

MARKET ACTION



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

RESIDENTIAL REVIEW: Metro Portland, Oregon

July 2004 Reporting Period

July Residential Highlights

As the heat rose above normal in July so did the number of closed sales. Following record breaking sales in June, closed sales climbed again this July, reaching a total 18.1% higher than in July 2003 (see the table below for details). Pending sales however, decreased 4.4%. New listings also fell 5.7%.

At the end of July, 8,125 residential listings were active in the Portland metro area's market. Given the month's rate of sales, they would last only 2.5 months—still down from July 2003 (see table to right).

Year-To-Date Trends

Closed sales continued to climb during the first half of 2004, up 9.3% compared to January-July 2003. Total pending sales soared 6.4%

(compared to the same period in 2003). However new listings appear sparse this year, down 4.4%.

Affordability

With a higher than normal median family income (\$67,900 per HUD) in June, the month ending 2003's second quarter, Portland families are still able to afford to buy despite ever increasing median housing prices (\$204,000) with a 20% down payment. However, an increasing interest rate (6.29 for a 30-year fixed mortgage per Freddie Mac), brought a slightly lower affordability index (140, see chart last page). The index indicates that, per an NAR formula, that median family would have 40% more income than necessary to afford the area's median-priced home.

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	
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	July	4,309	3,225	3,261	254,600	212,300	50
	Year to Date	28,777	21,045	18,487	242,000	199,900	60
2003	July	4,569	3,373	2,761	232,300	192,000	62
	Year to Date	30,096	19,781	16,909	219,500	184,900	67

AREA REPORT • 7/2004

Metro Portland & Adjacent Regions, Oregon

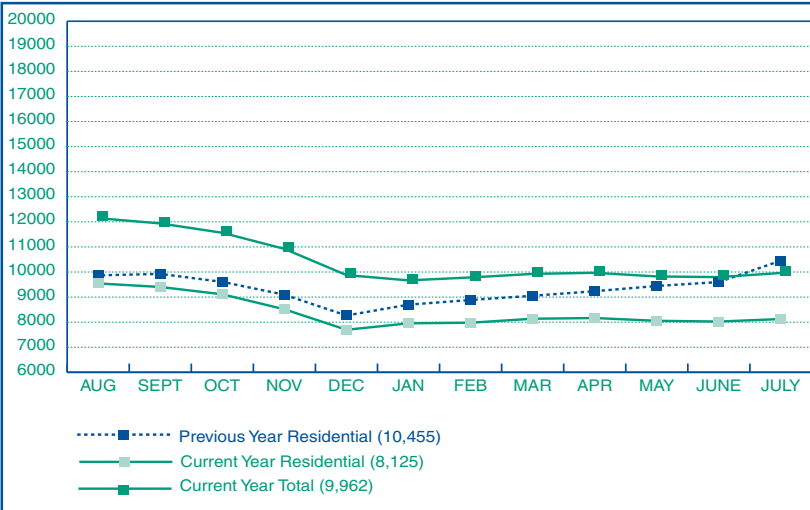
		RESIDENTIAL															COMMERCIAL			LAND		MULTIFAMILY	
		Current Month									Year-To-Date						Appreciation³	Year-To-Date		Year-To-Date		Year-To-Date	
		Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2004 v.2003²	Closed Sales	Average Sale Price	Average Market 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	269	200	34	147	40.0%	138	180,900	38	1,249	896	24.6%	814	171,500	161,000	10.8%	4	315,800	24	70,400	24	273,500	
142	Northeast Portland	735	441	143	344	2.4%	343	228,500	42	3,129	2,227	15.8%	1,961	220,800	193,000	7.5%	23	287,100	22	105,100	119	302,500	
143	Southeast Portland	935	568	148	387	-1.8%	398	209,300	39	3,738	2,567	3.4%	2,323	196,500	172,000	7.2%	24	347,800	61	128,100	164	356,300	
144	Gresham/ Troutdale	585	295	77	242	-4.0%	223	209,000	57	2,029	1,497	14.8%	1,270	200,200	181,000	6.5%	12	427,500	45	282,200	61	255,000	
145	Milwaukie/ Clackamas	568	293	79	199	-11.2%	203	254,700	51	1,968	1,458	9.6%	1,324	242,400	207,000	11.9%	6	162,500	54	276,100	30	267,400	
146	Oregon City/ Canby	433	235	67	170	8.3%	150	233,200	61	1,419	1,020	10.6%	910	229,600	211,000	10.2%	8	655,800	70	141,700	31	415,300	
147	Lake Oswego/West Linn	542	236	78	173	-15.6%	193	421,500	43	1,707	1,195	-2.7%	1,042	389,300	330,000	12.9%	3	273,800	31	188,300	4	388,300	
148	West Portland	848	364	156	314	9.4%	303	376,400	53	2,873	2,029	21.9%	1,795	348,700	282,000	6.5%	9	419,700	47	133,000	22	487,000	
149	Northwest Washington County	328	187	40	151	9.4%	170	326,000	43	1,160	882	4.6%	800	322,100	283,300	8.1%	4	142,500	20	170,700	7	270,900	
150	Beaverton/Aloha	731	423	74	355	15.6%	336	219,900	47	2,775	2,110	11.6%	1,821	212,600	186,900	9.5%	8	330,400	17	328,500	34	254,600	
151	Tigard/Wilsonville	644	389	85	254	-25.7%	307	270,700	44	2,434	1,928	1.0%	1,692	262,600	236,000	8.4%	3	831,300	30	217,800	15	246,100	
152	Hillsboro/ Forest Grove	565	273	49	245	9.4%	254	211,200	54	1,998	1,616	22.1%	1,375	205,400	185,000	4.2%	16	228,100	35	197,400	35	229,700	
153	Mt. Hood: Govt. Camp/Wemme	90	41	9	26	-21.2%	20	194,200	79	237	181	43.7%	112	164,700	153,900	5.0%	0	N/A	35	84,000	0	N/A	
155	Columbia County	356	141	34	97	12.8%	92	183,600	88	834	613	20.2%	521	169,600	159,900	6.2%	10	209,200	61	86,500	10	146,700	
156	Yamhill County	496	223	41	121	-12.3%	131	213,400	87	1,227	826	6.0%	727	207,100	165,000	14.5%	13	350,800	88	162,000	25	247,200	
170-210	Marion/ Polk Counties	283	132	47	105	34.6%	96	166,600	78	892	617	36.2%	538	172,600	150,800	2.8%	8	327,800	39	78,300	16	304,100	
180-200	North Coastal Counties	388	99	13	81	20.9%	45	283,200	126	636	448	19.8%	360	231,000	174,800	17.0%	8	325,400	130	84,900	17	167,100	
200-300	Columbia Gorge	131	22	17	23	N/A	16	134,400	65	204	96	N/A	70	151,200	149,000	19.3%	6	147,400	19	75,600	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 July 2004 with July 2003. The Year-To-Date section compares year-to-date statistics from July 2004 with year-to-date statistics from July 2003.

