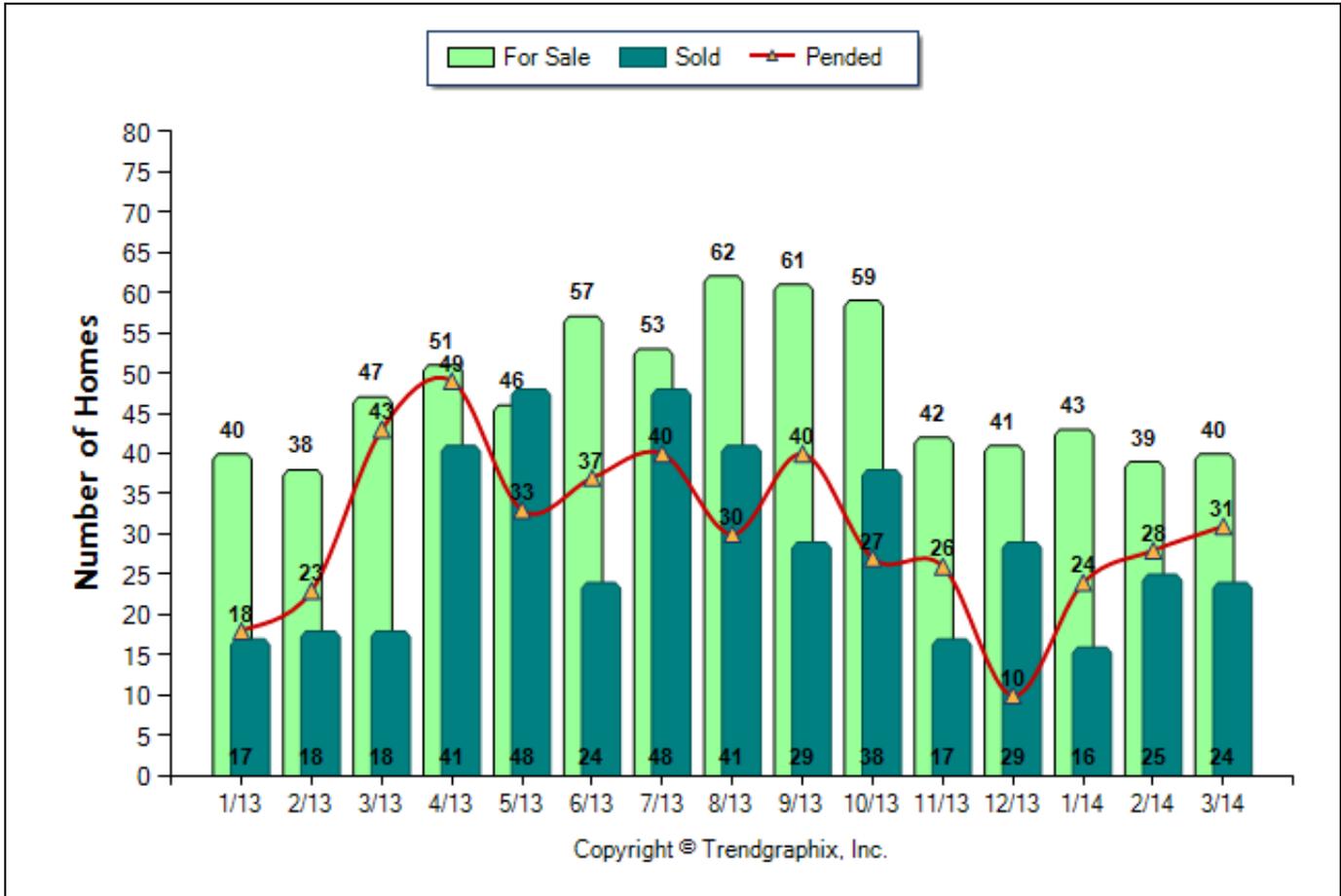




Location: ZIP 98199
 Property Types: Single Family Homes - All Property Statuses - All Properties - All Properties
 Price Range: \$0 - No Limit SQFT Range: 0 - No Limit Bedrooms: 0 - No Limit
 Full Baths: 0 - No Limit Half Baths: 0 - No Limit Year Built: 0 - No Limit

Number of Homes For Sale vs. Sold vs. Pended (Jan. 2013 - Mar. 2014)



| | Curnt vs. Prev Month | | | Curnt vs. Same Month 1 Yr Ago | | | Curnt vs. Same Qtr 1 Yr Ago | | |
|----------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|
| | Mar. 14 | Feb. 14 | % Change | Mar. 14 | Mar. 13 | % Change | Jan. 14 to Mar. 14 | Jan. 13 to Mar. 13 | % Change |
| For Sale | 40 | 39 | 2.6% ▲ | 40 | 47 | -14.9% ▼ | 41 | 42 | -2.4% ▼ |
| Sold | 24 | 25 | -4% ▼ | 24 | 18 | 33.3% ▲ | 22 | 18 | 22.2% ▲ |
| Pended | 31 | 28 | 10.7% ▲ | 31 | 43 | -27.9% ▼ | 28 | 28 | 0% |

March 2014 is a Seller's market**

Home For Sale in March 2014 is 40 units. It is up **2.6%** compared to the last month and down **14.9%** compared to the last year.
Home Closed in March 2014 is 24 units. It is down **4%** compared to the last month and up **33.3%** compared to the last year.
Home Placed under Contract in March 2014 is 31 units. It is up **10.7%** compared to the last month and down **27.9%** compared to the last year.

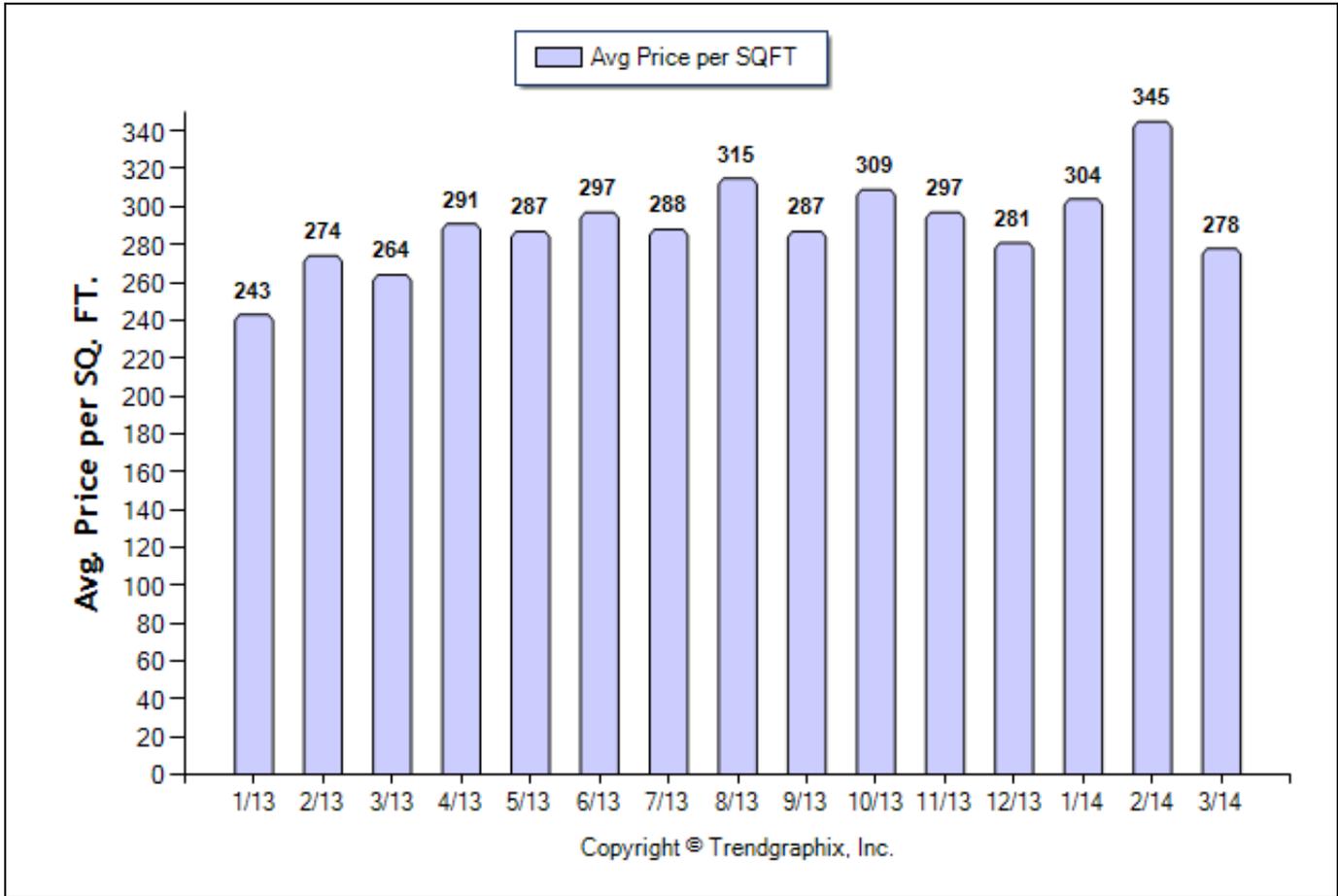
**Buyer's market: more than 6 months of inventory based on closed sales. Seller's market: less than 3 months of inventory based on closed sales. Neutral market: 3 - 6 months of inventory based on closed sales.

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Location: ZIP 98199
 Property Types: Single Family Homes - All Property Statuses - All Properties - All Properties
 Price Range: \$0 - No Limit SQFT Range: 0 - No Limit Bedrooms: 0 - No Limit
 Full Baths: 0 - No Limit Half Baths: 0 - No Limit Year Built: 0 - No Limit

Average Price per SQFT (Jan. 2013 - Mar. 2014)



| | Curnt vs. Prev Month | | | Curnt vs. Same Month 1 Yr Ago | | | Curnt vs. Same Qtr 1 Yr Ago | | |
|--------------------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|
| | Mar. 14 | Feb. 14 | % Change | Mar. 14 | Mar. 13 | % Change | Jan. 14 to Mar. 14 | Jan. 13 to Mar. 13 | % Change |
| Avg. Sq. Ft. Price | 278.2 | 345.1 | -19.4% ▼ | 278.2 | 264 | 5.4% ▲ | 310.3 | 260.8 | 19% ▲ |

March 2014 Average Sold Price per Square Footage is Neutral**

Average Sold Price per Square Footage in March 2014 is \$278. It is down **19.4%** compared to the last month and up **5.4%** compared to the last year.

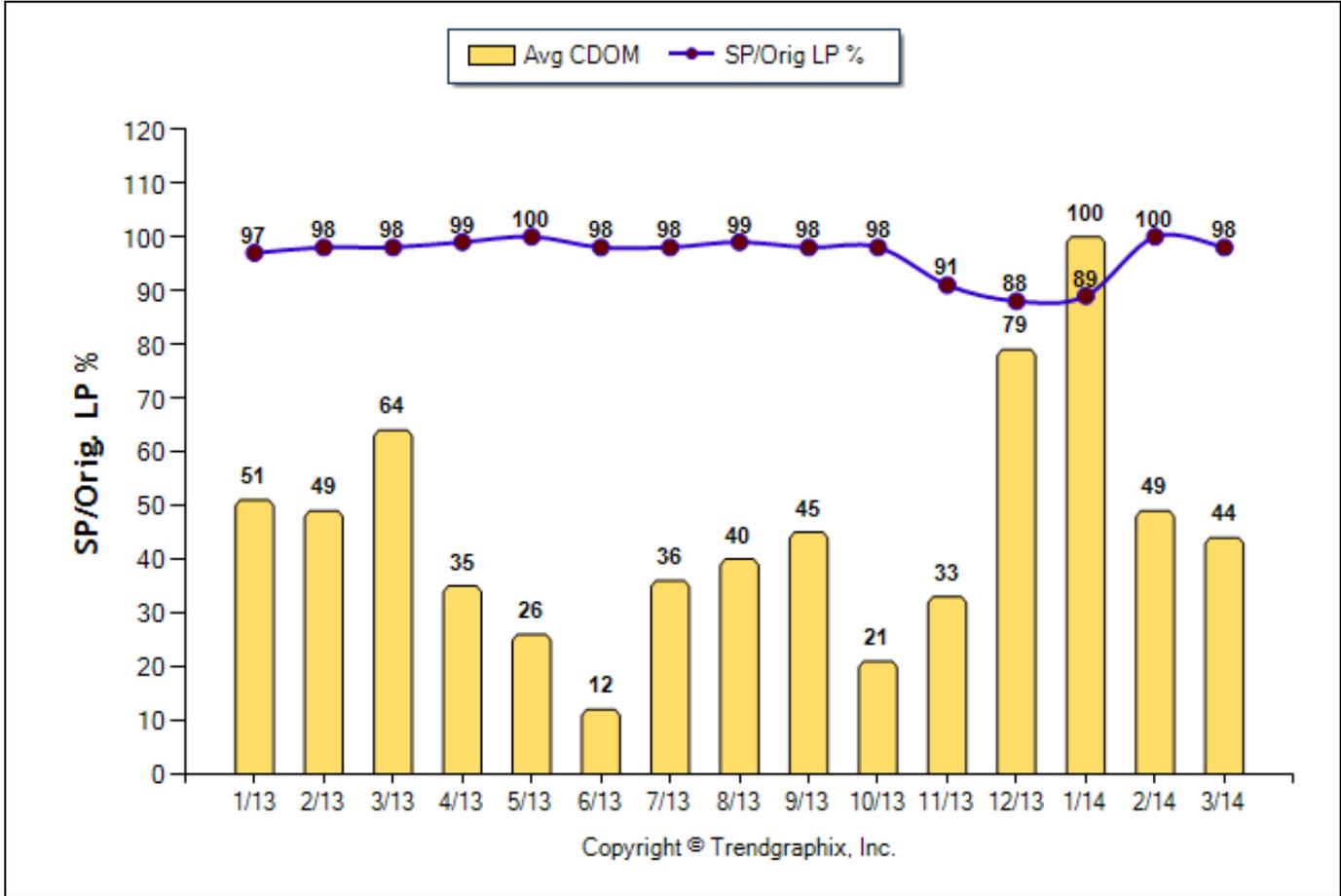
