

# MARKET ACTION

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

## RESIDENTIAL REVIEW: Metro Portland, Oregon

May 2004 Reporting Period

### May Residential Highlights

The remains of May included an inventory measure lower than any previously recorded for the Portland metro area (see table to right), breaking the record set just last month. The 8,054 active residential listings at month's end could sustain the market for a mere 2.8 months.

What is to explain this ebb in inventory? Most directly, it is the closed sales for the month, which were 17.2% higher than in May 2003. But accepted offers also siphoned off the active listings, and they were up a similarly significant amount (19.7%). What might have countered the effects of those trends—the number of new listings—exhibited growth that was meager in comparison (4.7%). See the table below for details.

### Year-To-Date Trends

The year, so far, has generated remarkable growth in the number of pending sales (see Year to Date rows of table below). Compared to what had been reported by this time in 2003, they are up 12.5%. The number of closed sales also shows healthy growth, reaching a total 8.9% higher than at the end of May 2003. On the other hand, the number of new listings has changed only in that 0.3% fewer have been recorded.

### Appreciation

The average sale price for residential property in the Portland metro area has appreciated 7.2% (\$231,400 for the last 12 months v. \$215,800 for the prior 12). Median sale price also shows appreciation, at 6.4% (\$191,500 v. \$180,000, for the same time periods as above).

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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	
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	May	4,504	3,591	2,883	250,000	204,000	57
	Year to Date	19,838	14,557	11,455	235,700	195,000	64
2003	May	4,301	3,001	2,460	222,100	187,000	60
	Year to Date	19,900	12,935	10,516	215,800	182,500	67

# AREA REPORT • 5/2004

## Metro Portland & Adjacent Regions, Oregon

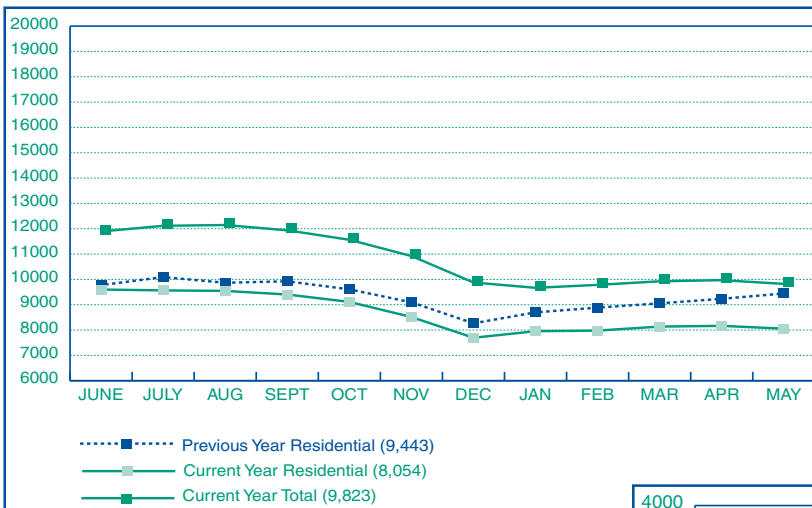
		RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY	
		Current Month								Year-To-Date							Year-To-Date		Year-To-Date		Year-To-Date	
		Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2004 v. 2003²	Closed Sales	Average Sale Price	Average Market Time¹	New Listings	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	250	163	26	156	24.8%	121	179,900	37	868	640	25.7%	527	168,300	155,300	10.4%	3	294,300	17	65,200	12	242,200
142	Northeast Portland	756	530	134	385	34.6%	288	229,100	39	2,171	1,546	16.4%	1,226	218,200	190,000	8.2%	16	305,600	10	118,400	74	311,600
143	Southeast Portland	856	546	131	464	17.8%	335	193,700	52	2,529	1,814	4.9%	1,456	189,600	169,500	6.6%	14	275,600	41	142,600	115	325,800
144	Gresham/ Troutdale	617	321	106	237	28.8%	207	199,700	61	1,399	995	15.8%	778	195,300	177,900	6.1%	5	575,800	32	189,600	34	252,200
145	Milwaukie/ Clackamas	546	298	62	231	10.5%	225	240,000	60	1,353	1,041	15.2%	849	237,300	201,000	9.5%	4	158,800	32	170,100	19	251,900
146	Oregon City/ Canby	457	211	39	146	-9.9%	150	244,400	55	969	674	6.0%	589	228,600	207,500	9.2%	7	667,300	46	156,000	24	213,400
147	Lake Oswego/West Linn	543	308	86	225	19.7%	171	414,700	60	1,230	845	2.1%	622	365,300	307,000	11.5%	3	273,800	22	193,000	2	453,000
148	West Portland	902	493	140	343	27.5%	270	364,200	56	2,020	1,386	20.7%	1,091	333,700	270,000	4.5%	6	226,400	31	131,400	12	476,900
149	Northwest Washington County	324	205	32	152	8.6%	115	356,000	57	773	573	5.5%	456	329,700	284,500	8.8%	1	185,000	8	146,900	3	290,500
150	Beaverton/Aloha	696	441	80	371	29.7%	276	217,200	45	1,867	1,417	8.3%	1,106	209,900	185,000	7.1%	3	211,800	10	450,400	21	248,500
151	Tigard/Wilsonville	585	375	58	343	0.9%	261	280,600	59	1,651	1,369	6.0%	1,029	257,300	229,900	6.4%	2	290,000	19	243,500	7	238,600
152	Hillsboro/ Forest Grove	605	294	80	260	33.3%	243	214,700	68	1,420	1,110	22.9%	871	203,400	184,600	3.8%	12	155,000	21	203,800	23	219,000
153	Mt. Hood: Govt. Camp/Wemme	87	36	5	25	56.3%	18	184,200	70	179	141	98.6%	69	165,900	156,300	10.2%	0	N/A	28	83,000	0	N/A
155	Columbia County	354	108	44	103	37.3%	88	162,100	105	555	430	26.1%	334	167,800	159,900	3.5%	7	203,900	45	86,100	5	148,800
156	Yamhill County	476	175	43	150	13.6%	115	200,500	91	854	576	7.7%	452	212,700	165,000	14.0%	12	242,900	64	132,200	15	232,500
170-210	Marion/ Polk Counties	382	147	36	110	34.1%	73	177,000	77	613	435	37.7%	338	173,500	148,100	1.8%	5	251,000	29	73,700	12	187,600
180-200	North Coastal Counties	377	114	11	63	-17.1%	56	259,900	126	427	299	22.5%	241	221,300	175,500	18.0%	6	279,000	77	89,100	8	164,700
200-200	Columbia Gorge	137	34	7	11	N/A	7	108,400	94	141	52	N/A	39	154,600	153,000	27.0%	5	143,900	9	56,300	0	N/A

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

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

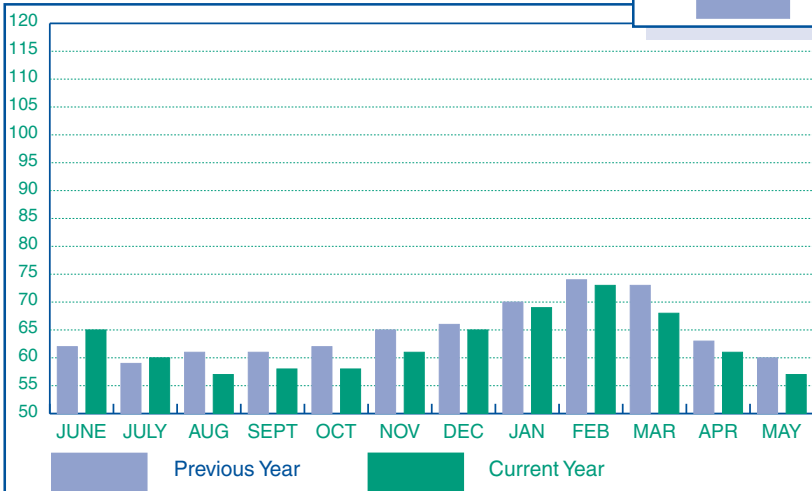
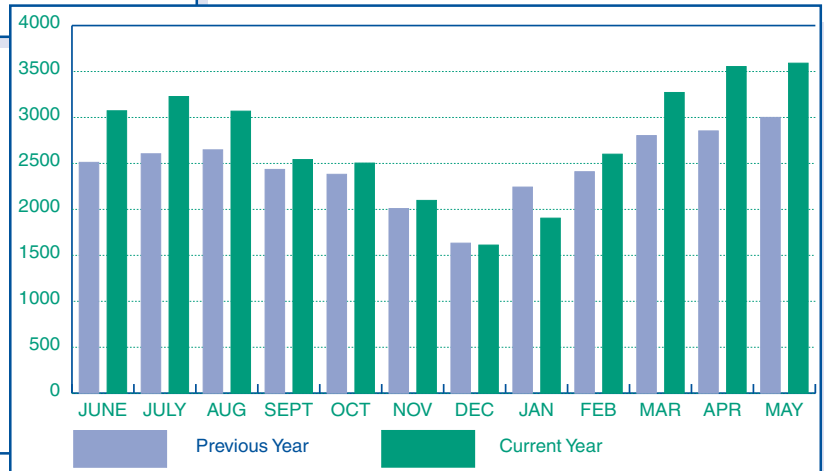
<sup>3</sup> Appreciation percents based on a comparison of average price for the last 12 months (6/1/03-5/31/04) with 12 months before (6/1/02-5/31/03).

# Market Action



## PENDING SALES Metro Portland, Oregon

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

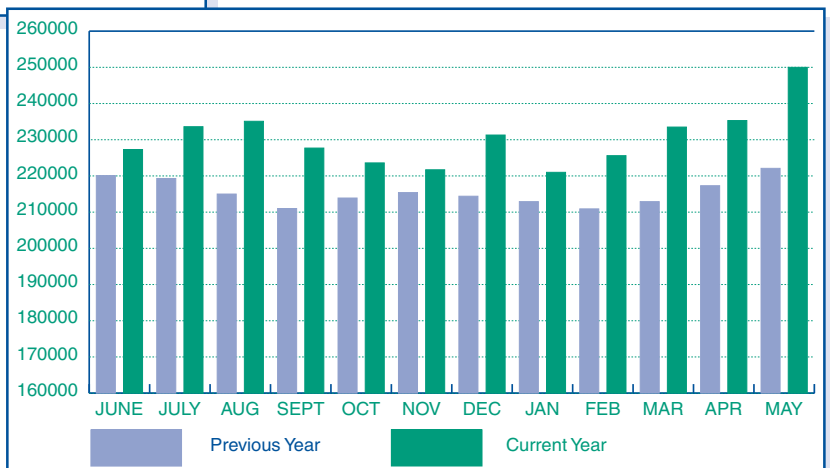


## DAYS ON MARKET Metro Portland, Oregon

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.

