

# NOV 2007 TREM REPORT

## SEDGWICK COUNTY

### BUILDING PERMITS - NOV

|               | SINGLE FAMILY |      |       | 2-3-4 FAMILY |      |       | MULTI FAMILY |      |       | CONSIDERATION |              |       |
|---------------|---------------|------|-------|--------------|------|-------|--------------|------|-------|---------------|--------------|-------|
|               | 2006          | 2007 |       | 2006         | 2007 |       | 2006         | 2007 |       | 2006          | 2007         |       |
| Wichita       | 142           | 87   | -39%  | 22           | 0    | -100% | 0            | 68   | +100  | \$15,099,390  | \$13,518,463 | -11%  |
| Derby         | 7             | 2    | -72%  | 0            | 2    | +200% | --           | --   | --    | \$ 1,121,449  | \$ 524,000   | -54%  |
| Colwich       | 0             | 1    | +100% | --           | --   | --    | --           | --   | --    | 0             | \$ 134,000   | +100% |
| Haysville     | 5             | 4    | -20%  | --           | --   | --    | --           | --   | --    | \$ 451,000    | \$ 746,000   | +66%  |
| Mulvane       | 1             | 0    | -100% | --           | --   | --    | --           | --   | --    | \$ 175,000    | 0            | -100% |
| Valley Center | 7             | 3    | -58%  | --           | --   | --    | --           | --   | --    | \$ 843,066    | \$ 430,000   | -49%  |
| Maize         | 0             | 4    | +400% | --           | --   | --    | --           | --   | --    | 0             | \$ 1,874,400 | +100% |
| Park City     | 6             | 5    | -17%  | --           | --   | --    | --           | --   | --    | \$ 741,000    | \$ 980,611   | +33%  |
| Cheney        | 2             | 2    | --    | --           | --   | --    | --           | --   | --    | \$ 160,000    | \$ 495,000   | +210% |
| Sedgwick Co.  | 13            | 18   | +39%  | --           | --   | --    | --           | --   | --    | \$ 2,713,700  | \$ 3,490,500 | +29%  |
| Andover       | 10            | 13   | +30%  | --           | --   | --    | --           | --   | --    | \$ 2,180,971  | \$ 5,124,027 | +135% |
| Augusta       | 1             | 2    | +100% | --           | --   | --    | 28           | 0    | -100% | \$ 1,327,326  | \$ 208,703   | -85%  |
| El Dorado     | 2             | 1    | -50%  | --           | --   | --    | --           | --   | --    | \$ 207,000    | \$ 78,000    | -63%  |
| Rose Hill     | 3             | 1    | -67%  | --           | --   | --    | --           | --   | --    | \$ 594,000    | \$ 150,000   | -75%  |

### BUILDING PERMITS - YEAR-TO-DATE

|               | UNITS |       |       | PERMITS |       |      | CONSIDERATION |               |      |
|---------------|-------|-------|-------|---------|-------|------|---------------|---------------|------|
|               | 2006  | 2007  |       | 2006    | 2007  |      | 2006          | 2007          |      |
| Wichita       | 1,919 | 1,783 | -8%   | 1,527   | 1,454 | -5%  | \$164,999,294 | \$165,987,308 | +1%  |
| Derby         | 319   | 109   | -66%  | 150     | 108   | -28% | \$ 28,880,397 | \$ 16,533,487 | -43% |
| Colwich       | 7     | 6     | -15%  | 7       | 6     | -15% | \$ 727,525    | \$ 645,710    | -12% |
| Haysville     | 58    | 51    | -13%  | 58      | 49    | -16% | \$ 6,866,475  | \$ 6,088,609  | -12% |
| Mulvane       | 50    | 9     | -82%  | 46      | 9     | -81% | \$ 6,426,750  | \$ 1,852,000  | -72% |
| Valley Center | 57    | 54    | -6%   | 57      | 54    | -6%  | \$ 7,265,856  | \$ 8,359,571  | +16% |
| Maize         | 38    | 91    | +140% | 38      | 39    | +3%  | \$ 5,823,150  | \$ 11,171,727 | +92% |
| Park City     | 60    | 62    | +4%   | 60      | 62    | +4%  | \$ 7,596,000  | \$ 8,651,105  | +14% |
| Cheney        | 13    | 12    | -8%   | 13      | 11    | -16% | \$ 2,010,700  | \$ 2,091,831  | +5%  |
| Sedgwick Co.  | 164   | 133   | -19%  | 164     | 133   | -19% | \$ 36,769,297 | \$ 28,144,733 | -24% |
| Andover       | 148   | 176   | +19%  | 136     | 174   | +28% | \$ 32,364,148 | \$ 43,247,986 | +34% |
| Augusta       | 53    | 22    | -59%  | 22      | 20    | -10% | \$ 3,140,018  | \$ 1,870,358  | -41% |
| El Dorado     | 27    | 27    | --    | 26      | 27    | +4%  | \$ 3,218,500  | \$ 3,875,485  | +21% |
| Rose Hill     | 20    | 27    | +35%  | 20      | 27    | +35% | \$ 3,365,861  | \$ 4,613,670  | +38% |

### MORTGAGES

|               | 2006            | 2007            |      |
|---------------|-----------------|-----------------|------|
| Mortgages     | 2,295           | 1,939           | -16% |
| Consideration | \$251,081,137   | \$243,732,848   | -3%  |
| Deeds         | 1,866           | 1,824           | -3%  |
| YEAR TO DATE  |                 |                 |      |
| Mortgages     | 27,424          | 24,840          | -10% |
| Consideration | \$2,712,527,927 | \$2,922,482,037 | +9%  |
| Deeds         | 22,734          | 21,030          | -8%  |

### FORECLOSURES

|               | 2007 | 2006 | 2005 | 2004 | 2003 |
|---------------|------|------|------|------|------|
| Current Month | 170  | 177  | 161  | 174  | 117  |
| Year to date  | 1819 | 1940 | 1593 | 1675 | 1493 |

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 316.267.8371

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.

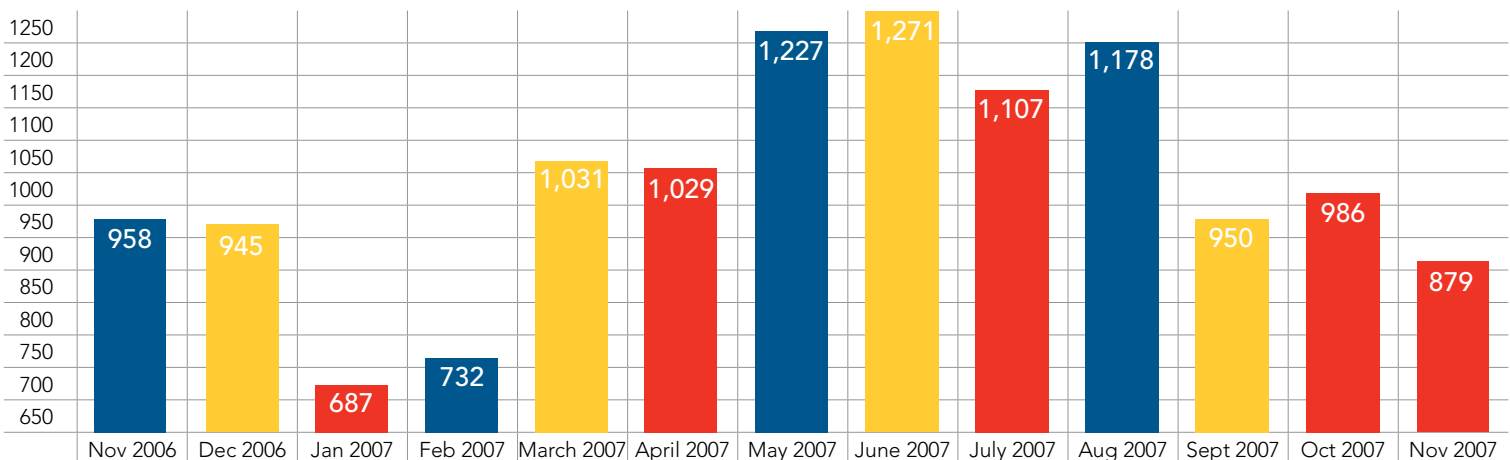
| Lender                             | No.          | Total Amount         | Conventional | FHA        | VA        | Other     |
|------------------------------------|--------------|----------------------|--------------|------------|-----------|-----------|
| BANK OF AMERICA                    | 153          | \$12,809,995         | 142          | 8          | 3         | 0         |
| BANK OF THE WEST                   | 87           | \$6,579,015          | 82           | 3          | 1         | 1         |
| BENEFICIAL KS                      | 14           | \$1,195,104          | 14           | 0          | 0         | 0         |
| BOEING WICHITA CU                  | 36           | \$2,722,178          | 34           | 1          | 0         | 1         |
| CAPITOL FSB                        | 114          | \$13,530,080         | 114          | 0          | 0         | 0         |
| CITIFINANCIAL                      | 12           | \$408,266            | 12           | 0          | 0         | 0         |
| CITIMORTGAGE                       | 32           | \$3,848,008          | 32           | 0          | 0         | 0         |
| CITY/WICHITA NBRHD IMPROVEMNT      | 51           | \$264,837            | 51           | 0          | 0         | 0         |
| COMMERCE BK                        | 19           | \$2,823,400          | 19           | 0          | 0         | 0         |
| COUNTRYWIDE BK                     | 110          | \$11,625,445         | 101          | 9          | 0         | 0         |
| COUNTRYWIDE HM LNS                 | 13           | \$1,033,737          | 2            | 11         | 0         | 0         |
| CREDIT UNION/AMERICA               | 35           | \$1,932,175          | 35           | 0          | 0         | 0         |
| EMPRISE BK                         | 58           | \$4,126,102          | 55           | 1          | 0         | 2         |
| EQUITY BK                          | 47           | \$5,862,619          | 41           | 4          | 1         | 1         |
| EXECUTIVE MTG                      | 14           | \$1,684,207          | 6            | 7          | 1         | 0         |
| FIDELITY BK                        | 60           | \$4,888,945          | 46           | 12         | 1         | 1         |
| FIRST CHOICE FCU                   | 11           | \$433,600            | 11           | 0          | 0         | 0         |
| FIRST EQUITY MTG SVCS              | 10           | \$1,261,226          | 7            | 3          | 0         | 0         |
| FIRST HORIZON HM LN                | 127          | \$15,325,276         | 80           | 37         | 8         | 2         |
| GARDEN PLAIN ST BK                 | 11           | \$1,789,035          | 6            | 0          | 0         | 5         |
| INTRUST BK                         | 79           | \$5,174,261          | 79           | 0          | 0         | 0         |
| JP MORGAN CHASE BK                 | 14           | \$1,305,380          | 14           | 0          | 0         | 0         |
| KANZA BK                           | 28           | \$2,276,548          | 21           | 0          | 0         | 7         |
| LEGACY BK                          | 26           | \$3,087,238          | 19           | 3          | 0         | 4         |
| ROSE HILL BK                       | 14           | \$1,504,999          | 11           | 0          | 0         | 3         |
| SECURITY SVGS BK                   | 26           | \$2,189,025          | 22           | 4          | 0         | 0         |
| SUNTRUST MTG                       | 19           | \$2,547,578          | 14           | 5          | 0         | 0         |
| UNKNOWN                            | 10           | \$396,516            | 1            | 0          | 0         | 9         |
| USAA FSB                           | 15           | \$1,054,854          | 14           | 0          | 1         | 0         |
| WASHINGTON MUTUAL BK               | 10           | \$821,297            | 10           | 0          | 0         | 0         |
| WELLS FARGO BK                     | 57           | \$7,144,767          | 52           | 1          | 2         | 2         |
| WESTERN CR                         | 12           | \$479,305            | 12           | 0          | 0         | 0         |
| WICHITA FCU                        | 10           | \$342,600            | 10           | 0          | 0         | 0         |
| 151 Lenders with less than 10 each | 396          | \$56,409,887         | 332          | 36         | 9         | 19        |
| <b>GRAND TOTAL</b>                 | <b>1,730</b> | <b>\$178,877,505</b> | <b>1,501</b> | <b>145</b> | <b>27</b> | <b>57</b> |



