

SNAPSHOT

REAL ESTATE

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<u>MLS MARKET AREA TOTALS</u>	<u>SEPTEMBER</u> <u>2006</u>	<u>SEPTEMBER</u> <u>2007</u>	<u>%</u> <u>CHANGE</u>
\$ Volume Homes Sold YTD	\$ 233,678,144	\$ 260,194,294	11%
\$ Volume M.H. Sold YTD	\$ 15,055,597	\$ 16,755,730	11%
# Homes Sold YTD	1,018	915	-10%
# M.H. Sold YTD	141	116	-18%
#Homes Sold Month	125	92	-26%
# M.H. Sold Month	17	11	-35%
Average Home Sales Price YTD	\$ 229,546	\$ 284,365	24%
Median Home Sales Price YTD	\$ 210,250	\$ 249,600	19%
\$ Volume Homes Listed YTD	\$ 413,146,789	\$ 653,443,450	58%
\$ Volume M.H. Listed YTD	\$ 26,932,149	\$ 37,571,600	40%
#Homes Listed YTD	1,367	1,865	36%
#M.H. Listed YTD	201	200	0%

WENATCHEE MARKET TOTALS

\$Volume Homes Sold YTD	\$ 185,901,946	\$ 196,888,227	6%
\$Volume M.H. Sold YTD	\$ 9,515,347	\$ 11,511,030	21%
#Homes Sold YTD	831	736	-11%
#M.H. Sold YTD	92	82	-11%
#Homes Sold Month	89	64	-28%
#M.H. Sold Month	9	8	-11%
Average Home Sale Price YTD	\$ 223,709	\$ 267,511	20%
Median Home Sales Price YTD	\$ 206,450	\$ 242,000	17%
\$Volume Homes Listed YTD	\$ 262,877,392	\$ 398,853,180	52%
\$Volume M.H. Listed YTD	\$ 16,603,849	\$ 22,704,450	37%
#Homes Listed YTD	990	1,316	33%
#M.H. Listed YTD	143	132	-8%
#Homes Listed Month	99	123	24%
#M.H. Listed Month	16	25	56%
#Homes On Market	190	543	186%
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 +
Sept. 2007	2	2	4	2	3	4	13	6	6	17	11	10	46

<u>TOTAL MLS SALES VOLUME YTD</u>	\$ 307,221,086	\$ 349,164,126	14%
<u>TOTAL MLS UNITS SOLD YTD</u>	1,574	1,391	-12%

(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

	SEPTEMBER 2006	SEPTEMBER 2007	%
<u>REAL ESTATE EXCISE TAX VALUATION</u>			
Chelan County YTD	\$ 560,141,793	\$ 529,079,363	-6%
Douglas County YTD	<u>\$ 201,304,646</u>	<u>\$ 213,853,073</u>	6%
	\$ 761,446,438	\$ 742,932,436	-2%
 Total Recordings (Title company)	 12,601	 11,580	 -8%
<u>MORTGAGE RECORDINGS (\$ Volume YTD)</u>			
Chelan County	\$ 958,513,440	\$ 1,068,568,443	11%
Douglas County	<u>\$ 314,820,298</u>	<u>\$ 411,411,438</u>	<u>31%</u>
	\$1,273,333,738	\$ 1,479,979,881	16%
<u>Recorded Mortgages</u>			
Chelan County	4,650	4,601	-1%
Douglas County	<u>2,143</u>	<u>2,393</u>	<u>12%</u>
	6,793	6,994	3%
<u>BUILDING PERMITS YTD</u>			
Single Family	376	344	-9%
Plex Units	21	10	-52%
Apartments	-	2	-
Manufactured Homes	38	46	21%
<u>RENTAL HOUSING VACANCY</u>			
Condo	3%	0%	-100%
Single Family	5%	2%	-60%
Multi-Family	4%	4%	0%
Plex Units (2-4 units)	<u>6%</u>	<u>4%</u>	<u>-33%</u>
Overall	4%	5%	25%

COMMENTS & OBSERVATIONS:

Home sales in the Wenatchee Area Market appear to be slowing with only 64 units versus 88 last month and 89 units last year at this time. Year to date, however, is only 11% less than last year. Supply remains strong with at least a 6 month supply of homes in all categories above \$300,000. Interesting note is building permit activity (single family) has waned by 9% in response to a decrease in demand.

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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.