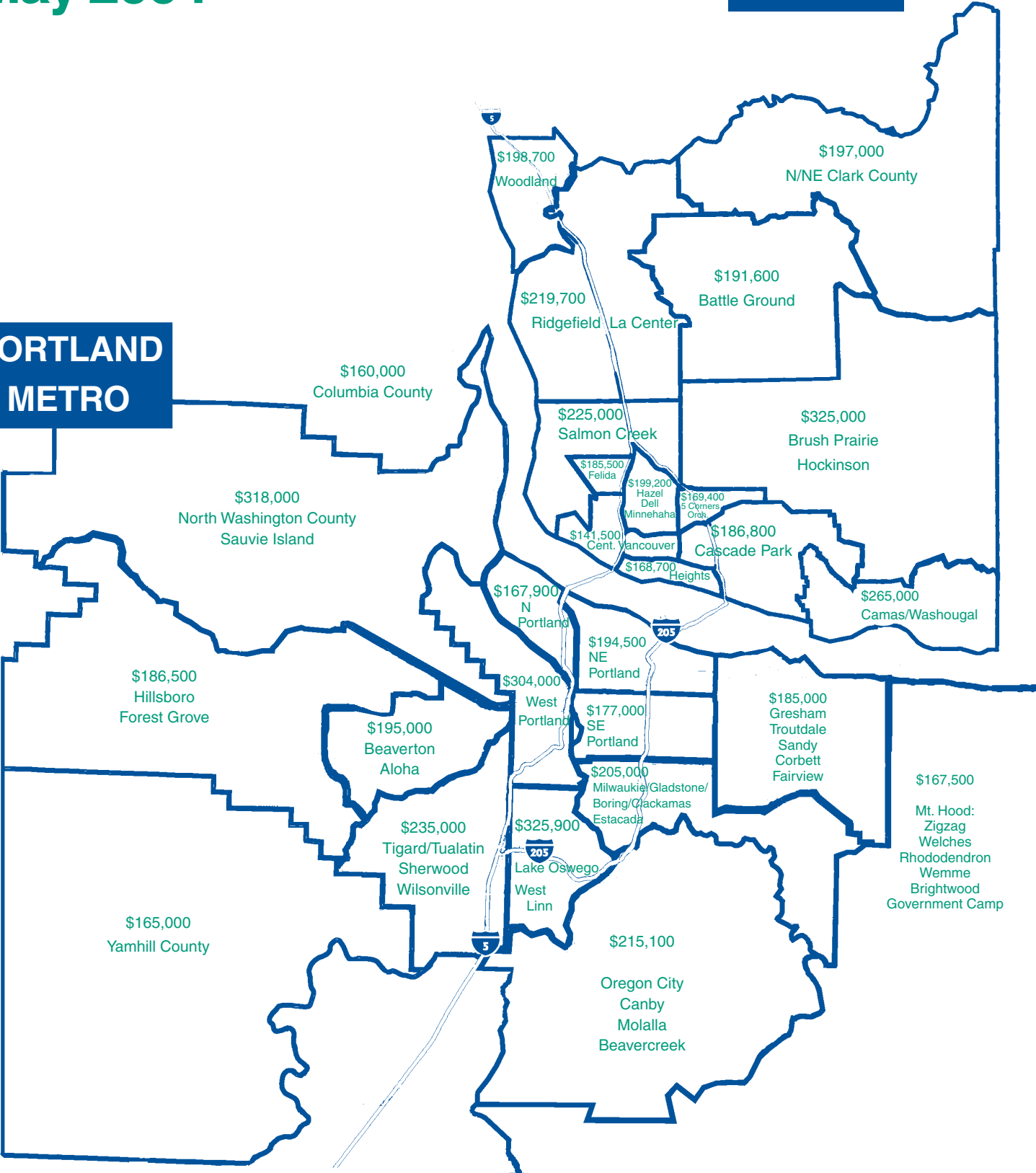


# MEDIAN SALE PRICE

## May 2004

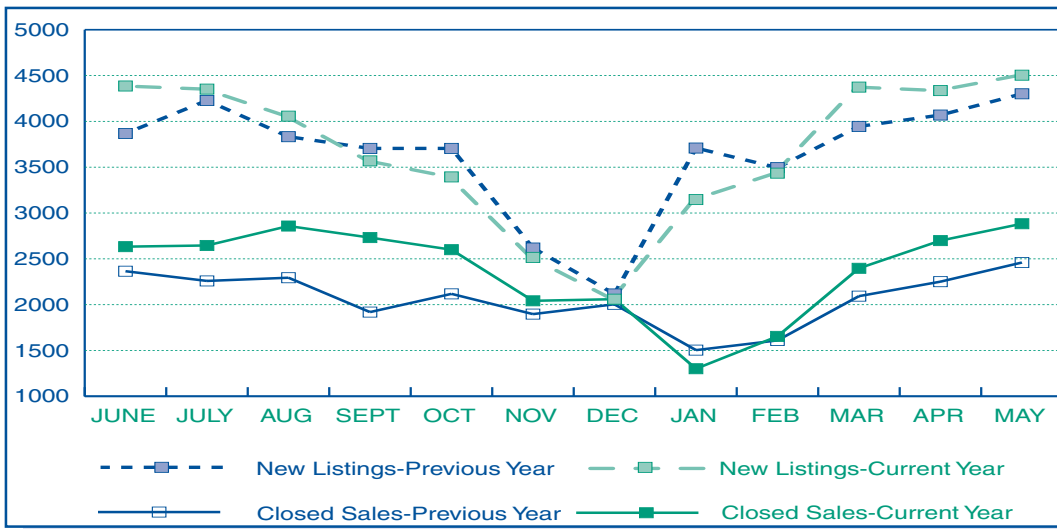
CLARK  
COUNTY

PORTLAND  
METRO



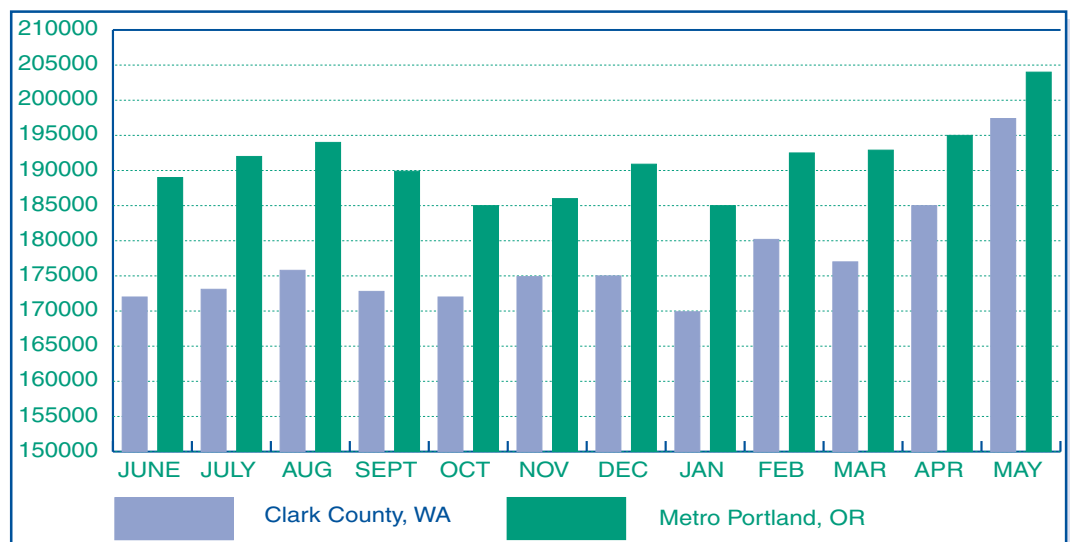
## PORTLAND, OR NEW LISTINGS & CLOSED SALES

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



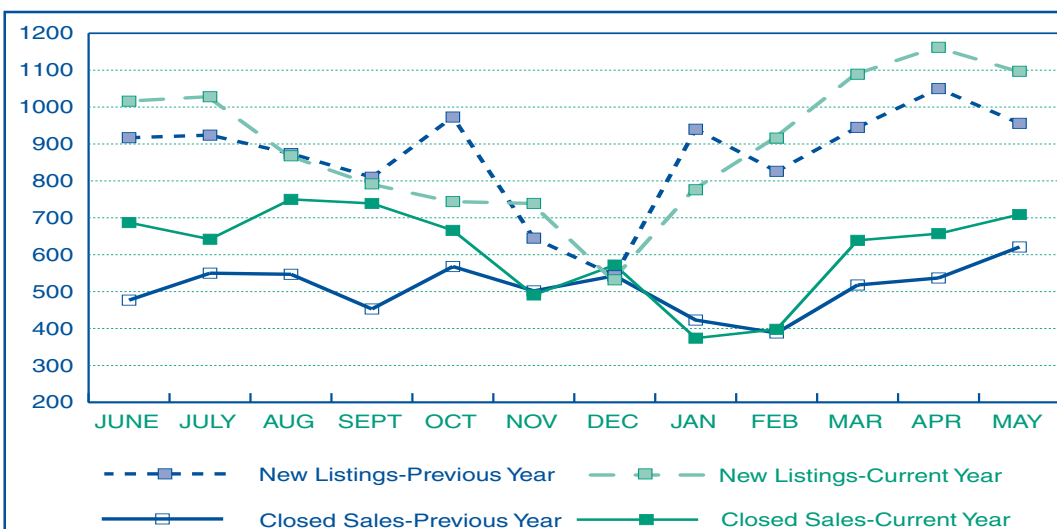
## PORTLAND, OR & CLARK COUNTY, WA MEDIAN SALE PRICE

*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

May 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	May	1,097	897	709	235,900	197,400	48
	Year to Date	4,972	3,802	2,924	218,000	184,000	58
2003	May	956	829	621	195,300	169,900	63
	Year to Date	4,815	3,528	2,657	190,000	165,000	73

### May Residential Highlights

In Clark County, the demand for new listings was heard. The market saw 14.7% more new listings in May 2004 than it did in May 2003. As it happened, the market had some plans for those listings. Closed sales increased as well (up 14.2%), and pending sales rose by 8.2%. Distilling the market down to available inventory shows that the 1,935 active residential listings at months end would last all of 2.7 months.

### Year-To-Date Trends

As shown in the Year to Date rows of the table above, market activity has increased when compared to 2003. The greatest increase is in closed sales, up 10.0%. Pending sales are up 7.8%, and new listings are up 3.3%.

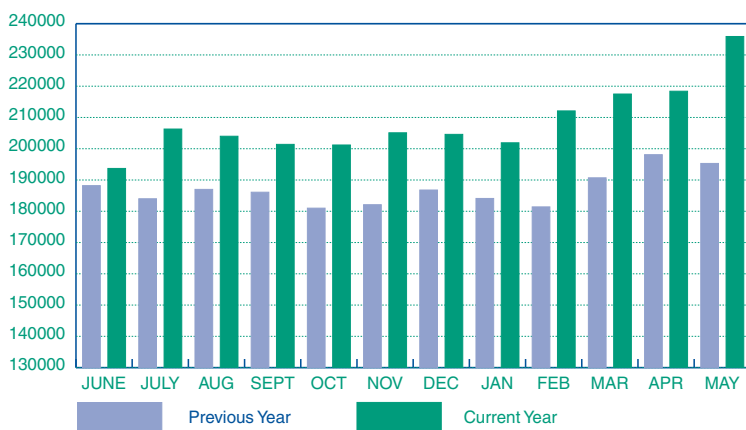
### Appreciation

Average sale price has reached double-digit appreciation. The last 12 months show an average price 11.2% higher than for the 12 months prior (\$207,200 v. \$186,400). Median sale price is up 8.6% (\$177,000 v. \$163,000).

### Inventory in Months (Active Listings / Closed Sales)

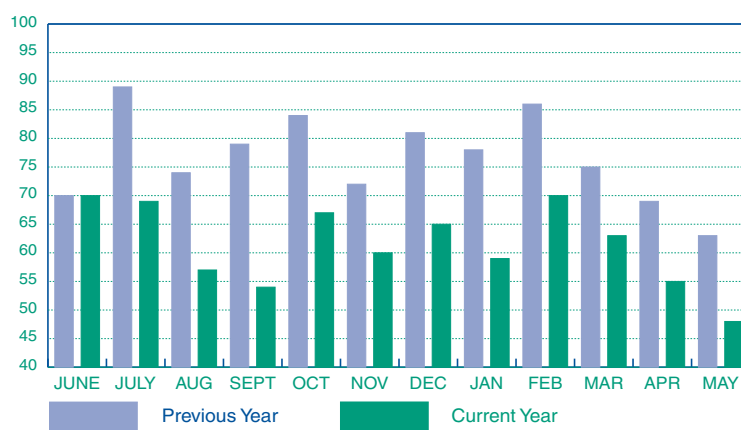
	2002	2003	2004
January	9.0	5.8	5.2
February	7.6	6.1	4.7
March	6.7	4.5	2.9
April	5.6	4.4	2.9
May	5.5	3.6	2.7
June	6.2	3.1	
July	5.3	3.3	
August	5.2	2.8	
September	6.0	2.7	
October	4.8	2.8	
November	5.3	4.0	
December	4.3	3.2	

