

# SNAPSHOT

## REAL ESTATE

Vol 21, Issue 1, January 2008

<u>MLS MARKET AREA TOTALS</u>	<u>DECEMBER</u>		<u>% CHANGE</u>
	<u>2006</u>	<u>2007</u>	
\$ Volume Homes Sold YTD	\$ 314,776,711	\$ 336,631,033	7%
\$ Volume M.H. Sold YTD	\$ 21,656,147	\$ 22,469,380	4%
# Homes Sold YTD	1,314	1,170	-11%
# M.H. Sold YTD	187	151	-19%
#Homes Sold Month	82	74	-10%
# M.H. Sold Month	12	6	-50%
Average Home Sales Price YTD	\$ 239,556	\$ 287,719	20%
Median Home Sales Price YTD	\$ 218,000	\$ 249,900	15%
\$ Volume Homes Listed YTD	\$ 522,953,853	\$ 793,153,934	52%
\$ Volume M.H. Listed YTD	\$ 33,637,199	\$ 43,782,000	30%
#Homes Listed YTD	1,712	2,294	34%
#M.H. Listed YTD	244	236	-3%

### WENATCHEE MARKET TOTALS

\$Volume Homes Sold YTD	\$ 237,726,209	\$ 254,831,617	7%
\$Volume M.H. Sold YTD	\$ 13,561,147	\$ 15,139,780	12%
#Homes Sold YTD	1,037	936	-10%
#M.H. Sold YTD	128	104	-19%
#Homes Sold Month	62	57	-8%
#M.H. Sold Month	7	5	-29%
Average Home Sale Price YTD	\$ 229,244	\$ 272,256	19%
Median Home Sales Price YTD	\$ 214,000	\$ 243,550	14%
\$Volume Homes Listed YTD	\$ 336,221,396	\$ 477,974,019	42%
\$Volume M.H. Listed YTD	\$ 20,896,399	\$ 25,463,750	22%
#Homes Listed YTD	1,229	1,581	29%
#M.H. Listed YTD	173	147	-15%
#Homes Listed Month	51	81	59%
#M.H. Listed Month	6	6	0%
#Homes On Market	180	467	159%
Indicated Month's Supply Homes on Market	2	6	200%

### 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	\$451-500	\$501-550	\$551-600	\$601 +
Dec. 2007	3	2	6	4	5	5	11	10	8	12	32	9	19

<u>TOTAL MLS SALES VOLUME YTD</u>	\$ 420,420,503	\$ 450,759,310	7%
<u>TOTAL MLS UNITS SOLD YTD</u>	2,081	1,776	-15%

(All MLS listings; including residential, residential income, lots, commercial, orchard)

Wenatchee Market: Wenatchee, Malaga, East Wenatchee, Orondo & Rock Island  
M.H.: Includes Mobile and Manufactured Homes as listed in MLS

	<b>DECEMBER</b>	<b>DECEMBER</b>	<b>%</b>
<b><u>REAL ESTATE EXCISE TAX VALUATION</u></b>	<b>2006</b>	<b>2007</b>	<b><u>CHANGE</u></b>
Chelan County YTD	\$ 735,228,819	\$ 670,110,364	-9%
Douglas County YTD	<u>\$ 276,391,650</u>	<u>\$ 308,158,795</u>	<u>11%</u>
	\$1,011,620,469	\$ 978,269,160	-3%

Total Recordings (Title company) 16,478 Not available at this time

**MORTGAGE RECORDINGS (\$ Volume YTD)**

Chelan County	\$1,401,864,127	\$ 1,361,801,982	-3%
Douglas County	<u>\$ 511,000,757</u>	<u>\$ 563,879,656</u>	<u>10%</u>
	\$1,912,864,884	\$ 1,925,681,638	1%

**Recorded Mortgages**

Chelan County	6,195	5,177	-16%
Douglas County	<u>2,831</u>	<u>2,675</u>	<u>-6%</u>
	9,026	7,852	-13%

**BUILDING PERMITS YTD**

Single Family	488	434	-11%
Plex Units *	24	43	79%
Apartments (units) *	-	27	-
Manufactured Homes	45	65	44%

\*please note: the numbers have been updated to count actual number of "units" not bldgs.

