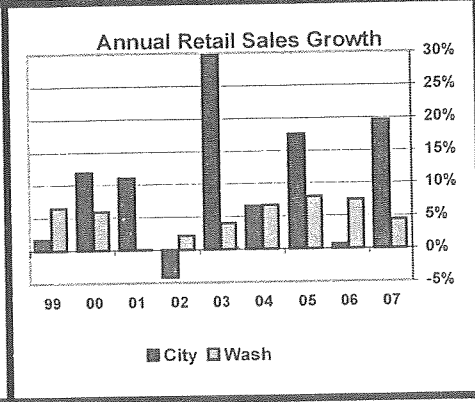
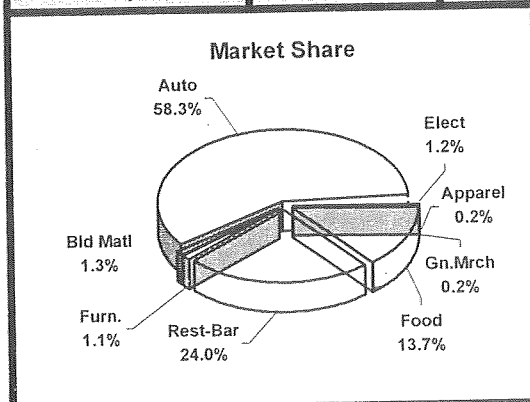


AIRWAY HEIGHTS (SPOKANE) RATING (HIGH)



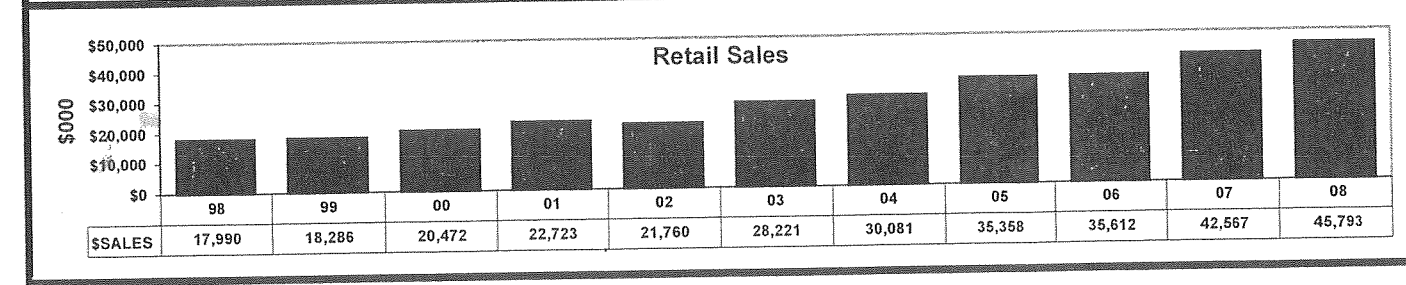
SALES REPORT & RANKINGS

PERFORMANCE RANK	GROWTH PERSISTENCE	RELATIVE STRENGTH	SALES RANK	SALES GROWTH LAST 5 YRS	STATE SALES%	PER CAPITA INCOME RANK	POPULATION GROWTH
1	58.3%	2.35	107	14.4%	0.07%	15	1.96%



\$SALES PER HOUSEHOLD	LOCAL MKT	WASH NORM
APPAREL	\$46	\$1,524
GEN MERCH	\$35	\$3,990
FOOD	\$2,729	\$1,290
REST & BAR	\$4,782	\$3,581
FURN.	\$213	\$921
BUILD. MATL.	\$257	\$2,150
AUTO	\$11,639	\$5,094
ELECT	\$248	\$1,120
TOTAL	\$23,215	\$24,236
#HOUSEHOLDS	1,973	

RETAIL SALES (\$000)	98	99	00	01	02	03	04	05	06	07	08	GROWTH
RETAIL SALES TOTAL	17,990	18,286	20,472	22,723	21,760	28,221	30,081	35,358	35,612	42,567	45,793	14.4%
AUTO GROUP	3,175	3,280	5,722	8,178	6,120	10,939	13,221	17,519	17,338	21,341	22,958	28.4%
NEW & USED AUTO DLR	2,844	2,954	5,374	7,839	5,776	10,560	8,851	10,907	10,274	13,601	14,631	18.7%
RV, BOAT, M'CYCLE	0	0	0	0	0	2	0	4,912	5,372	5,652	6,080	N.A.
AUTO PARTS & TIRES	331	326	347	340	344	377	4,371	1,699	1,693	2,088	2,246	43.5%
HOME FURN GROUP	54	19	5	66	18	14	161	250	287	391	421	84.8%
ELECTRONICS GROUP	386	104	145	198	171	348	282	274	690	454	489	21.6%
APPL., TV, OTHER ELECT	165	20	88	138	137	299	229	123	552	298	320	16.8%
COMPUTER & S'TWARE	221	83	57	60	34	49	53	151	137	157	169	35.7%
CAMERA & PHOTO SPLY	0	0	0	0	0	0	0	0	0	0	0	N.A.
BUILD MATL GROUP	625	517	536	702	662	536	378	590	586	472	507	-6.6%
BUILD MATERIALS	612	510	536	527	540	448	355	579	586	472	507	-2.7%
LAWN & GARDEN SPLY	14	7	0	175	123	88	22	11	0	0	0	N.A.
FOOD & BEV GROUP	4,404	4,365	3,991	0	4,512	4,277	4,236	4,337	4,638	5,004	5,383	2.1%
GROC & CONV. STORES	4,404	4,365	3,991	0	4,512	4,277	4,233	0	0	0	0	N.A.
OTHER FOOD & BEV	0	0	0	0	0	0	3	4,337	4,638	5,004	5,383	N.A.
DRUG/HEALTH STORES	168	246	355	307	400	571	276	225	17	27	29	-41.6%
SERV STATIONS GROUP	1,402	1,641	1,816	1,928	1,838	1,414	1,714	1,835	1,930	2,426	2,610	5.7%
APPAREL GROUP	15	17	18	19	27	25	38	38	159	83	90	24.9%
CLOTHING & SHOES	15	17	18	19	27	25	38	38	159	68	73	20.0%
JEWELRY & LUGGAGE	0	0	0	0	0	0	0	0	0	15	16	N.A.
SPECIALTY GROUP	424	661	359	291	117	72	46	43	41	63	67	-11.8%
SPORT GDS, TOYS	56	56	84	90	20	46	15	17	10	35	38	11.7%
BOOKS/MUSIC	369	605	275	201	97	26	31	26	31	27	30	-22.3%
GEN MERCH GROUP	0	23	22	23	0	0	27	54	67	64	69	N.A.
DEPT STORES	0	0	0	0	0	0	0	0	0	0	0	N.A.
GEN MERCH STORES	0	23	22	23	0	0	27	54	67	64	69	N.A.
E-COMMERCE	17	36	33	41	50	140	118	121	129	204	220	32.6%
MISC RETAILERS	2,353	1,970	2,029	5,501	2,017	3,737	1,993	1,608	1,593	3,269	3,517	10.1%
RESTAURANTS & BARS	4,966	5,408	5,442	5,472	5,829	6,148	7,591	8,464	8,136	8,768	9,432	8.5%



Summary: The Performance Rank of 1, measuring sales growth in the most recent year, is high. Over the past 10 yrs, the Growth Persistence Index (58.3%) has been above avg, while the 5 yr Relative Strength Ratio of 2.35 is above the state norm of 1.0. In total sales, the city's rank is 107, while the 5 yr Sales Growth has been 14.4%. Population Growth has averaged 1.96% over the past 5 yrs, compared to a statewide norm of 1.44%

