

MARKET ACTION



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

RESIDENTIAL REVIEW: Metro Portland, Oregon

December 2004 Reporting Period

December Residential Highlights

The last month of 2004 continued to see an increase in market activity on all levels when compared to the same month in 2003. Pending sales were up 18.6% with closed sales right behind showing an increase of 18.5%. New listings were also up 5.2% (see table below.)

Fourth Quarter Report

The last quarter of 2004, compared to the same quarter in 2003, also showed a general increase in market activity. Combined, October through December 2004 brought an incredible 22.81% rise in pending sales compared to the fourth quarter of 2003 (7,333 v. 6,411). Closed sales and new listings also increased 11% (8,028 v. 7,335) and 3.7% (8,671 v. 8,538) respectively.

A Summary of 2004

At year's end, the Portland metro area observed 8.3% more accepted offers than it had in 2003 (see Year-to-Date rows in table below.) Closed Sales also increased 6.6%. However, 2004 realized a small decline in new listings, which were down 2.9% from 2003.

2004 was a landmark year for the Portland metro area due to the fact that real estate sales that closed in the Portland metro area generated \$8.1 billion. Compared to 2003's \$6.9 billion that is a sizeable increase of 17%. The 10.6% rise in average sale price (\$246,000 v. \$222,500) may account for a portion of the net increase. Furthermore, the telltale 9.4% appreciation of median sale price (\$204,500 v. 187,000) may also account for the rise in total volume.

TABLE OF CONTENTS

Portland Metro Area	1-3
Portland Metro/Clark County	4-5
Clark County, WA	6-7
Lane County, OR	8-9
Douglas & Coos Co., OR	10-11

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	2.8
October	4.5	3.5	2.7
November	4.8	4.2	2.9
December	4.1	3.7	2.4

Residential Market Highlights

Metro Portland, Oregon		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
2004	December	2,300	2,014	2,568	254,900	210,000	59
	Year-to-Date	45,807	34,313	33,075	246,000	204,500	56
2003	December	2,187	1,698	2,167	230,100	189,800	68
	Year-to-Date	47,162	31,687	31,013	222,500	187,000	63

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Metro Portland & Adjacent Regions, Oregon

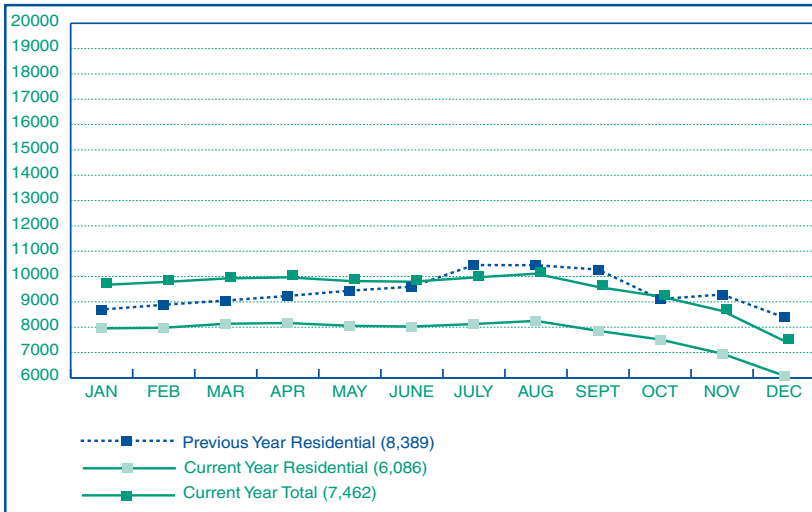
		RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY			
		Current Month								Year-To-Date							Appreciation ³		Year-To-Date		Year-To-Date		Year-To-Date	
		Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2004 v. 2003 ²	Closed Sales	Average Sale Price	Average Market 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	
141	North Portland	216	98	71	86	-1.1%	132	184,500	51	2,009	1,469	15.8%	1,451	176,400	165,000	11.2%	7	374,000	34	65,800	59	291,400		
142	Northeast Portland	544	237	173	185	1.6%	237	240,800	43	5,041	3,615	14.7%	3,500	226,600	198,400	8.7%	40	304,100	40	114,400	198	305,300		
143	Southeast Portland	719	321	232	289	27.9%	304	214,100	44	6,039	4,261	7.9%	4,131	201,500	175,000	9.5%	56	385,300	106	127,100	298	334,800		
144	Gresham/ Troutdale	539	173	110	144	45.5%	204	216,500	60	3,392	2,462	17.6%	2,339	203,300	185,000	8.8%	16	366,900	80	316,000	115	310,700		
145	Milwaukie/ Clackamas	469	173	81	134	7.2%	202	253,600	61	3,208	2,403	12.4%	2,343	250,600	214,900	16.1%	9	253,200	103	283,200	48	262,900		
146	Oregon City/ Canby	278	103	58	90	11.1%	107	256,300	74	2,126	1,618	11.7%	1,587	237,600	215,000	8.9%	14	566,900	115	179,000	50	507,800		
147	Lake Oswego/West Linn	384	92	68	85	30.8%	131	390,800	57	2,579	1,864	1.6%	1,810	397,000	333,000	14.8%	5	481,400	52	246,500	15	462,700		
148	West Portland	664	221	163	209	29.8%	235	384,100	70	4,617	3,301	23.5%	3,177	359,400	289,900	9.3%	13	399,000	103	150,100	54	464,800		
149	Northwest Washington County	207	59	61	91	93.6%	108	315,300	65	1,815	1,474	13.7%	1,444	322,500	285,900	9.7%	5	194,000	41	216,200	10	280,400		
150	Beaverton/Aloha	560	273	159	232	50.6%	290	225,600	56	4,514	3,531	15.6%	3,332	216,500	191,000	8.3%	13	327,500	30	281,100	81	292,900		
151	Tigard/Wilsonville	435	144	130	148	0.7%	233	270,900	47	3,766	3,029	5.6%	2,959	263,700	240,000	7.8%	6	507,800	54	251,700	34	254,800		
152	Hillsboro/ Forest Grove	358	198	82	152	17.8%	189	228,000	71	3,060	2,532	18.4%	2,434	208,000	189,000	5.5%	24	226,800	57	208,300	56	221,800		
153	Mt. Hood: Govt. Camp/Wemme	53	21	5	28	366.7%	24	199,800	93	409	349	45.4%	253	174,400	162,300	7.4%	0	N/A	52	81,700	1	130,000		
155	Columbia County	258	75	44	54	31.7%	76	173,100	85	1,276	995	24.7%	959	172,400	159,900	8.2%	14	200,000	111	98,700	15	149,900		
156	Yamhill County	402	112	75	87	40.3%	96	209,000	78	1,956	1,410	11.4%	1,356	199,400	167,000	12.3%	26	323,200	152	149,400	39	228,900		
170-210	Marion/ Polk Counties	340	86	52	69	11.3%	63	189,300	88	1,526	1,021	25.0%	967	174,200	154,000	1.9%	16	271,600	69	102,800	24	311,400		
180-200	North Coastal Counties	226	40	82	38	58.3%	33	222,200	118	919	727	11.5%	699	246,100	185,000	14.6%	15	286,200	244	95,900	26	165,400		
200-250	Columbia Gorge	100	15	29	5	N/A	8	170,200	79	307	153	N/A	141	160,100	141,000	3.6%	8	148,800	46	70,800	5	259,100		

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 December 2004 with December 2003. The Year-To-Date section compares year-to-date statistics from December 2004 with year-to-date statistics from December 2003.

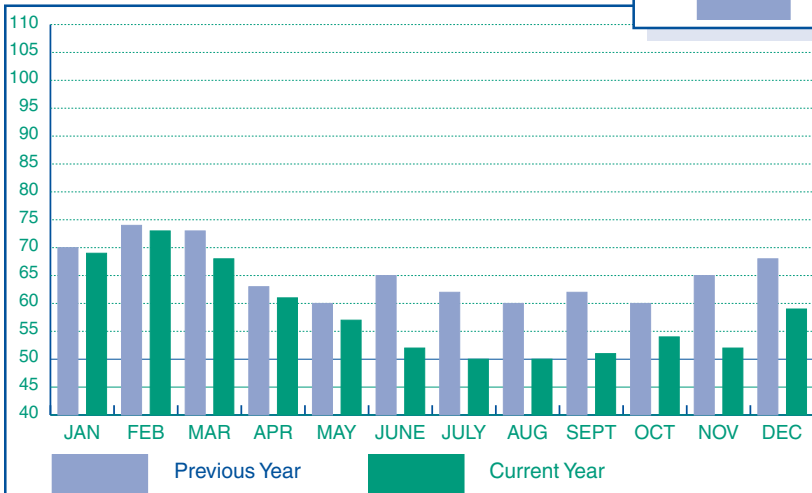
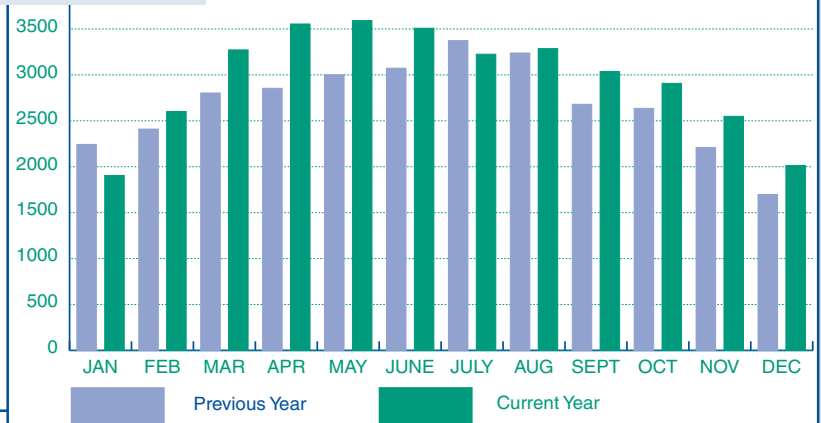
³ Appreciation percents based on a comparison of average price for the last 12 months (1/1/04-12/31/04) with 12 months before (1/1/03-12/31/03).

Market Action



PENDING SALES Metro Portland, Oregon

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

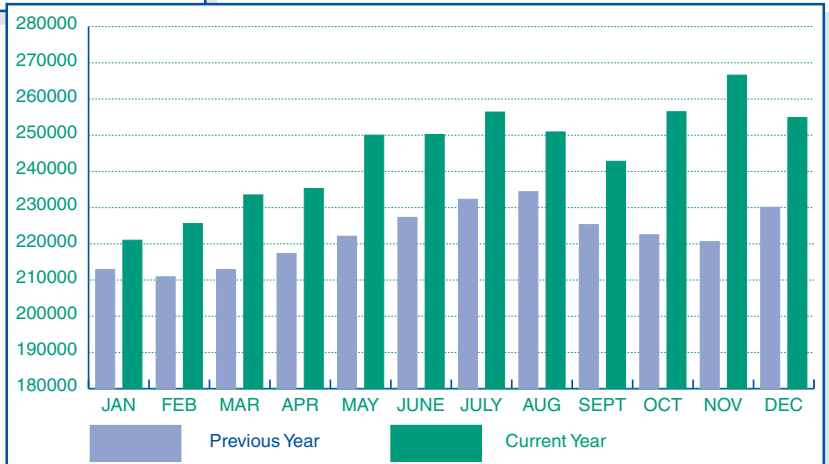


DAYS ON MARKET Metro Portland, Oregon

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.

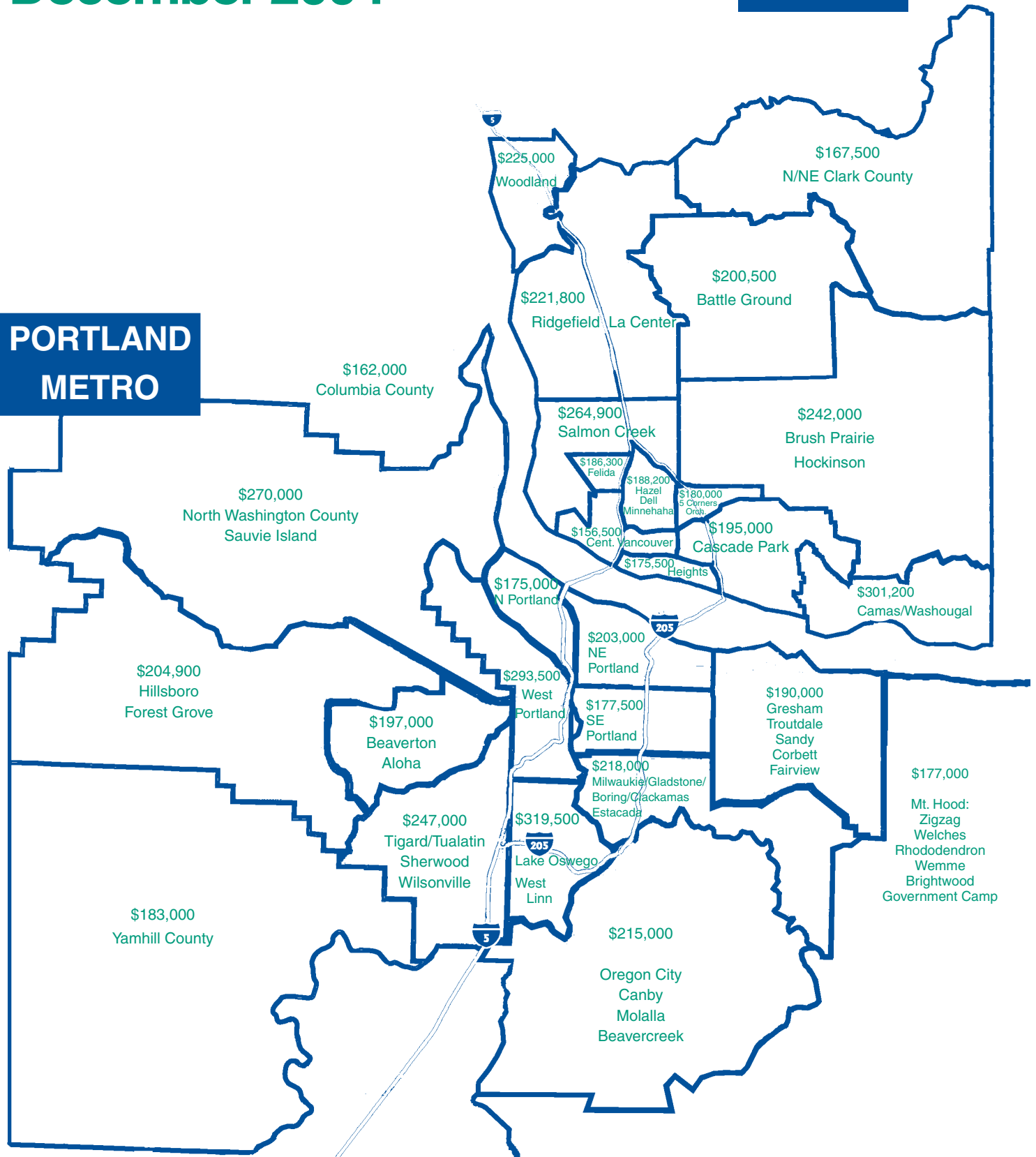


MEDIAN SALE PRICE

December 2004

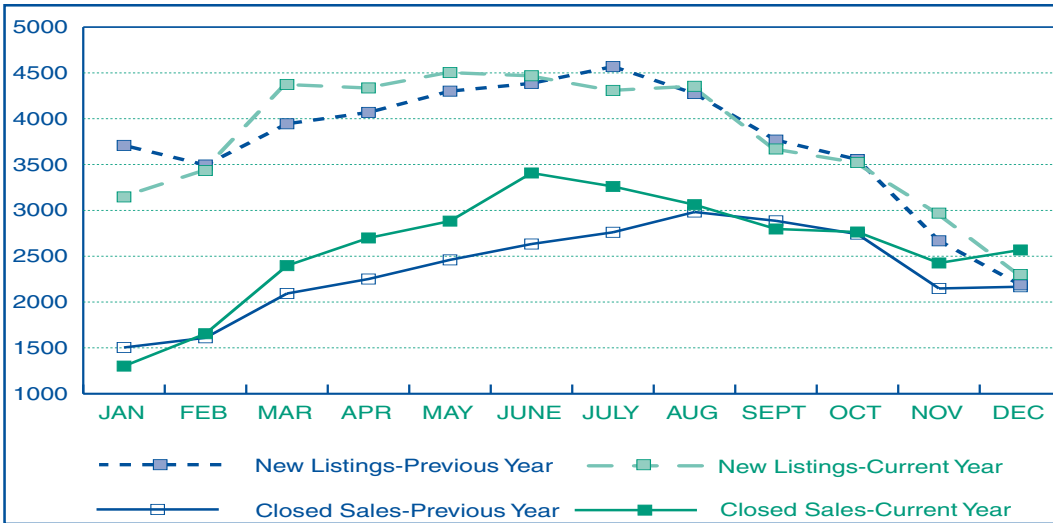
**CLARK
COUNTY**

**PORTLAND
METRO**



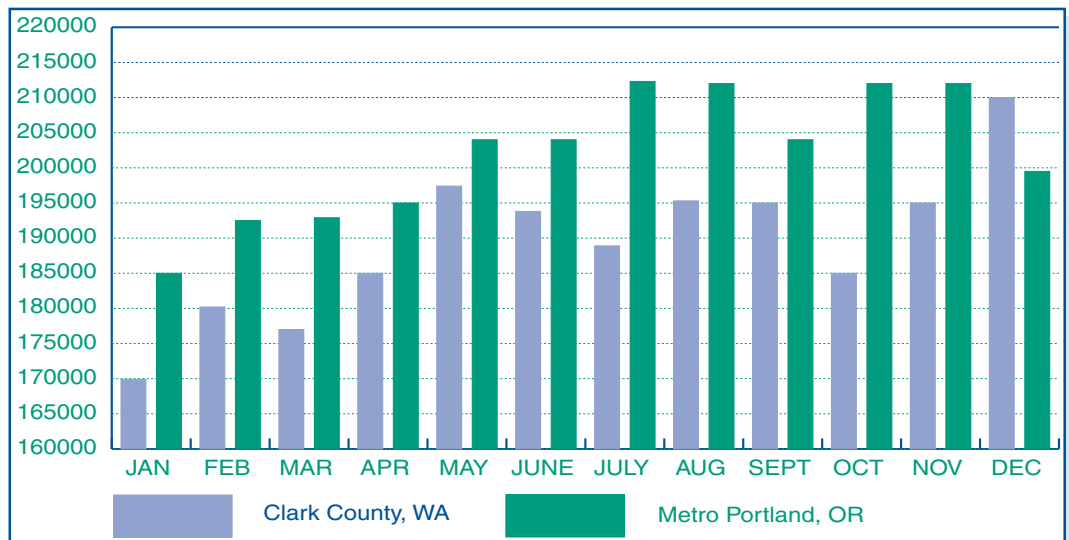
PORTLAND, OR NEW LISTINGS & CLOSED SALES

