

# SEPT 2008 TREM REPORT

## SEDGWICK COUNTY

### BUILDING PERMITS - SEPT

	SINGLE FAMILY			2-3-4 FAMILY			MULTI FAMILY			CONSIDERATION		
	2007	2008		2007	2008		2007	2008		2007	2008	
Wichita	114	89	-22%	16	2	-88%	27	192	+612%	\$14,256,722	\$20,603,611	+45%
Derby	8	11	+38%	--	--	--	--	--	--	\$ 1,804,058	\$ 2,239,649	+25%
Colwich	1	1	--	--	--	--	--	--	--	\$ 93,000	\$ 102,500	+11%
Haysville	1	1	--	--	--	--	--	--	--	\$ 414,600	\$ 200,000	-52%
Mulvane	2	0	-200%	0	2	+200%	--	--	--	\$ 436,000	\$ 220,000	-50%
Valley Center	1	1	--	--	--	--	--	--	--	\$ 113,850	\$ 140,000	+23%
Maize	2	1	-50%	--	--	--	--	--	--	\$ 454,000	\$ 180,000	-61%
Park City	1	3	+200%	--	--	--	--	--	--	\$ 120,000	\$ 401,000	+235%
Cheney	1	6	+500%	--	--	--	--	--	--	\$ 341,950	\$ 659,500	+93%
Sedgwick Co.	14	11	-22%	--	--	--	--	--	--	\$ 3,093,161	\$ 2,495,000	-17%
Andover	15	12	-20%	--	--	--	--	--	--	\$ 3,560,695	\$ 3,633,116	+3%
Augusta	2	2	--	--	--	--	--	--	--	\$ 133,006	\$ 197,753	+49%
El Dorado	3	0	-300%	--	--	--	--	--	--	\$ 290,000	0	-100%
Rose Hill	4	5	+25%	--	--	--	--	--	--	\$ 709,501	\$ 839,000	+19%

### BUILDING PERMITS - YEAR-TO-DATE

	UNITS			PERMITS			CONSIDERATION		
	2007	2008		2007	2008		2007	2008	
Wichita	1,628	1,538	-6%	1,364	902	-34%	\$152,468,845	\$148,164,063	-3%
Derby	105	92	-13%	105	92	-13%	\$ 16,009,487	\$ 16,556,933	+4%
Colwich	5	3	-40%	5	3	-40%	\$ 511,710	\$ 426,300	-17%
Haysville	47	54	+15%	45	52	+16%	\$ 5,342,609	\$ 8,032,459	+51%
Mulvane	9	7	-23%	9	7	-23%	\$ 1,852,000	\$ 798,000	-57%
Valley Center	51	25	-51%	51	25	-51%	\$ 7,929,571	\$ 4,281,748	-47%
Maize	87	24	-73%	35	23	-35%	\$ 9,297,327	\$ 6,704,605	-28%
Park City	57	54	-6%	57	54	-6%	\$ 7,670,494	\$ 7,119,798	-8%
Cheney	10	14	+40%	9	14	+56%	\$ 1,596,831	\$ 1,652,600	+4%
Sedgwick Co.	115	107	-7%	115	107	-7%	\$ 24,654,233	\$ 24,725,207	+1%
Andover	163	103	-37%	161	98	-40%	\$ 38,123,959	\$ 21,643,193	-44%
Augusta	20	25	+25%	18	24	+34%	\$ 1,661,655	\$ 2,021,950	+22%
El Dorado	26	21	-20%	26	21	-20%	\$ 3,797,485	\$ 3,231,500	-15%
Rose Hill	26	16	-39%	26	16	-39%	\$ 4,463,670	\$ 3,138,900	-30%

### MORTGAGES

	2007	2008	
Mortgages	2,339	1,727	-27%
Consideration	\$253,281,148	\$194,890,795	-24%
Deeds	2,139	1,751	-19%
YEAR TO DATE			
Mortgages	22,901	18,434	-20%
Consideration	\$2,678,749,189	\$2,224,384,979	-17%
Deeds	19,206	16,403	-15%

### FORECLOSURES

	2008	2007	2006	2005	2004
Current Month	166	158	152	128	140
Year to date	1539	1471	1590	1289	1365

Our Offices will be closed:  
 Thursday, November 27, 2008  
 Friday, November 28, 2008  
 Thursday, December 25, 2008  
 Friday, December 26, 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.

