



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

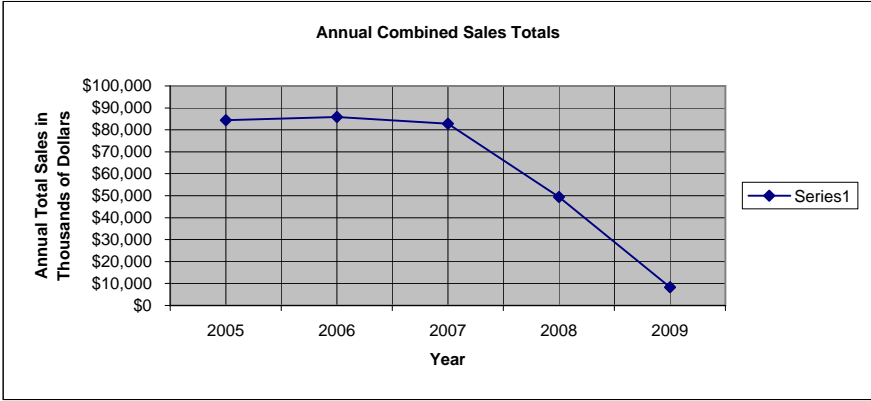
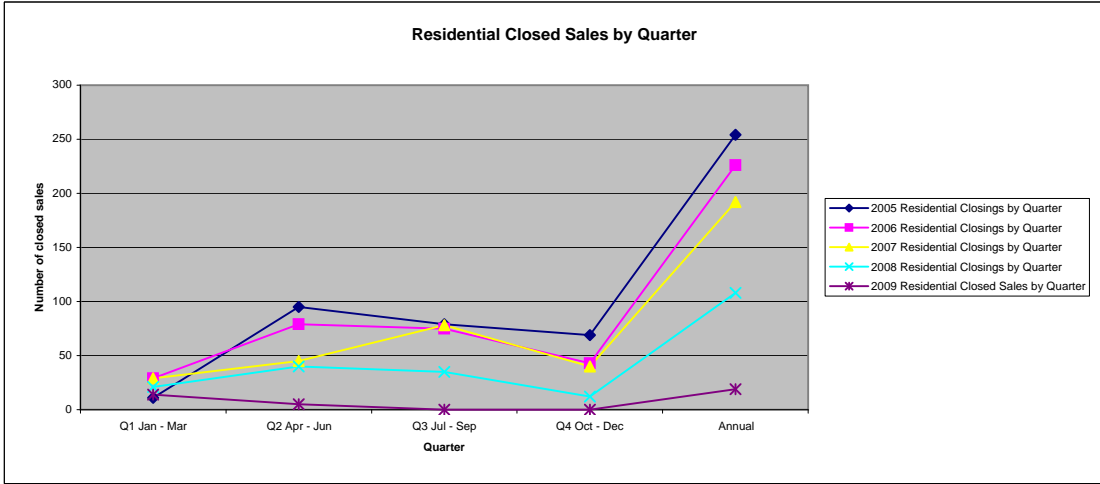
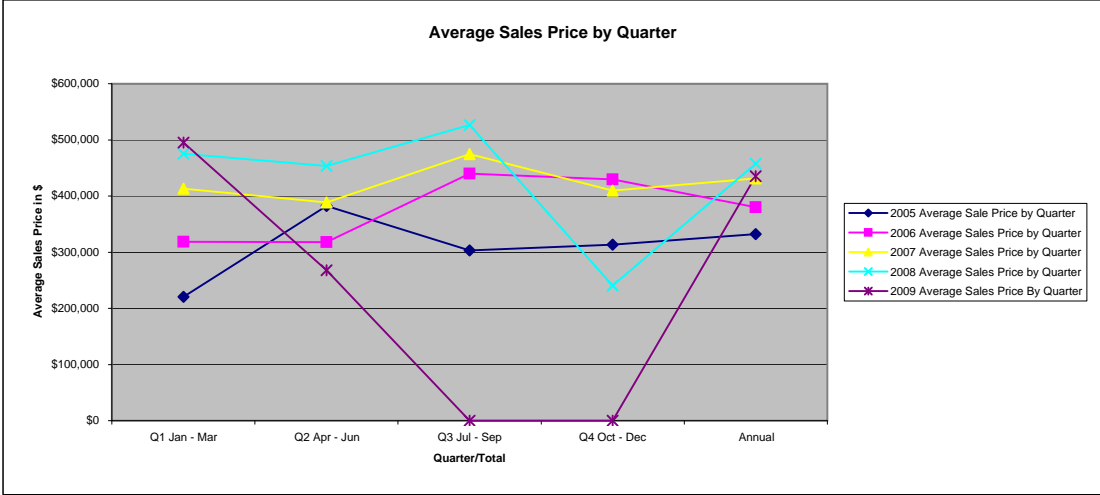
4-May-09

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 - Apr	Q3 Jul - Sep	Q4 Oct - Dec	Annual	
Number	14	5	0	0	19	
Avg Sale Price	\$495,066	\$267,800	\$0	\$0	\$435,259	88.37%
Annual Sales Thousands Dollars					\$8,270	
Number	Apr 2009 Sales	Apr 2008 Sales				
	5	11				
Avg Sale Price	\$267,800.00	\$420,863.00				
Sale Price/List Price Ratio	85.90%	98.82%				
Total Sales \$	1,339,000	4,629,493	2009 to 2008 Jan Sales \$ Ratio %			
Avg DOM						
Sold Total	204	167	28.92%			
Listed	62	55				

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

Comments: April 2009 sales had 5 closings compared to 11 in 2008. By Dollar volume, April 2009 was 29% of 2008 and by transactions it was 45% of the 2008 number. April brought the average sale price for the year to \$435,259 date below the 2008 average sale price although it was above last year for the first three months. I don't place too much emphasis on monthly numbers as we have a very small volume to begin with and it fluctuates even in normal times. However, the first four months have not been strong in sales but continue to have good selection and pricing for potential buyers. Currently there are 307 Active listings on the market. With an average month so far being 4.25 closed sales per month, that would be 72 months of inventory. However, we have not yet entered



Summary courtesy of:

