

# APR 2007 TREM REPORT

## SEDGWICK COUNTY

### BUILDING PERMITS - APRIL

|               | SINGLE FAMILY |      |       | 2-3-4 FAMILY |      |       | MULTI FAMILY |      |       | CONSIDERATION |              |       |
|---------------|---------------|------|-------|--------------|------|-------|--------------|------|-------|---------------|--------------|-------|
|               | 2006          | 2007 |       | 2006         | 2007 |       | 2006         | 2007 |       | 2006          | 2007         |       |
| Wichita       | 109           | 160  | +47%  | 2            | 4    | +100% | 0            | 10   | +100% | \$11,024,946  | \$17,213,055 | +57%  |
| Derby         | 8             | 12   | +50%  | --           | --   | --    | --           | --   | --    | \$ 1,875,745  | \$ 1,346,450 | -29%  |
| Colwich       | 0             | 0    | --    | --           | --   | --    | --           | --   | --    | --            | --           | --    |
| Haysville     | 3             | 0    | -300% | --           | --   | --    | --           | --   | --    | \$ 383,000    | 0            | -100% |
| Mulvane       | 7             | 1    | -86%  | --           | --   | --    | --           | --   | --    | \$ 835,000    | \$ 200,000   | -77%  |
| Valley Center | 5             | 12   | +140% | --           | --   | --    | --           | --   | --    | \$ 748,750    | \$ 1,699,750 | +128% |
| Maize         | 8             | 6    | -25%  | --           | --   | --    | --           | --   | --    | \$ 1,215,000  | \$ 889,450   | -27%  |
| Park City     | 6             | 7    | +17%  | --           | --   | --    | --           | --   | --    | \$ 944,000    | \$ 1,155,000 | +23%  |
| Cheney        | 1             | 0    | -100% | --           | --   | --    | --           | --   | --    | \$ 165,000    | 0            | -100% |
| Sedgwick Co.  | 17            | 7    | -59%  | --           | --   | --    | --           | --   | --    | \$ 4,222,196  | \$ 2,336,000 | -45%  |
| Andover       | 10            | 21   | +110% | --           | --   | --    | --           | --   | --    | \$ 2,190,455  | \$ 5,187,346 | +137% |
| Augusta       | 3             | 4    | +34%  | --           | --   | --    | --           | --   | --    | \$ 171,784    | \$ 354,271   | +107% |
| El Dorado     | 3             | 1    | -67%  | --           | --   | --    | --           | --   | --    | \$ 372,500    | \$ 182,485   | -52%  |
| Rose Hill     | 3             | 3    | --    | --           | --   | --    | --           | --   | --    | \$ 394,000    | \$ 555,000   | +41%  |

### BUILDING PERMITS - YEAR-TO-DATE

|               | UNITS |      |       | PERMITS |      |       | CONSIDERATION |              |       |
|---------------|-------|------|-------|---------|------|-------|---------------|--------------|-------|
|               | 2006  | 2007 |       | 2006    | 2007 |       | 2006          | 2007         |       |
| Wichita       | 573   | 553  | -4%   | 556     | 501  | -10%  | \$57,091,052  | \$54,084,401 | -6%   |
| Derby         | 249   | 54   | -79%  | 73      | 54   | -27%  | \$16,046,945  | \$ 6,339,705 | -61%  |
| Colwich       | 3     | 1    | -67%  | 3       | 1    | -67%  | \$ 335,700    | \$ 108,850   | -68%  |
| Haysville     | 22    | 22   | --    | 22      | 22   | --    | \$ 2,976,375  | \$ 2,372,500 | -21%  |
| Mulvane       | 27    | 4    | -86%  | 19      | 4    | -79%  | \$ 2,591,000  | \$ 790,000   | -70%  |
| Valley Center | 10    | 20   | +100% | 10      | 20   | +100% | \$ 1,392,630  | \$ 2,970,550 | +114% |
| Maize         | 10    | 22   | +120% | 10      | 15   | +50%  | \$ 1,439,000  | \$ 3,964,050 | +176% |
| Park City     | 24    | 30   | +25%  | 24      | 30   | +25%  | \$ 3,193,000  | \$ 4,429,200 | +39%  |
| Cheney        | 5     | 3    | -40%  | 5       | 2    | -60%  | \$ 744,000    | \$ 380,000   | -49%  |
| Sedgwick Co.  | 63    | 42   | -34%  | 63      | 42   | -34%  | \$13,668,453  | \$ 9,614,230 | -30%  |
| Andover       | 51    | 58   | +14%  | 49      | 57   | +17%  | \$ 9,794,447  | \$13,624,608 | +40%  |
| Augusta       | 9     | 10   | +12%  | 9       | 8    | -12%  | \$ 719,063    | \$ 785,754   | +10%  |
| El Dorado     | 12    | 11   | -9%   | 12      | 11   | -9%   | \$ 1,604,500  | \$ 2,264,485 | +42%  |
| Rose Hill     | 11    | 14   | +28%  | 11      | 14   | +28%  | \$ 1,608,336  | \$ 2,282,169 | +42%  |

### MORTGAGES

|               | 2006          | 2007            |      |
|---------------|---------------|-----------------|------|
| Mortgages     | 2,278         | 2,304           | +2%  |
| Consideration | \$213,650,213 | \$263,513,952   | +24% |
| Deeds         | 1,832         | 2,061           | +13% |
| YEAR TO DATE  |               |                 |      |
| Mortgages     | 9,282         | 8,529           | -9%  |
| Consideration | \$876,126,309 | \$1,095,896,923 | +26% |
| Deeds         | 7,567         | 7,482           | -2%  |

### FORECLOSURES

|               | 2007 | 2006 | 2005 | 2004 | 2003 |
|---------------|------|------|------|------|------|
| Current Month | 144  | 158  | 122  | 148  | 104  |
| Year to date  | 638  | 777  | 608  | 664  | 575  |

Our Offices will be closed:  
 Wednesday, July 4, 2007  
 Monday, September 3, 2007  
 Thursday, November 22, 2007  
 Friday, November 23rd, 2007

#### TREM CONTACTS

Mark Moss  
 TEL 316.267.8371  
 EMAIL mamoss@firstam.com



**First American Title**

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## MORTGAGE FILINGS BY LENDER

| Lender                               | Total |               | Conventional |               | FHLMC |               | FHA |              | VA  |             |
|--------------------------------------|-------|---------------|--------------|---------------|-------|---------------|-----|--------------|-----|-------------|
|                                      | No.   | Amount        | No.          | Amount        | No.   | Amount        | No. | Amount       | No. | Amount      |
| Aegis Wholesale Corporation          | 10    | \$1,325,392   |              |               | 9     | \$1,129,650   | 1   | \$195,742    |     |             |
| Andover State Bank                   | 16    | \$2,227,650   | 11           | \$1,496,000   | 5     | \$731,650     |     |              |     |             |
| Bank of America                      | 189   | \$15,568,002  | 72           | \$3,710,346   | 114   | \$11,551,383  | 3   | \$306,273    |     |             |
| Bank of the West                     | 81    | \$5,268,018   | 51           | \$1,962,093   | 27    | \$2,973,716   | 3   | \$332,209    |     |             |
| Beneficial Kansas, Inc.              | 21    | \$1,739,020   | 21           | \$1,739,020   |       |               |     |              |     |             |
| Boeing Credit Union                  | 38    | \$3,154,202   | 21           | \$1,220,582   | 17    | \$1,933,620   |     |              |     |             |
| Capital One Home Loans, LLC          | 11    | \$610,400     |              |               | 11    | \$610,400     |     |              |     |             |
| Capitol Federal Savings Bank         | 107   | \$11,595,547  | 16           | \$411,750     | 91    | \$11,183,797  |     |              |     |             |
| Cessna Employees Credit Union        | 10    | \$462,180     | 2            | \$155,000     | 8     | \$307,180     |     |              |     |             |
| Citifinancial, Inc.                  | 18    | \$1,109,219   | 18           | \$1,109,219   |       |               |     |              |     |             |
| CitiMortgage, Inc.                   | 32    | \$3,263,692   |              |               | 32    | \$3,263,692   |     |              |     |             |
| Commerce Bank                        | 18    | \$4,849,051   | 14           | \$4,429,451   | 4     | \$419,600     |     |              |     |             |
| Concord Mortgage Co.                 | 13    | \$1,217,889   |              |               | 8     | \$862,465     | 5   | \$355,424    |     |             |
| Countrywide Bank                     | 34    | \$1,867,590   | 6            | \$207,991     | 28    | \$1,659,599   |     |              |     |             |
| Countrywide Home Loans, Inc          | 133   | \$13,615,472  | 9            | \$320,960     | 89    | \$10,019,515  | 31  | \$2,859,643  | 4   | \$415,354   |
| Credit Union of America              | 72    | \$3,937,604   | 51           | \$1,450,409   | 21    | \$2,487,195   |     |              |     |             |
| Emprise Bank                         | 65    | \$7,096,843   | 52           | \$5,967,943   | 11    | \$950,220     | 2   | \$178,680    |     |             |
| Equity Bank, N.A.                    | 88    | \$13,117,302  | 10           | \$957,925     | 69    | \$11,306,268  | 6   | \$559,099    | 3   | \$294,010   |
| Federal Home Loan Bk of Topeka       | 12    | \$51,141      | 12           | \$51,141      |       |               |     |              |     |             |
