	4.3%
8	Evergreen State Builders LLC	9	\$3,492,465	\$422,925	\$362,950	\$388,052	\$148.17	3.7%
9	Afford A Home Inc	8	\$3,427,367	\$591,839	\$247,950	\$428,421	\$147.64	3.7%
10	Sound Built/Sunridge Homes Inc	12	\$3,378,721	\$320,480	\$244,555	\$281,560	\$133.97	3.6%
11	D R Horton/SSHJ LLC	15	\$2,957,285	\$242,950	\$172,000	\$197,152	\$151.39	3.1%
12	Comfort Homes/Kerzie Homes	7	\$2,611,701	\$576,351	\$237,750	\$373,100	\$145.66	2.8%
13	Carbon River Construction Co	5	\$2,564,800	\$571,500	\$455,300	\$512,960	\$201.70	2.7%
14	Nauvoo Enterprises Inc	6	\$1,575,000	\$285,000	\$210,000	\$262,500	\$124.22	1.7%
15	Citi Life LLC	8	\$1,414,020	\$184,950	\$169,950	\$176,753		1.5%
16	Douglas K/Janet Tallman	1	\$1,400,000	\$1,400,000	\$1,400,000	\$1,400,000	\$505.05	1.5%
17	Jackson Homes Corp	3	\$1,396,950	\$477,000	\$450,000	\$465,650	\$180.28	1.5%
18	Trans NW Construction Inc	5	\$1,100,600	\$224,900	\$209,900	\$220,120	\$186.72	1.2%
19	Deering & Nelson Inc	3	\$1,007,900	\$345,000	\$317,950	\$335,967	\$144.04	1.1%
20	Bennett Homes Inc	2	\$939,900	\$470,000	\$469,900	\$469,950	\$148.66	1.0%
21	Schneider Homes Inc	2	\$934,000	\$479,000	\$455,000	\$467,000	\$178.86	1.0%
22	Hinkle Homes Inc	4	\$908,800	\$244,450	\$211,600	\$227,200	\$146.88	1.0%
23	Manchester Construction LLC	1	\$875,000	\$875,000	\$875,000	\$875,000	\$238.22	0.9%
24	Bart R/Ronni Collins	1	\$850,000	\$850,000	\$850,000	\$850,000	\$258.75	0.9%
25	Micon Inc	2	\$802,900	\$414,900	\$388,000	\$401,450	\$148.77	0.9%
	<b>TOTAL</b>	<b>224</b>	<b>\$69,640,398</b>	<b>\$1,400,000</b>	<b>\$169,950</b>	<b>\$310,895</b>		<b>74.2%</b>

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

Rank #	Subdivision/Project	#	Total Volume	High Price	Low Price	Average Price	Average \$/SF	% Mkt #
	Short Plat/BndryLineAdj	29	\$11,593,938	\$1,400,000	\$160,747	\$399,860	\$176.19	9.7%
1	Hawks Prairie	29	\$10,523,870	\$614,700	\$226,500	\$362,892	\$173.93	9.7%
2	Horizon Pointe	28	\$7,183,886	\$355,000	\$179,950	\$256,567	\$144.45	9.4%
3	Tahoma Terra	21	\$4,627,482	\$269,185	\$187,962	\$220,356	\$134.23	7.0%
4	Schilter Farm	11	\$3,364,350	\$379,950	\$268,990	\$305,850	\$120.07	3.7%
5	Campus Highlands	10	\$3,366,568	\$591,839	\$469,900	\$536,657	\$167.40	3.3%
6	Deschutes Rv Highlands	9	\$2,902,557	\$420,914	\$257,970	\$322,506	\$133.13	3.0%
7	Campus Mdys	9	\$2,597,262	\$327,230	\$225,000	\$288,585	\$141.25	3.0%
8	Ridge @ Suncrest	9	\$2,304,344	\$318,785	\$213,000	\$256,038	\$142.27	3.0%
9	Summerwalk	9	\$2,261,850	\$282,310	\$220,990	\$251,317	\$125.96	3.0%
10	Island Collection @ Hzn Pt	9	\$1,727,485	\$210,000	\$172,000	\$191,943	\$139.96	3.0%
11	City Life Condo	8	\$1,414,020	\$184,950	\$169,950	\$176,753		2.7%
12	Crosby Hts	7	\$2,631,000	\$417,000	\$337,500	\$375,857	\$132.49	2.3%
13	Campus Pointe	7	\$1,866,684	\$311,967	\$238,390	\$266,669	\$143.73	2.3%
14	Kensington	6	\$1,591,700	\$296,000	\$254,950	\$265,283	\$151.80	2.0%
15	Fifteenth Ave Townhomes	6	\$1,575,000	\$285,000	\$210,000	\$262,500	\$124.22	2.0%
16	Evergreen Hts	5	\$1,591,943	\$328,093	\$309,950	\$318,389	\$142.90	1.7%
17	Courtney Vw Est	5	\$1,423,311	\$298,315	\$272,920	\$284,662	\$169.41	1.7%
18	Highlands-Somerset Hill	4	\$2,155,675	\$571,500	\$505,175	\$538,919	\$215.43	1.3%
19	Briggs Vlg	4	\$1,718,874	\$498,324	\$375,000	\$429,719	\$158.46	1.3%
20	Susitna	4	\$1,299,992	\$350,350	\$302,932	\$324,998	\$148.79	1.3%
21	Oakridge	4	\$985,400	\$254,950	\$237,750	\$246,350	\$120.51	1.3%
22	Clearwood	4	\$846,100	\$222,500	\$204,000	\$211,525	\$141.90	1.3%
23	Trophy Tee-Indn Sumr G&CC	3	\$1,152,900	\$414,900	\$350,000	\$384,300	\$155.95	1.0%
24	Mountain Shadow	3	\$825,375	\$283,165	\$259,950	\$275,125	\$109.52	1.0%
25	Links	2	\$934,000	\$479,000	\$455,000	\$467,000	\$178.86	0.7%
	<b>TOTAL</b>	<b>216</b>	<b>\$64,871,628</b>	<b>\$614,700</b>	<b>\$169,950</b>	<b>\$300,332</b>		<b>81.9%</b>

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22	Oakridge	4	\$985,400	\$254,950	\$237,750	\$246,350	\$120.51	1.0%
23	Links	2	\$934,000	\$479,000	\$455,000	\$467,000	\$178.86	1.0%
24	Summerwood	2	\$927,000	\$477,000	\$450,000	\$463,500	\$176.70	1.0%
25	Wilsons	2	\$893,500	\$447,000	\$446,500	\$446,750	\$153.93	1.0%
	<b>TOTAL</b>	<b>213</b>	<b>\$65,020,653</b>	<b>\$614,700</b>	<b>\$169,950</b>	<b>\$305,261</b>		<b>81.6%</b>

**OUTLOOK**

The first quarter's sales were off by a fourth from last year. Real Estats expects this to be the level of activity for the remainder of 2008.

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 32%
- ▀ Residential transactions: up 28%
- ▀ Existing home transactions: up 42%
- ▀ New home transactions: off 9%
- ▀ Attached units sold: up 39%

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

- ▀ Residential sales volume: off 26% to \$259 million
- ▀ Residential transactions: off 26% to 925
- ▀ Mobile home sales on land: off 34% to \$11 million
- ▀ Plexes (2-5 units) sales: off 14% to \$11 million
- ▀ Land sales: off 64% to \$33 million
- ▀ Commercial volume: off 18% to \$47 million
- ▀ Average residence: \$277,882, up 1%

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

- ▀ Average sale price: \$327,469, up 5%
- ▀ Median sale price: \$288,000, up 2%
- ▀ New homes represents 39% of volume and 34% of units recorded
- ▀ 265 sold this year, off 34%; volume: \$87 million, off 30%
- ▀ Average \$/SF: \$153.81, unchanged
- ▀ Best range: \$250,001 - \$300,000 with 27 monthly
- ▀ Next best range: \$300,001 - \$400,000 with 23 per month



## HIGHLIGHTS (continued)

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

- Units sold: off 21%; volume: off 22% to \$138 million
- 507 units sold this year vs. 642
- Average price off 2% to \$271,539
- Half homes (median) sold for less than \$244,900, up 1%
- Average \$/SF for homes sold at \$164.96 (all sales), off 5%
- Best range: \$250,001 - \$300,000, with 37 per month
- Second best absorption rate: \$300,001 - \$400,000 with 23 monthly

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

- Average sale price: \$210,811, up 1%
- Median sale price: \$199,950, off 3%
- 59% (34 units) new
- 58 sold vs. 89 last year, off 35%; volume: off 34% to \$12 million
- Average \$/SF existing: \$149.66, off 13%; new: \$141.46, off 11%
- Best range, new: \$170,001 - \$180,000 with 3.3 per month
- Best range, existing: \$250,001 - \$300,000, with 1.3 monthly

### Acreage Sales (vs. 2007)

- 27.3 existing homes sold monthly, off 34%; average price: \$387,015, off 10%
- Median price for existing homes: \$329,975, off 5%
- 6 new single family homes sold per month, off 47%; average price: \$429,783, off 7%
- Median price for new homes: \$320,950, off 24%
- The \$/SF existing homes: \$194.12, off 15%; new: \$189.25, up 5%
- Average lot sizes, for existing homes: 3 acres, off 30%; new: 3.3 acres, off 13%
- 14.7 acreage parcels sold monthly, off 11% from last year; average price, \$173,895, up 12%

### Subdivisions (vs. 2007)

- The average lot sold for \$92,811, up 8%
- Half the lots sold for more than \$80,000 (median), up 4%
- 30.3 sold monthly vs. 75.4 last year, off 60%
- Best range: \$50,001 - \$75,000 with absorption of 13.3 per month, off 60%
- The average lot represents 28.3% of average price of a new home; 27.8% of median to median

### Projections ↗

- ↗ Relative inventory decreased to 5.8 months, the neutral zone. Prices could still soften.
- ↗ While this is one of the best markets in the region, it will still lag behind last year by 20+ %.

### 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>	\$176,236,209	43.6%	\$213,440,417	21.1%	\$177,086,419	-17.0%	\$137,670,431	-22.3%
<b># In County</b>	803	22.0%	797	-0.7%	642	-19.4%	507	-21.0%
<b>Largest</b>	\$1,650,000	73.7%	\$1,900,000	15.2%	\$2,600,000	36.8%	\$1,550,000	-40.4%
<b>Average</b>	\$219,472	17.7%	\$267,805	22.0%	\$275,836	3.0%	\$271,539	-1.6%
<b>Median</b>	\$189,333	14.3%	\$235,167	23.2%	\$243,333	4.4%	\$244,900	0.6%
<b>Average \$/SF</b>	\$139.74	16.8%	\$168.87	20.8%	\$173.31	2.6%	\$164.96	-4.8%
<b>New SF Detached</b>	\$98,538,590	55.5%	\$121,809,624	23.6%	\$124,608,550	2.3%	\$86,779,319	-30.4%
<b># In County</b>	395	38.1%	410	3.8%	399	-2.7%	265	-33.6%
<b>Largest</b>	\$630,000	0.0%	\$875,000	38.9%	\$665,000	-24.0%	\$1,400,000	110.5%
<b>Average</b>	\$249,465	14.7%	\$297,094	19.1%	\$312,302	5.1%	\$327,969	4.9%
<b>Median</b>	\$226,682	13.1%	\$270,644	19.4%	\$283,373	4.7%	\$288,000	1.6%
<b>% of \$ New</b>	35.3%	6.6%	36.3%	1.3%	41.3%	13.7%	38.7%	-6.4%
<b>% of Units New</b>	33.0%	8.8%	34.0%	3.0%	38.3%	12.8%	34.3%	-10.4%
<b>Mobiles On Land/Lot</b>	\$12,028,172	68.6%	\$13,726,799	14.1%	\$13,078,380	-4.7%	\$11,194,290	-14.4%
<b># In County</b>	92	46.0%	89	-3.3%	81	-9.0%	62	-23.5%
<b>Attached</b>	\$7,673,030	0.9%	\$10,989,683	43.2%	\$18,535,216	69.1%	\$12,227,055	-34.2%
<b># In County</b>	49	-7.5%	56	14.3%	89	56.9%	58	-34.8%
<b>Average</b>	\$156,592	9.1%	\$196,244	25.3%	\$208,823	6.4%	\$210,811	1.0%
<b>Plexes</b>	\$16,032,040	54.7%	\$18,053,399	12.6%	\$18,235,749	1.0%	\$11,115,600	-39.0%
<b># In County</b>	54	50.0%	39	-27.8%	39	0.0%	33	-15.4%
<b># Units</b>	116	50.6%	89	-23.3%	83	-6.7%	73	-12.0%
<b>Average/Unit</b>	\$138,207	2.7%	\$202,847	46.8%	\$219,708	8.3%	\$152,268	-30.7%
<b>Total Volume (Residential)</b>	\$310,508,041	47.8%	\$373,018,922	21.7%	\$351,594,314	-7.0%	\$258,986,695	-26.3%
<b># In County</b>	1,393	27.1%	1,391	-0.1%	1,250	-10.1%	925	-26.0%
<b>Average Res'l Unit (No Plexes)</b>	\$219,922	16.8%	\$266,247	21.1%	\$275,275	3.4%	\$277,882	0.9%
<b>Land</b>	\$84,508,223	160.9%	\$89,062,532	5.4%	\$90,899,316	2.1%	\$32,564,093	-64.2%
<b># In County</b>	302	11.4%	234	-22.5%	163	-30.3%	110	-32.5%
<b>Largest</b>	\$6,000,000	166.7%	\$13,500,000	125.0%	\$10,550,000	-21.9%	\$2,400,000	-77.3%
<b>Average</b>	\$279,829	134.1%	\$380,609	36.0%	\$557,665	46.5%	\$296,037	-46.9%
<b>Commercial</b>	\$64,213,030	-24.2%	\$76,391,079	19.0%	\$95,055,448	24.4%	\$101,889,843	7.2%
<b># In County</b>	81	11.0%	79	-2.5%	56	-29.1%	52	-7.1%
<b>Grand Total Volume</b>	\$459,229,294	40.4%	\$543,472,533	18.3%	\$537,549,078	-1.1%	\$393,440,631	-26.8%
<b>Total # In County</b>	1,776	23.3%	1,704	-4.1%	1,469	-13.8%	1,087	-26.0%

**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>	\$80,454,747	50.9%	\$98,384,718	22.3%	\$72,390,597	-26.4%	\$61,187,206	-15.5%
<b># In County</b>	352	24.8%	359	2.0%	269	-25.1%	218	-19.0%
<b>Largest</b>	\$1,650,000	73.7%	\$1,900,000	15.2%	\$850,000	-55.3%	\$1,325,000	55.9%
<b>Average</b>	\$228,565	20.9%	\$274,052	19.9%	\$269,110	-1.8%	\$280,675	4.3%
<b>Median</b>	\$195,000	18.2%	\$235,000	20.5%	\$245,000	4.3%	\$249,970	2.0%
<b>Average \$/SF</b>	\$145.81	19.7%	\$173.98	19.3%	\$168.16	-3.3%	\$168.13	0.0%
<b>New SF Detached</b>	\$45,815,266	67.6%	\$46,609,179	1.7%	\$47,470,704	1.8%	\$29,400,261	-38.1%
<b># In County</b>	174	35.9%	164	-5.7%	149	-9.1%	87	-41.6%
<b>Largest</b>	\$620,000	44.4%	\$688,000	11.0%	\$665,000	-3.3%	\$700,000	5.3%
<b>Average</b>	\$263,306	23.3%	\$284,202	7.9%	\$318,595	12.1%	\$337,934	6.1%
<b>Median</b>	\$241,070	20.8%	\$266,726	10.6%	\$289,950	8.7%	\$307,490	6.0%
<b>% of \$ New</b>	36.3%	7.0%	32.1%	-11.4%	39.6%	23.2%	32.5%	-18.1%
<b>% of Units New</b>	33.1%	6.0%	31.4%	-5.2%	35.6%	13.7%	28.5%	-20.0%
<b>Mobiles On Land/Lot</b>	\$4,678,230	28.5%	\$4,563,296	4.2%	\$4,814,475	5.5%	\$6,566,844	36.4%
<b># In County</b>	35	29.6%	34	-2.9%	30	-11.8%	35	16.7%
<b>Attached</b>	\$3,231,850	-21.1%	\$5,039,490	55.9%	\$8,881,071	69.9%	\$5,475,135	-36.0%
<b># In County</b>	23	-20.7%	23	0.0%	41	78.3%	25	-39.0%
<b>Average</b>	\$140,515	-0.6%	\$219,108	55.9%	\$268,807	-4.7%	\$219,005	4.9%
<b>Plexes</b>	\$4,653,350	-2.9%	\$6,367,361	36.8%	\$4,357,974	-31.6%	\$3,282,000	-24.7%
<b># In County</b>	18	0.0%	20	11.1%	13	-35.0%	10	-23.1%
<b># Units</b>	36	-10.0%	43	19.4%	29	-32.6%	26	-10.3%
<b>Average/Unit</b>	\$129,260	7.9%	\$148,078	14.6%	\$150,275	1.5%	\$126,231	-16.0%
<b>Total Volume (Residential)</b>	\$138,533,443	49.0%	\$160,964,644	16.2%	\$137,594,821	-14.5%	\$105,911,446	-23.0%
<b># In County</b>	602	24.4%	600	-0.3%	502	-16.3%	375	-25.3%
<b>Average Res'l Unit (No Plexes)</b>	\$229,247	21.2%	\$266,546	16.3%	\$272,468	2.2%	\$281,177	3.2%
<b>Land</b>	\$26,585,378	107.2%	\$37,291,975	40.3%	\$23,899,350	-35.9%	\$11,216,719	-53.1%
<b># In County</b>	120	5.3%	85	-29.2%	70	-17.6%	43	-38.6%
<b>Largest</b>	\$4,080,000	216.8%	\$11,280,000	176.5%	\$4,620,000	-59.0%	\$1,644,000	-64.4%
<b>Average</b>	\$221,528	98.8%	\$438,729	98.0%	\$341,419	-22.2%	\$260,854	-23.6%
<b>Commercial</b>	\$24,520,497	80.3%	\$30,491,088	24.3%	\$40,910,580	34.2%	\$45,448,500	11.1%
<b># In County</b>	37	32.1%	29	-21.6%	21	-27.6%	12	-42.9%
<b>Grand Total Volume</b>	\$189,637,318	58.9%	\$228,747,107	20.6%	\$202,404,751	-11.5%	\$162,576,665	-19.7%
<b>Total # In County</b>	759	21.2%	714	-5.9%	593	-16.9%	430	-27.5%

## Existing Single Family Detached Home Sales by Zip Code

ZIP	General Area	2006					2007					2008				
		Per Mo	Average \$	Ch in Avg \$	Average \$/SF	Ch in \$/SF	Per Mo	Average \$	Ch in Avg \$	Average \$/SF	Ch in \$/SF	Per Mo	Average \$	Ch in Avg \$	Average \$/SF	Ch in \$/SF
98501	Tumwater	48.3	\$317,547	18.9%	\$187.62	16.2%	42.2	\$328,098	3.3%	\$189.25	0.9%	28.3	\$301,396	-8.1%	\$179.60	-5.1%
98502	Olympia West	33.4	\$344,180	9.0%	\$206.71	8.4%	29.6	\$363,402	5.6%	\$218.39	5.7%	19.3	\$339,694	-6.5%	\$189.97	-13.0%
98503	Lacey	46.3	\$244,225	12.4%	\$160.00	12.4%	38.3	\$248,116	1.6%	\$161.12	0.7%	23.7	\$231,688	-6.6%	\$152.06	-5.6%
98506	Olympia	21.5	\$290,271	17.9%	\$196.56	16.4%	16.8	\$291,447	0.4%	\$202.87	3.2%	11.0	\$294,428	1.0%	\$192.10	-5.3%
98512	Olympia	27.7	\$305,447	18.0%	\$188.79	20.3%	27.1	\$322,655	5.6%	\$192.41	1.9%	14.7	\$295,816	-8.3%	\$159.00	-17.4%
98513	Olympia	46.3	\$261,926	10.4%	\$163.52	13.1%	34.1	\$368,873	2.7%	\$165.80	1.4%	25.7	\$254,488	-5.4%	\$148.89	-10.2%
98516	Olympia	22.8	\$335,950	30.2%	\$192.50	26.3%	19.7	\$310,302	-7.6%	\$180.85	-6.1%	12.0	\$270,895	-12.7%	\$156.86	-13.3%
98530	Bucoda	2.6	\$163,897	-31.2%	\$138.62	3.5%	0.8	\$231,245	41.1%	\$186.17	34.3%	0.3	\$126,000	-45.5%	\$118.42	-36.4%
98576	Rainier	5.5	\$242,896	16.7%	\$167.89	15.2%	4.7	\$266,028	9.5%	\$180.09	7.3%	3.3	\$187,000	-29.7%	\$150.34	-16.5%
98579	Rochester	12.4	\$248,543	19.7%	\$169.24	17.7%	10.6	\$251,433	1.2%	\$161.81	-4.4%	8.0	\$263,543	4.8%	\$166.70	3.0%
98589	Tenino	9.4	\$262,095	35.1%	\$174.79	19.9%	6.4	\$269,012	2.6%	\$176.70	1.1%	4.0	\$222,308	-17.4%	\$157.60	-10.8%
98597	Yelm	34.5	\$233,290	16.0%	\$162.62	17.3%	23.9	\$240,468	3.1%	\$161.47	-0.7%	18.7	\$229,118	-4.7%	\$153.49	-4.9%

## New Single Family Detached Home Sales by Zip Code

ZIP	General Area	2006					2007					2008				
		Per Mo	Average \$	Ch in Avg \$	Average \$/SF	Ch in \$/SF	Per Mo	Average \$	Ch in Avg \$	Average \$/SF	Ch in \$/SF	Per Mo	Average \$	Ch in Avg \$	Average \$/SF	Ch in \$/SF
98501	Tumwater	10.3	\$381,339	23.9%	\$161.30	10.7%	8.3	\$367,654	-3.6%	\$161.78	0.3%	9.0	\$366,751	-0.2%	\$152.03	-6.0%
98502	Olympia West	17.0	\$297,258	4.4%	\$149.57	9.8%	6.5	\$397,746	33.8%	\$166.74	11.5%	2.7	\$606,106	52.4%	\$240.57	44.3%
98503	Lacey	9.0	\$279,831	4.0%	\$150.31	18.2%	9.8	\$288,339	3.0%	\$139.77	-7.0%	10.3	\$280,755	-2.6%	\$128.69	-7.9%
98506	Olympia	3.8	\$354,076	49.3%	\$148.18	27.8%	3.6	\$334,210	-3.6%	\$161.48	9.0%	1.3	\$277,750	-16.9%	\$151.34	-6.3%
98512	Olympia	4.8	\$361,639	18.3%	\$162.50	15.3%	5.8	\$402,673	11.4%	\$163.34	0.5%	9.0	\$372,096	-7.6%	\$154.54	-5.4%
98513	Olympia	38.0	\$290,162	12.6%	\$141.76	4.7%	24.8	\$298,446	2.9%	\$140.62	-0.8%	13.0	\$318,289	6.6%	\$153.37	9.1%
98516	Olympia	42.9	\$325,397	8.0%	\$166.60	4.2%	36.6	\$354,429	8.9%	\$165.80	-0.5%	20.0	\$363,721	2.6%	\$165.69	-0.1%
98530	Bucoda	0.0	-	-	-	-	0.0	-	-	-	-	0.0	-	-	-	-
98531	Centralia	-	-	-	-	-	1.6	\$265,866	-	\$105.47	-	0.0	-	-	-	-
98576	Rainier	4.7	\$280,048	8.1%	\$127.83	-5.6%	1.9	\$294,820	5.3%	\$150.49	17.7%	1.7	\$264,900	-10.1%	\$124.19	-17.5%
98579	Rochester	5.8	\$305,159	30.4%	\$145.74	10.5%	4.6	\$318,410	4.3%	\$150.81	3.5%	4.0	\$287,612	-9.7%	\$143.90	-4.6%
98589	Tenino	2.3	\$365,240	66.7%	\$158.00	19.6%	3.3	\$377,687	3.4%	\$165.67	4.9%	1.3	\$324,250	-14.1%	\$151.02	-8.8%
98597	Yelm	32.7	\$253,314	10.0%	\$139.54	8.0%	20.9	\$282,132	11.4%	\$143.04	2.5%	16.0	\$247,038	-12.4%	\$136.93	-4.3%

### Existing Attached Home Sales by Zip Code

ZIP	General Area	2006					2007					2008				
		Per Mo	Average \$	Ch in Avg \$	Average \$/SF	Ch in \$/SF	Per Mo	Average \$	Ch in Avg \$	Average \$/SF	Ch in \$/SF	Per Mo	Average \$	Ch in Avg \$	Average \$/SF	Ch in \$/SF
98501	Tumwater	4.8	\$203,978	26.2%	\$164.47	17.8%	4.0	\$212,538	4.2%	\$171.12	4.0%	1.0	\$367,950	73.1%	\$202.60	18.4%
98502	Olympia West	2.8	\$211,251	20.2%	\$165.09	24.6%	3.4	\$287,883	36.3%	\$207.46	25.7%	1.0	\$205,600	-28.6%	\$178.74	-13.8%
98503	Lacey	1.9	\$166,041	6.2%	\$128.84	15.2%	0.9	\$186,227	12.2%	\$139.25	8.0%	1.7	\$158,800	-14.7%	\$120.32	-13.6%
98506	Olympia	0.8	\$320,544	15.5%	\$233.46	29.4%	1.0	\$307,950	-3.9%	\$235.87	1.0%	1.0	\$264,167	-14.2%	\$179.61	-23.8%
98512	Olympia	1.4	\$177,424	2.7%	\$131.51	13.5%	1.6	\$194,974	9.9%	\$147.65	12.3%	0.3	\$171,500	-12.0%	\$119.85	-18.8%
98513	Olympia	4.2	\$206,724	32.1%	\$148.53	13.1%	2.7	\$210,679	1.9%	\$144.84	-2.5%	2.3	\$201,350	-4.4%	\$131.31	-9.3%
98516	Olympia	0.4	\$175,740	-	\$117.27	-	0.3	\$119,167	-32.2%	\$138.49	18.1%	0.3	\$125,000	4.9%	\$126.90	-8.4%
98597	Yelm	0.6	\$119,771	-	\$132.89	-	0.3	\$148,250	23.8%	\$147.20	10.8%	0.3	\$105,000	-29.2%	\$123.24	-16.3%

### New Attached Home Sales by Zip Code

ZIP	General Area	2006					2007					2008				
		Per Mo	Average \$	Ch in Avg \$	Average \$/SF	Ch in \$/SF	Per Mo	Average \$	Ch in Avg \$	Average \$/SF	Ch in \$/SF	Per Mo	Average \$	Ch in Avg \$	Average \$/SF	Ch in \$/SF
98501	Tumwater	1.6	\$296,484	41.6%	\$137.47	1.5%	1.1	\$307,616	3.8%	\$133.79	-2.7%	0.7	\$251,550	-18.2%	\$160.63	20.1%
98502	Olympia West	0.8	\$249,256	16.1%	\$174.93	2.9%	0.9	\$196,964	-21.0%	\$178.35	2.0%	2.7	\$176,753	-10.3%	-	-
98503	Lacey	5.5	\$213,442	4.3%	\$170.40	67.7%	0.5	\$235,407	10.3%	\$143.93	-15.5%	0.7	\$225,425	-4.2%	\$121.40	-15.7%
98506	Olympia	-	-	-	-	-	2.5	\$220,343	-	\$180.64	-	0.0	-	-	-	-
98512	Olympia	0.3	\$213,463	3.7%	\$150.44	20.1%	0.8	\$212,006	-0.7%	\$137.71	-8.5%	0.7	\$199,975	-5.7%	-	-
98513	Olympia	0.3	\$230,300	16.2%	\$132.06	5.4%	14.3	\$196,767	-14.6%	\$158.46	20.0%	4.3	\$192,257	-2.3%	\$151.19	-4.6%
98516	Olympia	0.0	\$121,233	-	\$156.90	-	0.0	\$238,241	96.5%	\$144.43	-7.9%	0.0	\$281,340	18.1%	\$118.91	-17.7%
98576	Rainier	-	-	-	-	-	-	-	-	-	-	0.0	\$217,500	-	\$140.37	-

**Existing Single Family Detached Home Sales by Price Ranges**

RANGE OF PRICES	2006					2007					2008				
	Total #	Per Mo	Ch in # Per Mo	\$/SF	Ch in \$/SF	Total #	Per Mo	Ch in # Per Mo	\$/SF	Ch in \$/SF	Total #	Per Mo	Ch in # Per Mo	\$/SF	Ch in \$/SF
\$20,000 - \$80,000	26	2.2	-47%	\$91.57	7.1%	21	1.8	-19%	\$85.98	-6.1%	5	1.7	-5%	\$41.24	-52.0%
\$80,001 - \$90,000	12	1.0	-45%	\$98.24	-7.2%	8	0.7	-33%	\$101.98	3.8%	2	0.7	0%	\$81.12	-20.5%
\$90,001 - \$100,000	13	1.1	-43%	\$102.57	2.3%	7	0.6	-46%	\$103.51	0.9%	1	0.3	-43%	\$56.07	-45.8%
\$100,001 - \$110,000	17	1.4	-32%	\$115.34	12.9%	9	0.8	-47%	\$107.33	-6.9%	2	0.7	-11%	\$98.45	-8.3%
\$110,001 - \$120,000	21	1.8	-52%	\$148.12	22.0%	3	0.7	-62%	\$97.86	-33.9%	2	0.7	0%	\$75.41	-22.9%
\$120,001 - \$130,000	27	2.3	-57%	\$134.40	4.5%	12	1.0	-56%	\$130.01	-3.3%	5	1.7	37%	\$122.91	-5.5%
\$130,001 - \$140,000	33	2.8	-69%	\$156.05	14.0%	16	1.3	-52%	\$173.58	11.2%	6	2.0	50%	\$134.73	-22.4%
\$140,001 - \$150,000	52	4.3	-56%	\$143.52	5.9%	32	2.7	-38%	\$152.56	6.3%	8	2.7	30%	\$144.30	-5.4%
\$150,001 - \$160,000	73	6.1	-54%	\$161.77	11.0%	36	3.0	-51%	\$148.13	-8.4%	5	1.7	-44%	\$146.43	-1.1%
\$160,001 - \$170,000	92	7.7	-56%	\$158.96	8.2%	45	3.8	-51%	\$154.86	-2.6%	10	3.5	-11%	\$163.93	5.9%
\$170,001 - \$180,000	111	9.3	-53%	\$160.38	9.7%	72	6.0	-35%	\$165.53	3.2%	11	3.7	-39%	\$140.53	-15.1%
\$180,001 - \$190,000	151	12.6	-51%	\$170.83	23.9%	94	7.8	-38%	\$170.50	-0.2%	19	6.3	-19%	\$153.92	-9.7%
\$190,001 - \$200,000	189	15.8	-42%	\$171.47	20.8%	103	8.6	-46%	\$170.90	-0.3%	32	10.7	24%	\$176.77	3.4%
\$200,001 - \$210,000	206	17.2	-15%	\$172.30	17.9%	178	14.8	-14%	\$168.29	2.3%	21	7.0	-53%	\$151.73	-9.8%
\$210,001 - \$220,000	227	18.9	-1%	\$160.13	6.1%	186	15.5	-16%	\$170.88	6.7%	33	11.0	-29%	\$159.63	-6.6%
\$220,001 - \$230,000	264	22.0	22%	\$167.83	13.4%	231	19.3	-13%	\$172.03	2.5%	51	17.0	-12%	\$161.97	-5.8%
\$230,001 - \$240,000	282	23.5	25%	\$161.58	11.6%	224	18.7	-21%	\$166.16	2.8%	35	11.7	-38%	\$161.18	-3.0%
\$240,001 - \$250,000	276	23.0	42%	\$160.58	7.4%	203	16.9	-26%	\$160.83	0.2%	33	11.0	-35%	\$156.21	-2.9%
\$250,001 - \$300,000	681	56.8	7%	\$160.10	7.3%	668	55.7	-2%	\$160.34	0.1%	111	37.0	-34%	\$149.16	-7.0%
\$300,001 - \$400,000	521	43.4	15%	\$161.07	4.5%	484	40.3	-7%	\$182.33	0.7%	69	23.0	-43%	\$175.31	-3.9%
\$400,001 - \$500,000	240	20.0	44%	\$218.77	8.9%	202	16.8	-16%	\$200.12	-8.5%	26	8.7	-49%	\$195.24	-2.4%
\$500,001 - Sky	216	18.0	53%	\$260.65	0.5%	203	16.9	-6%	\$275.75	5.8%	20	6.7	-61%	\$259.41	-5.9%
Overall Total	3,730	311	-11%	\$169.30	13.3%	3,042	254	-18%	\$172.52	1.9%	507	169	-33%	\$159.31	-7.7%
Median				\$160.05	15.2%				\$162.65	1.6%				\$154.11	-5.3%

\$/SF calculated on properties with less than an acre

**New Single Family Detached Home Sales by Price Ranges**

RANGES	2006					2007					2008				
	Total #	Per Mo	Ch in # Per Mo	Average \$/SF	Ch in \$/SF	Total #	Per Mo	Ch in # Per Mo	Average \$/SF	Ch in \$/SF	Total #	Per Mo	Ch in # Per Mo	Average \$/SF	Ch in \$/SF
\$20,000 - \$80,000	3	0.3	200%	-	-	2	0.2	-33%	-	-	0	0.0	-	-	-
\$80,001 - \$90,000	1	0.1	0%	-	-	0	0.0	-100%	-	-	0	0.0	-	-	-
\$90,001 - \$100,000	1	0.1	-67%	-	-	0	0.0	-100%	-	-	0	0.0	-	-	-
\$100,001 - \$110,000	0	0.0	-100%	-	-	0	0.0	-	-	-	0	0.0	-100%	-	-
\$110,001 - \$120,000	2	0.2	-33%	\$43.08	-51.2%	1	0.1	-50%	-	-	0	0.0	-100%	-	-
\$120,001 - \$130,000	2	0.2	-50%	\$61.46	-33.2%	2	0.2	0%	\$76.67	-5.9%	0	0.0	-100%	-	-
\$130,001 - \$140,000	2	0.2	-75%	\$69.48	-22.2%	1	0.1	-50%	-	-	0	0.0	-100%	-	-
\$140,001 - \$150,000	1	0.1	-95%	\$90.80	-13.2%	3	0.3	200%	-	-	0	0.0	-100%	-	-
\$150,001 - \$160,000	0	0.0	-100%	-	-	3	0.3	-	\$129.13	-	0	0.0	-100%	-	-
\$160,001 - \$170,000	6	0.5	-89%	\$146.35	20.6%	2	0.2	-67%	-	-	0	0.0	100%	-	-
\$170,001 - \$180,000	20	1.7	-71%	\$188.04	48.0%	5	0.4	-75%	-	-	0	0.0	-100%	-	-
\$180,001 - \$190,000	17	1.4	-78%	\$151.81	24.4%	8	0.7	-53%	\$146.15	-3.7%	2	0.7	0%	\$111.37	-23.8%
\$190,001 - \$200,000	44	3.7	-50%	\$158.60	26.0%	12	1.0	-73%	\$147.89	-6.8%	7	2.3	133%	\$133.87	-9.5%
\$200,001 - \$210,000	50	4.2	-37%	\$153.66	20.7%	39	3.3	-22%	\$147.01	-4.3%	4	1.3	-59%	\$163.67	11.3%
\$210,001 - \$220,000	62	5.2	-32%	\$148.49	10.0%	38	3.2	-39%	\$142.05	-4.3%	10	3.3	5%	\$152.50	7.4%
\$220,001 - \$230,000	104	8.7	-2%	\$148.75	9.5%	48	4.0	-54%	\$141.49	-4.9%	14	4.7	17%	\$144.78	2.3%
\$230,001 - \$240,000	131	10.9	5%	\$149.84	17.2%	58	4.8	-56%	\$140.31	-2.4%	11	3.7	-24%	\$130.42	-10.9%
\$240,001 - \$250,000	147	12.3	35%	\$145.79	14.8%	70	5.8	-52%	\$143.59	-1.5%	18	6.0	3%	\$141.06	-1.8%
\$250,001 - \$300,000	722	60.2	101%	\$139.24	2.2%	509	42.4	-30%	\$140.29	0.8%	81	27.0	-36%	\$133.21	-5.0%
\$300,001 - \$400,000	500	41.7	69%	\$148.29	1.2%	440	36.7	-12%	\$151.86	2.4%	69	23.0	-37%	\$151.38	-0.3%
\$400,001 - \$500,000	144	12.0	31%	\$182.52	1.7%	165	13.8	15%	\$171.97	-5.8%	26	8.7	-37%	\$167.35	-2.7%
\$500,001 - Sky	95	7.9	46%	\$211.83	14%	125	10.4	32%	\$206.86	-2%	22	7.3	-30%	\$229.33	11%
Overall Total	2,054	171	20%	\$157.39	9.2%	1,532	128	-25%	\$153.95	1.7%	265	88	-31%	\$153.81	-0.1%

**Existing Single Family Detached Home Sales by Year Built**

Year Built	2005						2006						2007					
	Total #	Average \$	Ch in Avg \$	Average \$/SF	Ch in \$/SF	Avg SF	Total #	Average \$	Ch in Avg \$	Average \$/SF	Ch in \$/SF	Avg SF	Total #	Average \$	Ch in Avg \$	Average \$/SF	Ch in \$/SF	Avg SF
Before '60	769	\$216,556	16.2%	\$169.76	19.6%	1,275	663	\$261,765	20.9%	\$190.69	12.3%	1,309	539	\$278,945	6.6%	\$199.55	4.6%	1,354
1960-1969	1,092	\$225,418	20.9%	\$166.23	22.0%	1,356	981	\$261,032	15.8%	\$186.29	12.1%	1,369	211	\$307,911	18.0%	\$184.15	-1.1%	1,591
1970-1979	745	\$253,440	31.1%	\$144.19	21.6%	1,591	631	\$290,322	14.0%	\$163.27	13.2%	1,534	495	\$295,529	1.8%	\$164.03	0.5%	1,560
1980-1989	562	\$245,659	24.7%	\$150.85	20.9%	1,574	476	\$283,154	15.3%	\$173.23	14.8%	1,544	388	\$293,449	3.6%	\$177.07	2.2%	1,515
1990	92	\$254,743	17.7%	\$146.77	18.3%	1,741	76	\$303,368	19.1%	\$164.97	12.4%	1,698	60	\$296,607	-2.2%	\$171.17	3.8%	1,657
1991	118	\$265,221	17.2%	\$144.95	18.1%	1,755	85	\$292,948	10.5%	\$165.61	14.3%	1,767	76	\$294,743	0.6%	\$169.82	2.5%	1,684
1992	114	\$316,144	49.4%	\$144.63	21.4%	1,850	93	\$326,981	3.4%	\$164.85	14.0%	1,779	80	\$301,355	-7.8%	\$167.10	1.4%	1,727
1993	152	\$264,870	18.4%	\$143.41	17.4%	1,742	133	\$307,540	16.1%	\$162.35	13.2%	1,791	89	\$304,131	1.1%	\$170.88	5.2%	1,719
1994	148	\$247,456	18.3%	\$141.70	18.7%	1,833	117	\$288,828	16.7%	\$162.20	14.5%	1,706	71	\$331,240	14.7%	\$171.59	5.8%	1,858
1995	140	\$239,175	19.9%	\$142.24	19.5%	1,661	105	\$270,587	13.1%	\$160.34	12.7%	1,590	96	\$272,053	0.5%	\$160.15	0.1%	1,668
1996	141	\$250,279	22.3%	\$140.76	14.1%	1,710	111	\$265,180	6.0%	\$160.29	13.9%	1,638	84	\$307,636	16.0%	\$163.48	1.8%	1,839
1997	109	\$274,344	25.7%	\$144.72	14.5%	1,904	86	\$332,558	21.2%	\$163.37	13.4%	1,871	68	\$334,975	0.7%	\$167.88	2.8%	1,915
1998	148	\$268,765	14.7%	\$139.43	18.5%	1,846	112	\$319,533	19.8%	\$166.69	19.6%	1,812	71	\$345,601	8.2%	\$168.25	0.9%	1,912
1999	120	\$269,921	21.1%	\$143.79	20.0%	1,816	83	\$330,560	22.5%	\$166.92	16.1%	1,856	65	\$331,164	0.2%	\$170.71	2.3%	1,927
2000	123	\$276,555	24.3%	\$142.49	21.6%	1,872	107	\$319,222	15.4%	\$158.28	11.1%	1,957	90	\$309,674	-4.6%	\$159.93	1.0%	1,852
2001	123	\$266,990	8.5%	\$132.83	14.7%	1,962	98	\$307,063	15.0%	\$148.01	11.4%	1,911	76	\$312,345	1.7%	\$150.47	1.7%	1,944
2002	152	\$267,208	16.1%	\$134.41	14.7%	1,906	134	\$309,368	15.8%	\$152.91	13.8%	1,926	101	\$293,463	-5.1%	\$152.25	-0.4%	1,861
2003	131	\$285,459	-	\$140.16	-	1,999	143	\$324,291	13.6%	\$160.79	14.7%	1,924	97	\$328,945	1.4%	\$155.01	-3.6%	2,085
2004	New Construction						156	\$316,775	-	\$158.42	-	1,981	139	\$342,868	8.2%	\$162.23	3.7%	2,035
2005	New Construction						New Construction						146	\$318,651	-	\$153.71	-	1,977
Total/Average	4,969	\$245,659	6.0%	\$149.48	20.0%	1,623	4,237	\$283,154	15.3%	\$169.80	13.3%	1,619	2,757	\$293,449	3.6%	\$172.52	1.9%	1,663

\$/SF calculated on properties with less than an acre

Existing Attached Home Sales by Price Ranges

RANGES	2006					2007					2008				
	Total #	Per Mo	Ch # Per Mo	Average \$/SF	Ch in \$/SF	Total #	Per Mo	Ch # Per Mo	Average \$/SF	Ch in \$/SF	Total #	Per Mo	Ch # Per Mo	Average \$/SF	Ch in \$/SF
\$20,000 - \$80,000	2	0.2	-60%	\$90.80	32.8%	1	0.1	-50%	\$74.07	-18.4%	0	0.0	-100%	\$74.07	0.0%
\$80,001 - \$90,000	1	0.1	0%	\$103.21	-6.9%	0	0.0	-100%	-	-	0	0.0	-	-	-
\$90,001 - \$100,000	1	0.1	-80%	\$106.55	-3.1%	1	0.1	0%	\$158.73	49.0%	0	0.0	-100%	-	-
\$100,001 - \$110,000	3	0.3	-63%	\$122.63	-5.7%	0	0.0	-100%	-	-	1	0.3	-	\$123.24	-
\$110,001 - \$120,000	11	0.9	-66%	\$149.56	12.0%	5	0.4	-55%	\$129.80	-7.7%	0	0.0	-100%	-	-
\$120,001 - \$130,000	9	0.8	57%	\$135.27	9.6%	6	0.5	-33%	\$149.97	10.9%	1	0.3	-33%	\$126.90	-15.4%
\$130,001 - \$140,000	8	0.7	-70%	\$155.48	31.4%	8	0.7	0%	\$161.90	4.1%	2	0.7	0%	\$131.48	-18.8%
\$140,001 - \$150,000	14	1.2	-44%	\$140.11	11.0%	7	0.6	-50%	\$147.81	5.5%	1	0.3	-43%	\$90.96	-38.5%
\$150,001 - \$160,000	19	1.6	90%	\$148.03	19.8%	13	1.1	-32%	\$150.74	1.8%	1	0.3	-69%	\$114.12	-24.3%
\$160,001 - \$170,000	11	0.9	22%	\$135.53	20.1%	17	1.4	55%	\$163.54	20.7%	2	0.7	-53%	\$188.39	15.2%
\$170,001 - \$180,000	21	1.8	24%	\$143.19	16.3%	9	0.8	-57%	\$155.49	8.6%	1	0.3	-56%	\$119.85	-22.9%
\$180,001 - \$190,000	7	0.6	-22%	\$137.49	2.5%	6	0.5	-14%	\$145.61	5.9%	2	0.7	33%	\$137.45	-5.6%
\$190,001 - \$200,000	10	0.8	-9%	\$139.35	-7.0%	3	0.3	-70%	\$168.51	20.9%	2	0.7	167%	\$128.22	-23.9%
\$200,001 - \$210,000	11	0.9	57%	\$153.44	17.1%	16	1.3	45%	\$139.15	-9.3%	2	0.7	-50%	\$132.74	-4.6%
\$210,001 - \$220,000	15	1.3	400%	\$158.95	15.4%	15	1.3	0%	\$145.21	-8.6%	3	1.0	-20%	\$132.80	-8.5%
\$220,001 - \$230,000	10	0.8	233%	\$155.98	13.2%	6	0.5	-40%	\$135.26	18.8%	0	0.0	-100%	-	-
\$230,001 - \$240,000	8	0.7	60%	\$144.22	13.0%	6	0.5	-25%	\$162.26	12.5%	0	0.0	-100%	-	-
\$240,001 - \$250,000	9	0.8	0%	\$139.03	-19.0%	5	0.4	-44%	\$151.13	9.5%	0	0.0	-100%	-	-
\$250,001 - \$300,000	16	1.3	-8%	\$176.74	8.4%	24	2.0	50%	\$177.95	0.7%	4	1.3	-33%	\$187.30	5.3%
\$300,001 - \$400,000	11	0.9	-15%	\$222.93	1.4%	8	0.7	-27%	\$224.06	0.5%	1	0.3	-50%	\$178.43	-20.4%
\$400,001 - \$500,000	4	0.3	33%	\$240.44	-10.6%	6	0.5	50%	\$302.06	25.6%	0	0.0	-100%	-	-
\$500,001 - Sky	1	0.1	-	\$289.12	-	8	0.7	700%	\$321.76	11.3%	1	0.3	-50%	\$237.38	-26.2%
Overall Total	202	17	-16%	\$153.66	13.0%	170	14	-16%	\$173.11	12.7%	24	8	-44%	\$149.66	-13.5%

**New Attached Home Sales by Price Ranges**

RANGES	2006					2007					2008				
	Total #	Per Mo	Ch # Per Mo	Average \$/SF	Ch in \$/SF	Total #	Per Mo	Ch # Per Mo	Average \$/SF	Ch in \$/SF	Total #	Per Mo	Ch # Per Mo	Average \$/SF	Ch in \$/SF
\$20,000 - \$80,000	1	0.1	-	-	-	0	0.0	-	-	-	0	0.0	-	-	-
\$80,001 - \$90,000	1	0.1	-	-	-	0	0.0	-	-	-	0	0.0	-	-	-
\$90,001 - \$100,000	0	0.0	-100%	-	-	0	0.0	-	-	-	0	0.0	-	-	-
\$100,001 - \$110,000	0	0.0	-100%	-	-	0	0.0	-	-	-	0	0.0	-	-	-
\$110,001 - \$120,000	0	0.0	-	-	-	0	0.0	-	-	-	0	0.0	-	-	-
\$120,001 - \$130,000	0	0.0	-	-	-	0	0.0	-	-	-	0	0.0	-	-	-
\$130,001 - \$140,000	0	0.0	-	-	-	0	0.0	-	-	-	0	0.0	-	-	-
\$140,001 - \$150,000	0	0.0	-100%	-	-	1	0.1	-	-	-	0	0.0	-100%	-	-
\$150,001 - \$160,000	0	0.0	-	-	-	5	0.4	-	-	-	0	0.0	-100%	-	-
\$160,001 - \$170,000	0	0.0	-100%	-	-	8	0.7	-	\$167.37	-	2	0.7	0%	-	-
\$170,001 - \$180,000	3	0.3	200%	\$199.86	79.5%	36	3.0	1100%	\$163.35	-13.3%	10	3.3	11%	\$172.61	5.7%
\$180,001 - \$190,000	7	0.6	40%	\$198.89	72.2%	27	2.3	286%	\$179.76	-13.1%	2	0.7	-70%	\$143.19	-17.1%
\$190,001 - \$200,000	6	0.5	500%	\$151.00	-	42	3.5	600%	\$164.08	8.7%	5	1.7	-52%	\$132.56	-19.2%
\$200,001 - \$210,000	13	1.1	117%	\$166.37	31.9%	41	3.4	215%	\$155.18	-6.7%	4	1.3	-61%	\$148.61	-4.2%
\$210,001 - \$220,000	24	2.0	71%	\$164.69	18.8%	35	2.9	46%	\$158.40	-3.8%	1	0.3	-89%	\$153.18	-3.3%
\$220,001 - \$230,000	17	1.4	1600%	\$168.54	22.2%	22	1.8	29%	\$166.30	-1.3%	3	1.0	-45%	\$111.62	-32.9%
\$230,001 - \$240,000	7	0.6	133%	\$165.92	-22.2%	12	1.0	71%	\$146.96	-11.4%	0	0.0	-100%	-	-
\$240,001 - \$250,000	6	0.5	200%	\$158.48	17.6%	15	1.3	150%	\$144.17	-6.1%	1	0.3	-73%	\$158.37	9.8%
\$250,001 - \$300,000	7	0.6	-46%	\$141.78	-8.2%	19	1.6	171%	\$130.86	-7.7%	6	2.0	26%	\$126.24	-3.5%
\$300,001 - \$400,000	11	0.9	83%	\$154.91	23.2%	4	0.3	-64%	\$165.29	6.7%	0	0.0	-100%	-	-
\$400,001 - \$500,000	0	0.0	-	-	-	1	0.1	-	\$198.02	-	0	0.0	-100%	-	-
\$500,001 - Sky	0	0.0	-	-	-	0	0.0	-	-	-	0	0.0	-	-	-
<b>Overall Total</b>	<b>103</b>	<b>9</b>	<b>30%</b>	<b>\$163.93</b>	<b>24.0%</b>	<b>268</b>	<b>22</b>	<b>160%</b>	<b>\$158.15</b>	<b>-3.5%</b>	<b>34</b>	<b>11</b>	<b>-49%</b>	<b>\$141.46</b>	<b>-10.6%</b>

**Residential Acreage Sales over 1 Acre to 10 Acres**

	2006	Ch '06 vs. '05	2007	Ch '07 vs. '06	2008	Ch '08 vs. '07
No of Parcels	482		197		44	
Parcels Monthly	40.2	10%	16.4	-59%	14.7	-11%
Total Acres	1,180		633		182	
Acres Monthly	98	-21%	53	-46%	61	15%
Average Size	3.8	-2%	3.5	-8%	4.5	31%
Median Size	4.7	2%	3.5	-26%	5.0	44%
Average \$/Parcel	\$127,225	16%	\$155,583	22%	\$173,895	12%
Median \$/Parcel	\$112,750	13%	\$152,250	35%	\$148,750	-2%
Average/Acre	\$48,897	30%	\$62,999	29%	\$55,790	-11%
Median/Acre	\$34,344	26%	\$46,784	36%	\$31,298	-33%

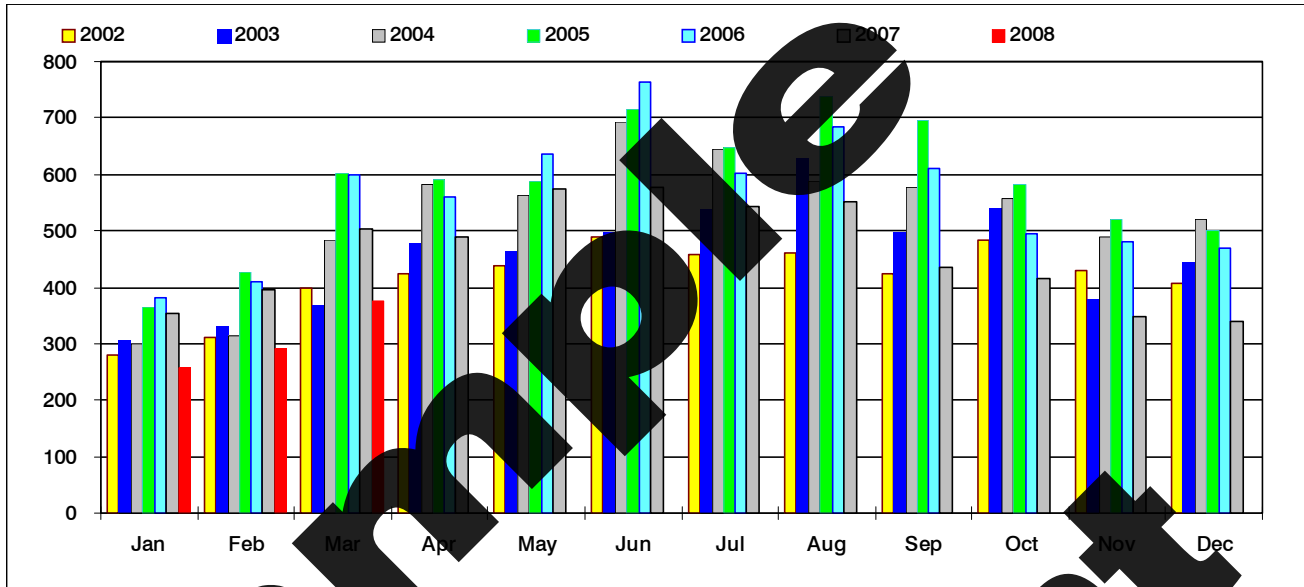
**Sales of Homes on Acreage**

Year	Existing						New					
	2006	Ch '06 vs. '05	2007	Ch '07 vs. '06	2008	Ch '08 vs. '07	2006	Ch '06 vs. '05	2007	Ch '07 vs. '06	2008	Ch '08 vs. '07
Units Sold	681	-	500	-	32	-	151	-	137	-	18	-
Per Month	56.8	-10%	41.7	-27%	27.3	-34%	12.6	-32%	11.4	-9%	6.0	-47%
Average Price	\$402,567	24%	\$409,605	2%	\$367,015	-10%	\$415,386	22%	\$460,975	11%	\$429,783	-7%
Median Price	\$340,000	19%	\$346,500	2%	\$329,975	-5%	\$385,900	18%	\$425,000	10%	\$320,950	-24%
Avg Lot (acres)	5.4	29%	4.3	-19%	3.0	-30%	4.1	18%	3.7	-8%	3.3	-13%
Avg \$/SF	\$219.10	21%	\$227.33	4%	\$194.12	-15%	\$173.12	15%	\$179.77	4%	\$189.26	5%

**Subdivision Lot Sales by Ranges**

Lot Price Range	2006			2007			2008		
	Total #	# Per Month	Ch in Monthly Sales	Total #	# Per Month	Ch in Monthly Sales	Total #	# Per Month	Ch in Monthly Sales
\$10,000 - \$50,000	183	15.3	-42%	47	3.9	-74%	4	1.3	-66%
\$50,001 - \$75,000	357	29.8	54%	399	33.3	12%	40	13.3	-60%
\$75,001 - \$100,000	534	44.5	84%	271	22.6	-49%	23	7.7	-66%
\$100,001 - \$125,000	263	21.9	155%	133	11.1	-49%	12	4.0	-64%
\$125,001 - \$150,000	51	4.3	200%	17	1.4	-67%	4	1.3	-6%
\$150,001 - \$200,000	37	3.1	-26%	29	2.4	-22%	5	1.7	-31%
\$200,001 - \$250,000	18	1.5	80%	2	0.2	-89%	0	0.0	-100%
\$250,001 - \$300,000	2	0.2	100%	6	0.5	200%	2	0.7	33%
\$300,001 - \$400,000	2	0.2	-	1	0.1	-50%	0	0.0	-100%
\$400,001 - SKY	3	0.3	-	0	0.0	-100%	1	0.3	-
<b>TOTAL</b>	<b>1,450</b>	<b>120.8</b>	<b>-8%</b>	<b>905</b>	<b>75.4</b>	<b>-38%</b>	<b>91</b>	<b>30.3</b>	<b>-60%</b>
Average Price	\$85,357		22.3%	\$85,693		0.4%	\$92,811		8.3%
% Avg Lot/Avg New Home	28.2%		10.3%	26.1%		-7.7%	28.3%		8.7%
Median Price:	\$80,000		14.2%	\$77,000		-3.8%	\$80,000		3.9%
% Median to Median	29.0%		2.8%	25.9%		-10.4%	27.8%		7.1%

### Bar Chart of Monthly Residential Sales



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

County Records	Repossessed Existing Sold									
	2004		2005		2006		2007		2008	
Month	#	% of All Sold	#	% of All Sold	#	% of All Sold	#	% of All Sold	#	% of All Sold
Jan	13	6.7%	11	5.6%	0	0.0%	5	2.8%	11	8.1%
Feb	15	8.2%	4	1.6%	2	0.9%	5	2.6%	10	6.5%
Mar	14	5.0%	8	2.3%	12	3.3%	2	0.7%	18	8.3%
Apr	20	5.7%	7	2.0%	3	0.9%	3	1.1%		
May	19	5.2%	2	0.6%	4	1.1%	4	1.2%		
Jun	17	3.9%	4	0.9%	3	0.7%	6	1.7%		
Jul	15	3.7%	4	1.0%	0	0.0%	5	1.5%		
Aug	13	3.5%	5	1.1%	4	0.6%	10	3.2%		
Sep	22	5.9%	1	0.2%	2	1.3%	2	0.9%		
Oct	5	1.5%	2	0.6%	0	0.0%	9	4.1%		
Nov	5	1.7%	0	0.0%	3	1.1%	12	6.8%		
Dec	10	3.4%	3	1.1%	4	1.8%	12	6.5%		
<b>Total</b>	<b>168</b>	<b>4.3%</b>	<b>51</b>	<b>1.2%</b>	<b>37</b>	<b>1.0%</b>	<b>75</b>	<b>2.5%</b>	<b>39</b>	<b>7.7%</b>
<b>County</b>	Change		Change		Change		Change		Change	
<b>Average \$</b>	<b>\$166,004</b>	<b>10.0%</b>	<b>\$177,725</b>	<b>7.1%</b>	<b>\$251,694</b>	<b>41.6%</b>	<b>\$231,891</b>	<b>-7.9%</b>	<b>\$217,778</b>	<b>-6.1%</b>

There are currently 99 foreclosed homes for sale, down 10 units from last month.

Relative inventory is down from  
 7.1 months of supply last month  
 to 5.8 months this month.

Currently there are 2,189 residences  
 for sale, about a 5.8 month supply  
 since 375 sold in March.\*



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

**Weekly Residential Inventory**

