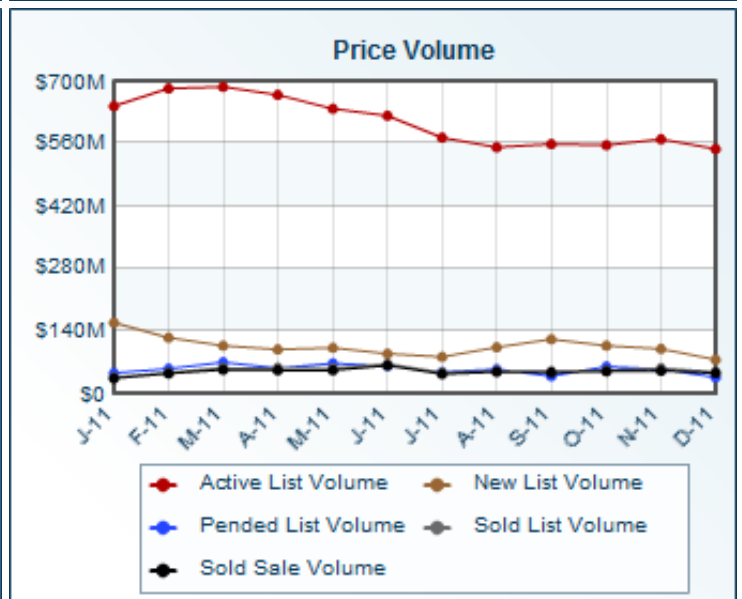
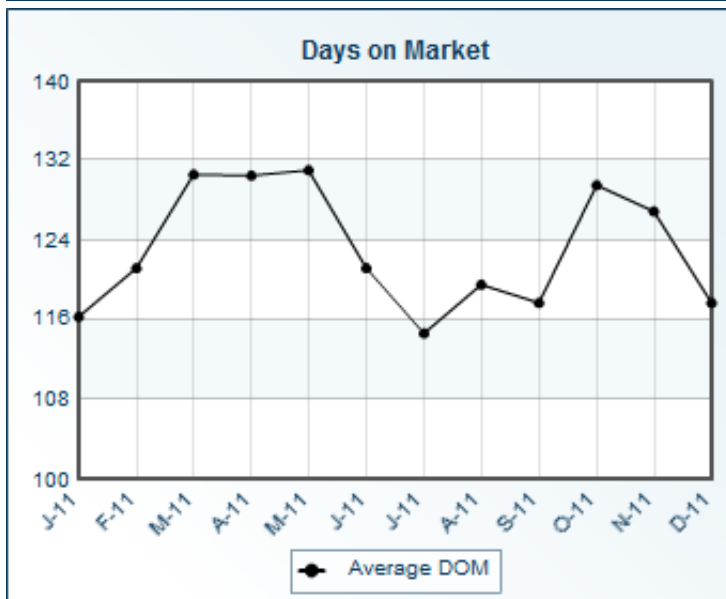
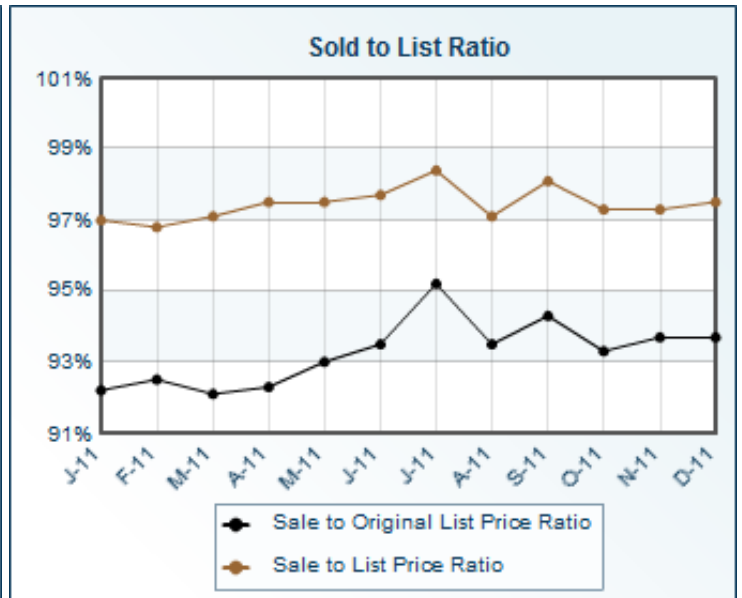
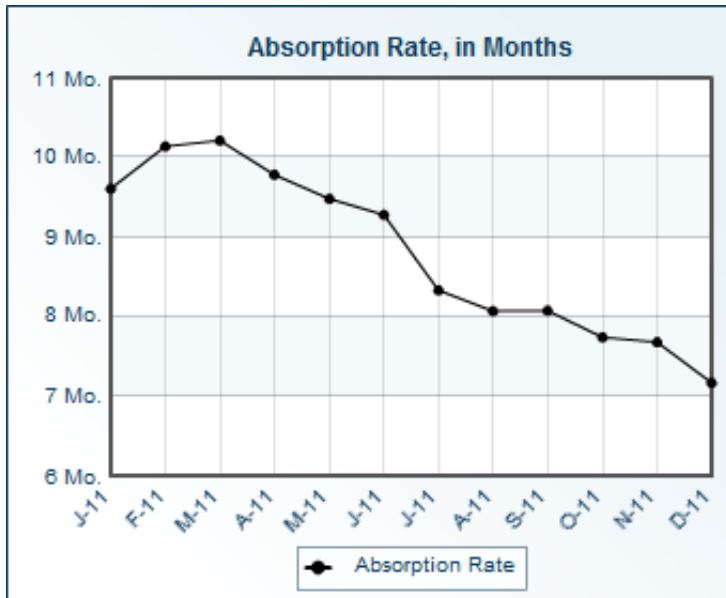
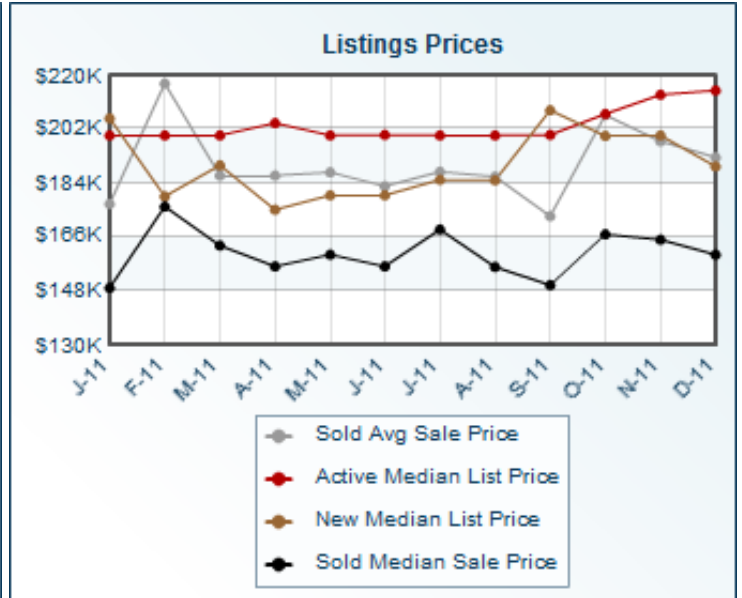
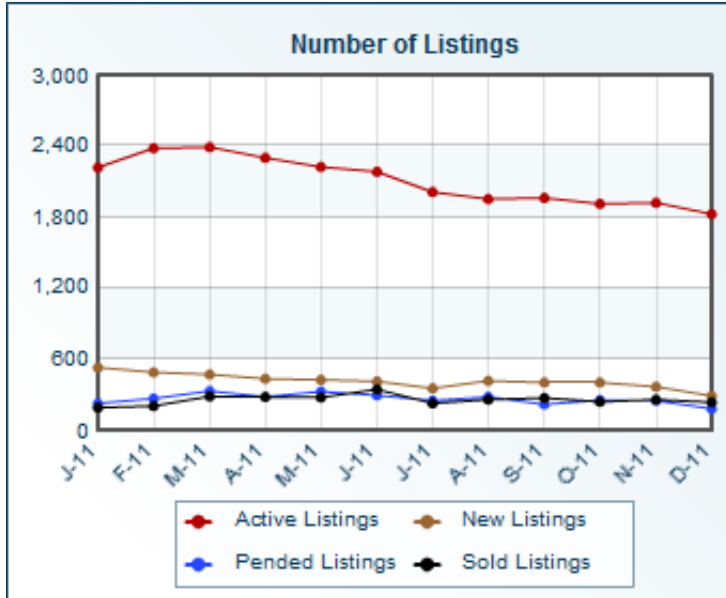


Market Summary

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