### 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).

# Market Action

# AREA REPORT • 5/2004

## Clark County, Washington

		RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY	
		Current Month							Year-To-Date							Appreciation <sup>3</sup>	Year-To-Date		Year-To-Date		Year-To-Date	
		Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2004 v.2003 <sup>2</sup>	Closed Sales	Average Sale Price	Average Market Time <sup>1</sup>	New Listings	Pending Sales	Pending Sales 2004 v.2003 <sup>2</sup>	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	50	23	4	19	-13.6%	24	145,700	32	157	126	31.3%	96	165,200	150,000	17.1%	0	N/A	4	34,500	10	205,700
12	NW Heights	32	30	6	36	63.6%	25	148,100	39	147	134	42.6%	102	133,100	125,300	9.4%	2	205,000	7	91,200	30	181,200
13	SW Heights	29	13	3	8	-33.3%	6	251,800	13	54	39	-31.6%	34	237,000	166,800	14.5%	1	85,000	2	196,000	2	516,800
14	Lincoln/Hazel Dell	24	10	0	12	-20.0%	3	176,800	12	72	55	-26.7%	43	154,500	166,900	8.8%	1	150,000	2	65,000	0	N/A
15	E Hazel Dell	67	35	8	32	39.1%	29	188,700	55	186	163	28.3%	131	176,000	164,500	16.5%	0	N/A	7	194,500	4	294,200
20	NE Heights	36	34	7	24	4.3%	17	180,200	55	128	106	17.8%	89	175,200	154,000	8.7%	0	N/A	2	1,126,200	2	633,700
21	Orchards	56	47	6	50	66.7%	41	176,200	40	225	190	31.9%	160	177,700	166,000	17.1%	1	150,000	2	183,800	0	N/A
22	Evergreen	117	85	19	87	11.5%	53	182,100	34	437	348	-3.1%	262	181,200	159,700	14.4%	1	14,700	42	124,900	6	201,700
23	E Heights	41	28	1	14	16.7%	16	233,500	45	108	82	10.8%	69	206,200	163,400	7.3%	0	N/A	3	96,500	1	106,000
24	Cascade Park	34	26	3	30	-11.8%	27	311,900	39	151	130	9.2%	109	270,000	209,500	18.1%	0	N/A	7	205,200	4	241,900
25	Five Corners	34	39	4	34	-26.1%	25	173,900	20	181	139	-13.1%	115	163,900	159,900	11.9%	0	N/A	0	N/A	0	N/A
26	E Orchards	48	38	7	37	27.6%	33	222,800	33	216	185	29.4%	124	236,000	224,900	8.5%	0	N/A	1	80,000	0	N/A
27	Fisher's Landing	41	44	10	49	28.9%	36	233,100	38	219	197	-4.4%	155	229,300	212,000	8.3%	0	N/A	0	N/A	2	215,600
31	SE County	31	17	4	8	-11.1%	6	276,700	92	48	27	8.0%	20	309,700	285,500	9.1%	0	N/A	23	168,500	0	N/A
32	Camas City	164	78	22	73	28.1%	63	328,200	66	364	285	7.1%	213	305,300	278,000	17.1%	2	132,500	24	113,700	3	223,800
33	Washougal	168	67	10	42	75.0%	30	241,800	92	271	162	20.0%	117	230,200	223,000	24.5%	0	N/A	22	96,900	6	155,200
41	N Hazel Dell	53	41	2	37	-27.5%	29	218,000	22	169	141	-22.1%	109	220,000	195,000	11.1%	0	N/A	6	112,800	1	760,000
42	S Salmon Creek	66	49	8	32	77.8%	33	218,600	30	203	139	28.7%	102	205,400	190,900	8.3%	1	325,000	4	74,500	0	N/A
43	N Felida	100	56	4	45	-10.0%	25	274,300	58	198	170	-24.4%	133	252,700	241,000	7.8%	0	N/A	6	183,800	2	204,500
44	N Salmon Creek	84	40	9	32	-15.8%	27	257,200	41	181	155	44.9%	103	223,100	193,500	-6.0%	1	392,000	1	280,000	0	N/A
50	Ridgefield	53	23	8	15	400.0%	20	193,900	2	141	78	358.8%	50	200,300	186,500	20.3%	2	137,800	3	199,500	0	N/A
51	W of I-5 County	37	9	2	5	-16.7%	11	414,300	88	41	27	28.6%	25	360,500	320,000	17.0%	0	N/A	13	152,700	0	N/A
52	NW E of I-5 County	38	21	3	12	20.0%	11	358,300	115	71	49	11.4%	37	320,200	299,000	11.5%	0	N/A	22	143,400	0	N/A
61	Battleground	94	66	9	48	-31.4%	27	206,900	38	264	201	-24.7%	171	191,500	174,900	4.1%	3	112,200	6	135,500	0	N/A
62	Brush Prairie	91	51	7	38	-15.6%	40	335,300	58	222	178	29.9%	145	299,100	266,000	9.6%	1	533,500	24	155,500	0	N/A
63	East County	1	1	0	1	N/A	2	329,000	42	5	6	50.0%	2	329,000	329,000	0.3%	0	N/A	1	140,100	0	N/A
64	Central County	19	7	0	1	-75.0%	2	330,000	63	24	8	-52.9%	9	301,200	243,900	16.6%	0	N/A	6	115,100	0	N/A
65	Mid-Central County	45	15	3	11	120.0%	9	354,200	80	64	32	68.4%	20	281,200	281,800	5.9%	0	N/A	11	127,300	0	N/A
66	Yacolt	17	7	1	7	40.0%	2	166,800	33	28	19	-24.0%	11	237,100	230,000	3.9%	0	N/A	1	75,000	0	N/A
70	La Center	34	19	4	11	-8.3%	4	182,200	73	50	32	-20.0%	27	223,500	207,300	24.3%	0	N/A	11	66,200	0	N/A
71	N Central	12	2	0	7	-12.5%	4	265,300	81	28	23	-8.0%	14	231,700	220,500	13.0%	0	N/A	5	127,300	1	206,000
72	NE Corner	22	6	3	5	-28.6%	2	134,500	5	37	25	-3.8%	20	183,500	156,300	20.9%	0	N/A	7	76,100	0	N/A
80	Woodland City	14	8	1	5	-28.6%	3	175,300	44	36	27	12.5%	21	173,600	138,000	15.9%	1	184,900	1	84,900	0	N/A
81	Woodland Area	45	12	2	5	-16.7%	9	257,000	72	55	29	26.1%	23	287,900	197,500	14.6%	0	N/A	7	94,400	1	310,000
82	Cowlitz County	138	50	21	25	150.0%	15	152,700	111	191	95	97.9%	63	160,100	135,900	19.2%	2	282,200	18	72,100	2	108,500

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

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

<sup>3</sup> Appreciation percents based on a comparison of average price for the last 12 months (6/1/03-5/31/04) with 12 months before (6/1/02-5/31/03).





# Lane County



RESIDENTIAL REVIEW: Lane County, Oregon

May 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	May	639	493	467	187,100	168,000	50
	Year to Date	2,746	2,184	1,794	176,900	155,000	60
2003	May	619	468	397	169,300	148,500	64
	Year to Date	2,765	1,987	1,634	162,100	143,000	74

### May Residential Highlights

Lane County will always have some inventory. So there is no need to worry at this month's calculation that what was active at the end of May (1,058 residential listings) would last only 2.3 months. In fact the number of new listings in May 2004 surpassed those in May 2003 by 3.2%. Nevertheless, pending and closed sales outpaced new listings with growth of 5.3% and 17.6%, respectively.