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



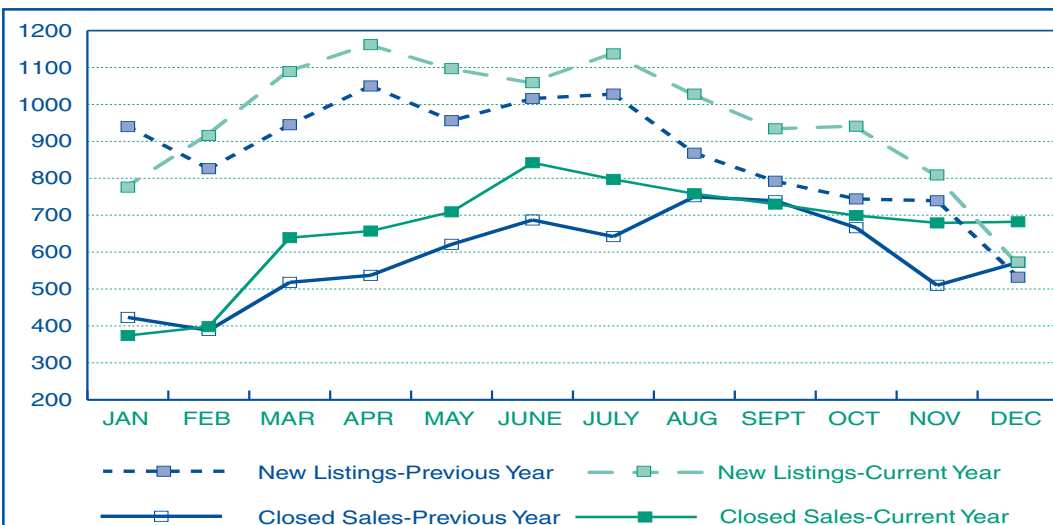
PORTLAND, OR & CLARK COUNTY, WA MEDIAN SALE PRICE

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

December 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	December	573	508	682	227,200	199,500	53
	Year-to-Date	11,444	8,819	8,474	224,000	189,000	53
2003	December	532	434	572	204,600	175,000	65
	Year-to-Date	10,614	7,996	7,673	196,700	170,000	67

December Residential Highlights

December of 2004 fared well with an overall rise in market activity when compared with December 2003. The month ended with 19.2% more closed sales than the same month in 2003. Pending sales and new listings also increased by 17.1% and 7.7% respectively. For more information please see the above table.

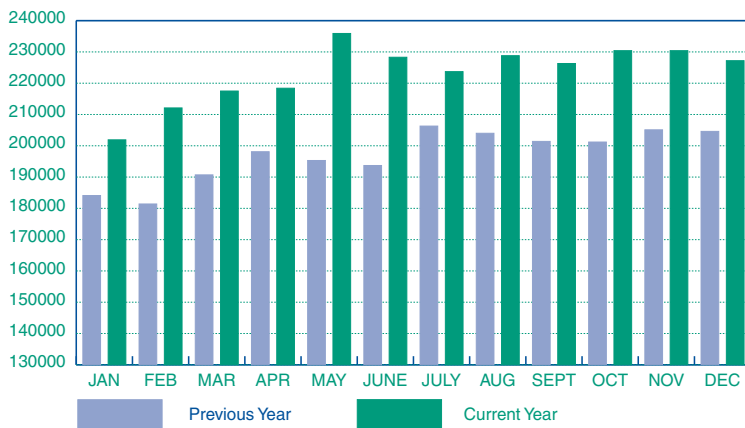
A Summary of 2004

Clark County is still on the rise. Following and astronomical year of growth in 2003, market action in this county is still increasing. The number of closed sales in 2004 rose 10.4% compared with the previous year. But it didn't stop there. Pending sales also rose 10.3% from 2003's year end and the number of new listings increased by 7.8%. The average sale price also continued to climb by 13.9% (\$224,000 v. 196,700) and median sale price appreciated 11.7% (\$189,000 v. \$170,000.) All of this activity resulted in \$1.9 billion in dollar volume--a 27% increase over 2003's \$1.5 billion.

Inventory in Months (Active Listings / Closed Sales)

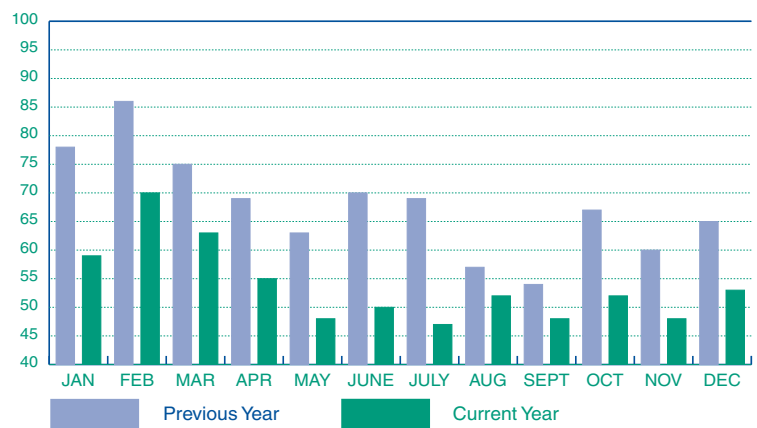
	2002	2003	2004
January	9.0	5.8	5.2
February	7.6	6.1	4.7
March	6.7	4.5	2.9
April	5.6	4.4	2.9
May	5.5	3.6	2.7
June	6.2	3.1	2.3
July	5.3	3.3	2.5
August	5.2	2.8	2.6
September	6.0	2.7	2.6
October	4.8	2.8	2.6
November	5.3	4.0	2.7
December	4.3	3.2	2.5

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).

Market Action

AREA REPORT • 12/2004

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	29	12	7	14	75.0%	42	191,200	52	324	280	14.3%	272	179,800	156,500	14.7%	4	214,000	4	34,500	27	189,500	
12	NW Heights	39	26	7	12	-40.0%	19	128,200	36	346	288	20.0%	276	137,700	132,000	19.2%	5	147,500	11	119,300	64	188,300	
13	SW Heights	28	12	5	4	-20.0%	9	215,000	53	130	96	-23.2%	96	269,300	183,500	33.0%	1	330,000	7	183,100	9	258,500	
14	Lincoln/Hazel Dell	26	9	3	11	-31.3%	14	193,300	56	197	154	-13.5%	153	174,600	174,000	11.6%	1	150,000	4	62,500	3	278,000	
15	E Hazel Dell	47	24	9	21	23.5%	23	168,000	55	431	365	13.0%	340	172,100	166,900	14.5%	3	127,300	14	251,000	9	325,400	
20	NE Heights	39	21	7	16	6.7%	22	175,400	37	362	310	49.0%	303	174,000	161,900	15.0%	1	269,900	5	865,500	9	345,800	
21	Orchards	49	22	5	35	84.2%	42	193,400	43	507	430	15.3%	419	178,000	166,100	12.1%	3	231,500	7	278,700	2	250,000	
22	Evergreen	95	52	20	47	0.0%	57	200,900	40	1,017	847	7.2%	814	188,800	165,000	17.3%	2	41,600	44	123,500	15	229,500	
23	E Heights	36	10	5	12	0.0%	7	300,500	155	236	177	1.1%	172	223,300	162,900	10.8%	1	1,395,000	22	72,300	3	216,000	
24	Cascade Park	33	11	5	10	-33.3%	29	213,300	40	330	294	10.1%	295	246,100	199,900	16.9%	0	N/A	9	194,100	13	224,900	
25	Five Corners	30	25	8	26	44.4%	23	187,400	42	407	323	-10.8%	317	173,300	165,100	12.2%	3	486,300	4	379,500	1	260,000	
26	E Orchards	43	17	9	10	-44.4%	25	237,900	40	480	407	34.3%	394	228,700	210,900	6.9%	0	N/A	2	120,100	2	284,300	
27	Fisher's Landing	44	24	7	29	45.0%	37	242,100	31	536	467	8.4%	458	238,200	224,000	15.3%	0	N/A	22	304,500	2	215,600	
31	SE County	20	2	3	2	0.0%	5	328,600	60	101	63	-8.7%	59	294,500	256,000	15.6%	0	N/A	47	176,200	0	N/A	
32	Camas City	139	45	23	34	17.2%	37	377,900	100	757	565	-7.1%	570	321,800	289,500	17.8%	5	142,400	95	153,300	8	208,900	
33	Washougal	128	21	15	18	28.6%	27	269,000	90	547	379	16.6%	361	244,200	235,000	15.7%	4	178,500	85	131,300	12	185,500	
41	N Hazel Dell	65	19	12	18	-18.2%	24	194,600	39	392	309	-18.3%	306	228,600	206,800	9.8%	0	N/A	11	121,700	1	760,000	
42	S Salmon Creek	71	43	14	29	190.0%	32	211,400	38	521	358	39.3%	314	215,300	203,000	17.9%	2	240,000	10	112,500	1	189,000	
43	N Felida	72	16	10	25	56.3%	33	281,000	69	448	373	-13.7%	367	272,000	256,000	16.1%	1	1,735,000	14	263,400	2	204,500	
44	N Salmon Creek	85	26	11	20	0.0%	28	299,500	40	437	363	30.1%	339	232,900	205,000	1.5%	3	419,000	5	671,600	0	N/A	
50	Ridgefield	19	8	4	4	-69.2%	14	224,000	8	268	179	297.8%	156	212,500	194,700	8.4%	2	137,800	5	152,500	0	N/A	
51	W of I-5 County	19	3	3	4	33.3%	2	402,500	160	91	66	53.5%	65	439,000	385,000	50.1%	0	N/A	22	212,800	0	N/A	
52	NW E of I-5 County	54	12	12	10	42.9%	6	260,400	48	167	96	4.3%	87	311,200	285,000	17.6%	1	225,000	49	162,200	0	N/A	
61	Battleground	82	34	7	23	0.0%	47	208,300	47	607	477	-14.7%	479	209,800	185,000	17.7%	6	248,800	23	153,500	2	217,700	
62	Brush Prairie	81	18	12	20	25.0%	16	298,700	57	482	371	13.8%	358	304,600	274,200	13.1%	2	409,300	47	156,900	0	N/A	
63	East County	2	0	2	0	N/A	1	217,000	13	10	9	50.0%	9	307,700	279,900	41.8%	0	N/A	1	140,100	0	N/A	
64	Central County	13	4	2	0	-100.0%	2	309,400	72	66	41	13.9%	40	280,700	269,500	6.0%	0	N/A	15	127,700	0	N/A	
65	Mid-Central County	21	3	3	3	50.0%	6	287,400	82	107	79	54.9%	73	285,500	284,000	16.2%	0	N/A	32	142,600	0	N/A	
66	Yacolt	23	4	3	4	33.3%	6	183,900	61	87	56	3.7%	49	234,900	205,000	9.2%	0	N/A	12	112,900	0	N/A	
70	La Center	32	9	3	5	25.0%	4	305,400	151	116	77	0.0%	75	260,300	268,600	33.6%	0	N/A	14	76,500	0	N/A	
71	N Central	18	5	6	3	200.0%	3	149,900	25	67	40	-18.4%	39	223,100	210,000	2.5%	0	N/A	14	113,300	1	206,000	
72	NE Corner	13	2	3	3	0.0%	5	166,400	43	83	61	10.9%	53	174,100	163,000	18.7%	0	N/A	9	80,900	0	N/A	
80	Woodland City	18	6	2	7	250.0%	4	199,100	92	135	63	26.0%	55	173,500	145,000	25.1%	4	110,700	4	203,200	0	N/A	
81	Woodland Area	48	7	3	7	250.0%	5	264,800	56	138	76	28.8%	67	270,800	218,000	41.3%	0	N/A	26	105,900	2	295,000	
82	Cowlitz County	135	21	17	22	100.0%	26	181,100	74	514	280	122.2%	244	171,900	145,500	2.0%	4	307,900	90	71,100	12	192,200	

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

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



Lane County



RESIDENTIAL REVIEW: Lane County, Oregon

December 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	December	276	305	369	197,200	169,900	61
	Year-to-Date	6,342	5,147	5,054	186,500	161,500	53
2003	December	264	234	362	170,600	151,000	63
	Year-to-Date	6,128	4,592	4,564	168,800	149,000	65

December Residential Highlights

Upon year's end it appears that Lane County citizens were happy to buy and sell houses with accepted offers sky rocketing to 30.3% above 2003's numbers. New listings also jumped 4.5% from December 2003. Even closed sales managed to stay in the pool with a noticeable 1.9% increase from the previous year. At the current rate of sales it would take a little over two months to sell the current listings.

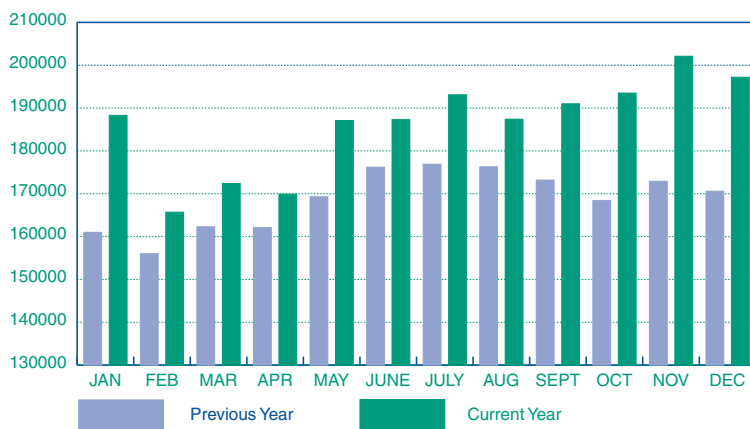
A Summary of 2004

As shown in the Year-to-Date rows of the table above, 2004 brought 12.1% more accepted offers to Lane County when compared to the same time in 2003. The county also saw closed sales rise 10.7% and the number of new listings grew 3.5%. Average sale price rose 10.5% during the year (\$186,500 v. \$168,800) and median sale price rose 8.4% (\$161,500 v. \$149,000). Together the market measures account for an incredible 22% increase in dollar volume (\$940 million v. \$770 million.)

Inventory in Months (Active Listings / Closed Sales)

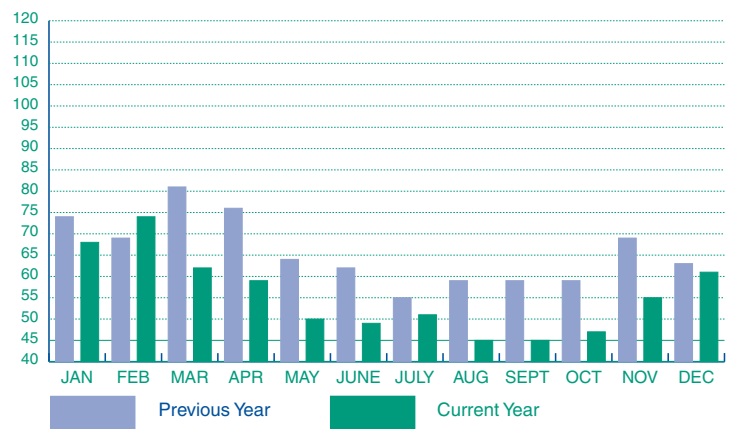
	2002	2003	2004
January	7.5	5.5	4.9
February	7.1	5.3	3.8
March	5.5	4.0	2.6
April	5.9	4.2	2.6
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June	4.8	3.6	2.0
July	4.7	3.4	2.2
August	4.3	3.1	2.2
September	4.3	3.4	2.6
October	3.9	3.0	2.8
November	4.3	3.8	2.5
December	4.0	2.8	2.2

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

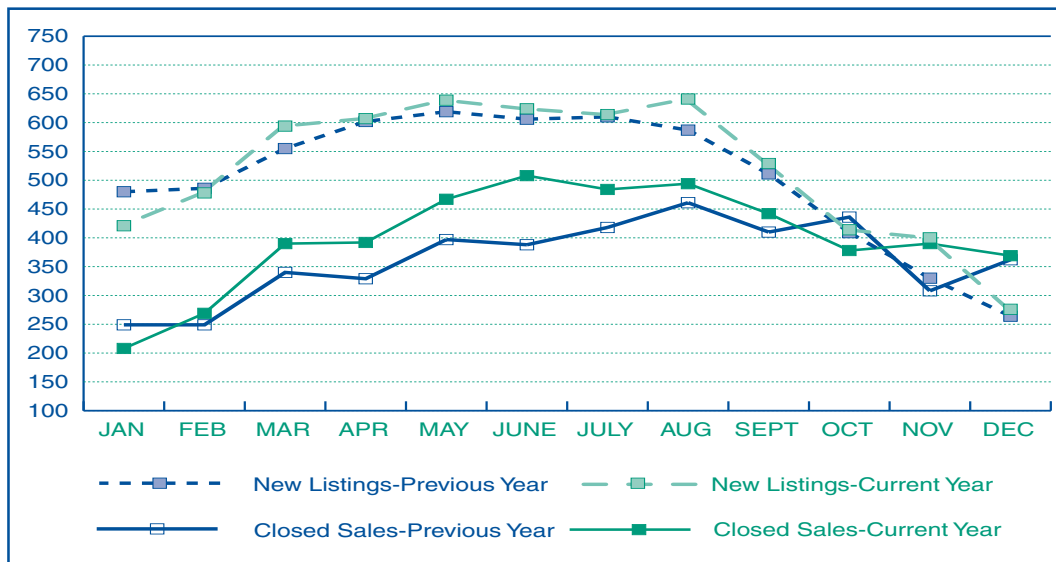
AREA REPORT • 12/2004 • Lane County, Oregon

