

# MARKET ACTION



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

## RESIDENTIAL REVIEW: Metro Portland, Oregon

October 2006 Reporting Period

### October Residential Highlights

Temperatures may be dropping outside, but the number of new listings continues climb when comparing October 2006 to October 2005. New listings increased 20.8%. On the other hand, the number of closed sales fell 14.3%. Further, pending sales decreased 12.6%. As a result, inventory also climbed. At the end of October, there were 11,533 listings in the Portland Metro area. Given the month's rate of sales, they would last approximately 4.6 months. See tables to right and below.

### Year-To-Date Trends

New listings increased 14.9% when comparing January-October 2006 with January-October 2005. However, pending sales decreased 14.3% and closed sales fell 12.6%. See table below.

### Appreciation

Comparing the average sale price of the 12 months ending in October 2006 to the 12 previous, the average sale price appreciated 15% (\$318,200 v. \$276,600). Using the same date range, median sale price increased 16.2% (267,900 v. 230,500).

### Affordability

Per a NAR formula, Portland homes are now affordable again thanks to a slight dip in median sales price and interest rates in the third quarter. A family making the area's median annual income (\$66,900 per HUD) made 1% more than required to afford a median-priced home (\$275,500) with a 30-year fixed-rate mortgage at Freddie Mac's average rate (6.4%) and a 20% down payment. (See graph on last page.)

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### Inventory in Months

(Active Listings / Closed Sales)

|           | 2004 | 2005 | 2006 |
|-----------|------|------|------|
| January   | 6.1  | 3.4  | 3.2  |
| February  | 4.8  | 3.0  | 2.7  |
| March     | 3.4  | 1.8  | 2.0  |
| April     | 3.0  | 1.8  | 2.4  |
| May       | 2.8  | 1.6  | 2.3  |
| June      | 2.4  | 1.5  | 2.6  |
| July      | 2.5  | 1.7  | 3.5  |
| August    | 2.7  | 1.6  | 3.6  |
| September | 2.8  | 1.9  | 4.5  |
| October   | 2.7  | 2.2  | 4.6  |
| November  | 2.9  | 2.2  |      |
| December  | 2.4  | 2.1  |      |

## Residential Market Highlights

| Metro Portland, Oregon |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Average Market Time* |
|------------------------|--------------|--------------|---------------|--------------|--------------------|-------------------|----------------------|
| 2006                   | October      | 4,845        | 2,689         | 2,503        | 322,900            | 270,000           | 47                   |
|                        | Year-to-Date | 49,354       | 29,066        | 27,830       | 322,600            | 270,000           | 42                   |
| 2005                   | October      | 4,012        | 3,076         | 2,922        | 298,700            | 249,000           | 36                   |
|                        | Year-to-Date | 42,960       | 33,933        | 31,855       | 280,600            | 235,000           | 43                   |

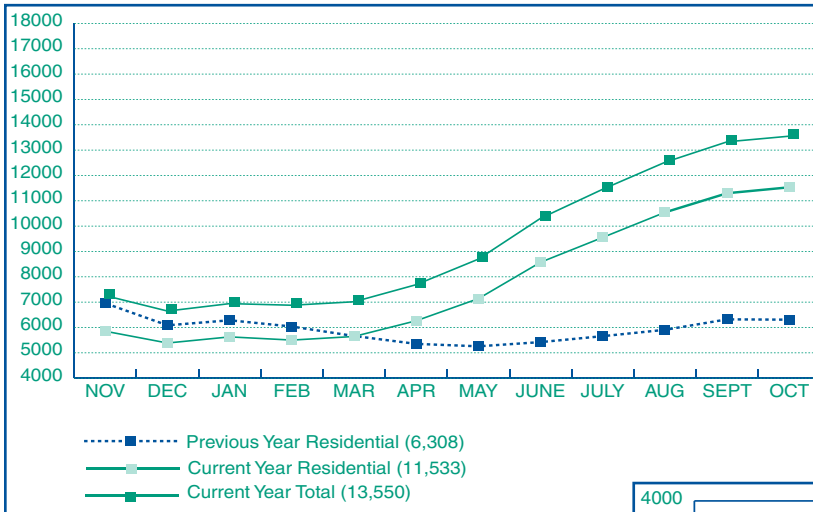
# AREA REPORT • 10/2006

## 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/<br>Canceled Listings | Pending Sales | Pending Sales<br>2006 v. 2005² | Closed Sales | Average<br>Sale Price | Average<br>Market Time¹ | New Listings | Pending Sales | Pending Sales<br>2006 v. 2005² | Closed Sales | Average<br>Sale Price | Median<br>Sale Price | Closed Sales |               | Average<br>Sale Price | Closed Sales | Average<br>Sale Price | Closed Sales | Average<br>Sale Price |  |
| 141 | North Portland                 | 415             | 189          | 89                            | 142           | 25.7%                          | 128          | 245,300               | 38                      | 2,303        | 1,452         | 4.6%                           | 1,321        | 244,800               | 234,900              | 19.7%        | 10            | 361,800               | 41           | 152,200               | 54           | 369,200               |  |
| 142 | Northeast Portland             | 946             | 533          | 207                           | 264           | -11.4%                         | 272          | 305,700               | 36                      | 4,677        | 2,771         | -16.6%                         | 2,647        | 304,200               | 265,000              | 16.9%        | 28            | 451,900               | 53           | 248,300               | 122          | 448,500               |  |
| 143 | Southeast Portland             | 1,308           | 690          | 277                           | 386           | -14.2%                         | 356          | 272,700               | 46                      | 6,502        | 3,922         | -12.2%                         | 3,826        | 265,400               | 233,000              | 15.5%        | 49            | 399,400               | 125          | 192,600               | 257          | 434,800               |  |
| 144 | Gresham/<br>Troutdale          | 811             | 305          | 126                           | 162           | -33.1%                         | 149          | 273,100               | 50                      | 3,237        | 1,893         | -27.6%                         | 1,889        | 263,200               | 245,900              | 14.3%        | 16            | 777,900               | 81           | 469,100               | 90           | 311,900               |  |
| 145 | Milwaukie/<br>Clackamas        | 975             | 355          | 201                           | 175           | -13.4%                         | 179          | 377,600               | 51                      | 3,822        | 2,012         | -14.5%                         | 1,974        | 352,900               | 307,500              | 21.2%        | 21            | 581,600               | 181          | 416,000               | 46           | 330,400               |  |
| 146 | Oregon<br>City/ Canby          | 655             | 253          | 93                            | 123           | -0.8%                          | 132          | 332,100               | 51                      | 2,443        | 1,333         | -12.2%                         | 1,294        | 322,600               | 283,300              | 17.8%        | 22            | 372,800               | 96           | 425,100               | 31           | 446,700               |  |
| 147 | Lake<br>Oswego/West Linn       | 760             | 262          | 136                           | 134           | 9.8%                           | 117          | 531,800               | 53                      | 2,832        | 1,446         | -15.7%                         | 1,343        | 538,100               | 450,000              | 18.2%        | 1             | 670,000               | 31           | 539,800               | 9            | 401,800               |  |
| 148 | West Portland                  | 1,507           | 597          | 223                           | 315           | 18.0%                          | 225          | 442,700               | 51                      | 5,908        | 3,330         | 5.4%                           | 2,712        | 451,800               | 376,000              | 11.4%        | 16            | 543,200               | 73           | 299,700               | 39           | 521,000               |  |
| 149 | Northwest<br>Washington County | 504             | 205          | 79                            | 97            | -25.4%                         | 97           | 389,300               | 36                      | 1,977        | 1,123         | -21.1%                         | 1,140        | 402,900               | 365,000              | 10.7%        | 3             | 380,000               | 43           | 429,100               | 14           | 347,000               |  |
| 150 | Beaverton/Aloha                | 993             | 463          | 215                           | 289           | -13.5%                         | 266          | 266,000               | 37                      | 4,811        | 3,008         | -15.9%                         | 2,959        | 278,500               | 250,000              | 14.2%        | 16            | 401,400               | 37           | 504,200               | 55           | 403,800               |  |
| 151 | Tigard/Wilsonville             | 968             | 386          | 148                           | 208           | -27.0%                         | 212          | 349,900               | 58                      | 4,072        | 2,411         | -20.6%                         | 2,407        | 354,900               | 320,000              | 12.5%        | 7             | 484,200               | 39           | 429,400               | 28           | 417,200               |  |
| 152 | Hillsboro/<br>Forest Grove     | 749             | 306          | 116                           | 177           | -21.0%                         | 153          | 289,700               | 38                      | 3,196        | 1,955         | -21.4%                         | 1,892        | 278,800               | 255,800              | 15.6%        | 28            | 431,200               | 55           | 290,300               | 63           | 297,200               |  |
| 153 | Mt. Hood: Govt.<br>Camp/Wemme  | 68              | 20           | 17                            | 15            | -50.0%                         | 18           | 220,300               | 65                      | 263          | 183           | -21.5%                         | 224          | 272,300               | 248,500              | 25.1%        | 4             | 192,000               | 40           | 127,600               | 0            | N/A                   |  |
| 155 | Columbia County                | 317             | 104          | 38                            | 79            | -30.1%                         | 71           | 236,800               | 61                      | 1,292        | 844           | -20.8%                         | 836          | 227,000               | 215,000              | 14.8%        | 17            | 278,200               | 120          | 125,600               | 22           | 244,100               |  |
| 156 | Yamhill County                 | 557             | 177          | 60                            | 123           | -13.4%                         | 128          | 273,000               | 60                      | 2,019        | 1,383         | -12.2%                         | 1,366        | 263,000               | 229,000              | 21.7%        | 15            | 187,400               | 112          | 228,400               | 37           | 389,200               |  |

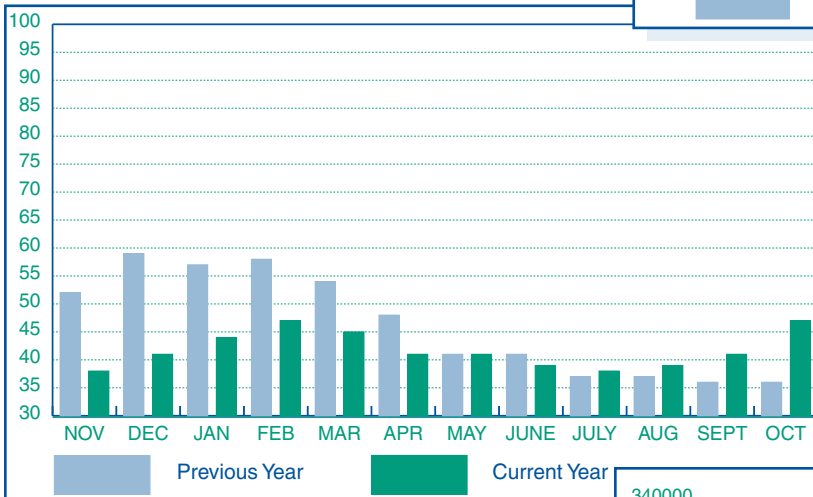
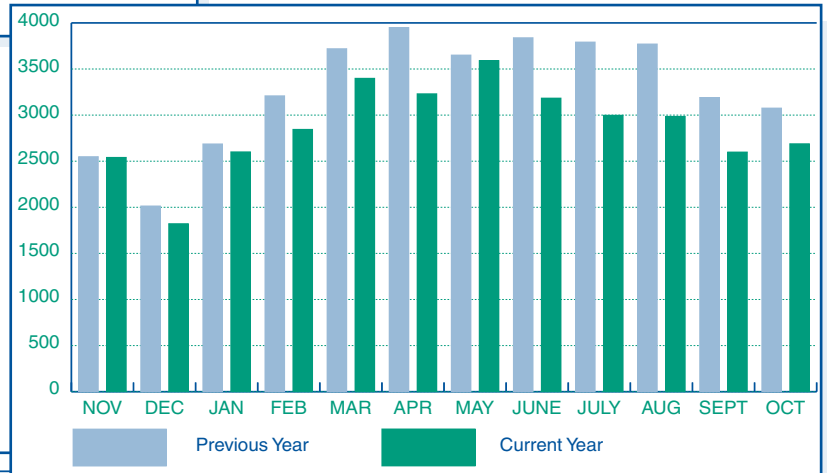
|              |                           |     |     |    |     |       |     |         |    |       |       |      |       |         |         |       |    |         |     |         |    |         |
|--------------|---------------------------|-----|-----|----|-----|-------|-----|---------|----|-------|-------|------|-------|---------|---------|-------|----|---------|-----|---------|----|---------|
| 170-172, 210 | Marion/<br>Polk Counties  | 732 | 254 | 99 | 140 | 48.9% | 114 | 229,000 | 84 | 2,088 | 1,196 | 5.1% | 1,170 | 235,200 | 205,000 | 19.6% | 14 | 209,500 | 85  | 125,100 | 24 | 337,800 |
| 180-200      | North<br>Coastal Counties | 542 | 123 | 49 | 80  | 53.8% | 78  | 337,500 | 73 | 1,321 | 684   | 5.2% | 621   | 339,500 | 262,500 | 21.3% | 7  | 392,100 | 195 | 180,500 | 12 | 430,300 |

# Market Action



## PENDING SALES Metro Portland, Oregon

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

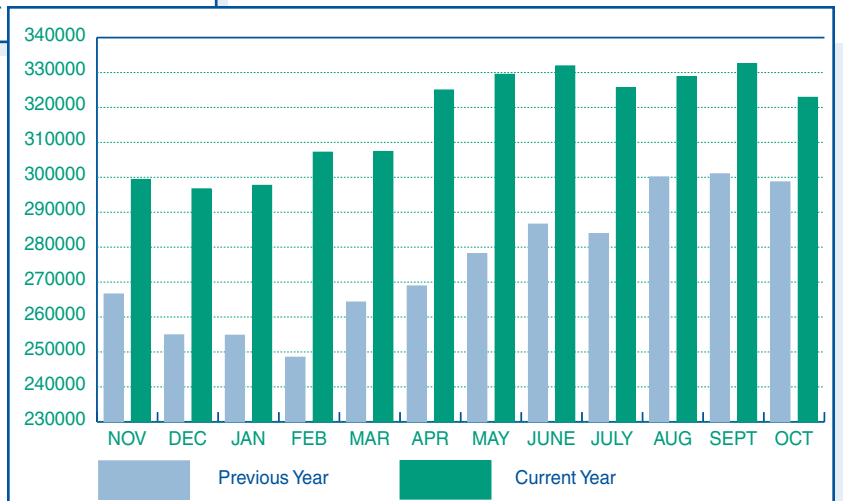


## DAYS ON MARKET Metro Portland, Oregon

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.

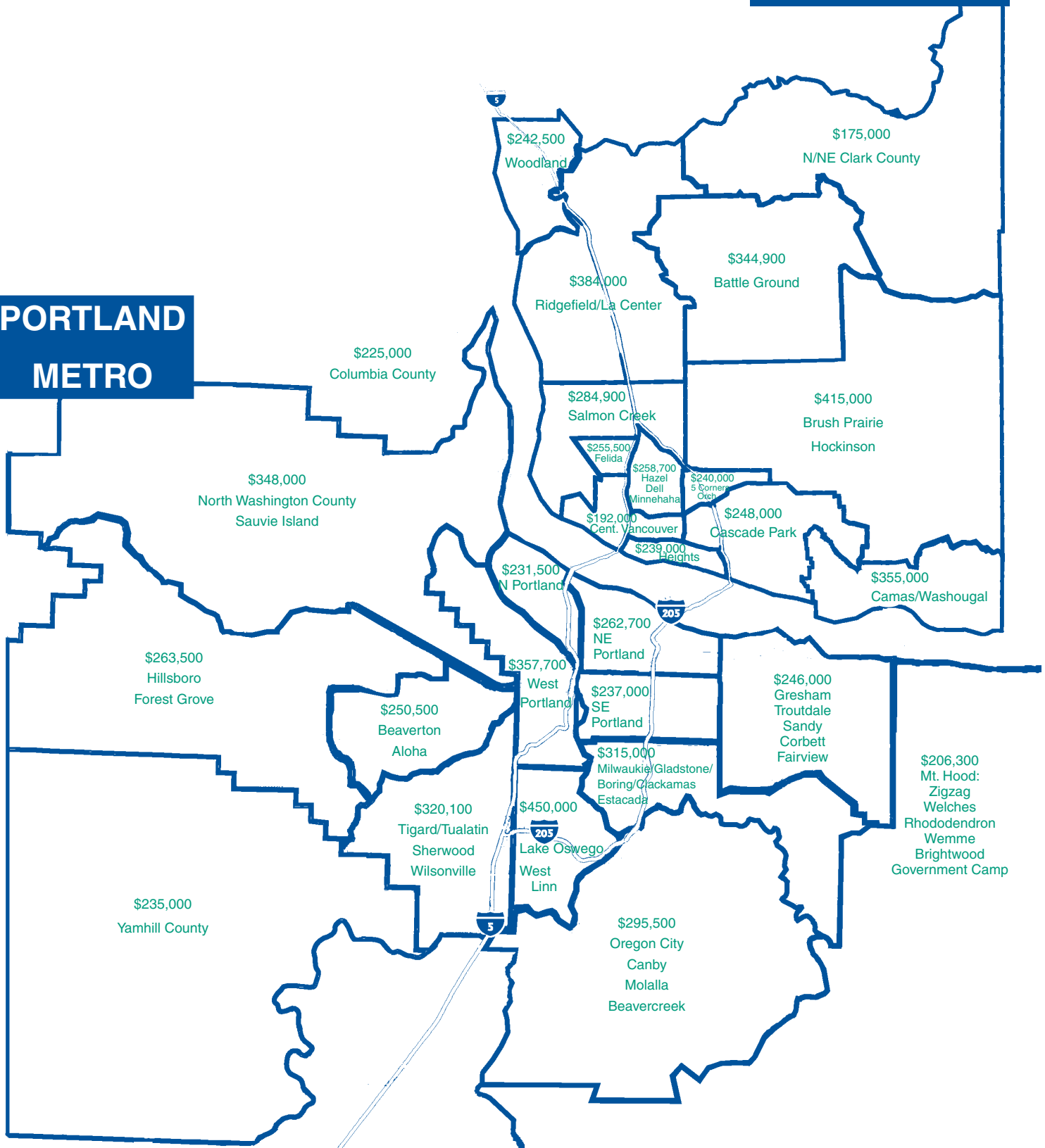


# MEDIAN SALE PRICE

## October 2006

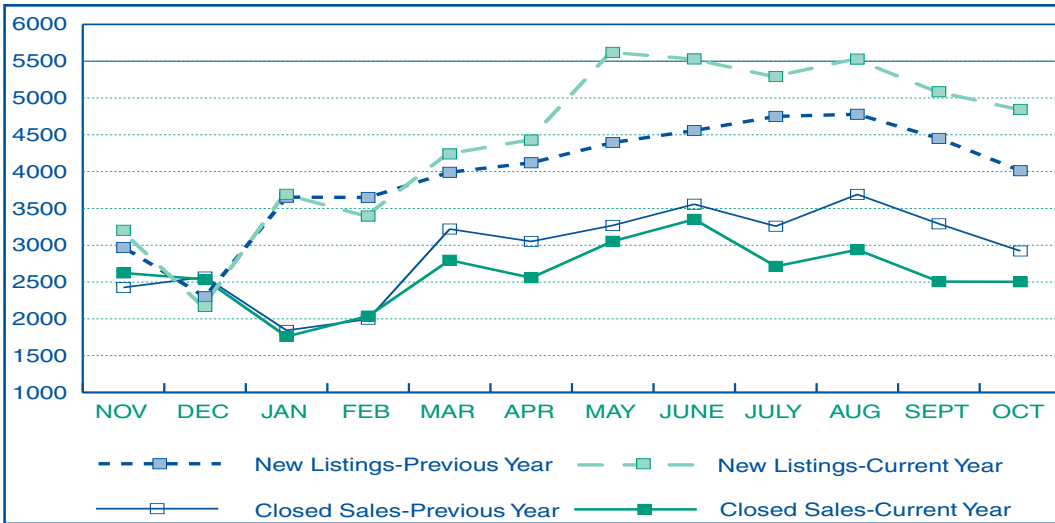
SW  
WASHINGTON

PORTLAND  
METRO



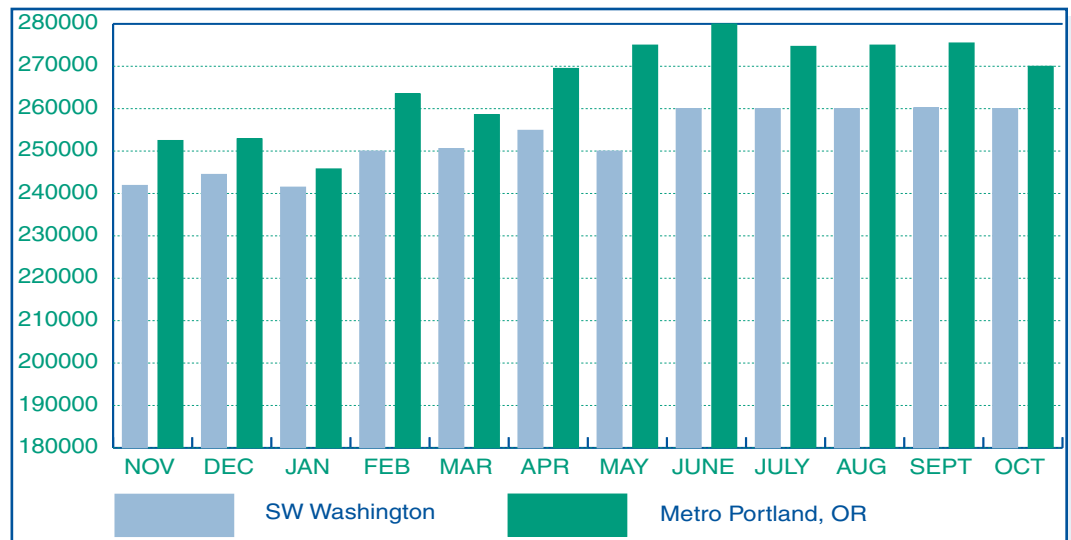
## PORTLAND, OR NEW LISTINGS & CLOSED SALES

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



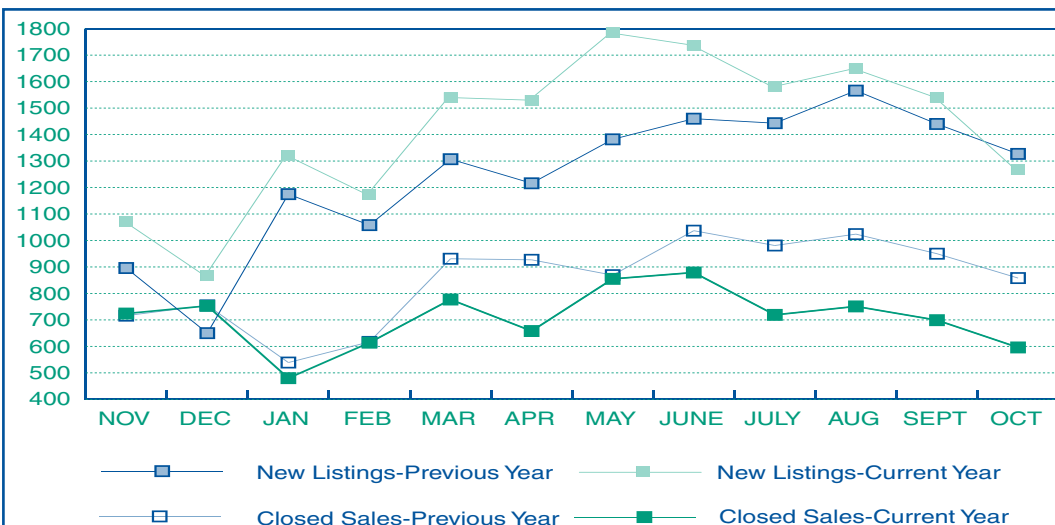
## PORTLAND, OR & SOUTHWEST WA MEDIAN SALE PRICE

*This graph shows the median sale price over the past 12 months in the greater Portland, Oregon metro area and Southwest Washington.*



## SOUTHWEST WA NEW LISTINGS & CLOSED SALES

*This graph shows the new residential listings and closed sales over the past 24 months in Southwest Washington.*





# SW Washington



RESIDENTIAL REVIEW: Southwest Washington

October 2006 Reporting Period

## Residential Market Highlights

| Southwest Washington |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Average Market Time* |
|----------------------|--------------|--------------|---------------|--------------|--------------------|-------------------|----------------------|
| 2006                 | October      | 1,267        | 669           | 596          | 298,700            | 260,000           | 65                   |
|                      | Year-to-Date | 14,449       | 7,287         | 7,071        | 292,000            | 256,000           | 59                   |
| 2005                 | October      | 1,327        | N/A           | 858          | 271,900            | 237,000           | 42                   |
|                      | Year-to-Date | 12,580       | N/A           | 8,733        | 256,800            | 221,700           | 44                   |

We are pleased to announce that we have added Pacific County to the Southwest Washington Area Report and Residential Market Highlights. As such we have re-run as many of the reports as possible to get comparable data. However, the pending sales reports for 2005 were unreliable so they have not been included. Individual county data is available on page 7.

### October Residential Highlights

The number of new listings is down 4.5% when comparing October 2006 to October 2005. Further, closed sale fell 30.5% and pending sales decreased 11.5%. (See table above.)

### Year-To-Date Trends

Comparing market activity through October 2006 to the same time period in 2005, new listings were up 14.9%. Meanwhile, accepted offers and closed sales were both down, 20.1% and 19%, respectively.

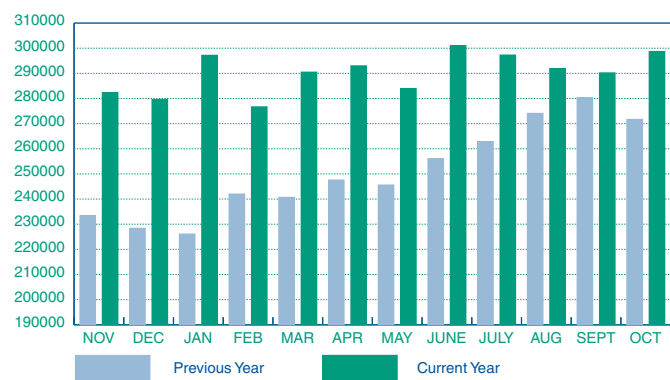
### Appreciation

Comparing the 12 months ending with August 2006 to the 12 immediately prior, average sale price climbed 14.6% (\$290,100 v. \$253,100). Median sale price increased 16.5% (\$254,000 v. \$218,000).

### Clark Co. Inventory in Months

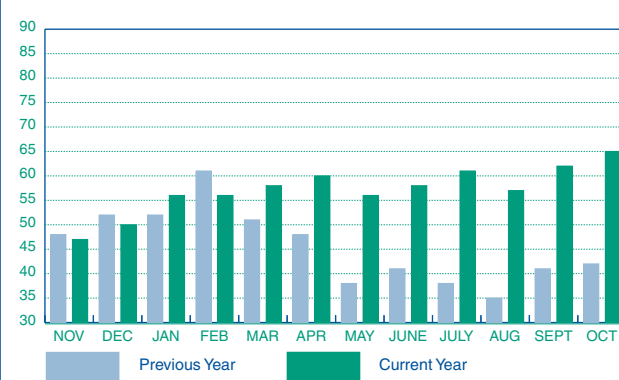
| (Active Listings / Closed Sales) | 2004 | 2005 | 2006 |
|----------------------------------|------|------|------|
| January                          | 4.9  | 3.2  | 5.3  |
| February                         | 4.4  | 2.7  | 4.5  |
| March                            | 2.7  | 1.8  | 3.8  |
| April                            | 2.7  | 1.8  | 4.8  |
| May                              | 2.5  | 2.0  | 4.2  |
| June                             | 2.1  | 1.7  | 4.7  |
| July                             | 2.3  | 2.0  | 6.1  |
| August                           | 2.3  | 2.1  | 5.9  |
| September                        | 2.4  | 2.6  | 6.4  |
| October                          | 2.5  | 3.0  | 7.2  |
| November                         | 2.5  | 3.7  |      |
| December                         | 2.3  | 3.2  |      |

### AVERAGE SALE PRICE - Southwest WA



This graph represents the average sale price for all homes sold in Southwest Washington.

### DAYS ON MARKET - Southwest WA



This graph shows average days on market for Southwest Washington properties from listing to accepted offer.

# Market Action

# AREA REPORT • 10/2006 • SW 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/<br>Canceled Listings | Pending Sales | Pending Sales<br>2006 v.2005 <sup>2</sup> | Closed Sales | Average<br>Sale Price | Average<br>Market Time <sup>1</sup> | New Listings | Pending Sales | Pending Sales<br>2006 v.2005 <sup>2</sup> | Closed Sales | Average<br>Sale Price | Median<br>Sale Price | Closed Sales |                           | Average<br>Sale Price | Closed Sales | Average<br>Sale Price | Closed Sales | Average<br>Sale Price |  |
|    |                      |                 |              |                               |               |                                           |              |                       |                                     |              |               |                                           |              |                       |                      |              |                           |                       |              |                       |              |                       |  |
| 11 | Downtown Vancouver   | 85              | 32           | 12                            | 16            | -44.1%                                    | 19           | 222,800               | 39                                  | 318          | 181           | -32.2%                                    | 178          | 225,500               | 199,800              | 16.1%        | 7                         | 333,100               | 3            | 216,800               | 19           | 289,400               |  |
| 12 | NW Heights           | 91              | 27           | 8                             | 18            | -42.9%                                    | 20           | 181,800               | 68                                  | 410          | 278           | -14.2%                                    | 281          | 180,800               | 174,900              | 17.1%        | 3                         | 356,200               | 9            | 120,300               | 38           | 246,200               |  |
| 13 | SW Heights           | 47              | 15           | 9                             | 8             | -22.2%                                    | 7            | 432,900               | 56                                  | 179          | 106           | 0.0%                                      | 105          | 332,300               | 261,200              | 6.7%         | 2                         | 275,000               | 0            | N/A                   | 2            | 227,500               |  |
| 14 | Lincoln/Hazel Dell   | 49              | 15           | 13                            | 10            | -68.4%                                    | 6            | 346,200               | 18                                  | 209          | 118           | -16.9%                                    | 116          | 254,000               | 233,500              | 20.6%        | 1                         | 650,000               | 6            | 528,200               | 1            | 199,900               |  |
| 15 | E Hazel Dell         | 192             | 59           | 29                            | 45            | -38.2%                                    | 21           | 256,300               | 53                                  | 686          | 376           | -19.0%                                    | 329          | 241,800               | 235,000              | 16.1%        | 8                         | 204,300               | 10           | 569,800               | 3            | 313,300               |  |
| 20 | NE Heights           | 90              | 38           | 8                             | 17            | 31.6%                                     | 25           | 253,600               | 56                                  | 339          | 203           | -24.3%                                    | 199          | 243,400               | 225,000              | 23.4%        | 1                         | 50,000                | 3            | 336,000               | 7            | 279,500               |  |
| 21 | Orchards             | 236             | 83           | 35                            | 35            | 18.8%                                     | 38           | 255,800               | 55                                  | 820          | 407           | 2.5%                                      | 397          | 259,100               | 246,000              | 24.9%        | 1                         | 220,000               | 9            | 1,163,700             | 4            | 335,900               |  |
| 22 | Evergreen            | 255             | 78           | 31                            | 55            | -18.8%                                    | 52           | 244,900               | 63                                  | 1,046        | 627           | -23.9%                                    | 626          | 231,100               | 224,900              | 10.4%        | 2                         | 416,500               | 7            | 823,100               | 26           | 276,000               |  |
| 23 | E Heights            | 60              | 19           | 2                             | 15            | -63.6%                                    | 4            | 251,500               | 40                                  | 217          | 126           | -33.0%                                    | 113          | 283,500               | 215,000              | 7.7%         | 1                         | 193,000               | 2            | 655,000               | 2            | 252,300               |  |
| 24 | Cascade Park         | 75              | 27           | 5                             | 20            | 3.8%                                      | 27           | 263,500               | 57                                  | 339          | 224           | -16.1%                                    | 224          | 280,900               | 260,000              | 1.8%         | 5                         | 319,100               | 2            | 335,000               | 12           | 308,800               |  |
| 25 | Five Corners         | 115             | 42           | 22                            | 24            | -48.0%                                    | 26           | 237,300               | 50                                  | 518          | 329           | -15.2%                                    | 334          | 237,100               | 229,000              | 15.9%        | 1                         | 687,000               | 5            | 288,000               | 2            | 191,200               |  |
| 26 | E Orchards           | 128             | 37           | 18                            | 21            | 31.6%                                     | 25           | 324,100               | 79                                  | 495          | 256           | -29.3%                                    | 250          | 314,500               | 299,900              | 16.7%        | 0                         | N/A                   | 3            | 216,700               | 0            | N/A                   |  |
| 27 | Fisher's Landing     | 132             | 40           | 27                            | 22            | -40.0%                                    | 18           | 277,400               | 43                                  | 536          | 292           | -25.1%                                    | 275          | 295,900               | 289,900              | 8.8%         | 0                         | N/A                   | 7            | 313,600               | 3            | 400,500               |  |
| 31 | SE County            | 31              | 10           | 7                             | 4             | 0.0%                                      | 4            | 494,800               | 77                                  | 88           | 48            | -21.3%                                    | 47           | 436,200               | 382,900              | 12.6%        | 0                         | N/A                   | 13           | 325,200               | 0            | N/A                   |  |
| 32 | Camas City           | 350             | 129          | 67                            | 57            | -30.9%                                    | 38           | 410,800               | 68                                  | 1,126        | 495           | -13.0%                                    | 480          | 429,800               | 360,000              | 16.5%        | 3                         | 146,700               | 22           | 272,000               | 12           | 271,200               |  |
| 33 | Washougal            | 344             | 80           | 64                            | 21            | -37.5%                                    | 25           | 360,500               | 77                                  | 894          | 362           | -14.6%                                    | 365          | 340,800               | 315,900              | 12.4%        | 4                         | 232,900               | 114          | 165,000               | 7            | 318,900               |  |
| 41 | N Hazel Dell         | 124             | 34           | 21                            | 29            | -44.1%                                    | 19           | 384,400               | 47                                  | 428          | 236           | -28.3%                                    | 219          | 302,200               | 266,000              | 15.4%        | 1                         | 125,000               | 1            | 125,000               | 1            | 1,153,800             |  |
| 42 | S Salmon Creek       | 149             | 62           | 43                            | 29            | -17.1%                                    | 29           | 276,100               | 59                                  | 489          | 230           | -39.5%                                    | 220          | 276,500               | 268,000              | 12.5%        | 3                         | 205,500               | 20           | 280,200               | 0            | N/A                   |  |
| 43 | N Felida             | 173             | 59           | 24                            | 35            | 24.2%                                     | 41           | 333,800               | 66                                  | 642          | 345           | -9.2%                                     | 338          | 332,900               | 303,300              | 2.6%         | 0                         | N/A                   | 4            | 185,000               | 1            | 215,200               |  |
| 44 | N Salmon Creek       | 186             | 42           | 40                            | 23            | -21.7%                                    | 18           | 275,400               | 73                                  | 575          | 218           | -19.0%                                    | 203          | 336,500               | 286,700              | 18.8%        | 1                         | 865,000               | 9            | 666,400               | 0            | N/A                   |  |
| 50 | Ridgefield           | 175             | 20           | 41                            | 9             | 100.0%                                    | 10           | 400,200               | 100                                 | 425          | 107           | -8.5%                                     | 116          | 352,200               | 322,700              | 15.5%        | 2                         | 260,000               | 10           | 1,226,900             | 0            | N/A                   |  |
| 51 | W of I-5 County      | 27              | 5            | 6                             | 4             | 25.0%                                     | 5            | 422,200               | 83                                  | 82           | 35            | -16.7%                                    | 30           | 519,100               | 460,000              | 18.6%        | 0                         | N/A                   | 8            | 318,900               | 0            | N/A                   |  |
| 52 | NW E of I-5 County   | 46              | 8            | 11                            | 4             | -52.9%                                    | 8            | 383,400               | 67                                  | 147          | 68            | -42.9%                                    | 68           | 410,400               | 358,900              | 7.7%         | 0                         | N/A                   | 19           | 312,700               | 0            | N/A                   |  |
| 61 | Battleground         | 233             | 79           | 48                            | 23            | -66.7%                                    | 16           | 337,100               | 55                                  | 818          | 392           | -28.5%                                    | 398          | 304,300               | 269,400              | 15.9%        | 4                         | 395,100               | 16           | 367,900               | 4            | 325,000               |  |
| 62 | Brush Prairie        | 221             | 58           | 25                            | 33            | -47.1%                                    | 18           | 486,700               | 101                                 | 580          | 273           | -10.2%                                    | 268          | 416,400               | 359,000              | 21.8%        | 4                         | 367,700               | 44           | 331,700               | 1            | 330,000               |  |
| 63 | East County          | 5               | 0            | 1                             | 0             | #DIV/0!                                   | 0            | N/A                   | N/A                                 | 13           | 4             | -20.0%                                    | 4            | 421,200               | 417,400              | 25.9%        | 0                         | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| 64 | Central County       | 27              | 11           | 3                             | 4             | -60.0%                                    | 2            | 347,900               | 101                                 | 67           | 26            | -42.2%                                    | 23           | 411,200               | 415,000              | 17.5%        | 0                         | N/A                   | 5            | 222,300               | 0            | N/A                   |  |
| 65 | Mid-Central County   | 22              | 7            | 2                             | 6             | 20.0%                                     | 6            | 380,300               | 75                                  | 65           | 34            | -44.3%                                    | 33           | 388,100               | 370,000              | 13.0%        | 0                         | N/A                   | 10           | 255,200               | 0            | N/A                   |  |
| 66 | Yacolt               | 34              | 9            | 12                            | 7             | -71.4%                                    | 2            | 502,500               | 166                                 | 123          | 65            | -7.1%                                     | 64           | 313,100               | 304,000              | 22.3%        | 0                         | N/A                   | 9            | 212,700               | 0            | N/A                   |  |
| 70 | La Center            | 104             | 15           | 12                            | 4             | 0.0%                                      | 5            | 367,200               | 92                                  | 260          | 96            | 12.9%                                     | 100          | 330,600               | 321,600              | 13.2%        | 2                         | 187,100               | 5            | 246,600               | 0            | N/A                   |  |
| 71 | N Central            | 34              | 8            | 6                             | 1             | 200.0%                                    | 3            | 173,000               | 29                                  | 72           | 23            | -32.4%                                    | 20           | 325,400               | 322,500              | 8.3%         | 0                         | N/A                   | 6            | 253,700               | 0            | N/A                   |  |
| 72 | NE Corner            | 22              | 4            | 1                             | 0             | -100.0%                                   | 0            | N/A                   | N/A                                 | 44           | 16            | -57.9%                                    | 17           | 259,800               | 249,900              | 21.9%        | 0                         | N/A                   | 5            | 186,400               | 0            | N/A                   |  |
|    | Clark County Total   | 3,862           | 1,152        | 653                           | 599           | -18.9%                                    | 537          | 306,800               | 63                                  | 13,050       | 6,596         | -20.2%                                    | 6,440        | 299,500               | 260,000              | 14.5%        | 56                        | 298,900               | 386          | 326,700               | 145          | 284,200               |  |
| 80 | Woodland City        | 32              | 8            | 5                             | 5             | 33.3%                                     | 4            | 199,600               | 53                                  | 97           | 59            | -72.4%                                    | 59           | 285,300               | 227,000              | 31.4%        | 4                         | 454,500               | 4            | 528,000               | 0            | N/A                   |  |
| 81 | Woodland Area        | 44              | 7            | 6                             | 4             | -87.5%                                    | 1            | 252,000               | 38                                  | 98           | 44            | -57.7%                                    | 46           | 309,200               | 272,500              | 34.2%        | 1                         | 269,300               | 36           | 163,600               | 0            | N/A                   |  |
| 82 | Cowlitz County       | 177             | 55           | 74                            | 28            | -71.2%                                    | 21           | 232,100               | 59                                  | 642          | 328           | -53.1%                                    | 310          | 209,000               | 177,000              | 13.5%        | 2                         | 142,500               | 102          | 106,400               | 12           | 179,200               |  |
|    | Cowlitz County Total | 253             | 70           | 85                            | 37            | -56.0%                                    | 26           | 227,900               | 57                                  | 837          | 431           | -57.7%                                    | 415          | 230,900               | 195,500              | 17.1%        | 7                         | 338,900               | 142          | 132,800               | 12           | 179,200               |  |
| 87 | Pacific County       | 247             | 45           | 37                            | 33            | N/A                                       | 33           | 222,800               | 99                                  | 562          | 260           | N/A                                       | 216          | 185,100               | 168,500              | 18.8%        | 10                        | 222,800               | 87           | 76,100                | 1            | 260,000               |  |



# Lane County



RESIDENTIAL REVIEW: Greater Lane County, Oregon

October 2006 Reporting Period

## Residential Market Highlights

| Greater Lane County, Oregon |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Average Market Time* |
|-----------------------------|--------------|--------------|---------------|--------------|--------------------|-------------------|----------------------|
| 2006                        | October      | 603          | 370           | 386          | 259,400            | 225,000           | 55                   |
|                             | Year-to-Date | 6,765        | 4,218         | 4,091        | 254,200            | 223,500           | 51                   |
| 2005                        | October      | 524          | 427           | 455          | 243,400            | 207,500           | 43                   |
|                             | Year-to-Date | 6,035        | 4,752         | 4,472        | 224,700            | 193,000           | 45                   |

We are happy to announce the addition of Florence area statistics to the Area Report under Lane County (page 9). Because comparable data for the Florence areas (225-231) is not available we will only report on areas 232-250 (which we will refer to as Greater Lane County) in the Residential Review (page 8) until substantial comparable data is available.

### October Residential Highlights

When comparing October 2006 to October 2005 in the Greater Lane County area, new listings increased 15.1%. However, closed sales were down 15.2% and pending sales decreased 13.4%. See table above.

### Year-to-Date Trends

When comparing 2006 year-to-date with the same time period in 2005, new listings increased 12.1%. On the other hand, closed sales decreased 8.5% and pending sales dropped 11.2%.

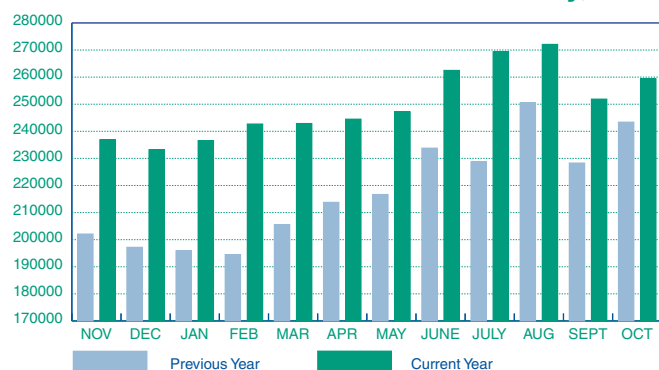
### Appreciation

Comparing the 12 months ending with October 2006 to the 12 immediately prior, the average sale price in the Greater Lane County area climbed 14.4% (\$251,200 v. \$219,600). Using the same formula we can see that the median sale price increased 15.9% (\$220,000 v. \$189,000).

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

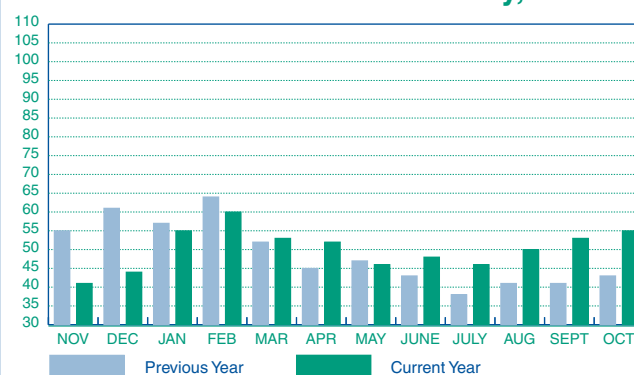
|           | 2004 | 2005 | 2006 |
|-----------|------|------|------|
| January   | 4.9  | 3.4  | 4.1  |
| February  | 3.8  | 2.8  | 3.4  |
| March     | 2.6  | 1.8  | 2.4  |
| April     | 2.6  | 1.8  | 2.5  |
| May       | 2.3  | 1.7  | 2.6  |
| June      | 2.0  | 1.8  | 2.9  |
| July      | 2.2  | 2.1  | 3.3  |
| August    | 2.2  | 2.1  | 2.9  |
| September | 2.6  | 2.5  | 3.6  |
| October   | 2.8  | 2.8  | 3.8  |
| November  | 2.5  | 2.6  |      |
| December  | 2.2  | 2.5  |      |

### AVERAGE SALE PRICE - Lane County, OR



This graph represents the average sale price for all homes sold in Greater Lane County, Oregon..

### DAYS ON MARKET - Lane County, OR



This graph shows average days on market for Greater Lane County, Oregon properties from listing to accepted offer.

# Market Action

# AREA REPORT • 10/2006

## 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/<br>Canceled Listings | Pending Sales | Pending Sales<br>2006 v. 2005 <sup>2</sup> | Closed Sales | Average<br>Sale Price | Average<br>Market Time <sup>1</sup> | New Listings | Pending Sales | Pending Sales<br>2006 v. 2005 <sup>2</sup> | Closed Sales | Average<br>Sale Price | Median<br>Sale Price |                           | Closed Sales | Average<br>Sale Price | Closed Sales | Average<br>Sale Price | Closed Sales | Average<br>Sale Price |
|     |                               |                 |              |                               |               |                                            |              |                       |                                     |              |               |                                            |              |                       |                      |                           |              |                       |              |                       |              |                       |
| 225 | Florence Coast Village        | 16              | 1            | 1                             | 0             | N/A                                        | 0            | N/A                   | N/A                                 | 25           | 5             | N/A                                        | 5            | 116,600               | 130,000              | N/A                       | 0            | N/A                   | 5            | 60,800                | 0            | N/A                   |
| 226 | Florence Green Trees          | 40              | 7            | 6                             | 2             | N/A                                        | 2            | 130,600               | 206                                 | 71           | 23            | N/A                                        | 20           | 151,500               | 137,100              | N/A                       | 0            | N/A                   | 22           | 110,000               | 0            | N/A                   |
| 227 | Florence Florentine           | 22              | 2            | 1                             | 3             | N/A                                        | 0            | N/A                   | N/A                                 | 36           | 18            | N/A                                        | 15           | 267,100               | 264,000              | N/A                       | 0            | N/A                   | 15           | N/A                   | 0            | N/A                   |
| 228 | Florence Town                 | 154             | 32           | 18                            | 7             | N/A                                        | 9            | 274,100               | 202                                 | 296          | 132           | N/A                                        | 123          | 269,700               | 237,500              | N/A                       | 9            | 271,100               | 132          | 122,300               | 8            | 438,600               |
| 229 | Florence Beach                | 49              | 4            | 7                             | 3             | N/A                                        | 4            | 502,600               | 54                                  | 102          | 31            | N/A                                        | 27           | 331,100               | 309,000              | N/A                       | 0            | N/A                   | 31           | 128,900               | 0            | N/A                   |
| 230 | Florence North                | 40              | 4            | 4                             | 1             | N/A                                        | 3            | 385,700               | 122                                 | 75           | 32            | N/A                                        | 33           | 390,600               | 298,000              | N/A                       | 1            | 2,100,000             | 36           | 160,400               | 0            | N/A                   |
| 231 | Florence South/<br>Dunes City | 43              | 8            | 6                             | 1             | N/A                                        | 2            | 767,500               | 48                                  | 69           | 23            | N/A                                        | 23           | 400,800               | 280,000              | N/A                       | 1            | 575,000               | 25           | 196,300               | 0            | N/A                   |
|     | Florence Total                | 364             | 58           | 43                            | 17            | N/A                                        | 20           | 371,500               | 145                                 | 674          | 264           | N/A                                        | 246          | 292,800               | 247,000              | N/A                       | 11           | 465,000               | 266          | 141,200               | 8            | 438,600               |

|                                       |     |    |    |    |         |    |         |     |     |     |        |     |         |         |       |    |           |    |           |    |           |
|---------------------------------------|-----|----|----|----|---------|----|---------|-----|-----|-----|--------|-----|---------|---------|-------|----|-----------|----|-----------|----|-----------|
| 232 Hayden Bridge                     | 54  | 15 | 8  | 6  | -40.0%  | 10 | 301,100 | 63  | 180 | 109 | -17.4% | 114 | 253,100 | 225,800 | 23.4% | 0  | N/A       | 1  | 1,050,000 | 6  | 297,800   |
| 233 McKenzie Valley                   | 41  | 7  | 4  | 8  | -38.5%  | 10 | 443,800 | 90  | 147 | 89  | -20.5% | 90  | 361,500 | 320,000 | 8.0%  | 3  | 175,000   | 14 | 200,500   | 0  | N/A       |
| 234 Pleasant Hill/Oak                 | 83  | 22 | 14 | 18 | -10.0%  | 14 | 138,700 | 83  | 266 | 166 | -17.0% | 163 | 232,800 | 165,000 | 31.3% | 8  | 85,400    | 21 | 122,100   | 5  | 123,400   |
| 235 Cottage Grove/<br>Creswell/Dorena | 179 | 65 | 19 | 35 | -10.3%  | 42 | 242,400 | 79  | 627 | 406 | -9.6%  | 388 | 225,600 | 201,000 | 10.7% | 7  | 235,700   | 56 | 135,900   | 17 | 251,100   |
| 236 Veneta/Elmira                     | 84  | 38 | 12 | 29 | 31.8%   | 22 | 205,500 | 49  | 383 | 250 | 11.6%  | 224 | 241,600 | 211,700 | 14.8% | 3  | 203,900   | 16 | 217,200   | 1  | 960,000   |
| 237 Junction City                     | 84  | 26 | 15 | 19 | 35.7%   | 15 | 229,400 | 70  | 274 | 147 | -20.1% | 138 | 231,900 | 190,000 | 15.0% | 7  | 242,900   | 16 | 144,400   | 4  | 559,600   |
| 238 Florence                          | 31  | 5  | 2  | 1  | #DIV/0! | 2  | 225,000 | 275 | 47  | 12  | -45.5% | 12  | 266,700 | 225,000 | 27.7% | 2  | 455,000   | 7  | 110,700   | 3  | 279,300   |
| 239 Thurston                          | 105 | 36 | 23 | 29 | -19.4%  | 24 | 213,200 | 41  | 496 | 327 | -9.9%  | 306 | 210,000 | 199,400 | 17.8% | 6  | 1,013,700 | 41 | 114,600   | 21 | 222,700   |
| 240 Coburg I-5                        | 18  | 8  | 2  | 5  | 0.0%    | 2  | 433,500 | 81  | 76  | 47  | -11.3% | 45  | 281,100 | 209,900 | -2.8% | 0  | N/A       | 2  | 138,500   | 2  | 197,500   |
| 241 N Gilham                          | 67  | 24 | 8  | 13 | -38.1%  | 12 | 294,200 | 57  | 213 | 118 | -25.3% | 114 | 307,500 | 267,800 | 5.9%  | 0  | N/A       | 0  | N/A       | 6  | 2,413,300 |
| 242 Ferry Street Bridge               | 154 | 48 | 16 | 24 | -31.4%  | 24 | 336,900 | 47  | 529 | 302 | -10.1% | 291 | 298,700 | 268,000 | 8.4%  | 1  | 72,500    | 12 | 172,400   | 4  | 401,000   |
| 243 E Eugene                          | 108 | 28 | 14 | 25 | -16.7%  | 33 | 365,400 | 33  | 483 | 300 | -8.0%  | 297 | 336,100 | 290,000 | 16.1% | 2  | 641,300   | 21 | 161,300   | 14 | 308,400   |
| 244 SW Eugene                         | 173 | 69 | 23 | 40 | 14.3%   | 33 | 315,400 | 41  | 702 | 437 | -21.5% | 417 | 336,200 | 295,000 | 17.0% | 0  | N/A       | 35 | 183,700   | 10 | 309,700   |
| 245 W Eugene                          | 57  | 25 | 8  | 13 | -35.0%  | 16 | 270,900 | 62  | 213 | 141 | -2.8%  | 144 | 248,300 | 211,500 | 25.3% | 8  | 445,700   | 2  | 176,500   | 19 | 277,500   |
| 246 Danebo                            | 174 | 69 | 19 | 33 | -26.7%  | 48 | 194,300 | 46  | 745 | 473 | -6.0%  | 466 | 191,400 | 195,600 | 14.6% | 0  | N/A       | 5  | 133,200   | 13 | 288,200   |
| 247 River Road                        | 43  | 18 | 7  | 17 | 41.7%   | 15 | 210,100 | 47  | 215 | 144 | -21.3% | 137 | 209,200 | 205,000 | 10.1% | 2  | 330,000   | 3  | 97,000    | 6  | 235,100   |
| 248 Santa Clara                       | 133 | 45 | 19 | 25 | -13.8%  | 24 | 264,800 | 47  | 556 | 330 | -1.8%  | 318 | 274,100 | 255,000 | 19.3% | 1  | 1,800,000 | 12 | 125,300   | 8  | 289,000   |
| 249 Springfield                       | 121 | 48 | 14 | 27 | -27.0%  | 29 | 187,900 | 46  | 534 | 371 | -10.6% | 378 | 177,800 | 166,500 | 14.5% | 14 | 406,000   | 8  | 157,300   | 45 | 272,600   |
| 250 Mohawk Valley                     | 20  | 7  | 5  | 3  | -25.0%  | 11 | 315,600 | 78  | 79  | 49  | -9.3%  | 49  | 340,500 | 299,900 | 22.2% | 0  | N/A       | 7  | 208,500   | 0  | N/A       |



# Douglas County



RESIDENTIAL REVIEW: Douglas County, Oregon

October 2006 Reporting Period

## Residential Market Highlights

| Douglas County, Oregon |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Average Market Time* |
|------------------------|--------------|--------------|---------------|--------------|--------------------|-------------------|----------------------|
| 2006                   | October      | 246          | 103           | 119          | 224,900            | 194,900           | 91                   |
|                        | Year-to-Date | 2,562        | 1,252         | 1,253        | 209,200            | 180,000           | 83                   |
| 2005                   | October      | 218          | 140           | 139          | 232,300            | 170,000           | 72                   |
|                        | Year-to-Date | 2,152        | 1,521         | 1,456        | 193,700            | 160,000           | 71                   |

### October Residential Highlights

The number of new listings in Douglas County increased 12.8% when comparing October 2006 to October 2005. However, the number of pending sales dropped 26.4% and closed sales decreased 14.4%.

### Year-to-Date Trends

New listings increased 19.1% when comparing January-October 2006 with the same time period in 2005. Conversely, the number of pending sales decreased 17.7% and the number of closed sales fell 14.4%.

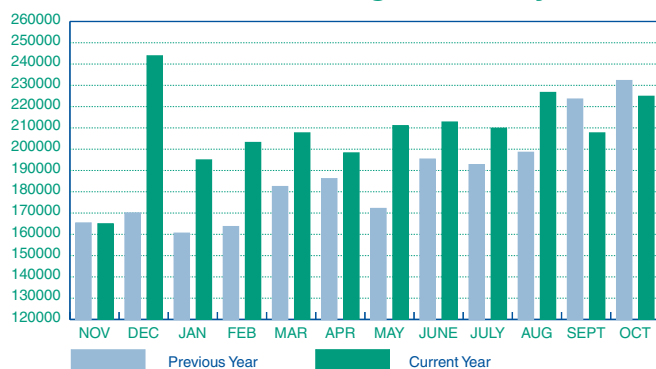
### Appreciation

To calculate sale price appreciation, we compare the 12 months ending with October 2006 to the 12 immediately prior. Using those time periods, the average sale price climbed 11.5% (\$211,000 v. \$189,300). Using the same formula we can see that the median sale price also increased 14.6% (\$180,000 v. \$157,000).

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

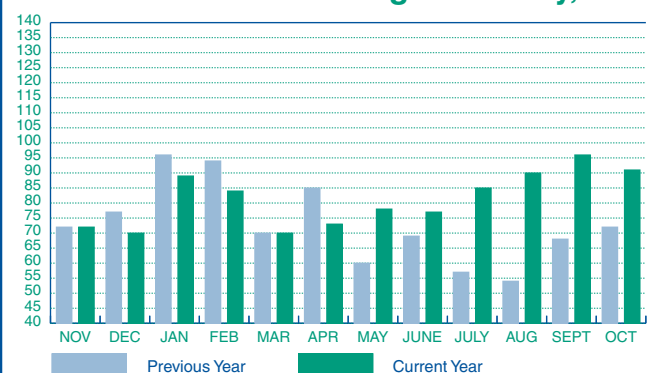
|           | 2004 | 2005 | 2006 |
|-----------|------|------|------|
| January   | 8.0  | 3.4  | 6.5  |
| February  | 7.7  | 4.8  | 6.2  |
| March     | 4.4  | 3.3  | 6.3  |
| April     | 4.4  | 3.1  | 6.9  |
| May       | 3.5  | 3.0  | 6.0  |
| June      | 3.2  | 2.9  | 8.5  |
| July      | 3.2  | 3.0  | 7.8  |
| August    | 3.5  | 3.5  | 8.5  |
| September | 3.7  | 3.5  | 8.7  |
| October   | 2.9  | 4.6  | 8.7  |
| November  | 3.2  | 4.7  |      |
| December  | 3.4  | 5.5  |      |

### AVG. SALE PRICE - Douglas County, OR



*This graph represents the average sale price for all homes sold in Douglas County, Oregon.*

### DAYS ON MARKET - Douglas County, OR



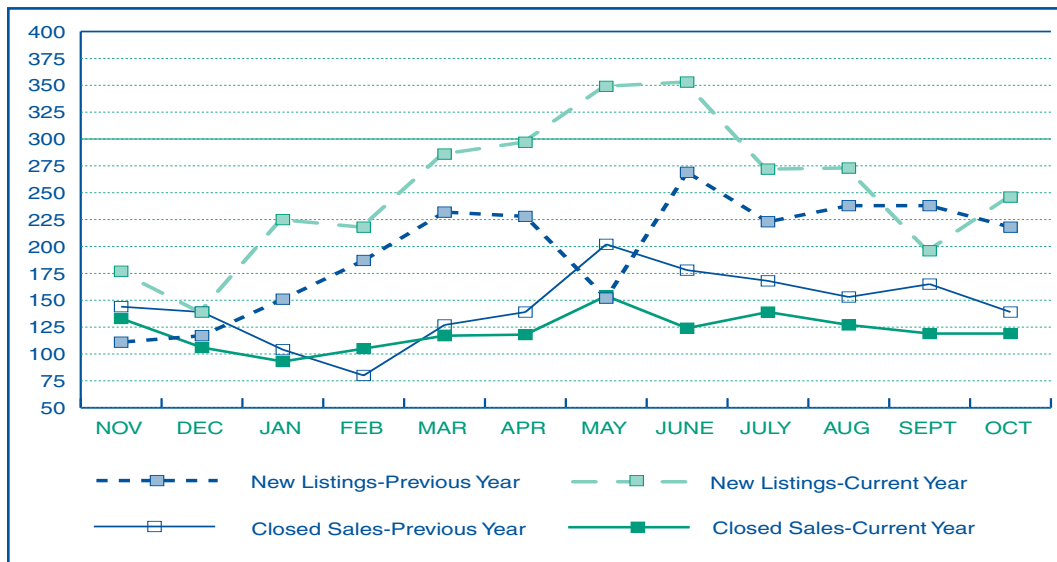
*This graph shows average days on market for Douglas County, Oregon properties from listing to accepted offer.*

# Market Action

# AREA REPORT • 10/2006

## Douglas 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/<br>Canceled Listings | Pending Sales | Pending Sales<br>2006 v. 2005 <sup>2</sup> | Closed Sales | Average<br>Sale Price | Average<br>Market Time <sup>1</sup> | New Listings | Pending Sales | Pending Sales<br>2006 v. 2005 <sup>2</sup> | Closed Sales | Average<br>Sale Price | Median<br>Sale Price | Closed Sales |                           |         | Average<br>Sale Price | Closed Sales | Average<br>Sale Price | Closed Sales | Average<br>Sale Price |  |
| 251 | NE Roseburg                     | 135             | 30           | 10                            | 16            | -5.9%                                      | 17           | 231,100               | 75                                  | 342          | 161           | -12.5%                                     | 161          | 193,200               | 160,500              | 9.9%         | 5                         | 199,900 | 31                    | 107,600      | 5                     | 235,800      |                       |  |
| 252 | NW Roseburg                     | 87              | 20           | 16                            | 8             | -50.0%                                     | 10           | 225,000               | 63                                  | 214          | 112           | -26.8%                                     | 112          | 303,600               | 253,800              | 9.9%         | 2                         | 930,000 | 24                    | 230,000      | 1                     | 256,000      |                       |  |
| 253 | SE Roseburg                     | 62              | 14           | 7                             | 4             | -73.3%                                     | 7            | 188,000               | 71                                  | 168          | 92            | -12.4%                                     | 99           | 189,000               | 183,000              | 15.9%        | 13                        | 189,000 | 11                    | 53,900       | 8                     | 188,700      |                       |  |
| 254 | SW Roseburg                     | 71              | 17           | 8                             | 14            | 27.3%                                      | 13           | 377,200               | 116                                 | 188          | 103           | -11.2%                                     | 99           | 255,900               | 220,000              | 5.7%         | 4                         | 241,300 | 13                    | 132,500      | 2                     | 138,800      |                       |  |
| 255 | Glide & E of Roseburg           | 44              | 8            | 9                             | 2             | -50.0%                                     | 5            | 436,000               | 94                                  | 96           | 46            | -41.8%                                     | 47           | 332,000               | 288,500              | 18.7%        | 5                         | 313,400 | 10                    | 199,600      | 1                     | 115,000      |                       |  |
| 256 | Sutherlin/<br>Oakland Area      | 118             | 34           | 17                            | 16            | -11.1%                                     | 19           | 211,400               | 156                                 | 315          | 158           | -12.2%                                     | 157          | 195,900               | 175,500              | 14.4%        | 8                         | 493,100 | 22                    | 135,800      | 1                     | 375,000      |                       |  |
| 257 | Winston & SW of Roseburg        | 117             | 25           | 14                            | 10            | -23.1%                                     | 12           | 155,100               | 83                                  | 270          | 139           | -8.6%                                      | 134          | 203,100               | 177,500              | 24.4%        | 4                         | 274,300 | 15                    | 226,600      | 3                     | 188,900      |                       |  |
| 258 | Myrtle Creek & S/SE of Roseburg | 172             | 39           | 22                            | 6             | -70.0%                                     | 13           | 152,900               | 66                                  | 391          | 177           | -26.6%                                     | 188          | 176,600               | 156,000              | 12.4%        | 9                         | 314,200 | 26                    | 118,100      | 2                     | 294,500      |                       |  |
| 259 | Green District                  | 73              | 21           | 10                            | 13            | 44.4%                                      | 13           | 168,600               | 76                                  | 229          | 127           | -3.8%                                      | 124          | 196,600               | 171,300              | 17.3%        | 1                         | 310,000 | 8                     | 150,800      | 6                     | 294,500      |                       |  |
| 265 | North Douglas County            | 152             | 38           | 24                            | 14            | -17.6%                                     | 10           | 212,800               | 62                                  | 349          | 137           | -23.5%                                     | 132          | 164,900               | 148,300              | 5.4%         | 9                         | 345,300 | 28                    | 118,400      | 0                     | N/A          |                       |  |



### DOUGLAS COUNTY NEW LISTINGS & CLOSED SALES

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



# Coos County



## RESIDENTIAL REVIEW: Coos County, Oregon

October 2006 Reporting Period

### Residential Market Highlights

| Coos County, Oregon |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Average Market Time* |
|---------------------|--------------|--------------|---------------|--------------|--------------------|-------------------|----------------------|
| 2006                | October      | 104          | 63            | 70           | 221,400            | 180,000           | 91                   |
|                     | Year-to-Date | 1,491        | 708           | 694          | 209,100            | 175,000           | 90                   |
| 2005                | October      | 125          | 102           | 86           | 240,700            | 200,000           | 75                   |
|                     | Year-to-Date | 1,339        | 916           | 874          | 190,100            | 160,000           | 71                   |

### October Residential Highlights

Pending sales fell 38.2% when comparing October 2006 to October 2005. Further, new listings fell 16.8% and closed sales dropped 18.6%. The 662 active residential listings at month's end sell in roughly 9.5 months.

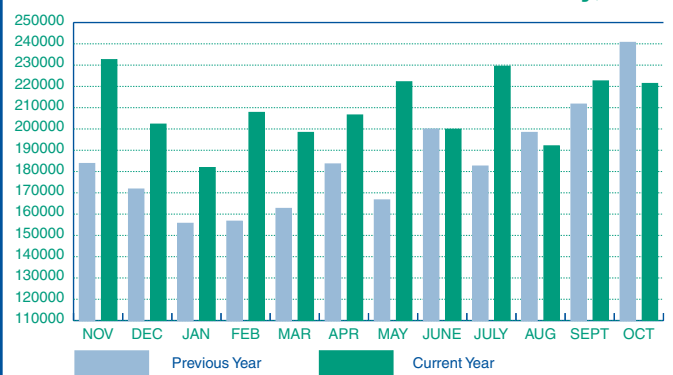
### Year-to-Date Trends

Comparing January-October 2006 to that of 2005, new listings grew 11.4%. However, pending and closed sales fell, 22.7% and 20.6%, respectively.

### Appreciation

The average sale price for the 12 months ending in October 2006 climbed 11.9% (\$210,800 v. \$188,300) compared to the previous 12 months. Median sale price also increased 9.6% (\$175,000 v. \$159,700).

### AVERAGE SALE PRICE - Coos County, OR



This graph represents the average sale price for all homes sold in Coos County, Oregon.

## AREA REPORT • 10/2006 • Coos County, 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/<br>Canceled Listings | Pending Sales | Pending Sales<br>2006 v.2005² | Closed Sales | Average<br>Sale Price | Average<br>Market Time¹ | New Listings | Pending Sales | Pending Sales<br>2006 v.2005² | Closed Sales | Average<br>Sale Price |               | Median<br>Sale Price | Closed Sales | Average<br>Sale Price | Closed Sales | Average<br>Sale Price | Closed Sales | Average<br>Sale Price |
| 97407 | Allegany     | 0               | 0            | 0                             | 0             | N/A                           | 0            | N/A                   | N/A                     | 0            | 0             | N/A                           | 0            | N/A                   | N/A           | N/A                  | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| 97411 | Bandon       | 139             | 12           | 9                             | 11            | N/A                           | 5            | 525,000               | 109                     | 219          | 76            | N/A                           | 65           | 333,900               | 245,000       | 6.9%                 | 10           | 649,400               | 65           | 219,400               | 0            | N/A                   |
| 97414 | Broadbent    | 1               | 0            | 2                             | 0             | N/A                           | 0            | N/A                   | N/A                     | 7            | 1             | N/A                           | 1            | 98,500                | 98,500        | -58.3%               | 0            | N/A                   | 1            | 134,000               | 0            | N/A                   |
| 97420 | Coos Bay     | 252             | 47           | 28                            | 24            | N/A                           | 28           | 186,700               | 90                      | 602          | 298           | N/A                           | 299          | 189,900               | 169,000       | 11.3%                | 11           | 411,000               | 30           | 105,200               | 15           | 216,500               |
| 97423 | Coquille     | 64              | 9            | 9                             | 10            | N/A                           | 10           | 175,700               | 78                      | 152          | 71            | N/A                           | 72           | 178,900               | 153,500       | 8.8%                 | 5            | 184,600               | 8            | 140,400               | 2            | 307,500               |
| 97449 | Lakeside     | 33              | 4            | 4                             | 1             | N/A                           | 5            | 203,400               | 110                     | 70           | 35            | N/A                           | 36           | 208,500               | 173,700       | 20.8%                | 0            | N/A                   | 8            | 167,700               | 1            | 118,000               |
| 97458 | Myrtle Point | 39              | 4            | 8                             | 0             | N/A                           | 4            | 209,300               | 37                      | 87           | 46            | N/A                           | 48           | 181,300               | 149,300       | 7.7%                 | 2            | 122,500               | 3            | 63,700                | 1            | 160,000               |
| 97459 | North Bend   | 126             | 27           | 20                            | 17            | N/A                           | 17           | 233,900               | 90                      | 327          | 166           | N/A                           | 157          | 228,700               | 200,000       | 23.1%                | 6            | 285,000               | 26           | 119,500               | 9            | 215,200               |
| 97466 | Powers       | 8               | 1            | 2                             | 0             | N/A                           | 1            | 59,900                | 264                     | 27           | 15            | N/A                           | 16           | 94,700                | 88,500        | 23.0%                | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |



# Curry County



## RESIDENTIAL REVIEW: Curry County, Oregon

October 2006 Reporting Period

### Residential Market Highlights

| Curry County, Oregon |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Average Market Time* |
|----------------------|--------------|--------------|---------------|--------------|--------------------|-------------------|----------------------|
| 2006                 | October      | 51           | 36            | 27           | 341,100            | 285,000           | 155                  |
|                      | Year-to-Date | 821          | 282           | 271          | 312,200            | 276,000           | 114                  |
| 2005                 | October      | 61           | 35            | 32           | 307,700            | 285,000           | 89                   |
|                      | Year-to-Date | 552          | 303           | 291          | 331,300            | 300,000           | 91                   |

### October Residential Highlights

Pending sales increased 2.9% when comparing October 2006 to October 2005. However, new listings decreased 16.4% and the number of closed sales fell 15.6%.

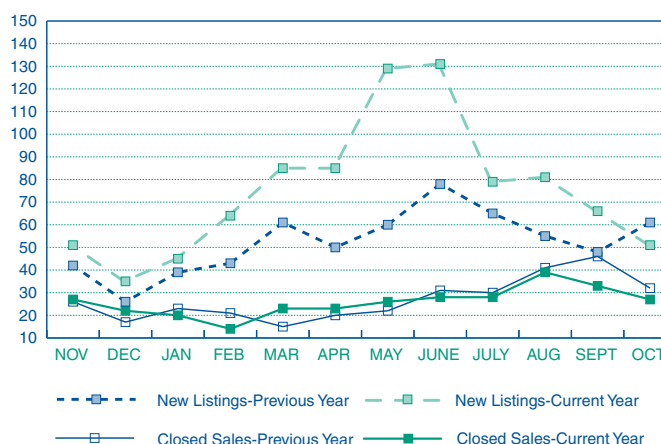
### Third Quarter Report

Comparing July-October 2006 to July-October 2005, new listings were up 48.7%. On the other hand, the number of pending sales decreased 6.9% and the number of closed sales dropped 6.9%. See table above.

### Appreciation

Comparing the 12 months ending with October 2006 to the 12 immediately prior, average sale price fell 3.8% (\$317,700 v. \$329,700). Using the same formula we can see that the median sale price also decreased 6.7% (\$280,000 v. \$300,000).

### NEW LISTINGS/CLOSED SALES - Curry Co., OR



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

## AREA REPORT • 10/2006 • Curry County, Oregon

|     |                                                 | RESIDENTIAL     |              |                               |               |                                            |              |                       |                                     |              |               |                                            |              |                       |                      |                           | COMMERCIAL   |                       | LAND         |                       | MULTIFAMILY  |                       |
|-----|-------------------------------------------------|-----------------|--------------|-------------------------------|---------------|--------------------------------------------|--------------|-----------------------|-------------------------------------|--------------|---------------|--------------------------------------------|--------------|-----------------------|----------------------|---------------------------|--------------|-----------------------|--------------|-----------------------|--------------|-----------------------|
|     |                                                 | Current Month   |              |                               |               |                                            |              |                       |                                     | Year-To-Date |               |                                            |              |                       |                      |                           | Year-To-Date |                       | Year-To-Date |                       | Year-To-Date |                       |
|     |                                                 | Active Listings | New Listings | Expired/<br>Canceled Listings | Pending Sales | Pending Sales<br>2006 v. 2005 <sup>2</sup> | Closed Sales | Average<br>Sale Price | Average<br>Market Time <sup>1</sup> | New Listings | Pending Sales | Pending Sales<br>2006 v. 2005 <sup>2</sup> | Closed Sales | Average<br>Sale Price | Median<br>Sale Price | Appreciation <sup>3</sup> | Closed Sales | Average<br>Sale Price | Closed Sales | Average<br>Sale Price | Closed Sales | Average<br>Sale Price |
| 270 | City, Airport, Marina<br>Hts., NB Chetco        | 170             | 18           | 23                            | 16            | -27.3%                                     | 9            | 344,900               | 120                                 | 308          | 119           | -33.1%                                     | 117          | 334,300               | 295,000              | -0.7%                     | 4            | 240,000               | 25           | 208,800               | 7            | 321,000               |
| 271 | Harbor, Winchuck,<br>SB Chetco                  | 84              | 16           | 7                             | 10            | 42.9%                                      | 8            | 411,900               | 182                                 | 172          | 65            | -7.1%                                      | 62           | 229,000               | 160,000              | -24.4%                    | 2            | 307,500               | 10           | 195,500               | 1            | 349,900               |
| 272 | Carpenterville,<br>Cape Ferrello,<br>Whaleshead | 22              | 1            | 3                             | 1             | -66.7%                                     | 2            | 297,500               | 239                                 | 56           | 27            | -28.9%                                     | 30           | 369,400               | 325,000              | 5.6%                      | 0            | N/A                   | 1            | 450,000               | 0            | N/A                   |
| 273 | Gold Beach                                      | 130             | 14           | 11                            | 5             | 400.0%                                     | 3            | 246,300               | 172                                 | 210          | 56            | 522.2%                                     | 48           | 303,600               | 281,000              | -15.0%                    | 7            | 667,600               | 14           | 222,800               | 0            | N/A                   |
| 274 | Port Orford,<br>Langlois                        | 49              | 2            | 3                             | 4             | 100.0%                                     | 5            | 295,100               | 133                                 | 75           | 15            | 87.5%                                      | 14           | 402,800               | 328,800              | 51.3%                     | 0            | N/A                   | 8            | 418,300               | 1            | 249,000               |



# Mid-Columbia



RESIDENTIAL REVIEW: Mid-Columbia

October 2006 Reporting Period

## Residential Market Highlights

| Mid-Columbia |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Average Market Time* |
|--------------|--------------|--------------|---------------|--------------|--------------------|-------------------|----------------------|
| 2006         | October      | 123          | 83            | 88           | 230,800            | 192,000           | 81                   |
|              | Year-to-Date | 1,530        | 900           | 862          | 245,500            | 197,000           | 80                   |
| 2005         | September    | 130          | 85            | 87           | 263,300            | 197,000           | 71                   |
|              | Year-to-Date | 1,402        | 819           | 772          | 246,900            | 196,500           | 80                   |

Traditionally the above chart compares the current month with the same month of the previous year. However, due to the recent conversion in the Mid-Columbia areas, comparable data for these areas is not available. We will include comparable data beginning with the January 2007 issue of Market Action. Until then we will include information for the current and previous month.

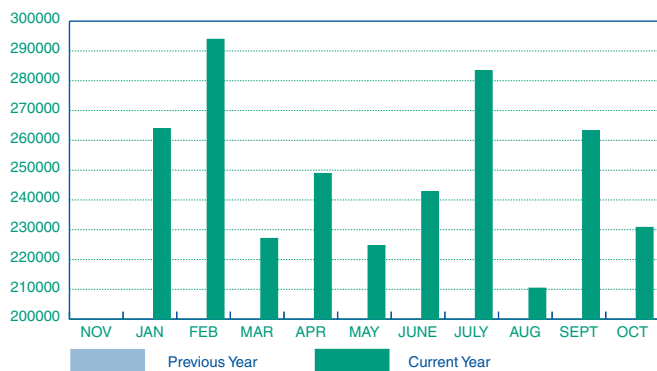
## October Residential Highlights

We are happy to announce that Mid-Columbia statistics are now a regular feature in the Market Action Newsletter. However, because our historical data is severely limited due to their recent conversion we are unable to provide comparable statistics. We will include appreciation and percentage changes for all categories in January 2007 once we have compiled a reliable listings archive.

As you can see in the table above, the number of new listings in October 2006 was 5.4% (123 v. 130) lower than the previous month in Mid-Columbia and pending sales decreased 2.4% (83 v. 85). However, closed sales increased 1.2% (88 v. 87). The average sale price decreased 12.3% (\$230,800 v. \$263,300) and the median sale price depreciated 2.5% (\$192,000 v. \$197,000). Further, the average listing was on the market for 81 days—up 14.1%. (Due to possible reporting inconsistencies, average market time should be used to analyze trends only.)

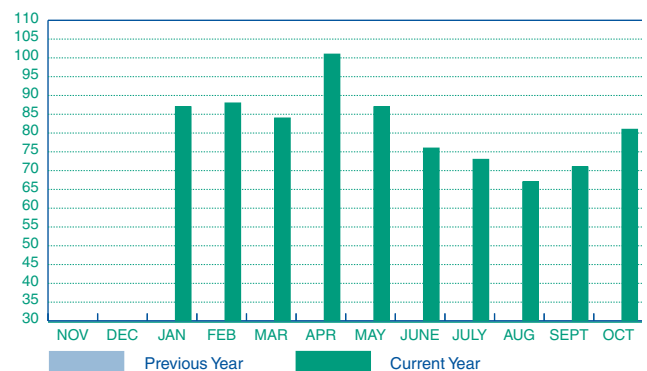
At October's rate of sales, the 554 active residential listings at month's end would last 6.3 months.

### AVG. SALE PRICE - Mid-Columbia



*This graph represents the average sale price for all homes sold in Mid-Columbia..*

### DOM - Mid-Columbia



*This graph shows average days on market for Mid-Columbia properties from listing to accepted offer.*

# Market Action

# AREA REPORT • 10/2006

## Mid-Columbia

|     |                                     | RESIDENTIAL     |              |                               |               |                                |              |                       |                         |              |               |                                |              |                       |                      |              |   | COMMERCIAL    |                       | LAND         |                       | MULTIFAMILY  |                       |  |
|-----|-------------------------------------|-----------------|--------------|-------------------------------|---------------|--------------------------------|--------------|-----------------------|-------------------------|--------------|---------------|--------------------------------|--------------|-----------------------|----------------------|--------------|---|---------------|-----------------------|--------------|-----------------------|--------------|-----------------------|--|
|     |                                     | Current Month   |              |                               |               |                                |              |                       |                         |              | Year-To-Date  |                                |              |                       |                      |              |   | Appreciation³ | Year-To-Date          |              | Year-To-Date          |              | Year-To-Date          |  |
|     |                                     | Active Listings | New Listings | Expired/<br>Canceled Listings | Pending Sales | Pending Sales<br>2006 v. 2005² | Closed Sales | Average<br>Sale Price | Average<br>Market Time¹ | New Listings | Pending Sales | Pending Sales<br>2006 v. 2005² | Closed Sales | Average<br>Sale Price | Median<br>Sale Price | Closed Sales |   |               | Average<br>Sale Price | Closed Sales | Average<br>Sale Price | Closed Sales | Average<br>Sale Price |  |
| 100 | White Salmon/Bingen                 | 40              | 7            | 5                             | 3             | N/A                            | 4            | 396,400               | 137                     | 88           | 54            | N/A                            | 58           | 308,500               | 268,800              | N/A          | 4 | 292,000       | 15                    | 194,900      | 2                     | 296,000      |                       |  |
| 101 | Snowden                             | 7               | 3            | 3                             | 0             | N/A                            | 0            | N/A                   | N/A                     | 20           | 10            | N/A                            | 10           | 406,000               | 384,500              | N/A          | 0 | N/A           | 5                     | 210,400      | 0                     | N/A          |                       |  |
| 102 | Trout Lake/Glenwood                 | 10              | 1            | 0                             | 0             | N/A                            | 0            | N/A                   | N/A                     | 18           | 7             | N/A                            | 9            | 535,100               | 380,000              | N/A          | 0 | N/A           | 9                     | 178,400      | 0                     | N/A          |                       |  |
| 103 | Husum/BZ Corner                     | 9               | 1            | 0                             | 2             | N/A                            | 0            | N/A                   | N/A                     | 18           | 8             | N/A                            | 7            | 335,100               | 275,000              | N/A          | 0 | N/A           | 12                    | 156,800      | 0                     | N/A          |                       |  |
| 104 | Lyle                                | 10              | 2            | 1                             | 3             | N/A                            | 2            | 290,000               | 67                      | 32           | 19            | N/A                            | 13           | 266,400               | 220,000              | N/A          | 1 | 475,000       | 28                    | 127,400      | 1                     | 307,500      |                       |  |
| 105 | Dallesport/Murdock                  | 18              | 10           | 1                             | 0             | N/A                            | 1            | 262,700               | 24                      | 28           | 14            | N/A                            | 15           | 172,100               | 180,300              | N/A          | 0 | N/A           | 8                     | 131,300      | 0                     | N/A          |                       |  |
| 106 | Appleton/Timber Valley              | 3               | 0            | 0                             | 0             | N/A                            | 0            | N/A                   | N/A                     | 6            | 7             | N/A                            | 7            | 130,400               | 125,000              | N/A          | 0 | N/A           | 4                     | 107,500      | 0                     | N/A          |                       |  |
| 107 | Centerville/High Prairie            | 5               | 2            | 0                             | 0             | N/A                            | 0            | N/A                   | N/A                     | 10           | 5             | N/A                            | 4            | 165,800               | 175,000              | N/A          | 0 | N/A           | 12                    | 93,200       | 0                     | N/A          |                       |  |
| 108 | Goldendale                          | 50              | 8            | 5                             | 8             | N/A                            | 9            | 123,900               | 68                      | 156          | 103           | N/A                            | 100          | 120,700               | 109,000              | N/A          | 6 | 152,900       | 94                    | 75,700       | 2                     | 106,600      |                       |  |
| 109 | Bickleton/East County               | 5               | 1            | 0                             | 2             | N/A                            | 0            | N/A                   | N/A                     | 10           | 6             | N/A                            | 4            | 84,300                | 78,300               | N/A          | 0 | N/A           | 3                     | 51,000       | 0                     | N/A          |                       |  |
| 110 | Klickitat                           | 1               | 1            | 0                             | 0             | N/A                            | 1            | 252,500               | 199                     | 7            | 4             | N/A                            | 4            | 136,500               | 101,800              | N/A          | 0 | N/A           | 4                     | 57,500       | 0                     | N/A          |                       |  |
| 111 | Skamania                            | 4               | 2            | 1                             | 1             | N/A                            | 0            | N/A                   | N/A                     | 10           | 4             | N/A                            | 5            | 240,200               | 229,900              | N/A          | 1 | 149,000       | 5                     | 125,000      | 0                     | N/A          |                       |  |
| 112 | North Bonneville                    | 11              | 1            | 1                             | 1             | N/A                            | 1            | 210,000               | 43                      | 23           | 10            | N/A                            | 8            | 252,700               | 222,000              | N/A          | 1 | 26,500        | 3                     | 160,000      | 0                     | N/A          |                       |  |
| 113 | Stevenson                           | 23              | 6            | 1                             | 1             | N/A                            | 5            | 427,500               | 199                     | 46           | 25            | N/A                            | 27           | 376,500               | 329,800              | N/A          | 2 | 307,500       | 12                    | 109,300      | 0                     | N/A          |                       |  |
| 114 | Carson                              | 8               | 1            | 1                             | 2             | N/A                            | 0            | N/A                   | N/A                     | 30           | 16            | N/A                            | 16           | 222,400               | 191,400              | N/A          | 0 | N/A           | 7                     | 71,000       | 0                     | N/A          |                       |  |
| 115 | Home Valley                         | 2               | 0            | 0                             | 1             | N/A                            | 0            | N/A                   | N/A                     | 3            | 2             | N/A                            | 1            | 220,000               | 220,000              | N/A          | 0 | N/A           | 0                     | N/A          | 0                     | N/A          |                       |  |
| 116 | Cook, Underwood, Mill<br>A, Willard | 9               | 0            | 2                             | 2             | N/A                            | 0            | N/A                   | N/A                     | 22           | 10            | N/A                            | 10           | 303,500               | 290,500              | N/A          | 0 | N/A           | 5                     | 131,600      | 0                     | N/A          |                       |  |
| 117 | Unincorporated North                | 11              | 3            | 1                             | 1             | N/A                            | 4            | 128,900               | 53                      | 23           | 10            | N/A                            | 10           | 136,400               | 128,200              | N/A          | 0 | N/A           | 17                    | 116,100      | 0                     | N/A          |                       |  |

|     |                     |     |    |    |    |     |    |         |     |     |     |     |     |         |         |     |   |           |    |         |   |         |
|-----|---------------------|-----|----|----|----|-----|----|---------|-----|-----|-----|-----|-----|---------|---------|-----|---|-----------|----|---------|---|---------|
| 351 | The Dalles          | 120 | 20 | 17 | 22 | N/A | 26 | 173,100 | 70  | 396 | 258 | N/A | 254 | 180,900 | 168,400 | N/A | 3 | 264,700   | 15 | 73,600  | 9 | 216,000 |
| 352 | Dufur               | 5   | 1  | 0  | 0  | N/A | 1  | 210,000 | 84  | 9   | 4   | N/A | 4   | 249,700 | 189,400 | N/A | 0 | N/A       | 6  | 41,400  | 0 | 0N/A    |
| 353 | Tygh Valley         | 5   | 0  | 0  | 1  | N/A | 0  | N/A     | 0   | 6   | 3   | N/A | 3   | 102,700 | 110,000 | N/A | 0 | N/A       | 0  | N/A     | 0 | N/A     |
| 354 | Wamic/Pine Hollow   | 14  | 4  | 2  | 4  | N/A | 3  | 182,300 | 103 | 37  | 25  | N/A | 22  | 184,600 | 141,300 | N/A | 0 | N/A       | 5  | 260,900 | 0 | N/A     |
| 355 | Maupin/Pine Grove   | 8   | 1  | 2  | 0  | N/A | 2  | 161,500 | 73  | 16  | 9   | N/A | 8   | 168,500 | 159,000 | N/A | 1 | 250,000   | 10 | 96,900  | 0 | N/A     |
| 356 | Rowena              | 1   | 0  | 0  | 0  | N/A | 0  | N/A     | 0   | 0   | 0   | N/A | 0   | N/A     | N/A     | N/A | 0 | N/A       | 0  | N/A     | 0 | N/A     |
| 357 | Mosier              | 8   | 3  | 0  | 0  | N/A | 2  | 623,800 | 15  | 15  | 8   | N/A | 9   | 513,900 | 320,000 | N/A | 0 | N/A       | 6  | 216,000 | 0 | N/A     |
| 361 | Cascade Locks       | 28  | 4  | 0  | 5  | N/A | 2  | 206,500 | 90  | 53  | 21  | N/A | 17  | 197,300 | 184,000 | N/A | 0 | N/A       | 7  | 99,300  | 0 | N/A     |
| 362 | Hood River City     | 79  | 21 | 9  | 14 | N/A | 13 | 230,200 | 56  | 255 | 141 | N/A | 126 | 323,700 | 300,000 | N/A | 3 | 625,000   | 33 | 148,600 | 5 | 447,000 |
| 363 | Hood River-Westside | 38  | 7  | 1  | 3  | N/A | 4  | 409,700 | 113 | 78  | 38  | N/A | 42  | 474,500 | 428,500 | N/A | 1 | 2,000,000 | 7  | 264,400 | 0 | N/A     |
| 364 | Hood River-Eastside | 6   | 3  | 1  | 3  | N/A | 1  | 289,000 | 36  | 13  | 9   | N/A | 5   | 586,700 | 444,800 | N/A | 1 | 525,000   | 0  | N/A     | 0 | N/A     |
| 366 | Odell               | 7   | 2  | 0  | 1  | N/A | 4  | 224,500 | 83  | 31  | 20  | N/A | 19  | 250,600 | 255,500 | N/A | 0 | N/A       | 1  | 395,800 | 0 | N/A     |
| 367 | Parkdale/Mt. Hood   | 5   | 3  | 6  | 2  | N/A | 3  | 196,700 | 67  | 50  | 32  | N/A | 31  | 321,600 | 300,000 | N/A | 0 | N/A       | 2  | 159,000 | 0 | N/A     |
| 370 | Sherman County      | 4   | 5  | 3  | 1  | N/A | 0  | N/A     | N/A | 21  | 18  | N/A | 14  | 93,600  | 78,800  | N/A | 1 | 41,000    | 2  | 22,000  | 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 October 2006 with October 2005. The Year-To-Date section compares year-to-date statistics from October 2006 with year-to-date statistics from October 2005.

<sup>3</sup> Appreciation percents based on a comparison of average price for the last 12 months (11/1/05-10/31/06) with 12 months before (11/1/04-10/31/05).

<sup>4</sup> Due to a recent increase in membership, and subsequently listings, in the Mid-Columbia areas, comparable data for these areas is not available. We will include comparable data beginning with the January 2007 issue of Market Action.



MULTIPLE LISTING SERVICE

### Corporate

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(503) 236-7657  
Fax: (503) 230-0689

### Southwest Washington

1514 Broadway, Suite 101  
Vancouver, WA 98663  
(360) 696-0718  
Fax: (360) 696-9342

### Lane County: Eugene

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

### Lane County: Florence

PO BOX 414  
Florence, OR 97439  
(541) 902-2560  
Fax: (541) 902-1341

### Douglas Oregon

1299 NW Ellan, Suite 3  
Roseburg, OR 97470  
(541) 673-3571  
Fax: (541) 673-6581

### Curry County

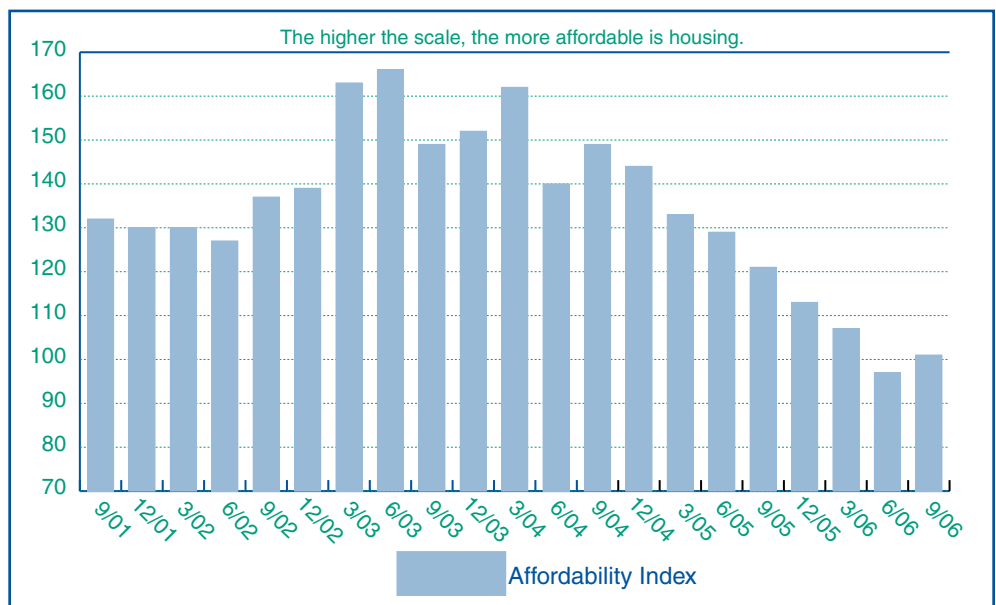
PO Box 6307  
Brookings, OR 97415  
(541) 469-0219  
Fax: (541) 469-9695

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 & Curry Counties in Oregon; portions of other Oregon Counties; and Clark and Cowlitz Counties in Washington.

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