

# YALNES, INC. BY THE NUMBERS

February 17, 2013



**YALNES, INC.**  
JUST PEOPLE...

**\$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.)



YALNES, INC.  
JUST PEOPLE...

# \$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**



YALNES, INC.  
JUST PEOPLE...

# 4.24

is the average number of **emails** YALNES, INC.  
exchanges **every month** on behalf of its clients for  
**EACH HOUSEHOLD**



YALNES, INC.  
JUST PEOPLE...

# 212

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



YALNES, INC.  
JUST PEOPLE...

**\$0.64**

is the average monthly **assessment** owners  
in **Seattle** pay to their Condominium Associations  
**PER SQUARE FOOT**



YALNES, INC.  
JUST PEOPLE...

**\$0.52\***

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

\* - this number excludes Community Associations with limited common area maintenance responsibilities (homeowner associations, planned unit developments, etc.)



YALNES, INC.  
JUST PEOPLE...



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**



YALNES, INC.  
JUST PEOPLE...

# 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.)



YALNES, INC.  
JUST PEOPLE...

# 19%

is the average **reserve contribution** YALNES, INC.  
clients allocate as compared to their  
**ANNUAL BUDGET**



YALNES, INC.  
JUST PEOPLE...

# 5 TO 1

is the **client-to-manager ratio** YALNES, INC.

maintains in order to

**EXCEED CLIENT EXPECTATIONS**



YALNES, INC.  
JUST PEOPLE...

65%

is the average **client workload** YALNES, INC.  
maintains in order to be able to respond to any

**CLIENT MATTER IMMEDIATELY**



YALNES, INC.  
JUST PEOPLE...

# 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**



YALNES, INC.  
JUST PEOPLE...



**YALNES, INC.**  
**JUST PEOPLE...**

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**(206) 708-7777 - SEATTLE**

**(253) 358-2000 - TACOMA**

**WWW.YALNES.COM - WEB**

**LEADERSHIP FOR COMMUNITY ASSOCIATIONS...**