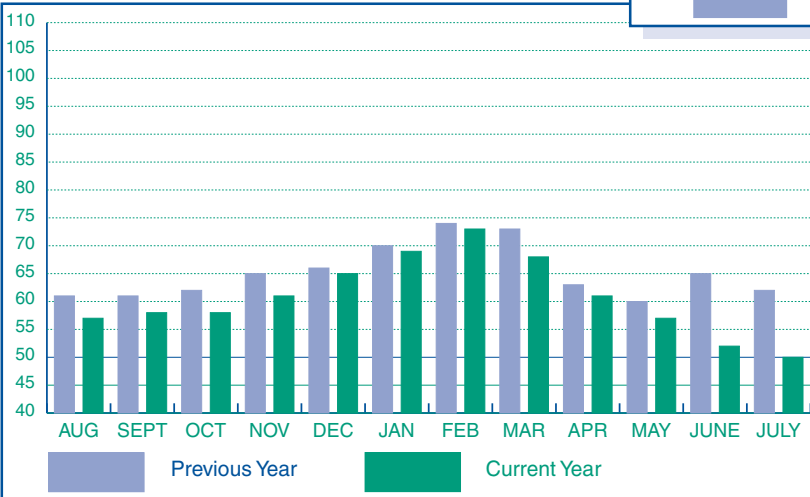
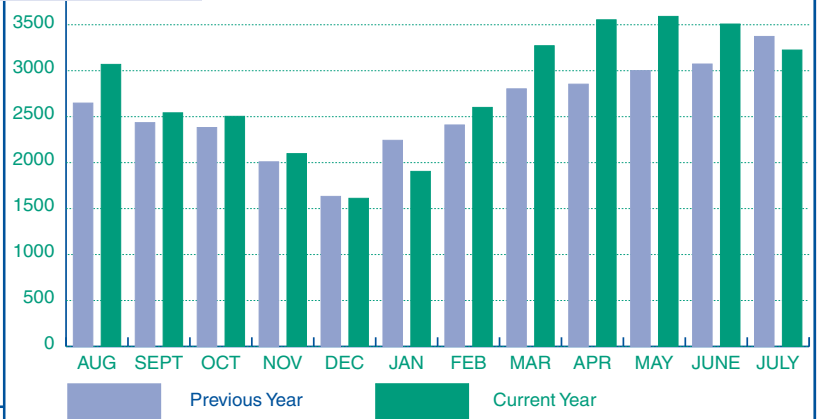
³ Appreciation percents based on a comparison of average price for the last 12 months (8/1/03-7/31/04) with 12 months before (8/1/02-7/31/03).

Market Action



PENDING SALES Metro Portland, Oregon

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

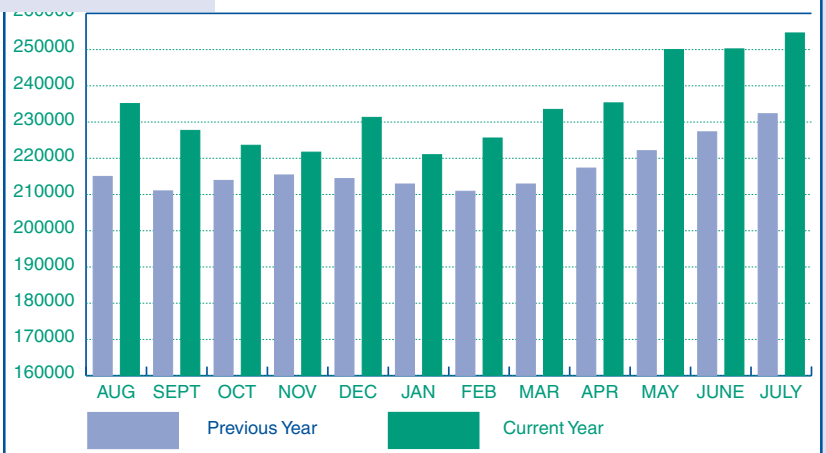


DAYS ON MARKET Metro Portland, Oregon

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.

