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REAL ESTATE

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<u>MLS MARKET AREA TOTALS</u>	<u>SEPTEMBER</u> <u>2005</u>	<u>SEPTEMBER</u> <u>2006</u>	<u>%</u> <u>CHANGE</u>
\$ Volume Homes Sold YTD	\$ 204,103,854	\$ 233,678,144	14%
\$ Volume M.H. Sold YTD	\$ 14,046,792	\$ 15,055,597	7%
# Homes Sold YTD	991	1,018	3%
# M.H. Sold YTD	143	141	-1%
#Homes Sold Month	131	125	-5%
# M.H. Sold Month	23	17	-26%
Average Home Sales Price YTD	\$ 205,957	\$ 229,546	11%
Median Sales Price YTD	\$ 177,700	\$ 210,250	18%
\$ Volume Homes Listed YTD	\$ 330,669,251	\$ 413,146,789	25%
\$ Volume M.H. Listed YTD	\$ 25,243,089	\$ 26,932,149	7%
#Homes Listed YTD	1,400	1,367	-2%
#M.H. Listed YTD	225	201	-11%

WENATCHEE MARKET TOTALS

\$Volume Homes Sold YTD	\$ 153,141,147	\$ 185,901,946	21%
\$Volume M.H. Sold YTD	\$ 8,528,054	\$ 9,515,347	12%
#Homes Sold YTD	783	831	6%
#M.H. Sold YTD	101	92	-9%
#Homes Sold Month	102	89	-13%
#M.H. Sold Month	14	9	-36%
Average Home Sale Price YTD	\$ 195,583	\$ 223,709	14%
Median Sales Price YTD	\$ 174,900	\$ 206,450	18%
\$Volume Homes Listed YTD	\$ 195,971,085	\$ 262,877,392	34%
\$Volume M.H. Listed YTD	\$ 14,381,785	\$ 16,603,849	15%
#Homes Listed YTD	938	990	6%
#M.H. Listed YTD	142	143	1%
#Homes Listed Month	130	99	-24%
#M.H. Listed Month	22	16	-27%
#Homes On Market Ending	236	190	-19%
Indicated Month's Supply Homes on Market	2	2	0%

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+
September 2006	3	1	1	1	2	4	3	5	12	8

<u>TOTAL MLS SALES VOLUME YTD</u>	\$ 274,317,977	\$ 307,221,086	12%
<u>TOTAL MLS UNITS SOLD YTD</u>	1,628	1,574	-3%
(All listings)			

	SEPTEMBER 2005	SEPTEMBER 2006	% CHANGE
<u>REAL ESTATE EXCISE TAX VALUATION</u>			
Chelan County YTD	\$ 483,551,693	\$ 560,141,793	16%
Douglas County YTD	<u>\$ 172,530,840</u>	<u>\$ 201,304,646</u>	<u>17%</u>
	\$ 656,082,533	\$ 761,446,438	16%
 Total Recordings (Title Company)	 13,053	 12,601	 -3%
<u>MORTGAGE RECORDINGS (\$ Volume YTD)</u>			
Chelan County	\$ 743,568,338	\$ 958,513,440	29%
Douglas County	<u>\$ 333,164,608</u>	<u>\$ 314,820,298</u>	<u>-6%</u>
	\$1,076,732,946	\$ 1,273,333,738	18%
<u>Recorded Mortgages</u>			
Chelan County	4,532	4,650	3%
Douglas County	<u>2,147</u>	<u>2,143</u>	<u>0%</u>
	6,679	6,793	2%
<u>BUILDING PERMITS YTD</u>			
Single Family	408	376	-8%
Plex Units	9	21	133%
Apartments	-	-	-
Manufactured Homes	52	38	-27%
<u>RENTAL HOUSING VACANCY</u>			
Condo	3%	7%	133%
Single Family	2%	5%	150%
Multi-Family	4%	4%	0%
Plex Units (2-4 units)	<u>4%</u>	<u>6%</u>	<u>50%</u>
Overall	4%	4%	0%

COMMENTS & OBSERVATIONS:

The 3rd Quarter has ended on a positive note. Sales by dollar volume remain strong, 21% ahead of last year. The number of homes sold has dipped below last year as we have sold 9 less homes, 92 versus 101. Fewer homes for more money reflects an increase in the average and median home price. Our listings are up significantly by dollar volume, however only marginally by number. The main reason for the increase in dollar volume is tied to homes in the \$450,000 and above bracket. There were 29 homes listed in September in this price range.

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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.