

WENATCHEE MARKET AREA

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	DECEMBER 2010	DECEMBER 2011	% CHANGE
MLS MARKET AREA TOTALS			
\$ Volume Homes/Condos Sold YTD	\$ 197,226,902	\$ 198,554,125	1%
\$ Volume M.H. Sold YTD	\$ 14,008,000	\$ 11,859,860	-15%
# Homes/Condos Sold YTD	761	801	5%
# M.H. Sold YTD	117	104	-11%
# Homes/Condos Sold Month	64	70	9%
# M.H. Sold Month	5	10	100%
Average Home/Condo Sales Price YTD	\$ 259,168	\$ 247,883	-4%
Median Home/Condo Sales Price YTD	\$ 230,000	\$ 212,900	-7%
\$ Volume Homes/Condos Listed YTD	\$ 688,255,831	\$ 579,278,066	-16%
\$ Volume M.H. Listed YTD	\$ 34,600,942	\$ 31,940,152	-8%
# Homes/Condos Listed YTD	2,010	1,856	-8%
# M.H. Listed YTD	217	216	0%
Wenatchee MARKET TOTALS			
\$ Volume Homes/Condos Sold YTD	\$ 130,716,823	\$ 127,128,155	-3%
\$ Volume M.H. Sold YTD	\$ 9,525,500	\$ 8,444,860	-11%
# Homes/Condos Sold YTD	531	549	3%
# M.H. Sold YTD	85	83	-2%
# Homes/Condos Sold Month	47	45	-4%
# M.H. Sold Month	5	9	80%
Average Home/Condo Sales Price YTD	\$ 246,171	\$ 231,563	-6%
Median Home/Condo Sales Price YTD	\$ 224,900	\$ 211,600	-6%
\$ Volume Homes/Condos Listed YTD	\$ 390,750,123	\$ 331,001,765	-15%
\$ Volume M.H. Listed YTD	\$ 22,404,890	\$ 20,887,150	-7%
# Homes/Condos Listed YTD	1,306	1,208	-8%
# M.H. Listed YTD	153	159	4%
# Homes/Condos Listed Month	47	54	15%
# M.H. Listed Month	4	8	100%
# Homes/Condos/MH On Market	500	489	-2%
Indicated Month's Supply (Homes/Condos/MH)	9	8	-11%

Wenatchee Market Homes/Condos/Manufactured Homes/Mobile Homes													
Price Range (thousands)	\$0-150	\$151-\$200	\$201-250	\$251-300	\$301-350	\$351-400	\$401-450	\$451-500	\$501-550	\$551-600	\$601-650	\$651-700	\$701+
ACTIVE LISTINGS	82	129	86	57	34	28	16	15	6	8	2	6	20
AVERAGE NUMBER SOLD PER MO.	15.3	16.3	11.5	7.1	5.1	2.8	1.1	0.17	0.33	0.33	~	0.33	0.33
INDICATED MOS. PRESENT SUPPLY	5.3	7.9	7.4	7.9	6.5	9.8	13.7	90	18	24	~	18	60

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

	<u>DECEMBER 2010</u>	<u>DECEMBER 2011</u>	<u>% CHANGE</u>
<u>TOTAL MLS SALES VOLUME YTD</u>	\$ 261,121,052	\$ 258,026,167	-1%
<u>TOTAL MLS UNITS SOLD YTD</u>	1,152	1,097	-5%
(All MLS listings; including residential, residential income, lots, commercial, orchard)			

REAL ESTATE EXCISE TAX VALUATION

Chelan County YTD	\$ 243,176,177	\$ 257,749,801	6%
Douglas County YTD	<u>\$ 123,224,528</u>	<u>\$ 134,396,092</u>	<u>9%</u>
	\$ 366,400,705	\$ 392,145,893	7%

BUILDING PERMITS YTD (Wenatchee Market)

Single Family	187	148	-21%
Plex Units	5	-	-100%
Apartments (units)	-	-	-
Manufactured Homes	15	16	7%

RENTAL HOUSING VACANCY (Wenatchee Market)

Condo	8%	7%	-13%
Single Family	4%	3%	-25%
Multi-Family	4%	5%	25%
Plex Units (2-4 units)	7%	3%	<u>-57%</u>
Overall	5%	5%	0%

WENATCHEE MARKET COMMENTS & OBSERVATIONS:

2011 was a year similar to 2010 in many categories; dollar volume, number of units sold and average sale price were within 3% to 6% of last year.

Homes/Condos Sold -Year End				
	2008	2009	2010	2011
Number Sold YTD	624	604	531	549
Percentage of Change :		-3%	-12%	3%
Dollar Volume YTD	\$ 168,923,763	\$ 150,679,949	\$ 130,716,823	\$ 127,128,155
Percentage of Change :		-11%	-13%	-3%
Median Sales Price	\$ 236,750	\$ 223,000	\$ 224,900	\$ 211,600
Percentage of Change :		-6%	0.9%	-6%

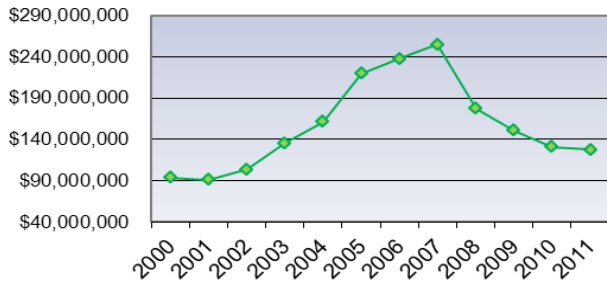
The charts on the following page indicate trends since 2000. The number of units sold between 2002 and 2005 increased dramatically and from 2005 to 2008 decreased dramatically. Between 2008 and 2010 the pace of reduction slowed. And last year was the first time in five years that the number of units sold increased from the previous year.

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.

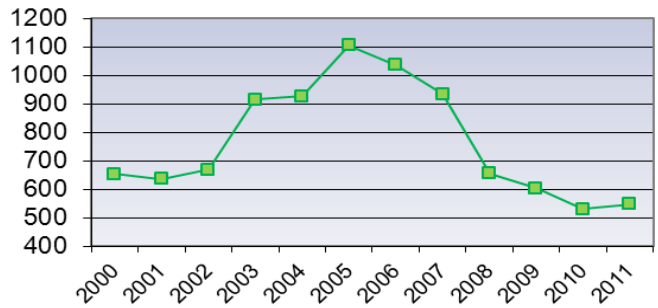
Past issues are available at
www.pacapp.com

Wenatchee Market Area -Year End Statistics

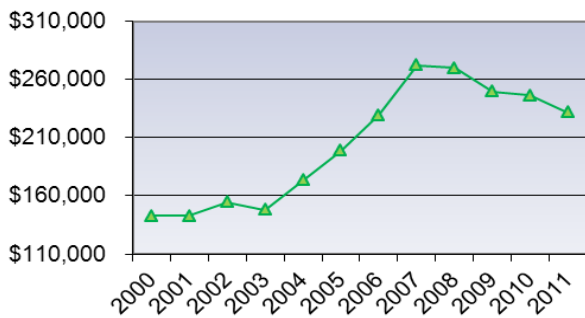
Dollar Volume Homes Sold



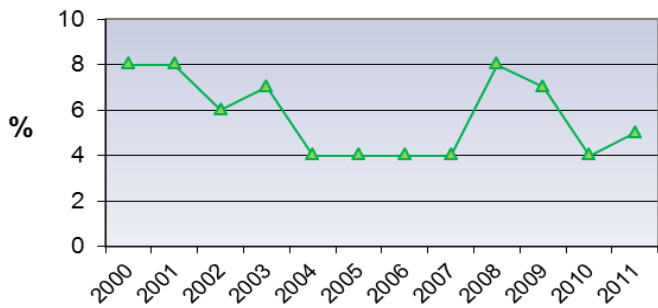
Number of Homes Sold



Average Sale Price



Multi Family Vacancy



No. of SF Building Permits

