

MARKET ACTION



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

RESIDENTIAL REVIEW: Metro Portland, Oregon

September 2004 Reporting Period

September Residential Highlights

Like the increase of seismic activity on Mt. St. Helens, the number of pending sales in September rose 13.3% (compared to the same period in 2003). Meanwhile, closed sales dropped 3.1% and new listings also dropped 2.6% (see the table below for details).

The Portland metro area had 7,856 active residential listings at the end of September, which would last only 2.8 months at the current rate of sales (see table to right).

Appreciation

The puffs of steam from St. Helens and the average sale price keep rising. Comparing the 12 months ending in September to the 12 months preceding them, the appreciation rate was 7.9% (\$239,200 v. \$221,600).

Third Quarter Report

As September closed the third quarter of 2004, pending sales held strong, up 10.4% (9,357 v. 8,475). Closed sales were also up 5.2% (9,435 v. 8,969). New Listings fell slightly, down 1.7% (12,243 v. 12,454).

Year-to-Date Trends

Comparing year-to-date figures at the end of September 2004 to the same period in 2003 (see Year-to-Date rows of the table below), shows closed sales topped its previous measure by 6.1%. The year 2004 seems to be the year for accepted offers with total pending sales soaring to 6.9% (compared to the same period in 2003). However, new listings continued to drop this year compared to last year, falling 3.8%.

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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	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	
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	September	3,670	3,036	2,797	242,800	204,000	51
	Year-to-Date	36,945	27,136	24,784	243,200	200,200	57
2003	September	3,767	2,680	2,886	225,300	189,000	62
	Year-to-Date	38,393	25,389	23,357	222,100	185,900	65

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Metro Portland & Adjacent Regions, Oregon

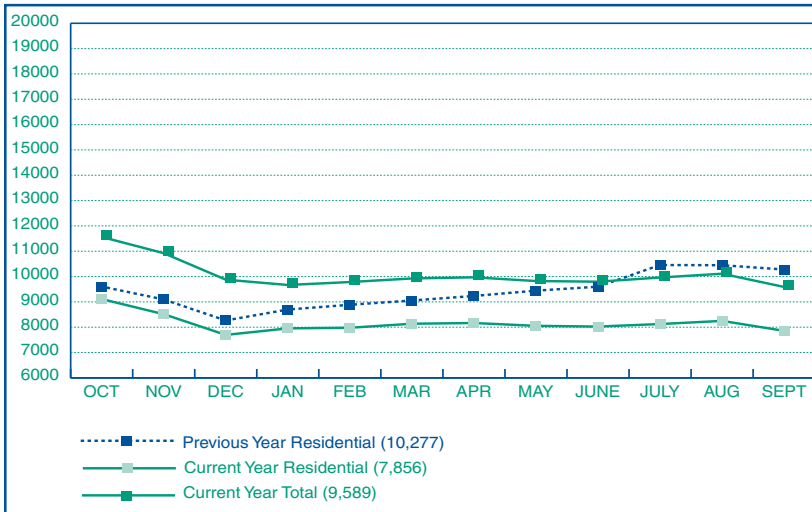
		RESIDENTIAL															COMMERCIAL			LAND		MULTIFAMILY	
		Current Month								Year-To-Date							Appreciation³	Year-To-Date		Year-To-Date		Year-To-Date	
		Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2004 v. 2003²	Closed Sales	Average Sale Price	Average Market 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	303	154	49	118	10.3%	115	179,500	39	1,613	1,129	17.8%	1,070	173,700	163,000	10.0%	6	382,200	30	67,200	40	292,900	
142	Northeast Portland	691	376	152	357	28.0%	303	225,400	41	4,066	2,904	16.7%	2,621	223,100	195,000	6.9%	30	284,500	26	104,600	144	302,100	
143	Southeast Portland	914	491	194	337	-2.0%	365	202,600	48	4,782	3,302	4.0%	3,095	198,900	174,000	7.1%	38	336,400	82	129,300	217	345,500	
144	Gresham/ Troutdale	634	319	98	211	22.0%	197	201,400	45	2,673	1,907	13.5%	1,735	200,300	182,000	6.0%	15	383,400	60	244,800	82	248,500	
145	Milwaukie/ Clackamas	553	268	84	224	40.9%	180	259,800	57	2,551	1,899	11.8%	1,732	248,300	213,400	15.4%	8	235,000	70	305,200	34	268,700	
146	Oregon City/ Canby	377	156	64	147	34.9%	136	236,800	53	1,758	1,294	11.5%	1,207	230,700	209,000	9.0%	9	649,600	85	180,900	42	384,400	
147	Lake Oswego/West Linn	505	202	77	157	9.0%	159	372,500	51	2,155	1,529	-0.3%	1,386	390,900	329,000	12.4%	3	273,800	41	207,200	8	432,300	
148	West Portland	877	377	140	285	21.3%	237	392,600	60	3,715	2,590	20.9%	2,408	353,800	287,000	5.1%	12	414,700	68	144,000	31	478,400	
149	Northwest Washington County	325	172	34	130	36.8%	111	323,200	53	1,507	1,154	8.2%	1,072	322,300	285,300	8.2%	4	142,500	29	193,200	8	282,000	
150	Beaverton/Aloha	721	359	97	298	7.2%	296	211,500	44	3,607	2,757	11.8%	2,472	212,800	189,900	7.4%	10	396,000	22	305,200	49	276,200	
151	Tigard/Wilsonville	594	296	108	249	11.2%	245	259,300	39	3,082	2,456	3.9%	2,236	262,100	237,500	7.0%	3	831,300	42	244,700	22	254,100	
152	Hillsboro/ Forest Grove	495	219	75	225	21.0%	197	197,600	60	2,478	2,032	19.6%	1,849	204,500	185,100	3.4%	18	223,800	42	186,800	48	223,800	
153	Mt. Hood: Govt. Camp/Wemme	79	24	10	77	234.8%	29	174,700	50	345	278	58.9%	178	165,900	157,800	6.6%	0	N/A	47	79,600	1	130,000	
155	Columbia County	289	100	38	91	19.7%	98	163,200	75	1,031	802	22.6%	712	171,500	160,000	8.7%	11	219,300	79	97,400	12	140,600	
156	Yamhill County	499	157	54	130	18.2%	129	179,700	77	1,582	1,103	10.0%	1,011	201,000	165,500	15.0%	18	308,600	109	155,200	34	233,800	
160-200	Marion/ Polk Counties	380	106	43	83	-2.4%	87	185,800	92	1,169	806	29.6%	746	175,400	155,000	2.6%	10	329,700	55	90,100	21	289,200	
200-250	North Coastal Counties	340	70	34	71	34.0%	68	271,000	132	792	609	20.8%	509	236,800	179,900	19.4%	12	261,100	185	90,600	21	165,100	
250-300	Columbia Gorge	127	20	19	13	N/A	13	149,200	101	249	126	N/A	106	157,500	146,000	24.6%	7	133,500	30	73,000	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 September 2004 with September 2003. The Year-To-Date section compares year-to-date statistics from September 2004 with year-to-date statistics from September 2003.

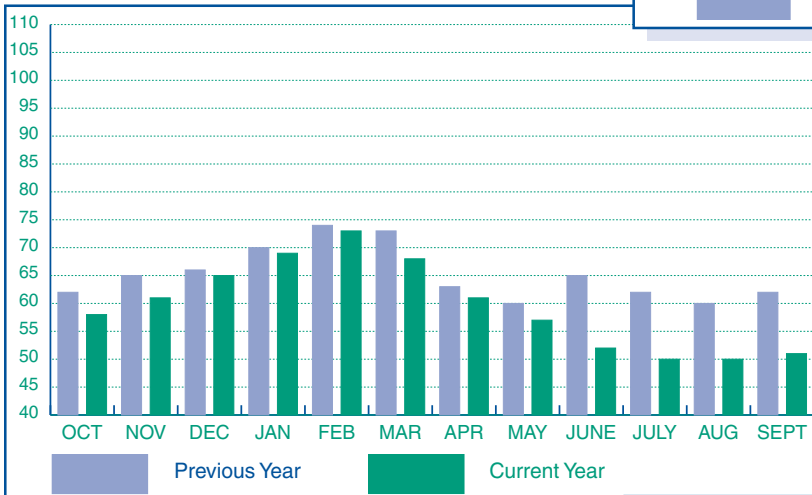
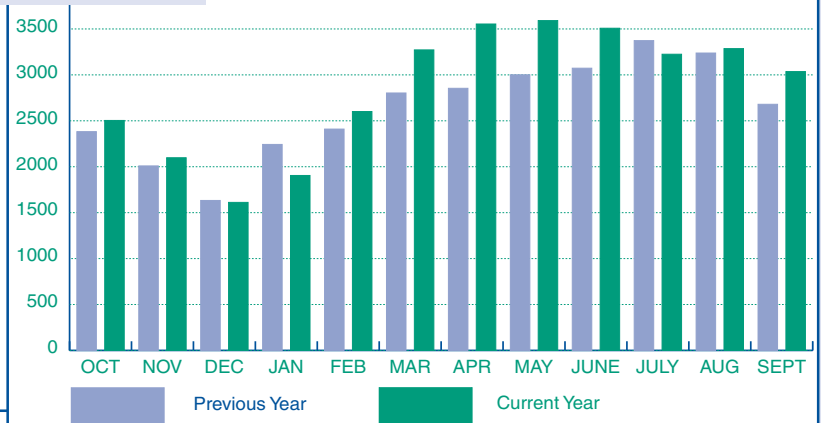
³ Appreciation percents based on a comparison of average price for the last 12 months (10/1/03-9/30/04) with 12 months before (10/1/02-9/30/03).

Market Action



PENDING SALES Metro Portland, Oregon

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

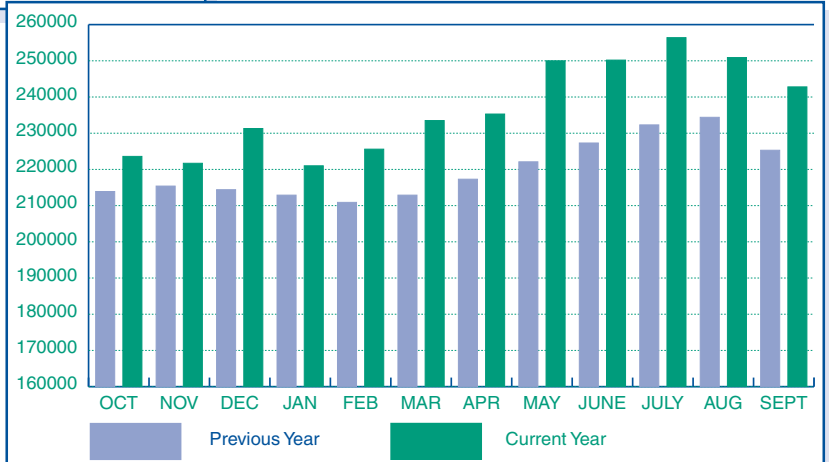


DAYS ON MARKET Metro Portland, Oregon

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.

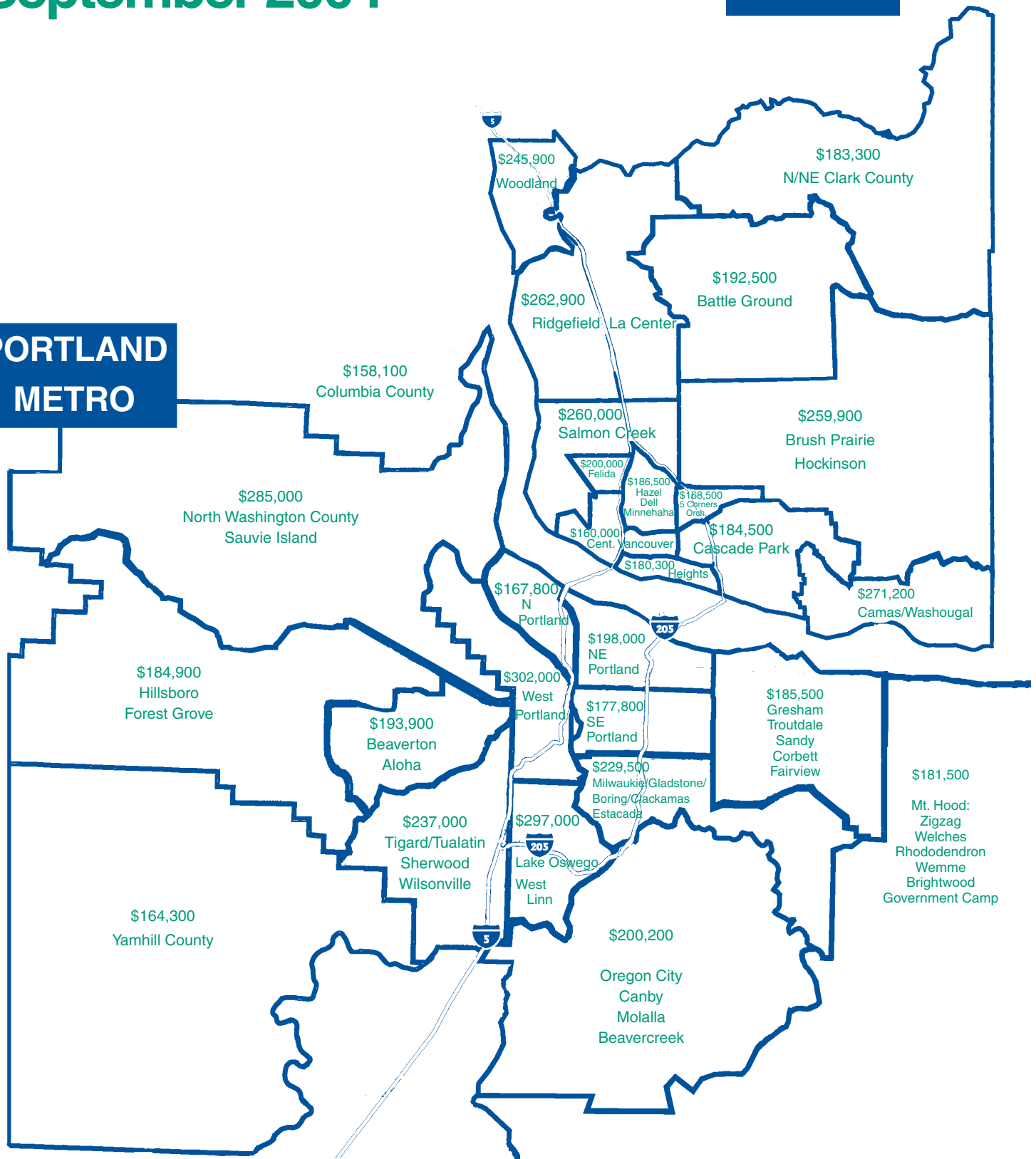


MEDIAN SALE PRICE

September 2004

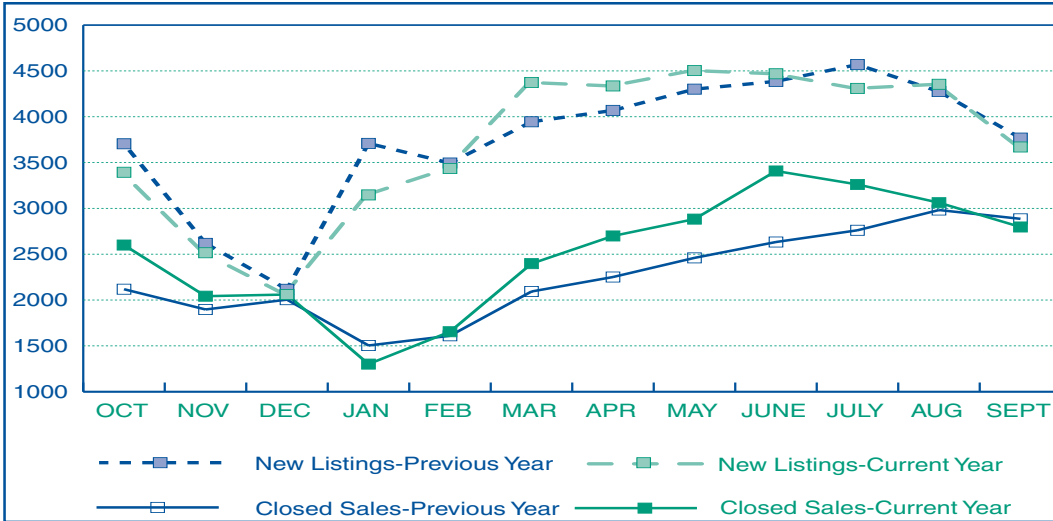
**CLARK
COUNTY**

**PORTLAND
METRO**



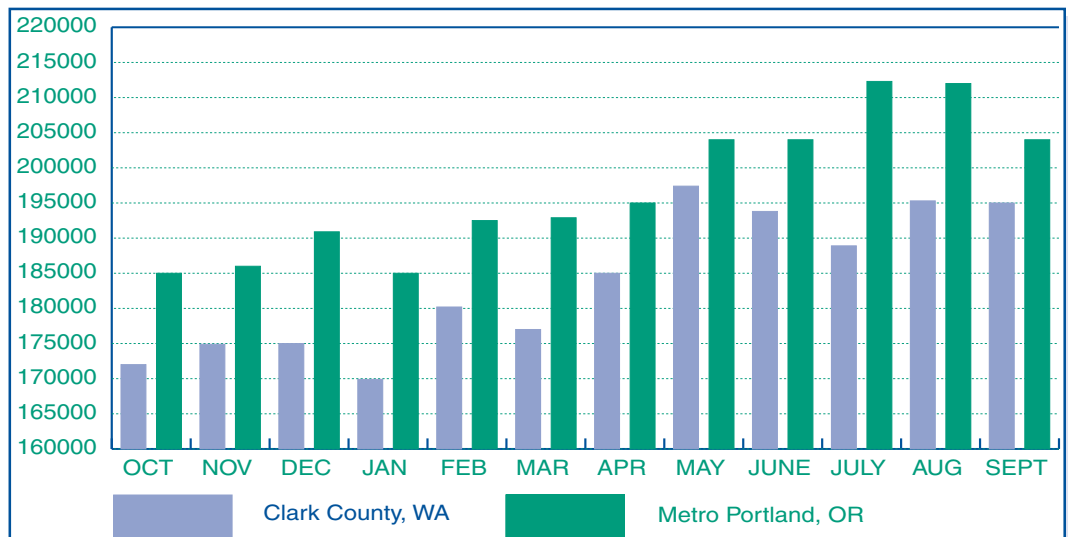
PORTLAND, OR NEW LISTINGS & CLOSED SALES

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



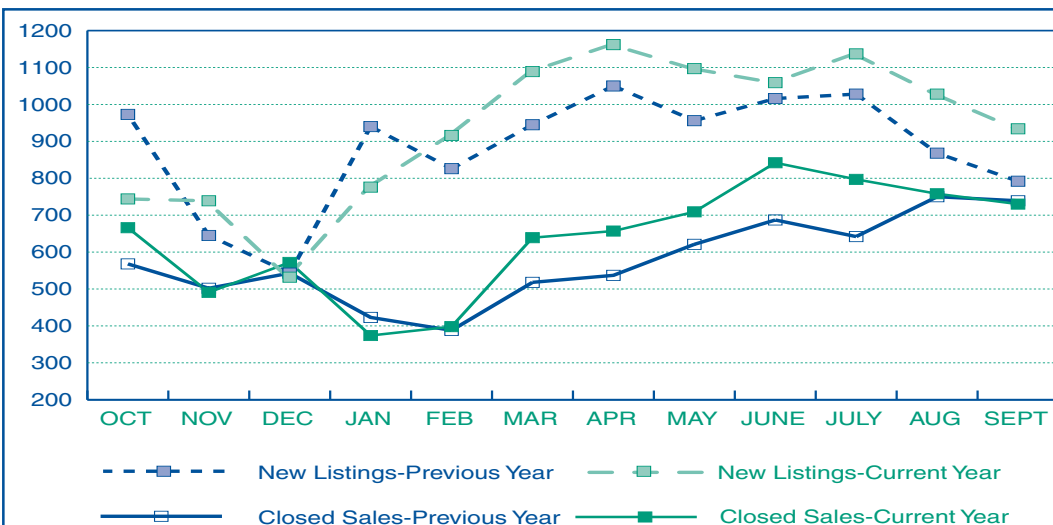
PORTLAND, OR & CLARK COUNTY, WA MEDIAN SALE PRICE

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

September 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	September	934	755	730	226,300	195,000	48
	Year-to-Date	9,117	6,948	6,291	222,200	188,500	53
2003	September	792	679	739	201,400	172,800	54
	Year-to-Date	8,545	6,497	5,768	195,000	169,000	67

September Residential Highlights

Clark County's numbers keep growing, up 17.9% from September 2003 (see table above). Accepted offers are also on the rise, up 11.2%. However, closed sales dipped 1.2% from last year. At month's end there were 1,912 active residential listings, which would last 2.6 months at September's rate of sales (see table to right).

Third Quarter Report

Comparing the third quarter of 2004 to that of 2003, Clark County's market activity increased on all counts. New listings showed the most growth with a rise of 12.5% (3,047 v. 2,708). Closed sales rose 7.1% (2,377 v. 2,220) and pending sales were up 4.6% (2,371 v. 2,267).

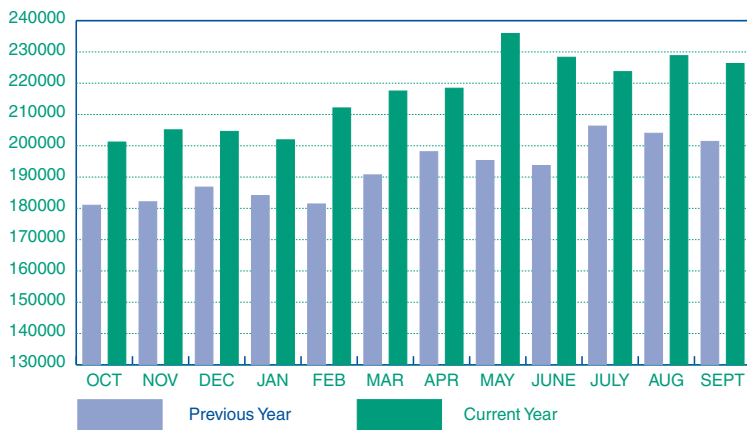
Year-to-Date Trends

Compared to the same time frame in 2003, January-September of 2004 generated 9.1% more closed sales (6,291 v. 5,768) and 6.9% more pending sales (6,948 v. 6,497) this year (see Year-to-Date rows in above table). New listings were also up from last year by 6.7% (9,117 v. 8,545).

Inventory in Months (Active Listings / Closed Sales)

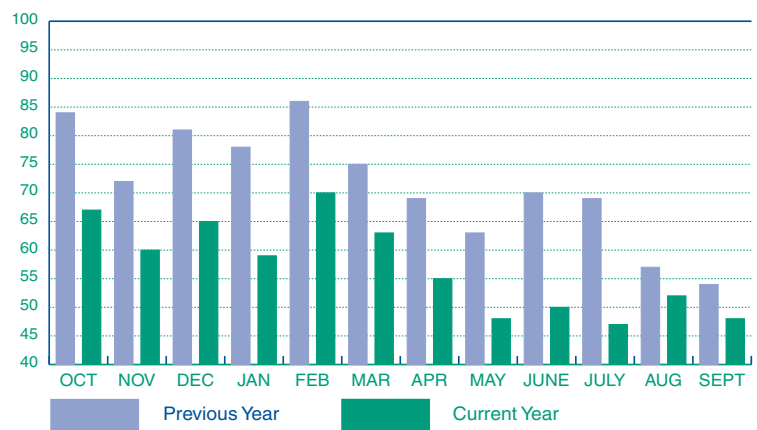
	2002	2003	2004
January	9.0	5.8	5.2
February	7.6	6.1	4.7
March	6.7	4.5	2.9
April	5.6	4.4	2.9
May	5.5	3.6	2.7
June	6.2	3.1	2.3
July	5.3	3.3	2.5
August	5.2	2.8	2.6
September	6.0	2.7	2.6
October	4.8	2.8	
November	5.3	4.0	
December	4.3	3.2	

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

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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	33	15	3	17	-43.3%	16	166,600	29	243	211	4.5%	189	172,800	156,900	18.2%	3	210,300	4	34,500	22	182,300	
12	NW Heights	43	29	4	23	-14.8%	18	153,200	39	262	223	33.5%	203	134,400	125,600	14.9%	5	147,500	10	89,200	48	182,600	
13	SW Heights	27	7	2	10	-16.7%	6	419,500	75	98	75	-27.2%	67	243,800	179,900	20.3%	0	N/A	6	190,300	4	332,000	
14	Lincoln/Hazel Dell	33	15	3	17	0.0%	12	165,900	34	150	114	-19.1%	105	168,300	172,000	8.2%	1	150,000	4	62,500	1	300,000	
15	E Hazel Dell	81	47	5	40	53.8%	27	164,000	57	351	282	11.5%	252	173,400	165,300	15.4%	1	105,000	13	251,100	7	284,200	
20	NE Heights	38	31	3	30	30.4%	25	190,400	34	262	226	35.3%	205	176,100	159,800	14.1%	1	269,900	5	865,500	5	407,400	
21	Orchards	61	40	6	38	31.0%	27	166,700	44	389	314	12.1%	297	174,500	165,000	14.0%	2	134,800	6	191,900	2	250,000	
22	Evergreen	113	91	12	78	20.0%	74	167,600	36	807	668	4.5%	605	181,900	162,000	15.6%	2	41,600	42	124,900	13	235,500	
23	E Heights	36	17	9	10	-9.1%	20	205,000	39	191	146	8.1%	142	201,500	163,400	-1.4%	1	1,395,000	20	55,900	3	216,000	
24	Cascade Park	29	26	3	31	47.6%	22	262,200	33	268	239	10.1%	225	249,500	204,900	18.6%	0	N/A	9	194,100	11	228,100	
25	Five Corners	37	38	8	29	0.0%	28	181,400	30	330	248	-14.8%	234	169,400	163,800	10.0%	1	147,000	0	N/A	0	N/A	
26	E Orchards	44	28	14	18	-33.3%	42	210,600	26	397	322	26.8%	305	226,100	208,000	8.8%	0	N/A	1	80,000	2	284,300	
27	Fisher's Landing	52	42	7	40	37.9%	42	243,600	35	430	365	-0.5%	335	235,800	221,900	13.5%	0	N/A	20	296,200	2	215,600	
31	SE County	30	7	2	4	-50.0%	7	193,900	76	82	49	-12.5%	46	300,400	272,000	29.1%	0	N/A	34	179,400	0	N/A	
32	Camas City	154	62	23	45	21.6%	44	327,700	69	627	465	-5.7%	447	318,200	290,000	19.4%	4	150,500	48	134,100	5	245,300	
33	Washougal	127	47	16	34	30.8%	40	259,300	71	452	316	17.0%	274	238,400	230,200	21.1%	2	120,000	49	133,500	9	177,500	
41	N Hazel Dell	60	42	4	31	19.2%	13	240,700	22	306	251	-17.4%	231	229,800	210,000	11.3%	0	N/A	10	128,400	1	760,000	
42	S Salmon Creek	82	45	16	36	16.1%	31	233,800	31	419	278	25.8%	218	214,500	196,500	13.9%	2	240,000	6	73,400	1	189,000	
43	N Felida	106	37	9	22	-40.5%	36	282,600	59	362	291	-20.1%	281	266,400	245,900	12.5%	0	N/A	12	275,700	2	204,500	
44	N Salmon Creek	63	30	10	24	-4.0%	33	246,100	76	337	303	32.3%	255	225,600	195,600	-5.0%	3	419,000	2	415,000	0	N/A	
50	Ridgefield	17	9	10	12	200.0%	10	193,500	17	221	149	413.8%	111	201,700	189,800	2.0%	2	137,800	4	179,600	0	N/A	
51	W of I-5 County	28	9	7	4	300.0%	5	387,100	44	81	57	78.1%	54	439,200	384,500	46.9%	0	N/A	18	208,500	0	N/A	
52	NW E of I-5 County	52	17	3	7	-22.2%	4	313,200	24	124	78	4.0%	70	322,000	295,800	17.2%	1	225,000	42	155,400	0	N/A	
61	Battleground	107	56	7	40	-16.7%	38	200,000	46	481	361	-24.0%	347	201,700	179,900	12.7%	5	213,000	18	152,000	1	95,300	
62	Brush Prairie	101	33	14	31	10.7%	35	318,800	65	412	310	14.4%	284	305,800	276,000	18.9%	2	409,300	40	160,000	0	N/A	
63	East County	1	0	0	0	-100.0%	1	255,000	179	8	8	33.3%	7	304,600	279,900	34.0%	0	N/A	1	140,100	0	N/A	
64	Central County	9	2	4	4	0.0%	9	248,000	35	49	35	9.4%	32	281,100	271,200	9.6%	0	N/A	8	112,800	0	N/A	
65	Mid-Central County	32	13	6	9	125.0%	4	271,500	81	98	68	78.9%	57	280,100	285,000	13.5%	0	N/A	25	140,200	0	N/A	
66	Yacolt	16	10	2	7	16.7%	5	264,100	126	63	45	2.3%	36	246,200	230,500	18.7%	0	N/A	10	107,300	0	N/A	
70	La Center	28	11	2	4	-33.3%	6	292,700	82	84	58	-7.9%	58	246,100	243,500	18.5%	0	N/A	14	76,500	0	N/A	
71	N Central	23	5	1	2	-50.0%	6	229,600	52	55	34	-15.0%	32	227,500	207,000	8.3%	0	N/A	11	123,400	1	206,000	
72	NE Corner	19	6	0	8	300.0%	6	153,700	46	68	47	-2.1%	37	176,200	163,000	22.3%	0	N/A	9	80,900	0	N/A	
80	Woodland City	42	9	1	4	-33.3%	3	156,300	14	107	42	-4.5%	38	173,400	138,500	16.5%	3	119,300	2	312,500	0	N/A	
81	Woodland Area	41	7	7	11	83.3%	5	294,500	38	100	60	17.6%	46	263,900	203,000	38.2%	0	N/A	15	111,600	2	295,000	
82	Cowlitz County	147	51	26	35	169.2%	30	184,100	81	403	210	118.8%	166	169,500	146,000	10.0%	4	365,900	46	74,300	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 September 2004 with September 2003. The Year-To-Date section compares year-to-date statistics from September 2004 with year-to-date statistics from September 2003.

³ Appreciation percents based on a comparison of average price for the last 12 months (10/1/03-9/30/04) with 12 months before (10/1/02-9/30/03).



Lane County



RESIDENTIAL REVIEW: Lane County, Oregon

September 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	September	529	401	442	191,000	162,400	45
	Year-to-Date	5,210	4,101	3,819	183,500	159,100	53
2003	September	511	409	410	173,200	155,200	59
	Year-to-Date	5,101	3,689	3,397	168,900	148,900	66

September Residential Highlights

Closed sales are on the rise in Lane County, up 7.8% (see table above). New listings also climbed 3.5%. Pending sales dipped slightly, down 2.0%. A total of 1,130 active residential listings, at month's end would last 2.6 months at September's rate of sales (see table to right).

Third Quarter Report

Comparing the third quarter of 2004 to that of 2003, Lane County's market activity increased on all counts. Closed sales rose 10.5% (1,459 v. 1,321). Accepted offers rose 9.4% (1,392 v. 1,273) and new listings were up 4.6% (1,798 v. 1,719).

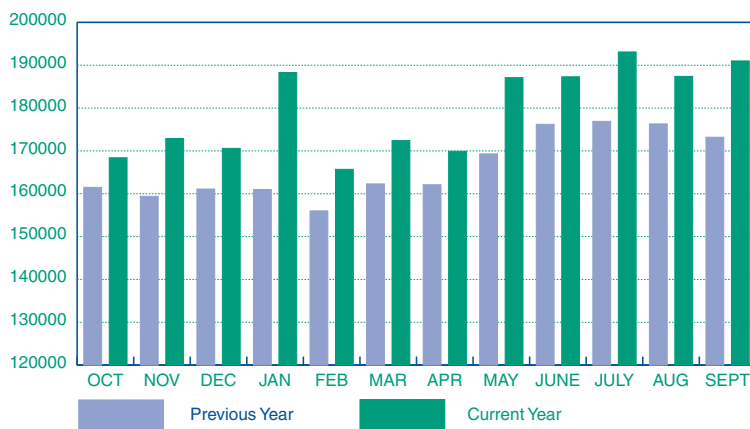
Year-to-Date Trends

Market activity between the beginning of January and the end of September compared to the same period in 2003, shows closed sales up 12.4% and pending sales up 11.2%. Even new listings increased by 2.1% (see Year-to-Date rows of the table above).

Inventory in Months (Active Listings / Closed Sales)

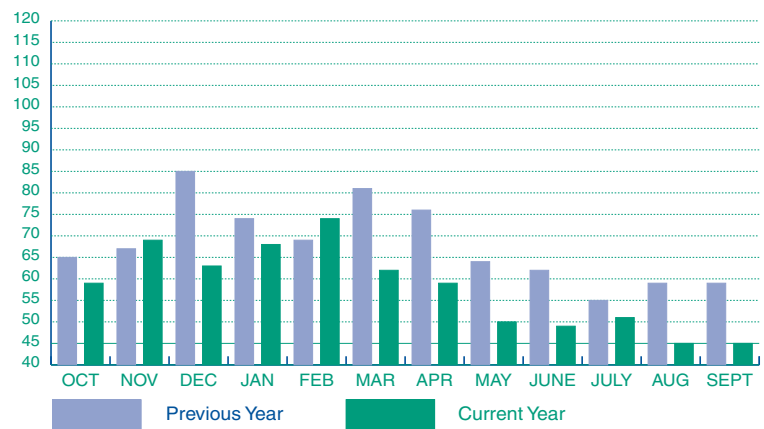
	2002	2003	2004
January	7.5	5.5	4.9
February	7.1	5.3	3.8
March	5.5	4.0	2.6
April	5.9	4.2	2.6
May	4.5	3.6	2.3
June	4.8	3.6	2.0
July	4.7	3.4	2.2
August	4.3	3.1	2.2
September	4.3	3.4	2.6
October	3.9	3.0	
November	4.3	3.8	
December	4.0	2.8	

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

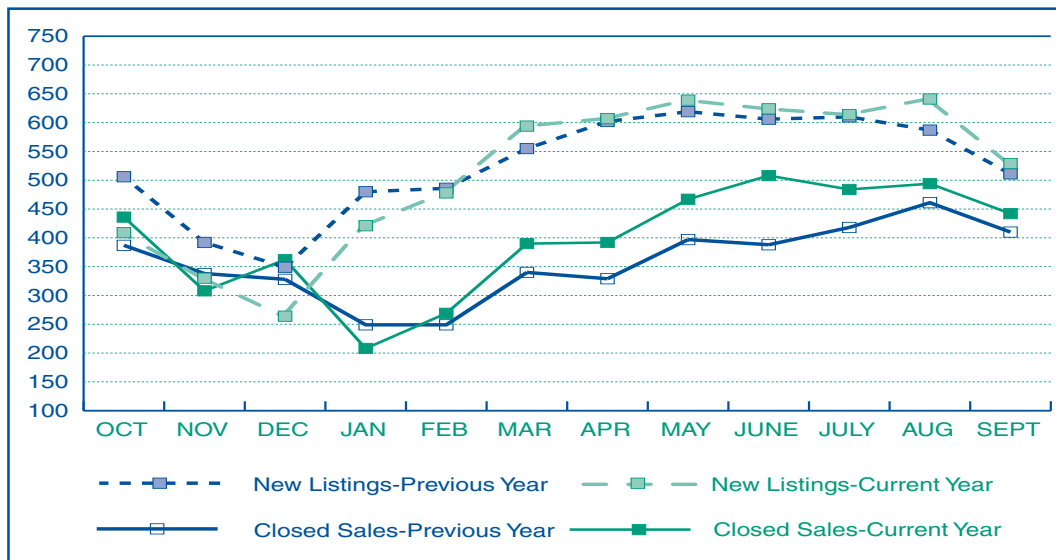
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		RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY			
		Current Month								Year-To-Date							Appreciation ³		Year-To-Date		Year-To-Date		Year-To-Date	
		Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2004 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	18	12	5	9	-18.2%	11	168,500	60	130	112	-17.0%	107	183,600	162,800	18.0%	1	358,000	0	N/A	8	248,200		
233	McKenzie Valley	61	13	10	9	-10.0%	9	330,100	84	140	95	20.3%	85	254,300	199,000	14.0%	3	135,800	12	103,100	2	157,000		
234	Pleasant Hill/Oak	102	25	7	19	26.7%	21	222,700	116	267	182	27.3%	166	167,500	129,100	-3.4%	3	226,700	18	71,000	5	141,800		
235	Cottage Grove/ Creswell/Dorena	135	55	11	45	60.7%	48	164,000	65	511	409	35.9%	370	155,800	137,000	3.4%	3	300,000	60	67,300	9	182,500		
236	Veneta/Elmira	69	30	9	16	-30.4%	12	192,800	47	238	163	14.0%	152	182,000	157,800	9.3%	1	60,000	19	115,400	3	148,300		
237	Junction City	65	17	8	15	-16.7%	21	209,500	53	229	175	22.4%	159	193,200	158,000	16.8%	4	511,000	13	130,300	2	239,500		
238	Florence	3	1	0	3	N/A	3	179,700	67	20	17	41.7%	13	137,100	110,000	35.2%	0	N/A	2	30,000	0	N/A		
239	Thurston	60	36	12	27	-22.9%	35	152,700	40	319	273	-9.9%	267	153,000	149,300	9.3%	2	170,000	7	85,800	20	165,200		
240	Coburg I-5	25	7	2	6	0.0%	8	183,300	36	86	66	29.4%	62	218,900	167,500	8.2%	0	N/A	11	93,700	1	199,000		
241	N Gilham	28	12	2	10	-16.7%	14	205,400	33	151	119	8.2%	113	220,500	189,000	1.0%	0	N/A	1	60,000	4	212,300		
242	Ferry Street Bridge	60	24	10	27	12.5%	25	254,300	28	349	282	1.1%	260	232,500	186,800	9.9%	1	40,000	0	N/A	4	252,600		
243	E Eugene	85	45	5	27	-22.9%	32	262,200	31	412	316	13.7%	302	228,200	217,800	9.1%	0	N/A	42	116,600	20	292,900		
244	SW Eugene	126	70	16	47	9.3%	56	224,200	32	568	437	5.6%	415	233,400	205,000	7.7%	0	N/A	40	118,000	7	255,900		
245	W Eugene	23	15	1	12	33.3%	12	164,400	43	166	140	16.7%	130	154,800	137,500	11.9%	4	372,300	3	111,800	18	205,700		
246	Danebo	76	55	12	47	42.4%	47	150,200	38	527	441	19.2%	420	143,500	143,800	11.9%	2	250,000	9	93,200	16	185,500		
247	River Road	18	16	4	14	-17.6%	12	166,100	61	182	160	20.3%	149	161,500	154,900	8.4%	2	N/A	4	75,700	15	210,500		
248	Santa Clara	58	40	5	24	-41.5%	26	174,200	20	365	281	-12.5%	259	189,200	178,000	9.9%	0	N/A	18	85,400	6	212,500		
249	Springfield	84	46	7	42	0.0%	44	117,000	35	477	391	24.9%	352	126,000	122,900	6.9%	2	255,000	6	83,300	23	235,100		
250	Mohawk Valley	34	10	2	2	-71.4%	6	350,500	64	73	42	2.4%	38	277,800	295,800	38.7%	0	N/A	4	87,600	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 September 2004 with September 2003. The Year-To-Date section compares year-to-date statistics from September 2004 with year-to-date statistics from September 2003.

