

WENATCHEE MARKET AREA

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	SEPTEMBER 2008	SEPTEMBER 2009	% CHANGE
MLS MARKET AREA TOTALS			
\$ Volume Homes/Condos Sold YTD	\$ 190,416,877	\$ 148,788,167	-22%
\$ Volume M.H. Sold YTD	\$ 11,708,454	\$ 8,230,500	-30%
# Homes/Condos Sold YTD	672	550	-18%
# M.H. Sold YTD	85	56	-34%
# Homes/Condos Sold Month	75	78	4%
# M.H. Sold Month	13	7	-46%
Average Home/Condo Sales Price YTD	\$ 283,358	\$ 270,524	-5%
Median Home/Condo Sales Price YTD	\$ 239,900	\$ 227,450	-5%
\$ Volume Homes/Condos Listed YTD	\$ 637,081,487	\$ 597,667,768	-6%
\$ Volume M.H. Listed YTD	\$ 36,719,843	\$ 35,305,650	-4%
# Homes/Condos Listed YTD	1,793	1,649	-8%
# M.H. Listed YTD	193	182	-6%
WENATCHEE MARKET TOTALS			
\$ Volume Homes/Condos Sold YTD	\$ 144,223,911	\$ 114,188,115	-21%
\$ Volume M.H. Sold YTD	\$ 8,074,200	\$ 5,480,750	-32%
# Homes/Condos Sold YTD	526	445	-15%
# M.H. Sold YTD	57	45	-21%
# Homes/Condos Sold Month	57	64	12%
# M.H. Sold Month	13	6	-54%
Average Home/ConDP Sales Price YTD	\$ 274,190	\$ 256,603	-6%
Median Home/ConDP Sales Price YTD	\$ 234,900	\$ 225,000	-4%
\$ Volume Homes/Condos Listed YTD	\$ 421,719,367	\$ 332,002,747	-21%
\$ Volume M.H. Listed YTD	\$ 24,801,545	\$ 21,752,300	-12%
# Homes/Condos Listed YTD	1,317	1,070	-19%
# M.H. Listed YTD	134	121	-10%
# Homes/Condos Listed Month	154	112	-27%
# M.H. Listed Month	18	16	-11%
# Homes/Condos On Market	653	609	-7%
Indicated Month's Supply Homes on Market	8	10	25%

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	54	96	132	113	49	49	20	19	20	12	5	6	34
AVERAGE NUMBER SOLD PER MO.	8.8	14.3	17.3	8	5.3	3.6	1.3	0.83	1.1	0.17	0.17	-	0.33
INDICATED MOS. PRESENT SUPPLY	6.1	6.7	7.6	14.1	9.1	13.3	15	22.8	17.4	72	30	-	102

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

	<u>SEPTEMBER 2008</u>	<u>SEPTEMBER 2009</u>	<u>% CHANGE</u>
<u>TOTAL MLS SALES VOLUME YTD</u>	\$ 234,087,506	\$ 175,959,571	-25%
<u>TOTAL MLS UNITS SOLD YTD</u>	948	715	-25%

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

REAL ESTATE EXCISE TAX VALUATION

Chelan County YTD	\$ 319,133,412	\$ 214,319,643	-33%
Douglas County YTD	\$ 135,955,475	\$ 95,589,172	-30%
	\$ 455,088,887	\$ 309,908,815	-32%

BUILDING PERMITS YTD (Wenatchee Market)

Single Family	179	149	-17%
Plex Units	12	8	-33%
Apartments (units)	-	-	-
Manufactured Homes	39	18	-54%

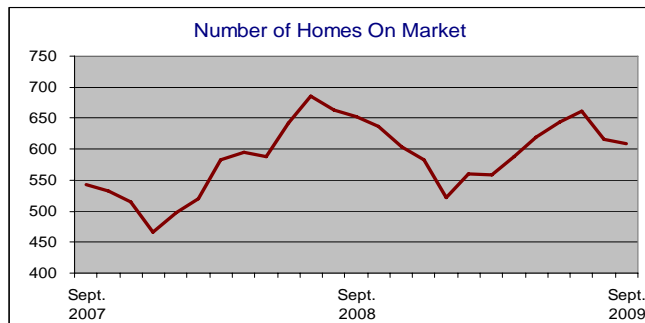
RENTAL HOUSING VACANCY (Wenatchee Market)

Condo	3%	13%	333%
Single Family	5%	4%	-20%
Multi-Family	3%	3%	0%
Plex Units (2-4 units)	<u>4%</u>	4%	<u>0%</u>
Overall	4%	4%	0%

WENACHEE MARKET COMMENTS & OBSERVATIONS:

Through September 81 fewer homes have been sold this year, translating to \$30,035,790 less sales revenue. Average price has also retreated to \$256,603 (-6%) over last year. Listings (supply) have gone down across the board, homes/condos (-19%), MH (-10%). This is a good sign from a pricing perspective.

Following is a graph showing how overall homes on the market has fared over the last 2 years.



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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