

MORTGAGE RATES

CURRENT VS. LAST DOWN CYCLE:

30 YEAR

CURRENT: **5.8%**
APRIL 2007: **5.8%**
APRIL 1990: **9.9%**

15 YEAR

CURRENT: **5.4%**
APRIL 2007: **5.5%**
APRIL 1990: **7.4%**

Conforming Loan

SOLD VS. PENDING:

PENDING: **63% ↑**
SOLD: **9% ↑**

December 2007 - March 2008

FORECLOSURE RATE:*

WASHINGTON: **1 in 705**
OREGON: **1 in 972**
IDAHO: **1 in 937**
CALIFORNIA: **1 in 204**
NEVADA: **1 in 139**

Month of March 2008

*Foreclosure notices, auction sales notices, and bank repossessions during March 2008.

Sources: RealtyTrac, FreddieMac, CAR, OFHEO, Trendgraphix

BUY OR SELL SMART
Know the Facts

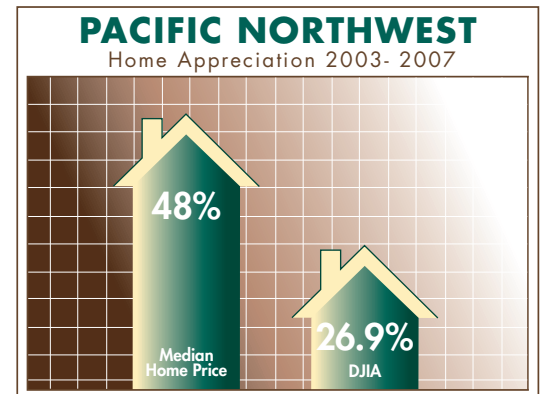
If you pay attention to national news about real estate, you know there is plenty of mixed information about housing. You may be left wondering what your home is worth, whether it's a good time to buy, or how wise it is to consider putting your home on the market.

You've heard it before, but it bears repeating: real estate is local. It is also cyclical. So while there are regions of the country that are seeing increases

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in foreclosures, declining sales, and reduced home values, the fact remains that we in Pacific Northwest are seeing normal lows in a very predictable real estate cycle.

The Pacific Northwest is different from other regions in the U.S. that are seeing bursting bubbles. Low unemployment, large numbers of people migrating into the region, and historically low interest rates are helping to keep sales and home values steady. We are simply not experiencing the same things as Detroit or Nevada. Homes in Pacific Northwest are selling and real estate



Source: NWMLS/Trendgraphix • Dow Jones Industrial Average

remains one of the best long-term investments you can make.

As you can see, if you had purchased a home in Pacific Northwest in 2003, your investment would have seen a 48% net gain. The same investment in the stock market would only have gained about 27%.

We are in the beginning stages of the next real estate cycle, which began in mid-2007 in Pacific Northwest. Though some “experts” have predicted various degrees of decline for homes values

“National numbers don't reflect what is happening here in Pacific Northwest.”

on a national level, homes in Pacific Northwest appreciated 3.03%, while nationally home values were down over 10% in 2007. Proving yet again that national numbers don't reflect what is happening here in Pacific Northwest.