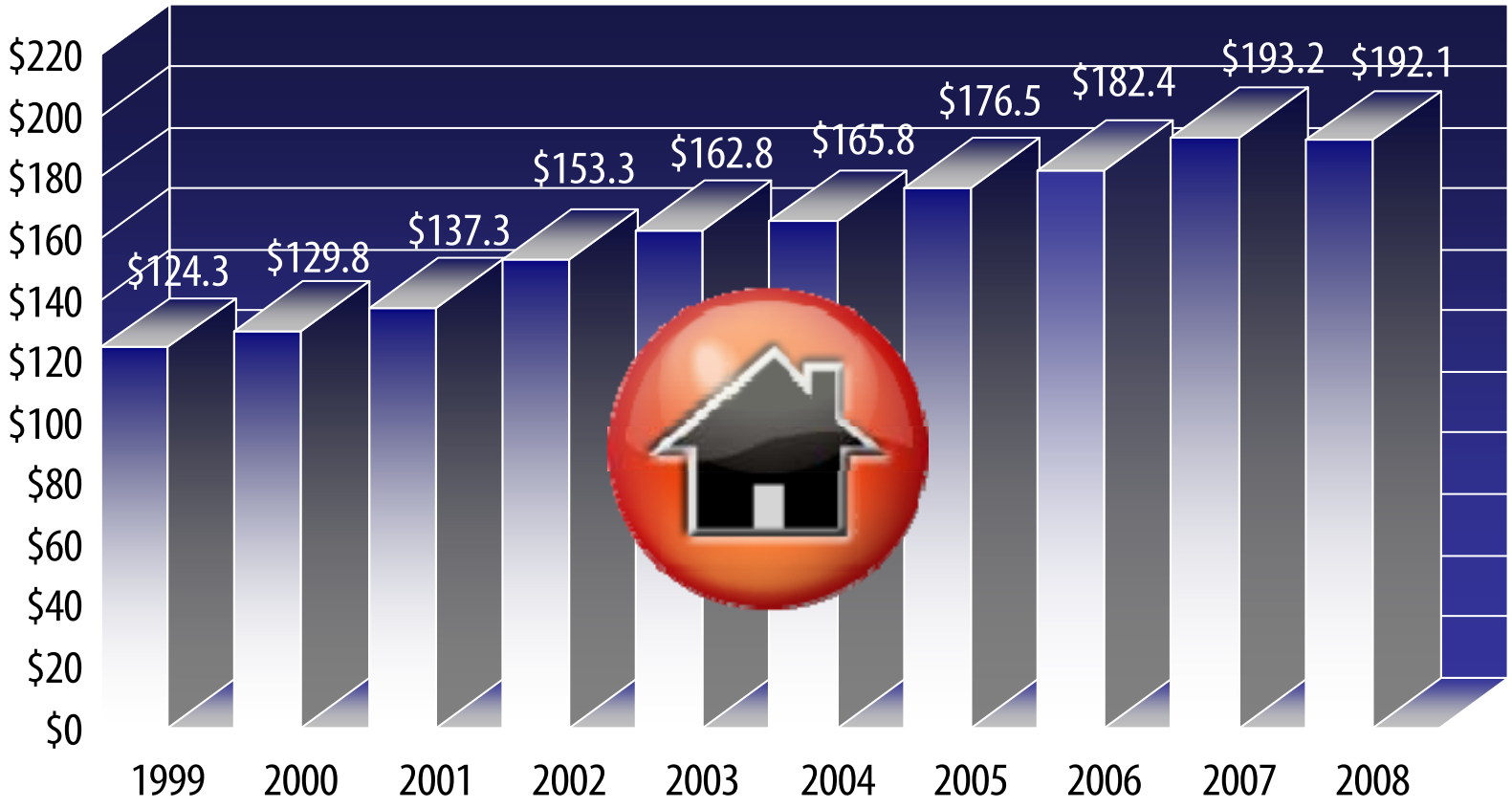
TRI-CITIES YEARLY AVERAGE SALES PRICE COMPARISON

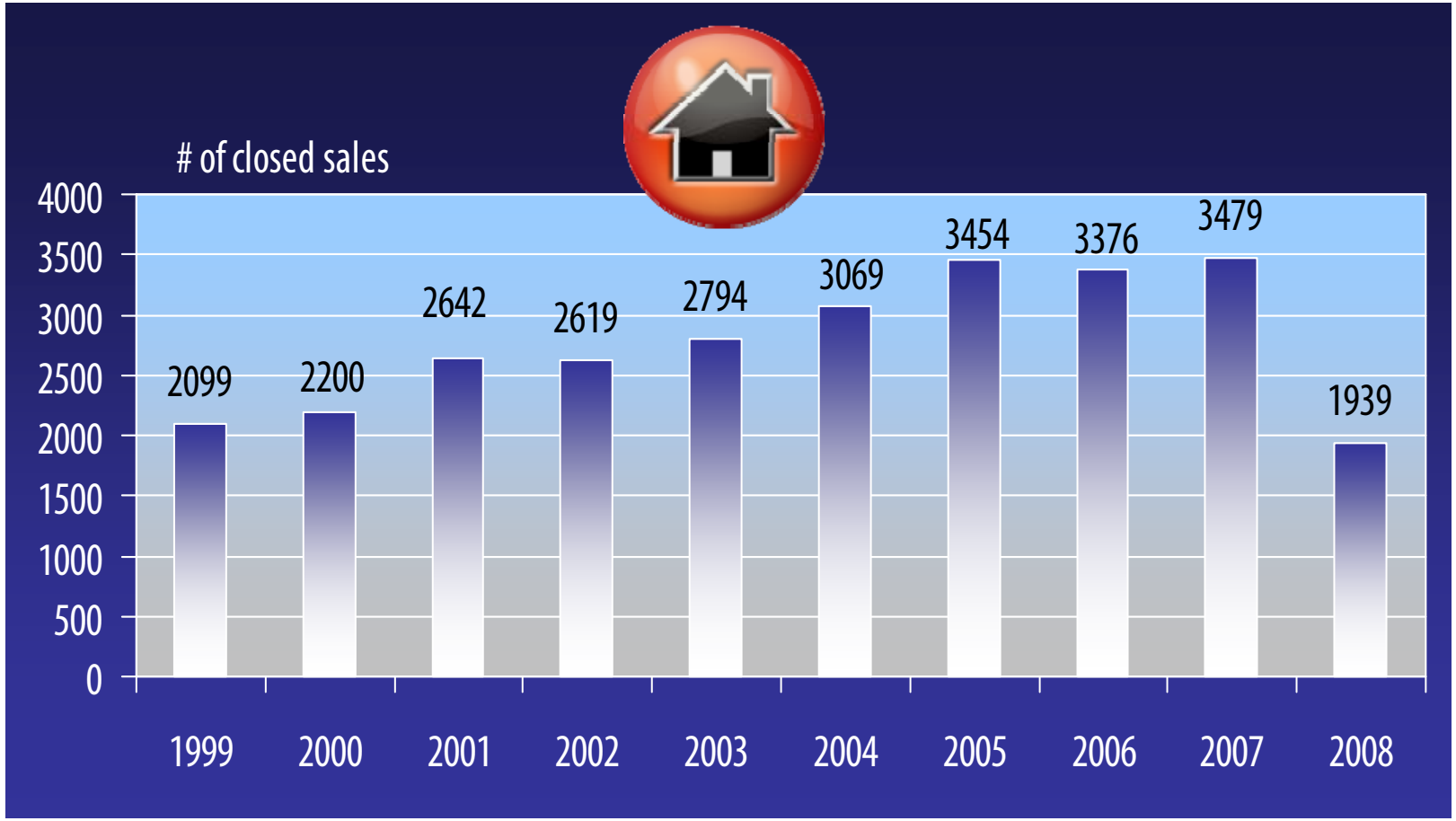


Windermere REAL ESTATE

Chart 1 – AUGUST 2008

2008 is YTD

KENNEWICK, PASCO, RICHLAND & WEST RICHLAND YEARLY RESIDENTIAL SALES

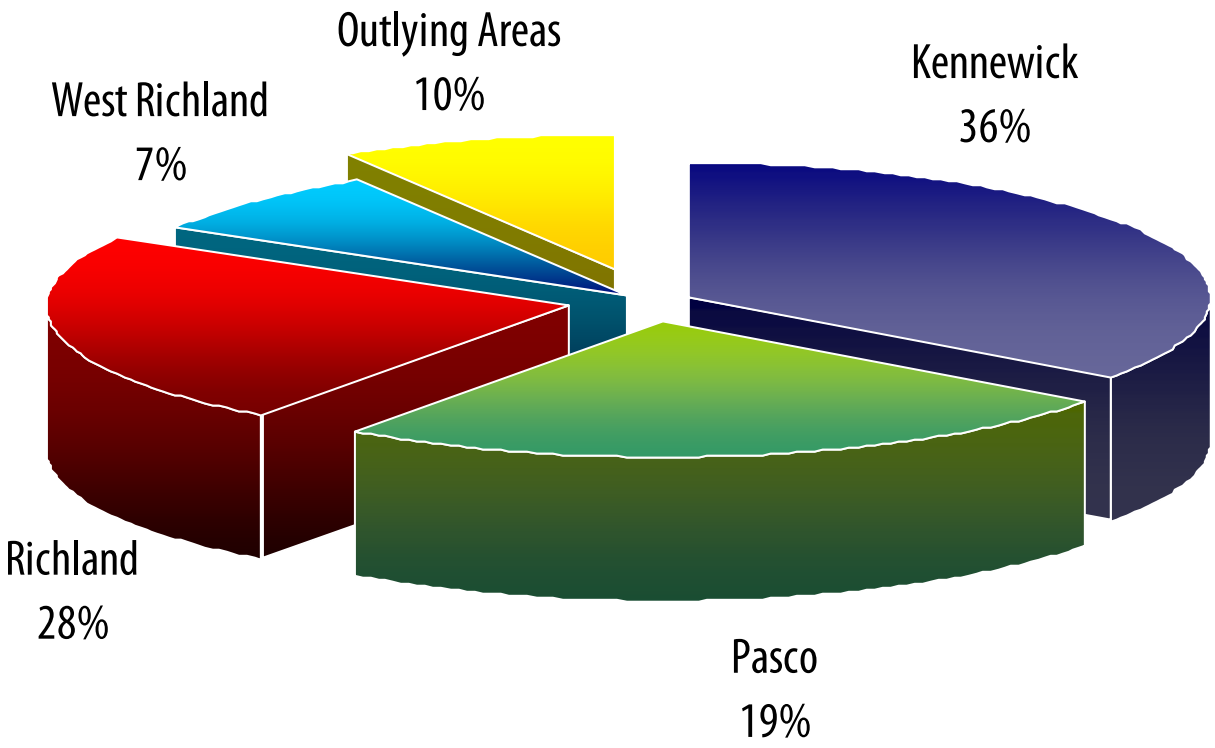


Windermere REAL ESTATE

Chart 2 – AUGUST 2008

2008 YTD Sales from January

12 MONTHS SALES ACTIVITY



Windermere
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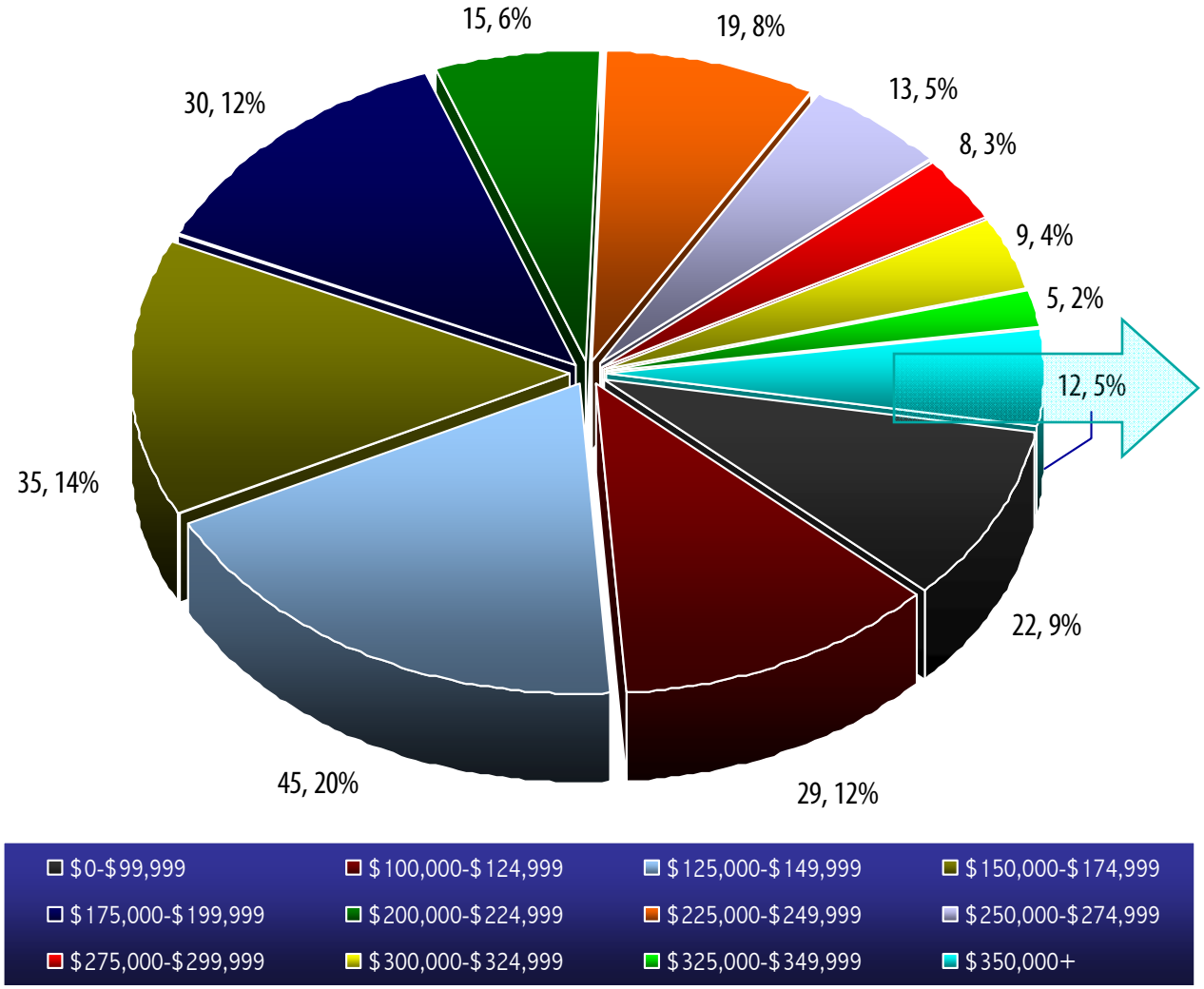
Chart 3 – AUGUST 2008

AUGUST ACTIVITY - SOLDS

Count, Percentage



$350,000+ Breakdown

$350,000-$374,999	3
$375,000-$399,999	2
$400,000-$424,999	2
$425,000-$449,999	2
$450,000-$474,999	1
$475,000-$499,999	0
$500,000-$524,999	1
$525,000-$549,999	0
$550,000-$574,999	1
$575,000-$599,999	0
$600,000-$624,999	0
$625,000-$649,999	0
$650,000-$674,999	0
$675,000-$699,999	0
$700,000+	0

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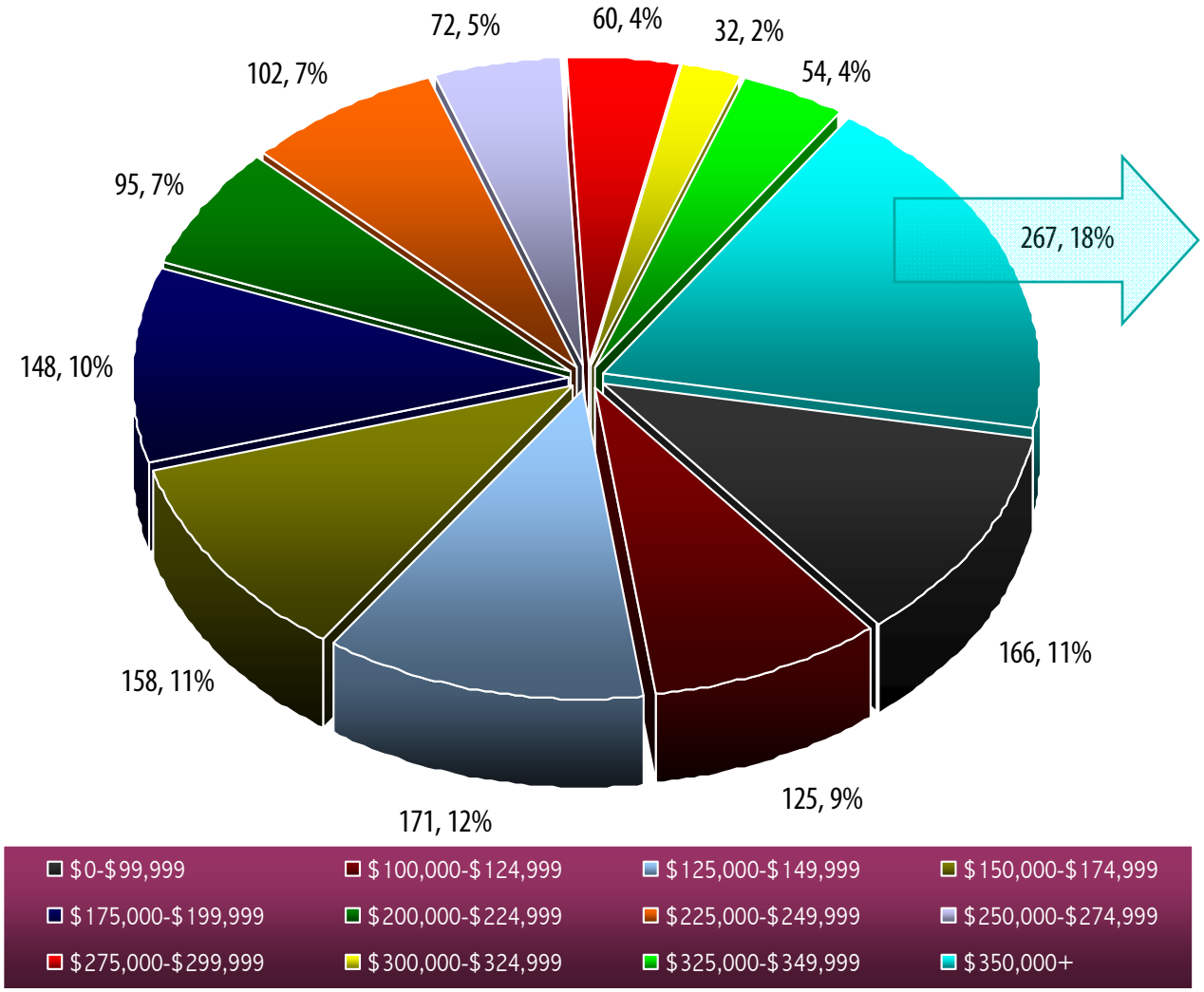
Chart 4 – AUGUST 2008

AUGUST ACTIVITY - ACTIVES

Count, Percentage



$350,000+ Breakdown

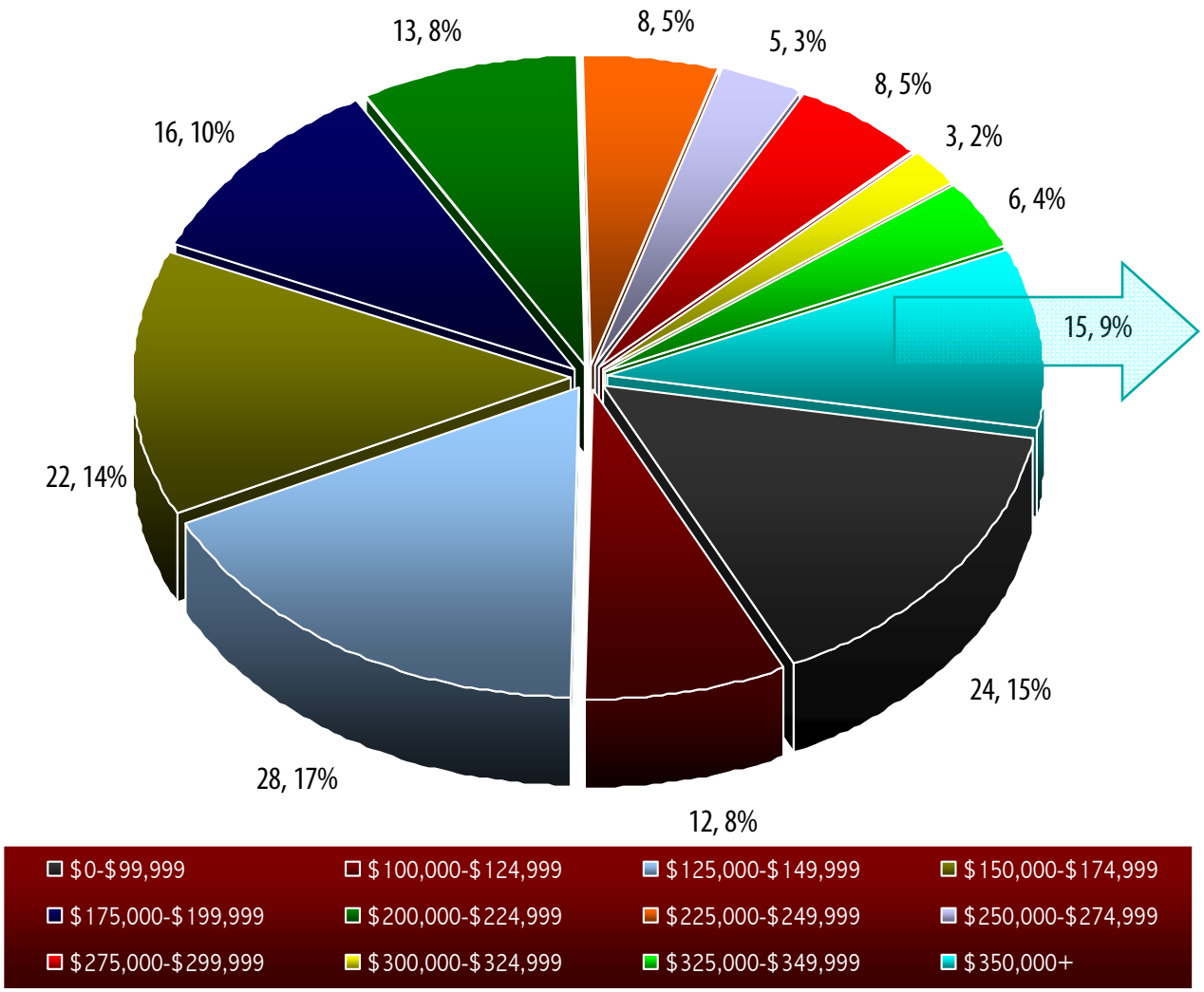
$350,000-$374,999	32
$375,000-$399,999	62
$400,000-$424,999	21
$425,000-$449,999	28
$450,000-$474,999	14
$475,000-$499,999	28
$500,000-$524,999	10
$525,000-$549,999	7
$550,000-$574,999	8
$575,000-$599,999	11
$600,000-$624,999	8
$625,000-$649,999	5
$650,000-$674,999	2
$675,000-$699,999	2
$700,000+	29

Windermere REAL ESTATE

Chart 5 – AUGUST 2008

AUGUST ACTIVITY – UNDER CONTRACTS

Count, Percentage



$350,000+ Breakdown

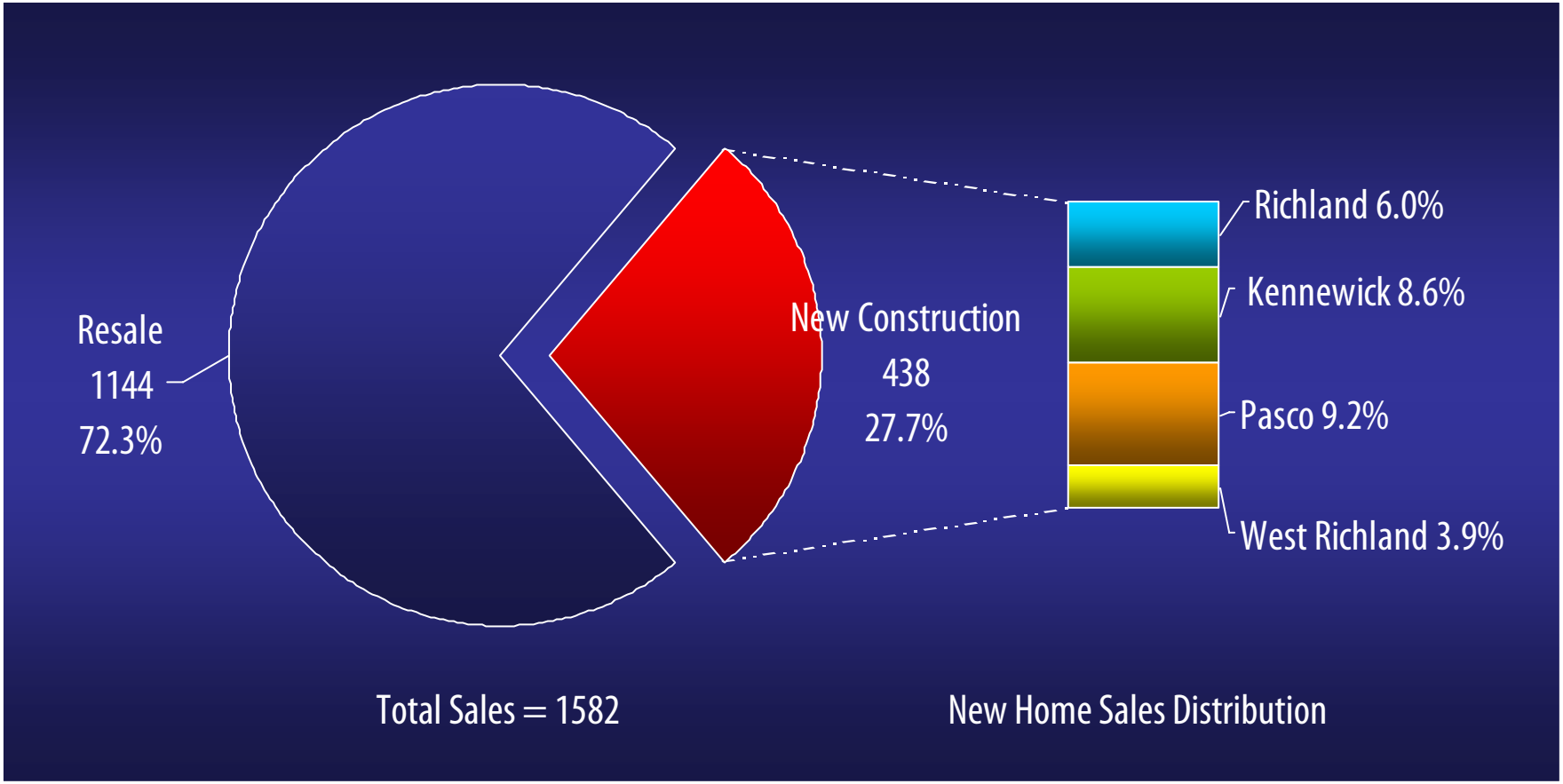
$350,000-$374,999	3
$375,000-$399,999	2
$400,000-$424,999	3
$425,000-$449,999	2
$450,000-$474,999	2
$475,000-$499,999	1
$500,000-$524,999	1
$525,000-$549,999	0
$550,000-$574,999	0
$575,000-$599,999	0
$600,000-$624,999	0
$625,000-$649,999	1
$650,000-$674,999	0
$675,000-$699,999	0
$700,000+	0

Windermere REAL ESTATE

Chart 6 – AUGUST 2008

TRI-CITIES SALES ACTIVITY

New vs. Re-sales



Windermere REAL ESTATE

Chart 7 – AUGUST 2008

Last 6 months (MAR 2008-AUG 2008)

SALES ACTIVITY

New vs. Re-sales

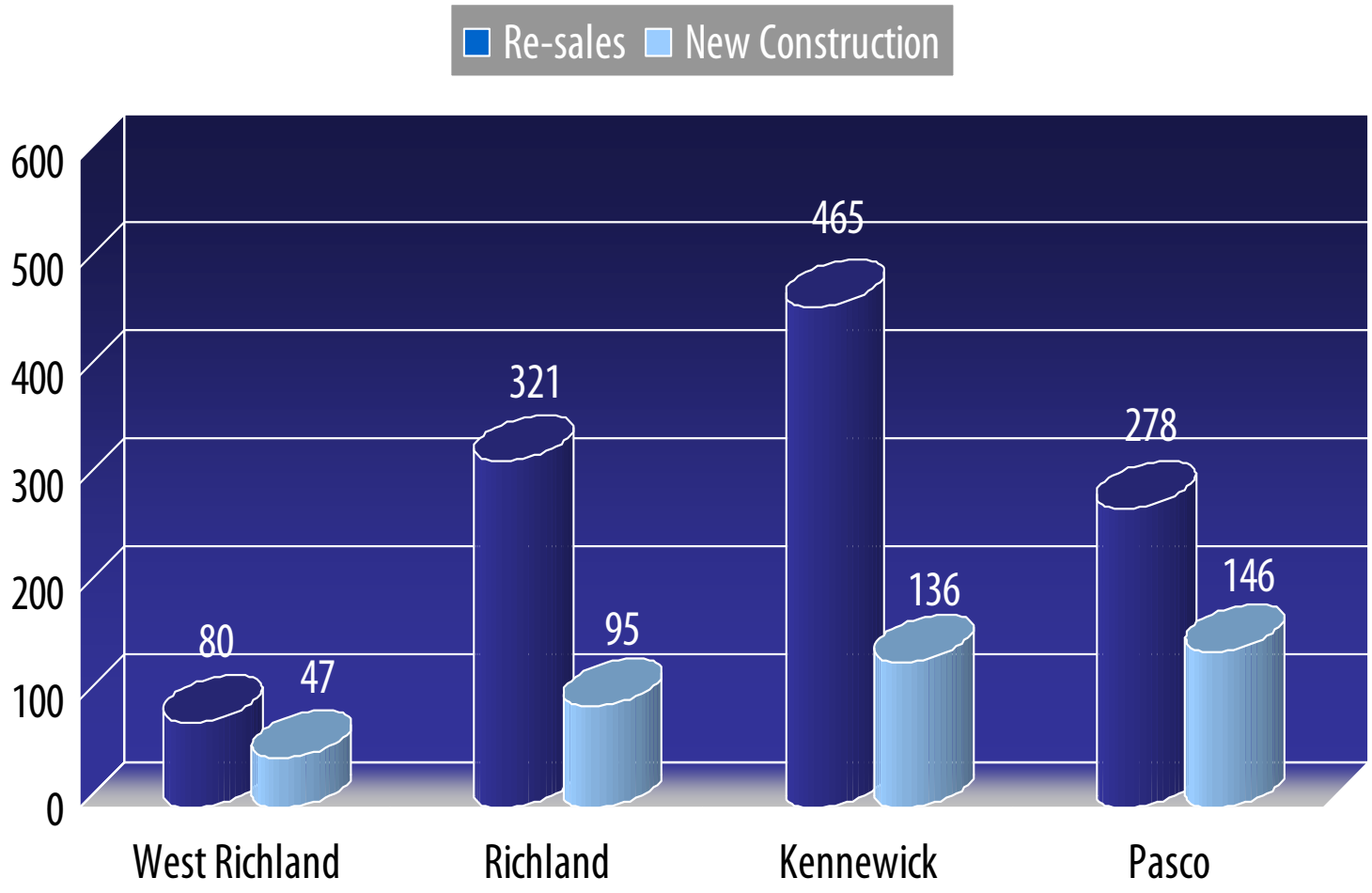


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Chart 8 – AUGUST 2008

Last 6 months (MAR - AUG)

CURRENT LISTING INVENTORY

New vs. Re-sales

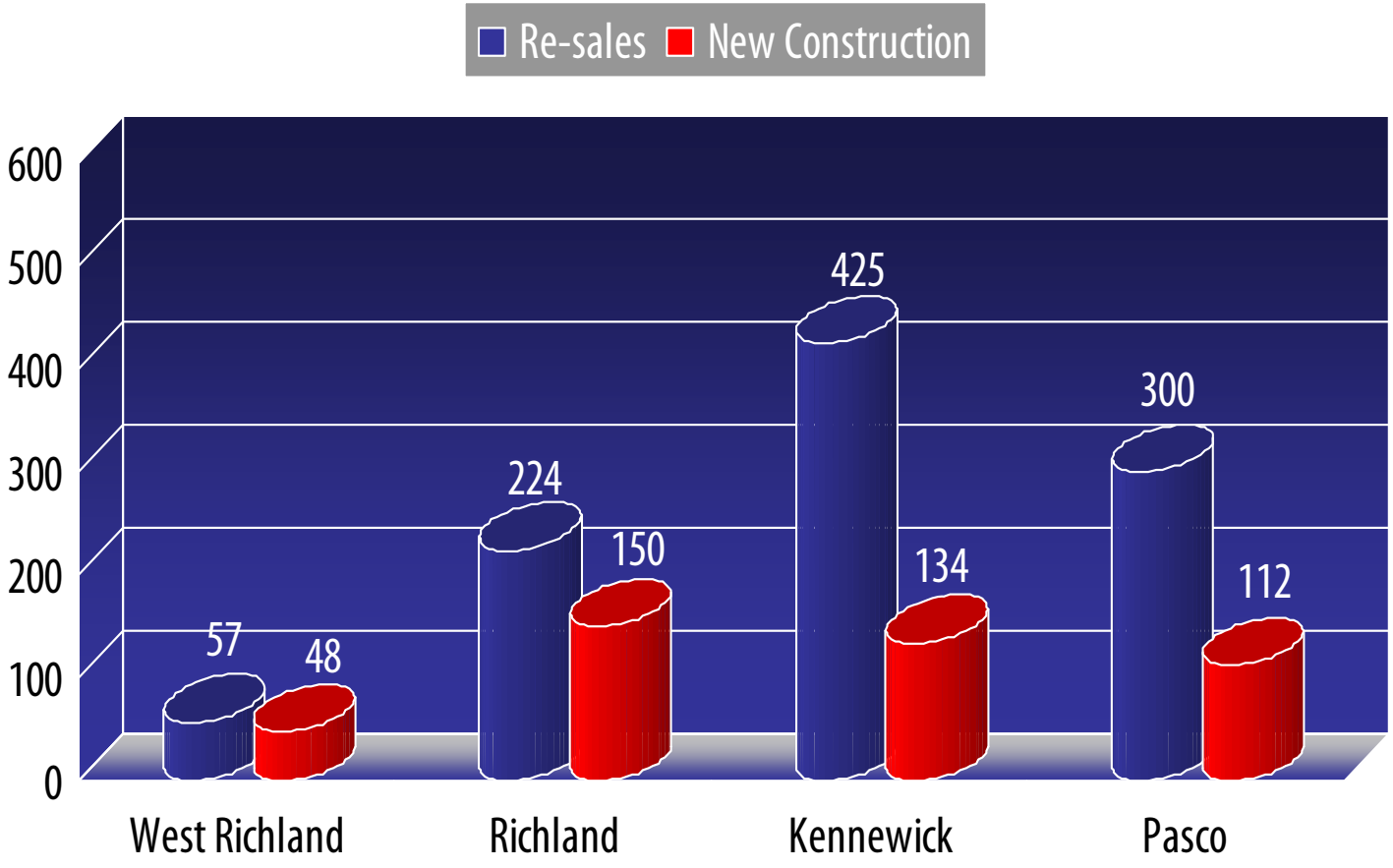

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Chart 9 – AUGUST 2008

TRI-CITIES YEARLY AVERAGE SALES PRICE COMPARISON

All homes built prior to 1990

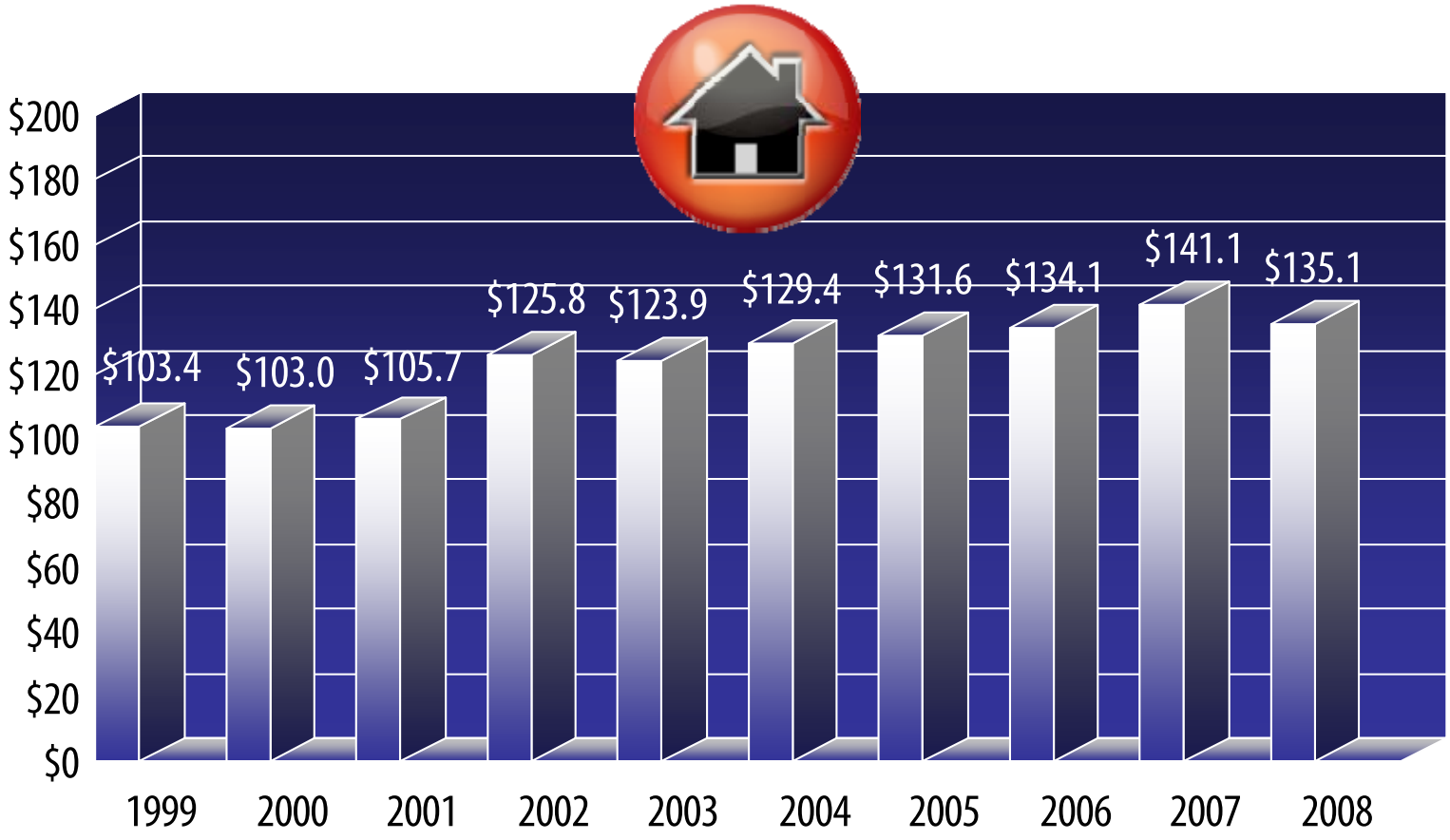

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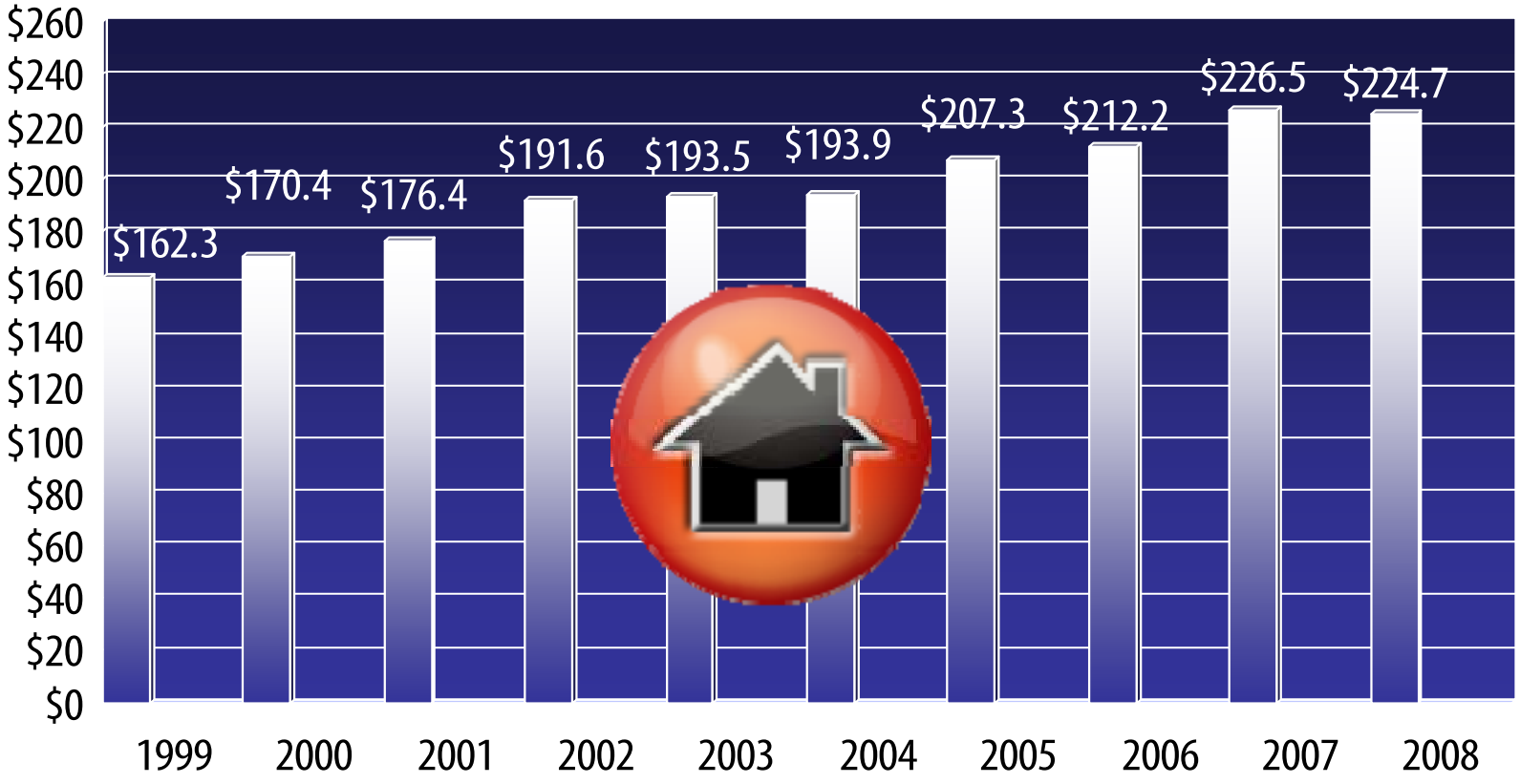
Chart 10 – AUGUST 2008

TRI-CITIES YEARLY AVERAGE SALES PRICE COMPARISON

