



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

3-Jan-11

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

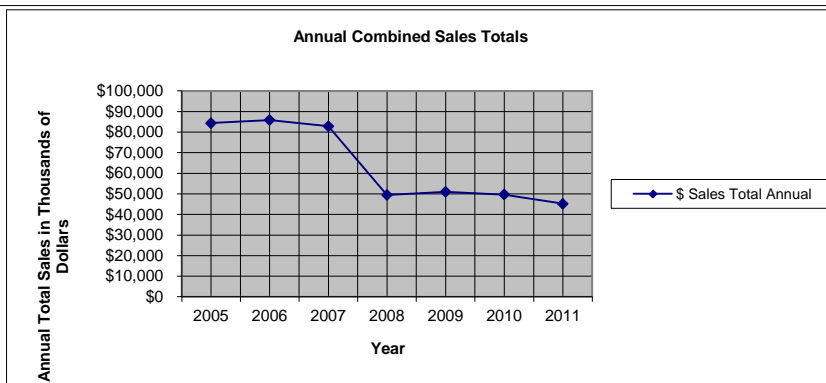
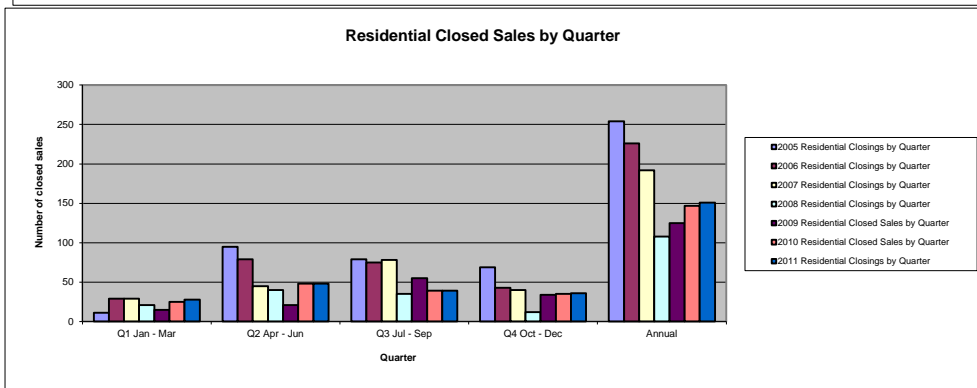
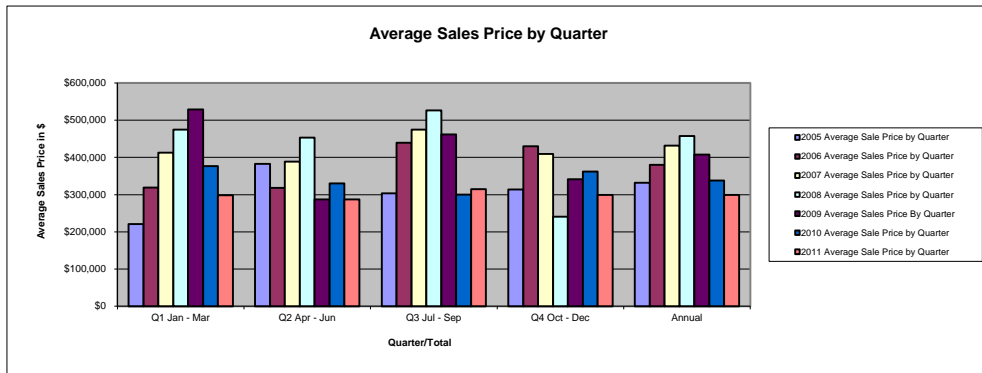
2005						
	Q1 Jan - Mar	Q2 Apr - Jun	Q3 Jul - Sep	Q4 Oct - Dec	Annual	Sale Price/List Price Ratio
Number	11	95	79	69	254	
Avg Sale Price	\$220,681	\$382,565	\$303,151	\$313,570	\$332,112	96.95%
Annual Sales	Thousands Dollars - Avg DOM sold				\$84,356	n/a
2006						
Number	29	79	75	43	226	
Avg Sale Price	\$318,631	\$318,204	\$439,694	\$429,771	\$379,804	96.76%
Annual Sales	Thousands Dollars - Avg DOM sold				\$85,836	148
2007						
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						
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						
Number	15	21	55	34	125	
Avg Sale Price	\$528,729	\$287,321	\$462,084	\$341,708	\$407,979	91.00%
Annual Sales	Thousands Dollars - Avg DOM sold				\$50,997	171
2010						
Number	25	48	39	35	147	
Avg Sale Price	\$376,311	\$330,355	\$300,310	\$362,271	\$337,802	87.73%
Annual Sales	Thousands Dollars - Avg DOM sold				\$49,657	197
2011						
Number	28	48	39	36	151	
Avg Sale Price	\$297,971	\$287,319	\$314,783	\$299,595	\$299,314	92.19%
Annual Sales	Thousands Dollars - Avg DOM sold				\$45,196	163

excludes S. Chelan Co.

	Dec 2011 Sales	Dec 2010 Sales	2011 Foreclosure Sales	Community Waterfront	2011 Sales To Dec 31	2010 Sales to Dec 31
Number	7	13	46		21	27
Avg Sale Price	\$432,296.00	\$421,153.00	\$256,739.00			
Price/List Price Ratio	91.70%	88.38%	93.86%	# cf listed	75	49
Total Sales \$	3,026,072	5,474,989	\$11,809,994.00	Avg Sale Price	\$374,357.00	\$387,620.00
Avg DOM Sold	318	161	150	Waterfront Homes	18	14
Total Listed	18	20		# wf listed	90	41
				Avg Sale Price	\$564,170.00	\$874,992.00

2011 to 2010 Aug Sales \$ Ratio %	55.27%	2011	2011
		Foreclosures as a % of Sales by transactions	Foreclosures as a % of Sales Dollars
		30.46%	26.13%

Comments: Overall sales dropped by nearly \$4 million from 2010 by dollar volume. Transactions rose slightly to 151 from 147 in 2010. Waterfront average sale price declined over \$300,000 to \$564,170 in 2011. Home sales prices, on average, declines 11.4% from 2010.



Note: This report is based in whole or in part of data supplied by the Chelan Cooperating Brokers MLS. It may not reflect all the activity in the market.