

MARKET ACTION

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

RESIDENTIAL REVIEW: Metro Portland, Oregon

January 2004 Reporting Period

January Residential Highlights

The ice and snow that hit the Portland metro area during January 2004 took days to thaw, and so did the residential real estate market. By January's end, new listings reached a total that was 15.2% below January 2003 (see table below). Similarly, pending sales were down by 15.1%, and closed sales fell by 13.5%.

Affordability

The area's affordability measure in December of 2003 was 152 (see graph on back page). The NAR-formulated measure indicates that a family making the median annual income (\$65,800 per HUD) made 52% more than necessary to afford a median-priced home (\$190,900) with a 20% down payment and a 30-year, 5.88% (per Freddie Mac), fixed-rate mortgage.

Average Price by County, 2003

	Average Sale Price	Change 2002-03
Clackamas	\$257,300	5.5%
Columbia	\$159,900	4.5%
Multnomah	\$214,700	6.3%
Washington	\$225,600	5.0%
Yamhill	\$180,500	4.2%

New Construction in 2003

In 2003, 4,177 properties were listed as proposed, under construction, or new construction—up 3.4% from 2002 (4,041). Their average sale price rose 5.7% (\$249,600 v. \$236,100) while median sale price rose 5.0% (\$198,800 v. \$189,400).

Statistical Adjustments

Portland metro statistics no longer include adjacent regions outside of the counties listed above. Historical statistics used for comparison have been adjusted to compensate.

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Available Inventory in Months

	2002	2003	2004
January	6.1	5.8	6.1
February	5.8	5.5	
March	4.6	4.3	
April	4.5	4.1	
May	3.9	3.8	
June	4.1	3.6	
July	4.5	3.6	
August	4.3	3.3	
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	January	3,147	1,905	1,301	221,000	185,000	69
	Year to Date	3,147	1,905	1,301	221,000	185,000	69
2003	January	3,709	2,243	1,504	212,900	177,500	70
	Year to Date	3,709	2,243	1,504	212,900	177,500	70

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Metro Portland & Adjacent Regions, Oregon

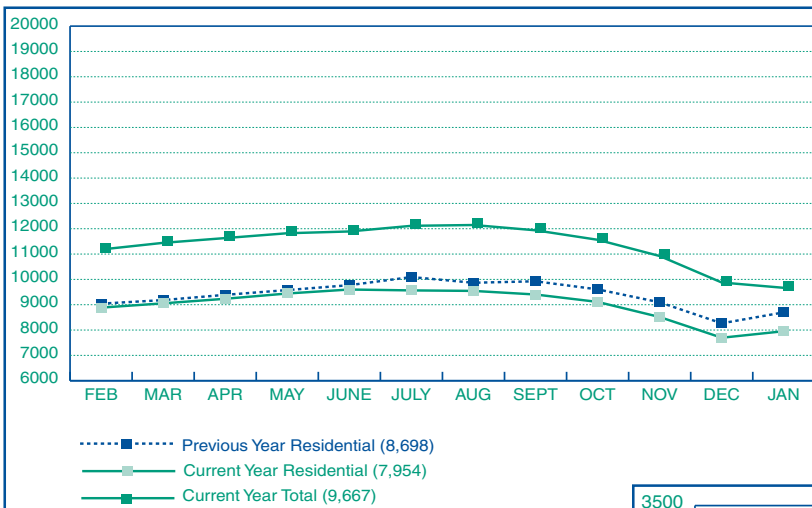
		RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY			
		Current Month								Year-To-Date							Appreciation³		Year-To-Date		Year-To-Date		Year-To-Date	
		Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2004 v. 2003²	Closed Sales	Average Sale Price	Average Market 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	
141	North Portland	250	152	64	94	10.6%	66	156,500	49	152	94	10.6%	66	156,500	151,400	8.5%	0	N/A	4	45,900	1	180,000		
142	Northeast Portland	721	345	144	221	3.8%	149	192,400	55	345	221	3.8%	149	192,400	175,000	7.8%	1	206,000	1	255,000	8	270,100		
143	Southeast Portland	845	407	166	230	-27.7%	174	178,100	57	407	230	-27.7%	174	178,100	158,000	7.7%	2	246,000	5	89,700	14	345,800		
144	Gresham/ Troutdale	594	227	100	146	-7.0%	75	178,000	56	227	146	-7.0%	75	178,000	174,000	5.1%	1	177,500	4	447,500	3	183,300		
145	Milwaukie/ Clackamas	531	206	109	152	2.7%	114	224,800	68	206	152	2.7%	114	224,800	199,200	6.2%	2	57,500	5	235,700	3	234,700		
146	Oregon City/ Canby	390	134	55	81	-22.9%	76	213,500	74	134	81	-22.9%	76	213,500	193,500	7.7%	1	2,300,000	7	128,300	4	198,500		
147	Lake Oswego/West Linn	507	176	65	97	-31.2%	62	406,600	107	176	97	-31.2%	62	406,600	298,000	4.9%	0	N/A	0	N/A	1	406,000		
148	West Portland	849	286	120	195	-12.6%	107	334,900	71	286	195	-12.6%	107	334,900	300,700	4.4%	1	365,000	8	152,700	0	N/A		
149	Northwest Washington County	307	128	44	70	-19.5%	48	349,100	62	128	70	-19.5%	48	349,100	301,100	5.4%	0	N/A	1	87,500	1	235,000		
150	Beaverton/Aloha	692	303	98	172	-16.9%	129	187,000	65	303	172	-16.9%	129	187,000	165,200	4.2%	0	N/A	1	431,000	1	257,500		
151	Tigard/Wilsonville	622	254	90	178	-11.9%	111	235,800	59	254	178	-11.9%	111	235,800	210,400	5.7%	1	185,000	1	279,900	1	215,000		
152	Hillsboro/ Forest Grove	707	274	88	140	-23.1%	95	180,200	88	274	140	-23.1%	95	180,200	170,400	3.5%	0	N/A	4	222,100	3	213,500		
153	Mt. Hood: Govt. Camp/Wemme	78	14	7	5	-58.3%	11	158,300	118	14	5	-58.3%	11	158,300	138,000	9.6%	0	N/A	6	67,800	0	N/A		
155	Columbia County	408	88	37	48	-26.2%	30	164,200	119	88	48	-26.2%	30	164,200	153,000	2.8%	0	N/A	6	57,100	0	N/A		
156	Yamhill County	453	153	66	76	-22.4%	54	193,000	97	153	76	-22.4%	54	193,000	163,000	6.4%	1	117,500	16	142,700	5	169,500		
170-210 200-270	Marion/ Polk Counties	360	84	65	61	35.6%	38	210,200	92	84	61	35.6%	38	210,200	167,500	8.0%	1	218,000	1	63,900	0	N/A		
	North Coastal Counties	354	62	39	50	56.3%	30	240,100	196	62	50	56.3%	30	240,100	180,000	14.6%	1	840,000	7	88,400	1	105,000		
	Columbia Gorge	60	12	10	4	N/A	2	41,300	171	12	4	N/A	2	41,300	41,300	26.8%	0	N/A	2	45,800	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 January 2004 with January 2003. The Year-To-Date section compares year-to-date statistics from January 2004 with year-to-date statistics from January 2003.

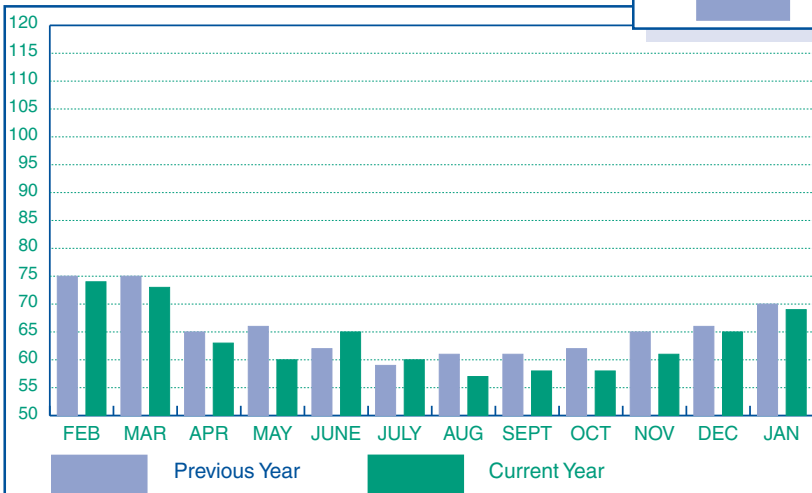
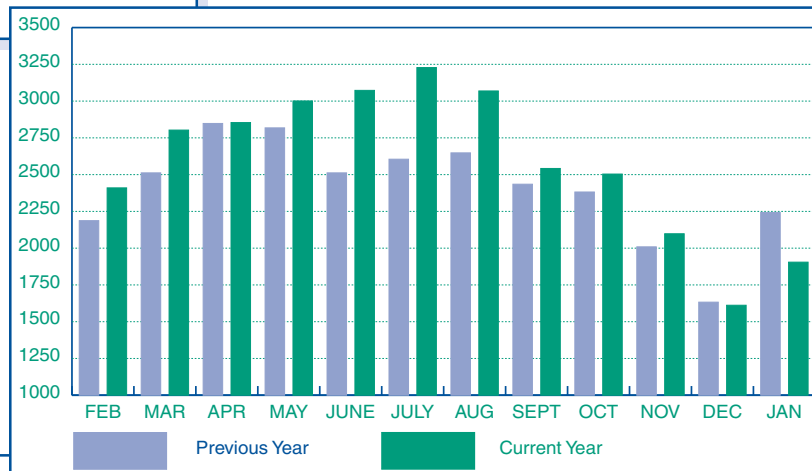
³ Appreciation percents based on a comparison of average price for the last 12 months (2/1/03-1/31/04) with 12 months before (2/1/02-1/31/03).

Market Action



PENDING SALES Metro Portland, Oregon

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

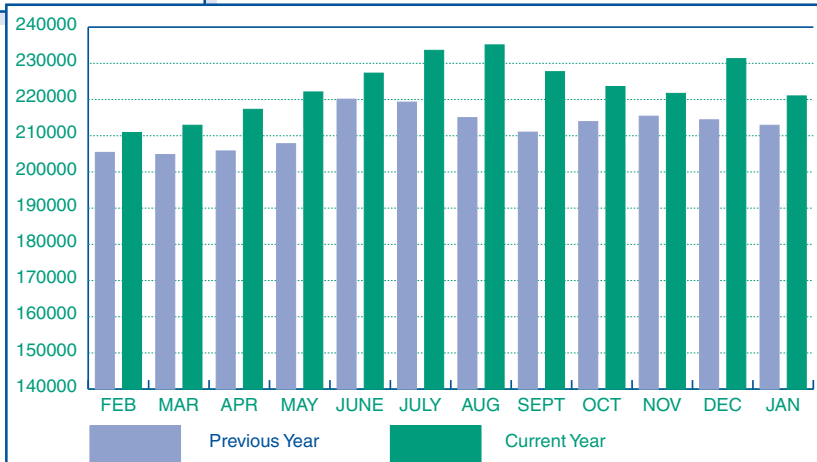


DAYS ON MARKET Metro Portland, Oregon

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.

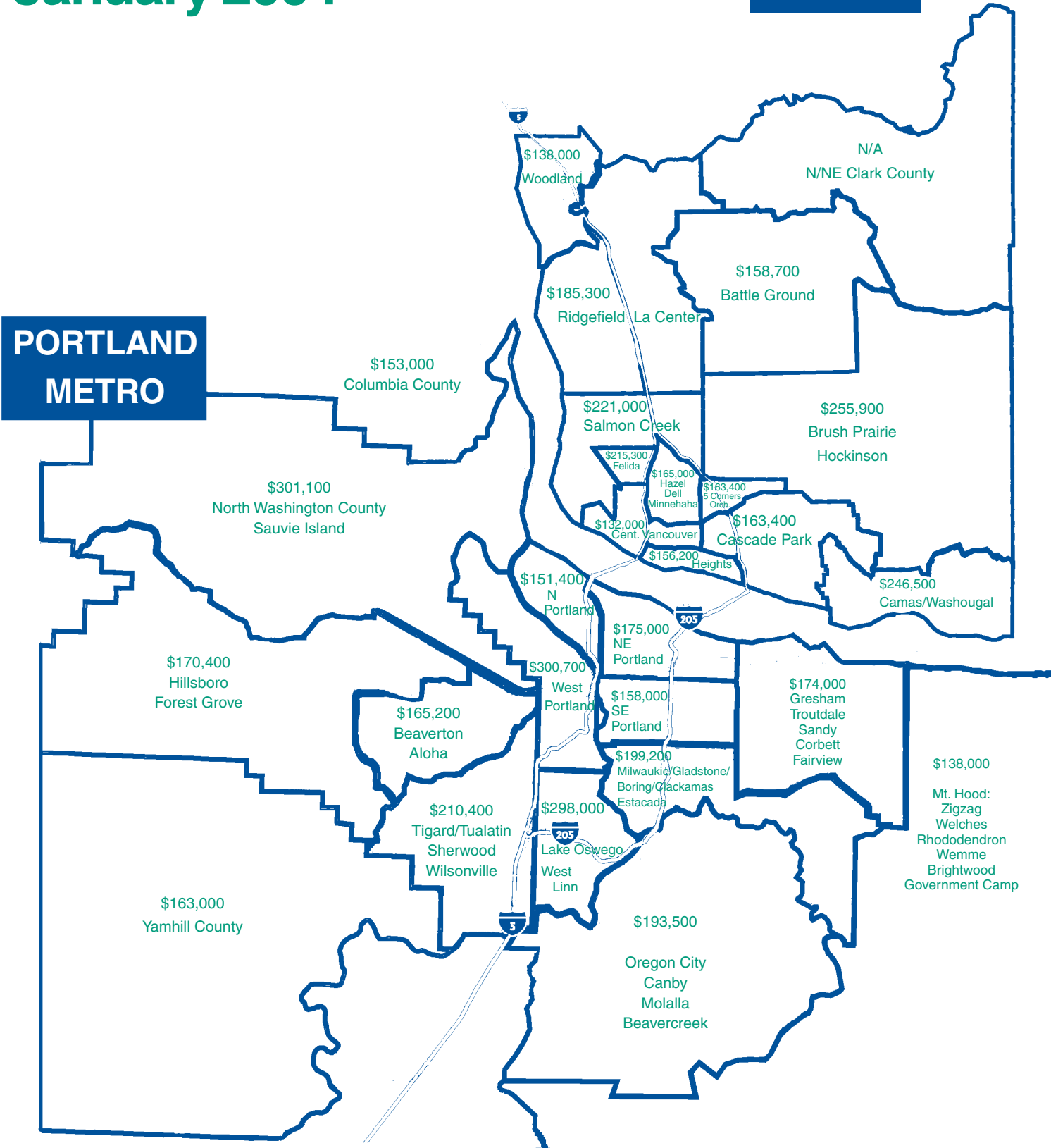


MEDIAN SALE PRICE

January 2004

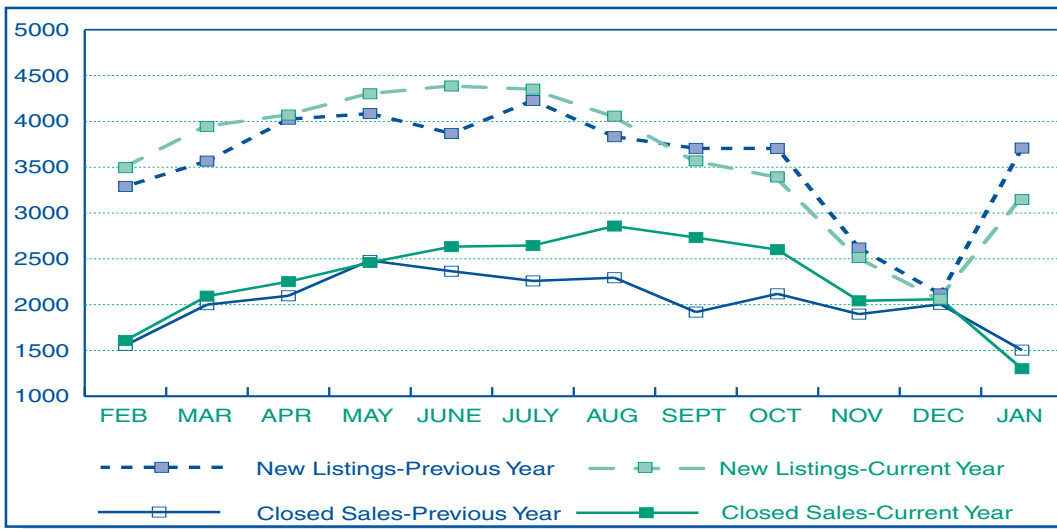
CLARK
COUNTY

PORTLAND
METRO



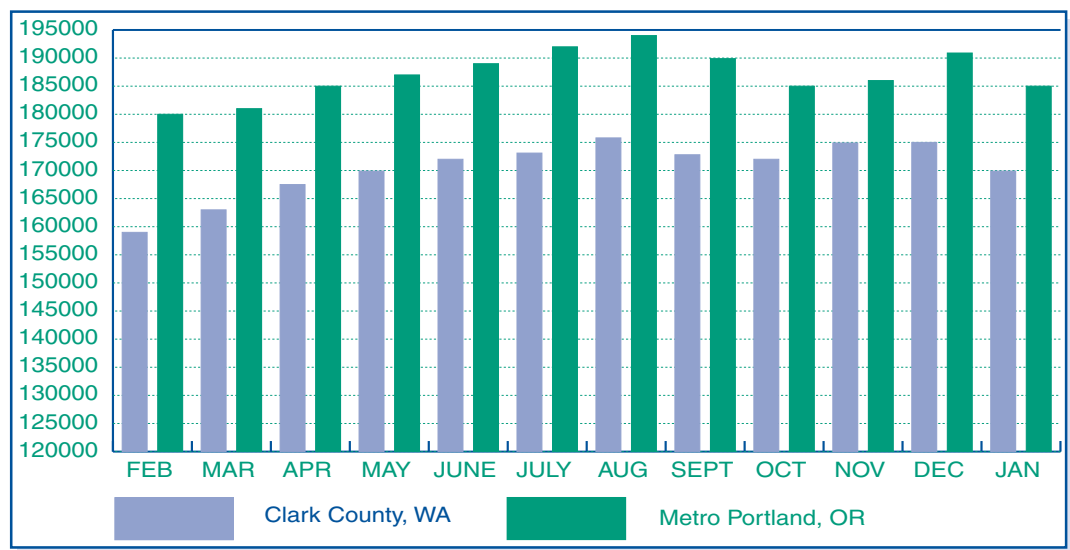
PORTLAND, OR NEW LISTINGS & CLOSED SALES

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



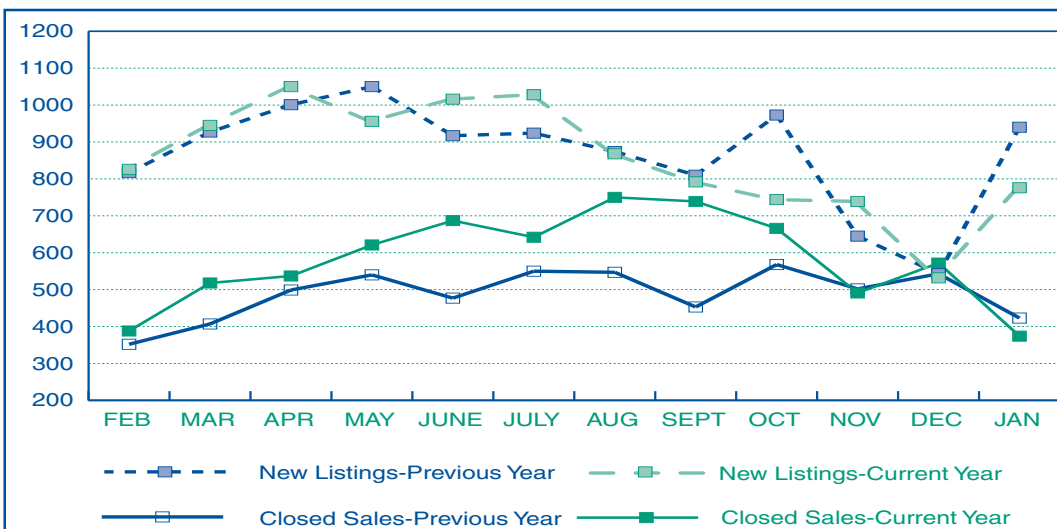
PORTLAND, OR & CLARK COUNTY, WA MEDIAN SALE PRICE

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

January 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	January	776	530	374	201,900	169,900	59
	Year to Date	776	530	374	201,900	169,900	59
2003	January	940	597	423	184,100	162,000	78
	Year to Date	940	597	423	184,100	162,000	78

January Residential Highlights

January capped off the holiday season and proceeded to build the new year's real estate market—with a few days off due to some icy weather. What was accomplished by the end of the month is shown in the table above. Numbers for listing activity show declines from January 2003. New listings fell by 17.5%, pending sales fell by 11.2%, and closed sales were down by 11.6%.

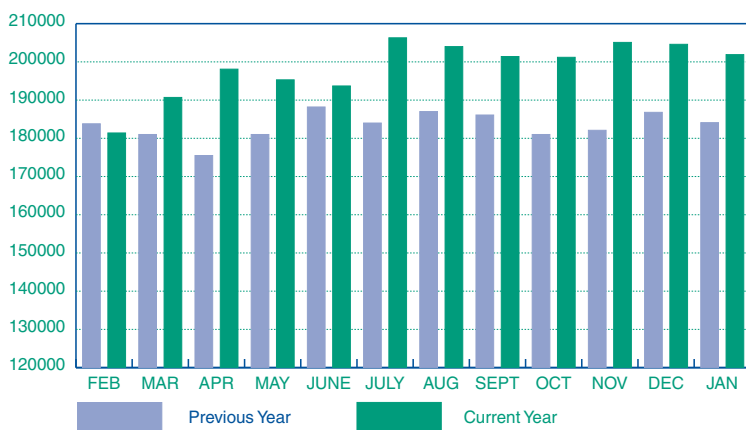
New Construction in 2003

Of the 7,673 listings reported sold in 2003, 1,386 were labeled as proposed, under construction, or new construction—constituting 18.1% of the total. The total of 1,386 is also 20.2% higher than it was for 2002 (with 1,153). At the same time, those listings garnered higher sale prices. The average sale price for the group was up 11.9% from 2002 (\$239,500 v. \$214,100). The Median sale price of the group was \$203,000, up 6.3% from 2002's median of \$191,000.

Available Inventory in Months

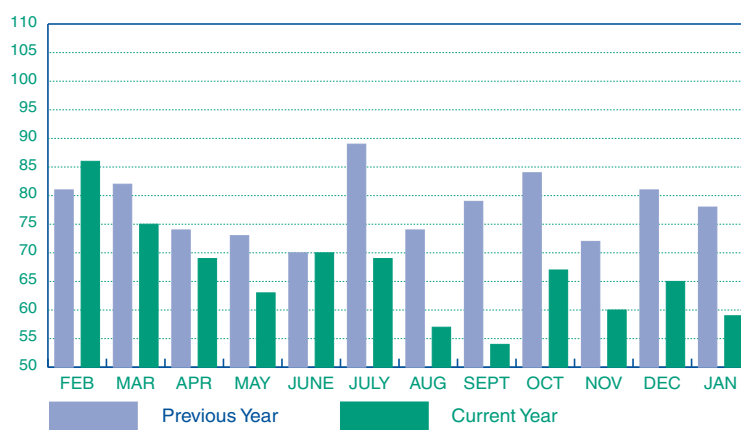
	2002	2003	2004
January	9.0	5.8	5.2
February	7.6	6.1	
March	6.7	4.5	
April	5.6	4.4	
May	5.5	3.6	
June	6.2	3.1	
July	5.3	3.3	
August	5.2	2.8	
September	6.0	2.7	
October	4.8	2.8	
November	5.3	4.0	
December	4.3	3.2	

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							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	
11	Downtown Vancouver	75	33	2	22	37.5%	8	141,100	51	33	22	37.5%	8	141,100	144,300	12.1%	0	N/A	2	34,500	3	182,800	
12	NW Heights	55	29	10	14	-30.0%	11	114,400	58	29	14	-30.0%	11	114,400	124,400	1.3%	0	N/A	1	56,300	6	200,800	
13	SW Heights	29	9	5	6	-33.3%	6	238,500	58	9	6	-33.3%	6	238,500	147,000	17.4%	0	N/A	2	196,000	0	N/A	
14	Lincoln/Hazel Dell	33	8	2	3	-72.7%	8	136,800	64	8	3	-72.7%	8	136,800	147,000	7.1%	0	N/A	0	N/A	0	N/A	
15	E Hazel Dell	82	26	3	15	-31.8%	21	171,800	81	26	15	-31.8%	21	171,800	160,000	10.0%	0	N/A	1	650,000	1	238,000	
20	NE Heights	30	19	5	17	-19.0%	15	145,200	43	19	17	-19.0%	15	145,200	138,900	3.1%	0	N/A	0	N/A	0	N/A	
21	Orchards	55	35	2	27	35.0%	23	162,700	72	35	27	35.0%	23	162,700	165,000	13.1%	0	N/A	0	N/A	0	N/A	
22	Evergreen	112	63	12	58	-12.1%	38	206,600	35	63	58	-12.1%	38	206,600	155,300	14.3%	1	14,700	30	124,900	0	N/A	
23	E Heights	33	26	4	18	80.0%	10	182,800	44	26	18	80.0%	10	182,800	175,200	14.1%	0	N/A	0	N/A	1	106,000	
24	Cascade Park	45	24	3	12	-42.9%	10	192,400	53	24	12	-42.9%	10	192,400	158,300	13.6%	0	N/A	0	N/A	2	242,000	
25	Five Corners	26	24	4	17	-37.0%	20	164,000	35	24	17	-37.0%	20	164,000	150,000	8.8%	0	N/A	0	N/A	0	N/A	
26	E Orchards	93	35	6	26	-13.3%	16	247,000	44	35	26	-13.3%	16	247,000	235,100	2.2%	0	N/A	0	N/A	0	N/A	
27	Fisher's Landing	54	24	10	18	-50.0%	13	244,200	67	24	18	-50.0%	13	244,200	235,000	4.0%	0	N/A	0	N/A	0	N/A	
31	SE County	30	8	2	1	-75.0%	1	390,500	246	8	1	-75.0%	1	390,500	390,500	7.9%	0	N/A	2	99,900	0	N/A	
32	Camas City	184	66	23	40	-31.0%	22	320,900	87	66	40	-31.0%	22	320,900	324,500	18.6%	0	N/A	1	105,000	0	N/A	
33	Washougal	133	53	19	22	-4.3%	18	202,500	82	53	22	-4.3%	18	202,500	193,500	13.6%	0	N/A	4	83,600	1	225,000	
41	N Hazel Dell	61	27	9	15	-42.3%	14	204,400	94	27	15	-42.3%	14	204,400	215,300	7.8%	0	N/A	3	86,000	0	N/A	
42	S Salmon Creek	47	32	8	19	-9.5%	5	165,100	48	32	19	-9.5%	5	165,100	176,500	6.3%	0	N/A	3	72,600	0	N/A	
43	N Felida	95	37	8	32	18.5%	21	258,600	34	37	32	18.5%	21	258,600	243,100	3.2%	0	N/A	1	140,000	0	N/A	
44	N Salmon Creek	70	30	4	21	110.0%	12	194,500	40	30	21	110.0%	12	194,500	181,500	1.5%	0	N/A	0	N/A	0	N/A	
50	Ridgefield	66	17	0	18	800.0%	6	182,300	50	17	18	800.0%	6	182,300	157,500	6.0%	1	115,500	0	N/A	0	N/A	
51	W of I-5 County	35	6	3	3	0.0%	2	227,500	162	6	3	0.0%	2	227,500	227,500	1.8%	0	N/A	6	169,200	0	N/A	
52	NW E of I-5 County	41	13	5	8	60.0%	2	240,000	107	13	8	60.0%	2	240,000	240,000	-5.6%	0	N/A	1	135,000	0	N/A	
61	Battleground	74	36	13	34	-20.9%	37	168,200	26	36	34	-20.9%	37	168,200	158,100	2.0%	0	N/A	2	155,000	0	N/A	
62	Brush Prairie	96	33	13	29	45.0%	19	273,200	67	33	29	45.0%	19	273,200	252,700	15.4%	0	N/A	4	124,200	0	N/A	
63	East County	2	0	0	1	-66.7%	0	N/A	N/A	0	1	-66.7%	0	N/A	N/A	-9.8%	0	N/A	0	N/A	0	N/A	
64	Central County	10	4	1	0	-100.0%	1	625,000	87	4	0	-100.0%	1	625,000	625,000	12.6%	0	N/A	2	129,500	0	N/A	
65	Mid-Central County	39	12	3	2	-50.0%	1	310,000	135	12	2	-50.0%	1	310,000	310,000	-4.4%	0	N/A	0	N/A	0	N/A	
66	Yacolt	15	3	2	0	-100.0%	1	129,000	55	3	0	-100.0%	1	129,000	129,000	-4.6%	0	N/A	0	N/A	0	N/A	
70	La Center	27	2	2	6	20.0%	6	175,300	167	2	6	20.0%	6	175,300	185,300	10.1%	0	N/A	1	74,000	0	N/A	
71	N Central	16	5	2	1	-50.0%	0	N/A	N/A	5	1	-50.0%	0	N/A	N/A	1.1%	0	N/A	1	62,500	0	N/A	
72	NE Corner	18	4	1	4	-33.3%	0	N/A	N/A	4	4	-33.3%	0	N/A	N/A	13.2%	0	N/A	0	N/A	0	N/A	
80	Woodland City	19	7	0	4	33.3%	1	138,000	24	7	4	33.3%	1	138,000	138,000	6.7%	0	N/A	0	N/A	0	N/A	
81	Woodland Area	33	10	4	4	-20.0%	0	N/A	N/A	10	4	-20.0%	0	N/A	N/A	1.4%	0	N/A	0	N/A	0	N/A	
82	Cowlitz County	97	16	16	13	30.0%	6	135,000	120	16	13	30.0%	6	135,000	122,000	19.0%	1	265,400	2	127,900	1	87,000	

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

³ Appreciation percents based on a comparison of average price for the last 12 months (2/1/03-1/31/04) with 12 months before (2/1/02-1/31/03).



Lane County



RESIDENTIAL REVIEW: Lane County, Oregon

January 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	January	421	308	208	188,300	157,500	68
	Year to Date	421	308	208	188,300	157,500	68
2003	January	480	316	249	161,000	140,900	74
	Year to Date	480	316	249	161,000	140,900	74

January Residential Highlights

Pending sales exhibited the least change between January 2004 and January 2003. As the table above indicates, the month saw a slight decline in the number of accepted offers (2.5%). More significant shifts are shown in the number of new listings, down 12.3%, and the number of closed sales, down 16.5%.

Even the reduction in closed sales did not cause the area's inventory to climb any higher than it was in January 2003 (see table to right). With 1,014 active residential listings at the end of the month, the area had enough to last 4.9 months at January's rate of sales.

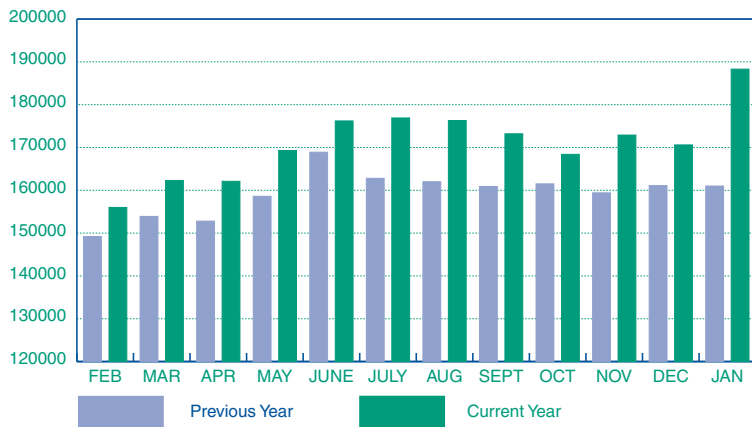
New Construction in 2003

Lane County listed 286 properties as proposed, under construction, or new construction in 2003, down 4.0% from the 298 in 2002. However, the prices of those properties rose. Average sale price climbed 4.6% (\$185,500 v. \$177,300), and median sale price rose 7.6% (\$166,400 v. \$154,700).

Available Inventory in Months

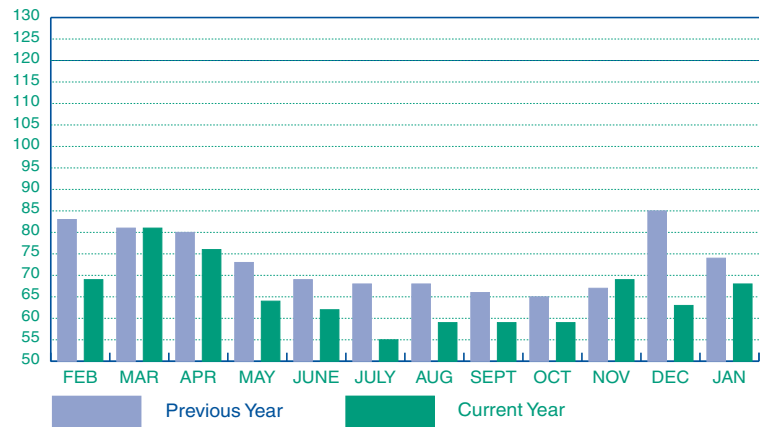
	2002	2003	2004
January	7.5	5.5	4.9
February	7.1	5.3	
March	5.5	4.0	
April	5.9	4.2	
May	4.5	3.6	
June	4.8	3.6	
July	4.7	3.4	
August	4.3	3.1	
September	4.3	3.4	
October	3.9	3.0	
November	4.3	3.8	
December	4.0	2.8	

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

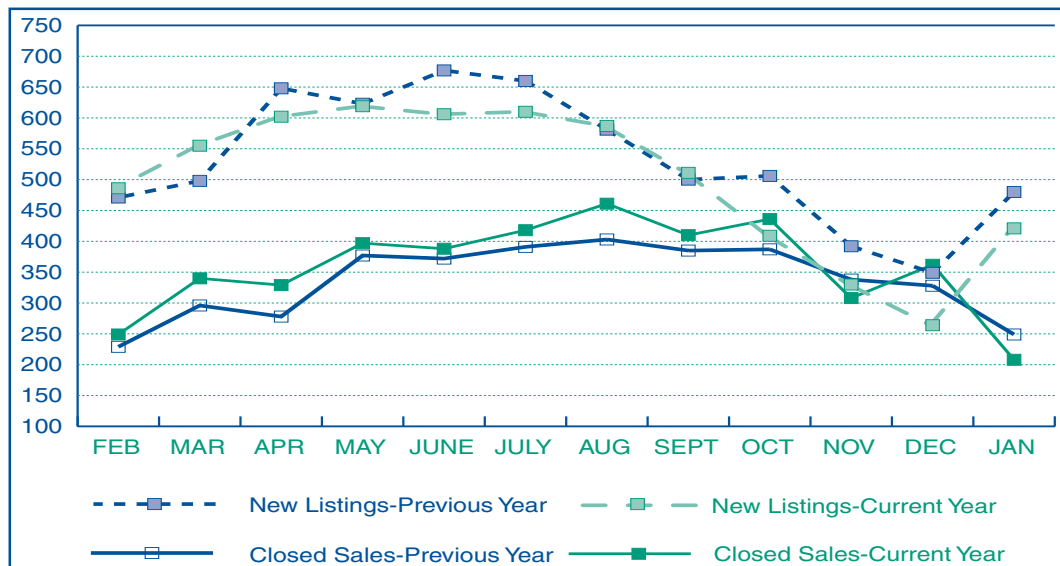
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		RESIDENTIAL															COMMERCIAL			LAND		MULTIFAMILY	
		Current Month								Year-To-Date							Appreciation³	Year-To-Date		Year-To-Date		Year-To-Date	
		Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2004 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	
232	Hayden Bridge	20	10	0	7	-56.3%	5	280,100	65	10	7	-56.3%	5	280,100	252,900	18.6%	0	N/A	0	N/A	0	N/A	
233	McKenzie Valley	57	15	7	6	20.0%	5	364,800	169	15	6	20.0%	5	364,800	269,000	12.8%	2	128,800	2	57,300	1	57,500	
234	Pleasant Hill/Oak	80	17	13	15	15.4%	10	175,600	91	17	15	15.4%	10	175,600	135,700	4.3%	1	415,000	6	56,500	0	N/A	
235	Cottage Grove/ Creswell/Dorena	148	39	18	31	47.6%	21	156,800	74	39	31	47.6%	21	156,800	146,000	7.6%	0	N/A	4	50,100	0	N/A	
236	Veneta/Elmira	64	21	9	16	0.0%	8	121,400	82	21	16	0.0%	8	121,400	131,000	-1.7%	0	N/A	2	51,000	0	N/A	
237	Junction City	90	24	11	8	-52.9%	7	193,600	82	24	8	-52.9%	7	193,600	130,000	-0.8%	0	N/A	2	76,300	0	N/A	
238	Florence	8	2	0	1	-66.7%	0	N/A	N/A	2	1	-66.7%	0	N/A	N/A	15.1%	0	N/A	1	38,000	0	N/A	
239	Thurston	64	22	20	19	-26.9%	13	170,100	58	22	19	-26.9%	13	170,100	151,000	7.7%	0	N/A	2	34,300	4	175,700	
240	Coburg I-5	19	8	1	3	-50.0%	2	209,500	101	8	3	-50.0%	2	209,500	209,500	11.6%	0	N/A	1	95,000	0	N/A	
241	N Gilham	24	11	3	9	-25.0%	5	224,400	112	11	9	-25.0%	5	224,400	149,000	6.4%	0	N/A	0	N/A	0	N/A	
242	Ferry Street Bridge	61	31	6	16	-15.8%	15	209,000	55	31	16	-15.8%	15	209,000	181,500	6.8%	0	N/A	0	N/A	0	N/A	
243	E Eugene	45	29	8	22	37.5%	17	207,900	54	29	22	37.5%	17	207,900	193,500	14.5%	0	N/A	7	111,500	0	N/A	
244	SW Eugene	85	38	6	40	60.0%	27	268,000	49	38	40	60.0%	27	268,000	218,000	4.3%	0	N/A	5	236,600	2	238,500	
245	W Eugene	17	10	6	8	-33.3%	4	97,700	46	10	8	-33.3%	4	97,700	85,800	7.9%	0	N/A	0	N/A	3	230,600	
246	Danebo	82	47	34	41	57.7%	29	144,300	51	47	41	57.7%	29	144,300	146,000	8.8%	0	N/A	0	N/A	3	183,300	
247	River Road	19	17	5	17	30.8%	10	161,100	64	17	17	30.8%	10	161,100	146,200	3.4%	0	N/A	0	N/A	5	210,700	
248	Santa Clara	50	38	4	15	-51.6%	13	185,700	54	38	15	-51.6%	13	185,700	185,000	6.4%	0	N/A	0	N/A	1	300,000	
249	Springfield	62	35	10	31	6.9%	15	130,400	57	35	31	6.9%	15	130,400	126,000	8.0%	0	N/A	0	N/A	4	177,200	
250	Mohawk Valley	19	7	2	3	50.0%	2	174,500	408	7	3	50.0%	2	174,500	174,500	-2.1%	0	N/A	0	N/A	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 January 2004 with January 2003. The Year-To-Date section compares year-to-date statistics from January 2004 with year-to-date statistics from January 2003.

³ Appreciation percents based on a comparison of average price for the last 12 months (2/1/03-1/31/04) with 12 months before (2/1/02-1/31/03).



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

January 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	January	150	105	70	146,800	131,000	120
	Year to Date	150	105	70	146,800	131,000	120
2003	January	154	88	87	134,100	123,900	124
	Year to Date	154	88	87	134,100	123,900	124

Coos County, Oregon		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
2004	January	99	69	54	116,000	106,500	81
	Year to Date	99	69	54	116,000	106,500	81
2003	January	115	55	44	123,600	120,000	140
	Year to Date	115	55	44	123,600	120,000	140

Douglas County January Residential Highlights

Pending sales set the pace for Douglas County in January 2004, rising 19.3% higher than January 2003. On the other hand, new listings dropped a slight 2.6% while closed sales fell by 19.5% (see table above).

Appreciation

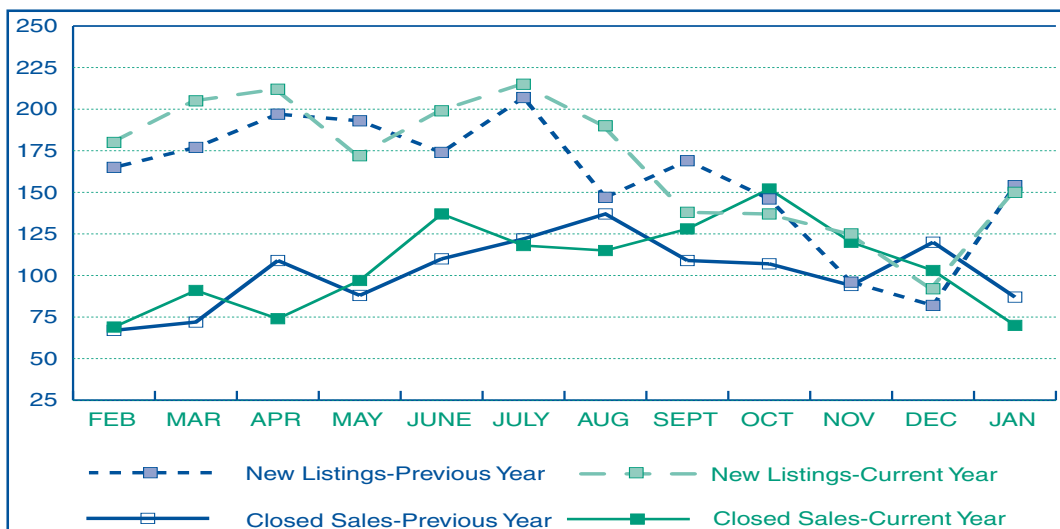
For the 12 months ended with January 2004, average sale price was \$140,000, up 7.3% from the 12 months immediately prior (\$130,500). Similarly, median sale price rose 4.3% (\$120,000 v. \$115,000).

Coos County January Residential Highlights

Pending and closed sales climbed in January 2004, when compared to January 2003. Pending sales rose 25.5%, and closed sales rose 22.7%. New listings, though, fell by 13.9%. (See table above for details.)

Appreciation

Average sale price rose 10.2% from the 12 months ended with January 2003 (\$112,200) to the 12 ended with January 2004 (\$123,600). Median sale price rose from \$95,500 to \$109,000 (up 14.1%).



DOUGLAS COUNTY NEW LISTINGS & CLOSED SALES

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

Market Action

AREA REPORT • 1/2004

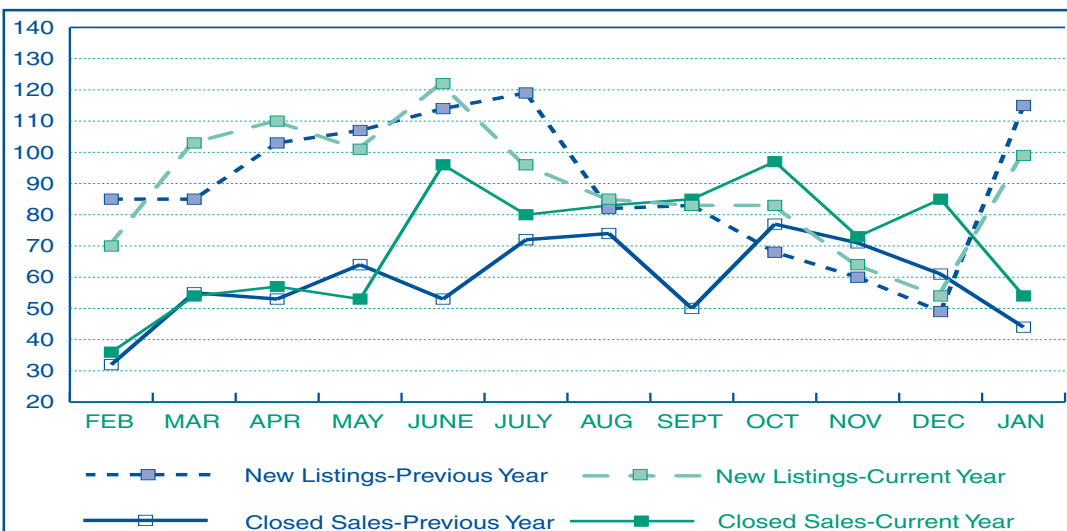
Douglas & Coos Counties, Oregon

		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	
251	NE Roseburg	46	15	4	16	14.3%	10	146,200	78	15	16	14.3%	10	146,200	117,500	15.2%	2	196,300	4	45,500	1	197,000	
252	NW Roseburg	60	13	3	12	33.3%	7	207,100	116	13	12	33.3%	7	207,100	192,500	4.7%	0	N/A	4	230,100	0	N/A	
253	SE Roseburg	24	7	3	3	-40.0%	4	130,100	187	7	3	-40.0%	4	130,100	85,300	15.7%	0	N/A	0	N/A	0	N/A	
254	SW Roseburg	29	6	4	8	14.3%	8	176,000	92	6	8	14.3%	8	176,000	165,000	21.3%	0	N/A	0	N/A	0	N/A	
255	Glide & E of Roseburg	28	2	4	8	100.0%	0	N/A	N/A	2	8	100.0%	0	N/A	N/A	-7.9%	0	N/A	8	45,400	0	N/A	
256	Sutherlin/ Oakland Area	78	19	12	18	100.0%	12	162,500	115	19	18	100.0%	12	162,500	160,000	8.1%	1	195,000	0	N/A	0	N/A	
257	Winston & SW of Roseburg	56	31	4	9	80.0%	5	118,500	165	31	9	80.0%	5	118,500	90,000	0.5%	0	N/A	1	77,000	0	N/A	
258	Myrtle Creek & S/SE of Roseburg	107	26	10	13	0.0%	11	128,100	129	26	13	0.0%	11	128,100	123,000	14.0%	0	N/A	0	N/A	0	N/A	
259	Green District	51	15	3	9	125.0%	10	123,900	110	15	9	125.0%	10	123,900	113,300	8.5%	0	N/A	1	54,900	1	162,500	
265	North Douglas County	82	16	4	9	28.6%	3	82,700	209	16	9	28.6%	3	82,700	80,000	-10.4%	0	N/A	0	N/A	0	N/A	
260	Douglas County Totals	561	150	51	105	19.3%	70	146,800	120	150	105	19.3%	70	146,800	131,000	7.3%	3	195,800	18	88,800	2	179,800	
	Coos County	278	99	28	69	25.5%	54	116,000	81	99	69	25.5%	54	116,000	106,500	10.2%	3	171,800	15	109,100	1	120,000	

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

³ Appreciation percents based on a comparison of average price for the last 12 months (2/1/03-1/31/04) with 12 months before (2/1/02-1/31/03).



COOS COUNTY NEW LISTINGS & CLOSED SALES

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



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Southwest Washington

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Vancouver, WA 98666
(360) 696-0718
Fax: (360) 696-9342

Lane County

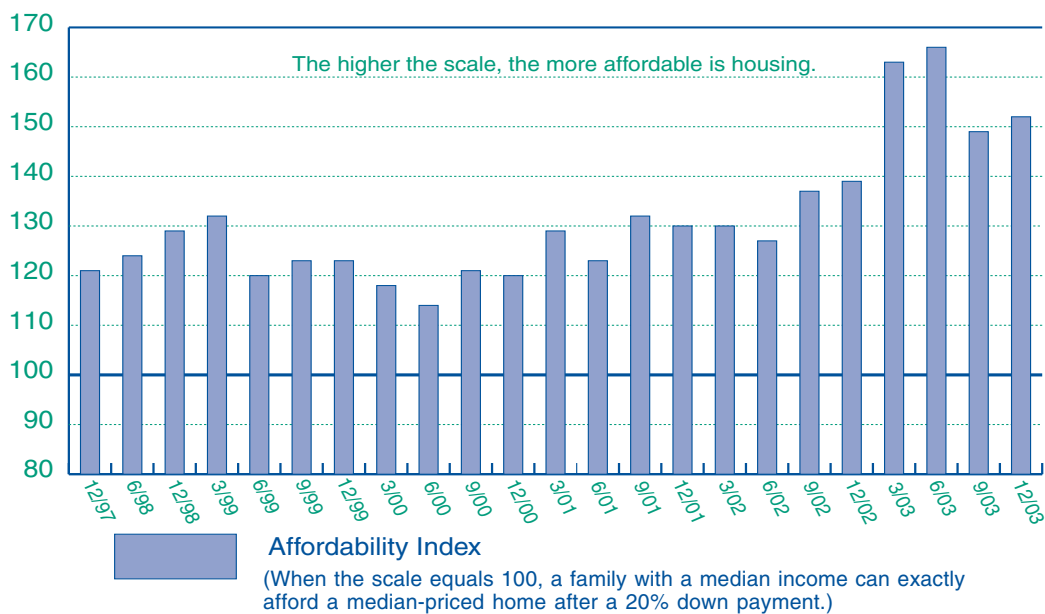
2139 Centennial Plaza
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(541) 686-2885
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