### Year-To-Date Trends

For the year so far, both closed sales and pending sales show considerable growth, compared to this period in 2003. Closed sales are up 9.8%, and pending sales are up 9.9%. New listings are down a slight 0.7%.

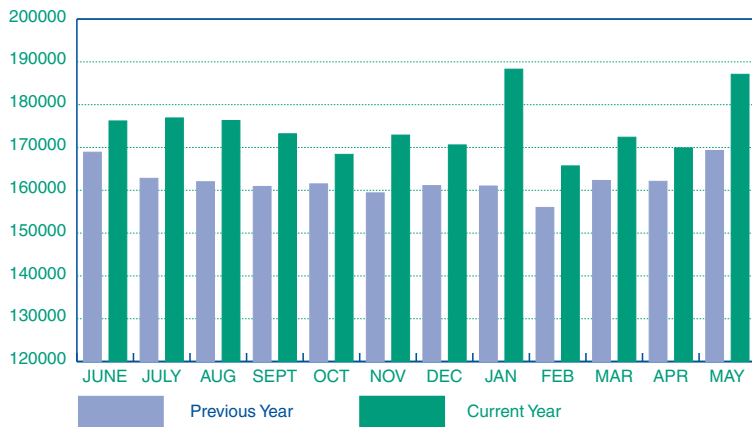
### Appreciation

The area's average sale price is up 7.5%, comparing the last twelve months (\$174,200) to the twelve prior (\$162,100). For the same periods, median sale price has climbed 8.1% (\$154,000 v. \$142,500).

### Inventory in Months (Active Listings / Closed Sales)

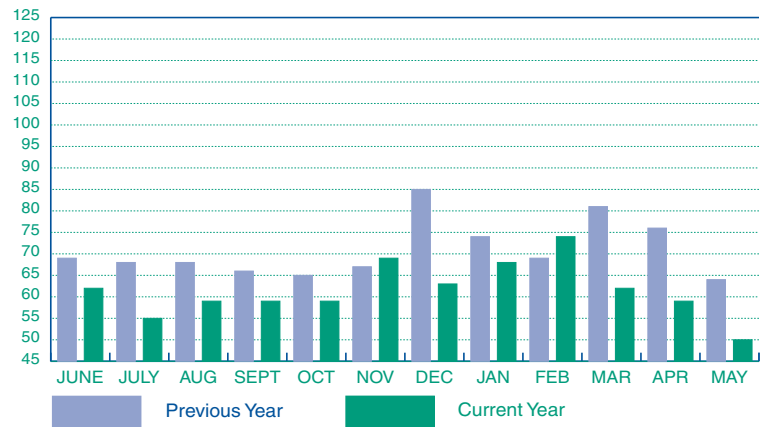
	2002	2003	2004
January	7.5	5.5	4.9
February	7.1	5.3	3.8
March	5.5	4.0	2.6
April	5.9	4.2	2.6
May	4.5	3.6	2.3
June	4.8	3.6	
July	4.7	3.4	
August	4.3	3.1	
September	4.3	3.4	
October	3.9	3.0	
November	4.3	3.8	
December	4.0	2.8	

### 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



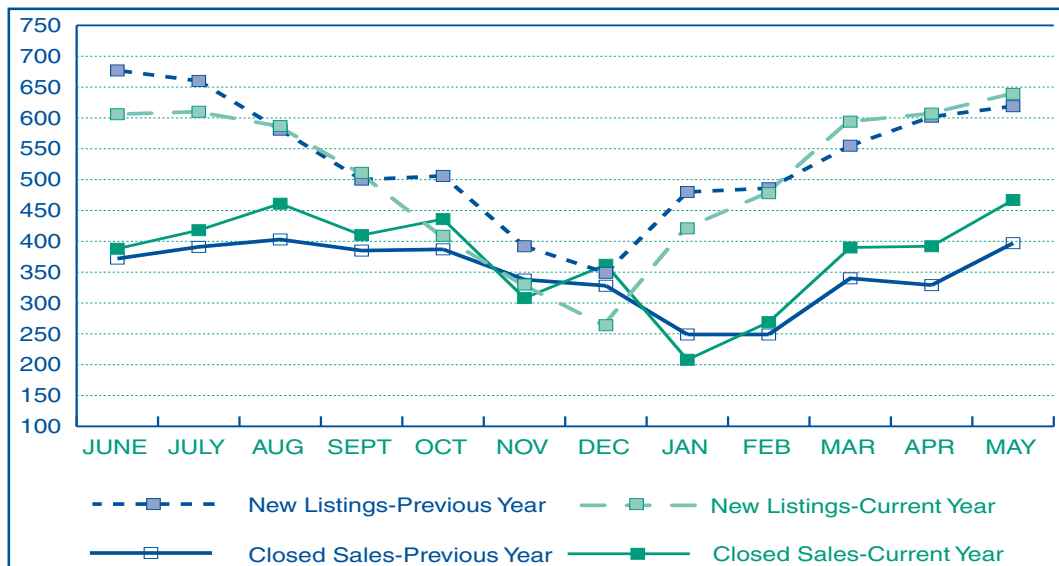
# AREA REPORT • 5/2004 • Lane County, Oregon

	RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY		
	Current Month								Year-To-Date							Appreciation <sup>3</sup>	Year-To-Date		Year-To-Date		Year-To-Date	
	Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2004 v. 2003 <sup>2</sup>	Closed Sales	Average Sale Price	Average Market Time <sup>1</sup>	New Listings	Pending Sales	Pending Sales 2004 v. 2003 <sup>2</sup>	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	16	16	2	12	20.0%	16	194,800	25	69	63	-21.3%	56	176,900	160,300	15.5%	0	N/A	0	N/A	3	195,500
233	McKenzie Valley	56	18	4	14	-12.5%	10	203,400	98	70	51	34.2%	45	234,000	182,000	5.6%	2	128,800	6	97,900	1	57,500
234	Pleasant Hill/Oak	93	31	3	27	170.0%	16	148,100	134	139	108	58.8%	74	143,000	125,000	0.3%	2	245,000	14	76,500	2	137,000
235	Cottage Grove/ Creswell/Dorena	138	51	15	47	38.2%	37	159,000	97	258	215	31.9%	174	151,400	133,000	3.0%	1	200,000	29	81,800	6	201,000
236	Veneta/Elmira	65	31	5	23	21.1%	15	187,600	49	126	94	34.3%	76	167,500	144,500	0.7%	1	60,000	13	115,700	3	148,300
237	Junction City	64	33	10	21	-8.7%	23	237,100	101	132	98	19.5%	70	200,000	152,000	13.6%	0	N/A	9	96,600	1	250,000
238	Florence	5	4	0	1	N/A	0	N/A	N/A	11	5	0.0%	4	137,800	104,000	6.6%	0	N/A	1	38,000	0	N/A
239	Thurston	51	37	7	30	-28.6%	40	156,800	55	164	147	-12.5%	138	154,700	148,300	8.8%	1	125,000	6	95,600	11	162,600
240	Coburg I-5	25	13	0	8	14.3%	11	219,300	49	47	33	43.5%	29	199,100	165,000	18.4%	0	N/A	10	87,600	0	N/A
241	N Gilham	38	18	3	13	-31.6%	10	259,000	26	87	59	3.5%	46	235,300	219,000	6.8%	0	N/A	0	N/A	0	N/A
242	Ferry Street Bridge	70	40	4	32	-13.5%	33	223,900	42	189	148	-6.3%	123	215,500	185,000	7.6%	1	40,000	0	N/A	1	176,000
243	E Eugene	66	61	5	46	4.5%	35	255,500	33	217	163	17.3%	125	220,500	204,000	11.0%	0	N/A	25	108,400	10	329,600
244	SW Eugene	100	64	9	46	-27.0%	50	213,100	33	289	229	3.6%	198	224,200	202,500	2.0%	0	N/A	21	132,400	3	250,000
245	W Eugene	22	20	4	18	-5.3%	13	146,300	33	88	71	-17.4%	55	154,300	134,000	14.1%	2	232,500	2	117,800	10	195,500
246	Danebo	82	77	9	45	28.6%	56	145,500	36	279	223	12.6%	200	141,600	142,600	11.7%	0	N/A	5	126,200	10	191,000
247	River Road	25	20	2	20	53.8%	18	170,600	35	108	92	27.8%	72	156,900	149,000	6.3%	1	159,000	3	90,100	10	205,300
248	Santa Clara	48	37	7	27	-20.6%	40	198,000	29	193	152	-16.0%	131	188,000	178,500	9.9%	0	N/A	7	143,600	5	217,500
249	Springfield	65	58	11	52	33.3%	43	142,100	39	239	211	31.1%	167	130,200	124,000	11.5%	1	160,000	3	111,700	11	193,500
250	Mohawk Valley	29	10	2	11	175.0%	1	305,000	261	41	22	29.4%	11	174,900	147,500	8.4%	0	N/A	2	70,000	0	N/A

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

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

<sup>3</sup> Appreciation percents based on a comparison of average price for the last 12 months (6/1/03-5/31/04) with 12 months before (6/1/02-5/31/03).



## 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

May 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	May	193	174	146	164,900	149,900	87
	Year to Date	903	738	548	147,400	129,000	107
2003	May	172	154	97	147,200	125,000	88
	Year to Date	940	564	423	138,700	120,000	105

Coos County, Oregon		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
2004	May	134	87	66	128,000	125,000	75
	Year to Date	564	420	320	137,600	117,700	104
2003	May	101	108	53	104,200	92,500	84
	Year to Date	511	338	254	121,600	102,500	112

### Douglas County May Residential Highlights

May 2004 was the month for closing sales. In fact it was 50.5% more so than was May 2003. Similarly, pending sales climbed 13.0%, and new listings rose by 12.2%. The table above has the details.

### Year-To-Date Trends

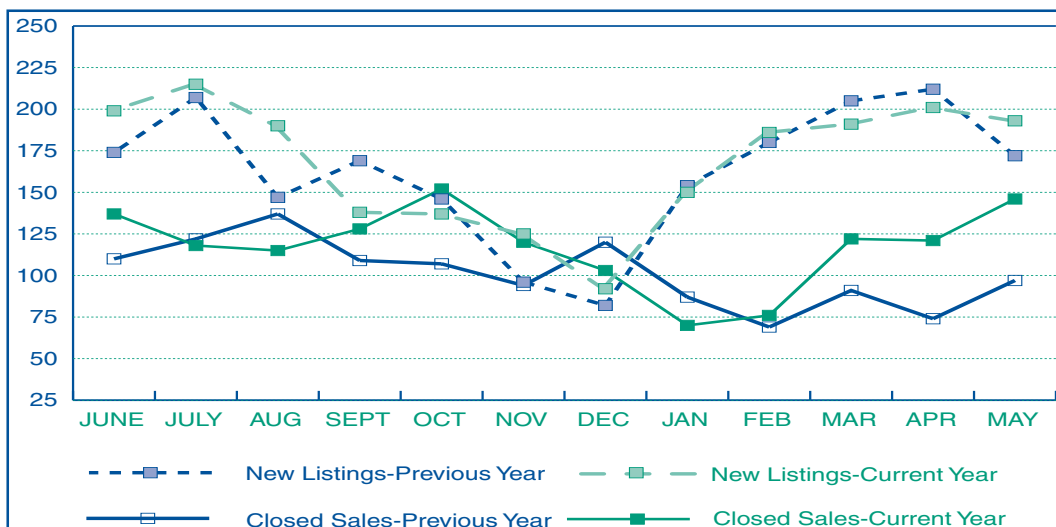
So far, the year has done wonders for pending (up 30.9%) and closed (up 29.6%) sales, compared to January-May 2003. Not so much for new listings, which are down 3.9%.

### Coos County May Residential Highlights

To Coos County came many a new listing in May 2004. Compared to May 2003, they are up 32.7%. Closed sale also climbed, up 24.5%. Pending sales, though dropped 19.4%.

### Year-To-Date Trends

Activity has increased all-round for the year to date. Comparing it to the same period in 2003, new listings are up 10.4%, pending sales are up 24.3%, and closed sales are up 26.0%.



