

MARKET ACTION



A Publication of RMLS™, The Source for Real Estate Statistics in Your Community

RESIDENTIAL REVIEW: Metro Portland, Oregon

August 2004 Reporting Period

August Residential Highlights

August temperatures may have started to cool off toward the end of the month, but market activity in the Portland metro area did not appear to follow suit. In fact, closed sales climbed again this month, reaching a total 2.7% higher than in August 2003 (see the table below for details). Meanwhile, pending sales increased 1.5% and new listings rose by 1.8%.

Furthermore, inventory seems to have risen despite the weather. In fact, at the end of August, 8,249 residential listings were active in the Portland metro area's residential market. Given the month's rate of sales, they would last only 2.7 months—still down from August 2003 (see table to right).

Year-To-Date Trends

Closed sales continued to climb during the first half of 2004, up 8.0% compared to January-August 2003. Total pending sales soared 5.9% (compared to the same period in 2003). However new listings appear sparse this year, down 3.5%.

Appreciation

The average sale price of a home in the Portland metro area during the 12 months ending in August 2004 was \$237,800—evidence of a 8.0% appreciation from the average price of \$220,200 during the 12 months immediately prior. A median year-to-date sale price \$196,000 in the Portland metro area showed a slightly less pronounced rise of 6.0% from \$184,000 in August 2003.

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Inventory in Months

(Active Listings / Closed Sales)

	2002	2003	2004
January	6.1	5.8	6.1
February	5.8	5.5	4.8
March	4.6	4.3	3.4
April	4.5	4.1	3.0
May	3.9	3.8	2.8
June	4.1	3.6	2.4
July	4.5	3.6	2.5
August	4.3	3.3	2.7
September	5.2	3.4	
October	4.5	3.5	
November	4.8	4.2	
December	4.1	3.7	

Residential Market Highlights

Metro Portland, Oregon		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
2004	August	4,354	3,286	3,062	250,900	212,000	50
	Year to Date	33,215	24,209	21,753	243,200	200,000	58
2003	August	4,275	3,238	2,982	234,400	193,000	60
	Year to Date	34,431	22,856	20,140	221,700	185,000	66

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Metro Portland & Adjacent Regions, Oregon

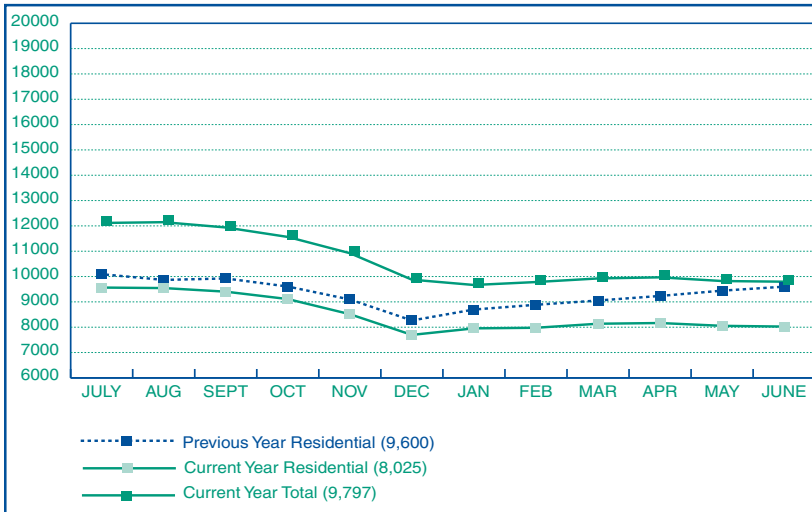
		RESIDENTIAL															COMMERCIAL			LAND		MULTIFAMILY	
		Current Month									Year-To-Date						Year-To-Date			Year-To-Date		Year-To-Date	
		Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2004 v. 2003²	Closed Sales	Average Sale Price	Average Market Time¹	New Listings	Pending Sales	Pending Sales 2004 v. 2003²	Closed Sales	Average Sale Price	Median Sale Price	Appreciation³	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	
141	North Portland	300	205	66	130	-13.3%	124	184,500	47	1,455	1,014	17.8%	946	172,800	162,100	11.2%	5	288,600	27	69,600	31	270,000	
142	Northeast Portland	757	512	155	340	4.6%	306	233,600	42	3,660	2,556	15.1%	2,289	222,500	194,000	7.3%	29	286,200	23	104,300	130	303,100	
143	Southeast Portland	932	530	169	437	15.3%	359	212,100	48	4,281	2,977	4.8%	2,701	198,400	173,000	7.5%	35	350,100	73	124,300	188	347,300	
144	Gresham/ Troutdale	598	324	94	212	-7.8%	231	198,100	48	2,355	1,708	12.1%	1,515	199,800	181,000	6.1%	15	383,400	53	260,900	74	249,900	
145	Milwaukie/ Clackamas	581	322	92	235	-1.3%	202	278,800	50	2,289	1,683	8.4%	1,542	247,000	211,900	13.9%	7	168,600	63	275,000	31	270,600	
146	Oregon City/ Canby	434	195	71	153	13.3%	141	240,400	50	1,606	1,154	10.0%	1,063	230,500	210,000	9.5%	8	655,800	78	176,700	36	394,400	
147	Lake Oswego/West Linn	548	247	54	178	2.3%	163	420,000	46	1,956	1,380	-1.1%	1,219	393,400	332,900	13.1%	3	273,800	34	203,700	6	393,800	
148	West Portland	879	421	130	292	8.1%	316	349,000	53	3,305	2,313	20.7%	2,141	349,500	284,000	5.2%	10	380,600	56	139,300	25	464,600	
149	Northwest Washington County	310	167	44	147	5.0%	147	318,700	41	1,331	1,029	5.1%	953	321,300	286,000	7.2%	4	142,500	23	181,600	7	270,900	
150	Beaverton/Aloha	767	421	109	358	10.2%	318	217,700	47	3,251	2,467	11.8%	2,154	213,100	189,000	7.7%	9	352,000	17	328,500	43	272,600	
151	Tigard/Wilsonville	648	343	87	296	24.4%	257	265,100	41	2,777	2,207	2.9%	1,964	262,500	237,500	6.9%	3	831,300	36	225,100	20	246,900	
152	Hillsboro/ Forest Grove	571	271	76	212	-4.5%	236	209,100	59	2,262	1,816	18.8%	1,631	205,700	185,500	3.9%	16	228,100	38	191,500	40	227,400	
153	Mt. Hood: Govt. Camp/Wemme	90	84	10	23	-23.3%	35	163,900	58	320	204	32.5%	147	164,500	157,800	5.9%	0	N/A	41	81,100	1	130,000	
155	Columbia County	328	108	36	113	32.9%	87	191,300	111	937	717	21.7%	612	172,800	160,000	8.1%	10	209,200	70	91,400	12	140,600	
156	Yamhill County	506	204	48	160	25.0%	140	193,700	57	1,430	984	8.8%	876	204,800	166,600	16.5%	16	320,500	102	155,800	31	242,500	
170-210	Marion/ Polk Counties	399	151	45	108	25.6%	98	176,200	79	1,058	724	33.8%	644	174,300	154,500	2.6%	10	329,700	48	85,200	17	297,300	
180-200	North Coastal Counties	375	95	26	91	9.6%	78	232,600	134	729	541	19.7%	439	231,600	179,900	14.7%	12	261,100	163	88,000	19	164,700	
200-250	Columbia Gorge	132	22	9	14	N/A	18	184,800	104	227	112	N/A	90	158,500	154,000	16.9%	6	147,400	25	74,200	2	185,000	

¹ Due to possible reporting inconsistencies, Average Market Time should be used to analyze trends only.

