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WASH. UT. & TP. COMM

WASHINGTON



UTILITIES AND TRANSPORTATION COMMISSION

HOUSEHOLD GOODS MOVING COMPANY PERMIT APPLICATION



Type of Household Goods Authority Requested – Check one	Fee Required
<input type="checkbox"/> Emergency temporary authority (to meet an urgent need for up to thirty days) - Complete pages 2 - 6 and Attachment E	\$ 50
<input type="checkbox"/> Temporary authority (to meet a short-term need) – Complete pages 2 --6 and Attachment A	\$ 250
<input checked="" type="checkbox"/> Permanent authority (at least six months must be served on a temporary provisional basis) – Complete pages 2 - 6 and Attachment A	\$ 550
<input type="checkbox"/> Permanent authority to transfer or acquire control resulting in a change in ownership or controlling interest (at least six months must be served on a temporary provisional basis) – Complete pages 2 - 6 and Attachment B	\$ 550
<input type="checkbox"/> Permanent authority to transfer or acquire control under the exceptions in WAC 480-15-335 – Complete pages 2 - 6 and Attachments B & C	\$ 250
<input type="checkbox"/> Reinstatement of permit (must be filed within 30 or 60 days of cancellation, depending on criteria set forth in WAC 480-15-450) – Complete pages 2 - 3 and include a statement justifying the reinstatement	\$ 250
<input type="checkbox"/> Name Change – Complete pages 2 - 3 and Attachment D	\$ 35
<input type="checkbox"/> Extension of authority – Complete pages 2 - 6 and Attachment A	\$ 550

TYPE OF PAYMENT

Check Money Order Amex Mastercard Visa

Amount: 550.00

Expiration Date: _____

CERTIFICATION: I, the undersigned, under penalty for false statement, certify that the following information is true and correct, that I am authorized to execute and file this document on behalf of the applicant and that all information on file is current and valid.

Name (printed): Justin S. Gast

Date: 12-11-08

Signature: [Signature]

Title: President

FOR OFFICIAL USE ONLY

Date Filed: 12/19/08

DOL/SOS: [Signature]

ID: 5360

Permit Issued: HG-

Staff Assigned: [Signature]

Insurance: _____

Inspection: _____

Docket # _____

Reception #: _____

111-0268-207-02 550.00

111-0268-202-01

111-0268-013-20

✓ 4164774

0016345

BUSINESS INFORMATION

Name of Applicant Helping Hands Moving Company
Justin Gant & Solomon Davis
(must be individual, partners of a partnership or corporation)

Trade Name, if applicable N/A Helping Hands Moving Company

Physical Address 1009 Mukilteo Speedway Mukilteo, WA 98275

Mailing Address 1009 Mukilteo Speedway Mukilteo, WA 98275

Telephone Number (425) 953-3570 Fax Number (425) 953-2558

UBI #: 602-837-6400 Email: HelpingHandsMoving@aol.com

Have you established a Worker's Compensation Account with the Department of Labor & Industries?
 No Yes L & I Account No. 160-410-00 (required if you have employees.)

Have you registered with the Employment Security Department? No Yes
ESD No. 419379-001 (required if you have employees)

Have you registered your business with the Department of Revenue? No Yes

TYPE OF BUSINESS STRUCTURE

Individual Partnership Corporation Other _____
(LP, LLP, LLC)

List the name, title and percentage of partner's share or stock distribution for major stockholders:

Name	Title	Stock Distribution or Percentage of Shares
<u>Justin Gant</u>	<u>President</u>	<u>50%</u>
<u>Solomon Davis</u>	<u>Vice President</u>	<u>50%</u>

Choose one of the following for the territory in which you wish to operate:

- All counties in the State of Washington
- The following named counties only: _____

Describe the services you wish to provide. Explain how your services will enhance customer choice, promote competition, or fill an unmet need for service:

We will be providing Household and commercial relocation services for Interstate and IntraState commerce. Our company will strive to set a new industry standard in affordability and quality of service.

Briefly describe your experience in the transportation/household goods moving industry:

I have spent the past 5 years assisting others move and help relocate in the State and out of state.

Do you currently hold, or have you ever held, a permit to operate as a motor carrier of property?

No Yes If yes, please indicate your permit number MC 660679

Have you ever applied for and been denied a permit to operate as a motor carrier of property in Washington? No Yes If yes, please explain _____

Do you currently operate interstate? No Yes If yes, please indicate your USDOT# 1820307 MC# 660679

Do you operate interstate as an agent of another company? No Yes If yes, what is the name of the company? _____

Do you have, or have you ever had a business related legal proceeding against you in Washington, or in any other state? No Yes If yes, please explain: _____

Have you ever been convicted of a crime? No Yes If yes, please explain: _____

Have you been cited for violation of state laws or Commission rules? No Yes If yes, please explain: _____

FINANCIAL STATEMENT

You must complete the following financial statement or attach a balance sheet, profit and loss statement, or business plan.

Assets		Liabilities	
Cash in Bank	\$ 2,500	Salaries/Wages Payable	\$
Notes Receivable	\$	Accounts Payable	\$ 350.00
Investments	\$ 5,000	Notes Payable	\$
Other Current Assets	\$	Mortgages Payable	\$
Prepaid Expenses	\$	TOTAL LIABILITIES	\$ 350.00
Land and Buildings	\$	NET WORTH	
Trucks and Trailers	\$ 9,000	Preferred Stock	\$
Office Furniture	\$	Common Stock	\$
Other Equipment	\$ 2,500	Retained Earnings	\$
Other Assets	\$ 1,000	Capital	\$
TOTAL ASSETS	\$ 20,000	TOTAL LIABILITIES & NET WORTH	\$ 350.00

EQUIPMENT LIST

Describe the equipment you will use (attach additional sheets if necessary):

Year	Make	License Number	Vehicle ID Number	Gross Vehicle Weight
2004	Chevy		Colorado	5,100
2000s	International	—	24 Ft.	25,000
2000s	GMC	—	24 Ft.	25,500

SAFETY AND OPERATIONS

List the person and position responsible for understanding and complying with the Federal Motor Carrier Safety Regulations (FMCSR) and Washington State Laws and commission rules (WAC) as described below. Please refer to the WAC rules, Fact Sheets and publication "Your Guide to Achieving a Satisfactory Safety Rating" for assistance with requirements that may apply to your specific operations.

SAFETY RESPONSIBILITIES

COMMERCIAL DRIVER'S LICENSE (CDL) STANDARDS REQUIREMENT AND PENALTIES (Title 49, Code of Federal Regulations Part 383). If you operate commercial motor vehicles, your drivers must have a valid CDL.

DRIVER QUALIFICATION REQUIREMENTS: (Title 49, Code of Federal Regulations Part 391). Each of your drivers must meet minimum qualification requirements. You must maintain driver qualification files for each driver.

DRIVERS HOURS OF SERVICE (Title 49, Code of Federal Regulations Part 395). Each of your drivers must maintain hours of service logs. You must maintain true and accurate hours of service records for each driver.

CONTROLLED SUBSTANCE AND ALCOHOL USE AND TESTING (Title 49, Code of Federal Regulations Part 382 and Part 40). If you operate commercial motor vehicles, your drivers must be in a Controlled Substance and Alcohol Use and Testing program. You must have an alcohol and controlled substances testing program.

INSPECTION, REPAIR AND MAINTENANCE (Title 49, Code of Federal Regulations Part 396). You must systematically inspect, repair, and maintain all motor vehicles.

PARTS AND ACCESSORIES NECESSARY FOR SAFE OPERATION (Title 49, Code of Federal Regulations Part 393). You must maintain parts and accessories in a safe condition.

LIABILITY INSURANCE REQUIREMENTS (WAC 480-15-530). You must file and maintain proof of public liability and proper damage insurance (\$300,000 minimum coverage for vehicles under 10,000 pounds GVWR and \$750,000 minimum coverage for vehicles 10,000 pounds GVWR or more)

CARGO INSURANCE REQUIREMENTS (WAC 480-15-550). You must maintain cargo insurance coverage (\$10,000 for household goods transported in motor vehicles under 10,000 pounds GVWR and \$20,000 for vehicles 10,000 pounds GVWR or more).

Name: *Justin Gast*

Position: *President*

OPERATIONAL RESPONSIBILITIES

Annual Reports and Regulatory Fees (WAC 480-15-480). You must annually file a report of your financial operations and pay regulatory fees.

Name:

Position:

STATE OF WASHINGTON – general laws, rules and regulations: Individuals and companies doing business in the State of Washington must comply with the regulations of local, state, and federal agencies. Please state the name and position of the person in your organization who will be responsible for ensuring compliance with the laws of the State of Washington, such as, but not limited to the Department of Labor and Industries (industrial insurance, safety, prevailing wage); Department of Licensing (vehicle and drivers licenses, business licensing, Unified Business Identifier (UBI number), fuel permits, fuel tax; Secretary of State (corporate registrations); Department of Transportation (over-size or over-weight permits); Department of Revenue and Internal Revenue Service (taxes); and Employment Security.

Name:

Position:

DECLARATION OF APPLICANT

I understand that filing this application **does not** in itself constitute authority to operate as a household goods mover.

As the applicant for a household goods permit, I understand the responsibilities of a motor carrier and I am in compliance with all local, state and federal regulations governing businesses, including household goods movers, in the state of Washington.

I understand that if the commission grants my application as a new entrant I will receive temporary authority to provide service as a household goods carrier on a provisional basis for at least six months. During this time, the commission will evaluate whether I have met the criteria in WAC 480-15-330 to obtain permanent authority. I also understand that I must comply with all conditions placed on my temporary permit and that failure to do so will result in cancellation of my permit.

My employees are sufficiently trained to comply with commission rules regarding estimates, bills of lading, rates and charges and terms and conditions of household goods moves. In addition, my employees are sufficiently trained to comply with commission rules regarding vehicle operation, maintenance, and all other safety requirements. My company will provide a copy of the customer survey to each customer for whom we provide transportation service.

I certify or declare under penalty of perjury under the laws of the State of Washington that the information contained in this application is true and correct.

Print name of applicant

Signature of Applicant

Date and Location

ATTACHMENT A

HOUSEHOLD GOODS STATEMENT OF SUPPORT

Your application must include at least three shipper or public statements supporting the proposed household goods moving service. Shipper statements may come from persons or organizations with a need for household goods moving services, or who support your request for a permit to provide those services. These forms may be copied by you as needed.

Applicant Name: Justin Galt

The following must be completed by the Supporter of the applicant

Name, Title, and Business Name:

Victoria Helt

Address (include street address, mailing address, city, state, zip, and county):

Snahomish, wa

Phone Number:

425-343-3040

Do you currently need the services of a residential household goods moving company?

No Yes If yes, please describe your current moving needs:

Do you anticipate a future need for the services of a residential household goods moving company?

No Yes If yes, please describe your future moving needs:

Briefly describe how granting this company a permit to provide household goods moving services in Washington State will benefit you, your business, and/or your community:

I'm a real estate agent and I know Justin Galt since 1994. He's very dependable and honest. I would refer Mr. Galt to anyone I know that needs a moving company.

Is there anything else the Commission should consider when making a determination about this company's application for a household goods permit?

Mr. Galt is very reliable and trust-worthy. Mr. Galt would be an asset to Washington state.

I certify (or declare) under penalty of perjury under the laws of the state of Washington that the foregoing is true and correct.

Signature of Person Completing Form

Date and Location

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Applicant Name:

The following must be completed by the Supporter of the applicant

Name, Title, and Business Name:

Ryan Ferris

Address (include street address, mailing address, city, state, zip, and county):

*10711 64th Pl. W.
Mukilteo, WA. 98275*

Phone Number:

425-315-2876

Do you currently need the services of a residential household goods moving company?

No Yes If yes, please describe your current moving needs:

Do you anticipate a future need for the services of a residential household goods moving company?