**Based on 6 month trend - Appreciating/Depreciating/Neutral.

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Location: ZIP 98199
 Property Types: Single Family Homes - All Property Statuses - All Properties - All Properties
 Price Range: \$0 - No Limit SQFT Range: 0 - No Limit Bedrooms: 0 - No Limit
 Full Baths: 0 - No Limit Half Baths: 0 - No Limit Year Built: 0 - No Limit

Avg CDOM & SP/Orig LP % (Jan. 2013 - Mar. 2014)



| | Curnt vs. Prev Month | | | Curnt vs. Same Month 1 Yr Ago | | | Curnt vs. Same Qtr 1 Yr Ago | | |
|----------------------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|
| | Mar. 14 | Feb. 14 | % Change | Mar. 14 | Mar. 13 | % Change | Jan. 14 to Mar. 14 | Jan. 13 to Mar. 13 | % Change |
| Avg CDOM | 44 | 49 | -10.2% ▼ | 44 | 64 | -31.2% ▼ | 60 | 55 | 9.1% ▲ |
| Sold/Orig LP Diff. % | 98 | 100 | -2% ▼ | 98 | 98 | 0% | 97 | 98 | -1% ▼ |

March 2014 Average Continuous Days on Market trend Remains Steady**

Continuous Days on Market in March 2014 is 44. It is down 10.2% compared to the last month and down 31.2% compared to the last year.

