

December, 2003

MLS Summary Report

| <u>Companies</u> | <u>Offices</u> | <u>Sales Associates</u> | <u># of Active Listings</u> | <u># of New Listings</u> | <u>New Listings / Office</u> | <u>New Listings / Associate</u> | <u>Pending Units Reported</u> | <u>Units BOMK</u> | <u>Net Units Pending</u> | <u>Net Pending / Office</u> | <u>Net Pending / Associate</u> | |
|------------------|----------------|-------------------------|-----------------------------|--------------------------|------------------------------|---------------------------------|-------------------------------|-------------------|--------------------------|-----------------------------|--------------------------------|-------------|
| King | 680 | 769 | 8,929 | 9,655 | 2,181 | 2.84 | 0.24 | 2,463 | 42 | 2,421 | 3.15 | 0.27 |
| Snohomish | 207 | 231 | 2,383 | 4,721 | 1,077 | 4.66 | 0.45 | 1,015 | 26 | 989 | 4.28 | 0.42 |
| Pierce | 186 | 210 | 2,379 | 4,731 | 1,066 | 5.08 | 0.45 | 1,068 | 28 | 1,040 | 4.95 | 0.44 |
| Kitsap | 77 | 88 | 655 | 1,853 | 302 | 3.43 | 0.46 | 391 | 14 | 377 | 4.28 | 0.58 |
| Mason | 18 | 19 | 108 | 1,308 | 96 | 5.05 | 0.89 | 117 | 2 | 115 | 6.05 | 1.06 |
| Skagit | 48 | 51 | 295 | 1,326 | 174 | 3.41 | 0.59 | 170 | 2 | 168 | 3.29 | 0.57 |
| Grays Harbor | 15 | 17 | 66 | 1,283 | 167 | 9.82 | 2.53 | 148 | 3 | 145 | 8.53 | 2.20 |
| Lewis | 21 | 24 | 104 | 882 | 100 | 4.17 | 0.96 | 85 | 1 | 84 | 3.50 | 0.81 |
| Cowlitz | 18 | 18 | 127 | 864 | 126 | 7.00 | 0.99 | 83 | 3 | 80 | 4.44 | 0.63 |
| Grant | 21 | 22 | 119 | 952 | 103 | 4.68 | 0.87 | 94 | 4 | 90 | 4.09 | 0.76 |
| Thurston | 3 | 3 | 3 | 1,269 | 321 | 107.00 | 107.00 | 273 | 10 | 263 | 87.67 | 87.67 |
| San Juan | 7 | 7 | 44 | 424 | 27 | 3.86 | 0.61 | 26 | 0 | 26 | 3.71 | 0.59 |
| Island | 25 | 29 | 180 | 1,119 | 163 | 5.62 | 0.91 | 159 | 4 | 155 | 5.34 | 0.86 |
| Kittitas | 8 | 8 | 23 | 658 | 93 | 11.63 | 4.04 | 56 | 1 | 55 | 6.88 | 2.39 |
| Outarea | 16 | 16 | 6 | 1,603 | 214 | 13.38 | 35.67 | 202 | 4 | 198 | 12.38 | 33.00 |
| Total | 1,350 | 1,512 | 15,421 | 32,648 | 6,210 | 4.11 | 0.40 | 6,350 | 144 | 6,206 | 4.10 | 0.40 |

This report includes all property types except LOA and all areas, including out-of-area

All pending dollar figures shown are based on list price