

**First Half
Year to Date Sales Comparisons**

	YTD 6/30/2009	% Change Year -to- Year	YTD 6/30/2010	% Change Year -to- Year	YTD 6/30/2011	% Change Year -to- Year	YTD 6/30/2012	% Change Year -to- Year	YTD 6/30/2013	% Change Year -to- Year	YTD 6/30/2014	% Change Year -to- Year
860 Bellingham												
Units Sold	393	-16.2%	385	-2.0%	377	-2.1%	394	4.5%	505	28.2%	475	-5.9%
% of Total Sales	47%		40%		45%		42%		46%		44%	
Avg List	\$340,815	-9.7%	\$332,548	-2.4%	\$334,314	0.5%	\$333,363	-0.3%	\$337,638	1.3%	\$359,177	6.4%
Avg Sold	\$326,740	-11.0%	\$320,778	-1.8%	\$319,323	-0.5%	\$322,396	1.0%	\$329,938	2.3%	\$350,499	6.2%
Median Sold	\$290,627	-5.6%	\$269,000	-7.4%	\$270,000	0.4%	\$275,000	1.9%	\$285,000	3.6%	\$289,900	1.7%
CDOM	132	-1.5%	99	-25.0%	124	25.3%	121	-2.4%	84	-30.6%	87	3.6%
% of List	96%		96%		96%		97%		98%		98%	
870 Ferndale												
Units	111	-20.1%	134	20.7%	124	-7.5%	139	12.1%	152	9.4%	165	8.6%
% of Total Sales	13%		14%		15%		15%		14%		15%	
Avg List	\$302,108	-2.2%	\$276,239	-8.6%	\$276,848	0.2%	\$264,388	-4.5%	\$270,413	2.3%	\$284,987	5.4%
Avg Sold	\$288,907	-4.1%	\$268,773	-7.0%	\$266,400	-0.9%	\$256,487	-3.7%	\$264,890	3.3%	\$278,450	5.1%
Median Sold	\$269,900	-3.6%	\$245,500	-9.0%	\$251,000	2.2%	\$249,000	-0.8%	\$254,850	2.3%	\$266,000	4.4%
CDOM	158	-2.5%	123	-22.2%	188	52.8%	142	-24.5%	100	-29.6%	108	8.0%
% of List	96%		97%		96%		97%		98%		98%	
850 Sudden Valley												
Units	61	-3.2%	70	14.8%	48	-31.4%	57	18.8%	72	26.3%	83	15.3%
% of Total Sales	7%		7%		6%		6%		7%		8%	
Avg List	\$260,234	-7.1%	\$255,437	-1.8%	\$212,287	-16.9%	\$223,279	5.2%	\$226,070	1.3%	\$239,371	5.9%
Avg Sold	\$250,582	-7.8%	\$246,676	-1.6%	\$205,580	-16.7%	\$217,121	5.6%	\$221,586	2.1%	\$233,923	5.6%
Median Sold	\$245,000	-3.9%	\$234,050	-4.5%	\$187,500	-19.9%	\$199,500	6.4%	\$210,000	5.3%	\$220,000	4.8%
CDOM	172	11.7%	111	-35.5%	139	25.2%	139	0.0%	128	-7.9%	122	-4.7%
% of List	96%		97%		97%		97%		98%		98%	
880 Birch Bay/Blaine												
Units	93	-18.4%	138	48.4%	117	-15.2%	110	-6.0%	126	14.5%	128	1.6%
% of Total Sales	11%		14%		14%		12%		11%		12%	
Avg List	\$273,146	-0.6%	\$279,410	2.3%	\$278,168	-0.4%	\$275,021	-1.1%	\$253,174	-7.9%	\$260,223	2.8%
Avg Sold	\$260,581	-1.8%	\$265,913	2.0%	\$258,435	-2.8%	\$261,122	1.0%	\$245,163	-6.1%	\$251,409	2.5%
Median Sold	\$215,000	-14.0%	\$219,500	2.1%	\$207,000	-5.7%	\$221,400	7.0%	\$208,750	-5.7%	\$219,500	5.1%
CDOM	199	41.1%	166	-16.6%	195	17.5%	173	-11.3%	140	-19.1%	145	3.6%
% of List	95%		95%		93%		95%		97%		97%	
885 Lynden												
Units	70	-27.1%	108	54.3%	79	-26.9%	111	40.5%	106	-4.5%	94	-11.3%
% of Total Sales	8%		11%		9%		12%		10%		9%	
Avg List	\$292,121	-12.8%	\$295,773	1.3%	\$297,124	0.5%	\$290,921	-2.1%	\$287,545	-1.2%	\$278,264	-3.2%
Avg Sold	\$280,084	-14.3%	\$285,546	2.0%	\$287,290	0.6%	\$280,200	-2.5%	\$279,153	-0.4%	\$273,156	-2.1%
Median Sold	\$265,000	-8.8%	\$261,500	-1.3%	\$269,900	3.2%	\$260,000	-3.7%	\$264,500	1.7%	\$252,000	-4.7%
CDOM	154	-11.0%	126	-18.2%	160	27.0%	137	-14.4%	117	-14.6%	111	-5.1%
% of List	96%		97%		97%		96%		97%		98%	
890 Nooksack Valley												
Units	38	-28.3%	35	-7.9%	30	-14.3%	38	26.7%	37	-2.6%	43	16.2%
% of Total Sales	5%		4%		4%		4%		3%		4%	
Avg List	\$244,962	-21.5%	\$235,605	-3.8%	\$241,490	2.5%	\$230,193	-4.7%	\$243,035	5.6%	\$227,205	-6.5%
Avg Sold	\$235,411	-21.7%	\$226,278	-3.9%	\$233,178	3.0%	\$221,927	-4.8%	\$230,354	3.8%	\$222,126	-3.6%
Median Sold	\$214,950	-13.0%	\$232,000	7.9%	\$240,500	3.7%	\$208,000	-13.5%	\$228,000	9.6%	\$215,000	-5.7%
CDOM	156	20.9%	133	-14.7%	201	51.1%	155	-22.9%	162	4.5%	125	-22.8%
% of List	96%		96%		97%		96%					
895 Mt Baker												
Units	47	-23.0%	64	36.2%	49	-23.4%	66	34.7%	73	10.6%	69	-5.5%
% of Total Sales	6%		7%		6%		7%		7%		6%	
Avg List	\$159,565	-22.9%	\$131,081	-17.9%	\$132,600	1.2%	\$139,190	5.0%	\$172,046	23.6%	\$172,841	0.5%
Avg Sold	\$150,455	-23.6%	\$126,078	-16.2%	\$121,976	-3.3%	\$131,595	7.9%	\$163,841	24.5%	\$167,317	2.1%
Median Sold	\$128,700	-26.5%	\$119,450	-7.2%	\$59,000	-50.6%	\$81,500	38.1%	\$113,750	39.6%	\$149,000	31.0%
CDOM	157	76.4%	167	6.4%	183	9.6%	177	-3.3%	183	3.4%	194	6.0%
% of List	94%		96%		92%		95%		95%		97%	
Total Whatcom County												
Units	837	-18.2%	969	15.8%	837	-13.6%	929	11.0%	1104	18.8%	1084	-1.8%
Avg List	\$303,605	-8.7%	\$289,109	-4.8%	\$290,787	0.6%	\$285,077	-2.0%	\$292,054	2.4%	\$304,226	4.2%
Avg Sold	\$290,737	-9.9%	\$278,515	-4.2%	\$277,300	-0.4%	\$274,933	-0.9%	\$284,450	3.5%	\$296,366	4.2%
Median Sold	\$265,000	-5.4%	\$245,000	-7.5%	\$249,900	2.0%	\$245,750	-1.7%	\$255,000	3.8%	\$260,000	2.0%
CDOM	150	4.2%	123	-18.0%	157	27.6%	138	-12.1%	110	-20.3%	114	3.6%
% of List	96%		96%		95%		96%		97%		97%	