



REAL ESTATE SNAPSHOT

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	<u>NOVEMBER 2007</u>	<u>NOVEMBER 2008</u>	<u>% CHANGE</u>
<u>MLS MARKET AREA TOTALS</u>			
\$ Volume Homes/Condos Sold YTD	\$ 315,079,718	\$ 225,714,629	-28%
\$ Volume M.H. Sold YTD	\$ 21,443,380	\$ 12,914,954	-40%
# Homes/Condos Sold YTD	1,096	798	-27%
# M.H. Sold YTD	145	95	-34%
#Homes/Condos Sold Month	79	54	-32%
# M.H. Sold Month	11	1	-91%
Average Home/Condo Sales Price YTD	\$ 287,481	\$ 282,850	-2%
Median Home/Condo Sales Price YTD	\$ 249,900	\$ 240,000	-4%
\$ Volume Homes/Condos Listed YTD	\$ 761,371,418	\$ 737,353,323	-3%
\$ Volume M.H. Listed YTD	\$ 41,620,400	\$ 44,578,943	7%
#Homes/Condos Listed YTD	2,186	2,097	-4%
#M.H. Listed YTD	225	234	4%

<u>WENATCHEE MARKET TOTALS</u>			
\$ Volume Homes/Condos Sold YTD	\$ 238,667,702	\$ 168,923,763	-29%
\$Volume M.H. Sold YTD	\$ 14,243,780	\$ 8,930,700	-37%
#Homes/Condos Sold YTD	879	624	-29%
#M.H. Sold YTD	99	64	-35%
#Homes/Condos Sold Month	62	41	-34%
#M.H. Sold Month	10	-	-100%
Average Home/Condo Sales Price YTD	\$ 271,522	\$ 270,711	0%
Median Home/Condo Sales Price YTD	\$ 244,500	\$ 236,750	-3%
\$ Volume Homes/Condos Listed YTD	\$ 454,787,080	\$ 492,042,008	8%
\$Volume M.H. Listed YTD	\$ 24,182,450	\$ 29,478,045	22%
#Homes/Condos Listed YTD	1,500	1,532	2%
#M.H. Listed YTD	141	160	13%
#Homes/Condos Listed Month	102	82	-20%
#M.H. Listed Month	5	14	180%
#Homes/Condos On Market	515	603	17%
Indicated Month's Supply Homes on Market	6	8	33%

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	84	107	111	64	45	28	27	20	16	9	12	26
AVERAGE NUMBER SOLD PER MO.	11.1	13.5	17.3	11.6	8.5	4.3	1.6	1.6	1.6	0.83	0.67	0.33	0.67
INDICATED MOS. PRESENT SUPPLY	4.8	6.2	6.1	9.5	7.5	10.3	16.8	16.2	12	19.2	13.5	36	39

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

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<u>TOTAL MLS SALES VOLUME YTD</u>	\$ 421,271,595	\$ 277,405,058	-34%
<u>TOTAL MLS UNITS SOLD YTD</u>	1,673	1,119	-33%

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

REAL ESTATE EXCISE TAX VALUATION

Chelan County YTD	\$ 634,311,614	\$ 371,225,776	-41%
Douglas County YTD	<u>\$ 260,015,351</u>	<u>\$ 162,745,586</u>	<u>-37%</u>
	\$ 894,326,965	\$ 533,971,362	-40%

BUILDING PERMITS YTD (Wenatchee Market)

Single Family	427	214	-50%
Plex Units	21	12	-43%
Apartments (units)	-	-	-
Manufactured Homes	59	46	-22%

RENTAL HOUSING VACANCY (Wenatchee Market)

Condo	3%	10%	233%
Single Family	3%	5%	67%
Multi-Family	3%	6%	100%
Plex Units (2-4 units)	<u>8%</u>	<u>3%</u>	<u>-63%</u>
Overall	4%	5%	25%

COMMENTS & OBSERVATIONS:

Through November 624 homes have been sold in the Wenatchee Market Area versus 879 last year, a reduction of 29%. Putting this in perspective here are the numbers for the last 5 years.

(Sales January through November each year)

	<u>2003</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>
# Homes	851	1010	975	879	624
\$ Volume	\$150M	\$200M	\$221M	\$239M	\$169M

As can be seen, 2005 was the peak in the market followed by 2006 & 2007. Viewing the market from overall gross sales, however, shows a steady increase from 2003 through 2007.

Overall, supply has increased now to 8 month's. Which is considered above the normal 6 month threshold. Individual price ranges vary significantly from this level, ranging from a low of basically 6 months at the lowest ranges, upward to 36-39 months for the highest ranges.

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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