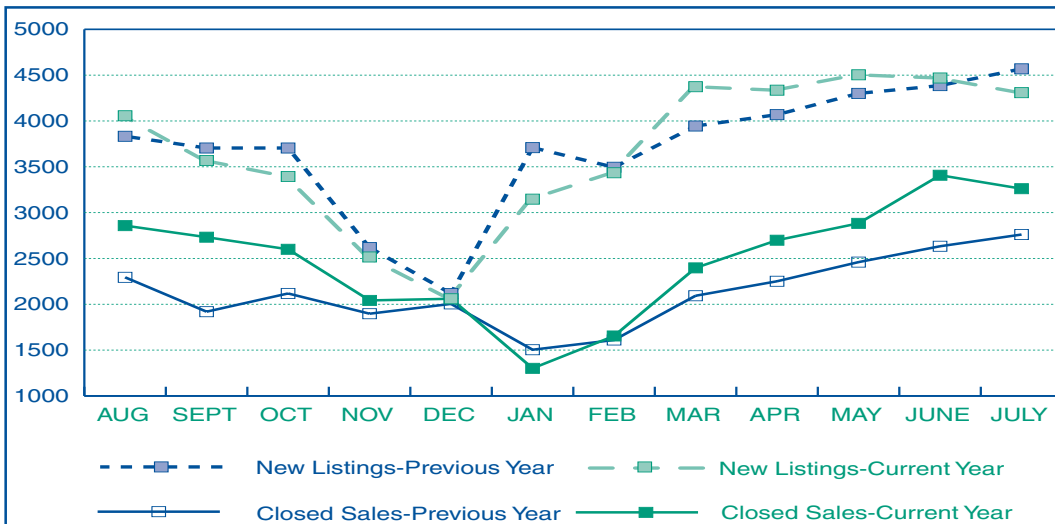


**CLARK
COUNTY**



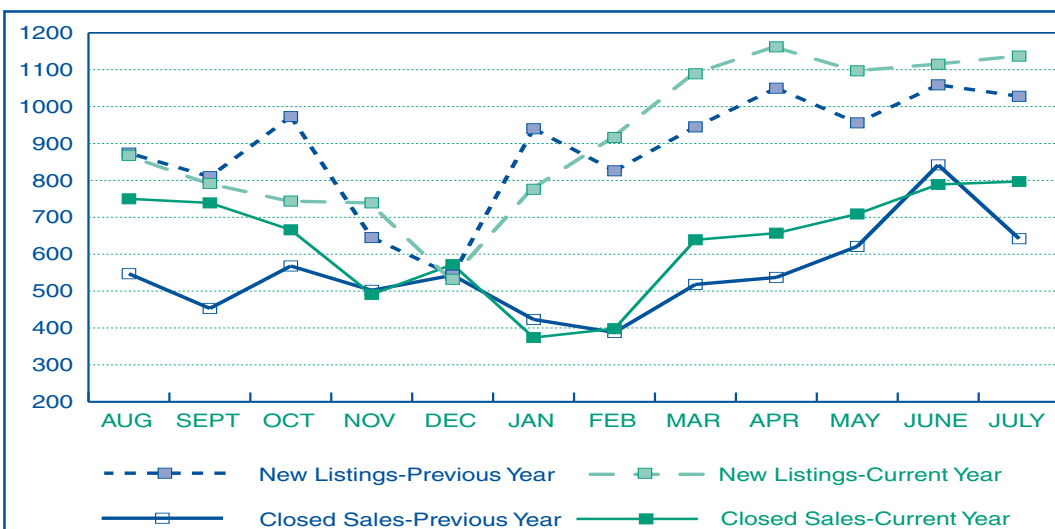
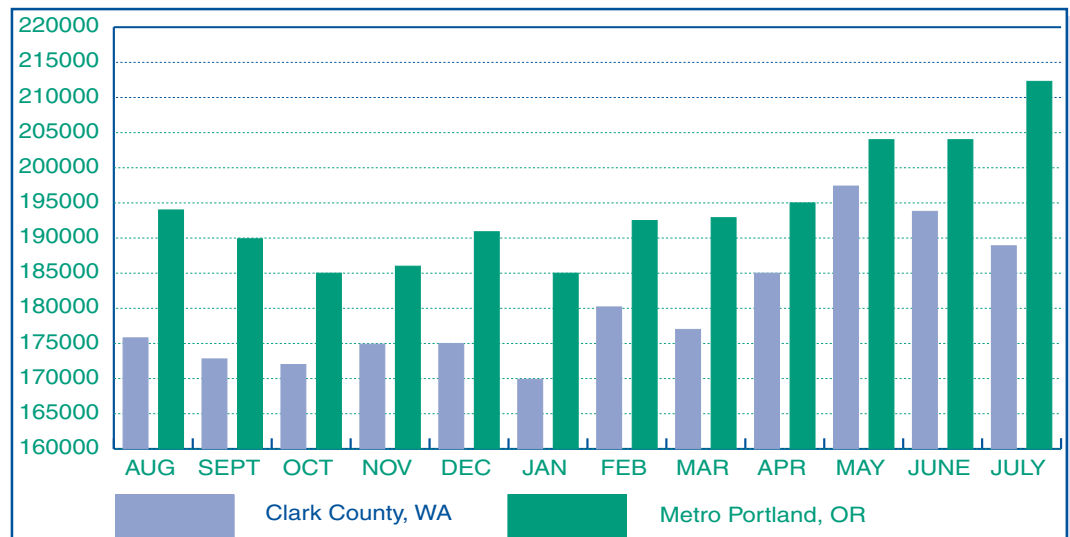
PORTLAND, OR NEW LISTINGS & CLOSED SALES

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

July 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	July	1,137	886	797	223,700	188,900	47
	Year to Date	7,162	5,489	4,672	220,700	185,200	54
2003	July	1,028	900	642	206,300	173,100	69
	Year to Date	6,859	5,170	4,116	192,900	167,400	71

July Residential Highlights

Closed sales in Clark County continued to rise during July 2004, along with the temperatures, experiencing a 24.1% increase compared to July 2003 (see table above). However, new listings also increased by 10.6% bringing the inventory up a couple of points. Although up slightly from last month, the 1,962 residential listings that were active at the end of July would last a mere 2.5 months at July's rate of sales down almost a month from July of this last year (see table to right). Pending sales fell a slight 1.6%.

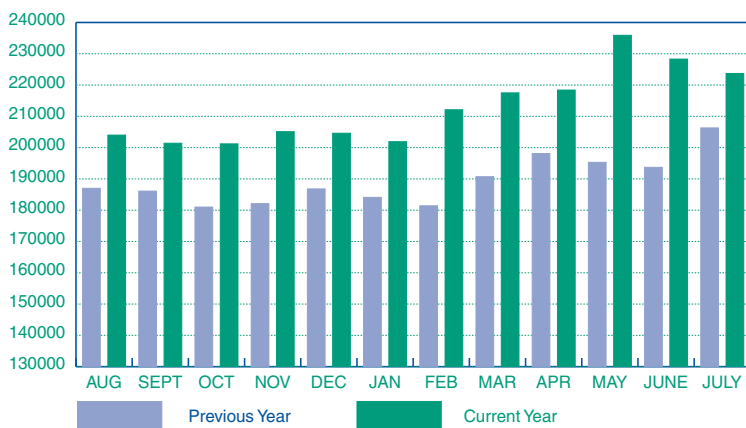
Year-to-Date Trends

Compared to the same time frame in 2003, January-July of 2004 generated overall market growth (see Year to Date rows in above table). The increase is represented by a total of 13.5% more closed sales (4,672 v. 4,116) and 6.2% more pending sales (5,489 v. 5,170) this year. New listings were also up from last year by 4.4% (7,162 v. 6,859).

Inventory in Months (Active Listings / Closed Sales)

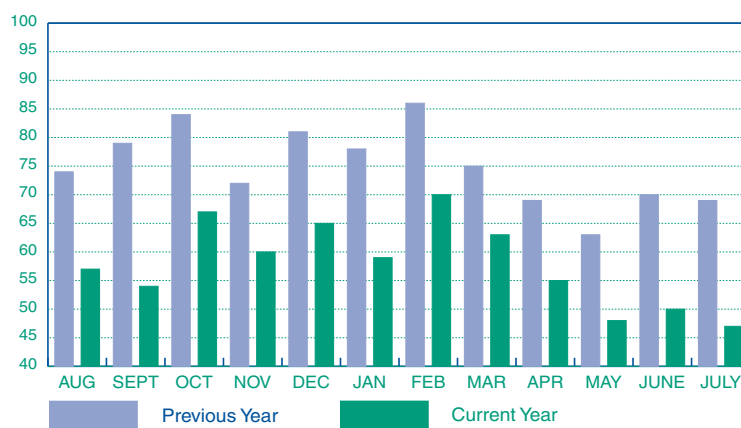
	2002	2003	2004
January	9.0	5.8	5.2
February	7.6	6.1	4.7
March	6.7	4.5	2.9
April	5.6	4.4	2.9
May	5.5	3.6	2.7
June	6.2	3.1	2.3
July	5.3	3.3	2.5
August	5.2	2.8	
September	6.0	2.7	
October	4.8	2.8	
November	5.3	4.0	
December	4.3	3.2	

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).

Market Action

AREA REPORT • 7/2004

Clark County, Washington

		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. 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	Appreciation ³	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price
11	Downtown Vancouver	40	26	5	28	-24.3%	24	161,100	43	206	180	20.8%	152	172,800	154,000	18.4%	1	85,000	4	34,500	19	180,000
12	NW Heights	32	22	7	24	71.4%	26	139,100	45	200	175	38.9%	159	132,300	125,000	13.6%	3	143,500	9	94,300	41	178,800
13	SW Heights	30	16	2	11	-21.4%	13	190,200	46	80	60	-31.0%	55	225,800	170,000	13.5%	0	N/A	4	189,300	2	516,800
14	Lincoln/Hazel Dell	27	21	6	16	-23.8%	16	170,900	51	109	84	-24.3%	74	164,900	170,500	7.4%	1	150,000	2	65,000	1	300,000
15	E Hazel Dell	72	30	4	35	-14.6%	33	158,700	37	261	222	15.0%	199	172,500	164,900	14.7%	1	105,000	9	169,100	6	260,700
20	NE Heights	37	24	4	21	10.5%	35	175,000	26	195	168	30.2%	150	175,600	159,900	11.1%	1	269,900	5	865,500	5	407,400
21	Orchards	64	46	8	31	-22.5%	36	166,700	33	305	250	17.4%	237	174,100	165,400	14.8%	2	134,800	3	140,800	0	N/A
22	Evergreen	117	91	14	92	9.5%	69	174,700	39	624	518	3.6%	432	181,400	160,000	16.9%	2	41,600	42	124,900	9	219,500
23	E Heights	38	21	9	16	-11.1%	16	196,900	14	152	117	7.3%	99	202,700	161,500	3.9%	1	1,395,000	4	104,800	2	236,500
24	Cascade Park	36	31	3	33	10.0%	25	269,100	63	214	187	4.5%	167	258,900	210,000	17.7%	0	N/A	8	198,300	6	224,100
25	Five Corners	35	31	5	21	-50.0%	22	173,600	16	251	191	-17.0%	182	166,800	162,300	12.0%	1	147,000	0	N/A	0	N/A
26	E Orchards	50	53	11	44	22.2%	42	224,800	26	329	272	28.9%	204	232,600	214,000	10.9%	0	N/A	1	80,000	2	284,300
27	Fisher's Landing	64	67	11	45	-19.6%	47	243,000	18	341	280	-7.3%	253	231,100	217,000	8.9%	0	N/A	1	470,000	2	215,600
31	SE County	30	7	2	6	-25.0%	7	316,600	88	65	39	-2.5%	31	314,100	315,000	11.1%	0	N/A	28	156,400	0	N/A
32	Camas City	155	71	20	63	-10.0%	50	337,900	65	508	396	1.3%	348	314,700	286,000	16.1%	3	169,000	36	126,100	3	223,800
33	Washougal	140	51	25	40	-24.5%	36	243,400	52	370	248	11.2%	196	237,300	229,900	22.2%	1	155,000	35	102,400	8	185,700
41	N Hazel Dell	54	39	5	34	-8.1%	26	240,600	43	236	200	-23.1%	174	228,800	210,000	12.5%	0	N/A	9	134,300	1	760,000
42	S Salmon Creek	84	61	10	33	3.1%	31	212,700	35	313	204	19.3%	152	209,600	193,800	9.7%	2	240,000	5	75,000	1	189,000
43	N Felida	106	40	4	35	-12.5%	30	330,900	85	285	232	-23.9%	211	267,500	243,100	13.8%	0	N/A	7	350,400	2	204,500
44	N Salmon Creek	74	50	4	51	41.7%	40	223,200	84	268	247	43.6%	179	220,100	193,000	-7.8%	2	471,000	2	415,000	0	N/A
50	Ridgefield	20	21	12	14	366.7%	12	211,600	41	183	114	356.0%	84	202,800	188,400	11.2%	2	137,800	3	199,500	0	N/A
51	W of I-5 County	29	16	5	12	200.0%	5	535,900	150	65	45	50.0%	33	392,700	350,000	31.2%	0	N/A	16	210,600	0	N/A
52	NW E of I-5 County	49	19	4	5	-28.6%	10	273,600	72	103	68	19.3%	59	324,300	292,500	8.3%	1	225,000	33	166,400	0	N/A
61	Battleground	83	54	22	50	-29.6%	39	207,000	33	364	283	-27.1%	266	198,800	174,900	10.6%	4	230,400	10	120,300	1	95,300
62	Brush Prairie	113	69	15	40	0.0%	35	316,600	36	340	251	16.2%	217	305,900	271,900	19.6%	2	409,300	35	153,100	0	N/A
63	East County	2	2	0	1	N/A	1	279,900	1	8	7	75.0%	5	310,600	279,900	25.0%	0	N/A	1	140,100	0	N/A
64	Central County	17	11	0	9	200.0%	6	322,800	98	42	26	0.0%	16	309,200	274,800	15.2%	0	N/A	6	115,100	0	N/A
65	Mid-Central County	37	7	1	12	71.4%	11	277,100	93	80	54	68.8%	40	282,900	284,500	15.2%	0	N/A	16	131,200	0	N/A
66	Yacolt	18	4	5	5	0.0%	4	157,000	49	44	29	-12.1%	23	225,000	170,000	0.4%	0	N/A	9	105,300	0	N/A
70	La Center	30	7	4	8	33.3%	5	206,600	78	65	45	-8.2%	43	235,100	228,900	17.8%	0	N/A	13	72,200	0	N/A
71	N Central	17	10	1	4	33.3%	5	225,800	33	41	30	-9.1%	25	229,500	210,000	4.0%	0	N/A	8	123,700	1	206,000
72	NE Corner	18	13	6	8	14.3%	4	160,000	61	56	36	-7.7%	28	176,600	161,600	26.6%	0	N/A	9	80,900	0	N/A
80	Woodland City	50	48	2	5	25.0%	6	186,000	35	87	37	12.1%	32	177,900	138,500	15.9%	1	184,900	1	84,900	0	N/A
81	Woodland Area	54	15	5	3	0.0%	9	214,100	70	84	42	16.7%	39	265,300	199,000	21.0%	0	N/A	11	104,000	2	295,000
82	Cowlitz County	140	43	17	31	244.4%	21	153,000	82	288	152	123.5%	108	164,100	142,400	17.8%	3	288,100	39	77,100	5	179,400

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

³ Appreciation percents based on a comparison of average price for the last 12 months (8/1/03-7/31/04) with 12 months before (8/1/02-7/31/03).



Lane County



RESIDENTIAL REVIEW: Lane County, Oregon

July 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	July	614	496	484	193,100	165,000	51
	Year to Date	4,021	3,220	2,824	181,300	158,000	56
2003	July	610	476	418	176,900	156,000	55
	Year to Date	3,981	2,902	2,478	166,600	145,000	68

July Residential Highlights

Closed sales are still on the rise in Lane County. Comparing July 2004 to July 2003 Lane County saw a 15.8% increase in closed sales. Along with that they experienced a 4.2% climb in pending sales and a 0.7% increase in new listings. All of the market activity combined to result in a total of 1,084 active residential listings at month's end, which would last a mere 2.2 months at July's rate of sales.

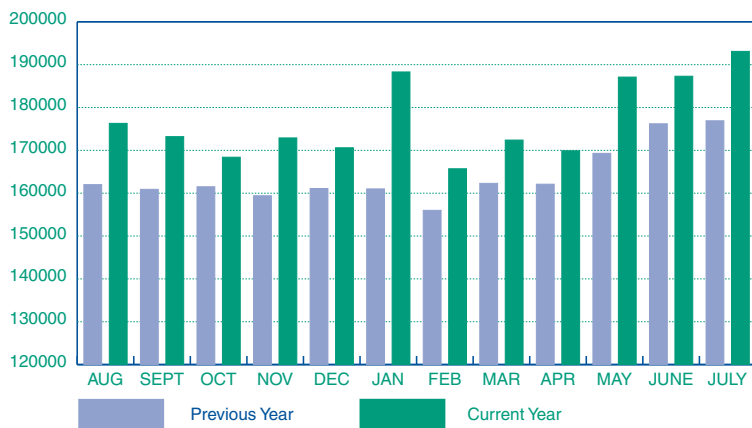
Year-to-Date Trends

The year to date shows an increase in Market Activity on all levels, with closed sales up 14.0% and pending sales up 11.0% compared to the same period in 2003. Even new listings increased by a slight 1.0% (see Year to Date rows of the table above).

Inventory in Months (Active Listings / Closed Sales)

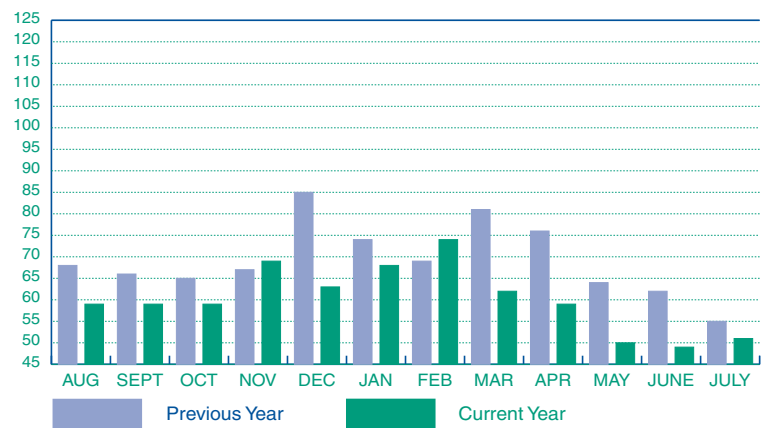
	2002	2003	2004
January	7.5	5.5	4.9
February	7.1	5.3	3.8
March	5.5	4.0	2.6
April	5.9	4.2	2.6
May	4.5	3.6	2.3
June	4.8	3.6	2.0
July	4.7	3.4	2.2
August	4.3	3.1	
September	4.3	3.4	
October	3.9	3.0	
November	4.3	3.8	
December	4.0	2.8	

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

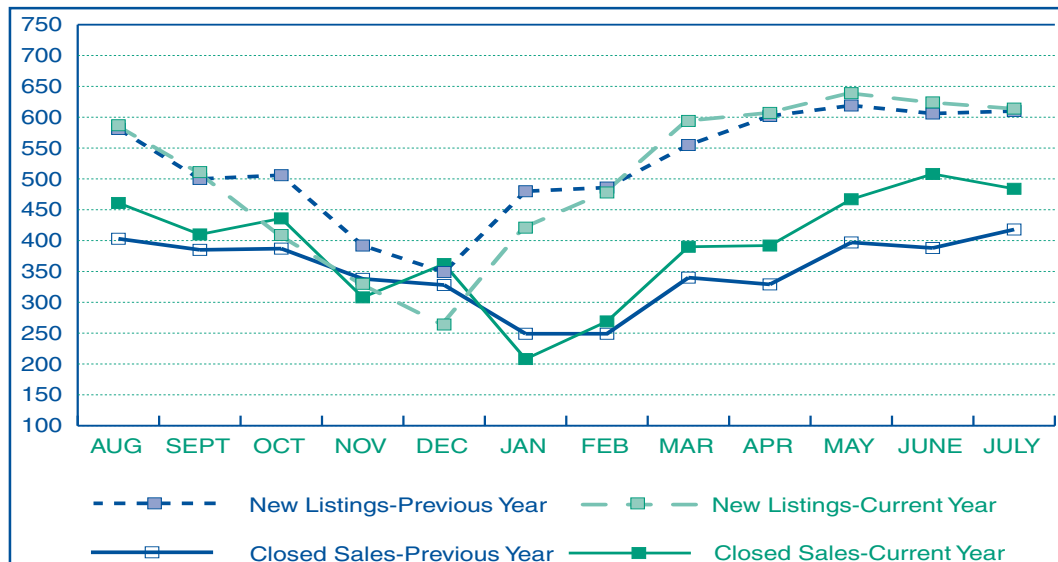
AREA REPORT • 7/2004 • Lane County, Oregon

		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	
232	Hayden Bridge	21	18	0	13	-18.8%	13	207,600	33	103	88	-12.9%	81	184,800	162,800	18.0%	1	358,000	0	N/A	4	207,500	
233	McKenzie Valley	59	23	4	13	8.3%	11	216,000	68	108	74	21.3%	61	231,300	185,000	-2.2%	2	128,800	8	92,100	1	57,500	
234	Pleasant Hill/Oak	100	33	8	25	31.6%	19	165,000	98	206	145	27.2%	121	159,000	128,500	-7.2%	3	226,700	17	74,100	4	146,000	
235	Cottage Grove/ Creswell/Dorena	126	59	18	46	4.5%	45	174,000	79	382	311	33.5%	277	154,300	135,500	3.9%	2	212,500	43	73,900	9	182,500	
236	Veneta/Elmira	59	21	10	14	-30.0%	18	207,600	42	182	132	21.1%	117	179,300	157,500	2.6%	1	60,000	18	107,600	3	148,300	
237	Junction City	67	24	8	22	15.8%	12	170,300	83	181	138	21.1%	116	191,700	151,700	19.3%	3	554,700	11	112,800	2	239,500	
238	Florence	8	4	3	1	-66.7%	5	116,500	76	17	10	11.1%	9	125,900	107,500	9.4%	0	N/A	1	38,000	0	N/A	
239	Thurston	64	45	6	36	-5.3%	33	157,000	35	246	211	-9.4%	207	153,700	149,300	7.8%	1	125,000	7	85,800	15	159,600	
240	Coburg I-5	21	5	2	6	0.0%	5	247,600	96	63	49	36.1%	42	222,400	165,000	4.6%	0	N/A	10	87,600	1	199,000	
241	N Gilham	30	13	2	14	16.7%	13	213,100	86	120	96	9.1%	79	223,900	188,500	7.8%	0	N/A	1	60,000	2	220,000	
242	Ferry Street Bridge	68	41	10	33	-13.2%	32	263,000	56	278	219	-4.4%	194	226,100	185,000	6.6%	1	40,000	0	N/A	1	176,000	
243	E Eugene	72	50	9	38	-11.6%	47	227,800	30	326	254	16.0%	218	224,200	209,300	11.3%	0	N/A	32	107,300	13	305,200	
244	SW Eugene	109	66	6	59	11.3%	55	253,400	43	427	343	3.3%	302	232,100	205,000	5.9%	0	N/A	28	123,100	4	274,800	
245	W Eugene	26	21	2	15	50.0%	16	197,800	36	133	111	2.8%	98	157,700	137,500	12.4%	3	421,300	2	117,800	11	189,600	
246	Danebo	86	65	10	48	0.0%	56	147,000	32	402	334	16.8%	302	143,100	143,000	13.5%	1	250,000	6	115,100	14	188,900	
247	River Road	22	17	1	17	21.4%	22	157,800	37	147	132	25.7%	117	161,400	153,000	7.9%	2	169,500	4	75,700	13	205,000	
248	Santa Clara	52	48	6	29	-23.7%	31	198,400	32	282	227	-10.3%	197	189,500	179,900	10.9%	0	N/A	7	143,600	6	212,500	
249	Springfield	70	55	3	59	51.3%	44	117,900	52	363	309	26.1%	259	128,100	124,000	10.5%	1	160,000	5	90,000	23	235,100	
250	Mohawk Valley	24	6	3	8	100.0%	7	370,400	135	55	37	37.0%	27	256,800	240,000	27.6%	0	N/A	2	70,000	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 July 2004 with July 2003. The Year-To-Date section compares year-to-date statistics from July 2004 with year-to-date statistics from July 2003.

³ Appreciation percents based on a comparison of average price for the last 12 months (8/1/03-7/31/04) with 12 months before (8/1/02-7/31/03).





Douglas & Coos Counties



RESIDENTIAL REVIEW: Douglas & Coos Counties, Oregon

July 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	July	215	177	170	164,600	145,000	78
	Year to Date	1,325	1,037	892	155,300	135,000	99
2003	July	215	147	118	138,300	116,800	103
	Year to Date	1,354	806	687	137,600	119,900	104

Coos County, Oregon		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
2004	July	121	136	128	156,800	136,000	77
	Year to Date	828	655	554	142,700	122,800	89
2003	July	96	99	80	118,300	108,000	143
	Year to Date	729	535	437	118,100	102,000	116

Douglas County July Residential Highlights

July 2004 brought Douglas County an incredible 44.1% more closed sales than did July 2003 (see table above for details). Similarly, pending sales were up 20.4%. However, the number of new listings this July remained exactly the same as last July.

Year-to-Date Trends

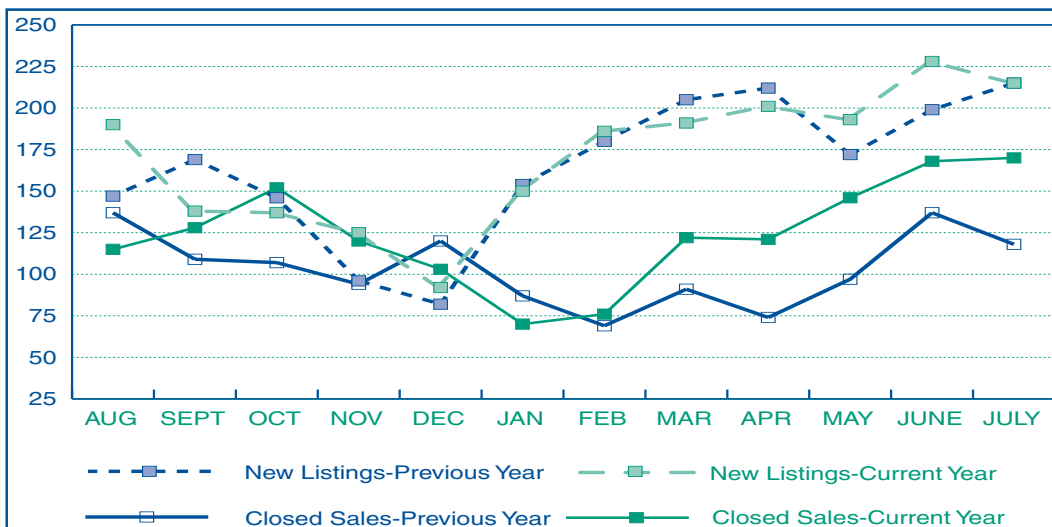
Comparing January-July 2003 to the same period in 2002; pending sales are up 28.7%, closed sales are up 29.8%, and new listings are down 2.1%.

Coos County July Residential Highlights

July 2004 was the month for closed sales in Coos County—with a whopping 60.0% more than in July 2003. Pending sales also rose 37.4%, and new listings were up 26.0%. See the table above for details.

Year-to-Date Trends

By the end of July, 2004 had seen an overall growth in market activity with 26.8% more closed sales, 22.4% more pending sales, and 13.6% 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 • 7/2004

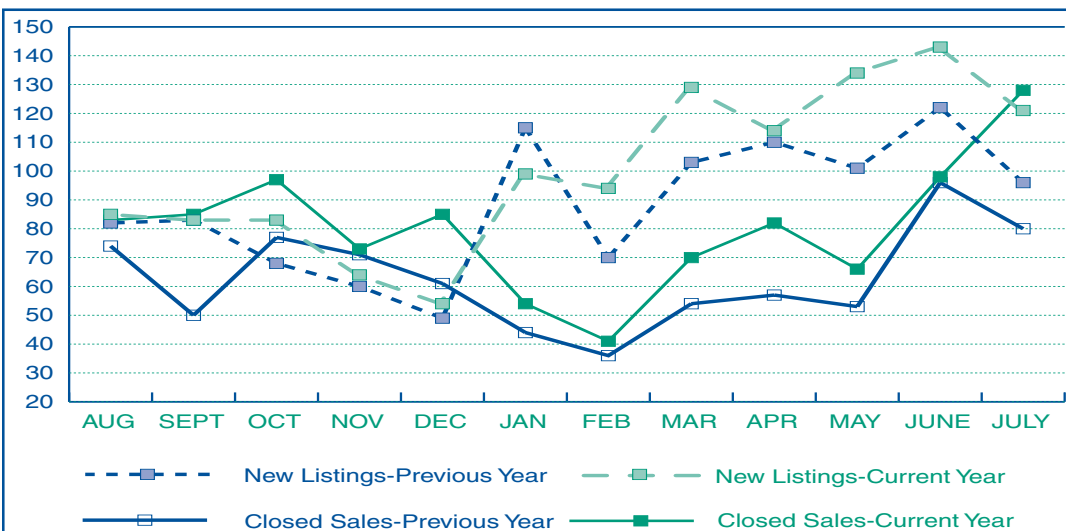
Douglas & Coos Counties, Oregon

		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	45	26	5	17	-10.5%	18	116,000	60	140	120	17.6%	110	135,500	117,500	6.1%	5	324,500	17	96,400	3	145,700	
252	NW Roseburg	47	19	3	20	-9.1%	19	260,700	98	140	122	37.1%	105	216,700	193,000	10.9%	3	280,800	38	89,400	0	0	
253	SE Roseburg	39	19	1	11	37.5%	10	156,600	34	83	52	-14.8%	47	137,600	119,000	14.3%	3	115,000	12	110,400	3	99,000	
254	SW Roseburg	30	16	1	18	50.0%	25	211,500	35	110	94	14.6%	84	225,400	183,500	35.5%	1	170,000	16	110,000	0	0	
255	Glide & E of Roseburg	38	10	1	11	22.2%	11	157,800	75	63	47	9.3%	41	148,000	140,000	-13.8%	0	0	30	70,500	0	0	
256	Sutherlin/ Oakland Area	65	25	4	25	31.6%	23	156,500	94	180	148	39.6%	127	152,500	141,000	22.9%	5	106,000	23	74,200	5	234,800	
257	Winston & SW of Roseburg	58	25	2	16	33.3%	21	153,600	52	152	113	68.7%	89	147,200	128,900	13.0%	3	98,000	21	88,500	3	157,000	
258	Myrtle Creek & S/SE of Roseburg	105	37	12	30	36.4%	22	133,800	92	233	168	34.4%	143	123,600	115,500	5.6%	8	111,600	31	54,700	6	134,700	
259	Green District	37	19	3	14	-12.5%	11	124,800	90	117	104	28.4%	94	124,300	119,700	15.2%	3	192,500	4	106,200	9	184,000	
260	North Douglas County	73	19	11	15	87.5%	10	121,800	212	107	69	38.0%	52	145,300	115,000	1.9%	5	321,100	12	69,000	0	0	
	Douglas County Totals	537	215	43	177	20.4%	170	164,600	78	1325	1037	28.7%	892	155,300	135,000	11.7%	36	191,100	204	82,100	29	167,000	
260	Coos County	290	121	21	136	37.4%	128	156,800	77	828	655	22.4%	554	142,700	122,800	18.2%	18	387,700	129	97,900	27	167,200	

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

³ Appreciation percents based on a comparison of average price for the last 12 months (8/1/03-7/31/04) with 12 months before (8/1/02-7/31/03).



COOS COUNTY NEW LISTINGS & CLOSED SALES

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



MULTIPLE LISTING SERVICE

Corporate

825 NE Multnomah, Suite 270
Portland, OR 97232
(503) 236-7657
Fax: (503) 230-0689

Southern Oregon

1299 NW Ellan, Suite 3
Roseburg, OR 97470
(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

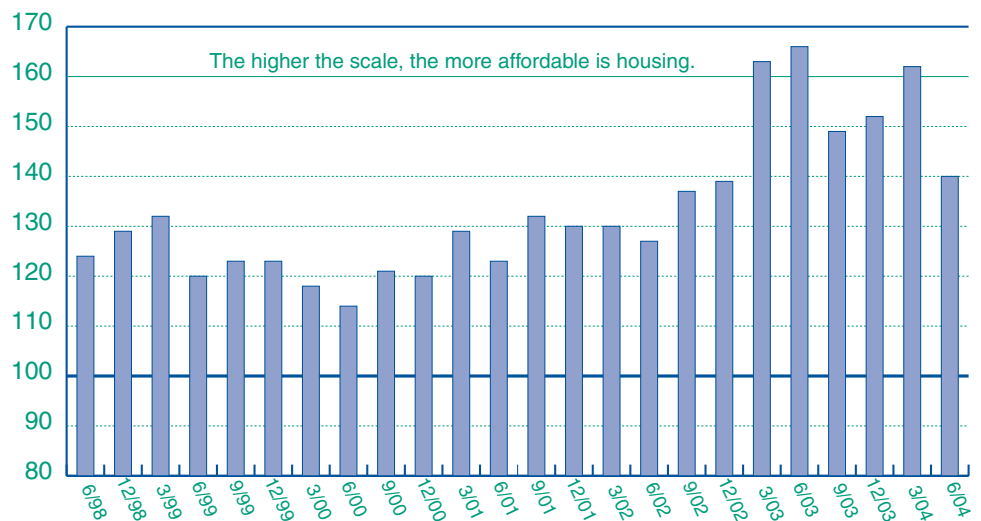
2139 Centennial Plaza
Eugene, OR 97401
(541) 686-2885
Fax: (541) 484-3854

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.

RMLS™ was formed by Portland metro area Boards and Associations of REALTORS® in 1991.

Subscriptions are available for \$45 per year by contacting RMLS™, (503) 236-7657. Reproduction of any portion of this copyrighted material is prohibited without prior approval of RMLS™.

AFFORDABILITY - Metro Portland, Oregon



Affordability Index

(When the scale equals 100, a family with a median income can exactly afford a median-priced home after a 20% down payment.)

Jean Ice, Chairman of the Board
Beth Murphy, President
Kurt von Wasmuth, Communications Manager
Natalie Middleton, Editor