

2006 Year End Annual Sales Comparison

	Year	12/31 Active	12/31 Pending	Total Sales	Avg Price Sold	% Increase Year to Year	Avg Price List	% SP to LP	DOM	Unit Change
Bellingham 860	2003	236	135	1354	\$235,648		\$237,844	99.1%	44	
	2004	209	171	1425	\$266,393	13%	\$268,931	99.1%	40	5%
	2005	401	165	1270	\$327,825	23%	\$331,998	98.7%	41	-11%
	2006	540	157	1193	\$368,672	12%	\$379,112	97.2%	66	-6%
Ferndale 870	2003	125	56	455	\$190,239		\$193,443	98.3%	61	
	2004	103	52	446	\$237,964	25%	\$243,314	97.8%	56	-2%
	2005	138	52	457	\$292,391	23%	\$296,529	98.6%	50	2%
	2006	209	41	337	\$329,521	13%	\$335,763	98.1%	80	-26%
Sudden Valley 850	2003	46	22	240	\$173,722		\$175,790	98.8%	56	
	2004	43	34	236	\$223,203	28%	\$223,979	99.7%	48	-2%
	2005	70	26	265	\$272,383	22%	\$274,988	99.1%	56	12%
	2006	112	20	238	\$297,009	9%	\$300,458	98.9%	82	-10%
Blaine Birch Bay 880	2003	165	50	415	\$191,829		\$196,468	97.6%	85	
	2004	156	47	442	\$228,723	19%	\$236,676	96.6%	67	7%
	2005	225	78	528	\$281,440	23%	\$286,156	98.4%	59	19%
	2006	225	37	427	\$321,366	14%	\$330,462	97.2%	93	-19%
Lynden 885	2003	82	32	265	\$196,043		\$200,237	97.9%	62	
	2004	61	27	284	\$253,491	29%	\$258,129	98.2%	60	7%
	2005	85	29	264	\$316,486	25%	\$321,196	98.5%	52	-7%
	2006	121	23	219	\$323,577	2%	\$330,791	97.8%	74	-17%