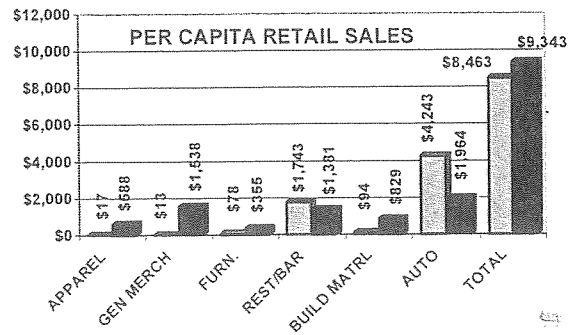
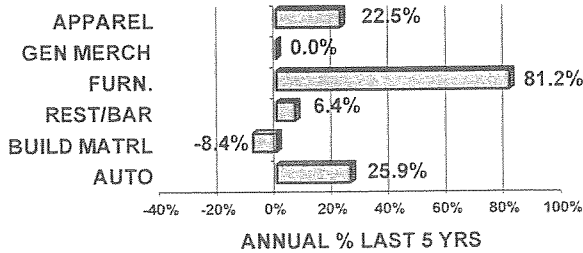
Per Capita Sales are \$8,463, and have been growing at an annual rate of 12.2%. By comparison, total retail sales have been growing at an annual rate of 14.4%. Note: Growth Rates in far right column are annual for period 2002-2007. Sales data for 2008 are forecasts and subject to future adjustment.

AIRWAY HEIGHTS (SPOKANE)

SALES REPORT & RANKINGS

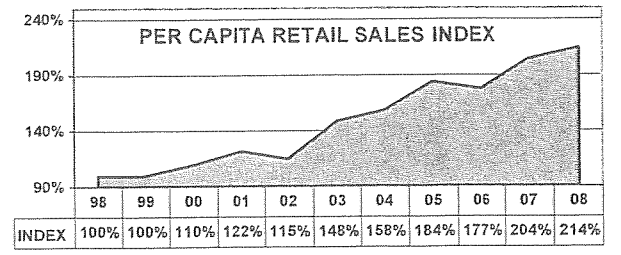
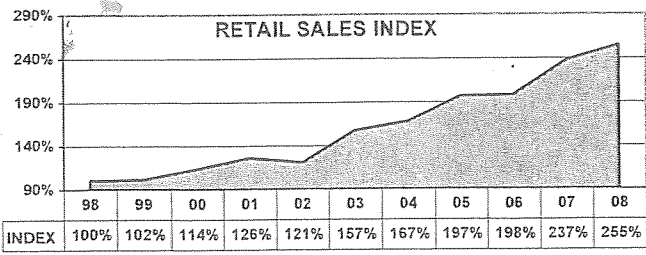
PER CAPITA \$ SALES	PER CAPITA SALES GROWTH	PER CAPITA SALES RANK	POP. RANK	PERCENT STATEWIDE POP	MEDIAN AGE	HOUSEHOLD SIZE	POPULATION DENSITY
\$8,463	12.2%	105	113	0.078%	33.8	2.55	997

PER CAPITA RETAIL SALES GROWTH



PER CAPITA RETAIL SALES	98	99	00	01	02	03	04	05	06	07	08	GROWTH
RETAIL SALES TOTAL	4,147	4,145	4,549	5,061	4,767	6,148	6,554	7,620	7,358	8,463	8,892	12.2%
AUTO GROUP	732	743	1,271	1,821	1,341	2,383	2,880	3,776	3,582	4,243	4,458	25.9%
NEW & USED AUTO DLR	656	670	1,194	1,746	1,265	2,301	1,928	2,351	2,123	2,704	2,841	16.4%
RV, BOAT, M/CYCLE	0	0	0	0	0	0	0	1,059	1,110	1,124	1,181	N.A.
AUTO PARTS & TIRES	76	74	77	76	75	82	952	366	350	415	436	40.7%
HOME FURN GROUP	12	4	1	15	4	3	35	54	59	78	82	81.2%
ELECTRONICS GROUP	89	24	32	44	37	76	62	59	143	90	95	19.3%
APPL., TV, OTHER ELECT	38	5	20	31	30	65	50	27	114	59	62	14.6%
COMPUTER & S'TWARE	51	19	13	13	7	11	12	33	28	31	33	33.1%
CAMERA & PHOTO SPLY	0	0	0	0	0	0	0	0	0	0	0	N.A.
BUILD MATL GROUP	144	117	119	156	145	117	82	127	121	94	99	-8.4%
BUILD MATERIALS	141	116	119	117	118	98	77	125	121	94	99	-4.5%
LAWN & GARDEN SPLY	3	2	0	39	27	19	5	2	0	0	0	N.A.
FOOD & BEV GROUP	1,015	989	887	0	988	932	923	935	958	995	1,045	0.1%
GROC & CONV. STORES	1,015	989	887	0	988	932	922	0	0	0	0	N.A.
OTHER FOOD & BEV	0	0	0	0	0	0	1	935	958	995	1,045	N.A.
DRUG/HEALTH STORES	39	56	79	68	88	124	60	49	3	5	6	-42.7%
SERV STATIONS GROUP	323	372	404	429	403	308	373	396	399	482	507	3.7%
APPAREL GROUP	4	4	4	4	6	5	8	8	33	17	17	22.5%
CLOTHING & SHOES	4	4	4	4	6	5	8	8	33	14	14	17.7%
JEWELRY & LUGGAGE	0	0	0	0	0	0	0	0	0	3	3	N.A.
SPECIALTY GROUP	98	150	80	65	26	16	10	9	8	12	13	-13.5%
SPORT GDS, TOYS	13	13	19	20	4	10	3	4	2	7	7	9.6%
BOOKS/MUSIC	85	137	61	45	21	6	7	6	6	5	6	-23.8%
GEN MERCH GROUP	0	5	5	5	0	0	6	12	14	13	13	N.A.
DEPT STORES	0	0	0	0	0	0	0	0	0	0	0	N.A.
GEN MERCH STORES	0	5	5	5	0	0	6	12	14	13	13	N.A.
E-COMMERCE	4	8	7	9	11	31	26	26	27	41	43	30.1%
MISC RETAILERS	542	446	451	1,225	442	814	434	347	329	650	683	8.0%
RESTAURANTS & BARS	1,145	1,226	1,209	1,219	1,277	1,339	1,654	1,824	1,681	1,743	1,832	6.4%

