

# NOV 2010 TREM REPORT

## SEDGWICK COUNTY

### BUILDING UNITS - November

	SINGLE FAMILY			2-3-4 FAMILY			MULTI FAMILY			CONSIDERATION		
	2009	2010		2009	2010		2009	2010		2009	2010	
Wichita	45	27	-40%	2	4	+100%	0	10	+100%	\$4,547,420	\$5,174,002	+14%
Derby	6	8	+34%	--	--	--	--	--	--	\$1,052,618	\$1,498,705	+43%
Colwich	0	0	--	--	--	--	--	--	--	0	0	--
Haysville	0	0	--	--	--	--	--	--	--	0	0	--
Mulvane	1	0	-100%	--	--	--	--	--	--	\$ 180,000	0	-100%
Valley Center	2	1	-50%	--	--	--	--	--	--	\$ 293,000	\$ 200,000	-32%
Maize	0	2	+200%	--	--	--	--	--	--	0	\$ 252,000	+100%
Park City	4	1	-75%	--	--	--	--	--	--	\$ 445,800	\$ 152,000	-66%
Cheney	1	0	-100%	--	--	--	--	--	--	\$ 285,000	0	-100%
Sedgwick Co.	7	5	-29%	--	--	--	--	--	--	\$2,137,000	\$ 970,000	-55%
Andover	0	3	+300%	--	--	--	--	--	--	0	\$ 424,701	+100%
Augusta	0	0	--	--	--	--	--	--	--	0	0	--
El Dorado	0	0	--	--	--	--	--	--	--	0	0	--
Rose Hill	0	1	+100%	--	--	--	--	--	--	0	\$ 150,000	+100%

### BUILDING PERMITS - YEAR-TO-DATE

	UNITS			PERMITS			CONSIDERATION		
	2009	2010		2009	2010		2009	2010	
Wichita	773	658	-15%	686	572	-17%	\$73,505,042	\$63,957,874	-13%
Derby	540	84	-85%	110	82	-26%	\$26,939,320	\$12,686,138	-53%
Colwich	4	1	-75%	4	1	-75%	\$ 437,300	\$ 138,500	-69%
Haysville	85	16	-82%	38	14	-64%	\$ 7,734,940	\$ 1,794,800	-77%
Mulvane	7	3	-58%	7	3	-58%	\$ 1,107,000	\$ 685,000	-39%
Valley Center	21	27	+29%	21	23	+10%	\$ 3,131,045	\$ 3,831,625	+23%
Maize	50	42	-16%	44	35	-21%	\$ 7,356,690	\$ 6,026,427	-19%
Park City	100	23	-77%	63	23	-64%	\$ 8,835,540	\$ 2,884,950	-86%
Cheney	5	12	+140%	4	5	+25%	\$ 1,092,395	\$ 1,165,000	+7%
Sedgwick Co.	76	66	-14%	76	66	-14%	\$18,898,162	\$15,989,555	-16%
Andover	55	62	+13%	51	57	+12%	\$11,919,440	\$13,495,447	+14%
Augusta	10	18	+80%	10	14	+40%	\$ 1,038,084	\$ 1,345,119	-30%
El Dorado	11	17	+55%	10	17	+70%	\$ 1,259,500	\$ 1,896,000	+51%
Rose Hill	6	8	+34%	6	8	+34%	\$ 967,000	\$ 1,442,524	+50%

### MORTGAGES

	2009	2010	
November			
Mortgages	1,561	1,897	+22%
Consideration	\$179,526,085	\$183,287,957	+3%
Deeds	1,446	1,484	+3%
YEAR TO DATE			
Mortgages	21,242	18,375	-14%
Consideration	\$2,557,125,101	\$1,855,397,777	-28%
Deeds	16,604	16,414	-2%

### FORECLOSURES

	2010	2009	2008	2007	2006
Current Month	202	198	148	170	177
Year to date	2339	2280	1867	1819	1940

Our Offices will be closed:  
Friday, December 24, 2010

#### TREM CONTACT

Mark Moss

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EMAIL mmoss@security1stks.com



Security 1st Title

434 N Main, Wichita KS 67202

316.267.8371 www.security1stks.com

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

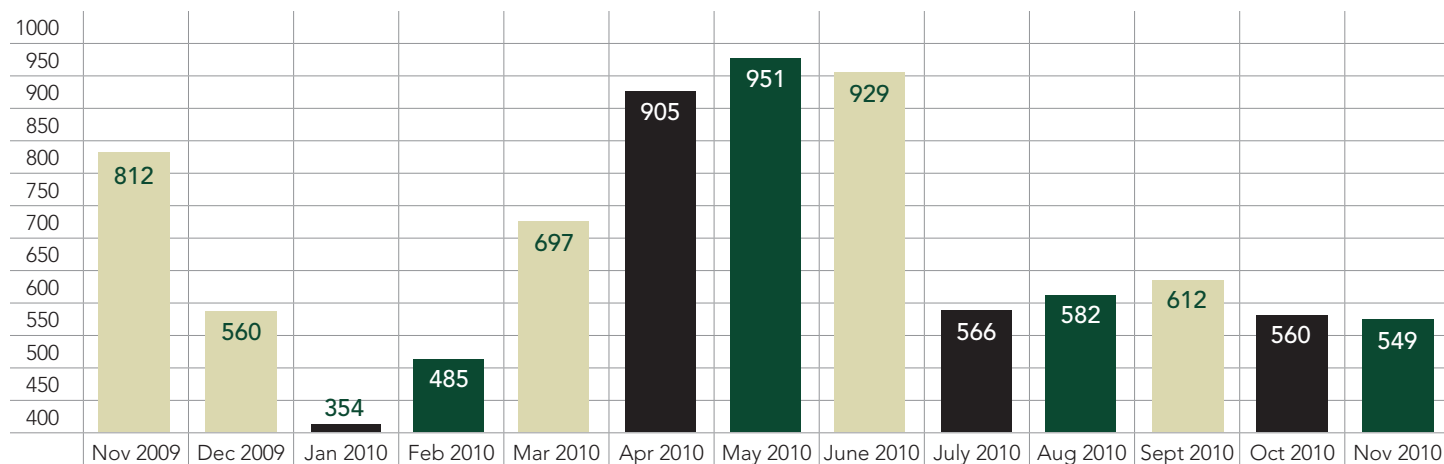
Lender	No.	Total Amount	Conventional	FHA	VA	Other
BANK OF AMERICA	105	\$14,212,618	68	31	6	0
BANK OF THE WEST	38	\$6,591,628	33	4	1	0
BNC NAT'L BK	28	\$3,542,979	10	15	3	0
CAPITOL FSB	131	\$18,360,522	124	6	1	0
CENTRAL STAR CU	19	\$2,089,900	19	0	0	0
CESSNA EMP CU	12	\$1,424,500	12	0	0	0
CITIMORTGAGE	19	\$2,576,829	18	1	0	0
CITIZENS BK/KS	12	\$1,480,926	11	1	0	0
CREDIT UNION/AMERICA	55	\$6,871,840	55	0	0	0
EMPRISE BK	13	\$1,336,950	13	0	0	0
EQUITY BK	22	\$2,682,761	13	8	1	0
EXECUTIVE MTG	13	\$1,838,473	6	7	0	0
FIDELITY BK	109	\$13,961,518	71	33	5	0
GARDEN PLAIN ST BK	19	\$2,898,102	19	0	0	0
HUTCHINSON CU	11	\$1,573,900	11	0	0	0
INTRUST BK	54	\$5,698,974	54	0	0	0
JP MORGAN CHASE BK	18	\$2,347,763	17	1	0	0
KANSAS ST BK/MANHATTAN	15	\$2,297,451	13	0	2	0
KANZA BK	18	\$3,091,074	16	2	0	0
LEADER ONE FIN'L	13	\$1,622,476	6	7	0	0
LEGACY BK	27	\$3,215,904	25	0	1	1
MERITRUST CU	36	\$5,261,775	36	0	0	0
METLIFE HM LNS	80	\$11,246,890	43	28	9	0
MIDAMERICAN CU	21	\$3,033,050	21	0	0	0
PRIMARY RESID'L MTG	27	\$4,070,124	13	13	1	0
PRIORITY MTG CORP/WICHITA	16	\$2,187,935	6	7	3	0
PULASKI BK	10	\$1,488,710	5	4	1	0
QUICKEN LNS	19	\$2,688,316	9	8	2	0
RCB BK	14	\$2,315,650	14	0	0	0
REGENT FIN'L	41	\$5,334,810	8	31	2	0
ROSE HILL BK	13	\$963,400	13	0	0	0
SIMMONS FIRST NAT'L BK	12	\$1,393,457	5	5	2	0
US BK	13	\$1,334,431	8	3	2	0
USAA	20	\$2,973,379	11	0	9	0
VERUS BK	15	\$1,970,281	9	2	4	0
WELLS FARGO BK	160	\$23,599,859	129	16	15	0
108 Lenders with less than 10 loans	303	\$43,505,483	213	71	9	10
<b>GRAND TOTAL</b>	<b>1,553</b>	<b>\$213,084,638</b>	<b>1,157</b>	<b>305</b>	<b>79</b>	<b>12</b>



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### # of Residential Sales - 12 Month Trend



Wichita Area Association of Realtors® MLS Statistics Report as of 12/13/2010

## Employee Spotlight



**Glenn Edwards** - Senior Vice President, Security 1st Title at 434 N Main St.

Celebrating his 30 year anniversary with the company, Glenn is truly a seasoned professional in the title industry! He remembers the days of abstracting as a title examiner for most of his career. When asked what Glenn's favorite part of his job is, he quickly says, 'I enjoy the customers!' He also likes the fact that every deal is different. During Glenn's spare time, he enjoys crossword puzzles, refinishing furniture, reading History and Science Fiction, and collecting 'old' books. Glenn is an avid fan of WSU athletics; specifically Shocker basketball and baseball. Glenn and his wife have one adult daughter.

Office: 316.293.1645 \* Fax: 316.267.8115 \* Email: gbedwards@security1stks.com

## Security 1st Title Locations

### CLOSING SERVICES

#### SECURITY 1ST TITLE COMMERCIAL CLOSING SERVICES

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

Diana Bower, Manager  
Jewel Hidalgo, Closer  
Debbie Oden, Assistant

#### SECURITY 1ST TITLE RESIDENTIAL CLOSING SERVICES

##### MAIN OFFICE

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

Jennifer Weast, Executive VP,  
Secretary Treasurer  
Cathy Minkler, Assistant  
Janis Biggs, Closer  
Marilyn Armer, Earnest Money  
Marsha Francis, Closer  
Sandra Park, Closer  
Teresa Martinez, Assistant

##### EAST 21ST OFFICE

8621 E. 21st St. North, Suite 150  
Wichita, KS 67206  
(316) 634-6300

Connie Daniel, Manager  
Bobbie Estes, Closer  
Karrie Bailey, Closer  
Colleen Christy, Assistant  
Erin Sholtz, Assistant  
Heather Winberry, Assistant  
Kim Skoumal, Assistant  
Kris Scott, Closer

##### EAST CENTRAL OFFICE

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

##### EAST 13TH OFFICE

6530 E. 13th  
Wichita, KS 67206  
(316) 652-1401  
Linde Ohmes, Closer  
Margi Dochow, Assistant

##### EAST 13TH OFFICE

12021 E. 13th St. N., Bldg. 100  
Wichita, KS 67206  
(316) 685-0500  
Amy Shepherd, Closer  
Jocynnda Bolster, Assistant

##### EAST HARRY OFFICE

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

Angie Engels, Closer  
Deana Henrie, Assistant

##### NORTH ROCK ROAD OFFICE

350 N Rock Rd, Ste A  
Wichita, KS 67206  
(316) 684-6767

Jeri Corbin, Assistant

##### NORTH ROCK ROAD OFFICE

1445 N Rock Rd, Ste 140  
Wichita, KS 67206  
(316) 425-7733

Debby Read, Closer  
Linda Lee Defrees, Assistant

##### NORTH ROCK ROAD OFFICE

1861 N Rock Rd, Ste 105  
Wichita, KS 67206  
(316) 686-4111

Wendy Higinbotham, Closer

##### NORTH RIDGE OFFICE

3515 N. Ridge #300  
Wichita, KS 67205  
(316) 721-6500

Tonnya Lewis, Manager  
Angela Ruda, Assistant  
Beverly Love-Hetzel, Assistant  
Crystal Driskill, Assistant  
Brenda Haylor, Closer  
Traci Winter, Assistant

##### NORTH RIDGE OFFICE

2872 N. Ridge Road, Ste 112  
Wichita, KS 67205  
(316) 722-2463

Judy Beall, Closer  
Nina Copeland, Assistant

##### NORTH RIDGE OFFICE

3531 N. Ridge Road  
Wichita, KS 67205  
(316) 773-3333

Amber Ketchum, Closer  
Norma Janzen, Assistant

##### WEST 13th OFFICE

8442 W. 13th, Suite 103  
Wichita, KS 67212  
(316) 721-4888

Angee Carroll, Closer  
Karen McGregor, Closer  
Terri Atteberry, Closer  
Mindy Williams, Assistant  
Vicki Dresslaer, Assistant

##### WEST 21ST OFFICE

7926 W. 21st St. N.  
Wichita, KS 67205  
(316) 854-0070

Juline Wallweber, Closer  
Pam Burns, Assistant

##### WEST MAPLE OFFICE

10100 W. Maple  
Wichita, KS 67209  
(316) 554-2872

Donna Osterman, Closer  
Mary Morris, Assistant

##### WEST MAPLE OFFICE

10300 W. Maple  
Wichita, KS 67209  
(316) 440-9467

Linda Brown, Closer

##### 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

#### SECURITY 1ST TITLE COMMERCIAL SERVICES

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

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

#### SECURITY 1ST TITLE RESIDENTIAL SERVICES

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

Scott P. Brown, Manager  
Aliene Powers, Assistant  
Blair Hollingsworth, Assistant  
Bo James, Examiner  
Caren Dressler, Examiner  
Cheryl Kessinger, Examiner  
Jan McGrath, Examiner  
JoAnn Childers, Examiner  
Karen Frye, Examiner  
Leslie Young, Assistant  
Lonneta Madden, Title Assistant  
Lori Gable, Assistant  
Nancy Tiger, Examiner

Rhonda Mills, Assistant  
Sondra Green, Customer Service  
Tania Echevarria, Assistant  
Tiffany Gay, Assisnat  
Matrice Reddick, Courthouse Services

### LIMITED TITLE SERVICES

Heather Kamphaus, Examiner  
Stephanie Thummel, Title Searches

### RECORDING SERVICES

Teri Rodiek, Recording Desk

### POLICY SERVICES

Judy Argyle, Policy Manager  
Stephanie Liby, Policy Production  
LaFaye Sampson, Assistant

### ADMIN. DEPARTMENT

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

Craig Burns, CEO  
David Armagost, President  
Brandon Knowles, Senior VP  
David Wood, Office Counsel  
Deb Kimble, Accounting  
Donna Ostreng, Accts Payable  
Marty Armbruster, Switchboard  
Virginia Black-Kerth, Accounts  
Receivable  
Cindy Kandt, Admin. Assistant

### MARKETING PERSONNEL

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

Michael Brown, Senior VP  
Amy Feather, Realtor Rep.  
Chris Ketzner, 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 672032  
(316) 267-8371  
Traci Winter, Coordinator

### TECHNOLOGY ADVANTAGE

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



Security 1<sup>st</sup> Title