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FREE GUIDE

Upper Valley Market Snapshot, Q3 2026

What sold, for how much, how fast, and what's for sale now, across Leavenworth, Plain, Lake Wenatchee, Peshastin, Dryden and Cashmere. Updated every quarter from the MLS.

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The short version

- **The Leavenworth area is a buyer's market.** There are about 13 months of homes for sale at the current pace of sales. Buyers have choices and time, and homes that are priced right still sell.
- **Cashmere is much tighter,** at about 5.5 months of supply, close to balanced. Fewer homes for sale, and they move.
- **Prices are holding, not falling.** The typical sale across the valley over the last 12 months was up slightly from the year before, while the Leavenworth MLS area dipped about 2%.
- **Homes are taking longer to sell** in the Leavenworth area than a year ago, Plain most of all, which gives buyers room to negotiate. Cashmere homes are selling faster than a year ago.
- **Lake Wenatchee is the exception** on price: its typical sale over the last year ran well above the year before, on a small number of sales.

The last 12 months

October 1, 2025 through September 30, 2026, against the 12 months before. This is the view I trust most, because it smooths out the quarter-to-quarter swings.

Area	Sales	Year before	Median price	Year before	Median days on market	Year before
Leavenworth (not Plain or Lake Wenatchee)	77	59	$725,000	$782,000	56	50
Plain	27	34	$668,000	$650,000	94	59
Lake Wenatchee	27	40	$715,000	$608,000	36	31
Peshastin and Dryden	10	11	$678,000	$778,000	16	63
Cashmere area	65	51	$580,000	$539,000	34	44
All six	**206**	**195**	**$656,000**	**$650,000**	**46**	**47**

What stands out:

- **A few more homes sold** (206, up from 195), and where they sold shifted: more in Leavenworth and Cashmere, fewer at Lake Wenatchee and in Plain.
- **Plain homes are taking the longest to sell,** a typical 94 days, up from 59.
- **Lake Wenatchee's median jumped** on fewer sales. With that few, it likely says as much about which homes happened to sell as about what homes there are worth.
- **Cashmere keeps getting stronger:** more sales, a higher median, and faster sales (a typical 34 days, down from 44).

The season: this quarter vs. the same quarter last year

July 1 through September 30, 2026, compared with the same dates in 2025. Closed sales of houses, condos and manufactured homes.

Area	Sales 2026	Sales 2025	Median price 2026	Median price 2025	Median days on market 2026	Median days on market 2025
Leavenworth (not Plain or Lake Wenatchee)	26	22	$694,500	$842,000	45	39
Plain	10	11	$684,000	$760,000	40	46
Lake Wenatchee*	8	16	$817,500	$594,000	29	18
Peshastin and Dryden*	3	3	$625,000	$465,000	4	84
Cashmere area	24	11	$608,000	$557,000	46	28
All six	**71**	**63**	**$637,000**	**$625,000**	**40**	**29**

Read this table for the season, not the trend. A single quarter is a very small sample here. Rows marked * had fewer than 10 sales; Peshastin and Dryden had 3, so one house can move the median by $100,000 or more and swing days on market from weeks to months. For which way the market is actually moving, use the 12-month table above.

What's for sale right now

Homes for sale as of October 5, 2026, split by the two MLS areas: Leavenworth (which includes Plain, Lake Wenatchee and Peshastin) and Cashmere (which includes Dryden).

	Leavenworth MLS area	Cashmere MLS area
Active listings	156	30
Also in contingent or First Look	2	2
Median list price	$759,500	$797,000
Median days listed so far	130	118
Months of supply	**13.3**	**5.5**

Months of supply is how long it would take to sell everything listed at the pace of the last 12 months. The usual rule of thumb: under about 4 months favors sellers, over about 6 favors buyers, and in between is balanced.

How the Leavenworth area's listings break down by price:

List price	Active listings
Under $500,000	26
$500,000 to $750,000	52
$750,000 to $1 million	36
$1 million to $1.5 million	24
Over $1.5 million	18

The $500,000 to $750,000 range has the most choice. Under $500,000 is thin.

What it means for you

If you're buying, especially around Leavenworth, Plain or Lake Wenatchee, you have time and leverage you didn't have a few years ago. There's a lot to choose from, homes are sitting longer, and sellers are more open to price and terms. The homes that are priced right and show well still go, so when the right one comes on, don't wait for it to get stale.

If you're selling, price matters more than it has in years. With over a year of supply around Leavenworth, buyers compare everything, and a home that starts too high tends to sit and then sell for less than it would have at the right number. Presentation matters too: photos, video and a clean first impression are how a listing stands out in a crowded field. In Cashmere the picture is better for sellers, with less competition and faster sales.

If you're watching, the thing to track is months of supply. When it starts falling in the Leavenworth area, the leverage shifts back toward sellers.

How these numbers are built

- **Source:** closed sales and active listings from the Northwest MLS, areas 972 (Leavenworth) and 963 (Cashmere). Houses, condos and manufactured homes. Sales that never went on the open market are left out.
- **Towns:** Plain and Lake Wenatchee are split out by the MLS community field (Lake Wenatchee includes Coles Corner, Nason Creek, Merritt and Telma). Peshastin and Dryden are by city. Everything else in area 972 is "Leavenworth."
- **Median,** not average, so one big sale doesn't skew a town.
- **Days on market** are cumulative, counting every time a home was listed.
- **This quarter's figures cover the full quarter,** July 1 through September 30, with the active listings as of October 5.

Next update: early January 2027, with the fourth quarter.

Between these quarterly snapshots, my Leavenworth market stats page has monthly charts for the Leavenworth MLS area that update on their own: median price, homes sold, days on market, percent of list price and months of supply.

How I help

These are valley-wide numbers. Your house, or the one you're looking at, has its own: the recent sales that actually compare, how long similar homes are sitting, and what that means for price. Ask me and I'll pull them.

If you're still deciding where to buy, BUY covers the six towns and BUDGET covers what your money buys in each. Message me either word and I'll send it.

Text or call (509) 652-2023, or email hello@justinhorvath.com.

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