

# Market Activity

## Market Activity

### Spokane Association of REALTORS® Residential Report

#### MLS Sales Data

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**JULY**  
**2009**

Closed residential sales totaled 537 in July up 7.4% from June. This marks the first time in the past five years that July sales have exceeded June sales. The average sales price for July was \$194,324 up slightly from June. The median sales price for July was \$176,000 which is down slightly from June.

The year to date sales through July total 2,396 which is down 19.9% compared to the same period last year. The average sales price through July is \$194,090 down 7.2% compared to the same period last year. The median price is \$174,500 which is down 5.9% compared to last year.

The inventory as of this report stands at 3,412 homes on the market (site built and condo on less than one acre). This figure is down 1.2% compared to this time last year. New home sales total 313 through July compared to 473 over the same period last year which is down 33.8%

### Residential Site Built and Condo in Spokane County

(On less than one acre)

#### JULY HOME SALES MARKET ACTIVITY

| AREA                  | Active Listings<br>(as of<br>08/04/09) | New Listings | Expired Listings | Pending Sales | Closed Sales | Average Sales Price<br>(Closed) | Median Sale Price<br>(Closed) | Total Volume | New Home Sales<br>Closed &<br>Avg. Price |
|-----------------------|--|--------------|------------------|---------------|--------------|---------------------------------|-------------------------------|--------------|--|
| <b>VALLEY</b>         |  |              |                  |               |              |                                 |                               |              |  |
| 110                   | 428                                    | 129          | 19               | 61            | 65           | 203,801                         | 194,700                       | 13,247,121   | 6  |
| 111                   | 1                                      | 0            | 0                | 0             | 0            | 0                               | 0                             | 0            | 0  |
| 112                   | 285                                    | 72           | 15               | 30            | 38           | 226,914                         | 209,074                       | 8,622,733    | 12                                       |
| 140                   | 186                                    | 55           | 14               | 25            | 34           | 198,758                         | 176,087                       | 6,451,798    | 7  |
| 141                   | 41                                     | 8            | 2                | 0             | 0            | 0                               | 0                             | 0            | 0  |
| 142                   | 16                                     | 3            | 2                | 5             | 7            | 164,695                         | 158,000                       | 1,152,870    | 0  |
| <b>SOUTH</b>          |  |              |                  |               |              |                                 |                               |              |  |
| 210                   | 382                                    | 114          | 23               | 38            | 58           | 172,171                         | 160,700                       | 9,985,942    | 0  |
| 211                   | 146                                    | 30           | 4                | 17            | 18           | 277,900                         | 239,000                       | 5,002,200    | 0  |
| 220                   | 303                                    | 62           | 15               | 39            | 37           | 277,422                         | 244,900                       | 10,264,628   | 3  |
| 221                   | 11                                     | 4            | 1                | 0             | 0            | 0                               | 0                             | 0            | 0  |
| <b>NORTHWEST</b>      |  |              |                  |               |              |                                 |                               |              |  |
| 330                   | 365                                    | 122          | 14               | 66            | 80           | 140,446                         | 136,500                       | 11,235,710   | 1  |
| 331                   | 352                                    | 102          | 20               | 40            | 59           | 264,235                         | 225,000                       | 15,589,912   | 11                                       |
| 332                   | 32                                     | 9            | 7                | 3             | 2            | 222,500                         | 222,500                       | 445,000      | 1  |
| <b>NORTHEAST</b>      |  |              |                  |               |              |                                 |                               |              |  |
| 340                   | 313                                    | 107          | 11               | 59            | 59           | 110,916                         | 113,500                       | 6,544,090    | 0  |
| 341                   | 80                                     | 23           | 5                | 27            | 25           | 190,665                         | 185,000                       | 4,766,630    | 3  |
| 342                   | 121                                    | 31           | 5                | 14            | 16           | 250,418                         | 236,500                       | 4,006,700    | 2  |
| <b>WEST PLAINS</b>    |  |              |                  |               |              |                                 |                               |              |  |
| 420                   | 138                                    | 41           | 5                | 25            | 19           | 179,970                         | 175,900                       | 3,419,445    | 4  |
| 430                   | 51                                     | 13           | 3                | 6             | 12           | 176,042                         | 184,493                       | 2,112,510    | 8  |
| <b>OS METRO NORTH</b> |  |              |                  |               |              |                                 |                               |              |  |
| 532                   | 51                                     | 14           | 0                | 4             | 4            | 167,462                         | 149,950                       | 669,850      | 1  |
| 542                   | 16                                     | 3            | 0                | 0             | 0            | 0                               | 0                             | 0            | 0  |
| <b>OS METRO SOUTH</b> |  |              |                  |               |              |                                 |                               |              |  |
| 612                   | 7                                      | 4            | 0                | 4             | 1            | 135,000                         | 135,000                       | 135,000      | 0  |
| 622                   | 1                                      | 0            | 0                | 0             | 1            | 340,000                         | 340,000                       | 340,000      | 0  |
| <b>DOWNTOWN</b>       |  |              |                  |               |              |                                 |                               |              |  |
| 700                   | 87                                     | 12           | 9                | 3             | 2            | 180,000                         | 180,000                       | 360,000      | 0  |
| 08/04/09              | 3,412                                  |              |                  |               |              |                                 |                               |              | 59                                       |
| July Total            |  | 958          | 174              | 467           | 537          | 194,324                         | 176,000                       | 104,352,139  | 262,753                                  |
| June '09              | 3,282                                  | 1,077        | 163              | 519           | 500          | 192,970                         | 177,500                       | 96,485,490   | 60                                       |
| July '08              | 3,456                                  | 1,014        | 187              | 544           | 584          | 221,525                         | 190,000                       | 129,370,759  | 74                                       |
| YTD '09               |  | 6,135        | 1,215            | 2,663         | 2,396        | 194,090                         | 174,500                       | 464,921,053  | 313                                      |
| YTD '08               |  | 9,411        | 1,188            | 3,161         | 2,991        | 209,161                         | 185,500                       | 625,600,772  | 473                                      |

**SPOKANE ASSOCIATION OF REALTORS®**  
**MULTIPLE LISTING SERVICE DATA**  
**Spokane County**

| <b>MARKET OVERVIEW<br/>JULY 2009</b>                          | <b><i>This Month</i></b> | <b><i>Previous Month</i></b> | <b><i>Percent Change</i></b> | <b><i>Previous Year</i></b> | <b><i>Percent Change</i></b> | <b><i>This Year to Date</i></b> | <b><i>Previous Year to Date</i></b> | <b><i>Percent Change</i></b> |
|---|--------------------------|------------------------------|------------------------------|-----------------------------|------------------------------|---------------------------------|-------------------------------------|------------------------------|
| <b>RESIDENTIAL SITE BUILT AND CONDO (On less than 1 acre)</b> |                          |                              |                              |                             |                              |                                 |                                     |                              |
| <b>Closed Sales</b>   | 537                      | 500                          | +7.4%                        | 584                         | -8%                          | 2,396                           | 2,991                               | -19.9%                       |
| <b>Average Price</b>  | \$194,324                | \$192,970                    | -                            | \$221,525                   | -12.3%                       | \$194,090                       | \$209,161                           | -7.2%                        |
| <b>Median Price</b>   | \$176,000                | \$177,500                    | -                            | \$190,000                   | -7.4%                        | \$174,500                       | \$185,500                           | -5.9%                        |
| <b>Pending Sales</b>  | 467                      | 519                          | -10%                         | 544                         | -14.2%                       | 2,663                           | 3,161                               | -15.8%                       |
| <b>New Listings</b>   | 958                      | 1,077                        | -11%                         | 1,014                       | -5.5%                        | 6,135                           | 9,411                               | -34.8%                       |
| <b>Active Inventory</b>                                       | 3,412                    | 3,282                        | +4%                          | 3,456                       | -1.3%                        | N/A                             | N/A                                 | N/A                          |

| <b>RESIDENTIAL RESALE (Excludes Condos and New Construction)</b> |           |           |       |           |        |           |           |        |
|--|-----------|-----------|-------|-----------|--------|-----------|-----------|--------|
| <b>Closed Sales</b>  | 463       | 424       | +9.2% | 489       | -5.3%  | 2,001     | 2,400     | -16.6% |
| <b>Average Price</b>   | \$186,152 | \$185,999 | -     | \$215,816 | -13.7% | \$182,447 | \$197,043 | -7.4%  |
| <b>Median Price</b>  | \$170,000 | \$170,750 | -     | \$188,000 | -9.6%  | \$165,000 | \$175,500 | -6%    |

| <b>RESIDENTIAL/SITE BUILT ON 1-5 ACRES</b> |           |           |        |           |        |           |           |        |
|--|-----------|-----------|--------|-----------|--------|-----------|-----------|--------|
| <b>Closed Sales</b>                        | 31        | 23        | +34.8% | 25        | +24%   | 130       | 133       | -2.3%  |
| <b>Average Price</b>                       | \$337,591 | \$295,921 | +14.1% | \$385,612 | -12.4% | \$308,302 | \$351,852 | -12.4% |
| <b>Median Price</b>                        | \$295,000 | \$265,000 | +11.3% | \$340,000 | -13.2% | \$271,325 | \$309,950 | -12.5% |