

JOHNSON

TEAM REAL ESTATE

"Lifestyle Specialists"

As Realtors, the question we are most often asked is, "How is the market?" The information that follows is our way of answering that question with logic rather than intuition.

We feel the more houses that sell relative to the total number of houses available, the more active the market is. In other words, if there are 10 houses for sale and 2 of them have sales contracts signed, that is not as active a market as if 5 of the 10 have sales contracts signed. When we track homes sold, we are actually 30 to 45 days behind the market because it takes about that long to close after agreement is reached on a contract. So, we track "pending sales" - those homes that buyers are in the process of buying. Every week we track the number of homes available for sale relative to the number of homes currently under sales contract. From this we know the percentage of available homes that have "pending" sales. The higher the percentage, the more active the market.

To provide a quick visual indicator of market activity, we chart these percentages every week. If the line heads up, the market is heating up. If the line goes down, that's what the market is doing. We don't pay a lot of attention to weekly bumps up or down—we are looking for the trend.

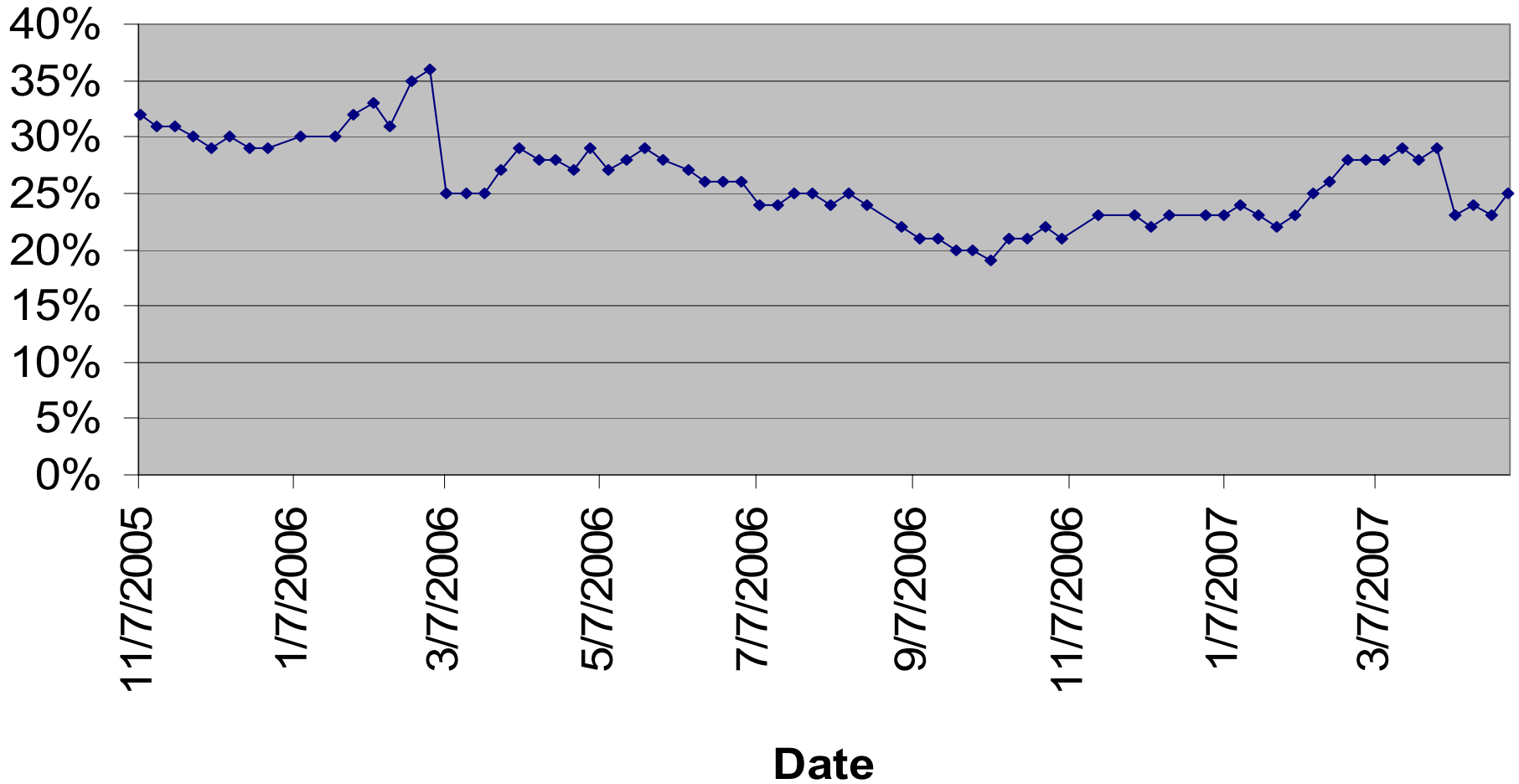
We track Bellingham, Ferndale, Sudden Valley, Lynden and Birch Bay real estate, so if you would like information on any of these markets, just let us know and we will see that you get it.



April 28, 2007

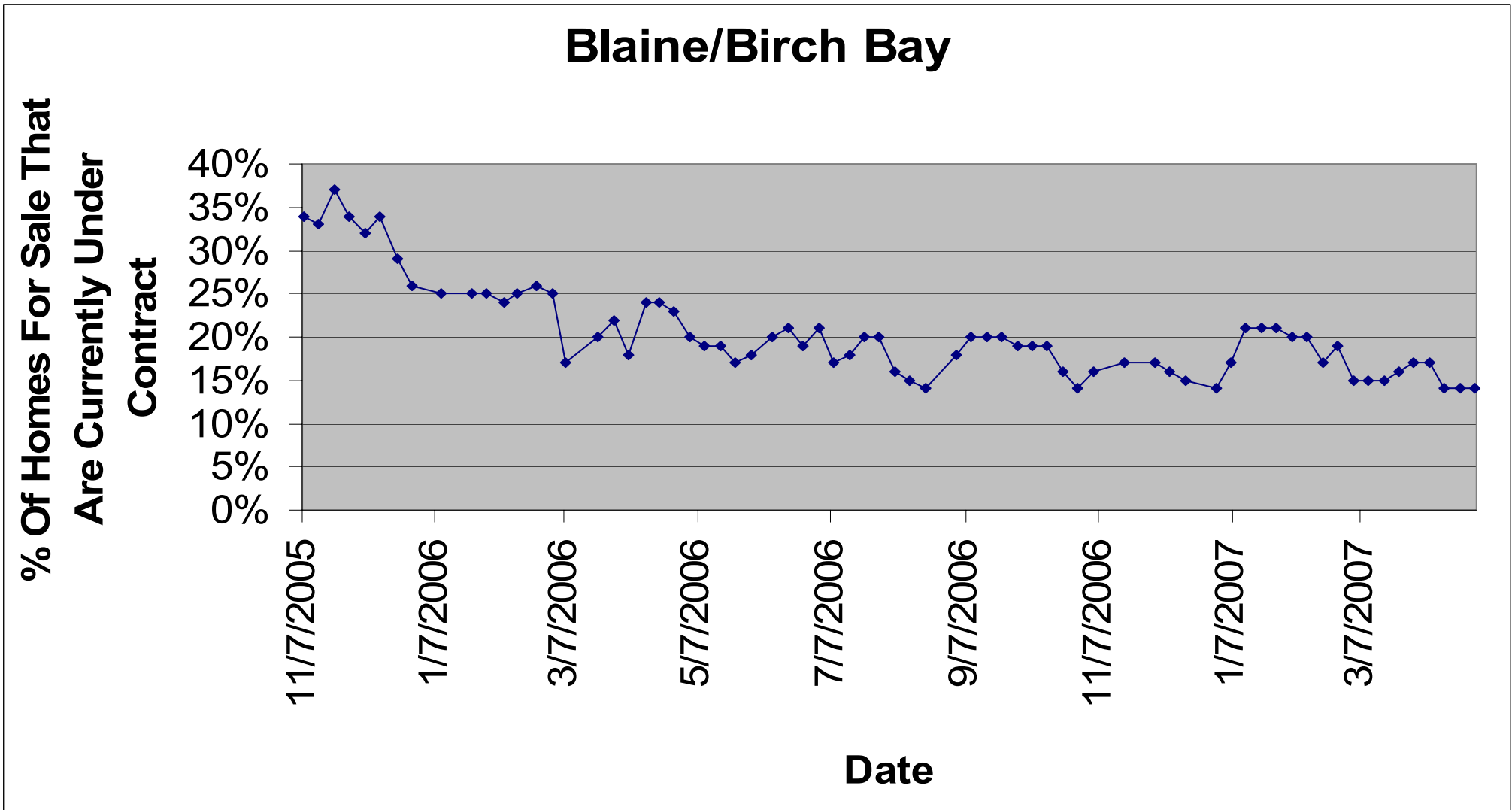
Bellingham

**% Of Homes For Sale That
Are Currently Under Contract**



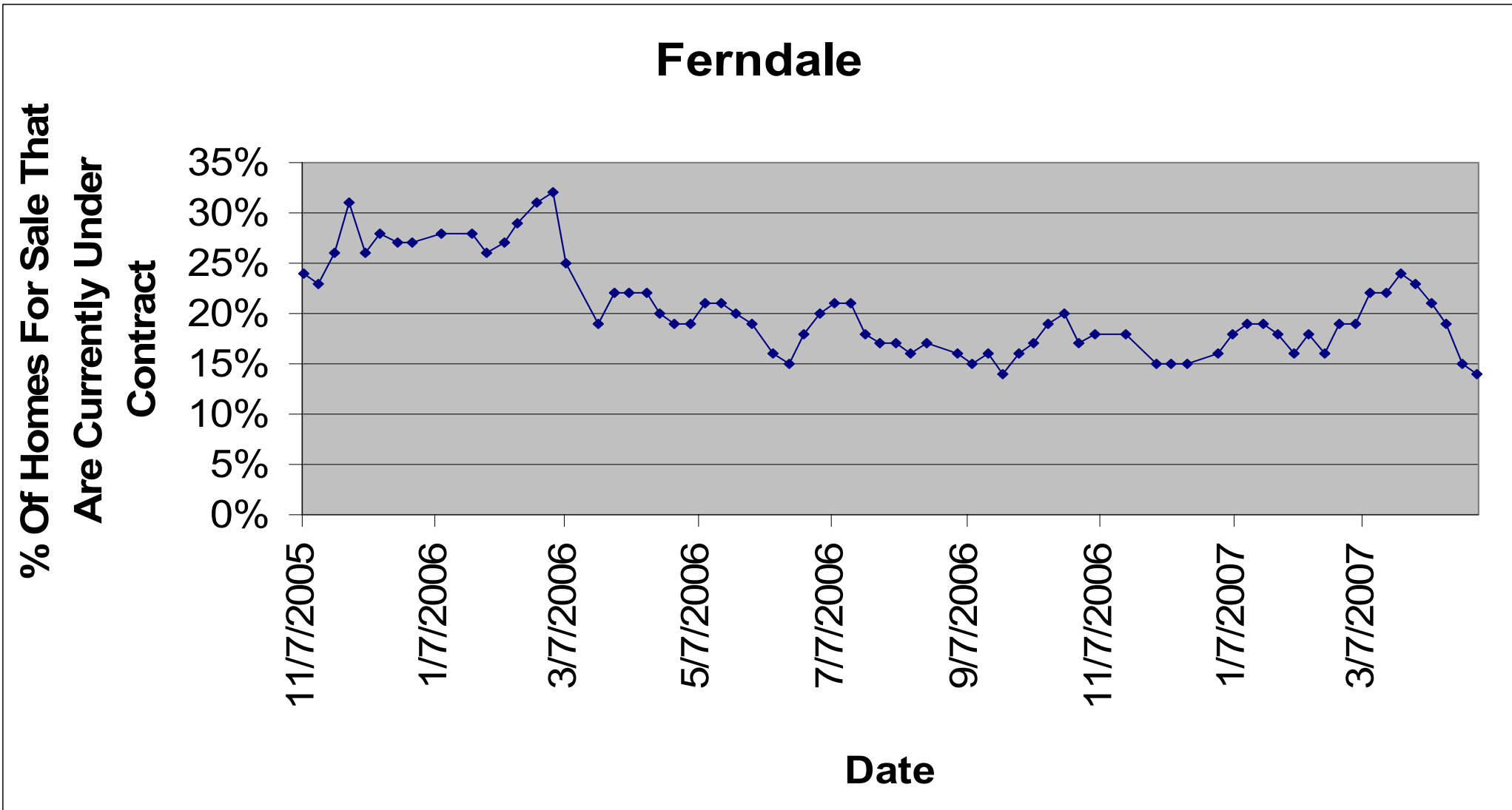
Bellingham's pending ratio this week is: 25%

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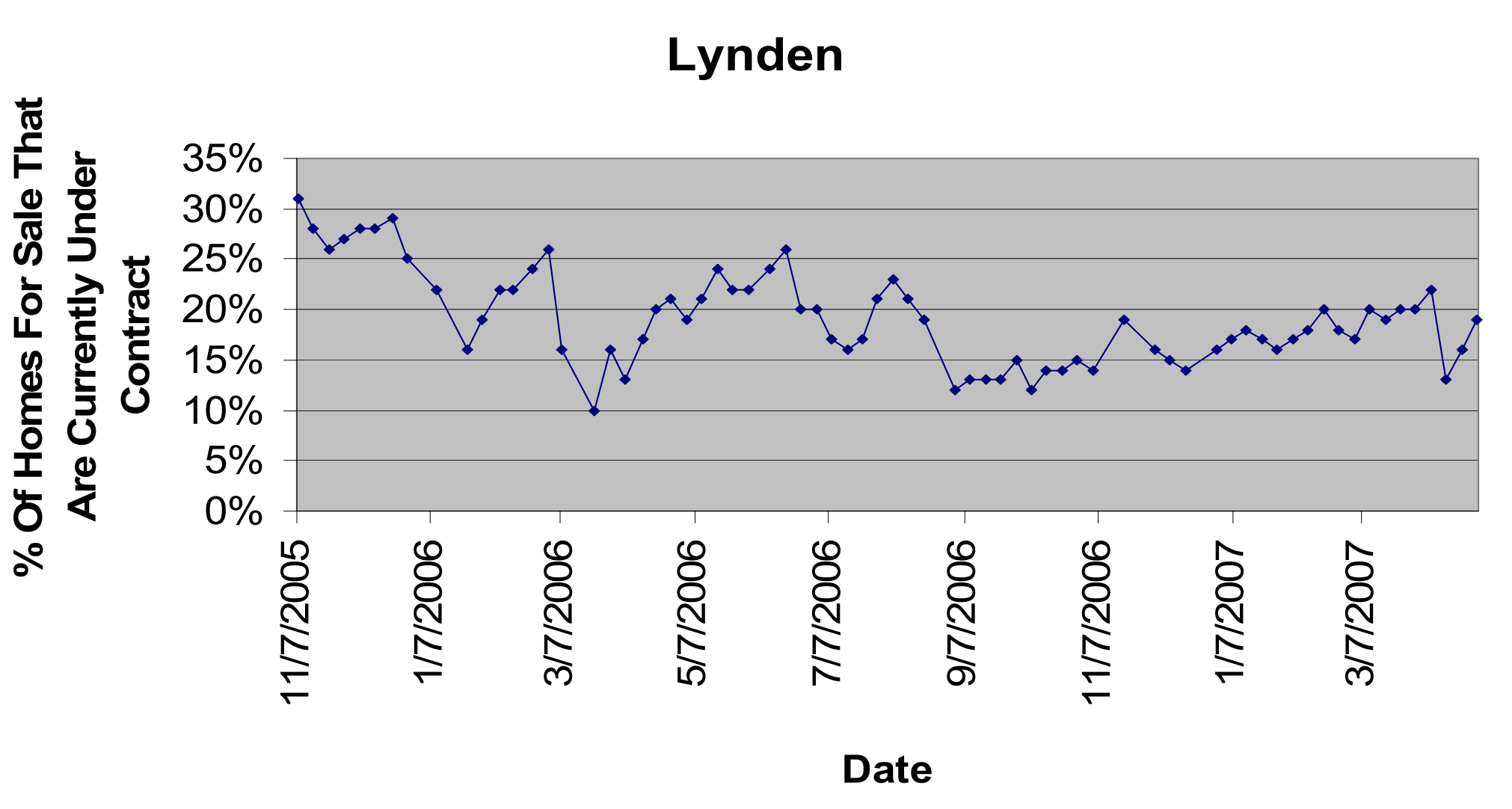
Blaine/Birch Bay's pending ratio this week is: 14%

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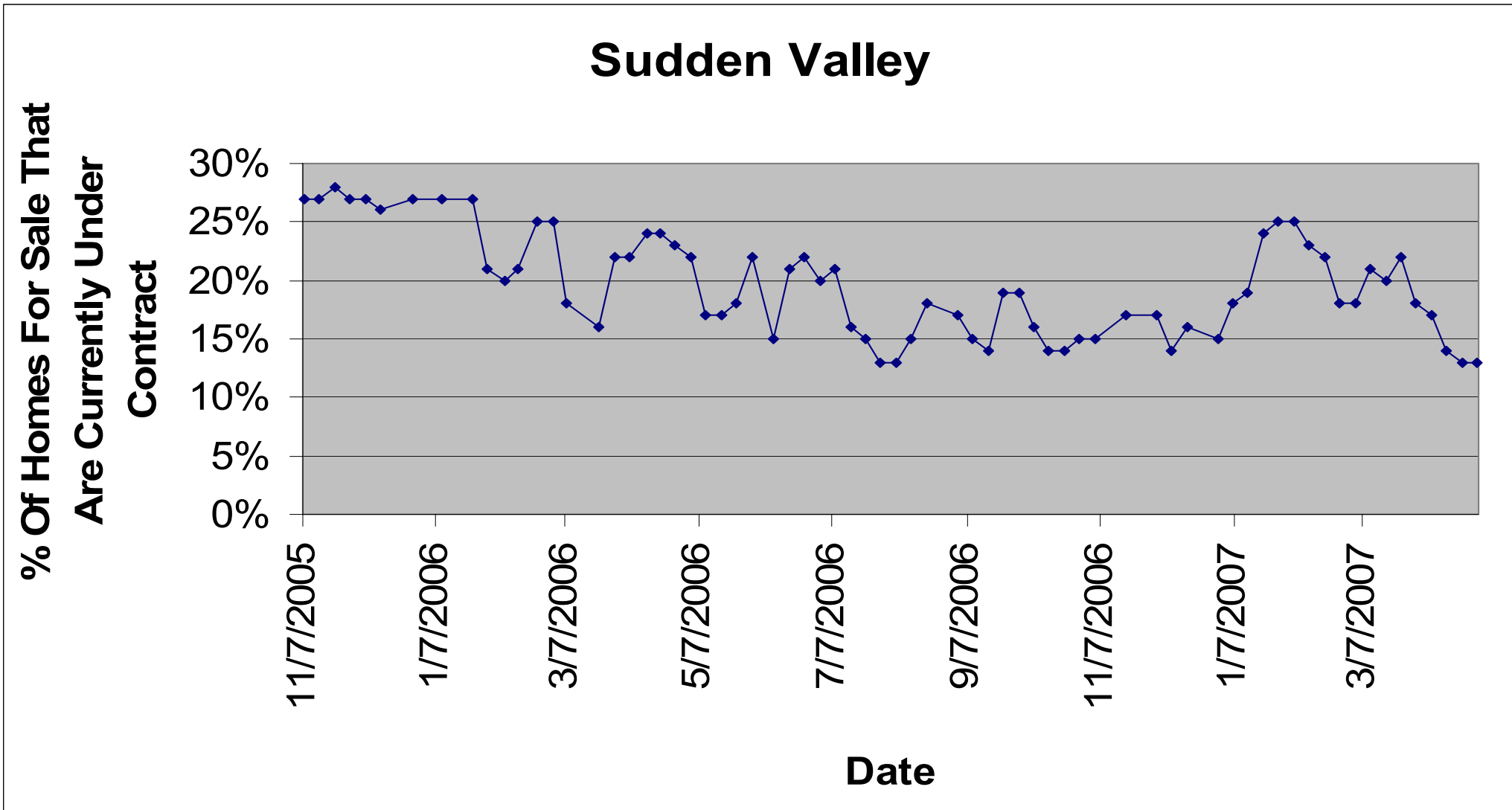
Ferndale's pending ratio this week is: 14%

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Lynden's pending ratio this week is: 19%

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Sudden Valley's pending ratio this week is: 13%