**RENTAL HOUSING VACANCY**

Condo	3%	12%	300%
Single Family	5%	3%	-40%
Multi-Family	4%	4%	0%
Plex Units (2-4 units)	<u>5%</u>	<u>5%</u>	<u>0%</u>
Overall	4%	4%	0%

**COMMENTS & OBSERVATIONS:**

The Wenatchee Area Real Estate finished the year up 7% by dollar volume over last year. Home sales by number were down 10% with 936 homes sold in 2007 versus 1,037 in 2006. 2005 was the peak year with 1,106 homes sold. For the last 2 years, at this time, there was an indicated 2 month's supply of homes on the market. This year the numbers are indicating a 6 month supply.

Following are graphs showing year-end historical numbers in the various categories. It appears that the sales by dollar volume are stabilizing. The number of homes sold and single family building permits appear to be directly correlated to one another.

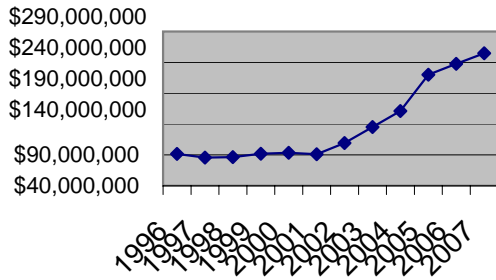
We hope you enjoy reading these monthly reports, your questions and comments are always welcome.

Prepared by: Pacific Appraisal Associates

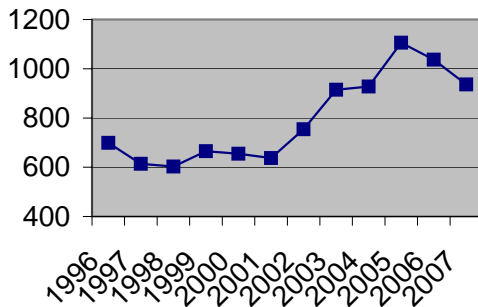
NOTE: This representation is based in whole or in part on data supplied by the North Central Washington Association of Realtors or its Multiple Listing Service. Neither the Association nor its MLS guarantees or are in any way responsible for its accuracy. Data maintained by the Association or its MLS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

## Wenatchee Market Area

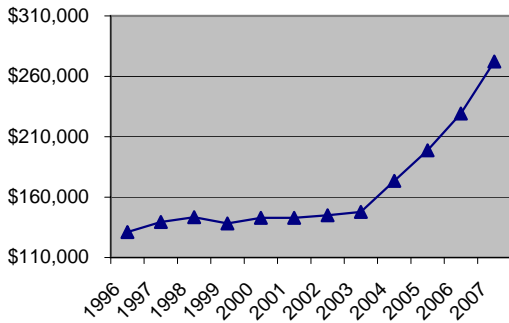
### Dollar Volume Homes Sold



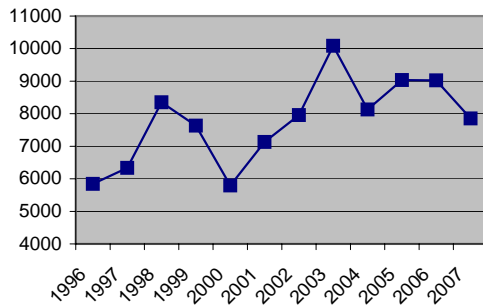
### Number of Homes Sold



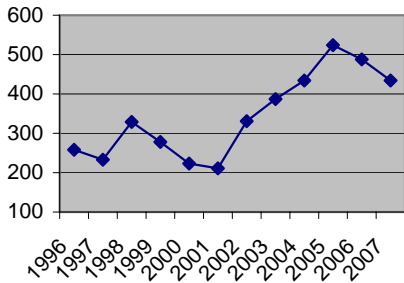
### Average Sale Price



### No. Mortgage Recordings



### No. of SF Building Permits



### Multi Family Vacancy