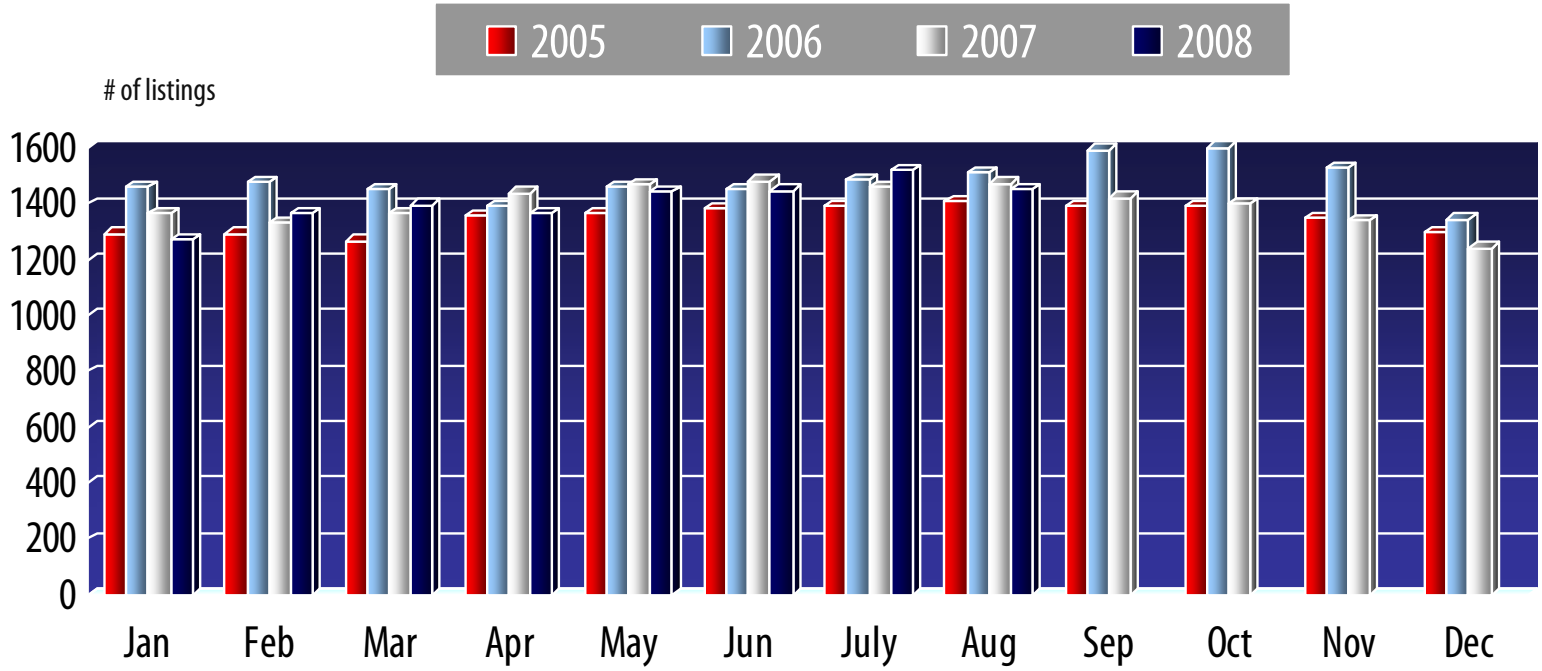
All homes built after 1990



Windermere REAL ESTATE

Chart 11 – AUGUST 2008

MONTHLY INVENTORY COMPARISON



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
2005	1293	1293	1266	1355	1364	1382	1394	1408	1392	1393	1351	1297
2006	1461	1478	1452	1393	1460	1452	1484	1509	1593	1600	1527	1344
2007	1365	1333	1364	1439	1467	1483	1458	1473	1421	1398	1341	1241
2008	1269	1368	1396	1368	1443	1447	1520	1450				

Windermere
REAL ESTATE

Chart 12 – AUGUST 2008

12 MONTH CLOSING COMPARISON TOTAL SALES

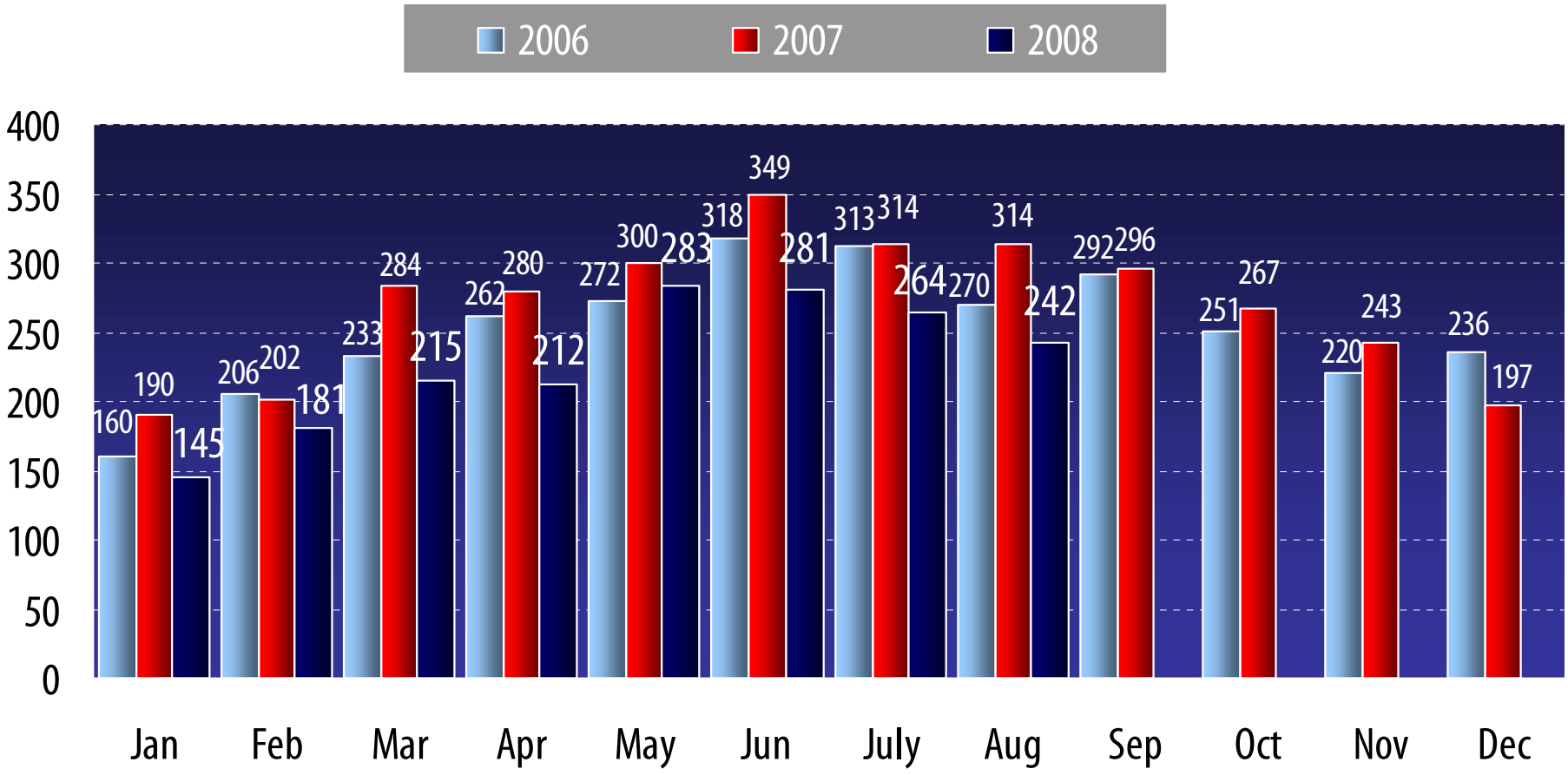


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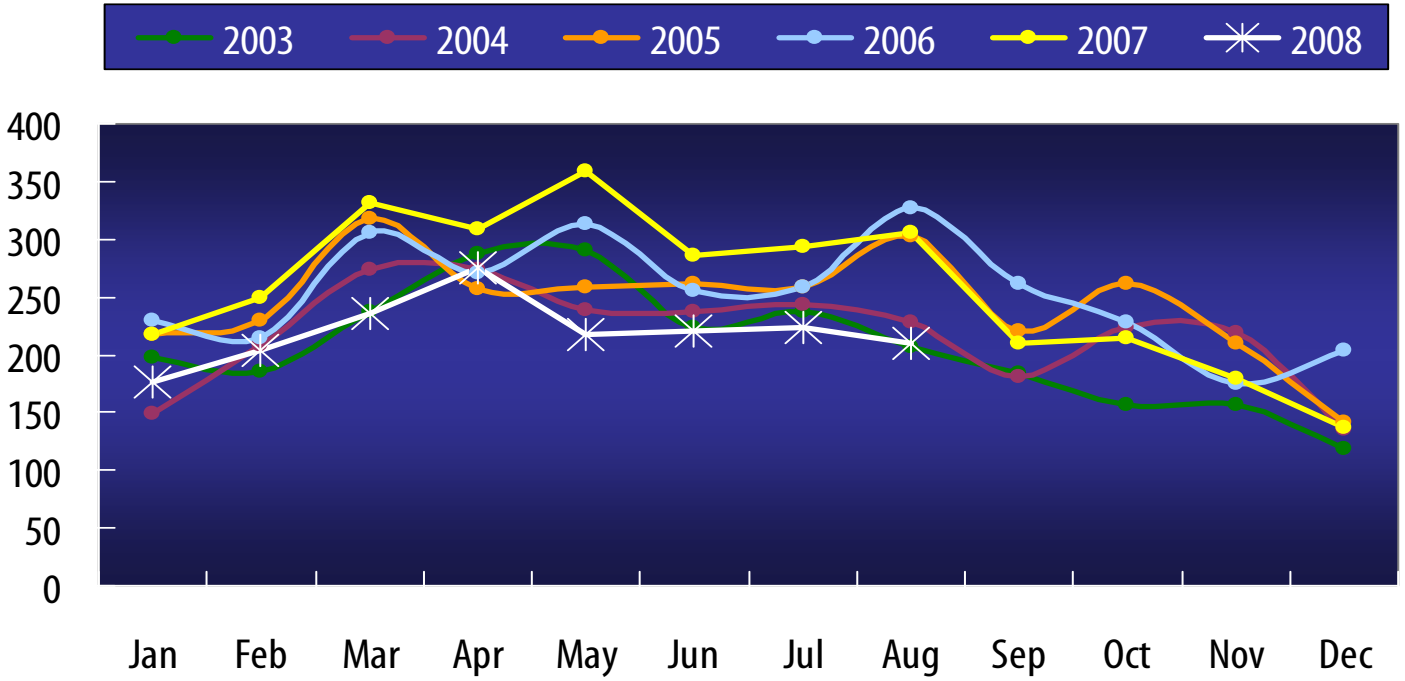
Chart 13 – AUGUST 2008

12 MONTH UNDER CONTRACT COMPARISON



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2003	197	186	238	278	291	223	238	207	181	156	156	119
2004	149	208	274	274	239	237	244	228	220	224	219	135
2005	218	229	318	257	258	262	259	303	261	262	210	142
2006	229	214	306	270	314	256	258	327	210	228	175	204
2007	218	249	332	308	359	286	293	305	228	215	179	137
2008	176	204	236	276	217	220	223	210				

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Chart 14 – AUGUST 2008