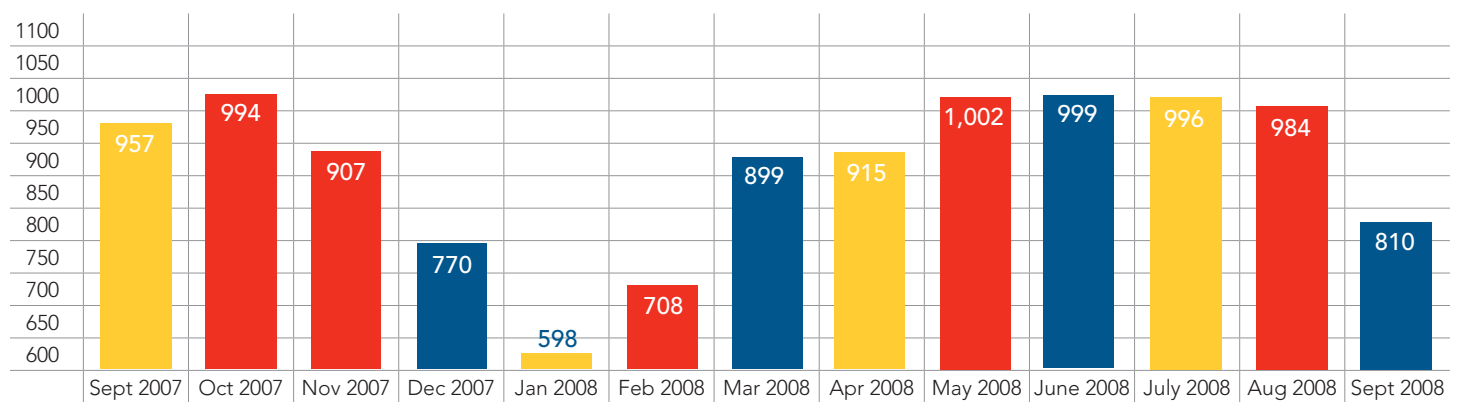
Lender	No.	Total Loan	Conventional	FHA	VA	Other
BANK OF AMERICA	80	\$9,887,433	61	16	3	0
BANK OF THE WEST	75	\$5,703,048	63	11	1	0
BNC NAT'L BK	13	\$1,595,028	0	13	0	0
BOEING WICHITA CU	38	\$2,962,358	37	0	0	1
CAPITOL FSB	110	\$12,316,513	108	0	0	2
CESSNA EMP CU	11	\$332,992	11	0	0	0
CHISHOLM TRAIL ST BK	11	\$456,300	11	0	0	0
CITIMORTGAGE	11	\$1,183,499	5	4	2	0
COMMERCE BK	11	\$880,430	8	3	0	0
COUNTRYWIDE BK	90	\$10,740,460	51	35	4	0
CREDIT UNION/AMERICA	29	\$1,743,345	29	0	0	0
EMPRISE BK	53	\$4,024,803	47	3	1	2
EQUITY BK	37	\$4,679,766	24	9	4	0
FEDERAL HM LN BK/TOPEKA	10	\$34,600	10	0	0	0
FIDELITY BK	60	\$5,882,960	32	21	7	0
FIRST CHOICE FCU	11	\$535,800	10	0	0	1
FIRST HORIZON HM LN	36	\$4,360,818	5	26	5	0
GARDEN PLAIN ST BK	15	\$2,221,079	11	0	0	4
INTRUST BK	100	\$5,884,908	96	1	0	3
JP MORGAN CHASE BK	11	\$921,030	10	1	0	0
KANZA BK	15	\$1,188,245	15	0	0	0
LEGACY BK	22	\$1,756,247	20	2	0	0
METLIFE HM LNS	67	\$7,766,555	18	39	10	0
MISCELLANEOUS GOVT AGCY	10	\$130,187	10	0	0	0
PRIORITY MTG CORP/WICHITA	11	\$1,094,248	5	5	1	0
REGENT FIN'L	17	\$1,800,544	0	17	0	0
ROSE HILL BK	14	\$1,318,750	13	0	0	1
SECURITY SVGS BK	28	\$4,264,317	21	7	0	0
UNIVERSAL MTG	21	\$2,428,385	1	18	2	0
USAA FSB	17	\$2,162,143	12	0	5	0
VERUS BK	12	\$996,220	10	1	1	0
WELLS FARGO BK	70	\$9,733,679	47	15	7	1
WELLS FARGO FIN'L BK	13	\$254,000	13	0	0	0
WICHITA FCU	11	\$337,400	11	0	0	0
143 Lenders with less than 10 each	404	\$39,718,602	266	105	10	23
<b>GRAND TOTAL</b>	<b>1,544</b>	<b>\$151,296,692</b>	<b>1,091</b>	<b>352</b>	<b>63</b>	<b>38</b>



