TRI-CITIES YEARLY AVERAGE SALES PRICE COMPARISON

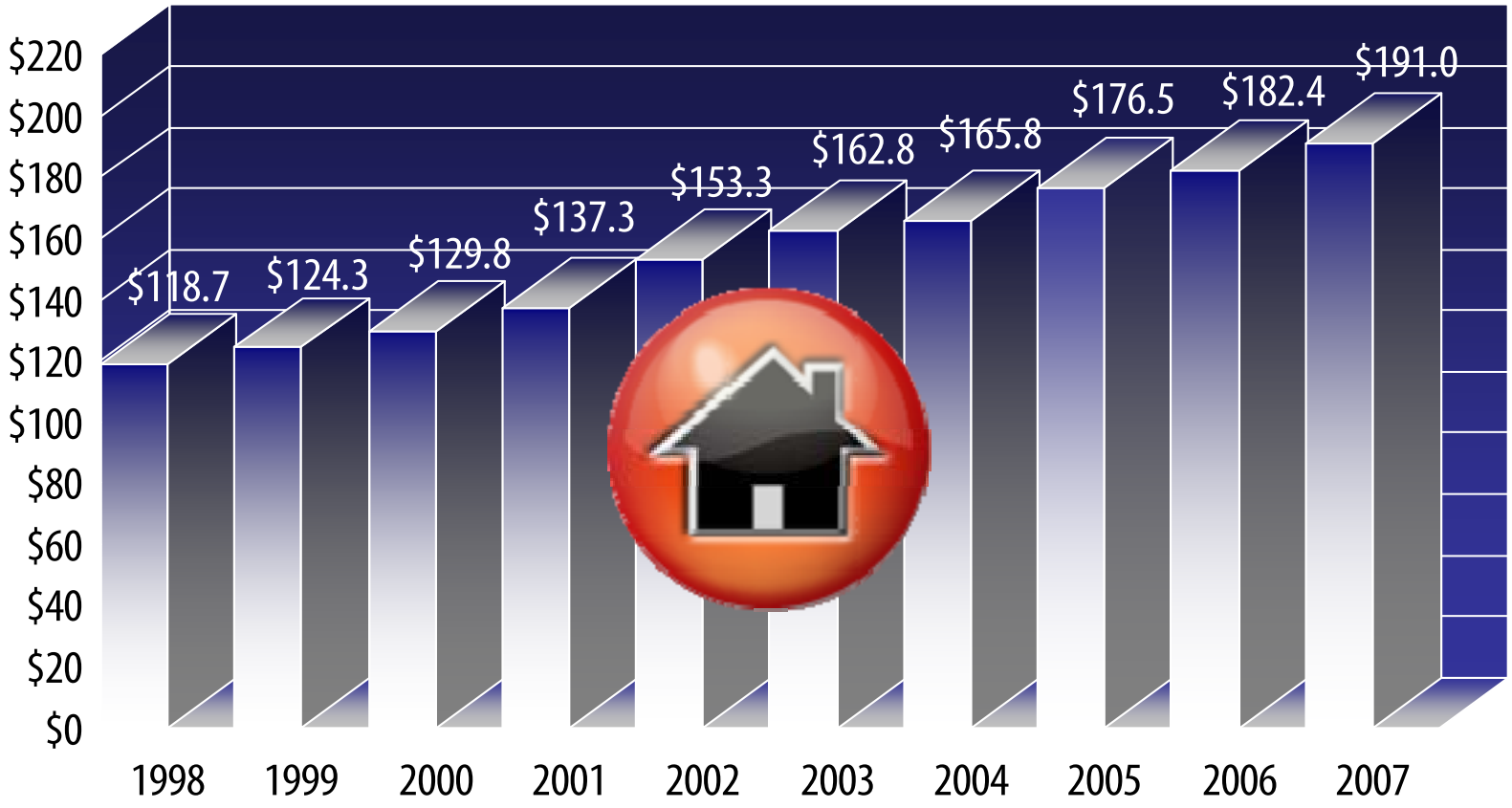

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Chart 1 – SEPTEMBER 2007

2007 is YTD

KENNEWICK, PASCO, RICHLAND & WEST RICHLAND YEARLY RESIDENTIAL SALES

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Chart 2 – SEPTEMBER 2007

2007 YTD Sales from January

12 MONTHS SALES ACTIVITY

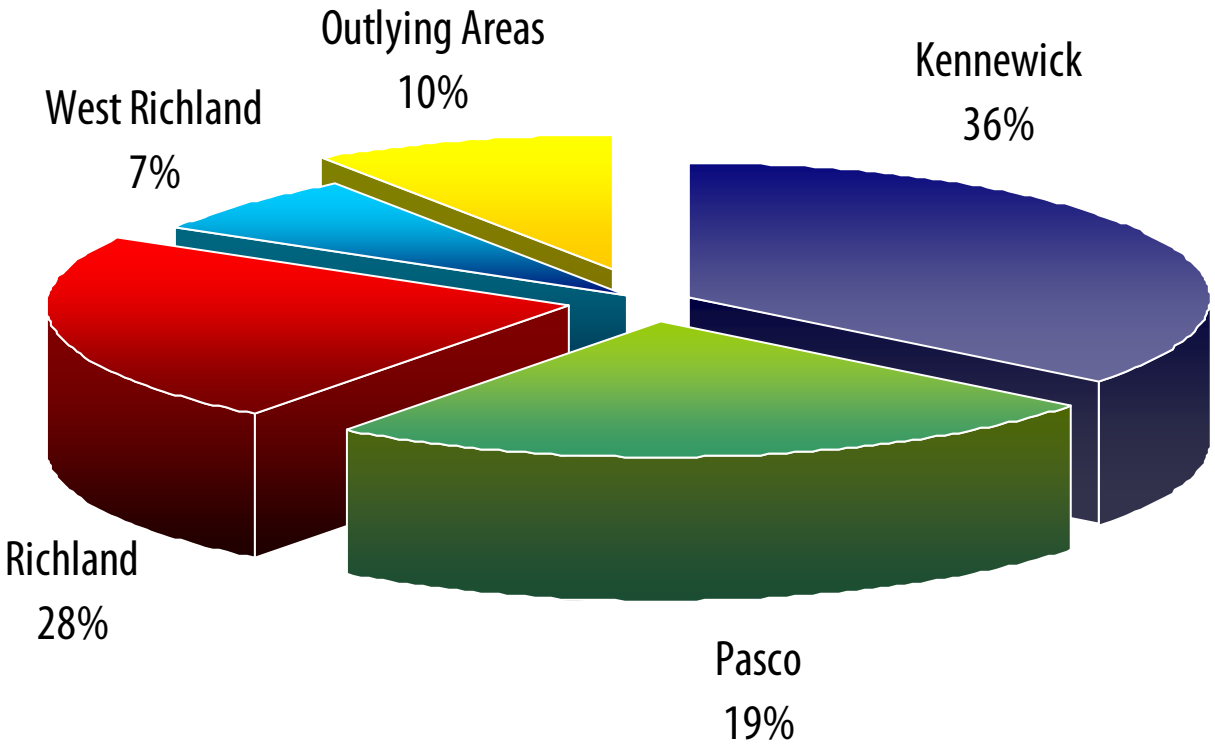

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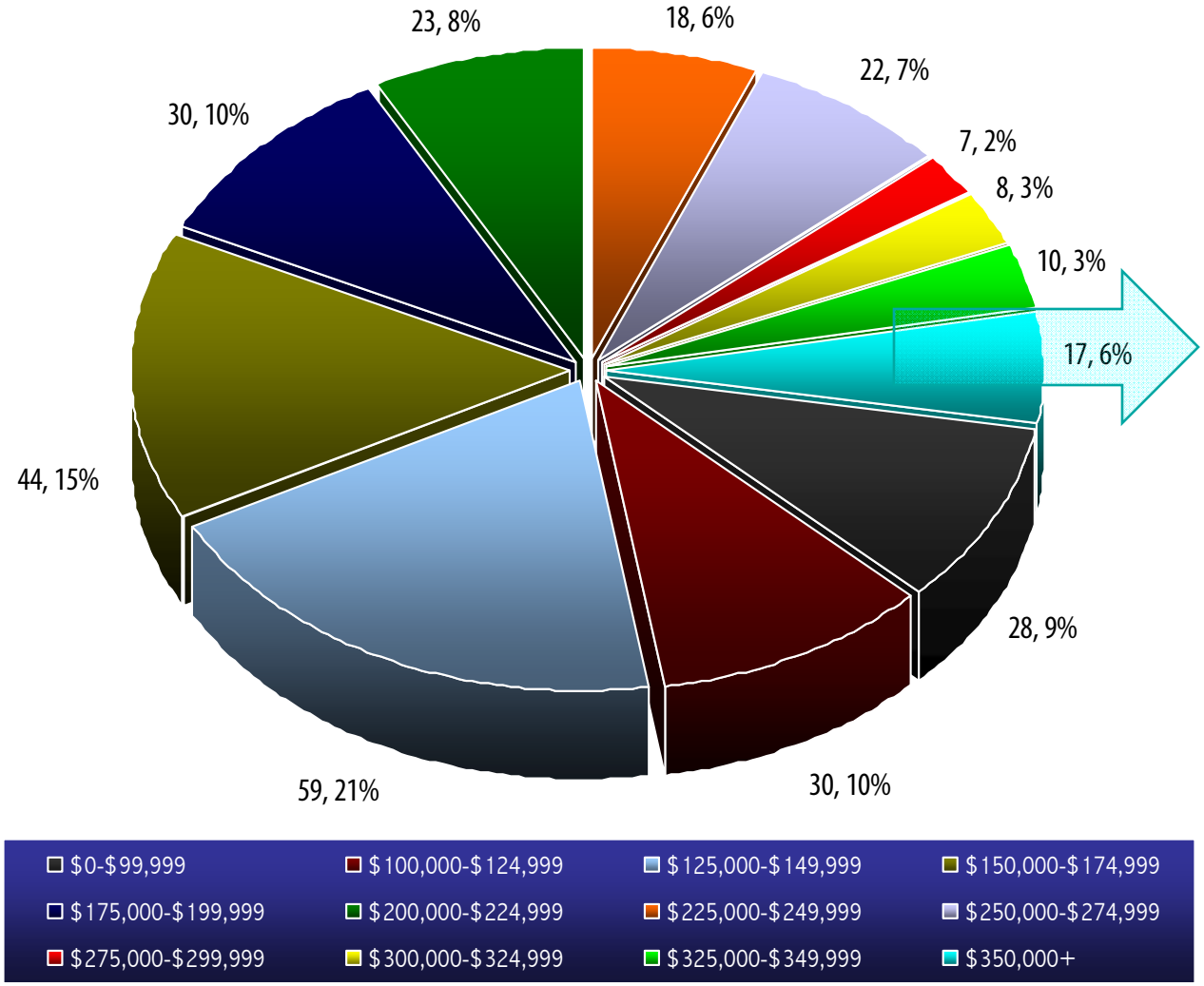
Chart 3 – SEPTEMBER 2007

SEPTEMBER ACTIVITY - SOLDS

Count, Percentage



$350,000+ Breakdown

$350,000-$374,999	3
$375,000-$399,999	4
$400,000-$424,999	3
$425,000-$449,999	2
$450,000-$474,999	3
$475,000-$499,999	1
$500,000-$524,999	0
$525,000-$549,999	0
$550,000-$574,999	0
$575,000-$599,999	0
$600,000-$624,999	1
$625,000-$649,999	0
$650,000-$674,999	0
$675,000-$699,999	0
$700,000+	0

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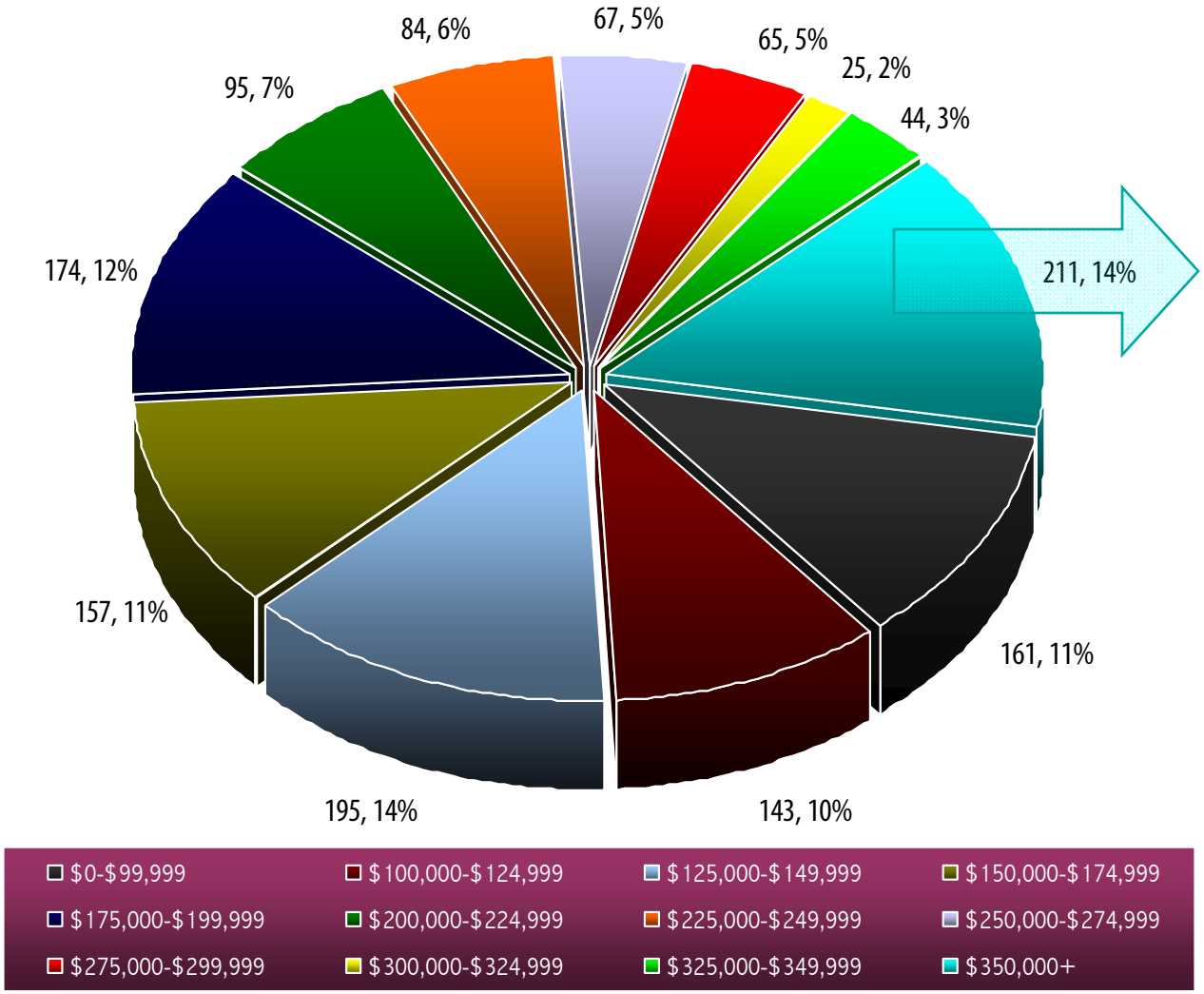
Chart 4 – SEPTEMBER 2007

SEPTEMBER ACTIVITY - ACTIVES

Count, Percentage



$350,000+ Breakdown

$350,000-$374,999	32
$375,000-$399,999	33
$400,000-$424,999	17
$425,000-$449,999	21
$450,000-$474,999	12
$475,000-$499,999	19
$500,000-$524,999	3
$525,000-$549,999	11
$550,000-$574,999	6
$575,000-$599,999	24
$600,000-$624,999	6
$625,000-$649,999	3
$650,000-$674,999	1
$675,000-$699,999	4
$700,000+	19

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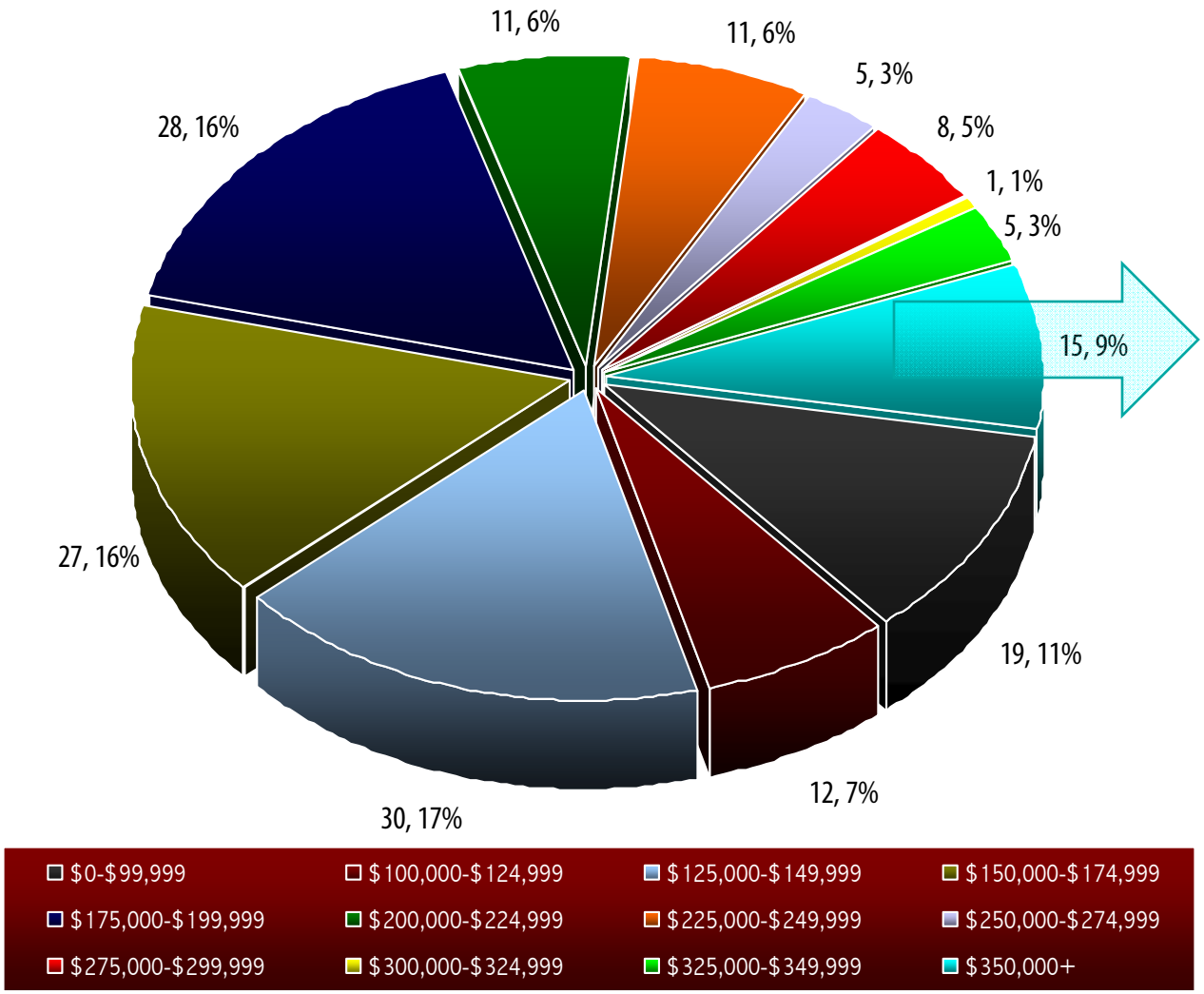
Chart 5 – SEPTEMBER 2007

SEPTEMBER ACTIVITY – UNDER CONTRACTS

Count, Percentage



$350,000+ Breakdown

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

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Chart 6 – SEPTEMBER 2007

TRI-CITIES SALES ACTIVITY

New vs. Re-sales

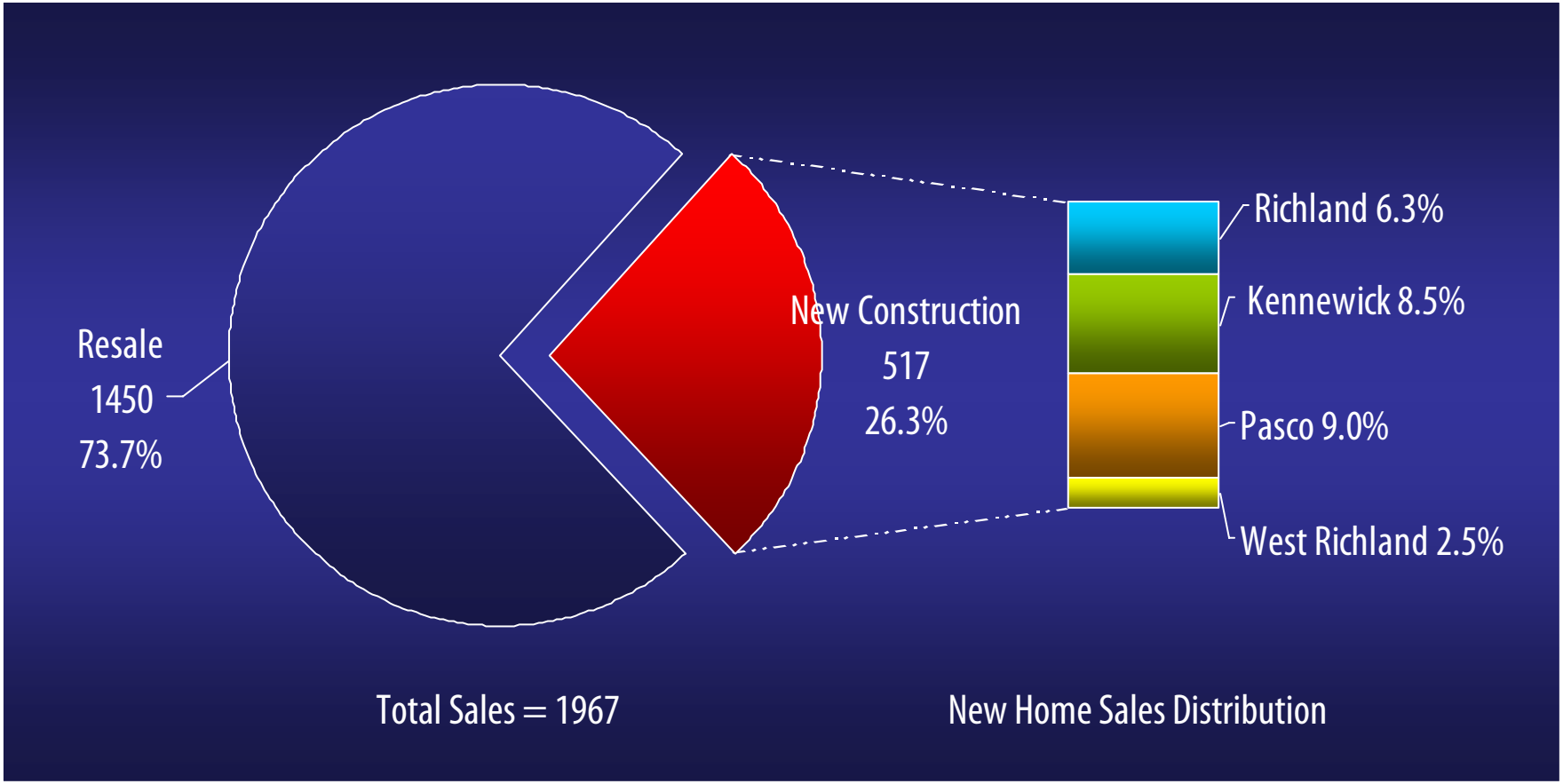

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Chart 7 – SEPTEMBER 2007

Last 6 months (APR 2007-SEPT 2007)

SALES ACTIVITY

New vs. Re-sales

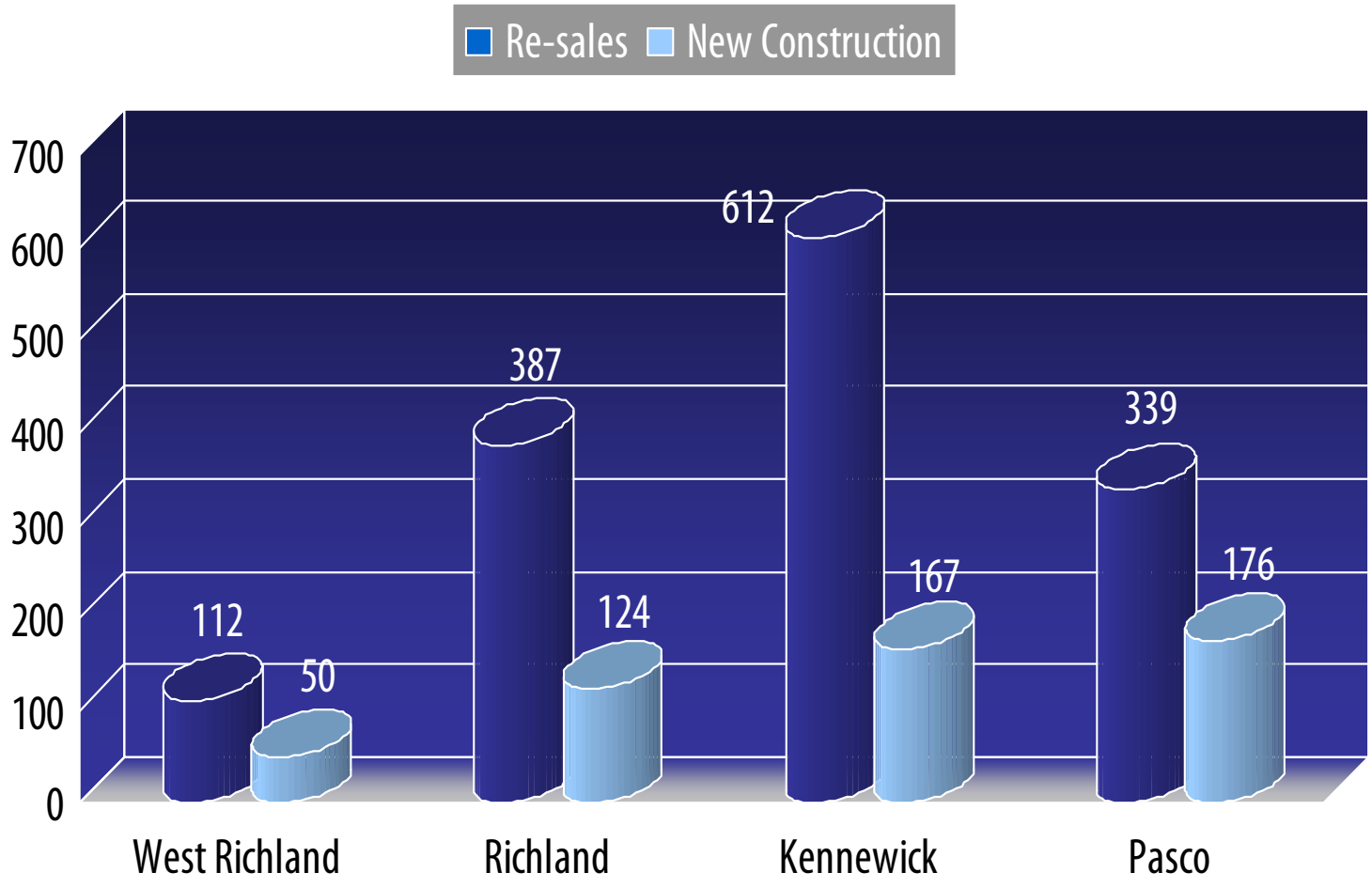

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Chart 8 – SEPTEMBER 2007

Last 6 months (APR - SEPT)

CURRENT LISTING INVENTORY

New vs. Re-sales

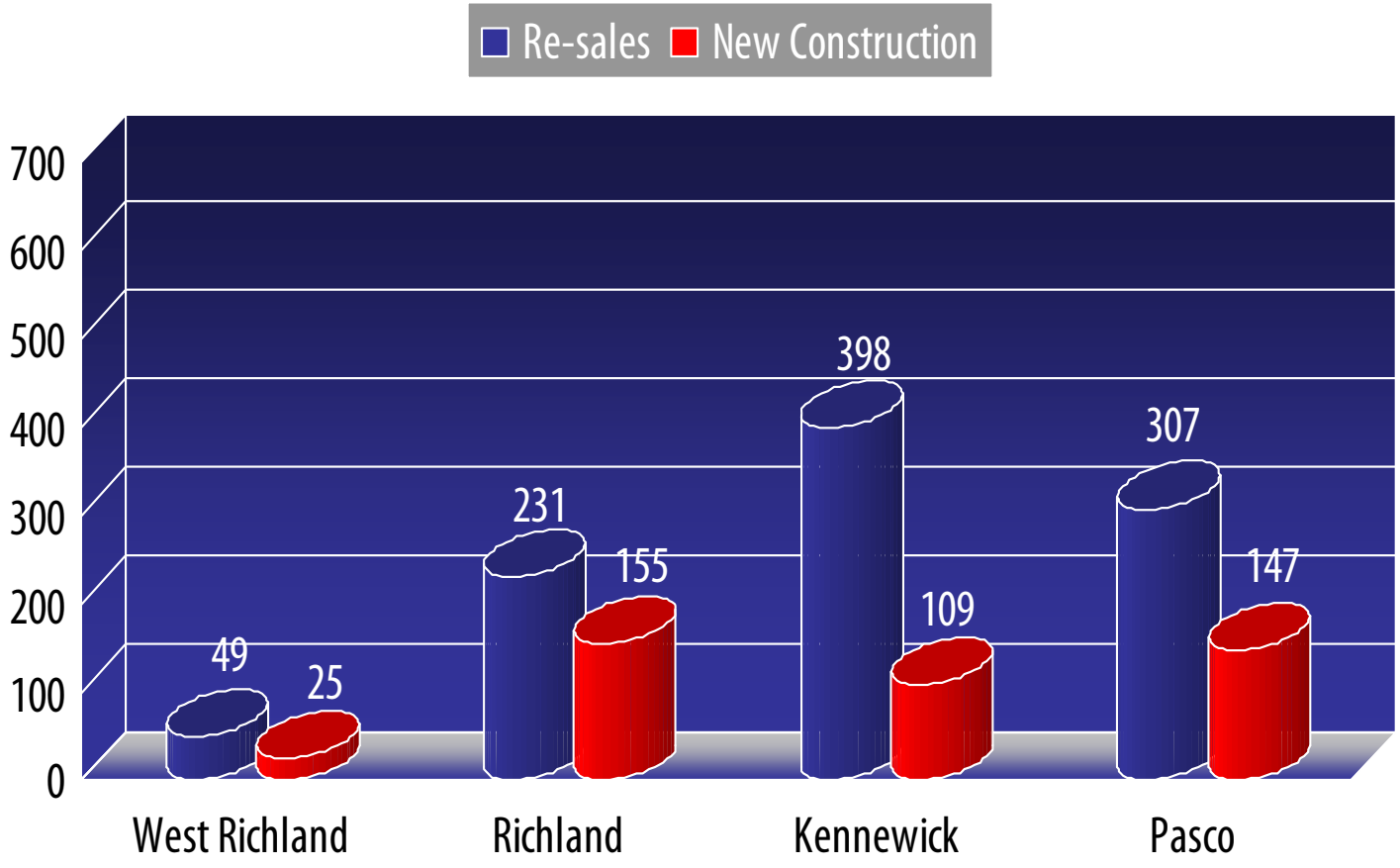

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Chart 9 – SEPTEMBER 2007

TRI-CITIES YEARLY AVERAGE SALES PRICE COMPARISON

All homes built prior to 1990

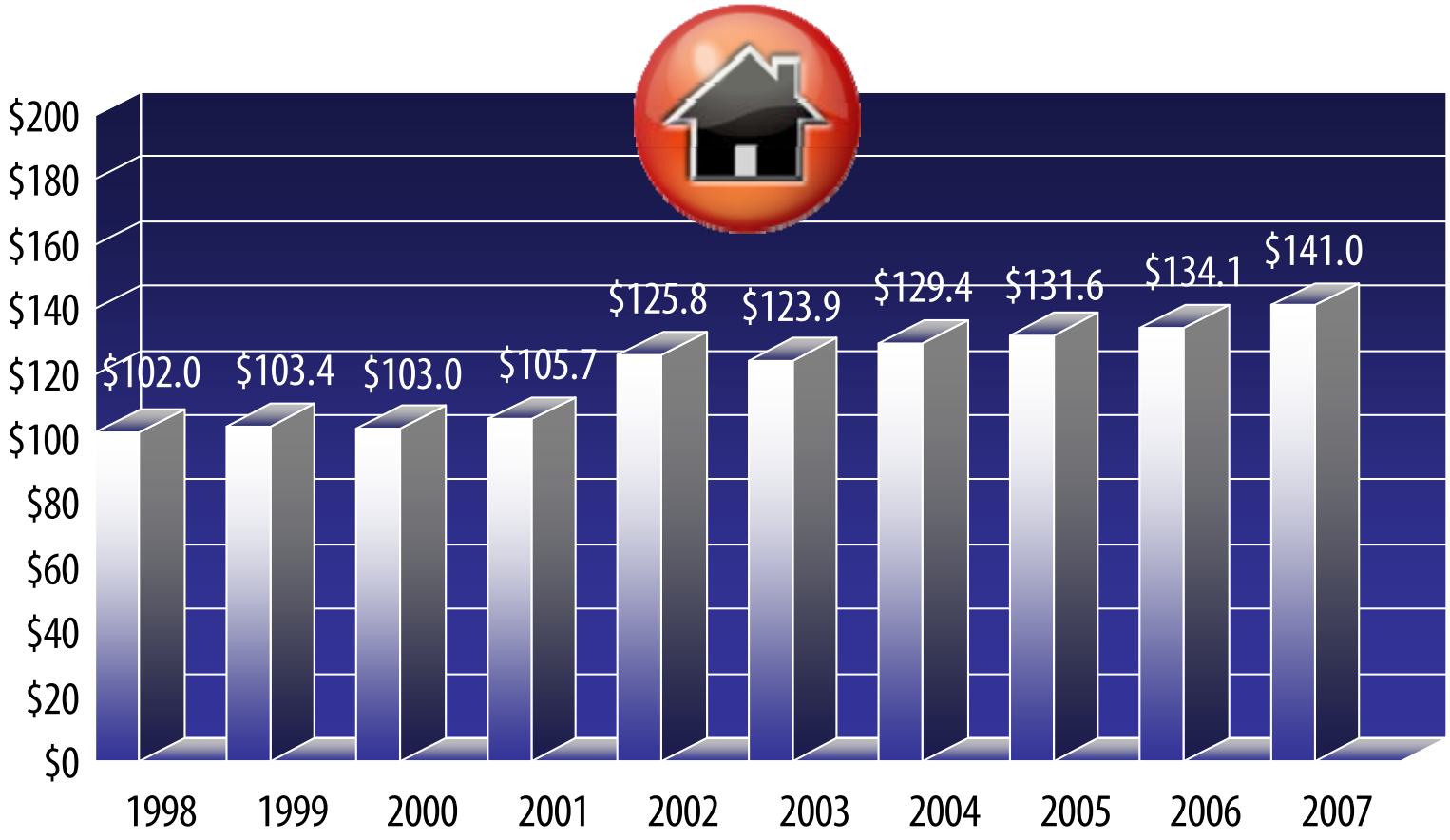

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Chart 10 – SEPTEMBER 2007

TRI-CITIES YEARLY AVERAGE SALES PRICE COMPARISON

All homes built after 1990

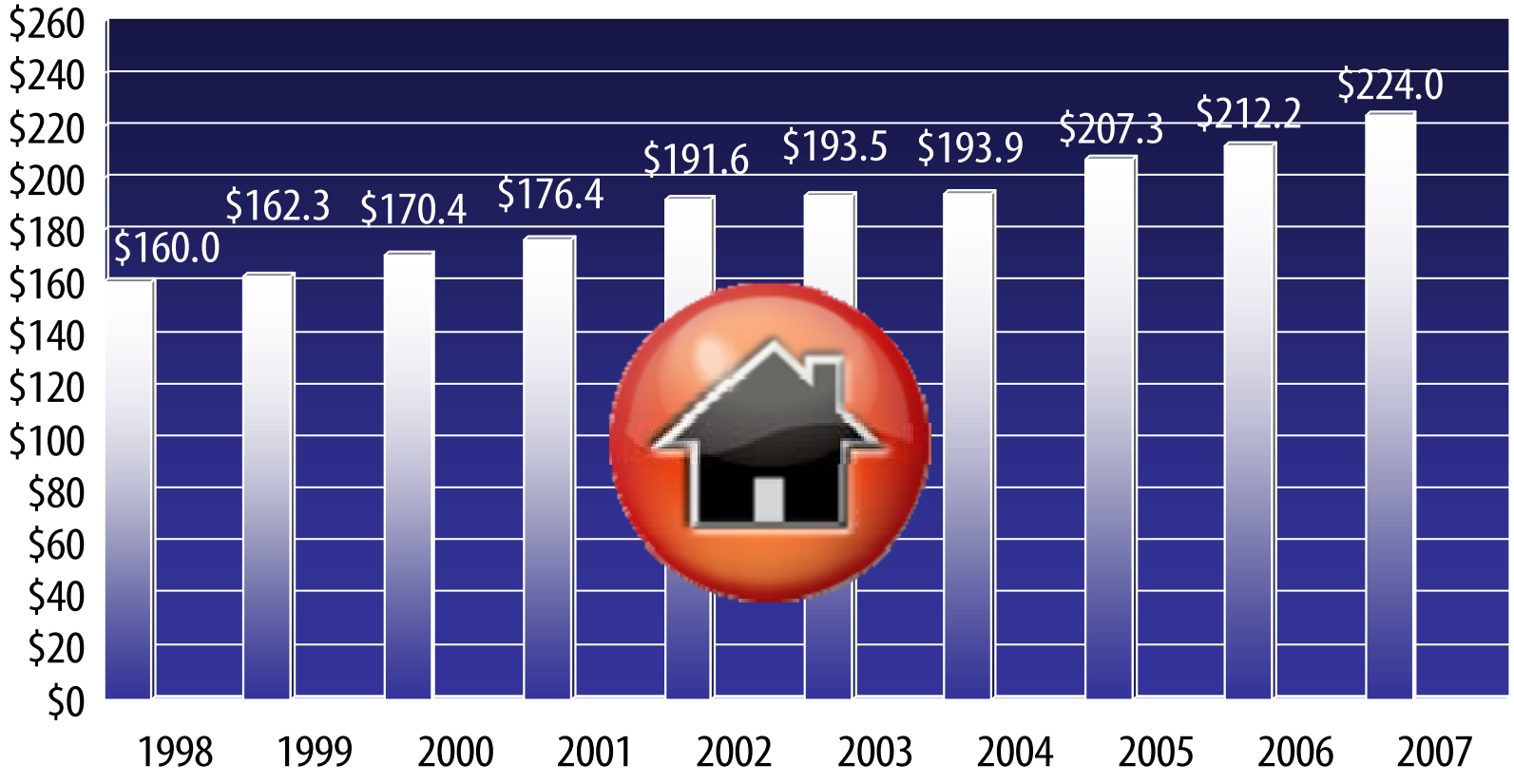

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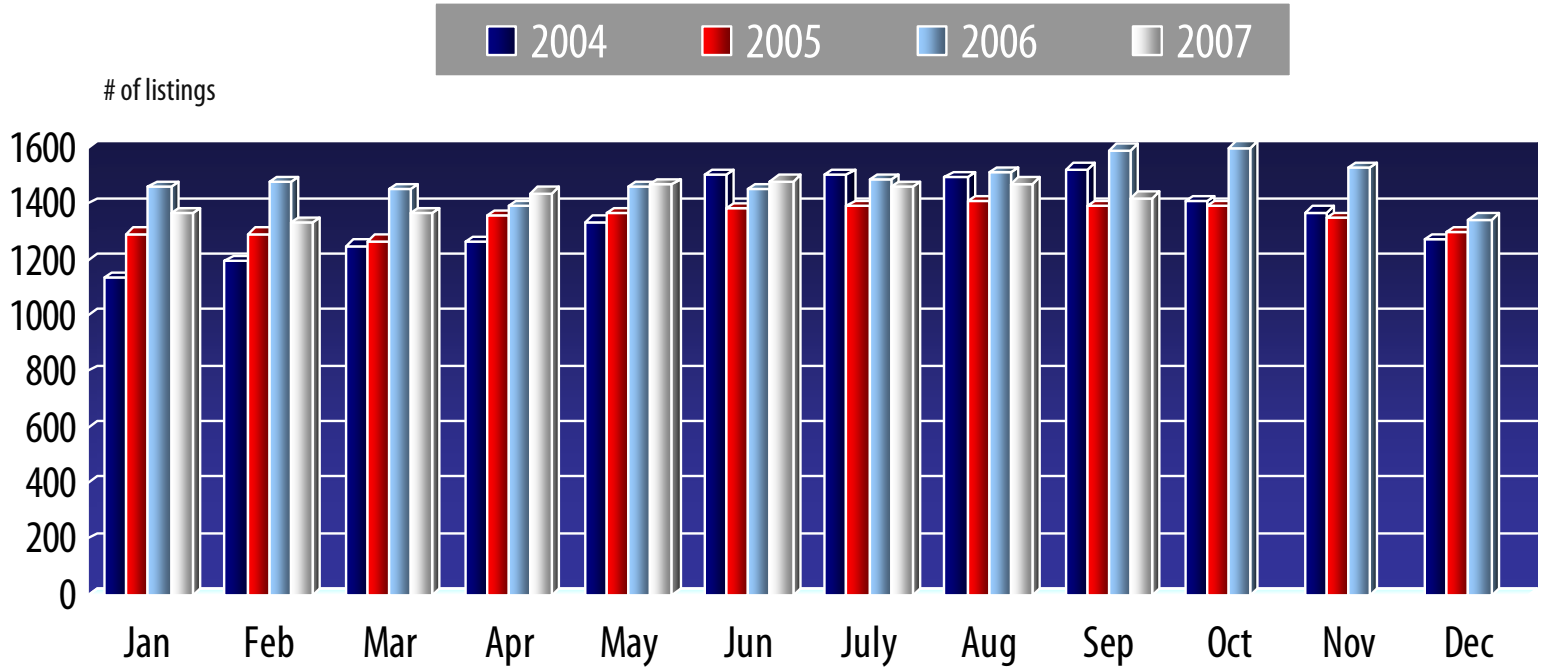
Chart 11 – SEPTEMBER 2007

MONTHLY INVENTORY COMPARISON



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
2004	1135	1196	1249	1264	1336	1504	1502	1496	1525	1406	1369	1272
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			

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Chart 12 – SEPTEMBER 2007

12 MONTH CLOSING COMPARISON TOTAL SALES

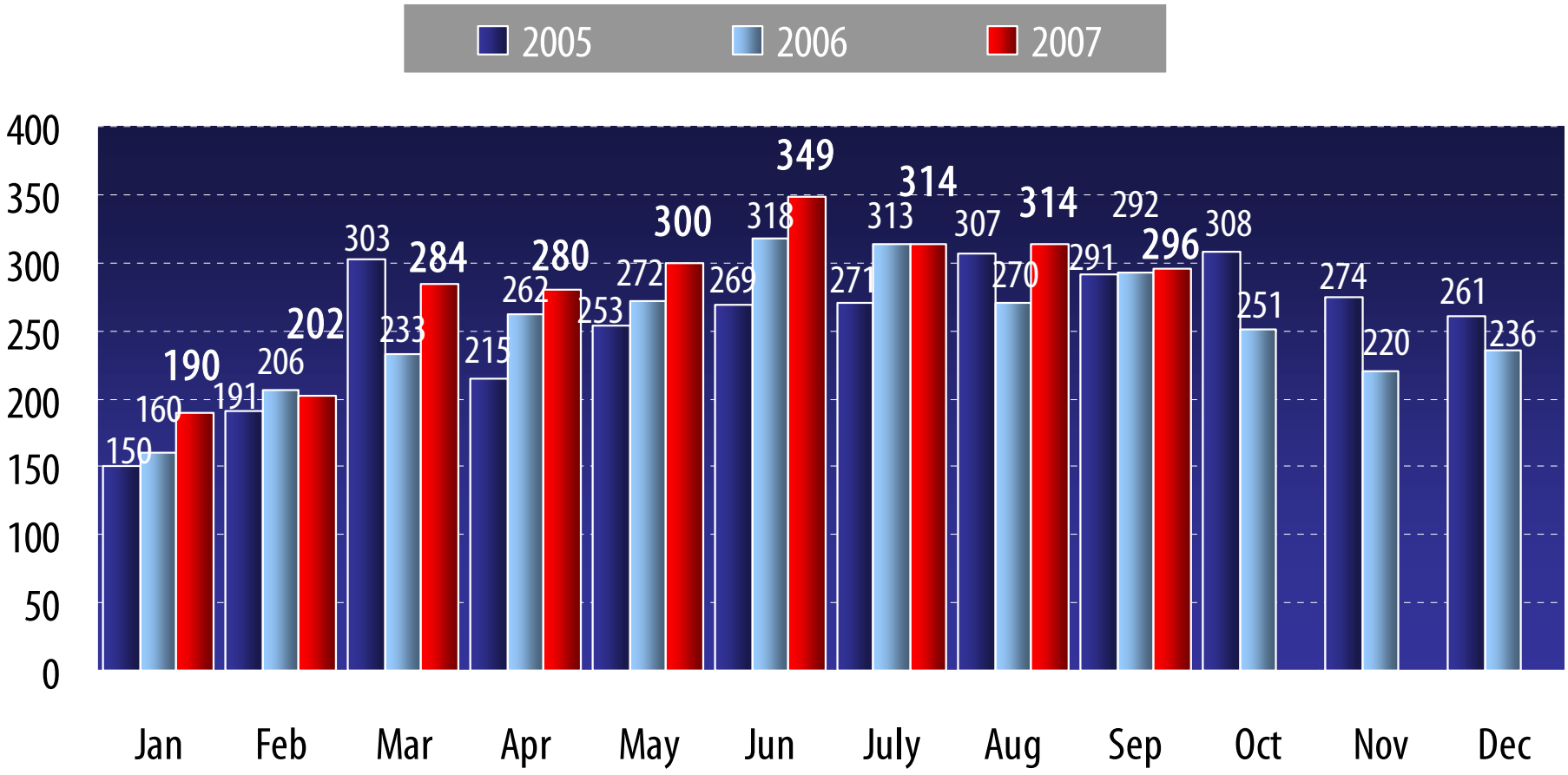

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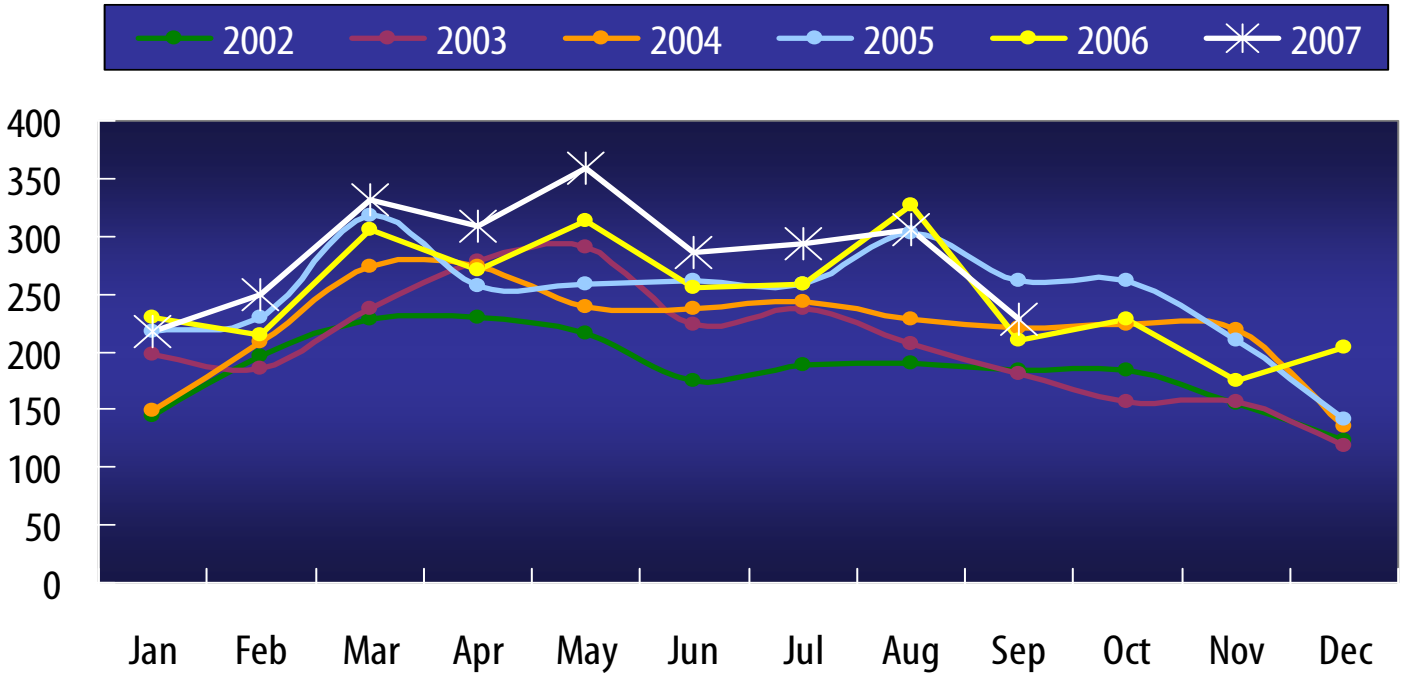
Chart 13 – SEPTEMBER 2007

12 MONTH UNDER CONTRACT COMPARISON



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2002	145	196	228	230	216	175	188	190	184	184	155	123
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			

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Chart 14 – SEPTEMBER 2007