



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

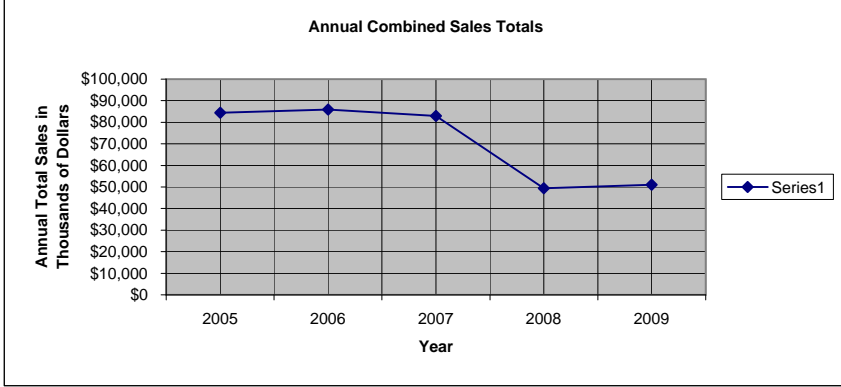
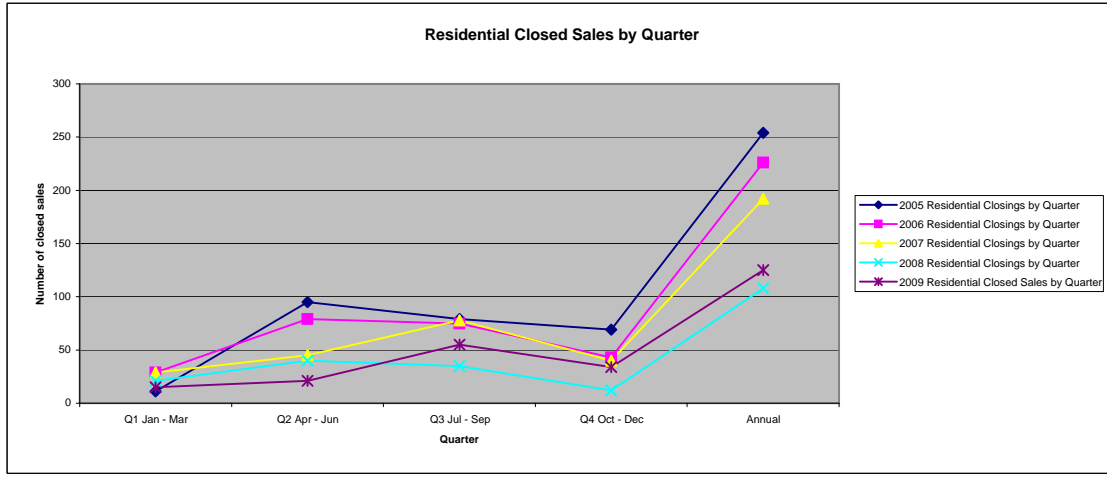
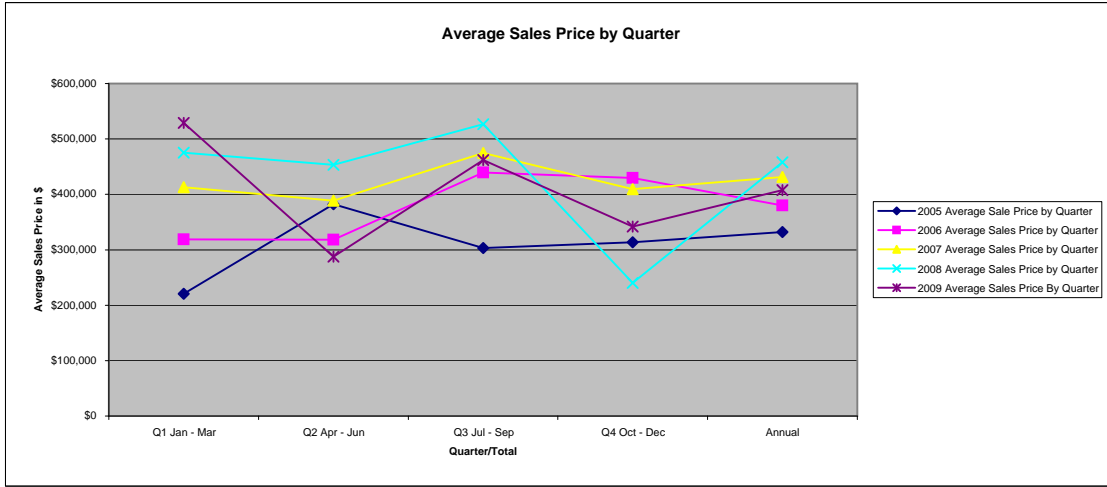
4-Jan-10

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						
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						
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						
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						
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 - Sep	Q4 Oct - Dec	Annual	
Number	15	21	55	34	125	
Avg Sale Price						
Price	\$528,729	\$287,321	\$462,084	\$341,708	\$407,979	91.00%
Annual Sales	Thousands Dollars - Avg DOM sold				\$50,997	171

excludes S. Chelan Co.						
	Dec 2009 Sales	Dec 2008 Sales			2009 Sales To Dec 31	2008 Sales to Dec 31
Number	13	4			Community Waterfront	18
Avg Sale Price					# cf listed	43
Price	\$400,384.00	\$161,475.00			Avg Sale Price	\$431,866.00
Sale Price/List Price Ratio	93.12%	85.26%			Waterfront Homes	16
Total Sales \$	5,204,992	645,900	2009 to 2008 Jun Sales \$ Ratio %		# wf listed	105
Avg DOM Sold	224	154	805.85%		Avg Sale Price	\$995,937.00
Total Listed	21	19				\$1,612,062.00

Comments: 2009 exceeded 2008 in total dollar volume sold, almost 51 million in 2009 versus \$49.4 million in 2008. In transactions, there were 125 residential sales closed versus 108 in 2008. Average sale price dropped from \$457,691 in 2008 to \$407,979 in 2009. December saw over triple the sales transactions with 13 versus 4 in 2008! Dollar volume was over 8 times December 2008. The 4th quarter in 2009 had almost triple the transactions with 34 in 2009 versus 12 in 2008. In 2009, sales lagged 2008 in Q1 and Q2 and exceeded 2008 volumes in the latter two quarters. So, the bottom of the market in sales volume was apparently one year ago! Inventory is still healthy with 245 homes listed as of today. The average sale price in 2009 is below 2008 and 2007 but higher than 2006 and 2005. Waterfront sales are double last years, with 16 closings, but the average sale price of waterfront homes fell to \$995,937 from \$1,612,062 in 2008! So, nearly \$16 million of the \$51 million in total residential sales were from 16 waterfront transactions of the 125 total residential sales. 2009 is a perfect example of the Chinese proverb, or curse, "May you live in interesting times."



Summary courtesy of:

