

# SNAPSHOT

## REAL ESTATE

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<u>MLS MARKET AREA TOTALS</u>	<u>MAY</u> <u>2005</u>	<u>MAY</u> <u>2006</u>	<u>%</u> <u>CHANGE</u>
\$ Volume Homes Sold YTD	\$ 93,892,073	\$ 102,836,900	10%
\$ Volume M.H. Sold YTD	\$ 6,539,264	\$ 6,951,650	6%
# Homes Sold YTD	470	496	6%
# M.H. Sold YTD	68	77	13%
#Homes Sold Month	119	138	16%
# M.H. Sold Month	22	24	9%
Average Sales Price YTD	\$ 199,770	\$ 207,332	4%
Median Sales Price	\$ 164,900	\$ 211,750	28%
\$ Volume Homes Listed YTD	\$ 167,160,059	\$ 200,064,154	20%
\$ Volume M.H. Listed YTD	\$ 12,134,494	\$ 11,481,050	-5%
#Homes Listed YTD	722	726	1%
#M.H. Listed YTD	111	102	-8%

### WENATCHEE MARKET TOTALS

\$Volume Homes Sold YTD	\$ 70,629,623	\$ 86,658,934	23%
\$Volume M.H. Sold YTD	\$ 4,116,045	\$ 5,063,950	23%
#Homes Sold YTD	377	415	10%
#M.H. Sold YTD	50	50	0%
#Homes Sold Month	82	115	40%
#M.H. Sold Month	16	50	213%
Average Sale Price YTD	\$ 187,346	\$ 208,817	11%
Median Sales Price	\$ 164,100	\$ 210,000	28%
\$Volume Homes Listed YTD	\$ 97,736,993	\$ 145,261,940	49%
\$Volume M.H. Listed YTD	\$ 6,251,895	\$ 7,721,350	24%
#Homes Listed YTD	472	571	21%
#M.H. Listed YTD	65	76	17%
#Homes Listed Month	70	127	81%
#M.H. Listed Month	8	10	25%
#Homes On Market Ending	235	164	-30%
Indicated Month's Supply Homes on Market	3	1	-67%

### 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+
May 2006	2	1	1	1	1	1	2	3	4	11

<u>TOTAL MLS SALES VOLUME YTD</u>	\$ 127,630,587	\$ 155,125,201	22%
<u>TOTAL MLS UNITS SOLD YTD</u>	792	795	0%

(All listings)

<b><u>REAL ESTATE EXCISE TAX VALUATION</u></b>	<b>MAY 2005</b>	<b>MAY 2006</b>	<b>% CHANGE</b>
Chelan County	\$ 225,521,022	\$ 241,337,036	7%
Douglas County	<u>\$ 76,556,858</u>	<u>\$ 100,096,701</u>	<u>31%</u>
	\$ 302,077,880	\$ 341,433,737	13%
 Total Recordings (Title Company)	 6,661	 6,597	 -1%
<b><u>MORTGAGE RECORDINGS (\$ Volume)</u></b>			
Chelan County	\$ 423,066,147	\$ 481,001,884	14%
Douglas County	<u>\$ 188,947,714</u>	<u>\$ 158,297,549</u>	<u>-16%</u>
	\$ 612,013,861	\$ 639,299,433	4%
 <b>Recorded Mortgages</b>			
Chelan County	2,295	2,384	4%
Douglas County	<u>1,052</u>	<u>1,149</u>	<u>9%</u>
	3,347	3,533	6%
 <b><u>BUILDING PERMITS YTD</u></b>			
Single Family	200	166	-17%
Plex Units	3	4	33%
Apartments	-	-	-
Manufactured Homes	25	20	-20%
 <b><u>RENTAL HOUSING VACANCY</u></b>			
Condo	3%	7%	133%
Single Family	3%	3%	0%
Multi-Family	4%	5%	25%
Plex Units (2-4 units)	<u>3%</u>	<u>6%</u>	<u>100%</u>
Overall	4%	5%	25%

**COMMENTS & OBSERVATIONS:**

Home sales continue to increase over last year at this time, up some 23%. The number of actual units is up only 10%, translating into a much higher median sale price. Fueling this increase is the lack of listings as well as a slow down in the number of new units being constructed. Building permits are down 17% which is believed to be due to a lack of buildable lots.

Currently in 2006, we are seeing a marjority (39%) of the homes selling in 31-60 days and last year 50% of homes sold between 31-90 days of listing. Both years show over 25% of market being listed for more than 4 months.

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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.