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### # of Residential Sales - 12 Month Trend



## Employee Spotlight



**Beverly Love-Hetzel** - Receptionist/Escrow Assistant at 8406 West Maple Office

Bev has been the receptionist and an escrow assistant for many years. Promoted to "Office Mom" because of having Kleenex, Tums, Band Aids, cleaning up areas that required it and hugs. This makes for a warm opening for clients. Bev loves to dance, play cards, eat and bake cookies. She met her favorite actor, Paul Newman and says he does have great blue eyes, low voice and is most charming. "Drop by and say Hi, anytime." --bev

Office: 316.721.6500 \* Fax: 316.721.6949 \* Email: blove@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  
Debbie Oden, 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  
Pam Amrine, Earnest Money  
Sandra Park, Closer  
Aliene Powers, Admin. Asst.  
Janis Biggs, Assistant  
Teresa Martinez, Assistant  
Marilyn Armer, Assistant  
LaFaye Sampson, Assistant

**EAST 21ST OFFICE**  
8621 E. 21st St. North, Suite 150  
Wichita, KS 67206  
(316) 634-6300  
Kris Scott, Closer  
Bobbie Estes, Closer  
Erin Sholtz, Closer  
Hannah Lonergan, Assistant  
Deb Kimble, Assistant  
Kim Skoumal, Assistant  
Lamika Mack, Assistant  
Michelle Angbo, Assistant  
Julie Titus, 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  
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  
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  
Colleen Christy, 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  
Amber Ketchum, Closer  
Crystal Driskill, Assistant  
Kristy Jackson, Assistant  
Beverly Love-Hetzel, Assistant  
Norma Janzen, Assistant  
Traci Winter, Assistant  
Sherri McAnelly, Assistant

### DERBY OFFICE

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