| Fidelity Bank                        | 67    | \$10,415,016  | 29           | \$5,864,025   | 15    | \$2,261,560   | 22  | \$2,096,467  | 1   | \$192,964   |
| First Equity Mortgage Services, Inc. | 12    | \$1,144,772   |              |               | 10    | \$882,110     | 1   | \$118,146    | 1   | \$144,516   |
| First Horizon Home Loan Corp         | 114   | \$10,605,561  |              |               | 99    | \$9,156,475   | 15  | \$1,449,086  |     |             |
| First Magnus Financial Corp.         | 17    | \$2,666,301   |              |               | 14    | \$1,461,348   | 3   | \$1,204,953  |     |             |
| First National Bank of Anthony       | 16    | \$2,223,106   | 16           | \$2,223,106   |       |               |     |              |     |             |
| Garden Plain State Bank              | 16    | \$2,519,840   | 14           | \$2,117,735   | 2     | \$402,105     |     |              |     |             |
| GMAC Mortgage Corp                   | 15    | \$804,300     | 3            | \$120,000     | 12    | \$684,300     |     |              |     |             |
| Homecomings Fin. Network Inc         | 11    | \$1,074,432   | 2            | \$90,682      | 9     | \$983,750     |     |              |     |             |
| Individuals as lender                | 11    | \$874,654     | 11           | \$874,654     |       |               |     |              |     |             |
| INTRUST Bank-Wichita                 | 108   | \$9,531,375   | 87           | \$7,153,575   | 21    | \$2,377,800   |     |              |     |             |
| JP Morgan Chase Bank                 | 10    | \$880,750     | 6            | \$378,250     | 4     | \$502,500     |     |              |     |             |
| KANZA Bank                           | 25    | \$3,164,698   | 16           | \$2,176,930   | 9     | \$987,768     |     |              |     |             |
| Legacy Bank                          | 60    | \$7,082,232   | 45           | \$5,273,425   | 15    | \$1,808,807   |     |              |     |             |
| M & I Bank, FSB                      | 11    | \$1,050,482   | 1            | \$34,000      | 10    | \$1,016,482   |     |              |     |             |
| Mid American Credit Union            | 17    | \$571,120     | 6            | \$164,420     | 11    | \$406,700     |     |              |     |             |
| Priority Mortgage Corp.              | 11    | \$1,114,842   |              |               | 7     | \$747,050     | 3   | \$220,292    | 1   | \$147,500   |
| Quicken Loans, Inc.                  | 18    | \$1,874,875   | 1            | \$11,100      | 17    | \$1,863,775   |     |              |     |             |
| Rose Hill State Bank                 | 13    | \$1,215,571   | 10           | \$889,671     | 3     | \$325,900     |     |              |     |             |
| Security Savings Bank                | 26    | \$3,396,764   | 7            | \$1,172,000   | 15    | \$1,868,782   | 4   | \$355,982    |     |             |
| Suntrust Mortgage, Inc.              | 13    | \$1,245,378   | 1            | \$17,500      | 8     | \$848,103     | 4   | \$379,775    |     |             |
| U.S. Bank N.A. ND                    | 15    | \$937,569     | 4            | \$116,000     | 10    | \$642,485     | 1   | \$179,084    |     |             |
| USAA Federal Savings Bank            | 19    | \$1,507,530   | 10           | \$549,938     | 9     | \$957,592     |     |              |     |             |
| Verus Bank, NA                       | 12    | \$1,101,667   | 5            | \$289,000     | 5     | \$521,305     | 1   | \$116,462    | 1   | \$174,900   |
| Wells Fargo Bank, N.A.               | 102   | \$11,941,657  | 25           | \$1,309,954   | 62    | \$8,975,727   | 15  | \$1,655,976  |     |             |
| Wells Fargo Financial Bank           | 13    | \$221,500     | 13           | \$221,500     |       |               |     |              |     |             |
| Wells Fargo Financial Kansas         | 11    | \$1,267,986   | 11           | \$1,267,986   |       |               |     |              |     |             |
| Western Credit, Inc.                 | 15    | \$493,982     | 15           | \$493,982     |       |               |     |              |     |             |
| 174 lenders with less than 10 each   | 486   | \$122,457,790 | 232          | \$95,423,832  | 234   | \$25,027,828  | 19  | \$1,813,103  | 1   | \$193,027   |
| TOTAL                                | 2,232 | \$295,461,964 | 936          | \$153,423,095 | 1,145 | \$126,100,202 | 139 | \$14,376,396 | 12  | \$1,562,271 |

## Employee Spotlight



**Cindy Kandt**- Commercial Escrow Assistant

Cindy has been a Wichita resident for 9 years. She is the oldest of 7 children and most of her family lives in Salina. She has 3 daughters, Kimberly, Melissa & Lindsey, and 5 grandchildren, Lakyn, Ean, Kensie, Grace & Emma. Cindy enjoys going to estate sales, garage sales and auctions. In her spare time she makes tie blankets, enjoys spending time with her family and is a HUGE, long time fan of the Pittsburgh Steelers.

Office: 316.267.8371 \* Fax: 316.267.8115 \* Email: ckandt@firstam.com

## First American Title Locations

### CLOSING SERVICES

#### FIRST AMERICAN TITLE COMMERCIAL CLOSING SERVICES

434 N. Main,  
Wichita, KS 67202  
(316) 267-8371

Diana Bower, Manager  
Jewel Hidalgo, Closer  
Kathy Seiler, Closer  
Marsha Francis, Closer  
Cindy Kandt, Assistant

#### FIRST AMERICAN TITLE RESIDENTIAL CLOSING SERVICES

#### MAIN OFFICE

434 N. Main,  
Wichita, KS 67202  
(316) 267-8371  
Jennifer Weast, Closing Dept.  
Manager  
Nancy Stolzle, REO Manager  
Dept. & Closing Officer  
Karen McGregor, Closer  
Pam Amrine, Earnest Money  
Sandra Park, Closer  
Aliene Powers, Admin. Asst.  
Janis Biggs, Assistant  
Teresa Martinez, Assistant  
Marilyn Armer, Assistant

#### EAST 21ST OFFICE

8621 E. 21st St. North, Suite 150  
Wichita, KS 67206  
(316) 634-6300  
Karrie Bailey, Manager  
Kris Scott, Closer  
Debbie Oden, Closer  
Hannah Lonergan, Assistant  
April Johnston, Assistant  
Erin Shotlz, Assistant  
Kim Skoumal, Assistant  
Lamika Mack, Assistant  
Michelle Angbo, Assistant

#### EAST CENTRAL OFFICE

12221 E. Central  
Wichita, KS 67206  
(316) 685-0667  
Kristi Weisbrodt, Manager  
Becky Cast, Assistant

#### EAST 13TH OFFICE

6530 E. 13th  
Wichita, KS 67206  
(316) 652-1401  
Linde Ohmes, Manager  
Tracie Ewing, Assistant

#### EAST 13TH OFFICE

12021 E. 13th St. N., Bldg. 100  
Wichita, KS 67206  
(316) 685-0500  
Debby Reed, Manager  
Jocynda McKeown, Assistant

#### EAST HARRY OFFICE

10811 E. Harry  
Wichita, KS 67207  
(316) 618-0115  
Angie Engels, Manager

#### NORTH RIDGE OFFICE

3531 N. Ridge Road  
Wichita, KS 67205  
(316) 773-3333  
Amy Shepherd, Manager  
Angela Ruda, Assistant

#### WEST 13th OFFICE

8442 W. 13th, Suite 103  
Wichita, KS 67212  
(316) 721-4888  
Pam Burns, Branch Manager  
Angee Carroll, Closer  
Judy Beall, Closer  
Margie Dochow, Assistant  
Nina Copeland, Assistant

#### WEST 21ST OFFICE

8558 W. 21st St. N., Suite 400  
Wichita, KS 67205  
(316) 440-9410  
Lonneta Madden, Manager  
Colleen Christy, Assistant

#### WEST 21ST OFFICE

7926 W. 21st St. N.  
Wichita, KS 67205  
(316) 854-0070  
Juline Wallweber, Manager  
Lisa Cordon, Assistant

#### WEST MAPLE OFFICE

10100 W. Maple  
Wichita, KS 67209  
(316) 554-2872  
Donna Osterman, Manager  
Mary Morris, Assistant

#### WEST MAPLE OFFICE

8406 W. Maple  
Wichita, KS 67209  
(316) 721-6500  
Tonnya Lewis, Manager  
Amber Ketchum, Closer  
Amanda Cronister, Assistant  
Kristy Jackson, Assistant  
Beverly Love-Hetzel, Assistant  
Mary Spink, Assistant  
Norma Janzen, Assistant  
Traci Winter, Assistant  
Sheri McAnelly, Assistant

#### DERBY OFFICE

1120 N. Rock Rd. Ste 300  
Wichita, KS 67037  
(316) 788-9093  
Lloyd Sacket, Manager  
Susanne Spring, Closer  
Joemel Hoopengartner, Assistant  
Julie Titus, Assistant

#### TITLE SERVICES

#### FIRST AMERICAN TITLE RESIDENTIAL TITLE

434 N. Main  
Wichita, KS 67202  
(316) 267-8371  
Scott P. Brown, Manager  
Cheryl Kessinger, Examiner  
Heather Kamphaus, Title Searches  
Jan McGrath, Examiner  
Jeanne Beatty, Title Searches  
Judy Argyle, Policy Department  
Karen Frye, Examiner  
Kathy Harter, Date Downs  
Julie Green, Order Entry  
Kim Greider, Examiner  
Nancy Tiger, Title Distribution  
Sondra Green, Customer Service  
Stephanie Liby, Policy Desk  
Teri Rodiek, Recording Desk  
Tonya Ridpath, Recording Desk  
Matrice Reddick, Title Searches

#### FIRST AMERICAN TITLE COMMERCIAL TITLE

434 N. Main  
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(316) 267-8371  
Glenn B. Edwards, Manager  
Melissa Holland, Examiner  
James Leftwich, Examiner  
Janet Harris, Assistant

#### ADMIN. DEPARTMENT

434 N. Main  
Wichita, KS 67202  
(316) 267-8371  
Craig Burns, Kansas State Mngr  
David Armagost, County Mgr  
David Wood, Office Counsel  
Donna Ostreng, Accts Payable  
Marty Armbruster, Switchboard  
Virginia Black, Accts Receivable

#### MARKETING PERSONNEL

434 N. Main  
Wichita, KS 67202  
(316) 267-8371  
Michael Brown, Sales Manager  
Chris Ketzner, Realtor Rep  
Dottie Amend, Realtor Rep  
Linda Lea Voss, Director of  
Marketing, TREM Report  
Mark Moss, Lender Rep  
Sharon Wieters, New Home Rep  
Sue Hoefgen, Realtor Rep

#### COORDINATION SERVICES

216 W. Murdock  
Wichita, KS 67203  
(316) 303-1001  
Melissa Houston, Coordinator

#### TECHNOLOGY ADVANTAGE

216 W. Murdock  
Wichita, KS 67203  
(316) 303-1001  
Duane Monroe, Eagle Squad



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