CITY TREND (YR)	98	99	00	01	02	03	04	05	06	07	08
POPULATION	4,338	4,412	4,500	4,490	4,565	4,590	4,590	4,640	4,840	5,030	5,150



Airway Heights (Spokane) *** (top 20% of markets by sales growth)**

Sales Report Rankings

Performance Rank 1	Growth Persistence 58.3%	Relative Strength 2.35	Sales Rank 107	Sales Growth 5 yrs 14.4%	State Sales % 0.07%	Per Capita Income Rank 15	Population Growth 1.96%
1 (highest) 5 (lowest) ranked based on % growth. Top 58 cities rank a 1; the next 58 cities rank a 2, AWH is above average	This evaluates the city's ability to consistently outperform state-wide growth trends. 100% (high), 0% (low). AWH is above average in outperforming statewide retail sales growth	Measures 5 year sales growth in AWH compared to statewide sales growth. AWH index of 2.35 can be interpreted to mean that retail sales in AWH have grown 135% faster than the state norm	Rankings range from 1 (high) to 290 (low) in the number of cities in Washington	Compounded annual rate of retail sales growth	Retail sales market share of the city relative to state	Rankings range from 1 (high) to 39 (low) Insufficient data to form conclusions	Percentage growth over the past 5 years

Growth Persistence Index: With this index, the objective is to identify retail markets that have a consistent ability to grow faster than the state, based on year by year performance. Some markets show strong surges in retail sales growth in one or two years, followed by periods of below average growth. Conversely some markets experience moderate (above average) growth year after year. This index shows how consistently a city outperforms statewide growth using growth rates over a ten year period. It is extremely rare for a specific market to outperform the state average ten years in a row to earn a 100% index rating. Markets with an index of 70% or higher is performing extremely well and can be considered a "strong" market. Markets with an index between 60%-69% are considered above average.

Per Capita Sales \$8,463	Per Capita Sales Growth 12.2	Per Capita Sales Rank 105	Pop Rank 113	% state wide pop. .078	Median Age 33.8	Household Size 2.55	Pop Density 997
Retail sales	Annual rate of growth past 5 years	Rankings range from 1 (high) to 290 (low) in the number of cities in Washington	Rankings range from 1 (high) to 290 (low) in the number of cities in Washington	As a % of the state population			Residents per square mile

Sales per Household: The numbers in the local market column are extremely low when compared with the Washington State norm in the apparel, general merchandise, furnishings and electronic sectors. It is not a coincidence that these numbers reflect the existing retail environment for these sectors in the City of Airway Heights, in that there is an absence of these types of retailers in Airway Heights. These numbers would indicate that there is an unmet need for these types of retail services within the city.