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# SNAPSHOT

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## REAL ESTATE

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<u>MLS MARKET AREA TOTALS</u>	<u>NOVEMBER</u> <u>2005</u>	<u>NOVEMBER</u> <u>2006</u>	<u>%</u> <u>CHANGE</u>
\$ Volume Homes Sold YTD	\$ 265,082,175	\$ 289,686,060	9%
\$ Volume M.H. Sold YTD	\$ 17,295,692	\$ 20,003,347	16%
# Homes Sold YTD	1,276	1,232	-3%
# M.H. Sold YTD	172	175	2%
#Homes Sold Month	141	92	-35%
# M.H. Sold Month	13	12	-8%
Average Home Sales Price YTD	\$ 207,745	\$ 235,135	13%
Median Sales Price YTD	\$ 179,900	\$ 215,000	20%
\$ Volume Homes Listed YTD	\$ 385,685,224	\$ 498,525,353	29%
\$ Volume M.H. Listed YTD	\$ 28,402,039	\$ 32,229,099	13%
#Homes Listed YTD	1,645	1,640	0%
#M.H. Listed YTD	251	234	-7%

### WENATCHEE MARKET TOTALS

\$Volume Homes Sold YTD	\$ 200,012,713	\$ 220,919,758	10%
\$Volume M.H. Sold YTD	\$ 10,546,054	\$ 12,757,247	21%
#Homes Sold YTD	1,010	975	-3%
#M.H. Sold YTD	120	121	1%
#Homes Sold Month	111	61	-45%
#M.H. Sold Month	9	10	11%
Average Home Sale Price YTD	\$ 198,032	\$ 226,584	14%
Median Sales Price YTD	\$ 175,000	\$ 210,000	20%
\$Volume Homes Listed YTD	\$ 240,236,635	\$ 318,162,846	32%
\$Volume M.H. Listed YTD	\$ 16,208,485	\$ 20,172,599	24%
#Homes Listed YTD	1,150	1,178	2%
#M.H. Listed YTD	157	167	6%
#Homes Listed Month	58	77	33%
#M.H. Listed Month	8	12	50%
#Homes On Market Ending	210	197	-6%
Indicated Month's Supply Homes on Market	2	2	11%

### 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+
November 2006	1	1	1	1	1	2	4	2	4	8

<u>TOTAL MLS SALES VOLUME YTD</u>	\$ 358,292,798	\$ 385,990,802	8%
<u>TOTAL MLS UNITS SOLD YTD</u>	2,086	1,936	-7%

(All listings)

<b><u>REAL ESTATE EXCISE TAX VALUATION</u></b>	<b>NOVEMBER 2005</b>	<b>NOVEMBER 2006</b>	<b>% CHANGE</b>
Chelan County YTD	\$ 615,663,971	\$ 691,851,716	12%
Douglas County YTD	<u>\$ 228,195,518</u>	<u>\$ 259,762,017</u>	<u>14%</u>
	\$ 843,859,489	\$ 951,613,733	13%
 Total Recordings (Title Company)	 16,297	 15,278	 -6%
<b><u>MORTGAGE RECORDINGS (\$ Volume YTD)</u></b>			
Chelan County	\$ 967,212,157	\$ 1,311,992,582	36%
Douglas County	<u>\$ 401,446,535</u>	<u>\$ 481,886,380</u>	<u>20%</u>
	\$1,368,658,692	\$ 1,793,878,962	31%
 <b>Recorded Mortgages</b>			
Chelan County	5,670	5,726	1%
Douglas County	<u>2,646</u>	<u>2,633</u>	<u>0%</u>
	8,316	8,359	1%
 <b><u>BUILDING PERMITS YTD</u></b>			
Single Family	501	474	-5%
Plex Units	13	23	77%
Apartments	-	-	-
Manufactured Homes	66	44	-33%
 <b><u>RENTAL HOUSING VACANCY</u></b>			
Condo	3%	7%	133%
Single Family	2%	4%	100%
Multi-Family	4%	4%	0%
Plex Units (2-4 units)	<u>4%</u>	<u>6%</u>	<u>50%</u>
Overall	4%	5%	25%

**COMMENTS & OBSERVATIONS:**

The number of home sales year to date has increased over the previous period for the last 31 months. This month, however, the number of homes sold year to date has decreased by 3%. So far this year 975 homes have sold versus 1010 last year at the same time. In viewing market supply, it appears that the upper end of the market from say \$300,000 to \$451,000+ shows signs of increased inventory. Lower demand and rising inventory are the ingredients for price stabilization.

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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.