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REAL ESTATE

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<u>MLS MARKET AREA TOTALS</u>	<u>MARCH</u> <u>2007</u>	<u>MARCH</u> <u>2008</u>	<u>%</u> <u>CHANGE</u>
\$ Volume Homes Sold YTD	\$ 56,606,974	\$ 50,997,343	-10%
\$ Volume M.H. Sold YTD	\$ 3,159,850	\$ 2,155,400	-32%
# Homes Sold YTD	218	177	-19%
# M.H. Sold YTD	29	19	-34%
#Homes Sold Month	82	72	-12%
# M.H. Sold Month	29	10	-66%
Average Home Sales Price YTD	\$ 259,665	\$ 288,121	11%
Median Home Sales Price YTD	\$ 233,250	\$ 256,312	10%
\$ Volume Homes Listed YTD	\$ 142,278,544	\$ 176,316,069	24%
\$ Volume M.H. Listed YTD	\$ 9,272,625	\$ 6,919,050	-25%
#Homes Listed YTD	442	522	18%
#M.H. Listed YTD	49	40	-18%

WENATCHEE MARKET TOTALS

\$Volume Homes Sold YTD	\$ 47,240,607	\$ 35,688,843	-24%
\$Volume M.H. Sold YTD	\$ 2,918,350	\$ 1,527,400	-48%
#Homes Sold YTD	184	132	-28%
#M.H. Sold YTD	26	13	-50%
#Homes Sold Month	65	52	-20%
#M.H. Sold Month	6	7	17%
Average Home Sale Price YTD	\$ 253,466	\$ 270,370	7%
Median Home Sale Price YTD	\$ 229,000	\$ 245,000	7%
\$Volume Homes Listed YTD	\$ 99,204,127	\$ 134,606,569	36%
\$Volume M.H. Listed YTD	\$ 3,973,875	\$ 4,838,550	22%
#Homes Listed YTD	335	422	26%
#M.H. Listed YTD	29	26	-10%
#Homes Listed Month	136	173	27%
#M.H. Listed Month	8	10	25%
#Homes On Market	254	582	129%
Indicated Month's Supply Homes on Market	3	9	200%

WENATCHEE MARKET - INDICATED MONTH'S PRESENT SUPPLY BY 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+
Mar.	5	5	7	11	8	17	15	14	20	11	16	72	15

<u>TOTAL MLS SALES VOLUME YTD</u>	\$ 83,777,074	\$ 62,904,768	-25%
<u>TOTAL MLS UNITS SOLD YTD</u>	370	247	-33%

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

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

<u>REAL ESTATE EXCISE TAX VALUATION</u>	<u>MARCH</u> <u>2007</u>	<u>MARCH</u> <u>2008</u>	<u>%</u> <u>CHANGE</u>
Chelan County YTD	\$ 132,454,433	\$ 94,040,793	-29%
Douglas County YTD	\$ 51,371,801	\$ 39,775,290	-23%
	\$ 183,826,234	\$ 133,816,083	-27%

BUILDING PERMITS YTD

Single Family	113	56	-50%
Plex Units	2	7	250%
Apartments (units)	-	-	-
Manufactured Homes	16	8	-50%

RENTAL HOUSING VACANCY

Condo	3%	11%	267%
Single Family	4%	3%	-25%
Multi-Family	4%	4%	0%
Plex Units (2-4 units)	6%	4%	-33%
Overall	5%	4%	-20%

COMMENTS & OBSERVATIONS:

Through the 1st quarter, home sales in the Wenatchee Area have markedly slowed down 24% by volume and 28% by number.

Supply, on the other hand, has increased 36% by volume and 26% by number of units.

With lower demand and higher supply, prices should stabilize. However, the average and median prices continue to climb, both are up 7% over last year.

Within certain price categories, average prices have slowed. The following table shows two price categories, \$200k-\$350k and \$450k-\$650k.

In both categories, prices are well below the overall market in regards to price increase. Within different market segments, prices have stabilized or slightly reduced.

2007 vs 2008			
	\$200,000 – 350,000	\$450,000 – 650,000	Overall Market
	% change	% change	% change
Average Home Sale Price	2%	1%	7%
Median Homes Sale Price	5%	-2%	7%
Average Home List Price	-1%	1%	12%

Prepared by: Pacific Appraisal Associates

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.