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# SNAPSHOT

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## REAL ESTATE

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<u>MLS MARKET AREA TOTALS</u>	<u>DECEMBER</u> <u>2005</u>	<u>DECEMBER</u> <u>2006</u>	<u>%</u> <u>CHANGE</u>
\$ Volume Homes Sold YTD	\$ 289,709,957	\$ 314,776,711	9%
\$ Volume M.H. Sold YTD	\$ 19,438,932	\$ 21,656,147	11%
# Homes Sold YTD	1,391	1,314	-6%
# M.H. Sold YTD	192	187	-3%
#Homes Sold Month	115	82	-29%
# M.H. Sold Month	20	12	-40%
Average Home Sales Price YTD	\$ 208,275	\$ 239,556	15%
Median Sales Price YTD	\$ 179,900	\$ 218,000	21%
\$ Volume Homes Listed YTD	\$ 401,837,135	\$ 522,953,853	30%
\$ Volume M.H. Listed YTD	\$ 29,737,239	\$ 33,637,199	13%
#Homes Listed YTD	1,714	1,712	0%
#M.H. Listed YTD	263	244	-7%

### WENATCHEE MARKET TOTALS

\$Volume Homes Sold YTD	\$ 219,875,295	\$ 237,726,209	8%
\$Volume M.H. Sold YTD	\$ 11,899,754	\$ 13,561,147	14%
#Homes Sold YTD	1,106	1,037	-6%
#M.H. Sold YTD	132	128	-3%
#Homes Sold Month	96	62	-35%
#M.H. Sold Month	12	7	-42%
Average Home Sale Price YTD	\$ 198,802	\$ 229,244	15%
Median Sales Price YTD	\$ 175,100	\$ 214,000	22%
\$Volume Homes Listed YTD	\$ 252,386,166	\$ 336,221,396	33%
\$Volume M.H. Listed YTD	\$ 16,964,685	\$ 20,896,399	23%
#Homes Listed YTD	1,208	1,229	2%
#M.H. Listed YTD	165	173	5%
#Homes Listed Month	58	51	-12%
#M.H. Listed Month	8	6	-25%
#Homes On Market Ending	212	180	-15%
Indicated Month's Supply Homes on Market	2	2	8%

### WENATCHEE MARKET - INDICATED MONTH'S PRESENT SUPPLY BY PRICE RANGE

(Thousands)	\$0-95	\$96-135	\$136-165	\$166-195	\$196-250	\$251-300	\$301-350	\$351-400	\$401-450	\$451+
December 2006	1	1	1	1	1	2	4	1	6	9

<u>TOTAL MLS SALES VOLUME YTD</u>	\$ 391,297,620	\$ 420,420,503	7%
<u>TOTAL MLS UNITS SOLD YTD</u>	2,261	2,081	-8%

(All listings)

	<b>DECEMBER 2005</b>	<b>DECEMBER 2006</b>	<b>% CHANGE</b>
<b><u>REAL ESTATE EXCISE TAX VALUATION</u></b>			
Chelan County YTD	\$ 657,174,239	\$ 735,228,819	12%
Douglas County YTD	<u>\$ 250,898,394</u>	<u>\$ 276,391,650</u>	<u>10%</u>
	\$ 908,072,633	\$ 1,011,620,469	11%
 Total Recordings (Title Company)	 17,726	 16,478	 -7%
<b><u>MORTGAGE RECORDINGS (\$ Volume YTD)</u></b>			
Chelan County	\$1,079,653,639	\$ 1,401,864,127	30%
Douglas County	<u>\$ 431,521,176</u>	<u>\$ 511,000,757</u>	<u>18%</u>
	\$1,511,174,815	\$ 1,912,864,884	27%
<b><u>Recorded Mortgages</u></b>			
Chelan County	6,146	6,195	1%
Douglas County	<u>2,886</u>	<u>2,831</u>	<u>-2%</u>
	9,032	9,026	0%
<b><u>BUILDING PERMITS YTD</u></b>			
Single Family	524	488	-7%
Plex Units	13	24	85%
Apartments	1	1	0%
Manufactured Homes	73	45	-38%
<b><u>RENTAL HOUSING VACANCY</u></b>			
Condo	3%	7%	133%
Single Family	2%	5%	150%
Multi-Family	4%	4%	0%
Plex Units (2-4 units)	<u>4%</u>	<u>5%</u>	<u>25%</u>
Overall	4%	4%	0%

**COMMENTS & OBSERVATIONS:**

Last year finished on par with 2005. As measured by Dollar Volume the Wenatchee market was ahead of 2005 by 8%, by number of homes sold the market lagged by 6% or 69 homes. The average price of a home increased 15% over all price ranges which confirmed early estimates.

Included on the following page are graphical illustrations of historic trends. As can be seen last year was very favorable from a historical perspective. Multi-family vacancy rates remain at levels less than 5% and have remained stable for the last three years.

We hope that 2007 is another banner year in the Wenatchee Real Estate Market. Initial indications of low supply are in place allowing for continued price support. It will be interesting to watch demand through the 1st quarter.

Your comments and questions are always welcome.

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NOTE: This representation is based in whole or in part on data supplied by the North Central Washington Association of Realtors or its Multiple Listing Service. Neither the Association nor its MLS guarantees or are in any way responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the Market.

# Wenatchee Market Area (Single Family and Manf. Homes)