March 2014 Sold/Original List Price Ratio Remains Steady**

Sold/Original List Price % in March 2014 is 98%. It is down 2% compared to the last month and the same as compared to the last year.

**Based on 6 month trend - Rising/Falling/Remains Steady.



Location: ZIP 98199

Property Types: Single Family Homes - All Property Statuses - All Properties - All Properties

Price Range: \$0 - No Limit

SQFT Range: 0 - No Limit

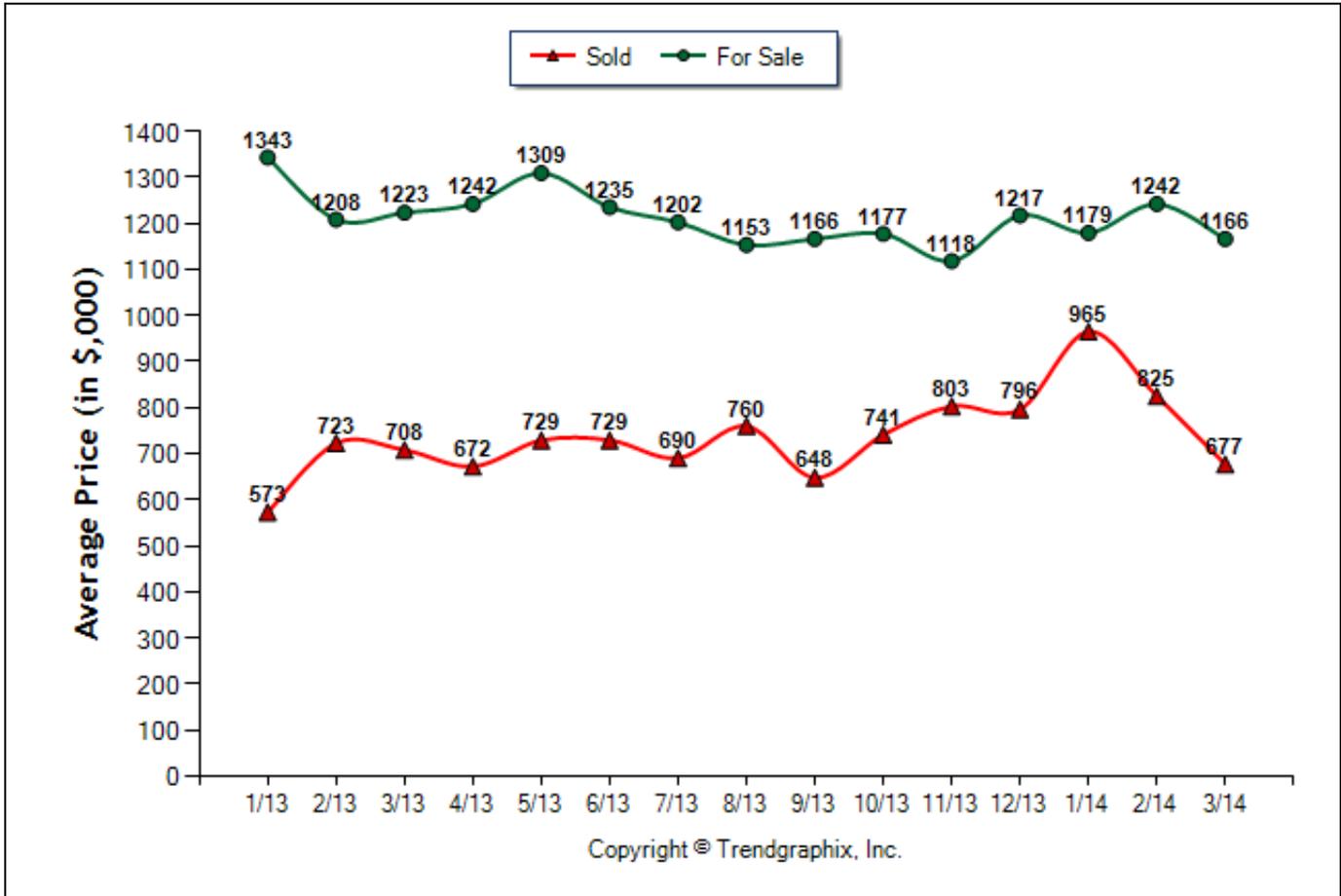
Bedrooms: 0 - No Limit

Full Baths: 0 - No Limit

Half Baths: 0 - No Limit

Year Built: 0 - No Limit

Average Price of For Sale and Sold (Jan. 2013 - Mar. 2014)



| | Curnt vs. Prev Month | | | Curnt vs. Same Month 1 Yr Ago | | | Curnt vs. Same Qtr 1 Yr Ago | | |
|-------------------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|
| | Mar. 14 | Feb. 14 | % Change | Mar. 14 | Mar. 13 | % Change | Jan. 14 to Mar. 14 | Jan. 13 to Mar. 13 | % Change |
| Avg. Active Price | 1166 | 1242 | -6.1% ▼ | 1166 | 1223 | -4.7% ▼ | 1195 | 1257 | -4.9% ▼ |
| Avg. Sold Price | 677 | 825 | -17.9% ▼ | 677 | 708 | -4.4% ▼ | 805 | 670 | 20.1% ▲ |

March 2014 Average For Sale Price is Neutral**

Average For Sale Price (in thousand) in March 2014 is \$1166. It is down 6.1% compared to the last month and down 4.7% compared to the last year.

March 2014 Average Sold Price is Neutral**

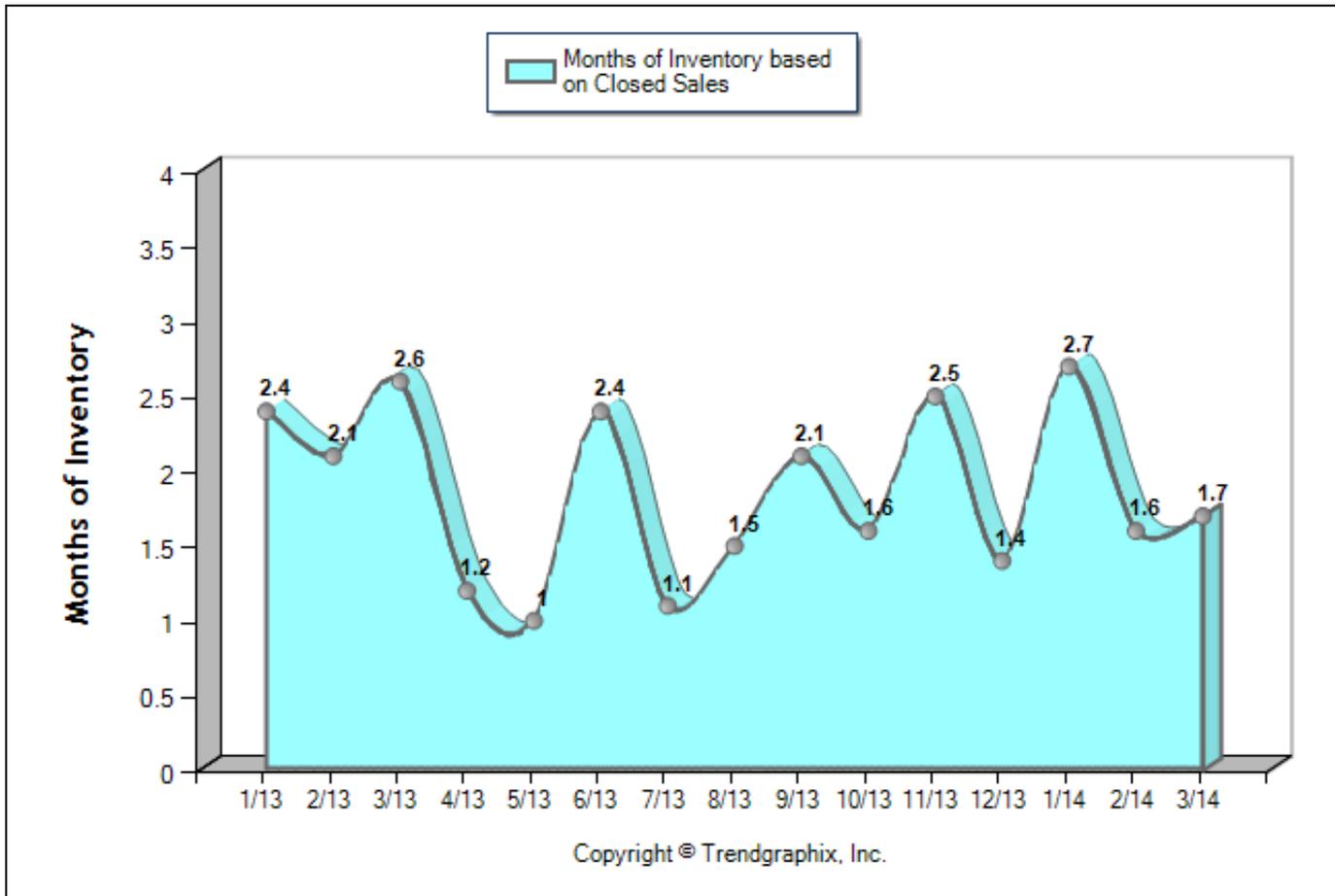
Average Sold Price (in thousand) in March 2014 is \$677. It is down 17.9% compared to the last month and down 4.4% compared to the last year.

**Based on 6 month trend - Appreciating/Depreciating/Neutral.



Location: ZIP 98199
 Property Types: Single Family Homes - All Property Statuses - All Properties - All Properties
 Price Range: \$0 - No Limit SQFT Range: 0 - No Limit Bedrooms: 0 - No Limit
 Full Baths: 0 - No Limit Half Baths: 0 - No Limit Year Built: 0 - No Limit

Months of Inventory Based on Closed Sales (Jan. 2013 - Mar. 2014)



| | Curnt vs. Prev Month | | | Curnt vs. Same Month 1 Yr Ago | | | Curnt vs. Same Qtr 1 Yr Ago | | |
|------------------------------------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|
| | Mar. 14 | Feb. 14 | % Change | Mar. 14 | Mar. 13 | % Change | Jan. 14 to Mar. 14 | Jan. 13 to Mar. 13 | % Change |
| Months of Inventory (Closed Sales) | 1.7 | 1.6 | 6.8% ▲ | 1.7 | 2.6 | -36.2% ▼ | 1.9 | 2.3 | -20.1% ▼ |

March 2014 is a Seller's market**

Months of Inventory based on Closed Sales in March 2014 is 1.7. It is up **6.8%** compared to the last month and down **36.2%** compared to the last year.

**Buyer's market: more than 6 months of inventory based on closed sales. Seller's market: less than 3 months of inventory based on closed sales. Neutral market: 3 - 6 months of inventory based on closed sales.