### DOUGLAS COUNTY NEW LISTINGS & CLOSED SALES

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

# Market Action

# AREA REPORT • 5/2004

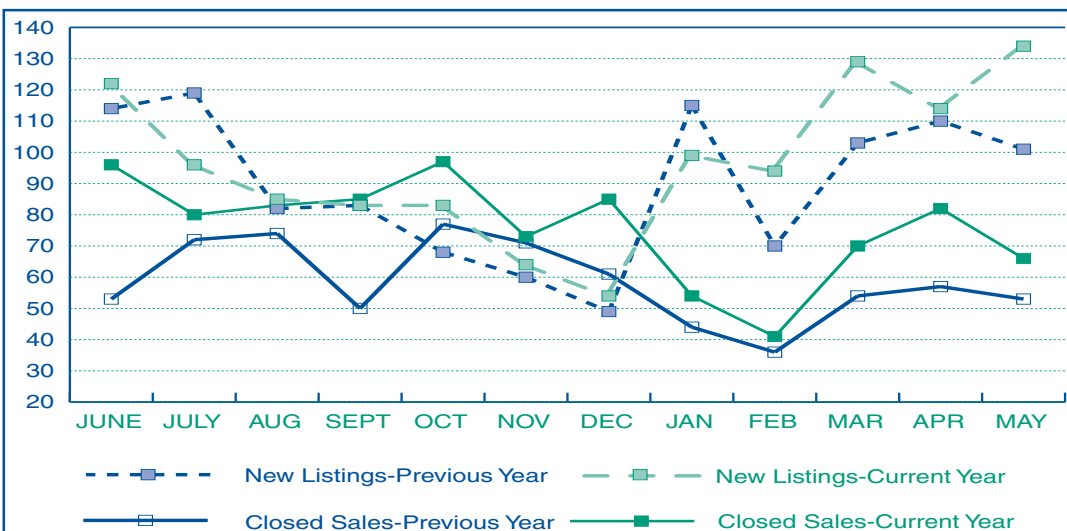
## Douglas & Coos Counties, Oregon

		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	43	18	7	15	0.0%	15	139,000	44	94	85	26.9%	73	139,100	110,000	10.9%	3	189,200	13	84,100	3	145,700	
252	NW Roseburg	50	28	2	25	66.7%	25	202,200	95	100	90	60.7%	60	194,900	189,000	1.7%	3	280,800	27	91,600	0	N/A	
253	SE Roseburg	28	8	4	10	42.9%	7	122,700	48	53	38	-19.1%	29	139,500	115,000	13.4%	2	147,500	9	135,300	1	115,000	
254	SW Roseburg	27	16	4	24	50.0%	13	211,000	70	73	64	12.3%	44	195,800	177,500	18.8%	0	N/A	8	82,800	0	N/A	
255	Glide & E of Roseburg	30	11	3	5	-54.5%	10	138,900	83	39	35	29.6%	26	141,800	123,500	-16.0%	0	N/A	24	62,700	0	N/A	
256	Sutherlin/ Oakland Area	69	23	8	31	55.0%	18	177,500	87	123	108	56.5%	74	150,000	136,000	16.6%	3	118,300	8	96,800	3	278,000	
257	Winston & SW of Roseburg	47	25	9	20	185.7%	10	168,200	135	108	83	107.5%	51	146,100	125,500	12.3%	1	20,000	12	85,000	3	157,000	
258	Myrtle Creek & S/SE of Roseburg	114	31	6	24	26.3%	22	123,200	89	163	111	27.6%	95	120,100	117,000	5.3%	8	111,600	24	41,600	5	135,000	
259	Green District	35	12	1	13	-35.0%	16	132,400	72	76	75	44.2%	64	123,100	117,800	12.5%	2	157,500	2	35,000	5	199,100	
265	North Douglas County	72	21	3	7	40.0%	10	224,400	153	74	49	63.3%	32	148,100	115,000	-5.0%	3	510,800	6	54,000	0	N/A	
	Douglas County Totals	515	193	47	174	13.0%	146	164,900	87	903	738	30.9%	548	147,400	129,000	5.9%	25	192,800	133	76,200	20	176,400	
260	Coos County	312	134	21	87	-19.4%	66	128,000	75	564	420	24.3%	320	137,600	117,700	10.6%	11	523,000	94	79,800	16	176,000	

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

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

<sup>3</sup> Appreciation percents based on a comparison of average price for the last 12 months (6/1/03-5/31/04) with 12 months before (6/1/02-5/31/03).



### 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  
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Fax: (360) 696-9342

### Lane County

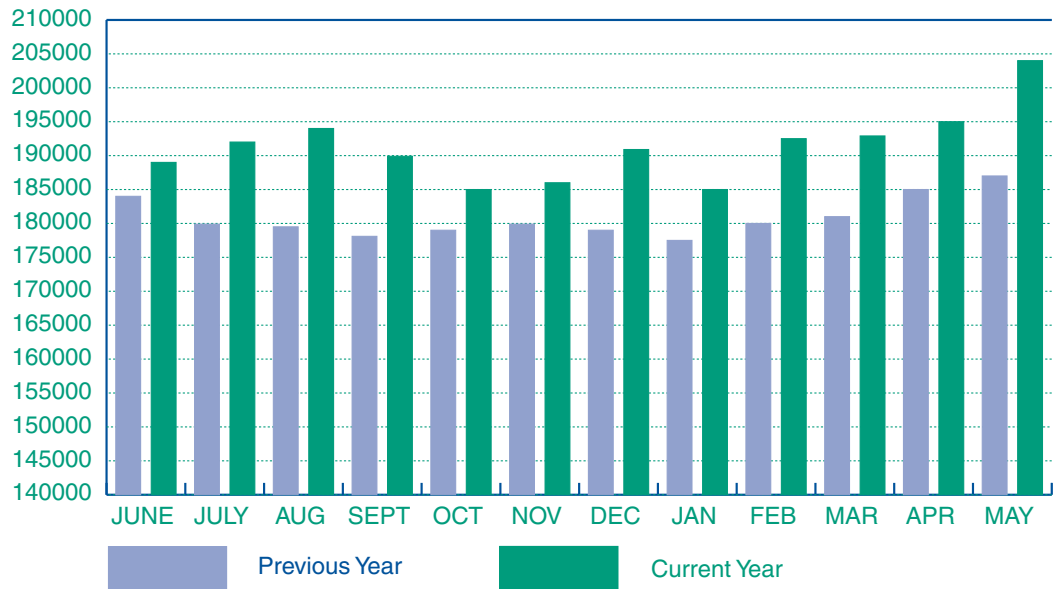
2139 Centennial Plaza  
Eugene, OR 97401  
(541) 686-2885  
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## MEDIAN SALES PRICE - Metro Portland, Oregon



*This graph shows the median sale price over the past 24 months in the greater Portland, OR metro area.*

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