No Yes If yes, please describe your future moving needs: *planning to sell house in next 12 months & purchasing a new one & will need help moving furniture.*

Briefly describe how granting this company a permit to provide household goods moving services in Washington State will benefit you, your business, and/or your community: *I will have a moving resource that I trust will get the job done correctly & cost effectively.*

Is there anything else the Commission should consider when making a determination about this company's application for a household goods permit? *I have worked with Justin Gant in the past & know he is responsible with a good work ethic.*

I certify (or declare) under penalty of perjury under the laws of the state of Washington that the foregoing is true and correct.

[Signature]
Signature of Person Completing Form

12-15-08
Date and Location

ATTACHMENT A

HOUSEHOLD GOODS STATEMENT OF SUPPORT

Your application must include at least three shipper or public statements supporting the proposed household goods moving service. Shipper statements may come from persons or organizations with a need for household goods moving services, or who support your request for a permit to provide those services. These forms may be copied by you as needed.

Applicant Name:

Helping hands Moving Company

The following must be completed by the Supporter of the applicant

Name, Title, and Business Name:

Solomon Davis, Vice President, Helping hands Moving Co.

Address (include street address, mailing address, city, state, zip, and county):

223 150th St SE
Lynnwood WA 98087
Kyle McCullough

Phone Number:

(425) 737-0961

Do you currently need the services of a residential household goods moving company?

No Yes If yes, please describe your current moving needs:

Do you anticipate a future need for the services of a residential household goods moving company?

No Yes If yes, please describe your future moving needs: I plan to move to event to an apartment

Briefly describe how granting this company a permit to provide household goods moving services in Washington State will benefit you, your business, and/or your community:

I feel that this moving company will provide exalant moving services. I feel that this company will take great care will my belongings.

Is there anything else the Commission should consider when making a determination about this company's application for a household goods permit?

I feel that this company will grant exeptional moving services. I know this this company has sept alot of ~~time~~ time and effort in making this company an exalant moving company.

I certify (or declare) under penalty of perjury under the laws of the state of Washington that the foregoing is true and correct.

Kyle McCullough
Signature of Person Completing Form

12/20/08
Date and Location

Lynnwood, WA

ATTACHMENT A

HOUSEHOLD GOODS STATEMENT OF SUPPORT

Your application must include at least three shipper or public statements supporting the proposed household goods moving service. Shipper statements may come from persons or organizations with a need for household goods moving services, or who support your request for a permit to provide those services. These forms may be copied by you as needed.

Applicant Name: *Helping Hands Moving Co.*

The following must be completed by the Supporter of the applicant

Name, Title, and Business Name: *Solomon Davis Vice Pres. Helping Hands Moving Co.*

Address (include street address, mailing address, city, state, zip, and county):
*Tracy L. Jennings
1217 monte elma rd 98541 Elma WA. Pacific County*

Phone Number:
(320) 861-8599

Do you currently need the services of a residential household goods moving company?
 No Yes If yes, please describe your current moving needs:

Do you anticipate a future need for the services of a residential household goods moving company?
 No Yes If yes, please describe your future moving needs: *I am sure I will need professional assistance moving into my new app. in the next year.*

Briefly describe how granting this company a permit to provide household goods moving services in Washington State will benefit you, your business, and/or your community: *I know that Solomon Davis will provide 100% satisfaction on any of my references moving projects in the future.*

Is there anything else the Commission should consider when making a determination about this company's application for a household goods permit? *They have put a great amount of effort towards making this company successful, and will do anything in the power to make every client happy.*

I certify (or declare) under penalty of perjury under the laws of the state of Washington that the foregoing is true and correct.