² Percent change in number of pending sales this year compared to last year. The Current Month section compares August 2004 with August 2003. The Year-To-Date section compares year-to-date statistics from August 2004 with year-to-date statistics from August 2003.

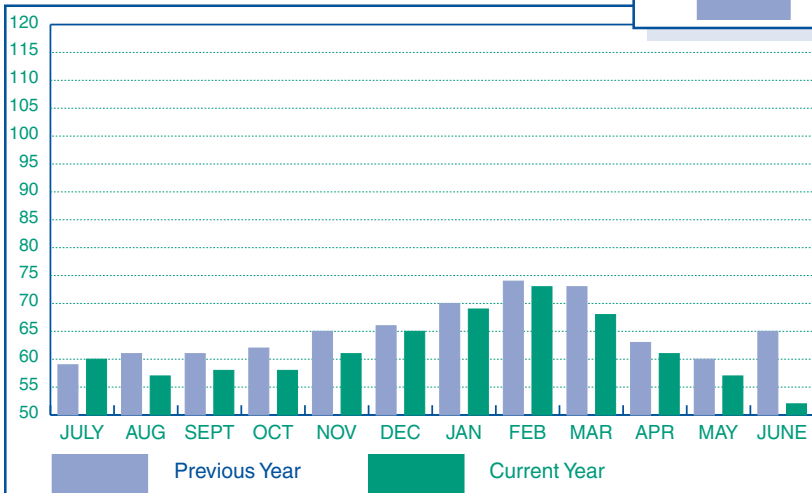
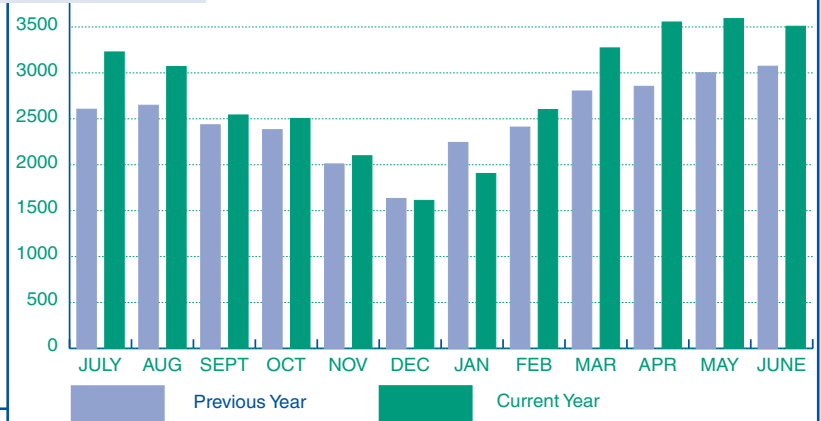
³ Appreciation percents based on a comparison of average price for the last 12 months 9/1/03-8/31/04) with 12 months before 9/1/02-8/31/03).

Market Action



PENDING SALES Metro Portland, Oregon

This graph represents monthly accepted offers in the Portland, Oregon metropolitan area over the past two years.

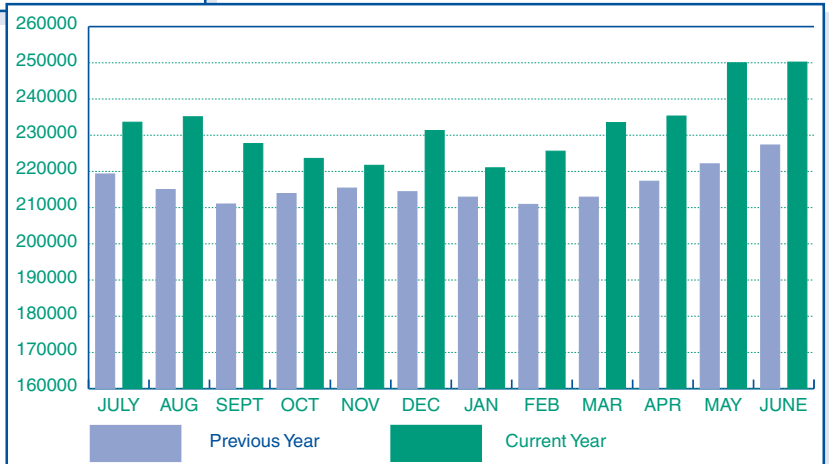


DAYS ON MARKET Metro Portland, Oregon

This graph shows average days on market for sales in the Portland, Oregon metropolitan area. (See footnote on page 1.)

AVERAGE SALE PRICE Metro Portland, Oregon

This graph represents the average sale price for all homes sold in the Portland, Oregon metropolitan area.

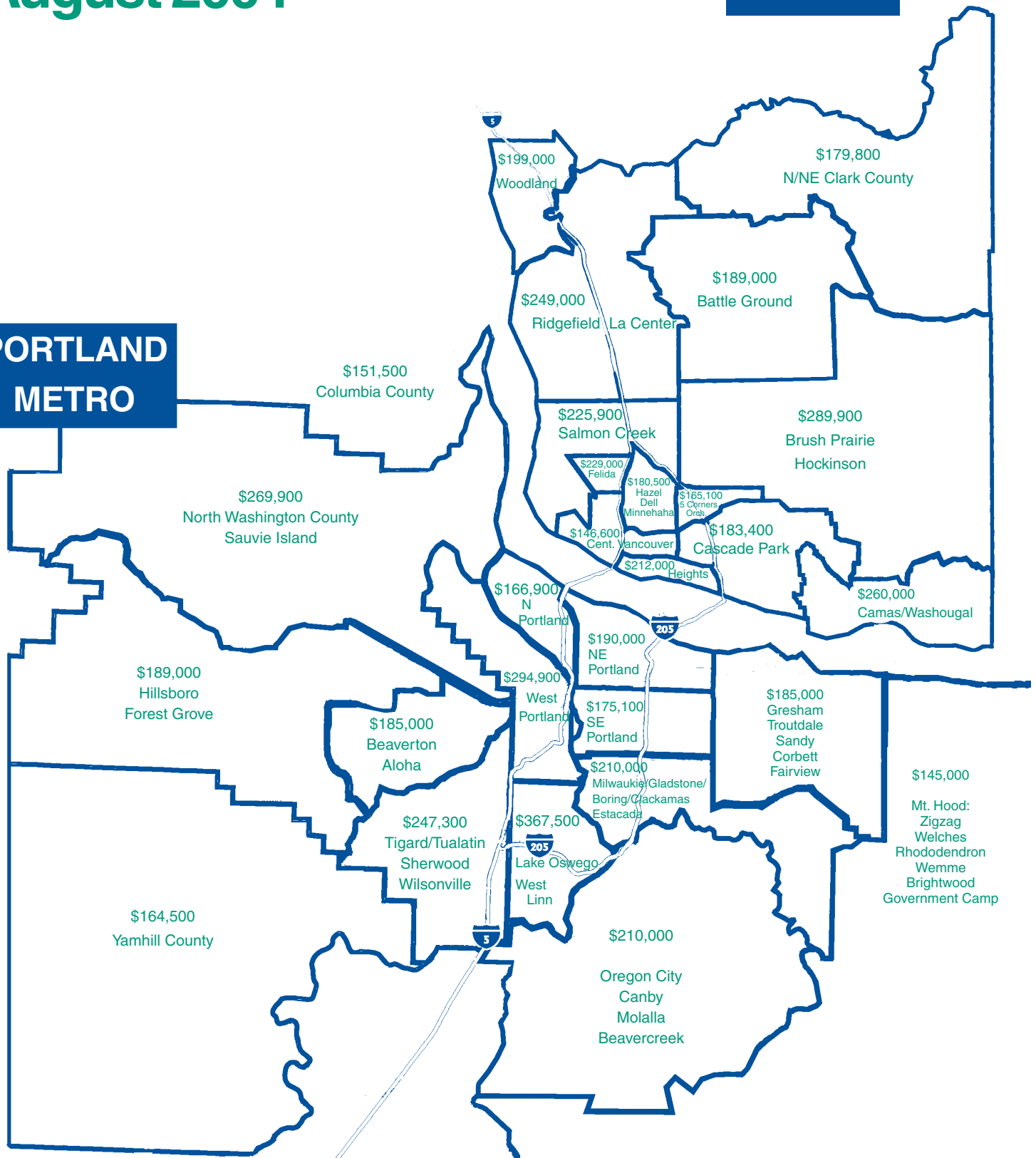


MEDIAN SALE PRICE

August 2004

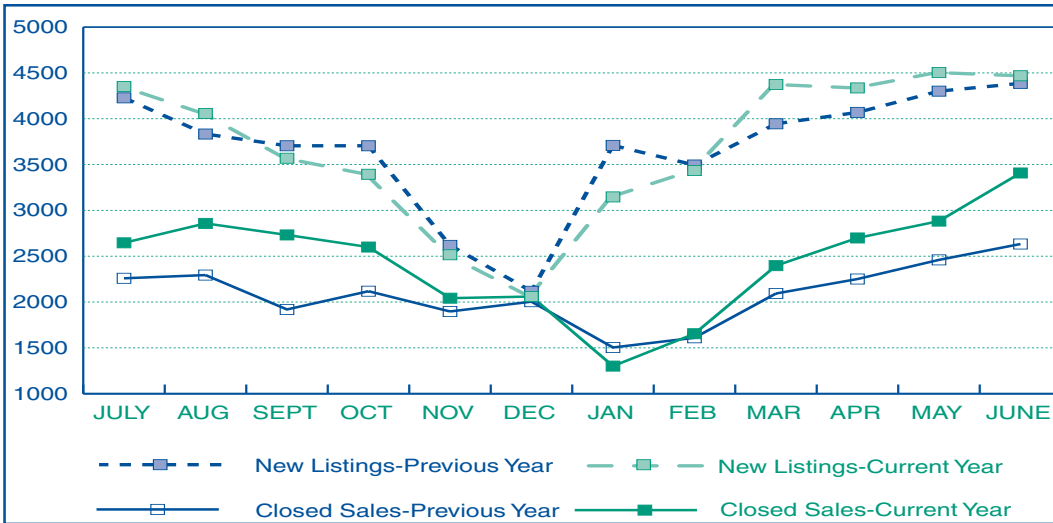
**CLARK
COUNTY**

**PORTLAND
METRO**



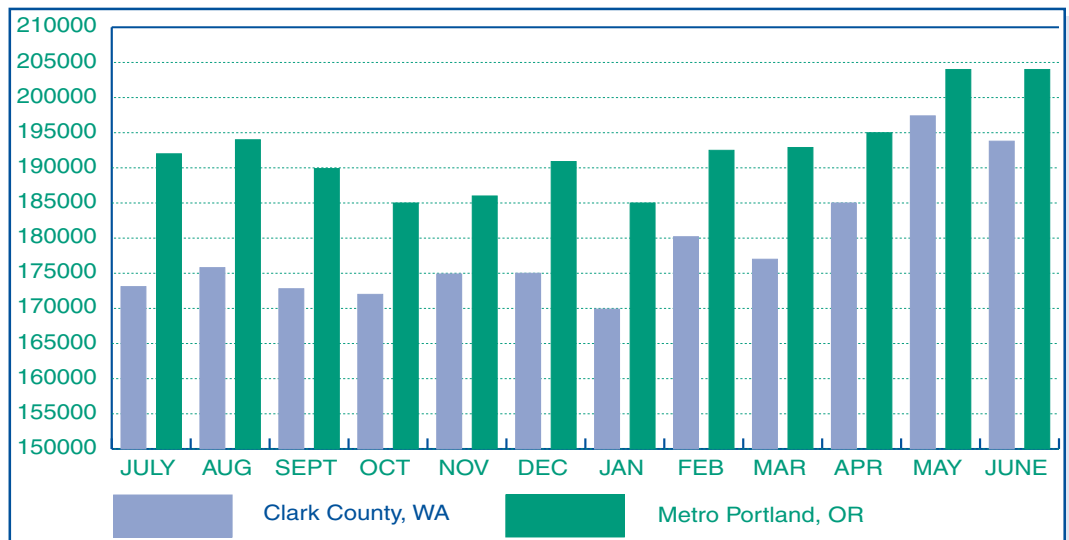
PORTLAND, OR NEW LISTINGS & CLOSED SALES

This graph shows the new residential listings and closed sales over the past 24 months in the greater Portland, Oregon metro area



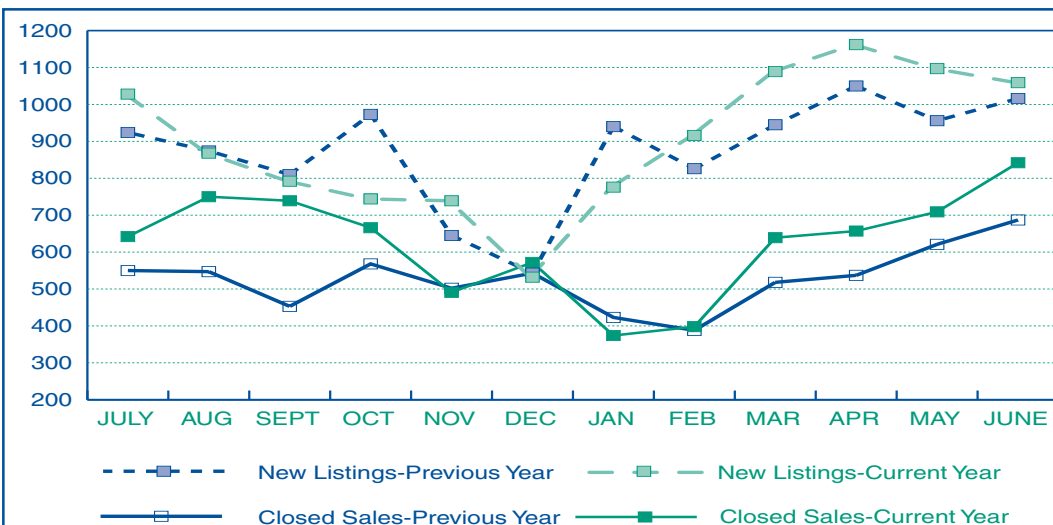
PORTLAND, OR & CLARK COUNTY, WA MEDIAN SALE PRICE

This graph shows the median sale price over the past 12 months in the greater Portland, Oregon metro area and Clark County, Washington



CLARK COUNTY, WA NEW LISTINGS & CLOSED SALES

This graph shows the new residential listings and closed sales over the past 24 months in Clark County, Washington





Clark County



RESIDENTIAL REVIEW: Clark County, Washington

August 2004 Reporting Period

Residential Market Highlights

Clark County, Washington		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
2004	August	1,028	804	758	228,800	195,300	52
	Year to Date	8,204	6,237	5,506	221,600	187,000	54
2003	August	868	771	750	204,000	175,800	57
	Year to Date	7,737	5,861	4,924	194,200	168,500	69

August Residential Highlights

Clark County reaped an abundant amount of new listings in August 2004, up 18.4% from August 2003 (see table above). Meanwhile, pending sales also increased by 4.3% keeping the inventory down two points from last August. Although up slightly from last month, the 1,976 residential listings that were active at the end of August would last a mere 2.6 months at August's rate of sales down almost a month from August of this last year (see table to right). Closed sales also rose 1.1%.

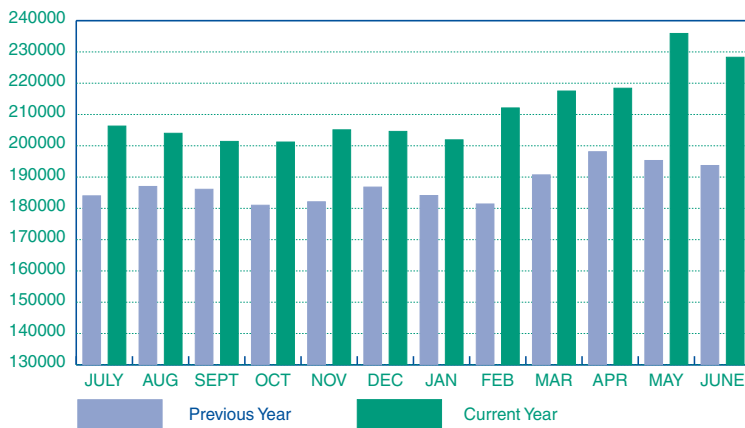
Year-to-Date Trends

Compared to the same time frame in 2003, January-August of 2004 generated overall market growth (see Year to Date rows in above table). The increase is represented by a total of 11.8% more closed sales (5,506 v. 4,924) and 6.4% more pending sales (6,237 v. 5,861) this year. New listings were also up from last year by 6.0% (8,204 v. 7,737).

Inventory in Months (Active Listings / Closed Sales)

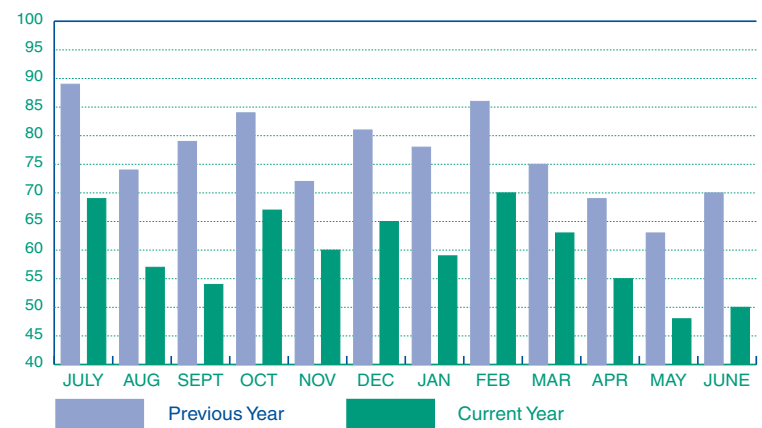
	2002	2003	2004
January	9.0	5.8	5.2
February	7.6	6.1	4.7
March	6.7	4.5	2.9
April	5.6	4.4	2.9
May	5.5	3.6	2.7
June	6.2	3.1	2.3
July	5.3	3.3	2.5
August	5.2	2.8	2.6
September	6.0	2.7	
October	4.8	2.8	
November	5.3	4.0	
December	4.3	3.2	

AVERAGE SALE PRICE - Clark County, WA



This graph represents the average sale price for all homes sold in Clark County, Washington.

DAYS ON MARKET - Clark County, WA



This graph shows average days on market for Clark County, Washington properties from listing to accepted offer (see footnote page 1).

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Clark County, Washington

		RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY		
		Current Month								Year-To-Date							Appreciation³	Year-To-Date		Year-To-Date		Year-To-Date	
		Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2004 v. 2003²	Closed Sales	Average Sale Price	Average Market Time¹	New Listings	Pending Sales	Pending Sales 2004 v. 2003²	Closed Sales	Average Sale Price	Median Sale Price	Closed Sales		Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	
11	Downtown Vancouver	38	18	9	17	-37.0%	14	170,400	56	227	195	12.1%	170	173,100	156,000	18.5%	3	210,300	4	34,500	20	184,000	
12	NW Heights	43	35	2	25	31.6%	26	134,400	27	234	200	39.9%	185	132,600	124,900	15.6%	5	147,500	10	89,200	42	178,300	
13	SW Heights	31	12	1	5	-16.7%	6	232,700	36	91	65	-29.3%	61	226,500	178,000	13.3%	0	N/A	6	190,300	4	332,000	
14	Lincoln/Hazel Dell	32	29	4	14	0.0%	17	182,300	70	136	97	-21.8%	92	168,900	174,300	10.2%	1	150,000	2	65,000	1	300,000	
15	E Hazel Dell	84	43	6	24	-35.1%	22	195,600	70	304	243	7.5%	224	174,500	165,000	16.7%	1	105,000	13	251,100	7	284,200	
20	NE Heights	36	34	5	34	112.5%	26	158,300	28	229	199	38.2%	178	174,300	159,800	13.3%	1	269,900	5	865,500	5	407,400	
21	Orchards	65	44	10	34	-27.7%	32	184,900	34	349	282	10.2%	270	175,300	165,200	14.2%	2	134,800	4	180,600	2	250,000	
22	Evergreen	111	91	12	81	-1.2%	85	196,500	34	715	596	3.1%	527	183,300	161,500	17.5%	2	41,600	42	124,900	11	238,100	
23	E Heights	35	19	4	22	10.0%	16	208,700	44	174	140	10.2%	116	203,200	165,000	4.1%	1	1,395,000	20	55,900	3	216,000	
24	Cascade Park	39	28	4	25	25.0%	35	197,600	38	242	210	6.1%	203	248,100	205,000	18.6%	0	N/A	8	198,300	9	219,400	
25	Five Corners	32	40	14	32	-17.9%	19	179,700	20	292	221	-16.3%	205	167,900	163,000	11.1%	1	147,000	0	N/A	0	N/A	
26	E Orchards	47	41	6	34	61.9%	42	222,100	32	370	305	33.8%	254	229,500	211,800	8.3%	0	N/A	1	80,000	2	284,300	
27	Fisher's Landing	57	50	6	48	26.3%	35	249,300	20	390	326	-4.1%	290	233,200	219,000	11.6%	0	N/A	9	467,100	2	215,600	
31	SE County	29	11	4	9	-10.0%	8	340,200	103	75	46	-4.2%	39	319,500	325,000	23.5%	0	N/A	29	155,600	0	N/A	
32	Camas City	169	63	19	35	-52.1%	51	338,900	76	567	424	-7.6%	401	317,800	288,000	17.4%	4	150,500	40	132,400	3	223,800	
33	Washougal	134	41	8	38	31.0%	34	218,400	84	410	284	15.0%	232	235,000	229,900	19.3%	1	155,000	41	127,500	9	177,500	
41	N Hazel Dell	55	30	6	25	19.0%	37	237,700	57	266	221	-20.5%	214	229,500	210,000	12.0%	0	N/A	10	128,400	1	760,000	
42	S Salmon Creek	91	64	17	42	55.6%	30	209,000	41	375	245	28.3%	183	209,100	195,000	10.0%	2	240,000	6	73,400	1	189,000	
43	N Felida	103	47	9	37	27.6%	32	239,700	36	330	269	-18.5%	245	264,000	242,500	14.5%	0	N/A	9	322,100	2	204,500	
44	N Salmon Creek	65	33	7	36	0.0%	39	223,400	114	310	280	37.3%	218	220,700	190,400	-5.3%	3	419,000	2	415,000	0	N/A	
50	Ridgefield	23	26	20	23	N/A	9	211,400	35	211	136	444.0%	101	202,500	188,700	2.8%	2	137,800	3	199,500	0	N/A	
51	W of I-5 County	26	5	2	10	233.3%	13	618,400	89	71	53	60.6%	47	452,900	392,000	43.2%	0	N/A	16	210,600	0	N/A	
52	NW E of I-5 County	45	8	4	5	-50.0%	6	295,700	56	107	71	6.0%	66	322,500	288,800	13.2%	1	225,000	34	164,300	0	N/A	
61	Battleground	87	64	14	39	-31.6%	35	217,600	37	427	321	-25.3%	309	201,900	179,500	10.9%	5	213,000	15	152,600	1	95,300	
62	Brush Prairie	117	45	7	35	12.9%	28	290,700	51	381	280	13.8%	247	303,300	271,900	15.7%	2	409,300	37	152,100	0	N/A	
63	East County	1	0	0	1	N/A	1	324,500	5	8	8	100.0%	6	312,900	302,200	27.4%	0	N/A	1	140,100	0	N/A	
64	Central County	14	5	2	6	200.0%	7	259,600	71	47	32	14.3%	23	294,100	273,000	13.5%	0	N/A	7	110,400	0	N/A	
65	Mid-Central County	33	5	4	6	50.0%	12	272,200	92	85	60	71.4%	52	280,400	284,500	12.5%	0	N/A	22	141,400	0	N/A	
66	Yacolt	19	8	1	8	100.0%	8	295,700	62	52	38	2.7%	31	243,300	230,000	16.1%	0	N/A	10	107,300	0	N/A	
70	La Center	26	10	9	10	42.9%	8	269,400	155	75	54	-5.3%	52	240,800	230,000	14.9%	0	N/A	14	76,500	0	N/A	
71	N Central	18	10	1	5	66.7%	1	165,000	40	51	33	-8.3%	26	227,000	207,000	2.9%	0	N/A	9	123,600	1	206,000	
72	NE Corner	21	7	2	7	0.0%	3	217,300	55	63	41	-8.9%	31	180,500	156,700	25.7%	0	N/A	9	80,900	0	N/A	
80	Woodland City	51	11	1	4	-33.3%	3	142,900	33	98	38	-2.6%	35	174,900	138,000	15.2%	3	119,300	2	312,500	0	N/A	
81	Woodland Area	49	11	6	7	-30.0%	2	158,500	80	94	49	6.5%	41	260,100	199,000	21.7%	0	N/A	14	105,200	2	295,000	
82	Cowlitz County	150	40	21	21	31.3%	16	152,800	80	348	175	113.4%	132	166,800	146,000	18.6%	4	365,900	44	74,500	8	197,000	

¹ Due to possible reporting inconsistencies, Average Market Time should be used to analyze trends only.

² Percent change in number of pending sales this year compared to last year. The Current Month section compares August 2004 with August 2003. The Year-To-Date section compares year-to-date statistics from August 2004 with year-to-date statistics from August 2003.

³ Appreciation percents based on a comparison of average price for the last 12 months 9/1/03-8/31/04) with 12 months before 9/1/02-8/31/03).



Lane County



RESIDENTIAL REVIEW: Lane County, Oregon

August 2004 Reporting Period

Residential Market Highlights

Lane County, Oregon		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
2004	August	641	517	494	187,400	162,500	45
	Year to Date	4,673	3,717	3,359	182,400	159,000	55
2003	August	587	415	461	176,300	158,000	59
	Year to Date	4,572	3,298	2,955	168,400	147,400	67

August Residential Highlights

Pending sales are on the rise in Lane County. Comparing August 2004 to August 2003, Lane County saw a remarkable 24.6% increase in pending sales (see table above). Along with that they experienced a 7.2% climb in closed sales and a 9.2% increase in new listings. All of the market activity combined to result in a total of 1,108 active residential listings at month's end, which would last a mere 2.2 months at August's rate of sales (see table to right).

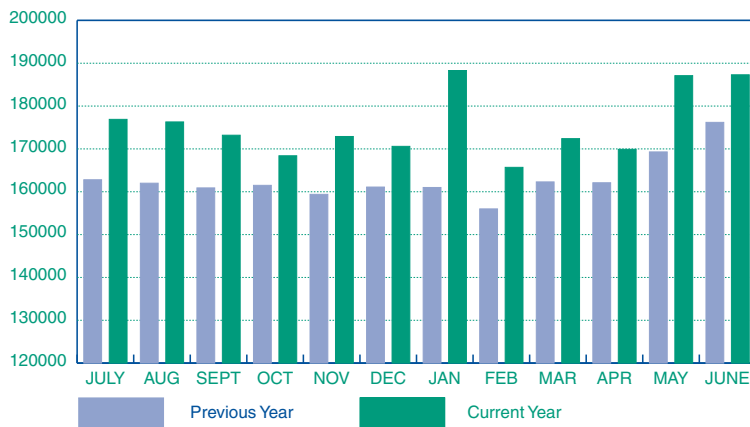
Year-to-Date Trends

The year to date shows an increase in Market Activity on all levels, with closed sales up 13.7% and pending sales up 12.7% compared to the same period in 2003. Even new listings increased by 2.2% (see Year to Date rows of the table above).

Inventory in Months (Active Listings / Closed Sales)

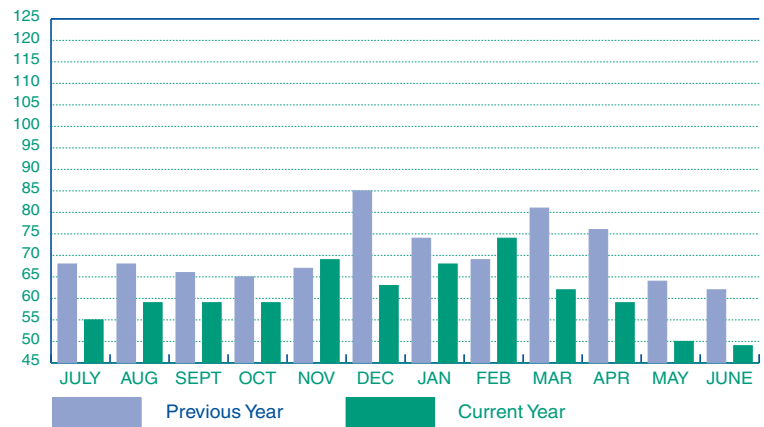
	2002	2003	2004
January	7.5	5.5	4.9
February	7.1	5.3	3.8
March	5.5	4.0	2.6
April	5.9	4.2	2.6
May	4.5	3.6	2.3
June	4.8	3.6	2.0
July	4.7	3.4	2.2
August	4.3	3.1	2.2
September	4.3	3.4	
October	3.9	3.0	
November	4.3	3.8	
December	4.0	2.8	

AVERAGE SALE PRICE - Lane County, OR



This graph represents the average sale price for all homes sold in Lane County, Oregon.

DAYS ON MARKET - Lane County, OR



This graph shows average days on market for Lane County, Oregon properties from listing to accepted offer (see footnote page 1).

Market Action

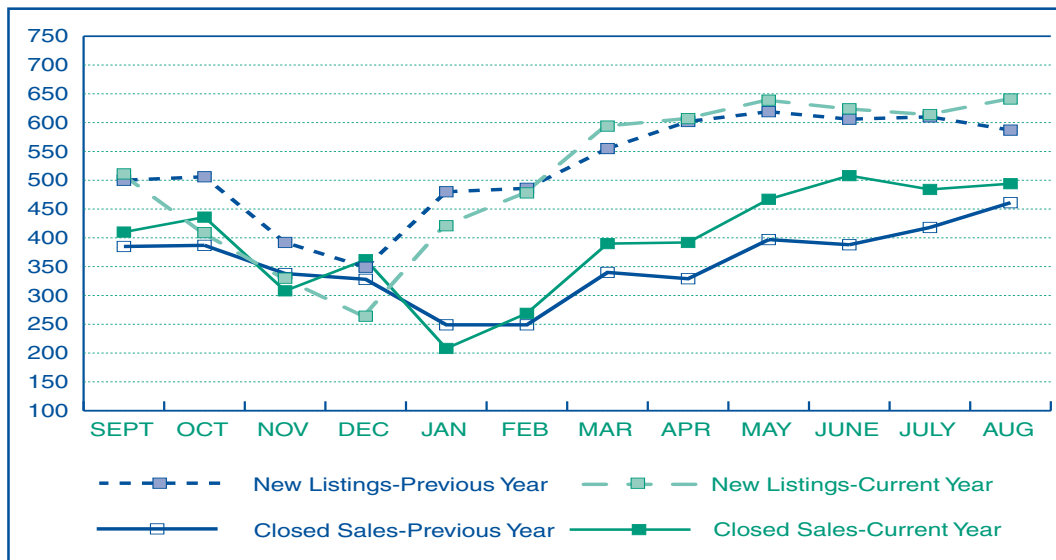
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		RESIDENTIAL														COMMERCIAL		LAND		MULTIFAMILY		
		Current Month							Year-To-Date								Year-To-Date		Year-To-Date		Year-To-Date	
		Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2004 v. 2003²	Closed Sales	Average Sale Price	Average Market Time¹	New Listings	Pending Sales	Pending Sales 2004 v. 2003²	Closed Sales	Average Sale Price	Median Sale Price	Appreciation³	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price
232	Hayden Bridge	15	15	2	17	-26.1%	14	191,200	29	118	103	-16.9%	96	185,300	162,600	18.7%	1	358,000	0	N/A	5	195,000
233	McKenzie Valley	66	20	5	12	71.4%	13	300,500	118	128	87	27.9%	75	243,200	190,100	5.7%	2	128,800	10	99,700	2	157,000
234	Pleasant Hill/Oak	94	35	19	26	36.8%	21	162,700	89	241	168	28.2%	144	159,700	127,300	-6.2%	3	226,700	17	74,100	4	146,000
235	Cottage Grove/ Creswell/Dorena	136	66	10	45	0.0%	41	162,800	69	449	357	29.8%	321	155,000	136,900	4.6%	3	300,000	51	69,600	9	182,500
236	Veneta/Elmira	59	27	10	18	50.0%	21	191,700	39	209	148	22.3%	140	181,100	158,500	4.2%	1	60,000	18	107,600	3	148,300
237	Junction City	74	32	6	25	66.7%	18	170,700	77	214	160	24.0%	138	190,700	157,000	20.3%	4	511,000	12	109,200	2	239,500
238	Florence	6	2	0	5	66.7%	1	110,000	16	19	14	16.7%	10	124,300	108,800	32.0%	0	N/A	1	38,000	0	N/A
239	Thurston	58	35	8	40	14.3%	23	146,600	30	282	249	-6.7%	230	152,900	147,600	7.8%	2	170,000	7	85,800	19	163,700
240	Coburg I-5	24	12	0	10	-9.1%	10	226,600	64	78	61	35.6%	53	224,200	167,000	4.4%	0	N/A	11	93,700	1	199,000
241	N Gilham	30	18	4	13	30.0%	17	189,000	66	139	109	10.1%	98	221,700	188,800	0.4%	0	N/A	1	60,000	4	212,300
242	Ferry Street Bridge	63	46	12	40	37.9%	35	247,900	41	324	258	0.8%	234	230,000	185,000	8.2%	1	40,000	0	N/A	3	238,700
243	E Eugene	73	46	9	37	37.0%	49	224,500	34	369	291	18.3%	269	224,500	215,000	10.1%	0	N/A	37	115,600	18	307,800
244	SW Eugene	124	68	10	51	21.4%	49	250,800	35	498	391	5.1%	358	234,700	207,000	6.4%	0	N/A	34	124,700	7	255,900
245	W Eugene	23	17	5	17	183.3%	20	134,300	21	150	128	13.3%	118	153,800	135,500	11.4%	4	372,300	2	117,800	15	191,000
246	Danebo	77	67	14	66	50.0%	64	144,300	29	470	397	20.7%	371	142,600	142,900	12.7%	1	250,000	9	93,200	15	191,900
247	River Road	21	19	5	15	15.4%	19	160,600	36	167	146	25.9%	137	161,100	153,500	7.2%	2	169,500	4	75,700	14	210,500
248	Santa Clara	52	39	8	30	-3.2%	34	199,600	30	322	257	-9.5%	232	191,200	181,000	9.7%	0	N/A	18	85,400	6	212,500
249	Springfield	83	67	6	46	31.4%	41	126,000	46	431	353	27.9%	304	127,500	124,000	10.4%	2	255,000	6	83,300	23	235,100
250	Mohawk Valley	30	10	2	4	-50.0%	4	239,100	103	65	40	14.3%	31	254,500	240,000	22.4%	0	N/A	4	87,600	0	N/A

¹ Due to possible reporting inconsistencies, Average Market Time should be used to analyze trends only.

² Percent change in number of pending sales this year compared to last year. The Current Month section compares August 2004 with August 2003. The Year-To-Date section compares year-to-date statistics from August 2004 with year-to-date statistics from August 2003.

³ Appreciation percents based on a comparison of average price for the last 12 months 9/1/03-8/31/04) with 12 months before 9/1/02-8/31/03).



LANE COUNTY NEW LISTINGS & CLOSED SALES

This graph shows the new residential listings and closed sales in Lane County, Oregon



Douglas & Coos Counties



RESIDENTIAL REVIEW: Douglas & Coos Counties, Oregon

August 2004 Reporting Period

Residential Market Highlights

Douglas County, Oregon		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
2004	August	204	195	147	163,400	140,000	105
	Year to Date	1,524	1,206	1,042	156,400	136,500	100
2003	August	190	151	115	149,900	124,500	93
	Year to Date	1,545	940	807	139,200	120,000	102

Coos County, Oregon		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
2004	August	138	103	112	144,200	140,000	65
	Year to Date	964	749	668	142,900	126,000	85
2003	August	85	94	83	139,800	130,000	146
	Year to Date	790	506	462	109,700	94,800	157

Douglas County August Residential Highlights

Douglas County ended August 2004 with 29.1% more closed sales than did August 2003 (see table above for details). Similarly, closed sales were up 27.8%. The number of new listings this August also increased 7.4% from last August.

Year-to-Date Trends

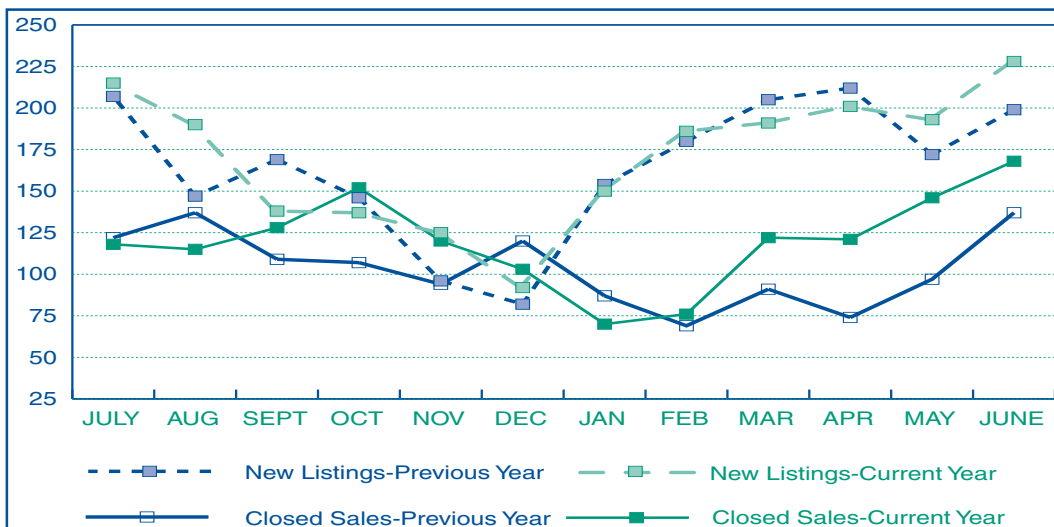
Comparing January-August 2004 to the same period in 2003; pending sales are up 28.3%, closed sales are up 10.5%, and new listings are down 1.4%.

Coos County August Residential Highlights

August 2004 was the month for astronomical activity in Coos County—with 62.4% more new listings than in August 2003. Pending sales also rose 44.7%, and closed sales were up 34.9%. See the table above for details.

Year-to-Date Trends

By the end of August, 2004 48.0% more pending sales, 44.6% more closed sales, and 22.0% more new listings than the same period in 2002.



DOUGLAS COUNTY NEW LISTINGS & CLOSED SALES

This graph shows the new residential listings and closed sales in Douglas County, Oregon

Market Action

AREA REPORT • 8/2004

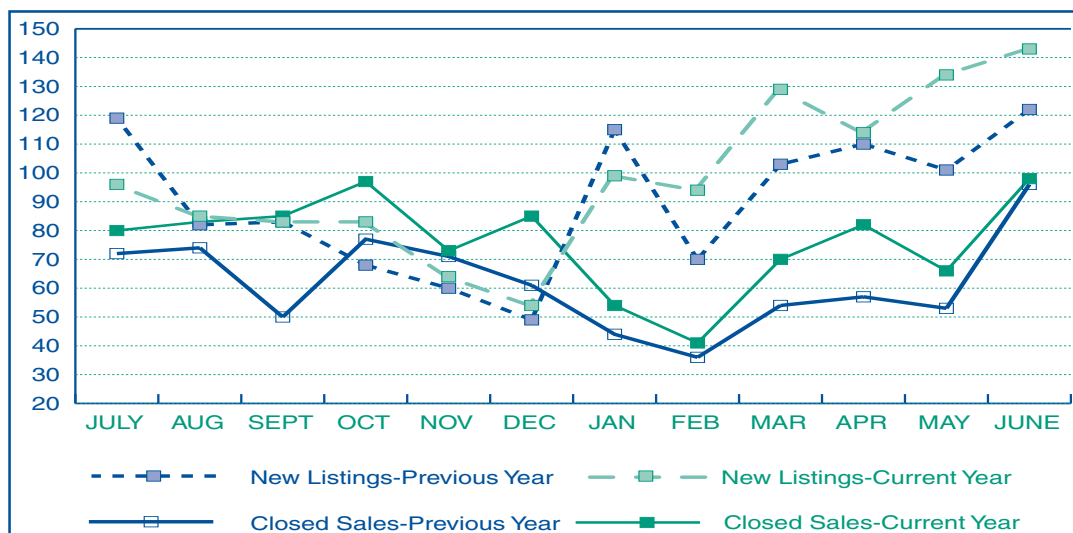
Douglas & Coos Counties, Oregon

		RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY		
		Current Month								Year-To-Date							Appreciation ³	Year-To-Date		Year-To-Date		Year-To-Date	
		Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2004 v. 2003 ²	Closed Sales	Average Sale Price	Average Market Time ¹	New Listings	Pending Sales	Pending Sales 2004 v. 2003 ²	Closed Sales	Average Sale Price	Median Sale Price	Closed Sales		Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	
251	NE Roseburg	50	26	4	19	72.7%	15	155,000	41	167	138	23.2%	127	137,700	115,000	9.2%	5	324,500	20	89,300	3	145,700	
252	NW Roseburg	49	31	1	26	36.8%	15	190,700	64	168	144	34.6%	120	213,400	192,500	9.1%	3	280,800	43	86,700	0	0	
253	SE Roseburg	29	10	1	17	112.5%	10	152,200	101	92	68	-1.4%	57	140,200	133,900	15.1%	5	274,000	12	110,400	4	115,500	
254	SW Roseburg	28	15	4	12	50.0%	9	216,400	128	125	104	15.6%	93	224,600	185,000	31.6%	1	170,000	20	107,400	1	400,000	
255	Glide & E of Roseburg	33	10	2	8	-20.0%	5	266,000	198	70	55	5.8%	46	160,800	147,000	-9.7%	1	579,900	35	74,800	0	0	
256	Sutherlin/ Oakland Area	60	25	6	24	26.3%	18	157,900	128	202	168	40.0%	146	153,300	143,300	13.0%	5	106,000	26	72,500	6	219,400	
257	Winston & SW of Roseburg	48	12	3	17	41.7%	23	186,400	69	164	129	65.4%	112	155,300	133,700	18.6%	4	152,000	38	64,100	4	177,800	
258	Myrtle Creek & S/SE of Roseburg	100	32	11	31	-16.2%	29	121,000	174	264	192	19.3%	172	123,200	116,300	6.8%	10	233,300	37	60,600	7	135,400	
259	Green District	39	20	4	18	50.0%	15	134,500	43	137	118	31.1%	109	125,700	122,000	16.4%	3	192,500	5	92,000	10	184,300	
265	North Douglas County	74	23	8	23	53.3%	8	173,300	143	135	90	47.5%	60	149,000	121,300	-5.3%	5	321,100	12	69,000	0	0	
	Douglas County Totals	510	204	44	195	29.1%	147	163,400	105	1524	1206	28.3%	1042	156,400	136,500	10.4%	42	243,800	248	78,400	35	174,800	
260	Coos County	318	138	19	103	9.6%	112	144,200	65	964	749	20.4%	668	142,900	126,000	15.7%	23	337,900	156	92,400	32	159,700	

¹ Due to possible reporting inconsistencies, Average Market Time should be used to analyze trends only.

² Percent change in number of pending sales this year compared to last year. The Current Month section compares August 2004 with August 2003. The Year-To-Date section compares year-to-date statistics from August 2004 with year-to-date statistics from August 2003.

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COOS COUNTY
NEW LISTINGS &
CLOSED SALES

*This graph shows the
new residential listings
and closed sales in Coos
County, Oregon*



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Fax: (541) 673-6581

Southwest Washington

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Vancouver, WA 98666
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Fax: (360) 696-9342

Lane County

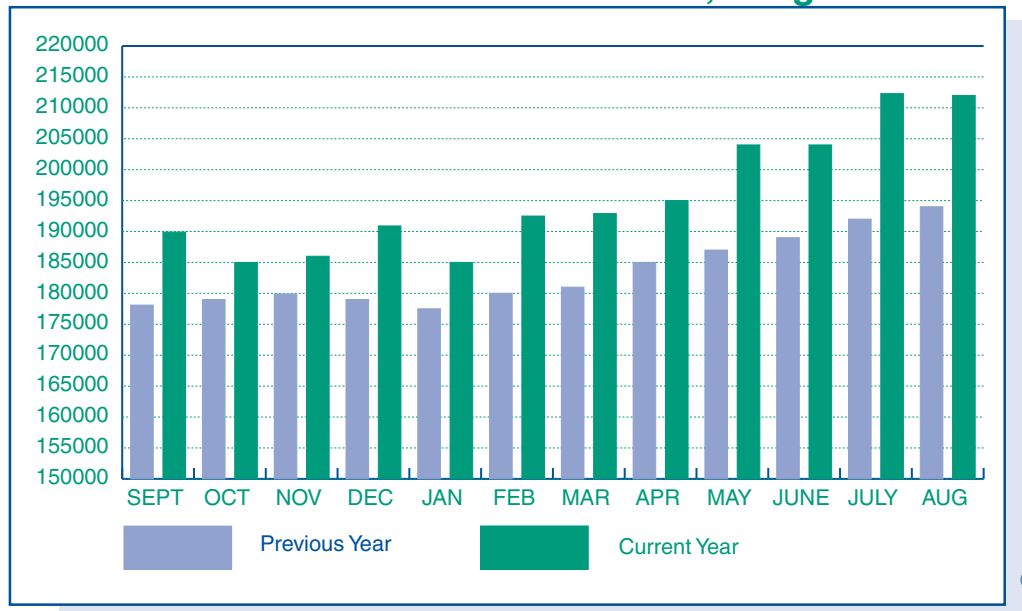
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Eugene, OR 97401
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