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Facts and TrendsTM - Published April 2014*

Location: ZIP 98199

Property Types: Single Family Homes - All Property Statuses - All Properties - All Properties

Price Range: \$0 - No Limit

SQFT Range: 0 - No Limit

Bedrooms: 0 - No Limit

Full Baths: 0 - No Limit

Half Baths: 0 - No Limit

Year Built: 0 - No Limit



| Date | 1/13 | 2/13 | 3/13 | 4/13 | 5/13 | 6/13 | 7/13 | 8/13 | 9/13 | 10/13 | 11/13 | 12/13 | 1/14 | 2/14 | 3/14 |
|---|------|------|------|------|-------|------|------|------|------|-------|-------|-------|------|------|------|
| For Sale | 40 | 38 | 47 | 51 | 46 | 57 | 53 | 62 | 61 | 59 | 42 | 41 | 43 | 39 | 40 |
| New Listing | 24 | 25 | 55 | 56 | 44 | 49 | 48 | 46 | 51 | 31 | 20 | 8 | 33 | 28 | 37 |
| Sold | 17 | 18 | 18 | 41 | 48 | 24 | 48 | 41 | 29 | 38 | 17 | 29 | 16 | 25 | 24 |
| Pended | 18 | 23 | 43 | 49 | 33 | 37 | 40 | 30 | 40 | 27 | 26 | 10 | 24 | 28 | 31 |
| Months of Inventory (Closed Sales) | 2.4 | 2.1 | 2.6 | 1.2 | 1 | 2.4 | 1.1 | 1.5 | 2.1 | 1.6 | 2.5 | 1.4 | 2.7 | 1.6 | 1.7 |
| Months of Inventory (Pended Sales) | 2.2 | 1.7 | 1.1 | 1 | 1.4 | 1.5 | 1.3 | 2.1 | 1.5 | 2.2 | 1.6 | 4.1 | 1.8 | 1.4 | 1.3 |
| Absorption Rate (Closed Sales) % | 42.5 | 47.4 | 38.3 | 80.4 | 104.3 | 42.1 | 90.6 | 66.1 | 47.5 | 64.4 | 40.5 | 70.7 | 37.2 | 64.1 | 60 |
| Absorption Rate (Pended Sales) % | 45 | 60.5 | 91.5 | 96.1 | 71.7 | 64.9 | 75.5 | 48.4 | 65.6 | 45.8 | 61.9 | 24.4 | 55.8 | 71.8 | 77.5 |
| Avg. Active Price | 1343 | 1208 | 1223 | 1242 | 1309 | 1235 | 1202 | 1153 | 1166 | 1177 | 1118 | 1217 | 1179 | 1242 | 1166 |
| Avg. Sold Price | 573 | 723 | 708 | 672 | 729 | 729 | 690 | 760 | 648 | 741 | 803 | 796 | 965 | 825 | 677 |
| Avg. Sq. Ft. Price | 243 | 274 | 264 | 291 | 287 | 297 | 288 | 315 | 287 | 309 | 297 | 281 | 304 | 345 | 278 |
| Sold/List Diff. % | 98 | 99 | 99 | 102 | 101 | 99 | 99 | 100 | 99 | 100 | 97 | 98 | 97 | 100 | 101 |
| Sold/Orig LP Diff. % | 97 | 98 | 98 | 99 | 100 | 98 | 98 | 99 | 98 | 98 | 91 | 88 | 89 | 100 | 98 |
| Days on Market | 40 | 52 | 49 | 33 | 19 | 12 | 27 | 28 | 22 | 15 | 34 | 74 | 69 | 37 | 29 |
| Avg CDOM | 51 | 49 | 64 | 35 | 26 | 12 | 36 | 40 | 45 | 21 | 33 | 79 | 100 | 49 | 44 |
| Median | 520 | 662 | 620 | 567 | 641 | 573 | 623 | 615 | 583 | 686 | 735 | 580 | 660 | 640 | 598 |

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