³ Appreciation percents based on a comparison of average price for the last 12 months (10/1/03-9/30/04) with 12 months before (10/1/02-9/30/03).



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

September 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	September	163	176	165	154,100	128,500	71
	Year-to-Date	1,685	1,361	1,216	156,300	135,000	96
2003	September	138	122	128	146,300	130,500	100
	Year-to-Date	1,684	1,039	940	139,900	120,000	102

Coos County, Oregon		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
2004	September	101	115	101	156,500	139,100	81
	Year-to-Date	1,064	857	771	145,000	129,000	85
2003	September	83	91	85	132,700	108,000	89
	Year-to-Date	901	707	609	123,000	107,500	116

Douglas County September Residential Highlights

Market activity is on the rise again in Douglas County which saw a 44.3% rise in pending sales and a 28.9% increase in closed sales (see table above for details). New listings this September also increased 18.1% from September 2003.

Year-to-Date Trends

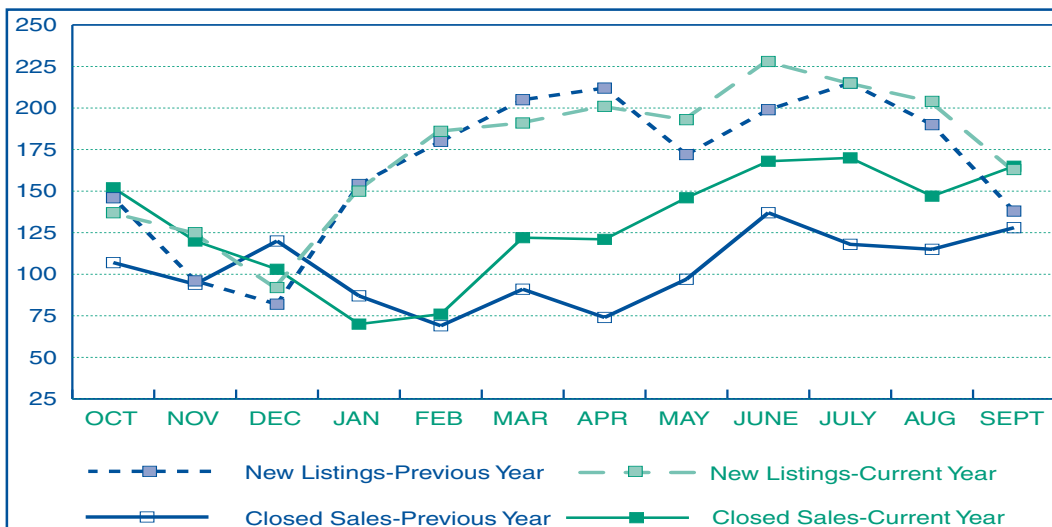
Comparing January-September 2004 to the same period in 2003, pending sales are up 31%, closed sales are up 29.4%, and new listings stayed about the same.

Coos County September Residential Highlights

September also saw an increase in market activity in Coos Bay. Accepted offers increased 26.4%, closed sales were up 18.8% and new listings rose 21.7% from 2003 (see table above).

Year-to-Date Trends

Overall market activity for January-September 2004 is on the rise compared to the same period in 2003. Closed sales rose 26.6%, pending sales increased 21.2% and new listings are up 18.1%.



DOUGLAS COUNTY NEW LISTINGS & CLOSED SALES

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

Market Action

AREA REPORT • 9/2004

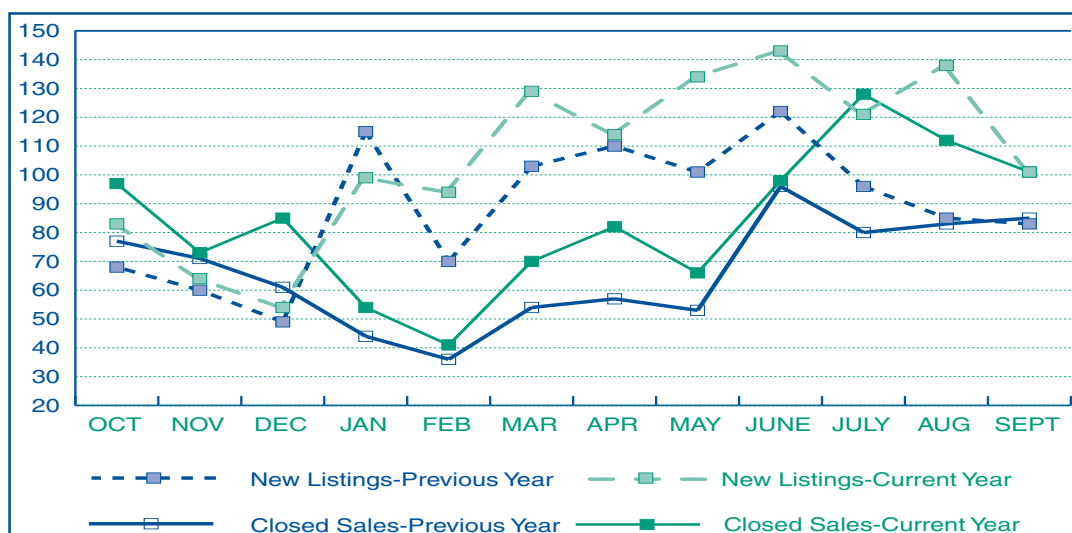
Douglas & Coos Counties, Oregon

		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	38	13	3	23	109.1%	20	109,000	55	180	159	29.3%	147	133,800	114,500	4.9%	5	324,500	22	98,300	3	145,700	
252	NW Roseburg	51	31	7	28	100.0%	21	252,600	61	199	171	42.5%	143	219,800	193,000	17.3%	3	280,800	47	84,500	0	N/A	
253	SE Roseburg	20	10	7	11	175.0%	8	116,700	49	101	79	12.9%	65	137,300	133,900	16.7%	5	274,000	12	110,400	5	117,400	
254	SW Roseburg	36	15	3	5	-58.3%	9	205,100	50	138	106	5.0%	103	221,800	185,000	29.1%	1	170,000	21	106,600	1	400,000	
255	Glide & E of Roseburg	27	6	1	13	116.7%	9	238,200	160	75	68	21.4%	55	173,500	155,000	-2.4%	1	579,900	41	83,500	0	N/A	
256	Sutherlin/ Oakland Area	54	15	16	15	-31.8%	18	178,600	51	217	178	28.1%	165	155,800	141,000	13.3%	5	106,000	27	74,400	6	219,400	
257	Winston & SW of Roseburg	41	13	8	18	63.6%	18	118,100	77	176	145	68.6%	130	150,100	131,700	14.0%	7	208,600	42	71,900	6	154,200	
258	Myrtle Creek & S/SE of Roseburg	92	30	11	32	39.1%	30	105,400	76	294	220	23.6%	203	120,400	112,000	-0.3%	10	233,300	43	62,000	7	135,400	
259	Green District	33	14	2	17	240.0%	18	137,700	36	151	133	44.6%	127	127,400	122,000	18.9%	3	192,500	7	84,600	10	184,300	
265	North Douglas County	83	16	5	14	0.0%	14	145,500	128	154	102	37.8%	78	150,800	121,300	-5.9%	6	278,600	15	67,900	0	N/A	
	Douglas County Totals	475	163	63	176	44.3%	165	154,100	71	1,685	1,361	31.0%	1216	156,300	135,000	10.3%	46	242,500	277	81,000	38	169,900	
260	Coos County	283	101	31	115	26.4%	101	156,500	81	1,064	857	21.2%	771	145,000	129,000	16.8%	30	346,300	174	94,800	35	162,900	

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³ Appreciation percents based on a comparison of average price for the last 12 months (10/1/03-9/30/04) with 12 months before (10/1/02-9/30/03).



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: (541) 673-6581

Southwest Washington

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

Lane County

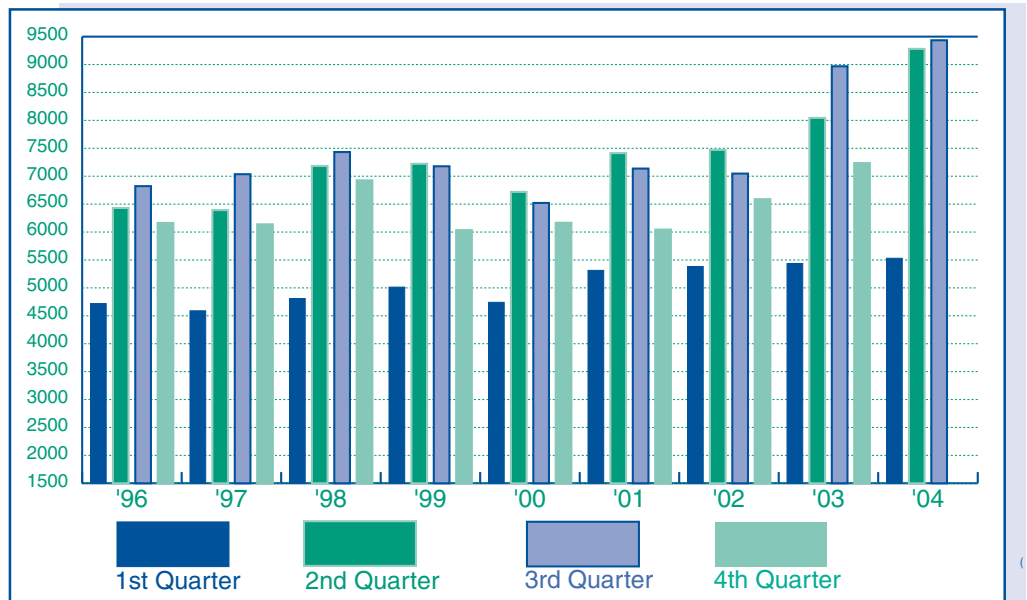
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Fax: (541) 484-3854

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

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