YALNES, INC. BY THE NUMBERS

February 17, 2013



\$283,309,178*

is the total insured value of real estate YALNES, INC. helps Associations oversee

* - this number excludes Community Associations which provide no coverage for individual homes (homeowner associations, planned unit developments, etc.)



\$26,035

is the average amount of money Yalnes, Inc.
processes on behalf of its clients

EVERY DAY



121

is the average number of invoices Yalnes, Inc.

processes on behalf of its clients

EVERY WEEK



4.24

is the average number of emails Yalnes, Inc. exchanges every month on behalf of its clients for EACH HOUSEHOLD



212

is the average number of emails YALNES, INC. exchanges every month for an Association with 50 UNITS/HOMES



\$0.64

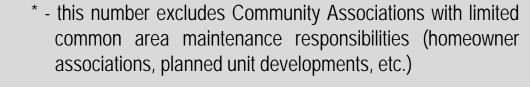
is the average monthly assessment owners in Seattle pay to their Condominium Associations

PER SQUARE FOOT



\$0.52*

is the average monthly assessment owners in Puget Sound pay to their Condominium Associations PER SQUARE FOOT





2.38%

is the average delinquency rate YALNES, INC.
maintains for its clients in
SEATTLE



6.24%

is the average delinquency rate Yalnes, Inc.
maintains for its clients in
PUGET SOUND



73%

is the average **owner occupancy ratio** of all YALNES, INC. clients



13%*

is the average insurance premium Yalnes, Inc. clients pay as compared to their ANNUAL BUDGET



* - this number excludes Community Associations which provide no coverage for individual homes (homeowner associations, planned unit developments, etc.)

19%

is the average reserve contribution Yalnes, Inc. clients allocate as compared to their ANNUAL BUDGET



5 TO 1

is the client-to-manager ratio Yalnes, Inc.
maintains in order to
EXCEED CLIENT EXPECTATIONS



65%

is the average client workload Yalnes, Inc.
maintains in order to be able to respond to any
CLIENT MATTER IMMEDIATELY



74

is the average number of hours each Yalnes, Inc.
team member committed in 2012 to
WSCAI and CONTINUING EDUCATION



\$700

is the average annual expense Yalnes, Inc. incurs for each team member for

EDUCATION and PROFESSIONAL DESIGNATIONS





(206) 708-7777 - SEATTLE

(253) 358-2000 - TACOMA

WWW.YALNES.COM - WEB

LEADERSHIP FOR COMMUNITY ASSOCIATIONS...