[Signature] _____ Date and Location *12/20/08 Elma WA.*

&
Solomon Davis

6-4-08

Justin.gant@gmail.com
&
Solomon.Davis@gmail.com

Opening statement

Hello, my name is Justin Gant and my business partner is Solomon Davis. We intend to open and operate a moving company in the greater Seattle area for intrastate commerce and eventually expanding to interstate commerce. We have performed and thoroughly evaluated the market in the greater Snohomish/King county regions as well as the leading competitors in the area and have discovered that we can provide a better service at a cheaper rate while still maintaining a higher standard of service than our competitors. We feel that the current market is in a slight slump right now, but with the current up swing of the housing market, proper advertising, and a lower rate than most other firms. That we can create a functioning company that will grow and prosper over time!

I personally have quite a bit of experience moving household/business belongings. Over the past 5 years I have completed roughly 20 successful moves in my personal life and have the references to prove it. Both Solomon and I are fit to provide this service and have the experience and training to operate a successful business. I hope that you take what research we have provided and make the best decisions for every one involved!

Competitor Research

The information provided bellow is what our current research of the industry surrounding the greater Seattle area has to offer.

- Starving Students: \$74.99 dollars and hour for 2 workers and a truck, \$40.00 an hour for bulky items.
- Two Men and a Truck: \$90.00 dollars an hour for 2 workers and a truck, \$40.00 an hour for bulky items.
- Careful movers: \$90.00 dollars an hour for 2 workers and a truck, \$40.00 dollars an hour for bulky items.
- Allied: quoted us at \$186.33 an hour for 4 workers and a truck

We determined that the average cost for a box supplied by the mover is roughly \$6.00 dollars a unit. We can purchase the same box for roughly \$2.00 dollars a unit from a slew of suppliers and mark the price up 50% and still be well under the cost of a box from our competitors. This is the same for any other packing materials offered by all of the other companies. We also found that the majority of companies charge and addition \$40.00 dollars and hour for every additional person. We can provide the same trained individual for \$5.00 dollars less an hour and still turn a great profit.

For the future of the company and expanding into interstate commerce we researched a few companies to determine what their rates would be, this is what we found:

- Two Men and a Truck does not do interstate commerce
- Bekins quoted us at a grand total of \$7,531.68 to do the final move from Mukilteo, Wa to Temecula, Ca.

We determined with the Bekins quote that we can do the same move for a cost to us of roughly \$ 3,000.00. We would end up charging \$5,353.40 for the entire move, thus leaving \$2,353.40 for profit after expenditures.

Market Research

Although the housing market over the past year and a half has cooled off tremendously. The need for a secure, quality, and trustworthy company remains. The market is now returning from the slump it has been in. The economy however remains in a pretty bad position but there is a need for a company that provides what we intended to offer at a much lower rate than most competitors out there. I have provided statistics on the housing market in Snohomish county in Appendix A that details a 28% decline in sales in the first quarter between 2007 and 2008. This still leaves 1,957 homes sold in Snohomish County with a Median price of \$335,000. Assuming that King county shares the same figures (Most likely it has a better market) that leaves 4,000 homes sold in the first quarter of 2008.

According to a recent news article that based its research on data provided by the U.S. Census Bureau, roughly 40 million people move each year. Of that 40 million, 30 million relocated in the same state. Assuming that we will primarily serve residents moving out of King and Snohomish county's and guessing that roughly 1/3rd of them will use a moving service I can safely estimate what our potential business will be. Even if we were to secure 1% of that 1/3rd group of people that I estimate in King and Snohomish county's to use a moving service; that will give us roughly 13 moves a quarter, or 4 moves a month. With a base cost of roughly \$1000 dollars to move the average apartment we would easily be able to pay all of our bills and taxes and keep the company in the profit margins!

Plan of Action

We intend to apply for a loan for \$15,000 this will cover the cost of a truck, advertising, initial startup materials, moving supplies, and 6 months operating expense. We feel that this amount will be sufficient enough to open the business and grow the business. First we will apply for and receive a business license and then we will become a member of the American Moving and Storage Association (AMSA). The AMSA provides a wealth of knowledge and services that will benefit our business. These services include, but are not limited to:

- Advertising
- Rules and regulation compliance materials
- Certification services

After achieving these two goals we will apply for our D.O.T. license to become authorized for intrastate/interstate commerce. We then intend to apply for a loan which will give us a enough start up capital to purchase a truck, materials, insurance, advertising, and 6 months of operating cost. We will start locally and Solomon will take over as the primary contact for all sales/moves/etc... until there is enough business for myself (Justin) to join the business. Solomon goes to college full time and receives \$1,466 dollars every month from a trust fund. His schedule is highly flexible and he has literally no bills or living cost. These two things will allow him to work a full 40 hour work week and not require a wage from the business until it is profitable. I Justin Gant will continue to work at my current job full time until our business has enough revenue to support myself working their full time. I have talked to my boss and worked out a method that will allow me to work full time and take off the necessary days that I need to go and work at Helping Hands Moving Co. With this method of business the monthly operating cost is essentially the cost of the loan and the monthly insurance bills. After we grow the business to this point we will most likely purchase a second truck and continue to do local moves until we can venture into interstate commerce.

We will advertise numerous ways, with the primary method being the Yellow pages. The other method will be with advertising on the truck as well as our personal vehicles. The truck will be parked on the side of the road which sees tremendous amounts of traffic which will yield a high exposure rate. The other unique method we came up with was offering an incentive to a few real estate brokers, every client they have that moves with us and they will receive a commission from it. We feel this is the best way to advertise and will be a recipe for success.

Eventfully Solomon and I will end up doing sales and managing the business as a result from our handwork in starting and growing the business. We feel that with this plan and our handwork and determination that we will succeed. If the business does flop and

this always has to be accounted for the risk from the lender would be minimal. The truck is going to be the major cost and could easily be sold and would cover roughly \$10,000 dollars of the cost of the loan. Leaving a remainder of \$15,000 plus interest to be paid by Solomon Davis and Justin Gant. Both Solomon and I are very capable of taking on this risk and are 100% certain that we would not have any issues covering this loan if this is the case.

Cost Worksheet

- Truck -----\$10,000 (Used 22-26 foot box truck)
- Materials-----\$2000 (blankets, bubble wrap, office supplies, boxes, straps, etc..)
- Advertising-----\$1000 (estimate)
- Fees-----\$1000 *Paid* (D.O.T. registration, Business license, AMSA, etc..)
- Insurance-----\$333.00 truck insurance
- Employee-----\$ Based on hours worked (i.e. we would only draw a wage when we performed a service for a client.)
- loan-----\$333.00 estimated loan payment

So the total cost to operate for the first month and open the business is \$13,666.00. For every following month the cost to operate will be roughly \$1,000.00. This cost is assuming that we are not doing any business. Otherwise, the cost to operate would only increase a minimal amount to cover payroll and federal and state taxes which are roughly 18% per employee. So \$25,000 dollars would be more than enough to cover the cost of start up and the operation of the business for the first 6 months.

Final Statement

We feel that with this business plan and our determination that we will succeed and the company will prosper. We have done the research and found that there is a need for a new way to move people. We feel that the customer service aspect of the moving industry was lost a long time ago and that we can restore that to the industry and feel that niche in the market. With a service that will rival the national companies and a price that will rival the local companies this company is sure to take off like a rocket ship! We hope that you take everything with-in this business plan seriously and with an open mind! I hope that we can do business together and that everything works out the best!

Regards,

Justin Gant & Solomon Davis

X Justin Gant

X Solomon Davis

Research Sources

- David Bancroft Avrick (July, 2005), DMNEWS, How many people move Each year?, retrieved on 6/1/08 from <http://www.dmnews.com/How-Many-People-Move-Each-Year/article/88064/>

Appendix A



Snohomish County Single Family Residential Resale Report By Zip Code

Zip	Closed Sales for April			Median Sales Price For April			YTD Sales (Jan-April)			YTD Median Sales Price (Jan-April)		
	2008	2007	% Change	2008	2007	% Change	2008	2007	% Change	2008	2007	% Change
98012	40	72	-44%	\$419,000	\$424,750	-1%	177	211	-16%	\$405,000	\$421,500	-4%
98020	15	22	-32%	\$470,000	\$580,475	-19%	51	61	-16%	\$450,000	\$564,000	-20%
98021	18	33	-45%	\$509,500	\$511,359	0%	56	91	-38%	\$415,063	\$432,000	-4%
98026	25	40	-38%	\$373,000	\$439,950	-15%	109	126	-13%	\$378,160	\$400,000	-5%
98036	14	42	-67%	\$322,500	\$387,000	-17%	81	140	-42%	\$345,800	\$370,000	-7%
98037	14	30	-53%	\$362,500	\$389,000	-7%	70	90	-22%	\$365,000	\$381,000	-4%
98043	10	37	-73%	\$301,000	\$300,000	0%	50	94	-47%	\$302,500	\$305,000	-1%
98072	1	6	-83%	\$690,000	\$571,000	21%	7	12	-42%	\$535,000	\$571,000	-6%
98077	1	1	0%	\$635,000	\$610,000	4%	3	3	0%	\$320,000	\$700,000	-54%
98087	5	20	-75%	\$450,000	\$442,000	2%	40	92	-57%	\$366,475	\$400,000	-8%
98201	22	31	-29%	\$251,000	\$249,000	1%	109	128	-15%	\$255,000	\$267,950	-5%
98203	21	45	-53%	\$282,000	\$305,950	-8%	105	151	-30%	\$280,000	\$300,000	-7%
98204	8	12	-33%	\$369,950	\$295,500	25%	17	49	-65%	\$369,950	\$305,000	21%
98205	13	24	-46%	\$310,000	\$312,250	-1%	60	79	-24%	\$300,750	\$295,000	2%
98206	1	1	0%	\$150,000	\$239,000	-37%	1	3	-67%	\$150,000	\$100,000	50%
98208	21	62	-66%	\$334,500	\$357,425	-6%	135	202	-33%	\$339,950	\$354,950	-4%
98223	18	48	-63%	\$291,200	\$303,250	-4%	113	150	-25%	\$270,000	\$299,950	-10%
98241	1	7	-86%	\$221,721	\$146,000	52%	2	16	-88%	\$173,361	\$182,750	-5%
98251	5	9	-44%	\$300,000	\$258,000	16%	17	25	-32%	\$230,000	\$255,000	-10%
98252	8	11	-27%	\$249,175	\$254,950	-2%	26	43	-40%	\$244,500	\$250,000	-2%
98256	2	0	0%	\$59,190	\$0	0%	4	4	0%	\$157,565	\$185,000	-15%
98258	17	40	-58%	\$334,950	\$310,500	8%	99	141	-30%	\$319,950	\$319,950	0%
98270	31	79	-61%	\$297,500	\$302,800	-2%	169	216	-22%	\$285,000	\$300,000	-5%
98271	13	28	-54%	\$260,000	\$281,450	-8%	70	87	-20%	\$250,963	\$277,549	-10%



Rainier Title Snohomish County
Single Family Residential Resale Report By Zip Code

Zip	Closed Sales for April			Median Sales Price For April			YTD Sales (Jan-April)			YTD Median Sales Price (Jan-April)		
	2008	2007	% Change	2008	2007	% Change	2008	2007	% Change	2008	2007	% Change
98272	21	34	-38%	\$304,000	\$323,500	-6%	90	104	-13%	\$321,000	\$329,950	-3%
98275	16	28	-43%	\$524,550	\$556,000	-6%	52	82	-37%	\$524,550	\$532,475	-1%
98290	27	35	-23%	\$365,000	\$353,450	3%	85	109	-22%	\$350,000	\$385,000	-9%
98292	14	22	-36%	\$299,905	\$330,000	-9%	75	88	-15%	\$297,000	\$325,000	-9%
98294	6	11	-45%	\$447,500	\$305,000	47%	16	25	-36%	\$223,366	\$265,000	-16%
98296	17	30	-43%	\$425,000	\$472,450	-10%	59	94	-37%	\$504,822	\$475,000	6%
Total	428	864	-50%	\$334,299	\$350,000	-4%	1,957	2,725	-28%	\$326,000	\$345,000	-6%