

The market figures are only for residential properties and only in the major Lake County areas. The information is from the NW MT Multiple Listing Service but the math is mine... remember that I am no math wizard! Until all the foreclosures and short sales are gone we will not have a "normal" market. We still have quite a few to go. BUT: People are still buying and selling property as they always have. It's all part of the cycle just like the stock market. (Remember DOM figures may not reflect the total time a property has been on the market.)

A "short sale" occurs when the lender is willing to take less in satisfaction of the mortgage than what is actually owed. It is a lengthy process both as a homeowner or to buy a property that is in "short sale status." Call me if you have questions and I'll try to answer. Let me know if you want to look at foreclosures or short sale properties. There are special considerations and sometimes very specific restrictions.

Comparison is for years 2011, 2012 and 2013

DOM= Days on Market — REO Real Estate Owned by Lender = Foreclosures

Price Range	Active Current Listings 2012/13	Active Under Contract 2012/13	DOM Maximum 2012/13	Listings Sold 2011	Listings Sold 2012	Listings Sold 2013	Average DOM to closing 2011/12/13	Active REO 2011/12/13	Sold REO 2011/12/13	Active Short Sale 2011/12/13	Sold Short Sale 2011/12/13
0-\$99,999	12/10	2/0	485/229	34	28	35	214/199/236	3/2/2	2/13/16	1/1/0	1/3/1
100,000-149,999	40/37	2/2	1796/686	30	37	40	208/185/264	5/2/4	3/14/7	2/1/2	0/2/0
150,000-199,999	38/28	4/2	1604/476	25	39	55	235/253/245	1/5/3	7/6/17	0/0/0	0/0/1
200,000-249,999	33/23	2/4	688/628	22	21	28	280/219/273	1/1/3	1/4/2	0/0/0	2/0/1
250,000-299,999	40/37	3/0	1747/768	17	30	29	262/302/265	1/1/2	2/6/3	1/0/1	1/0/0
300,000-349,999	19/16	1/1	967/548	9	5	10	297/202/582	3/3/1	1/0/1	1/0/0	0/0/0
350,000-399,999	15/12	0/1	606/655	2	14	6	197/267/494	1/0/0	1/3/0	1/0/0	0/1/0
400,000-499,999	12/11	1/0	641/1033	7	6	9	237/100/351	1/1/0	4/1/0	0/0/0	1/0/0
500,000-749,999	25/27	1/0	641/1037	16	16	14	283/322/391	0/2/0	3/2/2	0/0/1	1/0/0
750,000-999,999	17/18	0/0	665/754	6	4	5	179/201/647	0/0/0	1/0/0	0/0/0	0/0/0
1,000,000+	21/23	1/1	1290/640	3	7	3	647/640/1246	0/0/0	1/0/0	0/0/0	1/0/0
Totals 12/31/2013	272/242	17/11	1796/1037	171	207	237		22/15	26/48/48	6/3/4	7/7/3