

WENATCHEE MARKET AREA

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	<u>MAY 2009</u>	<u>MAY 2010</u>	<u>% CHANGE</u>
<u>MLS MARKET AREA TOTALS</u>			
\$ Volume Homes/Condos Sold YTD	\$ 65,073,266	\$ 79,317,357	22%
\$ Volume M.H. Sold YTD	\$ 3,917,850	\$ 5,550,060	42%
# Homes/Condos Sold YTD	245	305	24%
# M.H. Sold YTD	28	37	32%
# Homes/Condos Sold Month	63	83	32%
# M.H. Sold Month	6	10	67%
Average Home/Condo Sales Price YTD	\$ 265,605	\$ 260,057	-2%
Median Home/Condo Sales Price YTD	\$ 226,900	\$ 236,250	4%
\$ Volume Homes/Condos Listed YTD	\$ 335,352,991	\$ 336,572,056	0%
\$ Volume M.H. Listed YTD	\$ 17,458,200	\$ 18,456,399	6%
# Homes/Condos Listed YTD	907	969	7%
# M.H. Listed YTD	86	104	21%
<u>WENATCHEE MARKET TOTALS</u>			
\$ Volume Homes/Condos Sold YTD	\$ 53,662,563	\$ 52,908,207	-1%
\$ Volume M.H. Sold YTD	\$ 2,614,850	\$ 3,178,860	22%
# Homes/Condos Sold YTD	208	216	4%
# M.H. Sold YTD	25	23	-8%
# Homes/Condos Sold Month	55	62	13%
# M.H. Sold Month	4	4	0%
Average Home/Condo Sales Price YTD	\$ 257,993	\$ 244,945	-5%
Median Home/Condo Sales Price YTD	\$ 225,000	\$ 229,900	2%
\$ Volume Homes/Condos Listed YTD	\$ 184,763,567	\$ 191,970,341	4%
\$ Volume M.H. Listed YTD	\$ 9,675,500	\$ 10,888,150	13%
# Homes/Condos Listed YTD	589	624	6%
# M.H. Listed YTD	56	64	14%
# Homes/Condos Listed Month	119	104	-13%
# M.H. Listed Month	14	14	0%
# Homes/Condos/MH On Market	620	622	0%
Indicated Month's Supply (Homes/Condos/MH)	13	13	0%

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	67	110	134	78	50	55	20	24	22	14	5	6	37
AVERAGE NUMBER SOLD PER MO.	7.5	11	14.5	6.6	3.3	2.3	1.1	0.67	0.33	0.33	0.17	0	0.5
INDICATED MOS. PRESENT SUPPLY	8.9	10	9.2	11.7	15	23.5	17.1	36	66	42	30	0	74

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

	<u>MAY</u> <u>2009</u>	<u>MAY</u> <u>2010</u>	<u>%</u> <u>CHANGE</u>
<u>TOTAL MLS SALES VOLUME YTD</u>	\$ 79,885,621	\$ 116,873,515	46%
<u>TOTAL MLS UNITS SOLD YTD</u>	330	501	

(All MLS listings; including residential, residential income, lots, commercial, orchard)

REAL ESTATE EXCISE TAX VALUATION

Chelan County YTD	\$ 92,503,606	\$ 107,939,572	17%
Douglas County YTD	\$ 46,104,643	\$ 51,867,559	12%
	\$ 138,608,249	\$ 159,807,131	15%

BUILDING PERMITS YTD (Wenatchee Market)

Single Family	80	74	-8%
Plex Units	8	-	-100%
Apartments (units)	-	-	-
Manufactured Homes	9	6	-33%

RENTAL HOUSING VACANCY (Wenatchee Market)

Condo	3%	11%	267%
Single Family	3%	2%	-33%
Multi-Family	5%	4%	-20%
Plex Units (2-4 units)	<u>7%</u>	<u>7%</u>	<u>0%</u>
Overall	5%	4%	-20%

WENATCHEE MARKET COMMENTS & OBSERVATIONS:

The number of homes sales are up 4% from this time last year while the dollar volume is showing a slight reduction of 1%. Sales activity continues to be concentrated in the price ranges of \$151,000-\$200,000 and \$201,000-\$250,000 where the majority sales are occurring.

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+
% of Market (active listings)	10.77%	17.68%	21.54%	12.54%	8.04%	8.84%	3.22%	3.86%	3.54%	2.25%	0.80%	0.96%	5.95%

Supply of units continues to be high (currently a 13 month supply) with the lower price ranges having the highest percentage of active listings; the \$201,000-250,000 range has just under 22% of the total inventory.

The following exhibit shows YTD totals (this period) and the percentage change over the past 4 years.

YTD:	May 2006	May 2007	May 2008	May 2009	May 2010
\$ Volume Homes Sold	\$ 86,658,934	\$ 100,884,671	\$ 74,963,422	\$ 53,662,563	\$ 52,908,207
Yearly % Change		16%	-26%	-28%	-1%
Median Home Sales Price	\$ 194,500	\$ 225,000	\$ 243,825	\$ 225,000	\$ 229,900
Yearly % Change		16%	8%	-8%	2%
Month's Supply Units on Market	1	4	9	13	13
Yearly % Change		300%	125%	44%	0%
Bulding Permits Single Family	166	200	109	80	74
Yearly % Change		20%	-46%	-27%	-8%

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.

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