		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	
222	Hayden Bridge	16	10	1	10	0.0%	6	216,000	40	160	140	-18.1%	137	185,100	165,000	19.7%	2	779,000	0	N/A	10	233,300	
233	McKenzie Valley	34	3	9	6	0.0%	5	462,400	94	158	114	12.9%	109	271,800	221,400	12.0%	4	137,300	22	120,700	3	176,200	
234	Pleasant Hill/Oak	81	16	13	13	44.4%	11	155,700	158	330	233	28.0%	232	166,500	125,000	5.0%	5	152,200	26	70,000	8	159,500	
235	Cottage Grove/ Creswell/Dorena	106	39	29	28	33.3%	41	157,200	56	638	507	31.7%	504	162,000	142,900	6.0%	4	263,800	79	84,100	11	169,400	
236	Veneta/Elmira	52	15	16	14	16.7%	22	244,400	85	288	207	20.3%	206	194,100	162,500	16.2%	1	60,000	22	112,800	3	148,300	
237	Junction City	44	13	14	13	116.7%	15	239,000	129	276	221	27.0%	211	196,800	161,000	30.4%	4	511,000	17	128,300	3	219,000	
238	Florence	9	1	2	1	0.0%	0	N/A	N/A	29	18	20.0%	17	155,600	128,000	29.8%	2	405,800	3	106,700	2	269,800	
239	Thurston	44	24	9	21	-8.7%	15	148,600	59	404	345	-6.8%	344	155,600	150,000	9.7%	3	251,700	7	85,800	28	188,200	
240	Coburg I-5	11	1	3	4	0.0%	9	282,200	156	95	77	20.3%	78	219,500	167,500	16.8%	0	N/A	41	63,200	1	199,000	
241	N Gilham	32	13	4	7	40.0%	8	212,300	61	184	141	5.2%	137	220,800	196,500	-1.6%	0	N/A	2	64,500	4	212,300	
242	Ferry Street Bridge	46	11	7	21	16.7%	23	260,200	64	428	353	0.6%	340	233,300	193,300	14.6%	1	40,000	0	N/A	6	250,900	
243	E Eugene	47	11	15	20	42.9%	25	212,900	29	485	397	15.4%	394	229,300	217,800	4.6%	1	695,000	58	114,700	27	296,100	
244	SW Eugene	90	30	19	33	26.9%	38	246,600	57	676	533	4.9%	532	241,200	210,000	12.2%	0	N/A	47	122,100	11	241,800	
245	W Eugene	13	8	6	9	28.6%	16	174,200	50	204	174	13.0%	171	159,500	139,900	16.9%	6	621,500	4	94,300	23	219,200	
246	Danebo	57	31	5	35	9.4%	49	149,300	39	648	561	18.6%	561	145,200	146,000	14.6%	3	196,700	16	75,400	22	182,800	
247	River Road	14	3	5	6	-25.0%	14	174,800	37	222	196	14.0%	194	162,200	156,000	12.6%	2	169,500	4	75,700	17	204,800	
248	Santa Clara	39	14	7	28	100.0%	30	199,200	47	442	370	-4.1%	353	192,700	182,000	9.5%	0	N/A	18	85,400	14	203,600	
249	Springfield	60	30	10	31	82.4%	35	144,700	50	585	499	28.6%	479	129,100	124,900	9.8%	5	224,000	8	71,300	36	213,600	
250	Mohawk Valley	20	3	4	5	400.0%	7	184,900	43	90	61	27.1%	55	262,100	255,000	27.9%	0	N/A	7	172,900	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 December 2004 with December 2003. The Year-To-Date section compares year-to-date statistics from December 2004 with year-to-date statistics from December 2003.

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



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

December 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	December	117	96	139	170,100	130,000	77
	Year-to-Date	2,065	1,720	1,656	159,900	138,000	91
2003	December	92	81	103	132,700	119,500	95
	Year-to-Date	2,045	1,336	1,323	139,300	120,000	101

Coos County, Oregon		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
2004	December	53	65	76	171,800	130,000	77
	Year-to-Date	1,269	1,068	1,020	151,800	130,000	83
2003	December	54	56	85	133,100	105,000	110
	Year-to-Date	1,113	891	871	124,300	109,000	115

Douglas County December Residential Highlights

In the table above you'll notice an increase in December 2004's market activity when compared with that of 2003. Most noticeable is the 35% increase in closed sales, followed by a 27.2% increase in new listings. Even pending sales were up 18.5%.

A Summary of 2004

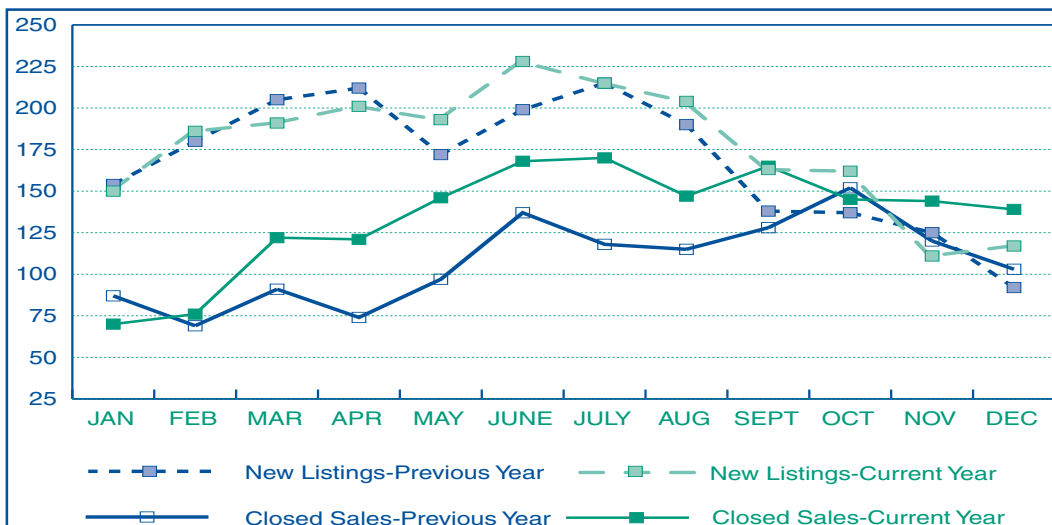
For the year, Douglas County generated 28.7% more accepted offers as well as a 25.2% increase in closed sales. The number of new listings rose 1%. Annual dollar volume reached \$265 million.

Coos County December Residential Highlights

December in Coos County saw a mixture of market activity compared to December 2003. While pending sales rose 16.1%, closed sales and new listings dropped 10.6% and 1.9% respectively (see table above.)

A Summary of 2004

Despite December's mixed activity, Coos County's year end numbers were on the rise. Compared with 2003 pending sales were 19.9% more common. Closed sales were also up 17.1% and new listings grew 14.0%. The dollar volume for the year was \$155 million.



DOUGLAS COUNTY NEW LISTINGS & CLOSED SALES

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

Market Action

AREA REPORT • 12/2004

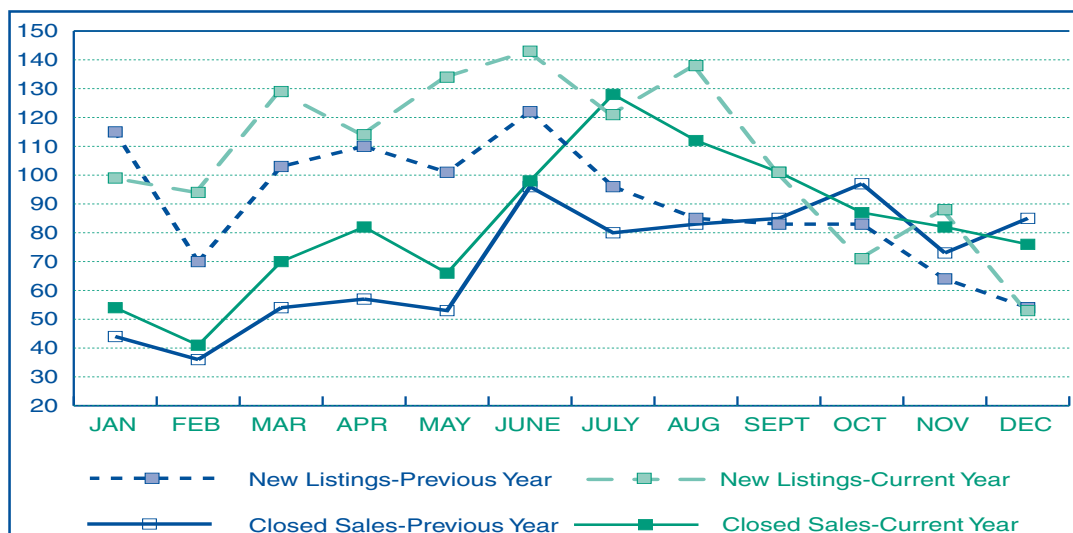
Douglas & Coos Counties, Oregon

		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	32	9	5	4	-63.6%	12	111,200	50	215	191	21.7%	195	132,600	114,500	5.9%	7	403,100	39	89,900	9	149,700
252	NW Roseburg	30	11	7	8	100.0%	17	273,700	64	231	206	32.1%	202	229,400	206,500	20.7%	4	454,400	61	91,100	0	N/A
253	SE Roseburg	17	13	3	10	150.0%	9	145,000	21	137	112	20.4%	98	144,100	138,500	23.4%	7	223,600	18	87,300	13	119,300
254	SW Roseburg	26	11	5	14	133.3%	12	234,600	59	169	136	9.7%	131	233,500	182,500	35.5%	3	188,300	25	10,000	1	400,000
255	Glide & E of Roseburg	23	9	5	3	50.0%	4	345,400	89	96	83	22.1%	76	185,600	156,500	11.2%	1	579,900	54	91,200	0	N/A
256	Sutherlin/ Oakland Area	40	13	11	13	0.0%	18	145,900	67	263	224	25.8%	218	152,900	140,000	15.0%	6	132,500	34	87,100	7	225,500
257	Winston & SW of Roseburg	28	10	7	11	-26.7%	12	166,900	60	213	180	56.5%	172	151,200	133,700	21.1%	8	192,900	52	75,100	7	152,900
258	Myrtle Creek & S/SE of Roseburg	69	20	14	14	0.0%	21	144,100	108	357	282	23.7%	269	124,300	116,000	1.9%	14	192,100	57	59,300	9	135,800
259	Green District	31	9	5	7	-30.0%	13	153,800	67	179	161	23.8%	165	133,400	128,000	21.8%	3	192,500	18	73,700	10	184,300
260	North Douglas County	57	12	12	12	500.0%	21	119,200	125	205	145	66.7%	130	145,700	127,500	4.3%	7	248,400	20	68,600	1	340,000
	Douglas County Totals	353	117	74	96	18.5%	139	170,100	77	2,065	1,720	28.7%	1,656	159,900	138,000	15.0%	60	244,900	378	82,700	57	164,000
260	Coos County	209	53	30	65	16.1%	76	171,800	77	1,269	1,068	19.9%	1,020	151,800	130,000	22.4%	47	300,800	240	98,000	43	185,400

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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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(541) 673-3571
Fax: (541) 673-6581

Southwest Washington

1514 Broadway, Suite 101
PO Box 61776
Vancouver, WA 98666
(360) 696-0718
Fax: (360) 696-9342

Lane County

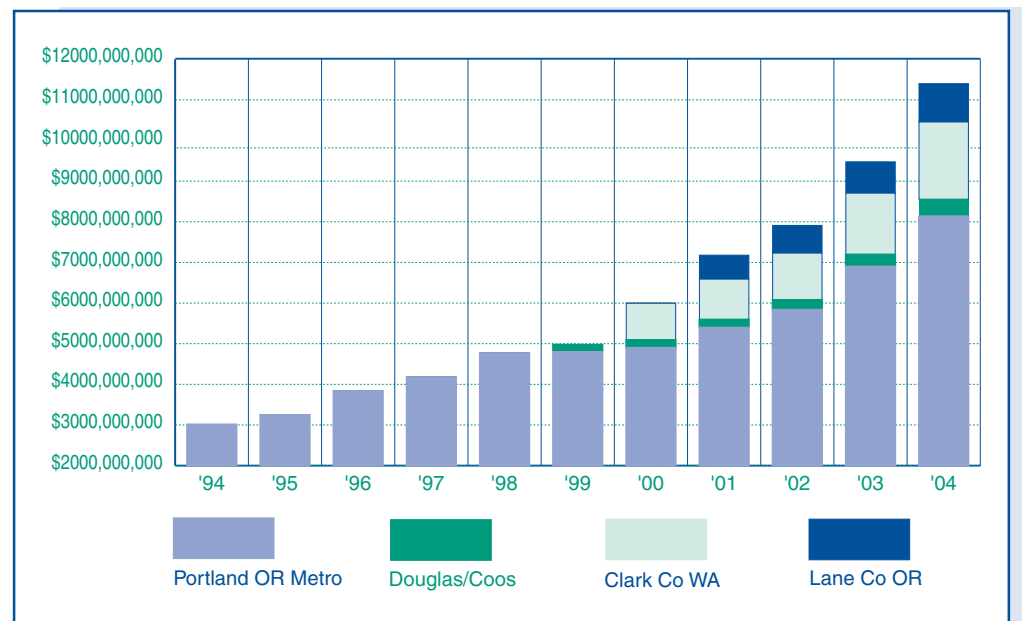
2139 Centennial Plaza
Eugene, OR 97401
(541) 686-2885
Fax: (541) 484-3854

The statistics presented in Market Action are compiled monthly based on figures generated by RMLS™. Statistics reflect reported activity for the greater Portland, Oregon metropolitan area, to include Multnomah, Washington, Clackamas, Yamhill, & Columbia counties; Lane, Douglas, & Coos Counties in Oregon; portions of other Oregon Counties; and Clark County, Washington.

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