

# DEC 2007 TREM REPORT

## SEDGWICK COUNTY

### BUILDING PERMITS - DEC

	SINGLE FAMILY			2-3-4 FAMILY			MULTI			CONSIDERATION		
	2006	2007		2006	2007		2006	2007		2006	2007	
Wichita	86	88	+3%	2	2	--	--	--	--	\$9,471,998	\$ 9,387,485	-1%
Derby	13	9	-31%	2	0	-200%	--	--	--	\$2,537,133	\$ 1,814,248	-29%
Colwich	0	0	--	--	--	--	--	--	--	0	0	--
Haysville	4	1	-75%	--	--	--	--	--	--	\$ 407,150	\$ 230,000	-44%
Mulvane	1	0	-100%	--	--	--	--	--	--	\$ 210,000	0	-100%
Valley Center	2	3	+50%	--	--	--	--	--	--	\$ 273,000	\$ 458,350	+68%
Maize	3	0	-300%	--	--	--	--	--	--	\$ 525,000	0	-100%
Park City	19	2	-90%	--	--	--	--	--	--	\$2,332,400	\$ 247,000	-90%
Cheney	0	3	+300%	--	--	--	--	--	--	0	\$ 425,000	+100%
Sedgwick Co.	8	13	+63%	--	--	--	--	--	--	\$1,737,148	\$ 3,102,741	+79%
Andover	8	35	+338%	--	3	+300%	--	--	--	\$1,628,970	\$24,064,400	+1378%
Augusta	0	0	--	--	--	--	--	--	--	0	0	--
El Dorado	3	2	-34%	--	--	--	--	--	--	\$ 303,000	\$ 150,000	-51%
Rose Hill	1	1	--	--	--	--	--	--	--	\$ 225,000	\$ 220,000	-3%

### BUILDING PERMITS - YEAR-TO-DATE

	UNITS			PERMITS			CONSIDERATION		
	2006	2007		2006	2007		2006	2007	
Wichita	2,007	1,873	-7%	1,614	1,543	-5%	\$174,471,292	\$175,374,793	+1%
Derby	334	118	-65%	164	118	-29%	\$ 31,417,530	\$ 18,347,735	-42%
Colwich	7	6	-15%	7	6	-15%	\$ 727,525	\$ 645,710	-12%
Haysville	62	52	-17%	62	50	-20%	\$ 7,273,625	\$ 6,318,609	-14%
Mulvane	51	9	-83%	47	9	-81%	\$ 6,636,750	\$ 1,852,000	-73%
Valley Center	59	57	-4%	59	57	-4%	\$ 7,538,856	\$ 8,817,921	+17%
Maize	41	91	+122%	41	39	-5%	\$ 6,348,150	\$ 11,171,727	+76%
Park City	79	64	-19%	79	64	-19%	\$ 9,928,400	\$ 8,898,105	-11%
Cheney	13	15	+16%	13	14	+8%	\$ 2,010,700	\$ 2,516,831	+26%
Sedgwick Co.	172	146	-16%	172	146	-16%	\$ 38,506,445	\$ 31,247,474	-19%
Andover	156	214	+38%	144	210	+46%	\$ 33,993,118	\$ 67,312,386	+99%
Augusta	53	22	-59%	22	20	-10%	\$ 3,140,018	\$ 1,870,358	-41%
El Dorado	30	29	-4%	29	29	--	\$ 3,521,500	\$ 4,025,485	+15%
Rose Hill	21	28	+34%	21	28	+34%	\$ 3,590,861	\$ 4,833,670	+35%

### MORTGAGES

	2006	2007	
Mortgages	2,310	2,419	+5%
Consideration	\$250,910,886	\$241,860,521	-4%
Deeds	2,031	1,953	-4%
YEAR TO DATE			
Mortgages	29,734	27,259	-9%
Consideration	\$2,963,438,813	\$3,164,342,558	+7%
Deeds	24,765	22,983	-8%

### FORECLOSURES

	2007	2006	2005	2004	2003
Current Month	173	146	192	158	139
Year to date	1992	2086	1785	1833	1632

Our Offices will be closed:  
 Tuesday, December 25, 2007  
 Tuesday, January 1, 2008  
 Monday, January 21, 2008  
 Monday, February 18, 2008