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### # of Residential Sales - 12 Month Trend



Wichita Area Association of Realtors® MLS Statistics Report as of 010/20/2008

## Employee Spotlight



**Mark Moss** - Lender/Commercial Representative at 434 N Main

Mark and his wife, Kim, have two daughters, ages 10 and 6. Mark enjoys family vacations at Table Rock Lake, live concerts, old cars, and golfing. Spending time with family and friends while watching the Wichita State Shockers or Nebraska Cornhuskers also ranks high on his list. Mark has over 15 years experience in the banking and lending industry. Mark helps mortgage lenders order our Title, Credit, Flood, and Document Services electronically.

Office: 316.992.9008 \* Fax: 316.267.8115 \* Email: mamoss@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  
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

Aliene Powers, Assistant  
Amy Shepherd, Closer  
Cathy Minkler, Assistant  
Janis Biggs, Closer  
LaFaye Sampson, Assistant  
Marilyn Armer, Earnest Money  
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 Martin, Assistant  
Kim Skoumal, Assistant  
Kris Scott, Closer  
Lamika Mack, Assistant  
Tiffany Edem, 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  
Roxan Williams, Assistant

#### EAST 13TH OFFICE

12021 E. 13th St. N., Bldg. 100  
Wichita, KS 67206  
(316) 685-0500

Debby Reed, Manager  
Jocynnda Bolster, Assistant

#### EAST HARRY OFFICE

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

Angie Engels, Manager

#### 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  
Heather Faron, 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  
Brenda Haylor, Closer  
Sherri McAnelly, Assistant  
Traci Winter, Assistant

#### DERBY OFFICE

1120 N. Rock Rd, Ste 300  
Wichita, KS 67037  
(316) 788-9093

Dottie Amend, Manager  
Lloyd Sacket, Closer  
Julie Titus, Assistant

#### TITLE SERVICES

#### FIRST AMERICAN TITLE COMMERCIAL SERVICES

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

Glenn B. Edwards, Manager  
Lisa Walls, Examiner  
Melissa Holland, Examiner  
Janet Harris, Assistant  
Tonya Ridpath, Assistant

#### FIRST AMERICAN TITLE RESIDENTIAL SERVICES

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

Scott P. Brown, Manager  
Caren Dressler, Examiner  
Cheryl Kessinger, Examiner  
Heather Kamphaus, Examiner  
James Leftwich, Examiner  
Jan McGrath, Examiner  
JoAnn Childers, Examiner  
Karen Frye, Examiner

Julie Green, Assistant  
Nancy Tiger, Assistant  
Sondra Green, Customer Service  
Tania Echevarria, Assistant

#### LIMITED TITLE SERVICES

Matrice Reddick, Title Searches  
Stephanie Thummel, Title Searches

#### RECORDING SERVICES

Teri Rodiek, Recording Desk

#### POLICY SERVICES

Judy Argyle, Policy Manager  
Stephanie Liby, Policy Production

#### 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-Kerth, Accounts  
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  
Mark Moss, Lender Rep  
Sharon Wieters, New Home Rep  
Sue Hoefgen, Realtor Rep

#### COORDINATION SERVICES

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

#### HOME WARRANTY

(316) 312-0197  
Tracy Pryor, Area Manager

#### TECHNOLOGY ADVANTAGE

434 N. Main  
Wichita, KS 67202  
(316) 648-9908  
Charles Hughes, IT Solutions



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