



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

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

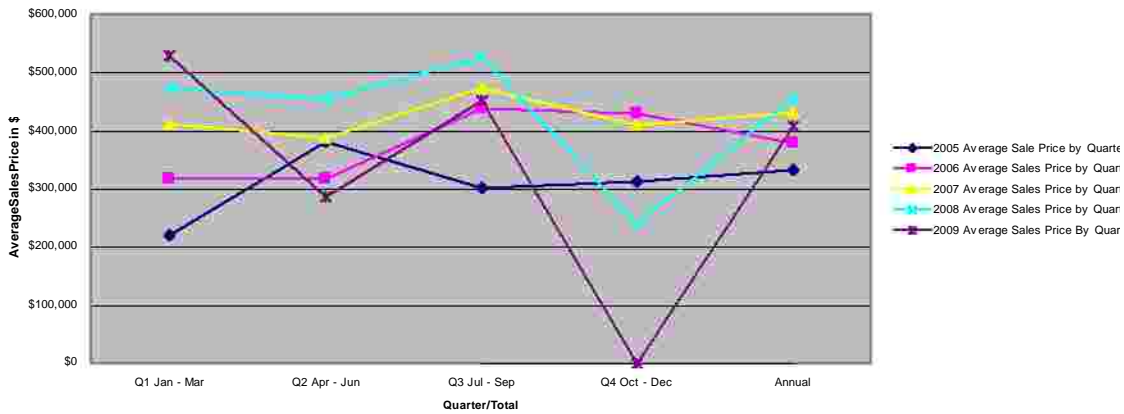
3-Aug-09

| 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 - Avg DOM sold | | | | | \$84,356 | n/a |
| 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 - Avg DOM sold | | | | | \$85,836 | 148 |
| 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 - Avg DOM sold | | | | | \$82,869 | 142 |
| 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 - Avg DOM sold | | | | | \$49,431 | 182 |
| 2009 | | | | | | |
| | Q1 Jan - Mar | Q2 Apr - Jun | Q3 Jul - Jul | Q4 Oct - Dec | Annual | |
| Number | 15 | 21 | 17 | 0 | 53 | |
| Avg Sale Price | \$528,729 | \$287,321 | \$452,488 | \$0 | \$408,622 | 89.26% |
| Annual Sales Thousands Dollars - Avg DOM sold | | | | | \$21,657 | 175 |
| | July 2009 Sales | July 2008 Sales | | | | |
| Number | 17 | 8 | | | | |
| Avg Sale Price | \$452,488.00 | \$463,500.00 | | | | |
| Sale Price/List Price Ratio | 91.82% | 95.85% | | | | |
| Total Sales \$ | 7,692,296 | 3,708,000 | 2009 to 2008 Jun Sales \$ Ratio % | | | |
| Avg DOM Sold | 166 | 97 | 207.45% | | | |
| Total Listed | 45 | 66 | | | | |
| | YTD 2009 Sales | 2008 Sales to July 3 | 2009 Avg Sale Price | 2008 Avg Sale Price | | |
| Community Waterfront | 5 | 14 | \$267,000.00 | \$453,278.00 | | |
| Waterfront Homes | 7 | 6 | \$1,151,857.00 | \$1,499,416.00 | | |

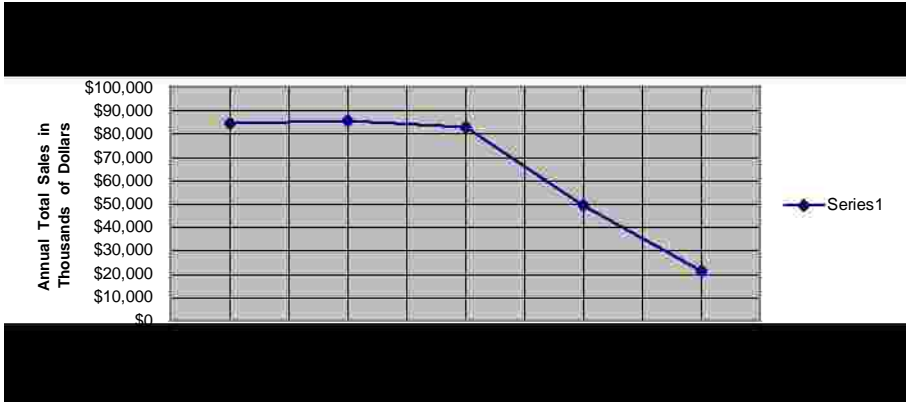
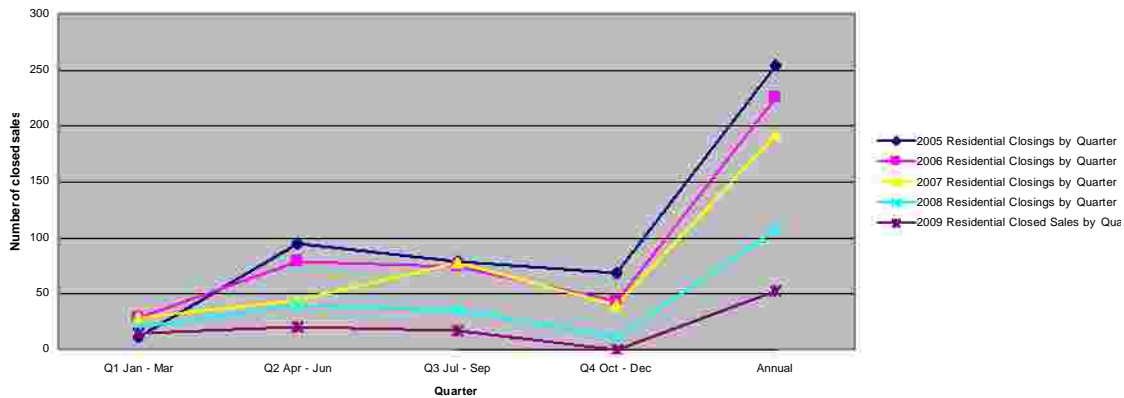
Comments:

July 2009 sales had 17 closings compared to 8 in 2008. By Dollar volume, June 2009 was 207% of 2008 and by transactions it was 212.5% of the 2008 number. The average sale price through July is 88.5% of last years average sale price. The Days on Market for homes sold is now down to 175 days at the end of July from 220 DOM at the end of May. July was a strong month in sales with every parameter except average price being above last year. Currently there are 381 Active Residential listings on the market in the reporting area. June and July are much improved as far as sales volume relative to 2008 than the first five months of the year.

Average Sales Price by Quarter



Residential Closed Sales by Quarter



Summary courtesy of:

