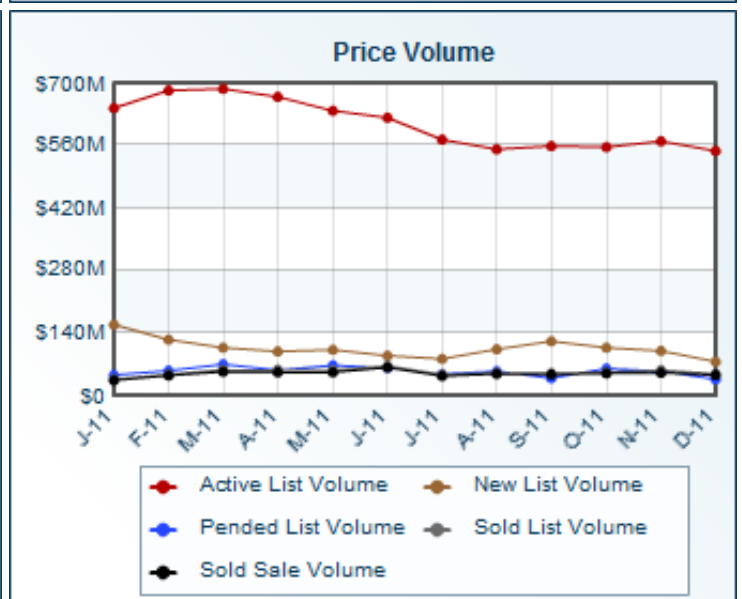
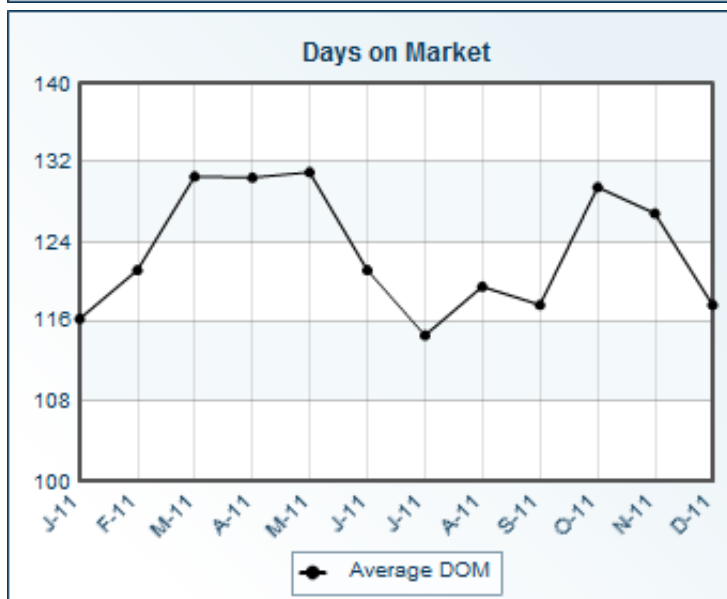
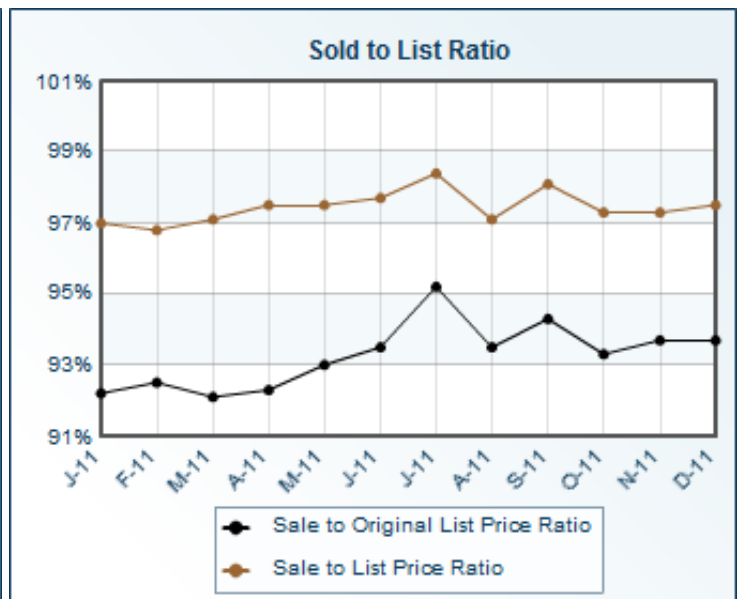
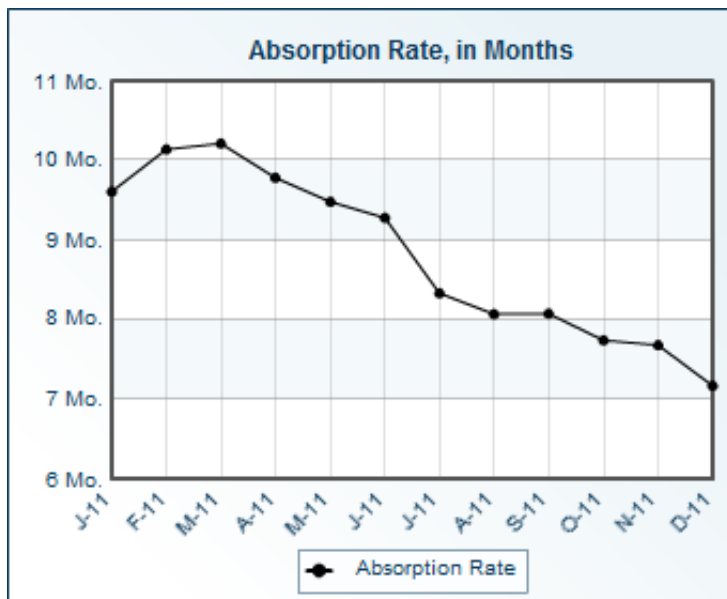
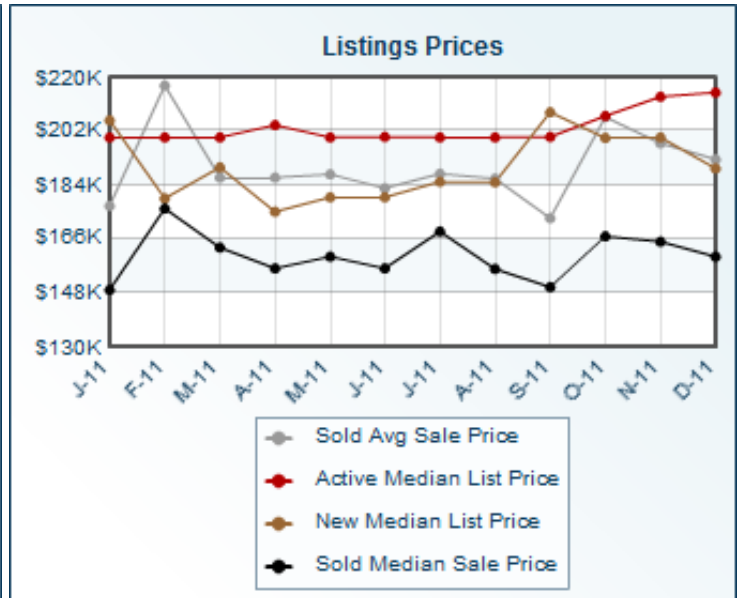
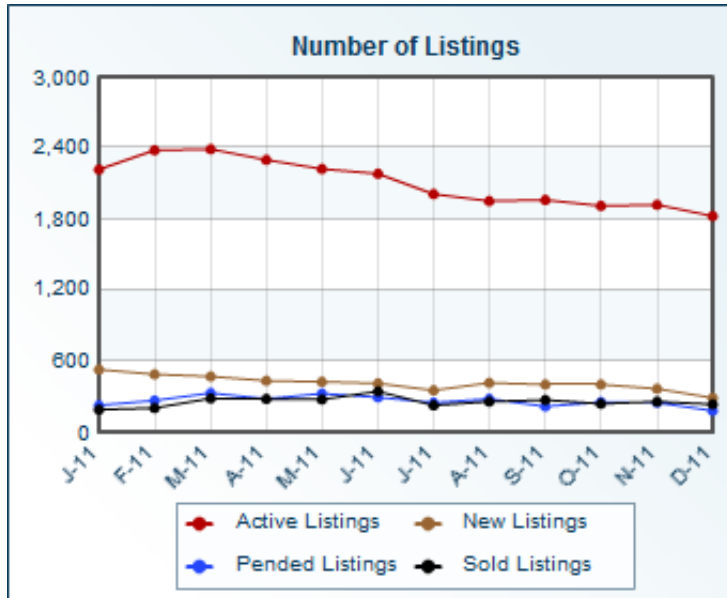


Market Summary

Washington Residential, December 2011



Summary Statistics

	Dec-11	Dec-10	% Chg	2011 YTD	2010 YTD	% Chg
Absorption Rate	7.17	10.96	-34.58	8.8	N/A	N/A
Average List Price	\$299,791	\$285,780	4.90	\$263,956	\$271,127	-2.64
Median List Price	\$214,775	\$199,900	7.44	\$193,650	\$199,900	-3.13
Average Sale Price	\$192,541	\$191,345	0.62	\$189,389	\$195,885	-3.32
Median Sale Price	\$160,000	\$161,000	-0.62	\$160,000	\$170,000	-5.88
Average DOM	117	130	-10.00	123	127	-3.15
Median DOM	79	103	-23.30	91	95	-4.21

Sold Listings

	This Month			Year to Date		
	2011	2010	% Chg	2011	2010	% Chg
0-30k	1	0	N/A	21	16	31.3
30k-40k	2	0	N/A	33	21	57.1
40k-50k	3	1	200.0	59	29	103.4
50k-60k	5	8	-37.5	69	50	38.0
60k-70k	7	9	-22.2	82	60	36.7
70k-80k	4	12	-66.7	93	67	38.8
80k-90k	12	11	9.1	117	96	21.9
90k-100k	9	11	-18.2	119	115	3.5
100k-120k	28	13	115.4	254	219	16.0
120k-140k	27	17	58.8	312	256	21.9
140k-160k	17	29	-41.4	318	255	24.7
160k-180k	24	19	26.3	258	277	-6.9
180k-200k	7	12	-41.7	174	181	-3.9
200k-250k	34	31	9.7	438	416	5.3
250k-300k	19	21	-9.5	230	242	-5.0
300k-400k	16	20	-20.0	215	224	-4.0
400k-500k	10	8	25.0	90	87	3.4
500k+	6	4	50.0	98	87	12.6
Totals	231	226	2.2	2980	2698	10.5

Pending Listings

	This Month			Year to Date		
	2011	2010	% Chg	2011	2010	% Chg
0-30k	1	1	0.0	17	28	-39.3
30k-40k	1	2	-50.0	29	23	26.1
40k-50k	3	3	0.0	66	38	73.7
50k-60k	7	3	133.3	76	47	61.7
60k-70k	7	6	16.7	93	60	55.0
70k-80k	7	11	-36.4	78	84	-7.1
80k-90k	7	7	0.0	132	90	46.7
90k-100k	9	11	-18.2	117	120	-2.5
100k-120k	10	16	-37.5	242	232	4.3
120k-140k	28	25	12.0	325	281	15.7
140k-160k	21	20	5.0	355	261	36.0
160k-180k	22	15	46.7	255	274	-6.9
180k-200k	2	14	-85.7	197	213	-7.5
200k-250k	21	23	-8.7	440	408	7.8
250k-300k	15	16	-6.2	270	272	-0.7
300k-400k	11	17	-35.3	241	231	4.3
400k-500k	2	5	-60.0	100	100	0.0
500k+	8	9	-11.1	115	110	4.5
Totals	182	204	-10.8	3148	2872	9.6

Active Listings

	This Month			Year to Date		
	2011	2010	% Chg	2011	2010	% Chg
0-30k	11	12	-8.3	45	58	-22.4
30k-40k	11	11	0.0	60	39	53.8
40k-50k	20	27	-25.9	103	85	21.2
50k-60k	28	34	-17.6	127	100	27.0
60k-70k	28	59	-52.5	161	147	9.5
70k-80k	43	62	-30.6	165	178	-7.3
80k-90k	48	60	-20.0	240	213	12.7
90k-100k	52	81	-35.8	230	262	-12.2
100k-120k	100	122	-18.0	433	474	-8.6
120k-140k	137	181	-24.3	593	619	-4.2
140k-160k	135	170	-20.6	634	581	9.1
160k-180k	136	176	-22.7	534	636	-16.0
180k-200k	116	175	-33.7	465	639	-27.2
200k-250k	247	310	-20.3	978	1059	-7.6
250k-300k	200	254	-21.3	730	842	-13.3
300k-400k	213	244	-12.7	755	794	-4.9
400k-500k	85	102	-16.7	301	375	-19.7

New Listings

	This Month			Year to Date		
	2011	2010	% Chg	2011	2010	% Chg
0-30k	2	4	-50.0	31	51	-39.2
30k-40k	4	6	-33.3	46	33	39.4
40k-50k	1	6	-83.3	76	63	20.6
50k-60k	4	9	-55.6	94	69	36.2
60k-70k	5	7	-28.6	110	112	-1.8
70k-80k	12	4	200.0	116	131	-11.5
80k-90k	13	12	8.3	183	164	11.6
90k-100k	3	15	-80.0	152	188	-19.1
100k-120k	25	19	31.6	318	346	-8.1
120k-140k	21	32	-34.4	421	442	-4.8
140k-160k	22	29	-24.1	474	430	10.2
160k-180k	24	19	26.3	375	455	-17.6
180k-200k	24	28	-14.3	301	451	-33.3
200k-250k	38	44	-13.6	679	768	-11.6
250k-300k	30	36	-16.7	500	610	-18.0
300k-400k	28	31	-9.7	532	519	2.5
400k-500k	11	11	0.0	212	270	-21.5

500k+ Totals	216 1826	241 2321	-10.4 -21.3	600 7154	668 7769	-10.2 -7.9	500k+ Totals	23 290	29 341	-20.7 -15.0	374 4994	421 5523	-11.2 -9.6
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Prepared by RYAN J. ANDERSEN, GRI,ABR on Wednesday, January 18, 2012 2:47 PM