

MARKET ACTION



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

RESIDENTIAL REVIEW: Metro Portland, Oregon

October 2004 Reporting Period

October Residential Highlights

Once again pending sales are up, this time by 10.3% (compared to October 2003). Meanwhile, closed sales saw a marginal growth of 0.8%. However, new listings dropped 0.9% (see the table below for details).

The inventory in the Portland metro area decreased slightly since September, with 7,514 active residential listings at the end of October, which would last only 2.7 months at the current rate of sales (see table to right).

Appreciation

Comparing the 12 months ending in October to the 12 months preceding them, the appreciation rate is up from last month at 8.9% (\$242,100 v. \$222,400).

Affordability

The affordability index is on the rise (149, see chart on last page) with a median family income of \$67,900 in 2004 (according to HUD) and an interest rate of 5.72% for a 30-year fixed mortgage (per Freddie Mac). Therefore, Portland families are able to afford housing despite ever increasing median housing prices (\$212,000) with a 20% down payment.

Year-to-Date Trends

The year 2004, compared to the same period in 2003, is the year for accepted offers with total pending sales up 7.1% and closed sales up 5.6% (see Year-to-Date rows of the table below). However, new listings continued to drop this year compared to last year, falling 3.7%.

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	
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	October	3,523	2,908	2,764	256,500	212,000	54
	Year-to-Date	40,515	29,935	27,773	244,600	202,400	57
2003	October	3,555	2,636	2,741	222,500	185,000	60
	Year-to-Date	42,079	27,946	26,304	222,200	185,600	64

AREA REPORT • 10/2004

Metro Portland & Adjacent Regions, Oregon

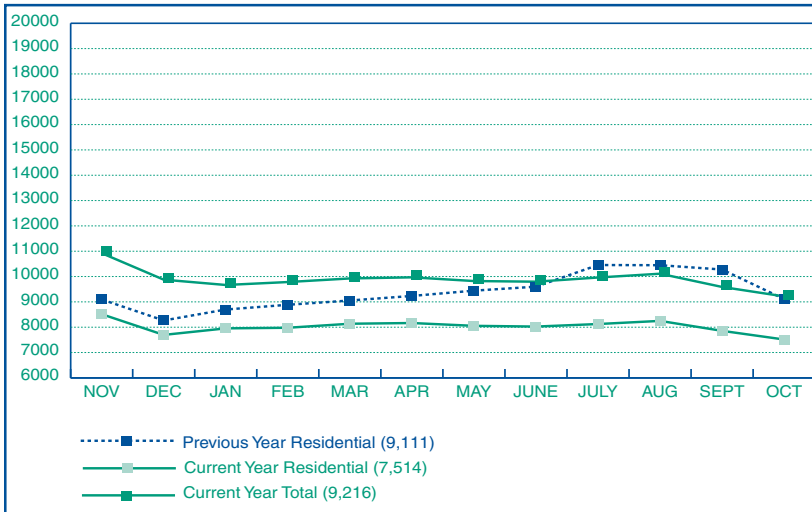
		RESIDENTIAL															COMMERCIAL			LAND		MULTIFAMILY	
		Current Month								Year-To-Date							Appreciation³	Year-To-Date		Year-To-Date		Year-To-Date	
		Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2004 v. 2003²	Closed Sales	Average Sale Price	Average Market 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	265	155	61	144	12.5%	114	180,900	38	1,771	1,273	17.4%	1,192	174,600	163,300	11.1%	7	374,000	31	67,400	46	306,100	
142	Northeast Portland	623	373	162	312	7.6%	315	234,000	46	4,451	3,199	15.3%	2,966	224,700	195,600	8.0%	33	311,800	32	101,300	162	301,200	
143	Southeast Portland	899	487	178	378	19.6%	334	207,800	50	5,287	3,667	5.6%	3,460	199,900	174,600	7.9%	48	379,500	91	131,000	248	340,600	
144	Gresham/ Troutdale	634	281	94	214	16.9%	203	218,600	53	2,959	2,108	13.2%	1,953	202,200	183,900	8.3%	15	383,400	69	225,400	93	246,100	
145	Milwaukie/ Clackamas	547	272	96	214	9.7%	202	265,600	57	2,822	2,099	11.4%	1,949	249,800	214,800	16.0%	8	235,000	78	299,800	41	270,500	
146	Oregon City/ Canby	327	142	52	144	29.7%	124	269,000	58	1,896	1,430	13.0%	1,339	234,600	212,400	9.8%	11	559,200	92	181,700	43	433,400	
147	Lake Oswego/West Linn	480	172	74	139	-9.2%	156	407,300	45	2,334	1,665	-1.0%	1,549	393,100	330,000	13.0%	3	273,800	45	248,000	9	418,100	
148	West Portland	808	353	145	287	35.4%	252	401,800	63	4,077	2,864	22.0%	2,686	357,900	290,000	7.2%	13	399,000	81	147,300	39	470,100	
149	Northwest Washington County	314	146	34	134	41.1%	123	332,000	50	1,651	1,283	10.4%	1,207	323,500	286,400	9.7%	5	194,000	32	223,800	8	282,000	
150	Beaverton/Aloha	702	318	87	272	13.8%	275	226,700	47	3,933	3,038	12.7%	2,767	214,300	190,000	7.6%	10	396,000	26	284,200	57	275,400	
151	Tigard/Wilsonville	591	318	72	240	23.1%	233	268,800	49	3,406	2,690	5.4%	2,494	262,400	239,000	7.6%	3	831,300	47	244,000	25	256,500	
152	Hillsboro/ Forest Grove	509	250	51	189	11.8%	199	208,100	58	2,718	2,211	19.1%	2,063	205,000	186,600	4.2%	21	222,600	44	184,300	50	222,000	
153	Mt. Hood: Govt. Camp/Wemme	79	27	5	21	5.0%	27	171,800	59	374	298	53.6%	206	166,600	159,000	8.3%	0	N/A	47	79,600	1	130,000	
155	Columbia County	284	102	36	88	20.5%	89	159,400	82	1,130	876	21.5%	805	170,500	159,000	7.0%	12	207,500	92	95,900	14	152,300	
156	Yamhill County	452	127	40	132	5.6%	118	195,100	81	1,706	1,234	9.7%	1,137	200,200	166,500	12.3%	23	335,600	126	151,800	35	238,300	
170-210	Marion/ Polk Counties	377	131	68	79	43.6%	76	160,900	70	1,311	879	28.9%	831	174,400	154,900	1.6%	13	275,200	58	91,200	22	285,800	
180-200	North Coastal Counties	290	53	41	51	-33.8%	84	311,900	112	843	662	13.6%	596	246,900	186,000	24.5%	12	261,100	206	94,600	23	169,700	
200-250	Columbia Gorge	125	30	25	9	N/A	14	148,500	111	282	135	N/A	121	160,900	147,000	22.3%	8	148,800	34	74,900	3	210,200	

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

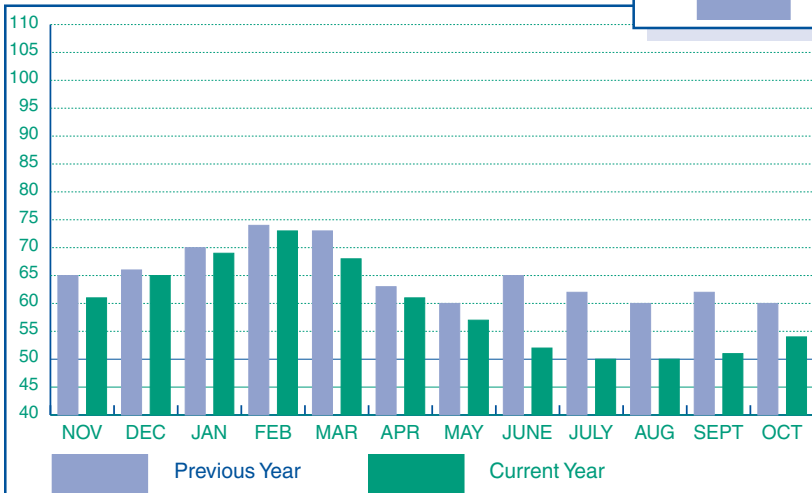
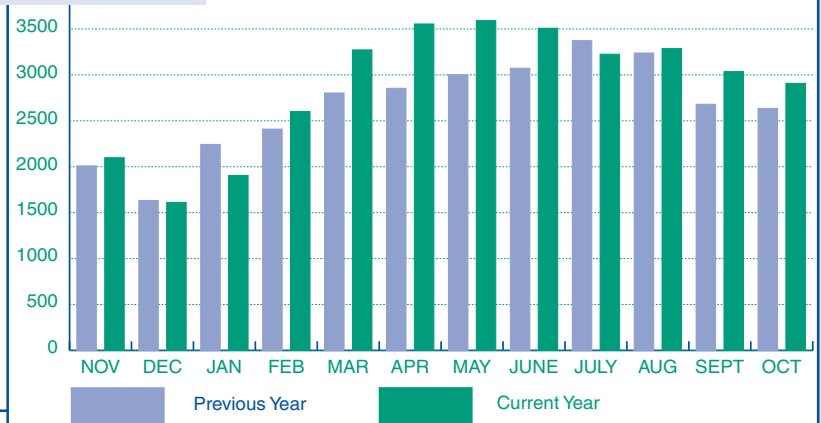
³ Appreciation percents based on a comparison of average price for the last 12 months (11/1/03-10/30/04) with 12 months before (11/1/02-10/30/03).

Market Action



PENDING SALES Metro Portland, Oregon

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

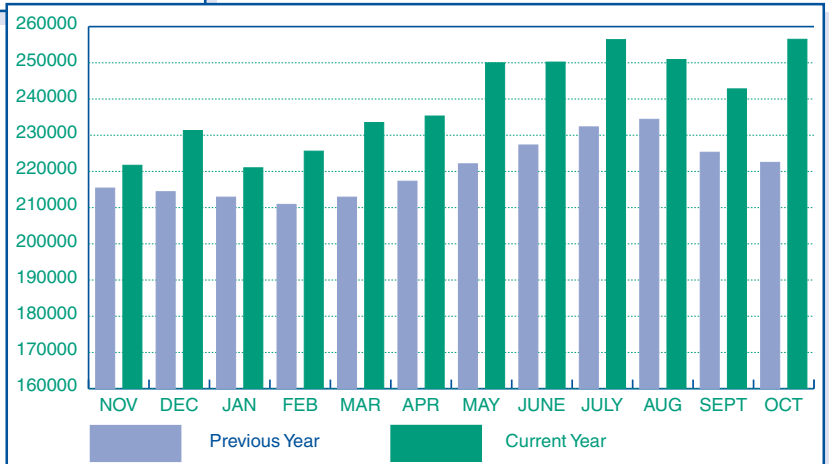


DAYS ON MARKET Metro Portland, Oregon

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.

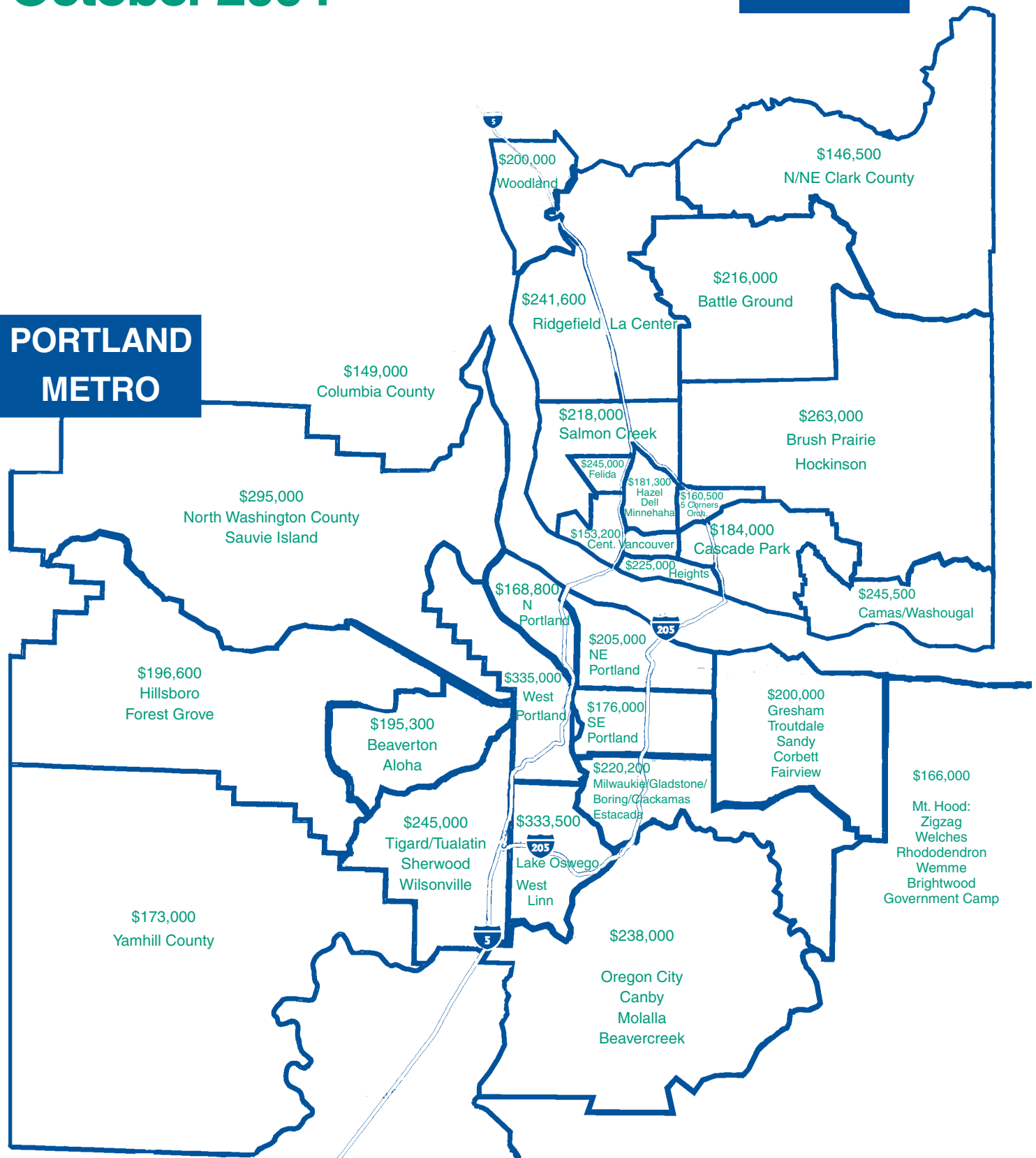


MEDIAN SALE PRICE

October 2004

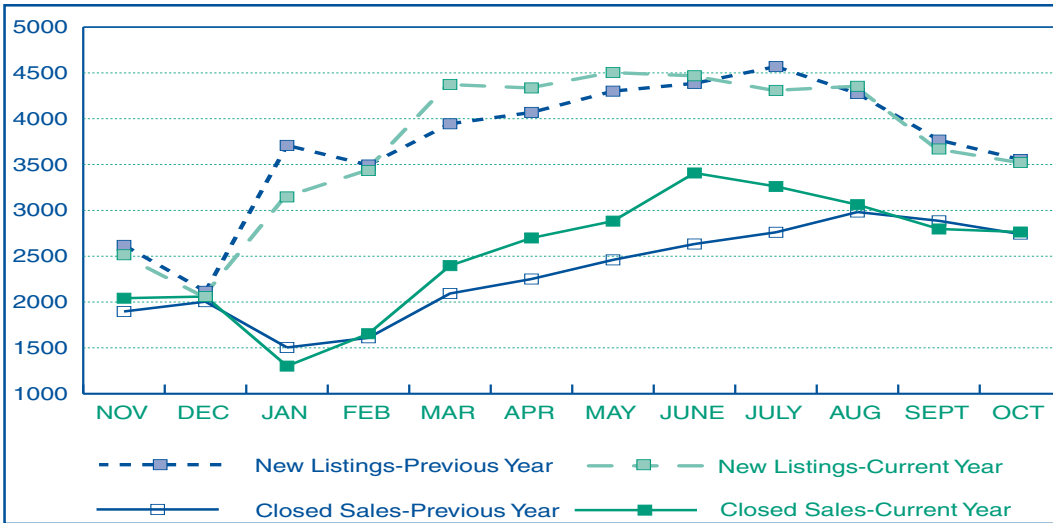
**CLARK
COUNTY**

**PORTLAND
METRO**



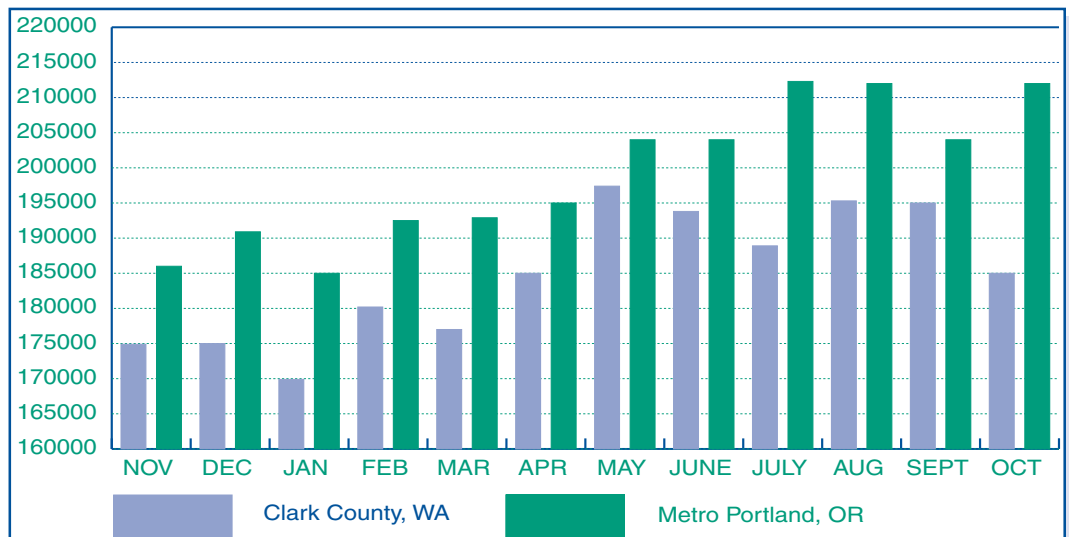
PORTLAND, OR NEW LISTINGS & CLOSED SALES

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



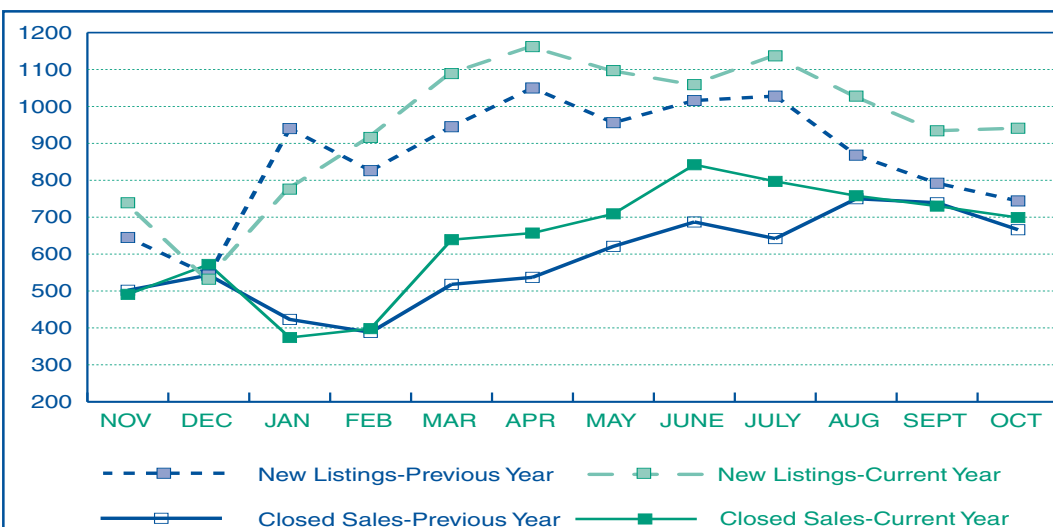
PORTLAND, OR & CLARK COUNTY, WA MEDIAN SALE PRICE

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

October 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	October	941	768	699	230,400	188,000	52
	Year-to-Date	10,071	7,694	7,055	222,800	188,000	53
2003	October	744	661	666	201,200	172,000	67
	Year-to-Date	9,308	7,119	6,513	195,400	169,500	67

October Residential Highlights

New listings continued to climb through October 2004 in Clark County, up 26.5% from October 2003. Pending sales also rose 16.2% and closed sales increased 5.0%. At month's end there were 1,839 active residential listings to last 2.6 months at October's rate of sales (see table to right).

Year-to-Date Trends

Compared to the same time frame in 2003, January-October of 2004 generated 8.3% more closed sales (7,055 v. 6,513) and 8.1% more pending sales (7,694 v. 7,119) this year (see Year-to-Date rows in above table). New listings were also up from last year by 8.2% (10,071 v. 9,308).

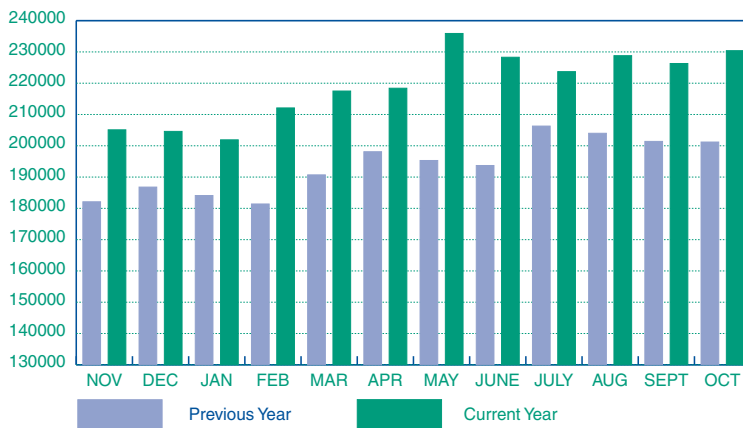
Appreciation

Comparing the twelve months ending with October 2004 to the twelve months prior, the average sale price appreciated 13.7% (\$220,200 v. \$193,600). Comparing the same time periods, the area's median sales price appreciated 10.1% (\$186,000 v. \$168,900).

Inventory in Months (Active Listings / Closed Sales)

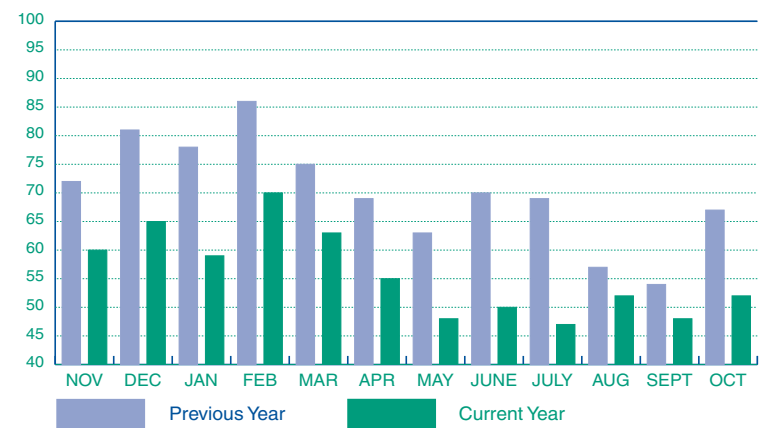
	2002	2003	2004
January	9.0	5.8	5.2
February	7.6	6.1	4.7
March	6.7	4.5	2.9
April	5.6	4.4	2.9
May	5.5	3.6	2.7
June	6.2	3.1	2.3
July	5.3	3.3	2.5
August	5.2	2.8	2.6
September	6.0	2.7	2.6
October	4.8	2.8	2.6
November	5.3	4.0	
December	4.3	3.2	

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 • 10/2004

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	38	32	9	21	-25.0%	14	175,500	68	274	231	1.3%	204	172,900	155,000	12.9%	3	210,300	4	34,500	24	190,300	
12	NW Heights	37	29	2	28	-12.5%	27	152,500	54	297	255	28.8%	234	136,600	131,900	17.0%	5	147,500	11	119,300	51	188,200	
13	SW Heights	25	10	3	11	0.0%	10	454,600	77	108	84	-27.0%	77	271,100	184,000	33.8%	0	N/A	6	190,300	5	300,600	
14	Lincoln/Hazel Dell	31	20	5	15	36.4%	18	196,600	32	170	129	-14.6%	124	172,300	171,500	8.1%	1	150,000	4	62,500	2	237,500	
15	E Hazel Dell	65	37	16	42	35.5%	24	153,400	42	386	322	14.6%	280	171,400	165,000	13.9%	2	153,000	13	251,100	7	284,200	
20	NE Heights	44	35	4	29	38.1%	32	156,600	51	322	276	47.6%	249	173,000	159,900	14.5%	1	269,900	5	865,500	6	373,800	
21	Orchards	64	56	21	44	7.3%	41	166,800	37	445	356	11.9%	339	173,600	164,000	11.3%	2	134,800	7	278,700	2	250,000	
22	Evergreen	121	86	22	62	1.6%	70	205,700	43	890	730	4.9%	679	184,400	163,800	15.1%	2	41,600	42	124,900	15	229,500	
23	E Heights	40	20	6	11	-45.0%	13	342,300	80	211	156	0.6%	156	214,100	164,200	4.8%	1	1,395,000	22	72,300	3	216,000	
24	Cascade Park	32	28	7	20	-25.9%	21	263,900	38	296	258	6.2%	246	250,700	206,000	20.8%	0	N/A	9	194,100	11	228,100	
25	Five Corners	31	29	3	36	33.3%	27	177,500	18	358	281	-11.9%	263	170,300	164,500	10.1%	1	147,000	0	N/A	1	260,000	
26	E Orchards	34	43	5	44	100.0%	26	216,900	23	440	366	33.1%	333	225,200	208,000	7.4%	0	N/A	1	80,000	2	284,300	
27	Fisher's Landing	52	38	9	36	44.0%	41	261,900	30	467	399	1.5%	381	238,300	224,000	14.5%	0	N/A	20	296,200	2	215,600	
31	SE County	24	6	5	8	14.3%	2	96,300	14	88	57	-9.5%	49	292,300	268,900	16.7%	0	N/A	38	178,100	0	N/A	
32	Camas City	136	51	21	50	4.2%	37	303,100	66	673	513	-4.3%	489	316,200	288,000	18.8%	4	150,500	60	140,300	6	226,100	
33	Washougal	136	41	13	28	-9.7%	29	276,300	57	492	335	13.2%	306	242,800	235,000	19.6%	2	120,000	57	157,100	9	177,500	
41	N Hazel Dell	63	32	9	21	-27.6%	27	245,000	56	336	270	-18.2%	261	230,300	210,000	11.2%	0	N/A	10	128,400	1	760,000	
42	S Salmon Creek	72	39	11	38	111.1%	30	207,300	45	456	311	31.8%	250	213,600	197,100	15.4%	2	240,000	7	87,200	1	189,000	
43	N Felida	99	43	15	29	-9.4%	22	249,700	46	399	321	-18.5%	306	265,400	245,800	13.2%	0	N/A	12	275,700	2	204,500	
44	N Salmon Creek	72	33	9	25	47.1%	33	234,000	116	373	326	31.5%	288	226,600	198,400	-2.7%	3	419,000	3	876,700	0	N/A	
50	Ridgefield	25	18	11	10	233.3%	12	275,700	10	240	156	403.2%	126	209,000	189,900	4.2%	2	137,800	5	152,500	0	N/A	
51	W of I-5 County	21	6	6	3	-40.0%	1	309,900	17	86	59	59.5%	55	436,800	383,900	46.5%	0	N/A	20	207,400	0	N/A	
52	NW E of I-5 County	56	24	10	9	80.0%	7	233,800	71	145	83	3.8%	77	314,000	285,000	12.7%	1	225,000	43	155,100	0	N/A	
61	Battleground	93	48	12	49	36.1%	42	235,400	48	531	411	-19.4%	393	204,900	180,000	14.2%	5	213,000	21	156,500	1	95,300	
62	Brush Prairie	90	21	12	25	0.0%	28	308,800	71	432	332	13.7%	313	306,800	277,000	16.0%	2	409,300	42	157,200	0	N/A	
63	East County	1	0	0	0	-100.0%	0	0	0	8	8	33.3%	7	304,600	279,900	36.2%	0	N/A	1	140,100	0	N/A	
64	Central County	9	4	2	4	33.3%	3	270,300	65	52	38	8.6%	35	280,200	270,000	12.0%	0	N/A	15	127,700	0	N/A	
65	Mid-Central County	27	3	2	5	-37.5%	8	334,700	103	101	72	56.5%	65	286,800	285,300	19.5%	0	N/A	29	144,900	0	N/A	
66	Yacolt	23	11	3	2	-50.0%	5	224,100	38	74	46	-4.2%	41	243,500	221,000	14.9%	0	N/A	10	107,300	0	N/A	
70	La Center	24	10	5	9	50.0%	9	307,100	72	94	67	-1.5%	67	254,300	249,900	22.4%	0	N/A	14	76,500	0	N/A	
71	N Central	23	5	4	0	-100.0%	0	0	0	59	34	-20.9%	32	227,500	207,000	8.2%	0	N/A	11	123,400	1	206,000	
72	NE Corner	22	9	2	3	50.0%	6	167,900	89	76	51	0.0%	43	175,000	156,700	16.1%	0	N/A	9	80,900	0	N/A	
80	Woodland City	29	8	3	11	266.7%	4	192,800	28	116	52	10.6%	42	175,300	142,000	28.5%	3	119,300	2	312,500	0	N/A	
81	Woodland Area	37	17	6	9	200.0%	9	345,500	88	117	69	30.2%	55	277,200	204,000	47.8%	0	N/A	17	111,200	2	295,000	
82	Cowlitz County	143	49	24	31	106.7%	21	180,000	59	459	240	118.2%	190	169,500	144,800	4.2%	4	365,900	61	71,800	9	200,700	

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

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

³ Appreciation percents based on a comparison of average price for the last 12 months (11/1/03-10/30/04) with 12 months before (11/1/02-10/30/03).



Lane County



RESIDENTIAL REVIEW: Lane County, Oregon

October 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	October	414	421	378	193,500	165,000	47
	Year-to-Date	5,627	4,495	4,224	184,100	159,900	53
2003	October	409	389	436	168,400	148,000	59
	Year-to-Date	5,520	4,066	3,866	168,500	148,500	65

October Residential Highlights

Pending sales rose 8.2% in October 2004 (see table above). New listings also climbed 1.2%. However, closed sales dropped 13.3%. At month's end a total of 1,051 active listings would last 2.8 months at October's rate of sales (see table to right).

Year-to-Date Trends

Lane County's market activity for January-October 2004 compared to the same period in 2003, shows closed sales rose 9.3% and pending sales increased 10.6%. New listings also increased by 1.9% (see Year-to-Date rows of the table above).

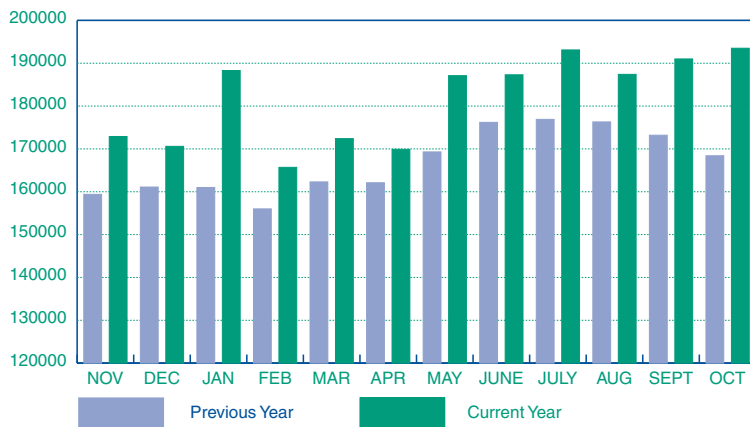
Affordability

The sale price of Lane County homes appreciated 8.9% (\$182,100 v. \$167,200) when comparing the average sale price from the twelve months ending in October 2004 with the twelve months prior. When comparing the median sales price, appreciation rose 7.8% (\$158,500 v. \$147,000).

Inventory in Months (Active Listings / Closed Sales)

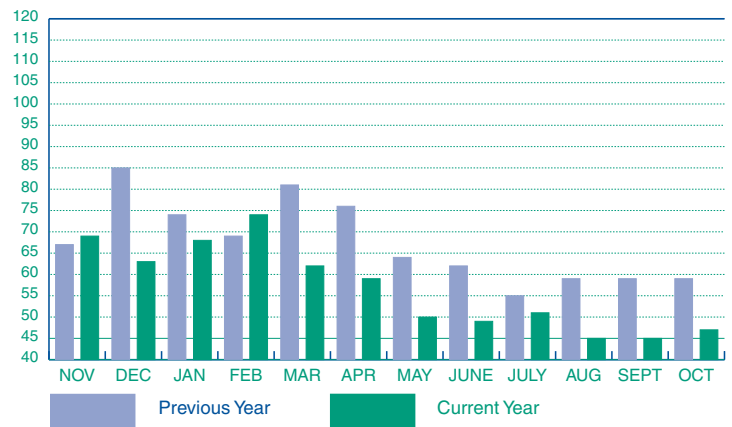
	2002	2003	2004
January	7.5	5.5	4.9
February	7.1	5.3	3.8
March	5.5	4.0	2.6
April	5.9	4.2	2.6
May	4.5	3.6	2.3
June	4.8	3.6	2.0
July	4.7	3.4	2.2
August	4.3	3.1	2.2
September	4.3	3.4	2.6
October	3.9	3.0	2.8
November	4.3	3.8	
December	4.0	2.8	

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

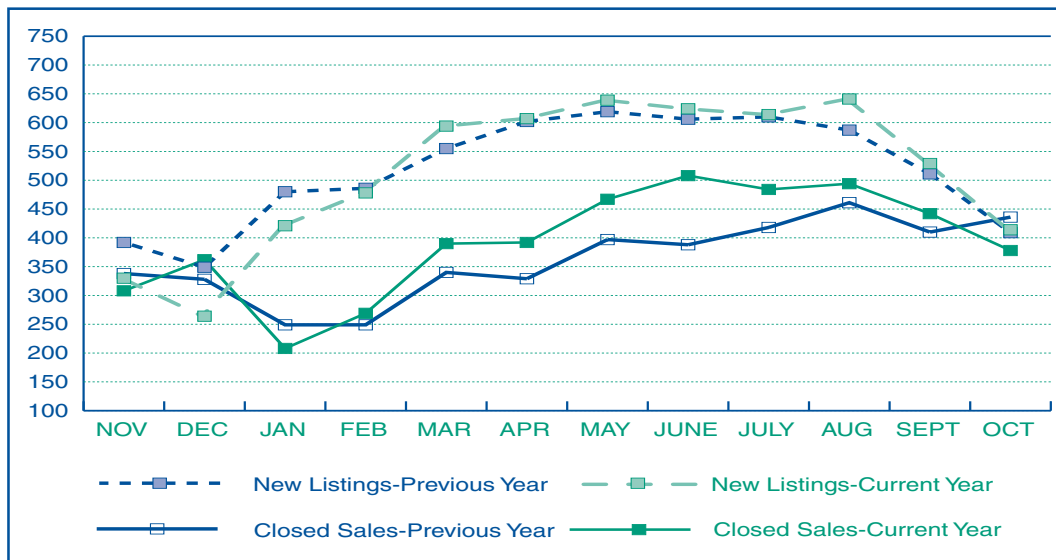
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		RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY			
		Current Month								Year-To-Date							Appreciation ³		Year-To-Date		Year-To-Date		Year-To-Date	
		Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2004 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	Appreciation ³	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price		
232	Hayden Bridge	19	9	0	9	-30.8%	6	189,000	24	138	120	-18.9%	114	184,700	163,300	23.2%	2	779,000	0	N/A	9	239,000		
233	McKenzie Valley	53	11	6	10	42.9%	7	202,700	79	148	101	17.4%	93	250,600	191,800	5.9%	3	135,800	17	121,400	3	176,200		
234	Pleasant Hill/Oak	96	25	11	27	58.8%	12	188,200	64	293	207	31.0%	180	168,200	127,300	-2.0%	3	226,700	21	75,600	6	130,500		
235	Cottage Grove/ Creswell/Dorena	119	38	19	41	0.0%	38	208,600	72	551	447	30.7%	410	160,700	140,000	5.3%	3	300,000	65	77,600	9	182,500		
236	Veneta/Elmira	62	16	4	19	26.7%	16	212,900	52	254	180	16.9%	168	185,000	159,300	12.3%	1	60,000	20	113,900	3	148,300		
237	Junction City	66	22	5	18	63.6%	15	237,900	76	248	193	25.3%	177	192,600	159,900	22.0%	4	511,000	14	129,900	3	219,000		
238	Florence	5	2	1	0	-100.0%	3	189,200	99	24	17	30.8%	16	146,900	119,000	42.3%	1	401,500	3	106,700	2	269,800		
239	Thurston	58	27	8	29	11.5%	29	166,800	38	349	301	-7.7%	297	154,500	149,900	9.7%	3	251,700	7	85,800	22	170,000		
240	Coburg I-5	23	7	6	3	-50.0%	7	144,500	31	92	69	21.1%	69	211,300	165,000	8.8%	0	N/A	26	75,200	1	199,000		
241	N Gilham	29	8	3	7	-22.2%	8	109,800	66	157	125	25%	121	213,200	185,000	1.1%	0	N/A	1	60,000	4	212,300		
242	Ferry Street Bridge	57	29	11	24	-11.1%	24	224,900	60	379	305	-1.0%	287	231,100	188,900	10.0%	1	40,000	0	N/A	4	252,600		
243	E Eugene	71	33	10	37	32.1%	26	248,500	36	445	353	15.7%	330	229,800	216,400	9.5%	0	N/A	50	117,300	24	292,300		
244	SW Eugene	117	35	15	38	-5.0%	36	301,400	36	603	471	42%	452	238,600	210,000	9.7%	0	N/A	43	124,600	9	250,900		
245	W Eugene	25	21	6	14	-22.2%	14	160,200	33	188	156	13.0%	145	155,200	138,000	11.1%	5	465,800	3	111,800	19	211,600		
246	Danebo	71	41	12	43	-2.3%	44	156,800	44	569	478	16.0%	467	144,600	145,000	14.4%	2	227,500	9	93,200	19	182,200		
247	River Road	22	17	3	14	0.0%	13	160,500	30	200	173	18.5%	163	161,300	154,900	9.2%	2	169,500	4	75,700	15	210,500		
248	Santa Clara	55	27	6	29	-6.5%	25	183,300	34	392	310	-12.2%	288	188,600	177,600	8.2%	0	N/A	18	85,400	8	202,300		
249	Springfield	76	40	11	49	40.0%	52	130,300	38	519	437	26.7%	406	126,500	124,000	6.5%	2	255,000	7	77,200	29	223,300		
250	Mohawk Valley	27	6	4	10	66.7%	3	285,700	119	78	52	10.6%	41	278,400	303,000	31.4%	0	N/A	6	178,400	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 October 2004 with October 2003. The Year-To-Date section compares year-to-date statistics from October 2004 with year-to-date statistics from October 2003.

³ Appreciation percents based on a comparison of average price for the last 12 months (11/1/03-10/30/04) with 12 months before (11/1/02-10/30/03).



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

October 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	October	162	156	145	175,900	151,000	81
	Year-to-Date	1,839	1,507	1,368	158,400	138,100	94
2003	October	137	147	152	135,100	118,500	99
	Year-to-Date	1,822	1,174	1,094	139,300	120,000	101

Coos County, Oregon		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
2004	October	71	83	87	166,600	141,500	81
	Year-to-Date	1,135	926	858	146,700	129,000	84
2003	October	83	73	97	128,700	115,900	93
	Year-to-Date	987	777	708	123,800	109,000	113

Douglas County October Residential Highlights

New Listings in October 2004 were up 18.2% in Douglas County from October 2003 (see table above for details). Pending sales also rose 6.1%, while closed sales decreased by 4.6%.

Year-to-Date Trends

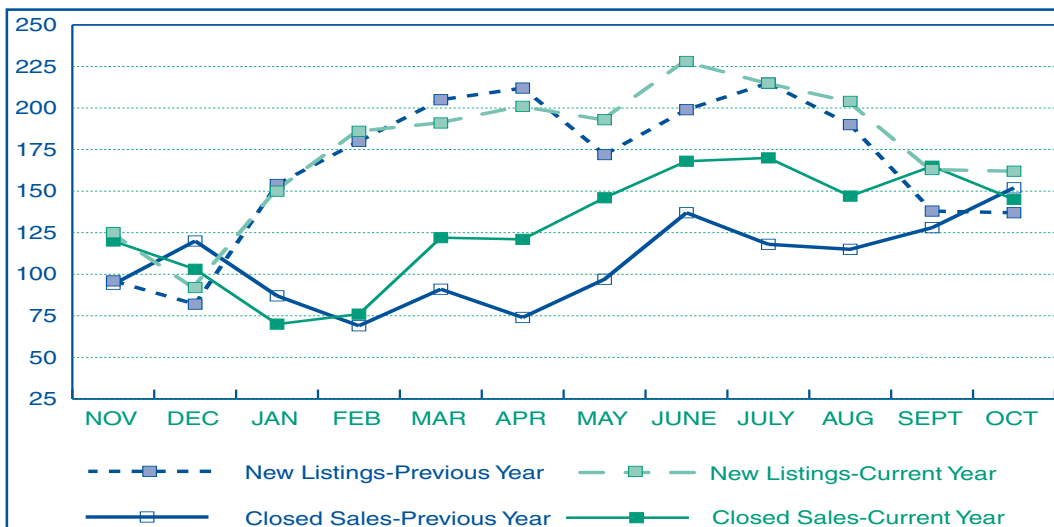
Comparing January-October 2004 to the same period in 2003, pending sales are up 28.4%, closed sales are up 25.0%, and new listings rose 0.9% (see Year-to-Date rows in above table).

Coos County October Residential Highlights

Accepted offers in Coos County increased 13.7% in October 2004 compared to the same month in 2003. However, closed sales dipped 10.3% and new listings were down 14.5%.

Year-to-Date Trends

Overall market activity for Coos County January-October 2004 is on the rise compared to the same period in 2003. Closed sales rose 21.2%, pending sales increased 19.2% and new listings are up 15.0%.



DOUGLAS COUNTY NEW LISTINGS & CLOSED SALES

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

Market Action

AREA REPORT • 10/2004

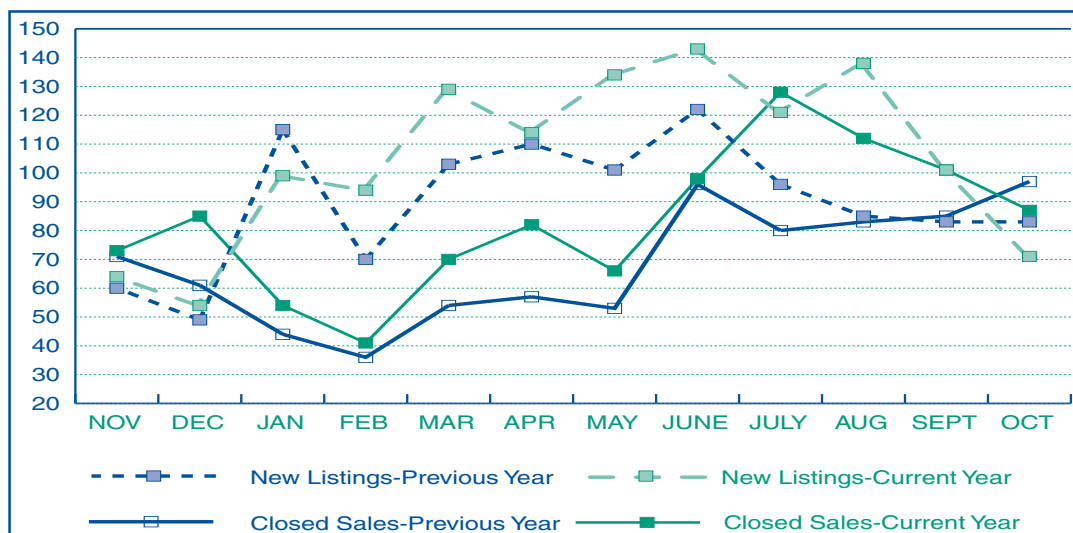
Douglas & Coos Counties, Oregon

		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	39	14	2	11	-31.3%	15	124,100	35	194	170	25.0%	162	132,900	114,300	5.3%	6	462,100	23	96,200	4	152,300	
252	NW Roseburg	42	19	7	18	-25.0%	19	205,200	67	217	189	31.3%	165	217,000	195,000	15.6%	3	280,800	51	90,900	0	N/A	
253	SE Roseburg	20	20	1	15	66.7%	14	174,900	45	120	93	19.2%	79	143,900	139,000	25.9%	5	274,000	14	104,700	8	119,800	
254	SW Roseburg	32	10	2	9	12.5%	8	408,400	46	147	116	6.4%	111	235,300	185,000	37.4%	2	175,000	22	106,800	1	400,000	
255	Glide & E of Roseburg	30	10	1	7	16.7%	12	189,200	92	84	75	21.0%	67	176,300	155,000	2.6%	1	579,900	43	84,000	0	N/A	
256	Sutherlin/ Oakland Area	44	20	6	24	20.0%	15	145,900	101	236	200	26.6%	181	154,700	141,500	20.9%	5	106,000	28	74,000	6	219,400	
257	Winston & SW of Roseburg	39	11	4	12	33.3%	16	166,700	72	188	153	64.5%	146	151,900	134,700	16.6%	7	208,600	45	68,500	7	152,900	
258	Myrtle Creek & S/SE of Roseburg	86	25	8	29	-3.3%	17	151,500	82	315	247	19.3%	220	122,800	115,800	0.7%	12	214,000	47	61,500	8	140,400	
259	Green District	30	9	3	13	-23.5%	12	146,800	77	160	144	33.3%	140	129,500	125,000	20.8%	3	192,500	12	87,000	10	184,300	
260	North Douglas County	77	24	8	18	125.0%	17	150,800	164	178	120	51.9%	97	151,300	125,000	-3.3%	6	278,600	17	72,200	0	N/A	
	Douglas County Totals	439	162	42	156	6.1%	145	175,900	81	1839	1507	28.4%	1368	158,400	138,100	13.1%	50	254,400	302	81,400	44	166,400	
260	Coos County	243	71	23	83	13.7%	87	166,600	81	1,135	926	19.2%	858	146,700	129,000	17.4%	40	322,000	194	99,100	36	162,500	

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³ Appreciation percents based on a comparison of average price for the last 12 months (11/1/03-10/30/04) with 12 months before (11/1/02-10/30/03).



COOS COUNTY NEW LISTINGS & CLOSED SALES

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



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Fax: (503) 230-0689

Southern Oregon

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Roseburg, OR 97470
(541) 673-3571
Fax: (541) 673-6581

Southwest Washington

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

Lane County

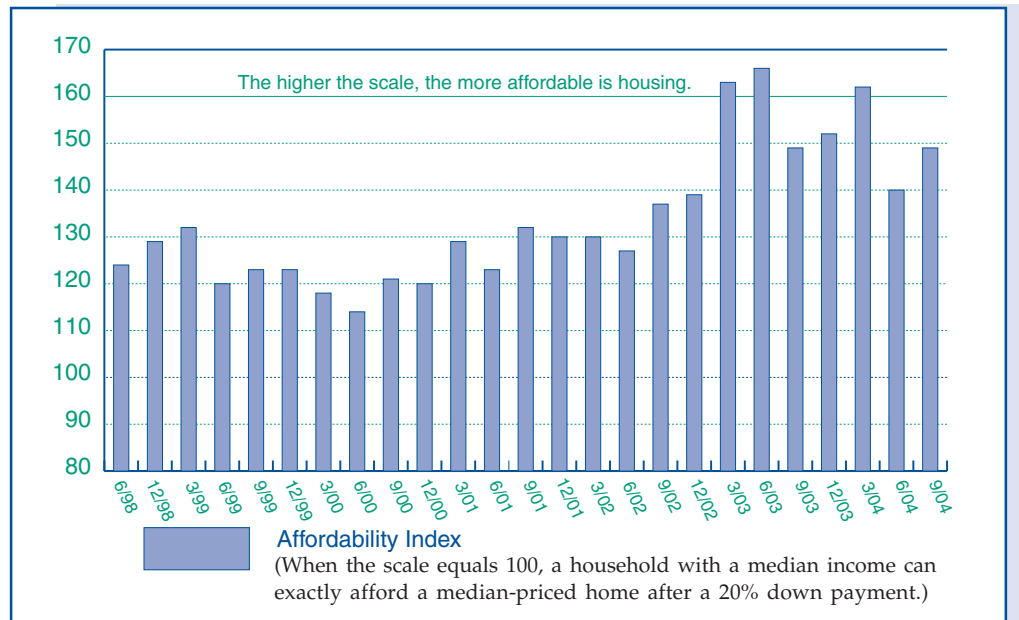
2139 Centennial Plaza
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The statistics presented in Market Action are compiled monthly based on figures generated by RMLS™. Statistics reflect reported activity for the greater Portland, Oregon metropolitan area, to include Multnomah, Washington, Clackamas, Yamhill, & Columbia counties; Lane, Douglas, & Coos Counties in Oregon; portions of other Oregon Counties; and Clark County, Washington.

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