#### TREM CONTACT

Mark Moss  
 TEL 316.293.1602  
 EMAIL mamoss@firstam.com



**First American Title**

434 N Main, Wichita KS 67202  
 316.267.8371 www.firstamks.com NYSE: FAF

# RESIDENTIAL MORTGAGE FILINGS BY LENDER Powered by First American CoreLogic, Inc.

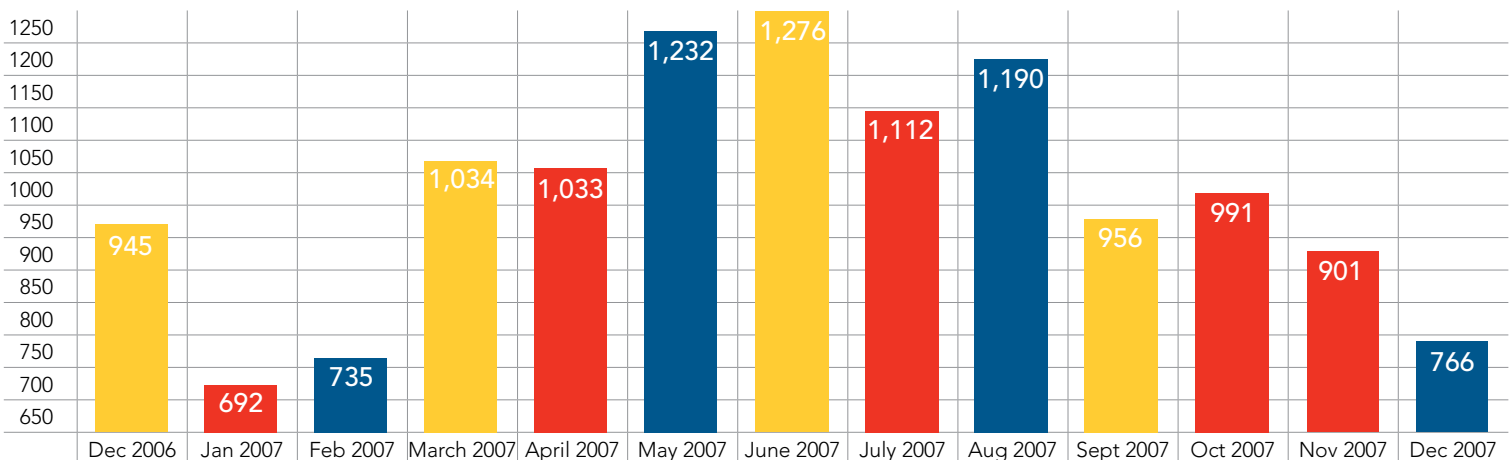
Lender	No.	Total Amount	Conventional	FHA	VA	Other
BANK OF AMERICA	182	\$13,914,367	173	8	1	0
BANK OF THE WEST	88	\$5,912,573	82	2	3	1
BENEFICIAL KS	10	\$859,477	10	0	0	0
BOEING WICHITA CU	35	\$2,695,730	32	0	0	3
CAPITOL FSB	95	\$11,583,761	94	0	0	1
CHISHOLM TRAIL ST BK	12	\$538,500	12	0	0	0
CITIFINANCIAL	10	\$330,939	10	0	0	0
CITIMORTGAGE	23	\$2,288,855	22	0	1	0
COMMERCE BK	10	\$982,400	10	0	0	0
COUNTRYWIDE BK	124	\$13,726,597	103	15	6	0
CREDIT UNION/AMERICA	25	\$1,480,816	25	0	0	0
EMPRISE BK	41	\$4,252,974	33	0	0	8
EQUITY BK	60	\$7,364,531	46	12	0	2
EXECUTIVE MTG	10	\$1,463,742	2	8	0	0
FIDELITY BK	45	\$3,708,329	34	9	2	0
FIRST HORIZON HM LN	109	\$12,204,640	71	33	5	0
GARDEN PLAIN ST BK	12	\$1,628,406	7	0	0	5
INTRUST BK	73	\$5,902,998	73	0	0	0
KANZA BK	31	\$2,094,365	20	0	0	11
LEGACY BK	22	\$3,347,543	18	1	1	2
MIDAMERICAN CU	16	\$689,450	16	0	0	0
ROSE HILL BK	13	\$1,870,690	11	0	0	2
SECURITY SVGS BK	18	\$2,465,718	15	2	0	1
SUNFLOWER BK	14	\$2,920,103	10	0	0	4
SUNTRUST MTG	19	\$2,149,447	8	11	0	0
TOP MTG	11	\$1,485,613	11	0	0	0
UNKNOWN	18	\$666,500	0	0	0	18
USAA FSB	21	\$1,591,807	19	0	2	0
VERUS BK	14	\$1,007,823	12	0	1	1
WELLS FARGO BK	59	\$6,938,530	51	6	2	0
WELLS FARGO FIN'L/KS	14	\$1,835,724	14	0	0	0
149 Lenders with less than 10 each	404	\$39,042,247	304	55	12	33
<b>GRAND TOTAL</b>	<b>1,638</b>	<b>\$158,945,195</b>	<b>1,348</b>	<b>162</b>	<b>36</b>	<b>92</b>



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# of Residential Sales - 12 Month Trend



## Employee Spotlight



**Sharon Wieters** - New Home Sales Rep for Sedgwick County

Sharon is originally from Massachusetts. She is married to Eric Wieters. Sharon has 2 grown children that live in Topeka, KS and Atlanta, GA. She enjoys traveling, golf, dancing, working in the yard and family gatherings. Sharon enjoys the ocean and warmer climates like South Carolina. Sharon currently serves on the Wichita Area Builders Association Executive Committee and The Ronald McDonald House Governance Committee.

Office: 316.721.6500 \* Fax: 316.721.6949 \* Email: swieters@firstam.com

## First American Title Locations

### CLOSING SERVICES

#### FIRST AMERICAN TITLE COMMERCIAL CLOSING SERVICES

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

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

#### 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  
Aliene Powers, Admin. Asst.  
Janis Biggs, Closer  
LaFaye Sampson, Assistant  
Marilyn Armer, Earnest Money  
Pam Amrine, Assistant  
Sandra Park, Closer  
Teresa Martinez, Assistant

#### EAST 21ST OFFICE

8621 E. 21st St. North, Suite 150  
Wichita, KS 67206  
(316) 634-6300  
Deb Kimble, Manager  
Bobbie Estes, Closer  
Colleen Christy, Assistant  
Erin Sholtz, Closer  
Hannah Lonergan, Assistant  
Kim Skoumal, Assistant  
Kris Scott, Closer  
Lamika Mack, 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  
Cara Prothro, Assistant

#### WATERFRONT OFFICE

1635 Waterfront Parkway  
Wichita, KS 67206  
(316) 928-4200  
Karrie Bailey, Manager  
April Johnston, Assistant

#### NORTH RIDGE OFFICE

2872 N. Ridge Road, Ste 112  
Wichita, KS 67205  
(316) 722-2463  
Judy Beall, Manager  
Nina Copeland, Assistant

#### NORTH RIDGE OFFICE

3531 N. Ridge Road  
Wichita, KS 67205  
(316) 773-3333  
Amber Ketchum, Manager  
Norma Janzen, Assistant

#### WEST 13th OFFICE

8442 W. 13th, Suite 103  
Wichita, KS 67212  
(316) 721-4888  
Pam Burns, Branch Manager  
Angee Carroll, Closer  
Karen McGregor, Closer  
Mindy Williams, Assistant

#### WEST 21ST OFFICE

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

#### WEST 21ST OFFICE

7926 W. 21st St. N.  
Wichita, KS 67205  
(316) 854-0070  
Juline Wallweber, Manager  
Margi Dochow, 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  
Angela Ruda, Assistant  
Beverly Love-Hetzel, Assistant  
Crystal Driskill, Assistant  
Kristy Jackson, Closer  
Sherri McAnelly, Assistant  
Traci Winter, Assistant

#### DERBY OFFICE

1120 N. Rock Rd, Ste 300  
Wichita, KS 67037  
(316) 788-9093  
Lloyd Sacket, Manager  
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  
Jan McGrath, Examiner  
JoAnn Childers, Examiner  
Karen Frye, Examiner  
Kathy Harter, Examiner  
Nancy Tiger, Title Distribution  
Matrice Reddick, Title Searches  
Stephanie Thummel, Title Searches  
Jeanne Beatty, Ownership Lists  
Amber Lynch, Order Entry  
Julie Green, Distribution  
Sondra Green, Customer Service  
Donald Bass, Recording Clerk  
Teri Rodiek, Recording Desk  
Judy Argyle, Policy Manager

Cathy Minkler, Policy Production  
Stephanie Liby, Policy Production

#### FIRST AMERICAN TITLE COMMERCIAL TITLE

434 N. Main  
Wichita, KS 67202  
(316) 267-8371  
Glenn B. Edwards, Manager  
James Leftwich, Examiner  
Lisa Walls, Examiner  
Melissa Holland, Examiner  
Janet Harris, Assistant  
Tonya Ridpath, 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

434 N Main  
Wichita, KS 672032  
(316) 267-8371  
Melissa Houston, Coordinator

### TECHNOLOGY ADVANTAGE

434 N Main  
Wichita, KS 67202  
(316) 648-9908



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