



Chelan Residential Sales Summary, data from Lake Chelan Cooperating Brokers'

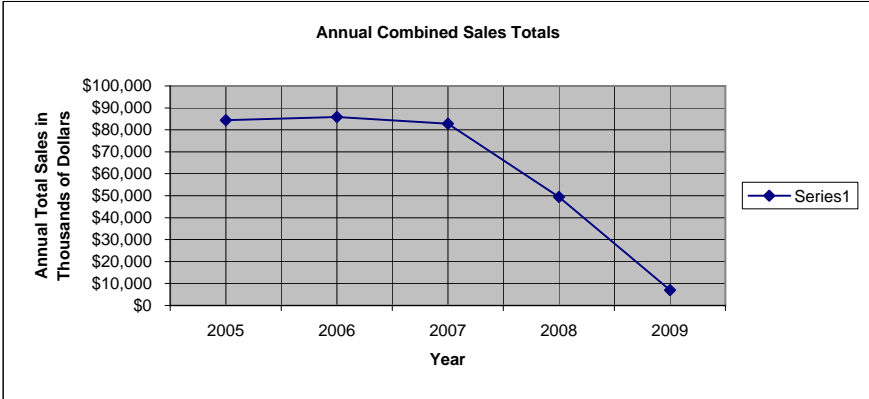
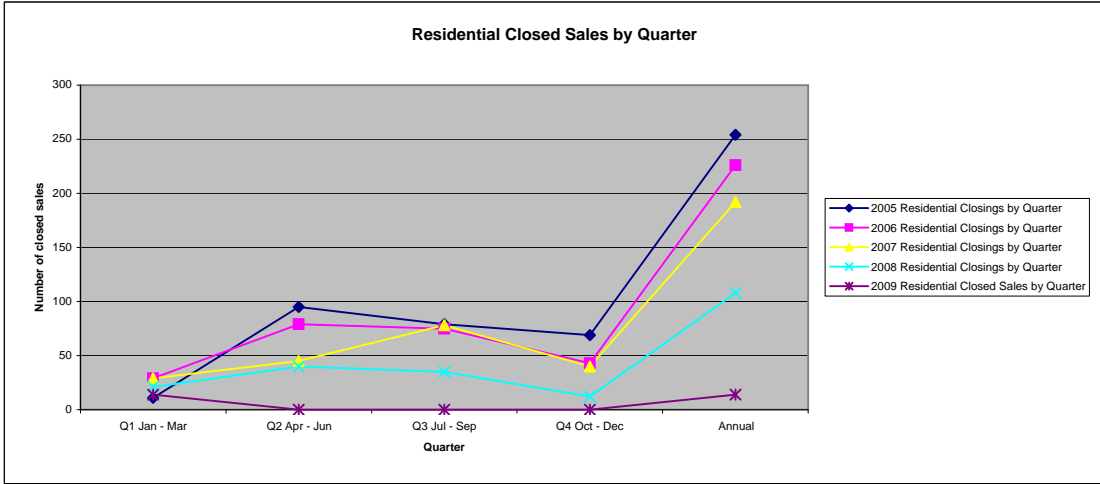
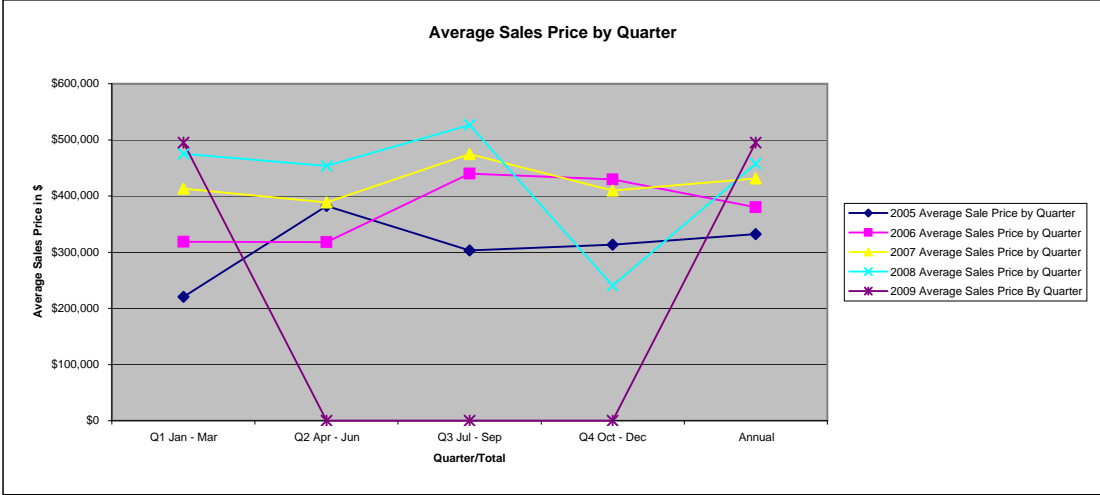
2-Apr-09

Residential Sales Only, (no land or lots, commercial), Excludes South Chelan County (Wenatchee), Time Share and "Other"

2005						
	Q1 Jan - Mar	Q2 Apr - Jun	Q3 Jul - Sep	Q4 Oct - Dec	Annual	Sale Price/List Price Ratio
Number	11	95	79	69	254	
Avg Sale Price	\$220,681	\$382,565	\$303,151	\$313,570	\$332,112	96.95%
Annual Sales Thousands Dollars					\$84,356	
2006						
	Q1 Jan - Mar	Q2 Apr - Jun	Q3 Jul - Sep	Q4 Oct - Dec	Annual	
Number	29	79	75	43	226	
Avg Sale Price	\$318,631	\$318,204	\$439,694	\$429,771	\$379,804	96.76%
Annual Sales Thousands Dollars					\$85,836	
2007						
	Q1 Jan - Mar	Q2 Apr - Jun	Q3 Jul - Sep	Q4 Oct - Dec	Annual	
Number	29	45	78	40	192	
Avg Sale Price	\$413,023	\$388,646	\$474,628	\$409,538	\$431,611	95.80%
Annual Sales Thousands Dollars					\$82,869	
2008						
	Q1 Jan - Mar	Q2 Apr - Jun	Q3 Jul - Sep	Q4 Oct - Dec	Annual	
Number	21	40	35	12	108	
Avg Sale Price	\$474,995	\$453,535	\$526,594	\$240,291	\$457,691	92.94%
Annual Sales Thousands Dollars					\$49,431	
2009						
	Q1 Jan - Mar	Q2 Apr - Jun	Q3 Jul - Sep	Q4 Oct - Dec	Annual	
Number	14	0	0	0	14	
Avg Sale Price	\$495,066	\$0	\$0	\$0	\$495,066	87.39%
Annual Sales Thousands Dollars					\$6,931	
Number	Mar 2009 Sales	Mar 2008 Sales				
Avg Sale Price	4	6				
Price	\$390,000.00	\$361,500.00				
Sale Price/List Price Ratio	97.84%	94.72%				
Total Sales \$	1,560,000	2,169,000	2009 to 2008 Jan Sales \$ Ratio %			
Avg DOM Sold	218	193	71.92%			
Total Listed	43	37				

Graphs below for:
 Average Sales Price by Quarter
 Residential Closed Sales by Quarter
 Annual Combined Sales Totals

Comments: March 2009 sales were 4 closings compared to 6 in 2008. March of 2008 was a slow month in 2008. However, the quarterly numbers show 2009 sales at 66% of 2008 with an average sale price increase to \$495,066 from \$474,995. The market pricing is holding up while volumes are running 2/3 of last year so far. When folks buy, they are still spending, on average, higher amounts than last year. Remember, average sales price changes do not reflect the changes in value of an individual home. The sales price/list price ratio for the first quarter is 87.39%. The quarterly transaction volume of 14 is an increase from Q4 of 2008 where only 12 transactions were closed.



Summary courtesy of:



