

## Chelan/Douglas Counties

For the entire two-county region, July might appear to be a down month, but that's only because June was the strongest month we've had since interest rates began rising three years ago. All price ranges saw a dip, with the notable exception of \$1M+ cash deals, which jumped 400% compared to June. Even so, the single-family home market still exceeded \$100M in sales, underscoring that July was a strong month overall.

### Other than single family home sales:

40 land transactions valued at \$22M

4 Commercial Properties sold for \$8.5M

9 Condos sold for \$3.4M

5 Rimrock Transactions for a total of \$46K

1 Timeshare sold for \$3,000

### Chelan/Douglas July 2025 vs June 2025

	Chelan Douglas			Chelan Douglas			Chelan Douglas			
	July 2025			June 2025			Month over Month Increase (Decrease)			
	# of Deals	\$ Amount	% of Total Deals	# of Deals	\$ Amount	% of Total Deals	# of Deals	\$ Amount	% of Total Deals	% of \$ Amount
Under \$250K - Cash	4	756,434	2.76%	9	1,594,946	5.23%	(5)	(838,512)	-55.56%	-52.57%
Under \$250K - Financed	-	-	0.00%	5	1,020,000	2.91%	(5)	(1,020,000)	-100.00%	-100.00%
	4	756,434	2.76%	14	2,614,946	8.14%	(10)	(1,858,512)	-71.43%	-71.07%
\$250K to \$500K - Cash	10	3,973,650	6.90%	11	4,314,370	6.40%	(1)	(340,720)	-9.09%	-7.90%
\$250K to \$500K - Financed	45	18,675,912	31.03%	57	23,996,963	33.14%	(12)	(5,261,051)	-21.05%	-21.98%
	55	22,649,562	37.93%	68	28,251,333	39.53%	(13)	(5,601,771)	-19.12%	-19.83%
\$500K to \$750K - Cash	14	8,127,046	9.66%	18	11,354,881	10.47%	(4)	(3,227,835)	-22.22%	-28.43%
\$500K to \$750K - Financed	31	17,930,239	21.38%	32	19,210,478	18.60%	(1)	(1,280,239)	-3.13%	-6.66%
	45	26,057,285	31.03%	50	30,565,359	29.07%	(5)	(4,508,074)	-10.00%	-14.75%
\$750K to \$1MM - Cash	5	4,641,500	3.45%	8	7,034,399	4.65%	(3)	(2,392,899)	-37.50%	-34.02%
\$750K to \$1MM - Financed	8	6,662,900	5.52%	11	9,231,390	6.40%	(3)	(2,568,490)	-27.27%	-27.82%
	13	11,304,400	8.97%	19	16,265,789	11.05%	(6)	(4,961,389)	-31.58%	-30.50%
\$1MM to \$2MM - Cash	16	21,553,303	11.03%	3	3,539,000	1.74%	13	18,014,303	433.33%	509.02%
\$1MM to \$2MM - Financed	8	10,451,000	5.52%	12	16,527,500	6.98%	(4)	(6,076,500)	-33.33%	-36.77%
	24	32,004,303	16.55%	15	20,066,500	8.72%	9	11,937,803	60.00%	59.49%
\$2MM to \$3MM - Cash	3	7,625,000	2.07%	2	5,339,999	1.16%	1	2,285,001	50.00%	42.79%
\$2MM to \$3MM - Financed	-	-	0.00%	1	2,200,000	0.58%	(1)	(2,200,000)	-100.00%	-100.00%
	3	7,625,000	2.07%	3	7,539,999	1.74%	-	85,001	0.00%	1.13%
Greater than \$3MM - Cash	1	4,500,000	0.69%	1	4,750,000	0.58%	-	(250,000)	0.00%	-5.26%
Greater than \$3MM - Financed	-	-	0.00%	2	9,850,000	1.16%	(2)	(9,850,000)	-100.00%	-100.00%
	1	4,500,000	0.69%	3	14,600,000	1.74%	(2)	(10,100,000)	-66.67%	-69.18%
Total Cash	53	51,176,933	36.55%	52	37,927,595	30.23%	1	13,249,338	1.92%	34.93%
Total Financed	92	53,720,051	63.45%	120	81,976,331	69.77%	(28)	(28,256,280)	-23.33%	-34.47%
Grand Total	145	104,896,984	100.00%	172	119,903,926	100.00%	(27)	(15,006,942)	-15.70%	-12.52%

Year-over-year, July's unit sales volume declined by 7%, while total dollar volume fell by 3.5%.

### Chelan/Douglas July 2025 vs June 2024

		Chelan Douglas July 2025				Chelan Douglas July 2024				Chelan Douglas Year over Year Increase (Decrease)			
		# of	\$ Amount	% of		# of	\$ Amount	% of		# of	\$ Amount	% of	\$ Amount
		Deals		Total Deals		Deals		Total Deals		Deals		Total Deals	
Under \$250K - Cash		4	756,434	2.76%		6	995,073	3.82%		(2)	(238,639)	-33.33%	-23.98%
Under \$250K - Financed		-	-	0.00%		1	112,000	0.64%		(1)	(112,000)	-100.00%	-100.00%
		4	756,434	2.76%		7	1,107,073	4.46%		(3)	(350,639)	-42.86%	-31.67%
\$250K to \$500K - Cash		10	3,973,650	6.90%		21	8,142,049	13.38%		(11)	(4,168,399)	-52.38%	-51.20%
\$250K to \$500K - Financed		45	18,675,912	31.03%		36	14,812,054	22.93%		9	3,863,858	25.00%	26.09%
		55	22,649,562	37.93%		57	22,954,103	36.31%		(2)	(304,541)	-3.51%	-1.33%
\$500K to \$750K - Cash		14	8,127,046	9.66%		9	5,509,700	5.73%		5	2,617,346	55.56%	47.50%
\$500K to \$750K - Financed		31	17,930,239	21.38%		39	23,407,759	24.84%		(8)	(5,477,520)	-20.51%	-23.40%
		45	26,057,285	31.03%		48	28,917,459	30.57%		(3)	(2,860,174)	-6.25%	-9.89%
\$750K to \$1MM - Cash		5	4,641,500	3.45%		9	7,823,742	5.73%		(4)	(3,182,242)	-44.44%	-40.67%
\$750K to \$1MM - Financed		8	6,662,900	5.52%		17	14,001,700	10.83%		(9)	(7,338,800)	-52.94%	-52.41%
		13	11,304,400	8.97%		26	21,825,442	16.56%		(13)	(10,521,042)	-50.00%	-48.21%
\$1MM to \$2MM - Cash		16	21,553,303	11.03%		5	6,425,000	3.18%		11	15,128,303	220.00%	235.46%
\$1MM to \$2MM - Financed		8	10,451,000	5.52%		10	12,947,500	6.37%		(2)	(2,496,500)	-20.00%	-19.28%
		24	32,004,303	16.55%		15	19,372,500	9.55%		9	12,631,803	60.00%	65.20%
\$2MM to \$3MM - Cash		3	7,625,000	2.07%		1	2,155,000	0.64%		2	5,470,000	200.00%	253.83%
\$2MM to \$3MM - Financed		-	-	0.00%		1	2,000,000	0.64%		(1)	(2,000,000)	-100.00%	-100.00%
		3	7,625,000	2.07%		2	4,155,000	1.27%		1	3,470,000	0.00%	0.00%
Greater than \$3MM - Cash		1	4,500,000	0.69%		-	-	0.00%		1	4,500,000	0.00%	0.00%
Greater than \$3MM - Financed		-	-	0.00%		2	10,400,000	1.27%		(2)	(10,400,000)	-100.00%	-100.00%
		1	4,500,000	0.69%		2	10,400,000	1.27%		(1)	(5,900,000)	0.00%	0.00%
Total Cash		53	51,176,933	36.55%		51	31,050,564	32.48%		2	20,126,369	3.92%	64.82%
Total Financed		92	53,720,051	63.45%		106	77,681,013	67.52%		(14)	(23,960,962)	-13.21%	-30.85%
Grand Total		145	104,896,984	100.00%		157	108,731,577	100.00%		(12)	(3,834,593)	-7.64%	-3.53%

Notably, year-to-date sales remain up 13% by unit volume and 9% by dollar volume. The share of financed transactions has held steady compared to last year.

### Chelan/Douglas July 2025 YTD vs July 2024 YTD

		Chelan Douglas July 2025 YTD				Chelan Douglas July 2024 YTD				Chelan Douglas Increase (Decrease)			
		# of	\$ Amount	% of		# of	\$ Amount	% of		# of	\$ Amount	% of	\$ Amount
		Deals		Total Deals		Deals		Total Deals		Deals		Total Deals	
Under \$250K - Cash		35	5,837,863	3.99%		25	4,400,513	3.23%		10	1,437,350	40.00%	32.66%
Under \$250K - Financed		18	3,817,796	2.05%		10	1,672,000	1.29%		8	2,145,796	80.00%	128.34%
		53	9,655,659	6.04%		35	6,072,513	4.52%		18	3,583,146	51.43%	59.01%
\$250K to \$500K - Cash		67	27,174,541	7.64%		79	30,943,998	10.19%		(12)	(3,769,457)	-15.19%	-12.18%
\$250K to \$500K - Financed		281	117,695,677	32.04%		234	95,640,614	30.19%		47	22,055,063	20.09%	23.06%
		348	144,870,218	39.68%		313	126,584,612	40.39%		35	18,285,606	11.18%	14.45%
\$500K to \$750K - Cash		89	54,730,544	10.15%		54	32,875,500	6.97%		35	21,855,044	64.81%	66.48%
\$500K to \$750K - Financed		186	110,924,335	21.21%		186	112,742,321	24.00%		-	(1,817,986)	0.00%	-1.61%
		275	165,654,879	31.36%		240	145,617,821	30.97%		35	20,037,058	14.58%	13.76%
\$750K to \$1MM - Cash		30	26,230,839	3.42%		29	24,930,542	3.74%		1	1,300,297	3.45%	5.22%
\$750K to \$1MM - Financed		82	69,748,327	9.35%		66	55,350,200	8.52%		16	14,398,127	24.24%	26.01%
		112	95,979,166	12.77%		95	80,280,742	12.26%		17	15,698,424	17.89%	19.55%
\$1MM to \$2MM - Cash		30	39,523,988	3.42%		30	40,365,500	3.87%		-	(841,512)	0.00%	-2.08%
\$1MM to \$2MM - Financed		44	59,384,213	5.02%		44	56,929,500	5.68%		-	2,454,713	0.00%	4.31%
		74	98,908,201	8.44%		74	97,295,000	9.55%		-	1,613,201	0.00%	1.66%
\$2MM to \$3MM - Cash		7	17,724,499	0.80%		5	11,235,000	0.65%		2	6,489,499	40.00%	57.76%
\$2MM to \$3MM - Financed		3	6,945,000	0.34%		6	16,727,500	0.77%		(3)	(9,782,500)	-50.00%	-58.48%
		10	24,669,499	1.14%		11	27,962,500	1.42%		(1)	(3,293,001)	-9.09%	-11.78%
Greater than \$3MM - Cash		3	9,250,000	0.34%		5	17,700,000	0.65%		(2)	(8,450,000)	100.00%	100.00%
Greater than \$3MM - Financed		2	9,850,000	0.23%		2	10,400,000	0.26%		-	(550,000)	0.00%	-5.29%
		5	19,100,000	0.57%		7	28,100,000	0.90%		(2)	(9,000,000)	-28.57%	-32.03%
Total Cash		261	180,472,274	29.76%		227	162,451,053	29.29%		34	18,021,221	14.98%	11.09%
Total Financed		616	378,365,348	70.24%		548	349,462,135	70.71%		68	28,903,213	12.41%	8.27%
Grand Total		877	558,837,622	100.00%		775	511,913,188	100.00%		102	46,924,434	13.16%	9.17%



## Exploring the Dynamic Wenatchee Market: From Entiat to Malaga, Rock Island to Orondo and West to Cashmere

There's no way to sugarcoat it, the Wenatchee market took a midsummer pause, dropping 28% following a strong June.

### Wenatchee July 2025 vs June 2025

	Wenatchee Market			Wenatchee Market			Wenatchee Market			
	July 2025			June 2025			Month Over Month Increase (Decrease)			
	# of Deals	\$ Amount	% of Total Deals	# of Deals	\$ Amount	% of Total Deals	# of Deals	\$ Amount	% of Total Deals	% of \$ Amount
Under \$250K - Cash	2	473,934	2.17%	7	1,331,590	5.47%	(5)	(857,656)	-71.43%	-64.41%
Under \$250K - Financed	-	-	0.00%	2	340,000	1.56%	(2)	(340,000)	-100.00%	-100.00%
	2	473,934	2.17%	9	1,671,590	7.03%	(7)	(1,197,656)	-77.78%	-71.65%
\$250K to \$500K - Cash	6	2,462,750	6.52%	7	2,805,370	5.47%	(1)	(342,620)	-14.29%	-12.21%
\$250K to \$500K - Financed	37	15,939,912	40.22%	50	21,092,963	39.06%	(13)	(5,153,051)	-26.00%	-24.43%
	43	18,402,662	46.74%	57	23,898,333	44.53%	(14)	(5,495,671)	-24.56%	-23.00%
\$500K to \$750K - Cash	8	4,737,546	8.70%	12	7,524,881	9.38%	(4)	(2,787,335)	-33.33%	-37.04%
\$500K to \$750K - Financed	26	14,675,239	28.26%	28	16,790,478	21.88%	(2)	(2,115,239)	-7.14%	-12.60%
	34	19,412,785	36.96%	40	24,315,359	31.25%	(6)	(4,902,574)	-15.00%	-20.16%
\$750K to \$1MM - Cash	2	1,796,500	2.17%	4	3,342,900	3.13%	(2)	(1,546,400)	-50.00%	-46.26%
\$750K to \$1MM - Financed	5	4,036,900	5.43%	10	8,409,390	7.81%	(5)	(4,372,490)	-50.00%	-52.00%
	7	5,833,400	7.61%	14	11,752,290	10.94%	(7)	(5,918,890)	-50.00%	-50.36%
\$1MM to \$2MM - Cash	2	2,256,242	2.17%	3	4,324,000	2.34%	(1)	(2,067,758)	100.00%	-47.82%
\$1MM to \$2MM - Financed	3	3,720,000	3.26%	5	7,532,500	3.91%	(2)	(3,812,500)	-40.00%	-50.61%
	5	5,976,242	5.43%	8	11,856,500	6.25%	(3)	(5,880,258)	-37.50%	-49.60%
\$2MM to \$3MM - Cash	1	2,820,000	1.09%	-	-	0.00%	1	2,820,000	100.00%	100.00%
\$2MM to \$3MM - Financed	-	-	0.00%	-	-	0.00%	-	-		
	1	2,820,000	1.09%	-	-	0.00%	1	2,820,000	100.00%	100.00%
Greater than \$3MM - Cash	-	-	0.00%	-	-	0.00%	-	-		
Greater than \$3MM - Finance	-	-	0.00%	-	-	0.00%	-	-		
	-	-	0.00%	-	-	0.00%	-	-	0.00%	0.00%
Total Cash	21	14,546,972	22.83%	33	19,328,741	25.78%	(12)	(4,781,769)	-36.36%	-24.74%
Total Financed	71	38,372,051	77.17%	95	54,165,331	74.22%	(24)	(15,793,280)	-25.26%	-29.16%
Grand Total	92	52,919,023	100.00%	128	73,494,072	100.00%	(36)	(20,575,049)	-28.13%	-28.00%

### Wenatchee July 2025 vs July 2024

	Wenatchee Market				Wenatchee Market				Wenatchee Market			
	July 2025				July 2024				Year Over Year Increase (Decrease)			
	# of Deals	\$ Amount	% of Total Deals		# of Deals	\$ Amount	% of Total Deals		# of Deals	\$ Amount	% of Units Sold	% of \$ Amount
Under \$250K - Cash	2	473,934	2.17%		6	995,073	4.96%		(4)	(521,139)	-66.67%	-52.37%
Under \$250K - Financed	-	-	0.00%		1	112,000	0.83%		(1)	(112,000)	100.00%	100.00%
	2	473,934	2.17%		7	1,107,073	5.79%		(5)	(633,139)	-71.43%	-57.19%
\$250K to \$500K - Cash	6	2,462,750	6.52%		17	6,524,549	14.05%		(11)	(4,061,799)	-64.71%	-62.25%
\$250K to \$500K - Financed	37	15,939,912	40.22%		34	14,083,554	28.10%		3	1,856,358	8.82%	13.18%
	43	18,402,662	46.74%		51	20,608,103	42.15%		(8)	(2,205,441)	-15.69%	-10.70%
\$500K to \$750K - Cash	8	4,737,546	8.70%		5	3,054,700	4.13%		3	1,682,846	60.00%	55.09%
\$500K to \$750K - Financed	26	14,675,239	28.26%		35	20,988,759	28.93%		(9)	(6,313,520)	-25.71%	-30.08%
	34	19,412,785	36.96%		40	24,043,459	33.06%		(6)	(4,630,674)	-15.00%	-19.26%
\$750K to \$1MM - Cash	2	1,796,500	2.17%		8	6,951,742	6.61%		(6)	(5,155,242)	-75.00%	-74.16%
\$750K to \$1MM - Financed	5	4,036,900	5.43%		8	6,654,700	6.61%		(3)	(2,617,800)	-37.50%	-39.34%
	7	5,833,400	7.61%		16	13,606,442	13.22%		(9)	(7,773,042)	-56.25%	-57.13%
\$1MM to \$2MM - Cash	2	2,256,242	2.17%		3	3,195,000	2.48%		(1)	(938,758)	-33.33%	-29.38%
\$1MM to \$2MM - Financed	3	3,720,000	3.26%		4	5,930,000	3.31%		(1)	(2,210,000)	100.00%	100.00%
	5	5,976,242	5.43%		7	9,125,000	5.79%		(2)	(3,148,758)	-28.57%	-34.51%
\$2MM to \$3MM - Cash	1	2,820,000	1.09%		-	-	0.00%		1	2,820,000	100.00%	100.00%
\$2MM to \$3MM - Financed	-	-	0.00%		-	-	0.00%		-	-		
	1	2,820,000	1.09%		-	-	0.00%		1	2,820,000	100.00%	100.00%
Greater than \$3MM - Cash	-	-	0.00%		-	-	0.00%		-	-		
Greater than \$3MM - Finance	-	-	0.00%		-	-	0.00%		-	-		
	-	-	0.00%		-	-	0.00%		-	-	0.00%	0.00%
Total Cash	21	14,546,972	22.83%		39	20,721,064	32.23%		(18)	(6,174,092)	-46.15%	-29.80%
Total Financed	71	38,372,051	77.17%		82	47,769,013	67.77%		(11)	(9,396,962)	-13.41%	-19.67%
Grand Total	92	52,919,023	100.00%		121	68,490,077	100.00%		(29)	(15,571,054)	-23.97%	-22.73%

Year-to-date figures continue to reflect a strong performance, up 10% compared to last year.

### Wenatchee July 2025 YTD vs July 2024 YTD

	Wenatchee Market				Wenatchee Market				Wenatchee Market			
	July 2025 YTD				July 2024 YTD				Year Over Year Increase (Decrease)			
	# of Deals	\$ Amount	% of Total Deals		# of Deals	\$ Amount	% of Total Deals		# of Deals	\$ Amount	% of Units Sold	% of \$ Amount
Under \$250K - Cash	21	4,021,657	3.30%		21	3,605,513	3.63%		-	416,144	0.00%	11.54%
Under \$250K - Financed	9	1,807,796	1.41%		5	880,000	0.87%		4	927,796	80.00%	105.43%
	30	5,829,453	4.71%		26	4,485,513	4.50%		4	1,343,940	15.38%	29.96%
\$250K to \$500K - Cash	47	19,245,910	7.38%		58	23,011,724	10.03%		(11)	(3,765,814)	-18.97%	-16.36%
\$250K to \$500K - Financed	242	103,150,750	37.99%		207	84,164,459	35.81%		35	18,986,291	16.91%	22.56%
	289	122,396,660	45.37%		265	107,176,183	45.85%		24	15,220,477	9.06%	14.20%
\$500K to \$750K - Cash	65	39,726,594	10.20%		37	22,656,500	6.40%		28	17,070,094	75.68%	75.34%
\$500K to \$750K - Financed	152	89,551,735	23.86%		152	91,387,471	26.30%		-	(1,835,736)	0.00%	-2.01%
	217	129,278,329	34.07%		189	114,043,971	32.70%		28	15,234,358	14.81%	13.36%
\$750K to \$1MM - Cash	18	15,418,790	2.83%		18	15,389,542	3.11%		-	29,248	0.00%	0.19%
\$750K to \$1MM - Financed	56	47,374,181	8.79%		46	38,689,200	7.96%		10	8,674,981	21.74%	22.42%
	74	62,792,971	11.62%		64	54,088,742	11.07%		10	8,704,229	15.63%	16.09%
\$1MM to \$2MM - Cash	8	10,609,142	1.26%		11	13,730,500	1.90%		(3)	(3,121,358)	100.00%	-22.73%
\$1MM to \$2MM - Financed	17	22,837,713	2.67%		19	25,038,500	3.29%		(2)	(2,200,787)	-10.53%	-8.79%
	25	33,446,855	3.92%		30	38,769,000	5.19%		(5)	(5,322,145)	-16.67%	-13.73%
\$2MM to \$3MM - Cash	1	2,820,000	0.16%		2	4,900,000	0.35%		(1)	(2,080,000)	0.00%	0.00%
\$2MM to \$3MM - Financed	1	2,495,000	0.16%		2	4,900,000	0.35%		(1)	(2,405,000)	0.00%	0.00%
	2	5,315,000	0.31%		4	9,800,000	0.69%		(2)	(4,485,000)	0.00%	0.00%
Greater than \$3MM - Cash	-	-	0.00%		-	-	0.00%		-	-	0.00%	0.00%
Greater than \$3MM - Finance	-	-	0.00%		-	-	0.00%		-	-	100.00%	100.00%
	-	-	0.00%		-	-	0.00%		-	-	0.00%	0.00%
Total Cash	160	91,842,093	25.12%		147	83,293,779	25.43%		13	8,548,314	8.84%	10.26%
Total Financed	477	267,217,175	74.88%		431	245,069,630	74.57%		46	22,147,545	10.67%	9.04%
Grand Total	637	359,059,268	100.00%		578	328,363,409	100.00%		59	30,695,859	10.21%	9.35%

## The Chelan Market: Encompassing Manson and Stehekin

The Lake Chelan market continues to show a steady



performance compared to 2024. While unit volume has remained consistent, the average deal size has slipped slightly.

### Chelan July 2025 vs July 2024

	Chelan Market			Chelan Market			Chelan Market			
	July 2025			July 2024			Increase (Decrease)			
	# of Deals	\$ Amount	% of Total Deals	# of Deals	\$ Amount	% of Total Deals	# of Deals	\$ Amount	% of Total Deals	% of \$ Amount
Under \$250K - Cash			0.00%			0.00%	-	-	0.00%	0.00%
Under \$250K - Financed			0.00%			0.00%	-	-	0.00%	0.00%
	-	-	0.00%	-	-	0.00%	-	-	0.00%	0.00%
\$250K to \$500K - Cash			0.00%	3	1,125,000	16.67%	(3)	(1,125,000)	100.00%	100.00%
\$250K to \$500K - Financed	3	1,004,500	16.67%	1	304,500	5.56%	2	700,000	200.00%	229.89%
	3	1,004,500	16.67%	4	1,429,500	22.22%	(1)	(425,000)	-25.00%	-29.73%
\$500K to \$750K - Cash	4	2,285,500	22.22%	3	1,932,000	16.67%	1	353,500	33.33%	18.30%
\$500K to \$750K - Financed	1	715,000	5.56%			0.00%	1	715,000	#DIV/0!	#DIV/0!
	5	3,000,500	27.78%	3	1,932,000	16.67%	2	1,068,500	66.67%	55.31%
\$750K to \$1MM - Cash			0.00%			0.00%	-	-	#DIV/0!	#DIV/0!
\$750K to \$1MM - Financed	1	975,000	5.56%	3	2,637,000	16.67%	(2)	(1,662,000)	-66.67%	-63.03%
	1	975,000	5.56%	3	2,637,000	16.67%	(2)	(1,662,000)	-66.67%	-63.03%
\$1MM to \$2MM - Cash	6	8,583,888	33.33%	3	4,125,000	16.67%	3	4,458,888	100.00%	108.09%
\$1MM to \$2MM - Financed	1	1,690,000	5.56%	1	1,465,000	5.56%	-	225,000	0.00%	15.36%
	7	10,273,888	38.89%	4	5,590,000	22.22%	3	4,683,888	75.00%	83.79%
\$2MM to \$3MM - Cash	1	2,595,000	5.56%	1	2,155,000	5.56%	-	440,000	100.00%	20.42%
\$2MM to \$3MM - Financed			0.00%	1	2,000,000	5.56%	(1)	(2,000,000)	-100.00%	-100.00%
	1	2,595,000	5.56%	2	4,155,000	11.11%	(1)	(1,560,000)	-50.00%	-37.55%
Greater than \$3MM - Cash	1	4,500,000	5.56%			0.00%	1	4,500,000	0.00%	0.00%
Greater than \$3MM - Financed			0.00%	2	10,400,000	11.11%	(2)	(10,400,000)	-100.00%	-100.00%
	1	4,500,000	5.56%	2	10,400,000	11.11%	(1)	(5,900,000)	-50.00%	-56.73%
Total Cash	12	17,964,388	66.67%	10	9,337,000	55.56%	2	8,627,388	20.00%	92.40%
Total Financed	6	4,384,500	33.33%	8	16,806,500	44.44%	(2)	(12,422,000)	-25.00%	-73.91%
Grand Total	18	22,348,888	100.00%	18	26,143,500	100.00%	-	(3,794,612)	0.00%	-14.51%

Financing activity has increased in the Chelan market, with 70% of transactions financed this year compared to 48% last year.

### Chelan July 2025 YTD vs July 2024 YTD



	Chelan Market July 2025 YTD			Chelan Market July 2024 YTD			Chelan Market Increase (Decrease)			
	# of		% of	# of		% of	# of		% of	% of
	Deals	\$Amount	Total Deals	Deals	\$Amount	Total Deals	Deals	\$Amount	Total Deals	\$Amount
Under \$250K - Cash	1	249,950	1.25%	-	-	0.00%	1	249,950	#DIV/0!	#DIV/0!
Under \$250K - Financed	5	1,375,000	6.25%	-	-	0.00%	5	1,375,000	#DIV/0!	#DIV/0!
	6	1,624,950	7.50%	-	-	0.00%	6	1,624,950	#DIV/0!	#DIV/0!
\$250K to \$500K - Cash	7	2,777,333	8.75%	9	3,530,875	10.71%	(2)	(753,542)	-22.22%	-21.34%
\$250K to \$500K - Financed	11	3,968,500	13.75%	9	3,581,400	10.71%	2	387,100	22.22%	10.81%
	18	6,745,833	22.50%	18	7,112,275	21.43%	-	(366,442)	0.00%	-5.15%
\$500K to \$750K - Cash	14	8,918,950	17.50%	11	6,686,000	13.10%	3	2,232,950	27.27%	33.40%
\$500K to \$750K - Financed	15	9,722,000	18.75%	13	7,950,350	15.48%	2	1,771,650	15.38%	22.28%
	29	18,640,950	36.25%	24	14,636,350	28.57%	5	4,004,600	20.83%	27.36%
\$750K to \$1MM - Cash	5	4,427,499	6.25%	5	4,249,000	5.95%	-	178,499	0.00%	4.20%
\$750K to \$1MM - Financed	5	4,340,000	6.25%	7	6,029,000	8.33%	(2)	(1,689,000)	-28.57%	-28.01%
	10	8,767,499	12.50%	12	10,278,000	14.29%	(2)	(1,510,501)	-16.67%	-14.70%
\$1MM to \$2MM - Cash	9	12,228,888	11.25%	10	14,019,500	11.90%	(1)	(1,790,612)	-10.00%	-12.77%
\$1MM to \$2MM - Financed	17	24,043,500	21.25%	9	12,580,000	10.71%	8	11,463,500	88.89%	100.00%
	26	36,272,388	32.50%	19	26,599,500	22.62%	7	9,672,888	36.84%	36.36%
\$2MM to \$3MM - Cash	3	7,961,499	3.75%	2	4,285,000	2.38%	1	3,676,499	50.00%	85.80%
\$2MM to \$3MM - Financed	1	2,250,000	1.25%	1	2,000,000	1.19%	-	250,000	0.00%	100.00%
	4	10,211,499	5.00%	3	6,285,000	3.57%	1	3,926,499	33.33%	62.47%
Greater than \$3MM - Cash	3	14,000,000	3.75%	6	22,090,000	7.14%	(3)	(8,090,000)	100.00%	100.00%
Greater than \$3MM - Financed	2	9,850,000	2.50%	2	10,400,000	2.38%	-	(550,000)	0.00%	100.00%
	5	23,850,000	6.25%	8	32,490,000	9.52%	(3)	(8,640,000)	-37.50%	-26.59%
Total Cash	42	50,564,119	52.50%	43	54,860,375	51.19%	(1)	(4,296,256)	-2.33%	-7.83%
Total Financed	56	55,549,000	70.00%	41	42,540,750	48.81%	15	13,008,250	36.59%	30.58%
Grand Total	98	106,113,119	122.50%	84	97,401,125	100.00%	14	8,711,994	16.67%	8.94%



## Exploring the Upper Valley Market: Insights from Dryden to Stevens Pass, Including Leavenworth, Lake Wenatchee and Plain

The Upper Valley market rebounded strongly in July after a slow late spring and early summer.

Transaction volume rose 80%, and dollar volume jumped 129%, led by 12 sales exceeding \$1M.

### Upper Valley July 2025 vs July 2024

		Upper Valley			Upper Valley			Increase (Decrease)			
		July 2025			July 2024						
		# of	\$ Amount	% of	# of	\$ Amount	% of	# of	\$ Amount	% of	% of
		Deals		Total Deals	Deals		Total Deals	Deals		Total Deals	\$ Amount
Under \$250K - Cash		1	42,500	3.45%			0.00%	1	42,500	100.00%	100.00%
Under \$250K - Financed				0.00%			0.00%	-	-	0.00%	0.00%
		1	42,500	3.45%	-	-	0.00%	1	42,500	100.00%	100.00%
\$250K to \$500K - Cash		3	1,251,900	10.34%	1	492,500	6.25%	2	759,400	200.00%	154.19%
\$250K to \$500K - Financed		1	369,000	3.45%	1	424,000	6.25%	-	(55,000)	0.00%	-12.97%
		4	1,620,900	13.79%	2	916,500	12.50%	2	704,400	100.00%	76.86%
\$500K to \$750K - Cash		2	1,104,000	6.90%	1	523,000	6.25%	1	581,000	100.00%	111.09%
\$500K to \$750K - Financed		4	2,540,000	13.79%	4	2,419,000	25.00%	-	121,000	0.00%	5.00%
		6	3,644,000	20.69%	5	2,942,000	31.25%	1	702,000	20.00%	23.86%
\$750K to \$1MM - Cash		3	2,845,000	10.34%	1	872,000	6.25%	2	1,973,000	200.00%	226.26%
\$750K to \$1MM - Financed		2	1,651,000	6.90%	5	3,935,000	31.25%	(3)	(2,284,000)	-60.00%	-58.04%
		5	4,496,000	17.24%	6	4,807,000	37.50%	(1)	(311,000)	-16.67%	-6.47%
\$1MM to \$2MM - Cash		8	10,713,173	27.59%			0.00%	8	10,713,173	100.00%	100.00%
\$1MM to \$2MM - Financed		4	5,041,000	13.79%	3	3,457,500	18.75%	1	1,583,500	33.33%	45.80%
		12	15,754,173	41.38%	3	3,457,500	18.75%	9	12,296,673	300.00%	355.65%
\$2MM to \$3MM - Cash		1	2,210,000	3.45%			0.00%	1	2,210,000	100.00%	100.00%
\$2MM to \$3MM - Financed				0.00%			0.00%	-	-	0.00%	0.00%
		1	2,210,000	3.45%	-	-	0.00%	1	2,210,000	100.00%	100.00%
Greater than \$3MM - Cash				0.00%			0.00%	-	-	0.00%	0.00%
Greater than \$3MM - Financed				0.00%			0.00%	-	-	0.00%	0.00%
		-	-	0.00%	-	-	0.00%	-	-	0.00%	0.00%
Total Cash		18	18,166,573	62.07%	3	1,887,500	18.75%	15	16,279,073	500.00%	862.47%
Total Financed		11	9,601,000	37.93%	13	10,235,500	81.25%	(2)	(634,500)	-15.38%	-6.20%
Grand Total		29	27,767,573	100.00%	16	12,123,000	100.00%	13	15,644,573	81.25%	129.05%

Thanks to a strong July, the Upper Valley has caught up to last year's pace.

### Upper Valley July 2025 YTD vs July 2024 YTD

		Upper Valley			Upper Valley			Upper Valley			
		July 2025 YTD			July 2024 YTD			Increase (Decrease)			
		# of	\$ Amount	% of	# of	\$ Amount	% of	# of	\$ Amount	% of	% of
		Deals		Total Deals	Deals		Total Deals	Deals		Total Deals	\$ Amount
Under \$250K - Cash		3	384,500	3.03%	4	795,000	4.21%	(1)	(410,500)	-25.00%	-51.64%
Under \$250K - Financed		2	460,000	2.02%	-	-	0.00%	2	460,000	#DIV/0!	#DIV/0!
		5	844,500	5.05%	4	795,000	4.21%	1	49,500	25.00%	6.23%
\$250K to \$500K - Cash		10	4,070,350	10.10%	9	3,281,400	9.47%	1	788,950	11.11%	24.04%
\$250K to \$500K - Financed		8	3,518,000	8.08%	10	4,264,399	10.53%	(2)	(746,399)	-20.00%	-17.50%
		18	7,588,350	18.18%	19	7,545,799	20.00%	(1)	42,551	-5.26%	0.56%
\$500K to \$750K - Cash		8	5,430,000	8.08%	10	6,122,000	10.53%	(2)	(692,000)	-20.00%	-11.30%
\$500K to \$750K - Financed		15	9,280,600	15.15%	17	10,815,500	17.89%	(2)	(1,534,900)	-11.76%	-14.19%
		23	14,710,600	23.23%	27	16,937,500	28.42%	(4)	(2,226,900)	-14.81%	-13.15%
\$750K to \$1MM - Cash		9	8,059,550	9.09%	6	5,292,000	6.32%	3	2,767,550	50.00%	52.30%
\$750K to \$1MM - Financed		19	16,359,146	19.19%	12	9,847,000	12.63%	7	6,512,146	58.33%	66.13%
		28	24,418,696	28.28%	18	15,139,000	18.95%	10	9,279,696	55.56%	61.30%
\$1MM to \$2MM - Cash		15	19,995,958	15.15%	13	16,575,000	13.68%	2	3,420,958	15.38%	20.64%
\$1MM to \$2MM - Financed		7	8,898,000	7.07%	11	14,151,500	11.58%	(4)	(5,253,500)	-36.36%	-37.12%
		22	28,893,958	22.22%	24	30,726,500	25.26%	(2)	(1,832,542)	-8.33%	-5.96%
\$2MM to \$3MM - Cash		3	6,943,000	3.03%	1	2,050,000	1.05%	2	4,893,000	200.00%	238.68%
\$2MM to \$3MM - Financed		-	-	0.00%	1	2,087,500	1.05%	(1)	(2,087,500)	100.00%	100.00%
		3	6,943,000	3.03%	2	4,137,500	2.11%	1	2,805,500	50.00%	67.81%
Greater than \$3MM - Cash		-	-	0.00%	1	3,350,000	1.05%	(1)	(3,350,000)	100.00%	100.00%
Greater than \$3MM - Financed		-	-	0.00%	-	-	0.00%	-	-	0.00%	0.00%
		-	-	0.00%	1	3,350,000	1.05%	(1)	(3,350,000)	100.00%	100.00%
Total Cash		48	44,883,358	48.48%	44	37,465,400	46.32%	4	7,417,958	9.09%	19.80%
Total Financed		51	38,515,746	51.52%	51	41,165,899	53.68%	-	(2,650,153)	0.00%	-6.44%
Grand Total		99	83,399,104	100.00%	95	78,631,299	100.00%	4	4,767,805	4.21%	6.06%

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