# MARKET ACTION

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

### RESIDENTIAL REVIEW: Metro Portland, Oregon

#### **New Construction in 2007 January Residential Highlights**

January 2008 Reporting Period

Market activity appears to have slowed when comparing January 2008 with the same month in 2007. New listings jumped 11.9% compared to last January, but closed sales dropped 31.9% and pending sales fell 34.3%

While an increase in new listings in January is common, a substantial Affordability drop in closed sales helped compound the inventory rate as the 13,904 active residential listings would last approximately 12.8 months at January's rate of sales. This is the highest recorded level since the previous high of 10.1 in January 2000.

#### **Counties**

|            | Average    | Change  |
|------------|------------|---------|
|            | Sale Price | 2006-07 |
| Clackamas  | \$400,800  | +3%     |
| Columbia   | \$254,500  | +11%    |
| Multnomah  | \$336,300  | +9%     |
| Washington | \$333,900  | +6%     |
| Yamhill    | \$284,400  | +6%     |
|            |            |         |

The sale of properties listed as proposed, under construction or new construction increased 6% (5,370 v. 5,045) when comparing 2007 and 2006. The average sale price appreciated 6% (\$387,200 v. \$365,600) and the median sale price grew 6% (\$318,600 v. \$300,000).

According to a formula used by NAR, the average Portland family household only had 99% of the income needed to purchase a median priced home (\$276,500) in the Portland metro area in December.

A family making the median annual income (\$63,800 according to HUD) would pay \$1,340.46 a month for this home with a 20% down payment and a 30-year fixed-rate mortgage with an interest rate of 6.1% (per Freddie Mac).

\*See page 20 for more information on affordability and Portland Appreciation

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Inventory in Months (Active Listings / Closed Sales)

| 2006 | 2007  | 2008  |
|------|---|---|
| 3.2  | 6.2   | 12.8  |
| 2.7  | 5.2   |   |
| 2.0  | 3.8   |   |
| 2.4  | 4.4   |   |
| 2.3  | 4.5   |   |
| 2.6  | 5.0   |   |
| 3.5  | 5.7   |   |
| 3.6  | 6.2   |   |
| 4.5  | 8.6   |   |
| 4.6  | 8.4   |   |
| 5.1  | 8.3   |   |
| 4.5  | 8.5   |   |
|      | 3.2<br>2.7<br>2.0<br>2.4<br>2.3<br>2.6<br>3.5<br>3.6<br>4.5<br>4.6<br>5.1 | 3.2 6.2<br>2.7 5.2<br>2.0 3.8<br>2.4 4.4<br>2.3 4.5<br>2.6 5.0<br>3.5 5.7<br>3.6 6.2<br>4.5 8.6<br>4.6 8.4<br>5.1 8.3 |

### Residential Market Highlights

|      | etro Portland,<br>regon | New<br>Listings | Pending<br>Sales | Closed<br>Sales | Average<br>Sale Price | Median<br>Sale Price | 71 71 |
|------|-------------------------|-----------------|------------------|-----------------|-----------------------|----------------------|-------|
| 80   | January                 | 4,937           | 1,671            | 1,085           | 342,900               | 280,000              | 83    |
| 2008 | Year-to-Date            | 4,937           | 1,671            | 1,085           | 342,900               | 280,000              | 83    |
| 07   | January                 | 4,411           | 2,544            | 1,594           | 322,900               | 275,000              | 65    |
| 20   | Year-to-Date            | 4,411           | 2,544            | 1,594           | 322,900               | 275,000              | 65    |

## **AREA REPORT • 1/2008**

## Metro Portland & Adjacent Regions, Oregon

|                                | RESIDENTIAL     |               |                               |               |                                |              |                       |                         |              |               |  |              |                       |                      |                           | СОМ          | MERCIAL               |              |                       | MULTIFAMILY  |                       |
|--------------------------------|-----------------|---------------|-------------------------------|---------------|--------------------------------|--------------|-----------------------|-------------------------|--------------|---------------|--|--------------|-----------------------|----------------------|---------------------------|--------------|-----------------------|--------------|-----------------------|--------------|-----------------------|
|                                |                 |               |                               | Curre         | ent Month                      | 1            |                       |                         |              |               | Year                                       | -To-Dat      | ie                    |                      |                           | Year         | -To-Date              | Year         | -To-Date              | Year         | -To-Date              |
|                                | Active Listings | New Listings⁴ | Expired/<br>Canceled Listings | Pending Sales | Pending Sales<br>2008 v. 2007² | Closed Sales | Average<br>Sale Price | Average<br>Market Time¹ | New Listings | Pending Sales | Pending Sales<br>2008 v. 2007 <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 |
| North Portland                 | 511             | 225           | 138                           | 101           | 1.0%                           | 49           | 268,100               | 76                      | 225          | 101           | 1.0%                                       | 49           | 268,100               | 250,200              | 8.3%                      | 3            | 317,700               | 4            | 93,900                | 3            | 401,300               |
| Northeast<br>Portland          | 959             | 412           | 219                           | 173           | -37.8%                         | 113          | 329,900               | 81                      | 412          | 173           | -37.8%                                     | 113          | 329,900               | 265,000              | 7.3%                      | 1            | 800,000               | 0            | N/A                   | 2            | 226,000               |
| Southeast<br>Portland          | 1,457           | 571           | 288                           | 235           | -31.5%                         | 152          | 279,600               | 69                      | 571          | 235           | -31.5%                                     | 152          | 279,600               | 245,900              | 6.7%                      | 4            | 402,300               | 3            | 132,200               | 9            | 448,800               |
| Gresham/<br>Troutdale          | 1,022           | 360           | 246                           | 106           | -33.3%                         | 77           | 249,600               | 80                      | 360          | 106           | -33.3%                                     | 77           | 249,600               | 238,000              | 4.4%                      | 0            | N/A                   | 7            | 249,600               | 2            | 333,700               |
| Milwaukie/<br>Clackamas        | 1,167           | 407           | 286                           | 111           | -29.7%                         | 58           | 369,000               | 93                      | 407          | 111           | -29.7%                                     | 58           | 369,000               | 320,000              | -6.4%                     | 0            | N/A                   | 3            | 248,300               | 1            | 1,300,000             |
| Oregon<br>City/ Canby          | 853             | 294           | 171                           | 89            | -23.9%                         | 56           | 319,300               | 103                     | 294          | 89            | -23.9%                                     | 56           | 319,300               | 295,000              | 1.1%                      | 1            | 335,000               | 2            | 233,000               | 2            | 284,700               |
| Lake<br>Oswego/West Linn       | 831             | 289           | 183                           | 66            | -48.0%                         | 59           | 588,800               | 77                      | 289          | 66            | -48.0%                                     | 59           | 588,800               | 449,000              | 7.5%                      | 1            | 273,900               | 1            | 150,000               | 0            | N/A                   |
| West Portland                  | 1,582           | 571           | 331                           | 186           | -30.6%                         | 135          | 503,100               | 89                      | 571          | 186           | -30.6%                                     | 135          | 503,100               | 399,000              | 4.6%                      | 0            | N/A                   | 2            | 356,600               | 1            | 700,000               |
| Northwest<br>Washington County | 568             | 211           | 141                           | 73            | -35.4%                         | 46           | 418,300               | 78                      | 211          | 73            | -35.4%                                     | 46           | 418,300               | 384,600              | 6.3%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Beaverton/Aloha                | 1,180           | 498           | 293                           | 177           | -30.0%                         | 96           | 257,100               | 67                      | 498          | 177           | -30.0%                                     | 96           | 257,100               | 245,300              | 3.2%                      | 1            | 110,000               | 3            | 250,000               | 2            | 372,300               |
| Tigard/Wilsonville             | 1,233           | 435           | 213                           | 127           | -36.5%                         | 90           | 377,700               | 81                      | 435          | 127           | -36.5%                                     | 90           | 377,700               | 350,000              | 4.8%                      | 0            | N/A                   | 0            | N/A                   | 2            | 340,000               |
| Hillsboro/<br>Forest Grove     | 1,045           | 326           | 187                           | 101           | -56.8%                         | 55           | 280,600               | 93                      | 326          | 101           | -56.8%                                     | 55           | 280,600               | 259,900              | 4.2%                      | 0            | N/A                   | 2            | 325,000               | 3            | 326,600               |
| Mt. Hood: Govt.<br>Camp/Wemme  | 91              | 25            | 13                            | 13            | -13.3%                         | 10           | 239,800               | 75                      | 25           | 13            | -13.3%                                     | 10           | 239,800               | 245,000              | 2.5%                      | 0            | N/A                   | 2            | 131,000               | 0            | N/A                   |
| Columbia County                | 487             | 100           | 44                            | 43            | -31.7%                         | 33           | 225,800               | 115                     | 100          | 43            | -31.7%                                     | 33           | 225,800               | 218,000              | 10.9%                     | 0            | N/A                   | 6            | 90,300                | 1            | 192,500               |
| Yamhill County                 | 918             | 213           | 108                           | 70            | -39.7%                         | 56           | 263,500               | 107                     | 213          | 70            | -39.7%                                     | 56           | 263,500               | 220,000              | 5.5%                      | 0            | N/A                   | 3            | 400,300               | 6            | 186,700               |

| 170,172, 210 | Marion/<br>Polk Counties  | 1,053 | 265 | 150 | 74 | -32.7% | 43 | 261,400 | 119 | 265 | 74 | -32.7% | 43 | 261,400 | 230,000 | 6.2%  | 1 | 350,000 | 19 | 84,500  | 2 | 294,000 |
|--------------|---------------------------|-------|-----|-----|----|--------|----|---------|-----|-----|----|--------|----|---------|---------|-------|---|---------|----|---------|---|---------|
|              | North<br>Coastal Counties | 1,133 | 247 | 127 | 51 | 30.8%  | 35 | 371,500 | 115 | 247 | 51 | 30.8%  | 35 | 371,500 | 315,000 | 13.6% | 3 | 356,800 | 1  | 180,000 | 0 | N/A     |

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

<sup>&</sup>lt;sup>2</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares January 2008 with January 2007. The Year-To-Date section compares year-to-date statistics from January 2008 with year-to-date statistics from January 2007.

<sup>&</sup>lt;sup>3</sup> Appreciation percents based on a comparison of average price for the last 12 months (2/1/07-1/31/08) with 12 months before (2/1/06-1/31/07).

<sup>&</sup>lt;sup>4</sup> As of October 2007, the way that New Listing data is generated has changed to ensure accuracy.



### **ACTIVE LISTINGS** Metro Portland, Oregon

This graph shows the active listings offered through RMLS<sup>™</sup> for all property categories this year, with a comparison of the residential active listings last year.

### **PENDING SALES** Metro Portland, Oregon

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



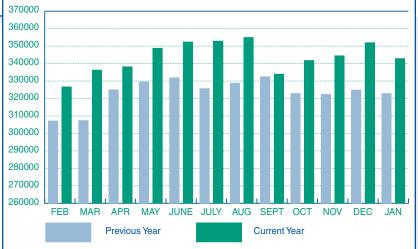
#### 100 95 90 85 80 75 70 65 60 55 50 45 40 35 JULY JUNE **AUG SEPT** NOV MAR MAY Previous Year **Current Year** 370000

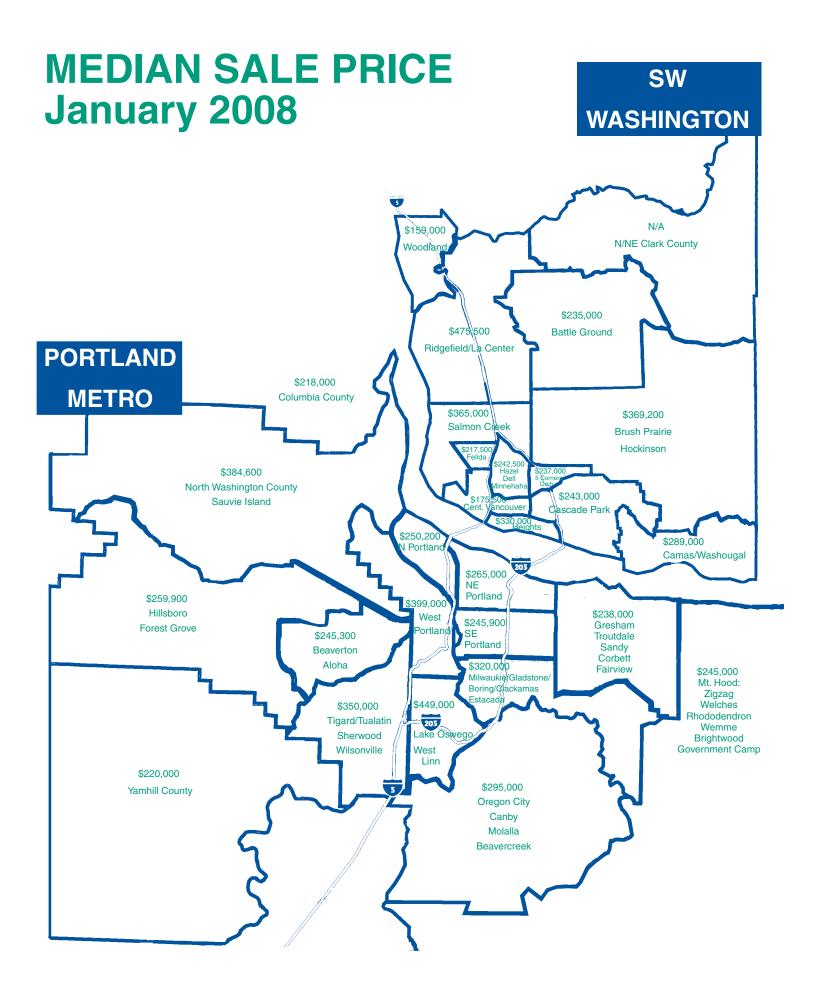
### **DAYS ON MARKET Metro Portland, Oregon**

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.





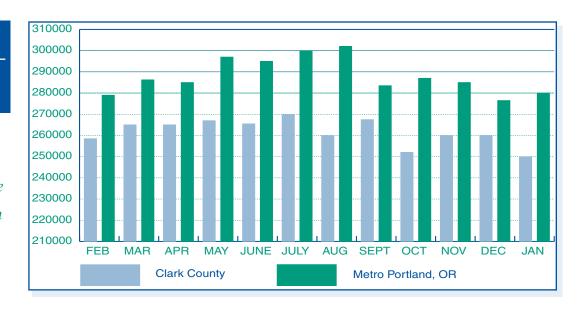


## PORTLAND, OR **NEW LISTINGS & CLOSED SALES**

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

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

This graph shows the median sale price over the past 12 months in the greater Portland, Oregon metropolitan area and Clark County.





## **CLARK COUNTY, WA NEW LISTINGS & CLOSED SALES**

This graph shows the new residential listings and closed sales over the past 24 months in Clark County.



## SW Washington



RESIDENTIAL REVIEW: Clark County, Washington

January 2008 Reporting Period

### **Residential Market Highlights**

| CI   | ark County   | New<br>Listings | Pending<br>Sales |     | Average<br>Sale Price | Median<br>Sale Price | Average<br>Market<br>Time* |
|------|--------------|-----------------|------------------|-----|-----------------------|----------------------|----------------------------|
| 80   | January      | 1,193           | 419              | 246 | 308,800               | 250,000              | 95                         |
| 2008 | Year-to-Date | 1,193           | 419              | 246 | 308,800               | 250,000              | 95                         |
| 07   | January      | 1,286           | 557              | 354 | 316,000               | 259,900              | 87                         |
| 20   | Year-to-Date | 1,286           | 557              | 354 | 316,000               | 259,900              | 87                         |

Due to significant differences between the counties in the Southwest Washington region, the Area Report on page 7 provides summary information for each county. The Residential Review on page 6 contains Clark County data only.

### **January Residential Highlights**

Comparing January 2008 with that of 2007 shows a slowdown in overall market activity, as new listings decreased 7.2%. Pending sales fell 24.8% and closed sales dropped 30.5%. The drop in closed sales contributed in part to a record-high inventory. At the month's rate of sales, the 4,175 active residential listings would last 17 months.

### **Appreciation**

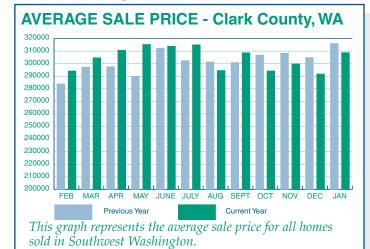
Using the average sale prices for the twelve months ending in January 2008 compared to the twelve immediately prior, the average sale price appreciated 1% (\$304,800 v. \$301,700) and the median sale price dropped a slight 0.1% (\$260,000 v. \$260,200).

#### **New Construction in 2007**

Home sales listed as proposed, under construction or new construction fell 25% (1,449 v. 1,941) in Clark County when comparing 2007 and 2006. However, the average sale price for the group appreciated 6% (\$369,800 v. \$349,800) and the median sale price rose 5% (\$320,000 v. \$303,900).

### Clark Co. Inventory in Months

| (Active Listings / Closed Sales) | 2006 | 2007 | 2008 |
|----------------------------------|------|------|------|
| January                          | 5.3  | 9.7  | 17   |
| February                         | 4.5  | 7.8  |      |
| March                            | 3.8  | 7.0  |      |
| April                            | 4.8  | 7.2  |      |
| May                              | 4.2  | 7.1  |      |
| June                             | 4.7  | 6.8  |      |
| July                             | 6.1  | 7.6  |      |
| August                           | 5.9  | 7.7  |      |
| September                        | 6.4  | 12.0 |      |
| October                          | 7.2  | 11.4 |      |
| November                         | 7.0  | 11.0 |      |
| December                         | 7.0  | 12.7 |      |





## **AREA REPORT • 1/2008 • SW Washington**

|                      |                 |              |                               |               |                                |              |                       |                         | -000 OTT Was |               |                                |              |                       |                      |                           | doming       |                       | 9.0          |                       |              |                       |  |
|----------------------|-----------------|--------------|-------------------------------|---------------|--------------------------------|--------------|-----------------------|-------------------------|--------------|---------------|--------------------------------|--------------|-----------------------|----------------------|---------------------------|--------------|-----------------------|--------------|-----------------------|--------------|-----------------------|--|
|                      |                 |              |                               |               |                                |              |                       | RESID                   | ENTIA        | L             |                                |              |                       |                      |                           | СОМ          | MERCIAL               | L            | _AND                  | MULT         | IFAMILY               |  |
|                      |                 |              |                               |               | rent Month                     | n ,          |                       |                         |              |               | Yea                            | r-To-Da      | ate                   |                      |                           | Yea          | r-To-Date             | Yea          | r-To-Date             | Year-        | To-Date               |  |
|                      | gs              | Ø            | stings                        | es            | les<br>7²                      | S            |                       | -60                     | S            | es            | les<br>7²                      | S            |                       |                      | on3                       | S            |                       | S            |                       | S            |                       |  |
|                      | Active Listings | New Listings | Expired/<br>Canceled Listings | Pending Sales | Pending Sales<br>2008 v. 2007² | Closed Sales | Average<br>Sale Price | Average<br>Market Time¹ | New Listings | Pending Sales | Pending Sales<br>2008 v. 2007² | 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 |  |
| Downtown Vancouver   | 88              | 29           | 25                            | 14            | -6.7%                          | 8            | 282,900               | 77                      | 29           | 13            | -13.3%                         | 8            | 282,900               | 246,500              | 4.6%                      | 1            | 328,000               | 0            | N/A                   | 1            | 225,000               |  |
| NW Heights           | 97              | 31           | 13                            | 22            | 15.8%                          | 11           | 150,700               | 70                      | 31           | 22            | 15.8%                          | 11           | 150,700               | 153,100              | -2.1%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| SW Heights           | 66              | 13           | 7                             | 9             | -30.8%                         | 6            | 595,600               | 75                      | 13           | 9             | -30.8%                         | 6            | 595,600               | 310,000              | 24.1%                     | 0            | N/A                   | 0            | N/A                   | 2            | 246,500               |  |
| Lincoln/Hazel Dell   | 60              | 16           | 4                             | 7             | -63.2%                         | 5            | 265,700               | 97                      | 16           | 7             | -63.2%                         | 5            | 265,700               | 287,400              | -1.6%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| E Hazel Dell         | 202             | 64           | 41                            | 25            | 25.0%                          | 13           | 232,800               | 109                     | 64           | 25            | 25.0%                          | 13           | 232,800               | 237,000              | -3.1%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| NE Heights           | 140             | 38           | 18                            | 13            | -40.9%                         | 4            | 241,600               | 76                      | 38           | 13            | -40.9%                         | 4            | 241,600               | 241,000              | 0.9%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| Orchards             | 258             | 58           | 21                            | 30            | -11.8%                         | 8            | 282,700               | 79                      | 58           | 30            | -11.8%                         | 8            | 282,700               | 251,500              | -4.9%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| Evergreen            | 320             | 115          | 58                            | 34            | -29.2%                         | 28           | 209,300               | 64                      | 115          | 34            | -29.2%                         | 28           | 209,300               | 212,400              | 0.7%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| E Heights            | 60              | 16           | 8                             | 6             | -33.3%                         | 3            | 351,700               | 60                      | 16           | 6             | -33.3%                         | 3            | 351,700               | 363,000              | -5.3%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| Cascade Park         | 109             | 24           | 10                            | 20            | 11.1%                          | 7            | 197,700               | 69                      | 24           | 20            | 11.1%                          | 7            | 197,700               | 185,000              | 3.7%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| Five Corners         | 117             | 39           | 18                            | 15            | -54.5%                         | 9            | 235,500               | 112                     | 39           | 15            | -54.5%                         | 9            | 235,500               | 212,000              | 2.9%                      | 0            | N/A                   | 1            | 180,000               | 0            | N/A                   |  |
| E Orchards           | 130             | 47           | 19                            | 13            | -40.9%                         | 6            | 315,200               | 84                      | 47           | 13            | -40.9%                         | 6            | 315,200               | 298,000              | -1.3%                     | 0            | N/A                   | 1            | 258,000               | 0            | N/A                   |  |
| Fisher's Landing     | 153             | 41           | 19                            | 18            | -25.0%                         | 21           | 314,100               | 90                      | 41           | 18            | -25.0%                         | 21           | 314,100               | 324,100              | 5.8%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| SE County            | 43              | 14           | 4                             | 3             | 0.0%                           | 0            | N/A                   | N/A                     | 14           | 3             | 0.0%                           | 0            | N/A                   | N/A                  | -8.4%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| Camas City           | 306             | 92           | 44                            | 22            | -42.1%                         | 13           | 497,300               | 82                      | 92           | 22            | -42.1%                         | 13           | 497,300               | 519,000              | 1.6%                      | 0            | N/A                   | 0            | N/A                   | 1            | 169,900               |  |
| Washougal            | 370             | 117          | 68                            | 27            | 8.0%                           | 11           | 279,800               | 91                      | 117          | 27            | 8.0%                           | 11           | 279,800               | 245,000              | -1.7%                     | 0            | N/A                   | 4            | 119,700               | 0            | N/A                   |  |
| N Hazel Dell         | 154             | 40           | 14                            | 16            | -36.0%                         | 8            | 278,900               | 135                     | 40           | 16            | -36.0%                         | 8            | 278,900               | 217,500              | 1.2%                      | 0            | N/A                   | 1            | 95,000                | 0            | N/A                   |  |
| S Salmon Creek       | 197             | 56           | 31                            | 22            | -15.4%                         | 15           | 276,800               | 124                     | 56           | 22            | -15.4%                         | 15           | 276,800               | 260,000              | 5.9%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| N Felida             | 137             | 48           | 19                            | 22            | -8.3%                          | 13           | 341,300               | 116                     | 48           | 22            | -8.3%                          | 13           | 341,300               | 375,000              | -3.5%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| N Salmon Creek       | 198             | 54           | 28                            | 14            | -39.1%                         | 6            | 288,100               | 41                      | 54           | 14            | -39.1%                         | 6            | 288,100               | 256,500              | 0.9%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| Ridgefield           | 106             | 22           | 19                            | 7             | -50.0%                         | 3            | 411,000               | 230                     | 22           | 7             | -50.0%                         | 3            | 411,000               | 440,000              | 4.9%                      | 0            | N/A                   | 1            | 143,000               | 0            | N/A                   |  |
| W of I-5 County      | 36              | 9            | 4                             | 1             | 0.0%                           | 3            | 798,300               | 117                     | 9            | 1             | 0.0%                           | 3            | 798,300               | 780,000              | -0.4%                     | 0            | N/A                   | 1            | 280,000               | 0            | N/A                   |  |
| NW E of I-5 County   | 72              | 11           | 8                             | 1             | -87.5%                         | 1            | 650,000               | 161                     | 11           | 1             | -87.5%                         | 1            | 650,000               | 650,000              | 17.1%                     | 0            | N/A                   | 1            | 205,000               | 0            | N/A                   |  |
| Battleground         | 257             | 74           | 45                            | 30            | -18.9%                         | 22           | 299,600               | 110                     | 74           | 30            | -18.9%                         | 22           | 299,600               | 239,000              | 2.7%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| Brush Prairie        | 258             | 62           | 26                            | 15            | -31.8%                         | 13           | 495,000               | 125                     | 62           | 15            | -31.8%                         | 13           | 495,000               | 369,200              | 2.1%                      | 0            | N/A                   | 1            | 350,000               | 0            | N/A                   |  |
| East County          | 1               | 1            | 1                             | 0             | -100.0%                        | 0            | N/A                   | N/A                     | 1            | 0             | -100.0%                        | 0            | N/A                   | N/A                  | -21.4%                    | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| Central County       | 27              | 8            | 8                             | 3             | 50.0%                          | 0            | N/A                   | N/A                     | 8            | 3             | 50.0%                          | 0            | N/A                   | N/A                  | -2.7%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| Mid-Central County   | 35              | 6            | 7                             | 2             | -33.3%                         | 2            | 270,300               | 149                     | 6            | 2             | -33.3%                         | 2            | 270,300               | 270,300              | 13.1%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| Yacolt               | 57              | 22           | 8                             | 2             | -33.3%                         | 4            | 222,200               | 78                      | 22           | 2             | -33.3%                         | 4            | 222,200               | 211,900              | -0.4%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| La Center            | 84              | 13           | 6                             | 3             | -25.0%                         | 3            | 387,200               | 106                     | 13           | 3             | -25.0%                         | 3            | 387,200               | 475,500              | 2.8%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| N Central            | 33              | 11           | 6                             | 1             | 0.0%                           | 0            | N/A                   | N/A                     | 11           | 1             | 0.0%                           | 0            | N/A                   | N/A                  | 2.9%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| NE Corner            | 4               | 2            | 0                             | 2             | 100.0%                         | 0            | N/A                   | N/A                     | 2            | 2             | 100.0%                         | 0            | N/A                   | N/A                  | -3.6%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| Clark County Total   | 4,175           | 1,193        | 607                           | 419           | -24.8%                         | 246          | 308,800               | 95                      |              | 418           | -25.0%                         | 246          | 308,800               | 250,000              | 1.1%                      | 1            | 328,000               | 11           | 180,900               | 4            | 222,000               |  |
| Woodland City        | 103             | 18           | 12                            | 1             | -75.0%                         | 1            | 159,000               | 174                     | 18           | 1             | -75.0%                         | 1            | 159,000               | 159,000              | 2.3%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |  |
| Woodland Area        | 55              | 14           | 11                            | 2             | 100.0%                         | 0            | N/A                   | N/A                     | 14           | 2             | 100.0%                         | 0            | N/A                   | N/A                  | 25.9%                     | 0            | N/A                   | 2            | 74,500                | 0            | N/A                   |  |
| Cowlitz County       | 363             | 100          | 49                            | 19            | -9.5%                          | 15           | 299,400               | 142                     | 100          | 19            | -9.5%                          | 15           | 299,400               | 190,000              | 7.0%                      | 0            | N/A                   | 1            | 139,200               | 0            | N/A                   |  |
| Cowlitz County Total | 521             | 132          | 72                            | 22            | -15.4%                         | 16           | 290,600               | 144                     | 132          | 22            | -15.4%                         | 16           | 290,600               | 187,400              | 8.3%                      | 0            | N/A                   | 3            | 96,100                | 0            | N/A                   |  |
| Pacfic County        | 175             | 27           | 22                            | 4             | -60.0%                         | 9            | 182,900               | 227                     | 27           | 4             | -60.0%                         | 9            | 182,900               | 184,000              | 14.3%                     | 0            | N/A                   | 3            | 49,700                | 0            | N/A                   |  |



## Lane County



RESIDENTIAL REVIEW: Greater Lane County, Oregon

January 2008 Reporting Period

### **Residential Market Highlights**

|    | eater Lane<br>ounty, Oregon | New<br>Listings | Pending<br>Sales | Closed<br>Sales | Average<br>Sale Price | Median<br>Sale Price | 71 71 |
|----|-----------------------------|-----------------|------------------|-----------------|-----------------------|----------------------|-------|
| 80 | January                     | 524             | 270              | 177             | 242,900               | 225,000              | 91    |
| 20 | Year-to-Date                | 524             | 270              | 177             | 242,900               | 225,000              | 91    |
| 20 | January                     | 558             | 354              | 257             | 243,700               | 214,900              | 76    |
| 20 | Year-to-Date                | 558             | 354              | 257             | 243,700               | 214,900              | 76    |

### January Residential Highlights

The number of new listings fell 6.1% when comparing January 2008 with January 2007. Additionally, the number of closed sales fell 31.1% and pending sales decreased 23.7%. At the month's rate of sales, the 1,807 active residential listings would last 10.2 months.

### **Appreciation**

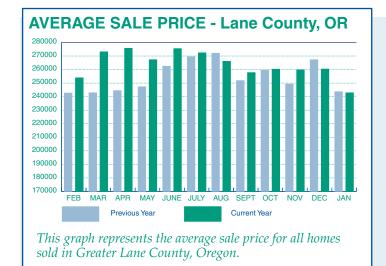
Comparing the average sale prices for the twelve months ending in January 2008 with the twelve immediately prior, the average sale price appreciated 4.1% (\$265,800 v. \$255,300) and the median sale price increased 4.4% (\$235,000 v. \$225,000).

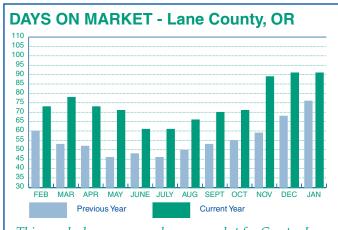
#### **New Construction in 2007**

Home sales listed as proposed, under construction or new construction grew 19% in Greater Lane County when comparing 2007 and 2006. However, the average sale price for the group decreased 1% (\$299,800 v. \$302,700). On the other hand, the median sale price grew a slight 1% (\$267,800 v. \$264,100).

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

| 2006 | 2007   | 2000  |
|------|--|---|
|      | ∠007   | 2008  |
| 3.8  | 5.6  | 10.2  |
| 3.3  | 4.9  |   |
| 2.4  | 4.5  |   |
| 2.7  | 4.7  |   |
| 2.8  | 4.5  |   |
| 3.1  | 4.6  |   |
| 3.8  | 6.0  |   |
| 3.2  | 5.1  |   |
| 4.5  | 8.0  |   |
| 4.5  | 7.2  |   |
| 5.6  | 8.3  |   |
| 4.9  | 7.0  |   |
|      | 3.3<br>2.4<br>2.7<br>2.8<br>3.1<br>3.8<br>3.2<br>4.5<br>4.5<br>5.6 | 3.8 5.6<br>3.3 4.9<br>2.4 4.5<br>2.7 4.7<br>2.8 4.5<br>3.1 4.6<br>3.8 6.0<br>3.2 5.1<br>4.5 8.0<br>4.5 7.2<br>5.6 8.3 |





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

## **AREA REPORT • 1/2008 Lane County, Oregon**

|                                   | RESIDE          |              |                               |               |                                |              |                       |                         |              |               |                                |              |                       |                      |                           | СОМ          | MERCIAL               |              | LAND                  | MUL          | TIFAMILY              |
|-----------------------------------|-----------------|--------------|-------------------------------|---------------|--------------------------------|--------------|-----------------------|-------------------------|--------------|---------------|--------------------------------|--------------|-----------------------|----------------------|---------------------------|--------------|-----------------------|--------------|-----------------------|--------------|-----------------------|
|                                   |                 |              |                               | Cur           | rent Mont                      | h            |                       |                         |              |               | Yea                            | r-To-D       | ate                   |                      |                           | Year         | -To-Date              | Yea          | r-To-Date             | Year         | r-To-Date             |
|                                   | Active Listings | New Listings | Expired/<br>Canceled Listings | Pending Sales | Pending Sales<br>2008 v. 2007² | Closed Sales | Average<br>Sale Price | Average<br>Market Time¹ | New Listings | Pending Sales | Pending Sales<br>2008 v. 2007² | 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 |
| Florence<br>Coast Village         | 12              | 2            | 1                             | 0             | -100.0%                        | 0            | N/A                   | N/A                     | 2            | 0             | -100.0%                        | 0            | N/A                   | N/A                  | -26.2%                    | 0            | N/A                   | 1            | 35,000                | 0            | N/A                   |
| Florence<br>Green Trees           | 24              | 4            | 2                             | 3             | 50.0%                          | 1            | 155,000               | 70                      | 4            | 3             | 50.0%                          | 1            | 155,000               | 155,000              | -11.7%                    | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Florence Florentine               | 18              | 0            | 2                             | 1             | N/A                            | 0            | N/A                   | N/A                     | 0            | 1             | N/A                            | 0            | N/A                   | N/A                  | -5.4%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Florence Town                     | 153             | 9            | 11                            | 6             | -25.0%                         | 3            | 270,300               | 155                     | 9            | 6             | -25.0%                         | 3            | 270,300               | 250,000              | -2.6%                     | 1            | 86,000                | 2            | 176,300               | 0            | N/A                   |
| Florence<br>Beach                 | 42              | 6            | 4                             | 0             | -100.0%                        | 1            | 275,000               | 441                     | 6            | _             | -100.0%                        | 1            | 275,000               | 275,000              | -2.6%                     | 0            | N/A                   | 2            | 77,000                | 0            | N/A                   |
| Florence<br>North                 | 45              | 5            | 4                             | 3             | 50.0%                          | 3            | 161,300               | 134                     | 5            | 3             | 50.0%                          | 3            | 161,300               | 80,000               | -9.6%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Florence South/ Dunes City        | 48              | 3            | 3                             | 4             | 33.3%                          | 5            | 348,000               | 350                     | 3            | 4             | 33.3%                          | 5            | 348,000               | 240,000              | 9.1%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Florence East/ Mapleton           | 40              | 4            | 1                             | 0             | -100.0%                        | 0            | N/A                   | N/A                     | 4            | 0             | -100.0%                        | 0            | N/A                   | N/A                  | -1.9%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Florence Total                    | 382             | 33           | 28                            | 17            | -26.1%                         | 13           | 266,500               | 241                     | 33           | 17            | -26.1%                         | 13           | 266,500               | 240,000              | -3.0%                     | 1            | 86,000                | 5            | 108,320               | 0            | N/A                   |
| Hayden Bridge                     | 39              | 17           | 8                             | 10            | 11.1%                          | 6            | 130,800               | 55                      | 17           | 10            | 11.1%                          | 6            | 130,800               | 154,800              | -5.6%                     | 0            | N/A                   | 2            | 126,000               | 1            | 243,900               |
| McKenzie Valley                   | 66              | 12           | 4                             | 2             | -33.3%                         | 3            | 245,000               | 37                      | 12           | 2             | -33.3%                         | 3            | 245,000               | 235,000              | 13.0%                     | 1            | 1,060,000             | 2            | 63,000                | 0            | N/A                   |
| Pleasant Hill/Oak                 | 83              | 22           | 8                             | 10            | -16.7%                         | 14           | 233,200               | 159                     | 22           | 10            | -16.7%                         | 14           | 233,200               | 190,000              | 1.4%                      | 0            | N/A                   | 2            | 797,000               | 0            | N/A                   |
| Cottage Grove/<br>Creswell/Dorena | 257             | 58           | 25                            | 24            | -7.7%                          | 14           | 214,000               | 131                     | 58           | 24            | -7.7%                          | 14           | 214,000               | 189,100              | -0.7%                     | 0            | N/A                   | 3            | 54,000                | 0            | N/A                   |
| Veneta/Elmira                     | 84              | 24           | 21                            | 12            | -52.0%                         | 8            | 239,100               | 93                      | 24           | 12            | -52.0%                         | 8            | 239,100               | 233,500              | 4.7%                      | 0            | N/A                   | 1            | 230,000               | 0            | N/A                   |
| Junction City                     | 108             | 32           | 15                            | 11            | -8.3%                          | 7            | 286,800               | 55                      | 32           | 11            | -8.3%                          | 7            | 286,800               | 338,000              | 20.0%                     | 0            | N/A                   | 4            | 146,300               | 1            | 205,000               |
| Thurston                          | 126             | 45           | 27                            | 26            | 13.0%                          | 7            | 250,200               | 46                      | 45           | 26            | 13.0%                          | 7            | 250,200               | 191,500              | 6.1%                      | 1            | 275,000               | 0            | N/A                   | 1            | 254,000               |
| Coburg I-5                        | 35              | 8            | 3                             | 4             | 33.3%                          | 4            | 186,700               | 137                     | 8            | 4             | 33.3%                          | 4            | 186,700               | 190,000              | -7.3%                     | 0            | N/A                   | 2            | 161,000               | 0            | N/A                   |
| N Gilham                          | 56              | 13           | 9                             | 11            | 0.0%                           | 7            | 320,400               | 115                     | 13           | 11            | 0.0%                           | 7            | 320,400               | 277,000              | 7.8%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Ferry Street Bridge               | 126             | 38           | 16                            | 20            | -35.5%                         | 15           | 302,300               | 98                      | 38           | 20            | -35.5%                         | 15           | 302,300               | 267,000              | 3.6%                      | 0            | N/A                   | 0            | N/A                   | 1            | 373,700               |
| E Eugene                          | 95              | 27           | 11                            | 18            | 28.6%                          | 11           | 296,100               | 70                      | 27           | 18            | 28.6%                          | 11           | 296,100               | 275,000              | 3.3%                      | 1            | 35,000                | 0            | N/A                   | 0            | N/A                   |
| SW Eugene                         | 213             | 51           | 29                            | 28            | -22.2%                         | 20           | 290,400               | 100                     | 51           | 28            | -22.2%                         | 20           | 290,400               | 281,500              | -3.9%                     | 0            | N/A                   | 1            | 312,500               | 4            | 331,300               |
| W Eugene                          | 58              | 24           | 10                            | 12            | -55.6%                         | 8            | 229,700               | 54                      | 24           | 12            | -55.6%                         | 8            | 229,700               | 213,500              | -12.5%                    | 0            | N/A                   | 0            | N/A                   | 3            | 195,700               |
| Danebo                            | 160             | 52           | 28                            | 28            | -40.4%                         | 17           | 186,200               | 95                      | 52           | 28            | -40.4%                         | 17           | 186,200               | 190,000              | 5.6%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| River Road                        | 40              | 14           | 10                            | 4             | -63.6%                         | 4            | 212,000               | 24                      | 14           | 4             | -63.6%                         | 4            | 212,000               | 201,500              | 7.3%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Santa Clara                       | 131             | 41           | 27                            | 26            | -18.8%                         | 16           | 275,600               | 97                      | 41           | 26            | -18.8%                         | 16           | 275,600               | 270,000              | 2.2%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Springfield                       | 111             | 41           | 23                            | 23            | -8.0%                          | 16           | 168,100               | 57                      | 41           | 23            | -8.0%                          | 16           | 168,100               | 157,500              | 4.6%                      | 1            | 330,000               | 0            | N/A                   | 0            | N/A                   |
| Mohawk Valley                     | 19              | 5            | 4                             | 1             | -80.0%                         | 0            | N/A                   | N/A                     | 5            | 1             | -80.0%                         | 0            | N/A                   | N/A                  | 4.8%                      | 0            | N/A                   | 2            | 155,000               | 0            | N/A                   |



## **Douglas County**



RESIDENTIAL REVIEW: Douglas County, Oregon

January 2008 Reporting Period

## Residential Market Highlights

|    | ouglas County<br>egon | <b>/,</b><br>New<br>Listings |     |    |         |         | 7.1 |
|----|-----------------------|------------------------------|-----|----|---------|---------|-----|
| 80 | January               | 249                          | 76  | 53 | 176,400 | 155,000 | 128 |
| 20 | Year-to-Date          | 249                          | 76  | 53 | 176,400 | 155,000 | 128 |
| 20 | January               | 231                          | 105 | 79 | 198,800 | 182,000 | 116 |
| 20 | Year-to-Date          | 231                          | 105 | 79 | 198,800 | 182,000 | 116 |

### January Residential Highlights

The number of new listings grew 7.8% when comparing January 2008 with January 2007. On the other hand, closed sales dropped 32.9% and pending sales decreased 27.6%. At the month's rate of sales, the 1,080 active residential listings would last 20.4 months.

#### **Appreciation**

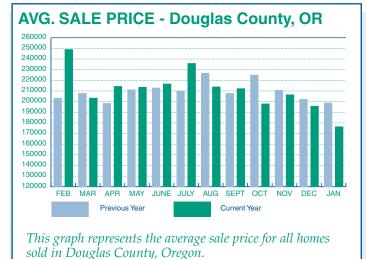
A comparison of the average sale prices for the twelve months ending in January 2008 with the twelve immediately prior shows that the average sale price appreciated 1.3% (\$212,500 v. \$209,700) and the median sale price increased 2.8% (\$185,000 v. \$180,000).

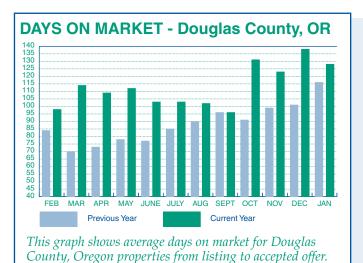
#### **New Construction in 2007**

Home sales listed as proposed, under construction or new construction decreased 6% in Douglas County when comparing 2007 and 2006. The average sale price for the group decreased 4% (\$267,800 v. 280,400) and the median sale price dropped 4% (\$238,000 v. \$248,300).

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

|           | 2006 | 2007 | 2008 |
|-----------|------|------|------|
| January   | 6.5  | 12   | 20.4 |
| February  | 6.2  | 11.6 |      |
| March     | 6.3  | 9.6  |      |
| April     | 6.9  | 13.8 |      |
| May       | 6.0  | 11.1 |      |
| June      | 8.5  | 11.0 |      |
| July      | 7.8  | 12.7 |      |
| August    | 8.5  | 9.9  |      |
| September | 8.7  | 14.9 |      |
| October   | 8.7  | 15.3 |      |
| November  | 11.1 | 13.8 |      |
| December  | 11.9 | 14.2 |      |
|           |      |      |      |

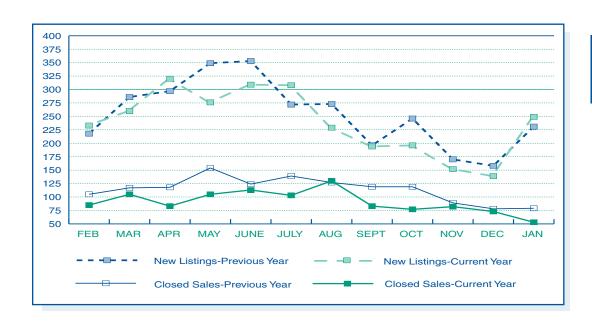




County, Oregon properties from usuing to accepted offer.

## **AREA REPORT • 1/2008 Douglas County, Oregon**

|                                    |                 |              |                               |               |                                |              | F                     | RESIDE                  | NTIAL        |               |                                |              |                       |                      |                           | CON          | MERCIAL               |              | LAND                  | MUL          | TIFAMILY              |
|------------------------------------|-----------------|--------------|-------------------------------|---------------|--------------------------------|--------------|-----------------------|-------------------------|--------------|---------------|--------------------------------|--------------|-----------------------|----------------------|---------------------------|--------------|-----------------------|--------------|-----------------------|--------------|-----------------------|
|                                    |                 |              |                               | Cu            | rrent Mon                      | th           |                       |                         |              |               | Yea                            | r-To-D       | ate                   |                      |                           | Yea          | ar-To-Date            | Yea          | ar-To-Date            | Yea          | r-To-Date             |
|                                    | Active Listings | New Listings | Expired/<br>Canceled Listings | Pending Sales | Pending Sales<br>2008 v. 2007² | Closed Sales | Average<br>Sale Price | Average<br>Market Time¹ | New Listings | Pending Sales | Pending Sales<br>2008 v. 2007² | 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 |
| NE Roseburg                        | 132             | 40           | 33                            | 8             | -50.0%                         | 6            | 223,600               | 132                     | 40           | 8             | -50.0%                         | 6            | 223,600               | 166,500              | 16.1%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| NW Roseburg                        | 80              | 19           | 10                            | 10            | 42.9%                          | 5            | 205,800               | 130                     | 19           | 10            | 42.9%                          | 5            | 205,800               | 201,000              | 2.2%                      | 0            | N/A                   | 1            | 70,000                | 0            | N/A                   |
| SE Roseburg                        | 54              | 10           | 8                             | 6             | 0.0%                           | 7            | 184,600               | 131                     | 10           | 6             | 0.0%                           | 7            | 184,600               | 123,500              | -7.8%                     | 1            | 212,000               | 1            | 95,000                | 0            | N/A                   |
| SW Roseburg                        | 70              | 12           | 12                            | 3             | -50.0%                         | 2            | 322,000               | 74                      | 12           | 3             | -50.0%                         | 2            | 322,000               | 322,000              | 2.5%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Glide &<br>E of Roseburg           | 67              | 11           | 8                             | 2             | 0.0%                           | 1            | 110,000               | 87                      | 11           | 2             | 0.0%                           | 1            | 110,000               | 110,000              | -16.7%                    | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Sutherlin/<br>Oakland Area         | 116             | 31           | 32                            | 10            | -50.0%                         | 6            | 184,100               | 97                      | 31           | 10            | -50.0%                         | 6            | 184,100               | 160,000              | 0.9%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Winston &<br>SW of Roseburg        | 126             | 28           | 18                            | 12            | -7.7%                          | 8            | 126,100               | 149                     | 28           | 12            | -7.7%                          | 8            | 126,100               | 133,400              | -10.4%                    | 0            | N/A                   | 1            | 80,000                | 0            | N/A                   |
| Myrtle Creek &<br>S/SE of Roseburg | 203             | 48           | 19                            | 13            | 18.2%                          | 8            | 169,300               | 131                     | 48           | 13            | 18.2%                          | 8            | 169,300               | 152,500              | 5.0%                      | 0            | N/A                   | 7            | 94,700                | 0            | N/A                   |
| Green District                     | 87              | 24           | 19                            | 6             | -57.1%                         | 4            | 209,300               | 56                      | 24           | 6             | -57.1%                         | 4            | 209,300               | 207,500              | -7.9%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| North<br>Douglas County            | 145             | 26           | 18                            | 6             | -40.0%                         | 6            | 104,600               | 195                     | 26           | 6             | -40.0%                         | 6            | 104,600               | 88,600               | 10.4%                     | 1            | 165,000               | 1            | 334,000               | 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

January 2008 Reporting Period

## Residential Market **Highlights**

|      | oos County,<br>regon | New<br>Listings |    |    |         |         | 71 71 |
|------|----------------------|-----------------|----|----|---------|---------|-------|
| 2008 | January              | 126             | 35 | 27 | 173,100 | 144,900 | 101   |
| 20   | Year-to-Date         | 126             | 35 | 27 | 173,100 | 144,900 | 101   |
| 2002 | January              | 139             | 56 | 45 | 225,100 | 186,000 | 112   |
| 20   | Year-to-Date         | 139             | 56 | 45 | 225,100 | 186,000 | 112   |

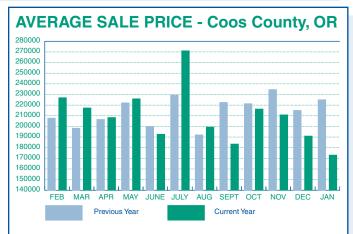
### January Residential Highlights & Appreciation

Comparing January 2008 with the same time a year ago, new listings decreased 9.4%. Pending sales were down 37.5% and closed sales dropped 40%.

Comparing the last twelve months to those immediately prior, average sale price remained about the same (\$213,000 v. \$212,900) and median grew 3.4% (\$185,000 v. \$179,000).

#### **New Construction in 2007**

Home sales listed as proposed, under construction or new construction decreased 8% (99 v. 108) in Coos County when comparing 2007 and 2006. However, the average sale price for the group increased 12% (\$291,100 v. 259,500) and the median sale price increased 6% (\$240,000 v. \$225,900).



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

### AREA REPORT • 1/2008 • Coos County, Oregon

|              |                 |              |                               |               |                                |              | F                     | RESIDE                  | NTIAL        |               |                                |              |                       |                      |                           | CON          | MERCIAL               |              | LAND                  | MUL          | TIFAMILY              |
|--------------|-----------------|--------------|-------------------------------|---------------|--------------------------------|--------------|-----------------------|-------------------------|--------------|---------------|--------------------------------|--------------|-----------------------|----------------------|---------------------------|--------------|-----------------------|--------------|-----------------------|--------------|-----------------------|
|              |                 |              |                               | Cu            | rrent Mon                      | th           |                       |                         |              |               | Yea                            | r-To-D       | ate                   |                      |                           | Yea          | ar-To-Date            | Yea          | r-To-Date             | Yea          | r-To-Date             |
|              | Active Listings | New Listings | Expired/<br>Canceled Listings | Pending Sales | Pending Sales<br>2008 v. 2007² | Closed Sales | Average<br>Sale Price | Average<br>Market Time¹ | New Listings | Pending Sales | Pending Sales<br>2008 v. 2007² | 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 |
| 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                   |
| Bandon       | 165             | 14           | 19                            | 2             | -60.0%                         | 4            | 350,000               | 147                     | 14           | 2             | -60.0%                         | 4            | 350,000               | 327,500              | -3.6%                     | 0            | N/A                   | 2            | 109,500               | 0            | N/A                   |
| Broadbent    | 0               | 0            | 0                             | 1             | N/A                            | 0            | N/A                   | N/A                     | 0            | 1             | N/A                            | 0            | N/A                   | N/A                  | 298.0%                    | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Coos Bay     | 238             | 48           | 39                            | 10            | -60.0%                         | 11           | 116,500               | 101                     | 48           | 10            | -60.0%                         | 11           | 116,500               | 100,000              | 3.5%                      | 0            | N/A                   | 1            | 225,000               | 3            | 250,000               |
| Coquille     | 73              | 17           | 13                            | 5             | 0.0%                           | 1            | 130,000               | 129                     | 17           | 5             | 0.0%                           | 1            | 130,000               | 130,000              | -4.0%                     | 0            | N/A                   | 1            | 180,000               | 0            | N/A                   |
| Lakeside     | 23              | 10           | 4                             | 0             | -100.0%                        | 2            | 153,800               | 107                     | 10           | 0             | -100.0%                        | 2            | 153,800               | 153,800              | 9.5%                      | 0            | N/A                   | 1            | 240,000               | 0            | N/A                   |
| Myrtle Point | 44              | 5            | 3                             | 5             | 66.7%                          | 1            | 70,000                | 163                     | 5            | 5             | 66.7%                          | 1            | 70,000                | 70,000               | 4.8%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| North Bend   | 126             | 31           | 19                            | 12            | -14.3%                         | 7            | 199,500               | 49                      | 31           | 12            | -14.3%                         | 7            | 199,500               | 195,000              | -7.4%                     | 0            | N/A                   | 1            | 14,900                | 0            | N/A                   |
| Powers       | 14              | 1            | 0                             | 0             | N/A                            | 1            | 89,000                | 176                     | 1            | 0             | N/A                            | 1            | 89,000                | 89,000               | 35.3%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |



## **Curry County**



### RESIDENTIAL REVIEW: Curry County, Oregon

### January 2008 Reporting Period

## Residential **Market Highlights**

|      | urry County,<br>egon | New<br>Listings |    |    | Average<br>Sale Price | Median<br>Sale Price |     |
|------|----------------------|-----------------|----|----|-----------------------|----------------------|-----|
| 2008 | January              | 52              | 14 | 20 | 378,800               | 288,000              | 180 |
| 20   | Year-to-Date         | 52              | 14 | 20 | 378,800               | 288,000              | 180 |
| 2007 | January              | 80              | 18 | 16 | 328,900               | 267,000              | 182 |
| 20   | Year-to-Date         | 80              | 18 | 16 | 328,900               | 267,000              | 182 |

30

20

### January Residential Highlights & Appreciation

When comparing January 2008 to January 2007, closed sales grew 25%. New listings decreased 35%. Accepted offers dropped 22.2%

Comparing the last twelve months to those immediately prior, average sale price grew (\$314,200 v. \$307,800) and median saw no growth (\$275,000).

#### **New Construction in 2007**

Home sales listed as proposed, under construction or new construction remained the same (31) in Curry County when comparing 2007 and 2006. However, the average sale price for the group decreased 4% (\$390,500 v. 408,300) while the median sale price increased 3% (\$360,000 v. \$348,700).



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

APR MAY JUNE JULY AUG SEPT OCT

— - New Listings-Current Year

Closed Sales-Current Year

New Listings-Previous Year

Closed Sales-Previous Year -

### AREA REPORT • 1/2008 • Curry County, Oregon

|   |                 |              |                  |               |                                |              | F                     | RESIDE                  | NTIAL        |               |                                |              |                       |                      |                           | CON          | MERCIAL               |              | LAND                  | MUL          | TIFAMILY              |
|---|-----------------|--------------|------------------|---------------|--------------------------------|--------------|-----------------------|-------------------------|--------------|---------------|--------------------------------|--------------|-----------------------|----------------------|---------------------------|--------------|-----------------------|--------------|-----------------------|--------------|-----------------------|
|   |                 |              |                  | Cu            | rrent Mon                      | th           |                       |                         |              |               | Yea                            | r-To-D       | ate                   |                      |                           | Yea          | ar-To-Date            | Yea          | r-To-Date             | Yea          | r-To-Date             |
|   | Active Listings | New Listings | Expired Listings | Pending Sales | Pending Sales<br>2008 v. 2007² | Closed Sales | Average<br>Sale Price | Average<br>Market Time¹ | New Listings | Pending Sales | Pending Sales<br>2008 v. 2007² | 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 |
| City, Airport, Marina<br>Hts., NB Chetco        | 145             | 18           | 13               | 4             | -50.0%                         | 4            | 537,800               | 142                     | 18           | 4             | -50.0%                         | 4            | 537,800               | 424,300              | 7.0%                      | 0            | N/A                   | 1            | 184,000               | 0            | N/A                   |
| Harbor, Winchuck,<br>SB Chetco                  | 80              | 7            | 9                | 2             | -33.3%                         | 8            | 397,600               | 222                     | 7            | 2             | -33.3%                         | 8            | 397,600               | 317,500              | 37.3%                     | 0            | N/A                   | 1            | 275,000               | 0            | N/A                   |
| Carpenterville,<br>Cape Ferrello,<br>Whaleshead | 38              | 4            | 3                | 0             | -100.0%                        | 0            | N/A                   | N/A                     | 4            | 0             | -100.0%                        | 0            | N/A                   | N/A                  | -8.8%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Gold Beach                                      | 113             | 18           | 14               | 7             | 133.3%                         | 7            | 283,100               | 155                     | 18           | 7             | 133.3%                         | 7            | 283,100               | 275,000              | -5.3%                     | 1            | 315,000               | 0            | N/A                   | 0            | N/A                   |
| Port Orford,<br>Langlois                        | 44              | 5            | 8                | 1             | 0.0%                           | 1            | 262,500               | 165                     | 5            | 1             | 0.0%                           | 1            | 262,500               | 262,500              | -40.1%                    | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |



## Mid-Columbia



RESIDENTIAL REVIEW: Mid-Columbia

January 2008 Reporting Period

### **Residential Market Highlights**

| Mi   | d-Columbia   | New<br>Listings | Pending<br>Sales | Closed<br>Sales | Average<br>Sale Price | Median<br>Sale Price | 71  |
|------|--------------|-----------------|------------------|-----------------|-----------------------|----------------------|-----|
| 2008 | January      | 95              | 44               | 37              | 290,800               | 255,000              | 157 |
| 20   | Year-to-Date | 95              | 44               | 37              | 290,800               | 255,000              | 157 |
| 20   | January      | 135             | 63               | 40              | 253,400               | 212,500              | 110 |
| 2007 | Year-to-Date | 135             | 63               | 40              | 253,400               | 212,500              | 110 |

Due to the vast difference between the counties in the Mid-Columbia region, the Area Report on page 15 provides summary information for each individual county.

### **January Residential Highlights**

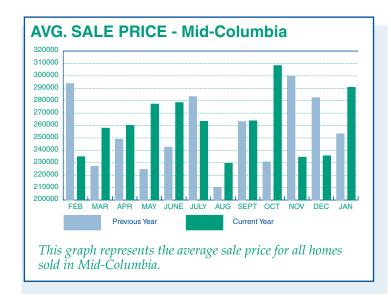
A look at January 2008 compared with the same month in 2007 reveals that new listings decreased 29.6%. Additionally, closed sales decreased 7.5% and pending sales dropped 30.2%. At January's rate of sales, the 639 active residential listings in the region would last approximately 17.3 months.

### **Appreciation**

Comparing the last twelve months with the twelve immediately prior, the average sale price increased 5% (\$263,200 v. \$250,700), while the median sale price rose 10.5% (\$225,900 v. 204,500).

#### **New Construction in 2007**

There was a 29% jump in homes sold that were listed as under construction, proposed or new construction in the Mid-Columbia region in 2007 (135 v. 105). The average sale price grew 3% (\$327,400 v. \$319,900) and the median sale price rose 2% (\$295,000 v. \$290,000).





## AREA REPORT • 1/2008 • Mid-Columbia

|                                     |                 |              |                               |               |                                |              | ı                     | RESID                   | ENTIA        | L             |  |              |                       |                      |                           | СОМІ         | MERCIAL               | L            | AND                   | MULT         | IFAMILY               |
|-------------------------------------|-----------------|--------------|-------------------------------|---------------|--------------------------------|--------------|-----------------------|-------------------------|--------------|---------------|--|--------------|-----------------------|----------------------|---------------------------|--------------|-----------------------|--------------|-----------------------|--------------|-----------------------|
|                                     |                 |              |                               | Curr          | ent Month                      |              |                       |                         |              |               | Year                                       | -To-Da       | te                    |                      |                           | Year         | -To-Date              | Year         | -To-Date              | Year0        | To-Date               |
|                                     | Active Listings | New Listings | Expired/<br>Canceled Listings | Pending Sales | Pending Sales<br>2008 v. 2007² | Closed Sales | Average<br>Sale Price | Average<br>Market Time¹ | New Listings | Pending Sales | Pending Sales<br>2008 v. 2007 <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 |
| >                                   |                 |              |                               |               |                                |              |                       |                         |              |               |  |              |                       |                      |                           |              |                       |              |                       |              |                       |
| White Salmon/Bingen                 | 38              | 2            | 6                             | 4             | 300.0%                         | 5            | 340,600               | 167                     | 2            | 4             | 300.0%                                     | 5            | 340,600               | 339,000              | 3.8%                      | 0            | N/A                   | 2            | 153,800               | 0            | N/A                   |
| Snowden                             | 7               | 0            | 3                             | 0             | N/A                            | 0            | N/A                   | N/A                     | 0            | 0             | N/A  | 0            | N/A                   | N/A                  | -16.8%                    | 0            | N/A                   | 1            | 197,800               | 0            | N/A                   |
| Trout Lake/Glenwood                 | 5               | 0            | 3                             | 0             | -100.0%                        | 2            | 336,300               | 250                     | 0            | 0             | -100.0%                                    | 2            | 336,300               | 336,300              | -0.7%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Husum/BZ Corner                     | 13              | 3            | 3                             | 0             | N/A                            | 0            | N/A                   | N/A                     | 3            | 0             | N/A  | 0            | N/A                   | N/A                  | -39.6%                    | 0            | N/A                   | 1            | 270,000               | 0            | N/A                   |
| Lyle                                | 19              | 5            | 4                             | 1             | N/A                            | 1            | 204,000               | 200                     | 5            | 1             | N/A  | 1            | 204,000               | 204,000              | 36.8%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Dallesport/Murdock                  | 16              | 7            | 10                            | 0             | -100.0%                        | 0            | N/A                   | N/A                     | 7            | 0             | -100.0%                                    | 0            | N/A                   | N/A                  | 12.0%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Appleton/Timber Valley              | 5               | 0            | 0                             | 0             | N/A                            | 0            | N/A                   | N/A                     | 0            | 0             | N/A  | 0            | N/A                   | N/A                  | 32.3%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Centerville/High Prairie            | 3               | 0            | 0                             | 0             | N/A                            | 0            | N/A                   | N/A                     | 0            | 0             | N/A  | 0            | N/A                   | N/A                  | -11.1%                    | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Goldendale                          | 54              | 7            | 5                             | 4             | -42.9%                         | 2            | 268,000               | 341                     | 7            | 4             | -42.9%                                     | 2            | 268,000               | 268,000              | 36.5%                     | 0            | N/A                   | 5            | 76,500                | 0            | N/A                   |
| Bickleton/East County               | 2               | 0            | 1                             | 0             | N/A                            | 0            | N/A                   | N/A                     | 0            | 0             | N/A  | 0            | N/A                   | N/A                  | -20.4%                    | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Klickitat                           | 2               | 0            | 0                             | 0             | N/A                            | 0            | N/A                   | N/A                     | 0            | 0             | N/A  | 0            | N/A                   | N/A                  | 23.0%                     | 0            | N/A                   | 2            | 45,000                | 0            | N/A                   |
| Klickitat County Total              | 164             | 24           | 35                            | 9             | -10.0%                         | 10           | 311,600               | 222                     | 24           | 9             | -10.0%                                     | 10           | 311,600               | 288,000              | 12.4%                     | 0            | N/A                   | 11           | 113,400               | 0            | N/A                   |
| Skamania                            | 3               | 2            | 0                             | 0             | N/A                            | 0            | N/A                   | N/A                     | 2            | 0             | N/A  | 0            | N/A                   | N/A                  | -34.9%                    | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| North Bonneville                    | 19              | 0            | 7                             | 2             | N/A                            | 0            | N/A                   | N/A                     | 0            | 2             | N/A  | 0            | N/A                   | N/A                  | -1.2%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Stevenson                           | 15              | 0            | 0                             | 1             | -50.0%                         | 3            | 237,300               | 145                     | 0            | 1             | -50.0%                                     | 3            | 237,300               | 225,000              | -25.0%                    | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Carson                              | 14              | 3            | 0                             | 1             | -80.0%                         | 0            | N/A                   | N/A                     | 3            | 1             | -80.0%                                     | 0            | N/A                   | N/A                  | -14.6%                    | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Home Valley                         | 0               | 5            | 1                             | 0             | N/A                            | 0            | N/A                   | N/A                     | 5            | 0             | N/A  | 0            | N/A                   | N/A                  | -1.8%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Cook, Underwood, Mill<br>A, Willard | 9               | 7            | 5                             | 1             | 0.0%                           | 0            | N/A                   | N/A                     | 7            | 1             | 0.0%                                       | 0            | N/A                   | N/A                  | 46.7%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Unincorporated North                | 16              | 0            | 0                             | 1             | 0.0%                           | 3            | 258,700               | 99                      | 0            | 1             | 0.0%                                       | 3            | 258,700               | 195,000              | 15.6%                     | 0            | N/A                   | 1            | 159,000               | 0            | N/A                   |
| Skamania County Total               | 76              | 0            | 13                            | 6             | -33.3%                         | 6            | 248,000               | 122                     | 0            | 6             | -33.3%                                     | 6            | 248,000               | 220,000              |                           | 0            | N/A                   | 1            | 159,000               | 0            | N/A                   |
|                                     |                 |              |                               |               | 55.572                         |              | _ ::,::::             |                         |              |               |  |              |                       |                      |                           |              |                       |              |                       |              |                       |
| The Dalles                          | 166             | 32           | 15                            | 11            | -45.0%                         | 6            | 221,000               | 191                     | 32           | 11            | -45.0%                                     | 6            | 221,000               | 203,500              | 9.1%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Dufur                               | 4               | 2            | 1                             | 0             | N/A                            | 0            | N/A                   | N/A                     | 2            | 0             | N/A  | 0            | N/A                   | N/A                  | -21.1%                    | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Tygh Valley                         | 2               | 0            | 0                             | 0             | N/A                            | 1            | 123,800               | 69                      | 0            | 0             | N/A  | 1            | 123,800               | 123,800              | 45.2%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Wamic/Pine Hollow                   | 13              | 0            | 3                             | 2             | -33.3%                         | 1            | 127,500               | 303                     | 0            | 2             | -33.3%                                     | 1            | 127,500               | 127,500              | -17.2%                    | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Maupin/Pine Grove                   | 4               | 0            | 2                             | 1             | 0.0%                           | 0            | N/A                   | N/A                     | 0            | 1             | 0.0%                                       | 0            | N/A                   | N/A                  | 22.7%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Rowena                              | 1               | 0            | 0                             | 1             | N/A                            | 1            | 200,000               | 7                       | 0            | 1             | N/A  | 1            | 200,000               | 200,000              | N/A                       | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Mosier                              | 19              | 1            | 4                             | 0             | -100.0%                        | 1            | 498,000               | 165                     | 1            | 0             | -100.0%                                    | 1            | 498,000               | 498,000              | -37.6%                    | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Wasco County Total                  | 209             | 35           | 25                            | 15            | -42.3%                         | 10           | 227,500               | 169                     | 35           | 15            | -42.3%                                     | 10           | 227,500               | 190,000              | 9.4%                      | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
|                                     |                 |              |                               |               |                                |              |                       |                         |              |               |  |              |                       |                      |                           |              |                       |              |                       |              |                       |
| Cascade Locks                       | 25              | 2            | 5                             |               | N/A                            | 1            | 251,500               |                         |              | 0             |  | 1            | 251,500               | 251,500              |                           | _            |                       | 0            |                       |              | N/A                   |
| Hood River City                     | 85              | 10           | 3                             |               | 10.0%                          | 6            |                       |                         |              | 11            | 10.0%                                      | 6            | 403,300               | 373,300              | 1.9%                      |              | -                     | 0            | N/A                   |              | N/A                   |
| Hood River-Westside                 | 32              | 9            | 1                             | 0             |                                | 2            |                       |                         |              | 0             |  | 2            | 459,200               | 459,200              | 6.4%                      |              |                       | 0            |                       |              | N/A                   |
| Hood River-Eastside                 | 6               | 0            | 0                             | 2             | N/A                            | 0            |                       |                         |              |               | N/A  | 0            | N/A                   | N/A                  |                           | _            |                       | 0            |                       |              | N/A                   |
| Odell                               | 13              | 0            | 2                             | 1             | 0.0%                           | 1            | 255,000               |                         |              |               | 0.0%                                       | 1            | 255,000               | 255,000              |                           |              |                       | 0            |                       |              | N/A                   |
| Parkdale/Mt. Hood                   | 17              | 6            | 1                             | 0             |                                | 0            |                       |                         |              | 0             |  | 0            | N/A                   | N/A                  |                           |              |                       | 0            |                       |              | N/A                   |
| Hood River Co. Total                | 178             | 27           | 12                            | 14            | -17.6%                         | 10           | 384,500               | 117                     | 27           | 14            | -17.6%                                     | 10           | 384,500               | 373,300              | 2.3%                      | 0            | N/A                   | 0            | N/A                   | . 0          | N/A                   |
| Sharman County                      | 10              | 0            | 4                             | 0             | -100.09/                       | 4            | 27 500                | 0                       | 0            | 0             | -100.09/                                   | 4            | 27 500                | 27 500               | 14.00/                    | 0            | NI/A                  | 0            | NI/A                  | 0            | NI/A                  |
| Sherman County                      | 12              | 2            | 1                             | 0             | -100.0%                        | 1            | 37,500                | 8                       | 2            | 15            | -100.0%                                    | 1            | 37,500                | 37,500               | 14.8%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |



## Columbia Basin



RESIDENTIAL REVIEW: Columbia Basin, Oregon

January 2008 Reporting Period

## Residential Market **Highlights**

|      | olumbia Basir<br>egon | <b>1,</b> New Listings | Pending<br>Sales |    | Average<br>Sale Price | Median<br>Sale Price | 7.1 |
|------|-----------------------|------------------------|------------------|----|-----------------------|----------------------|-----|
| 2008 | January               | 92                     | 37               | 30 | 159,200               | 136,500              | 116 |
| 20   | Year-to-Date          | 92                     | 37               | 30 | 159,200               | 136,500              | 116 |
| 07   | January               | 59                     | 23               | 25 | 137,400               | 117,000              | 115 |
| 20   | Year-to-Date          | 59                     | 23               | 25 | 137,400               | 117,000              | 115 |

Note: Statistics for the Columbia Basin region did not include sales data for much of areas 435 and 436 until December 2007, which is when the Umatilla County Board of Realtors® joined RMLS™.

### **January Residential Highlights**

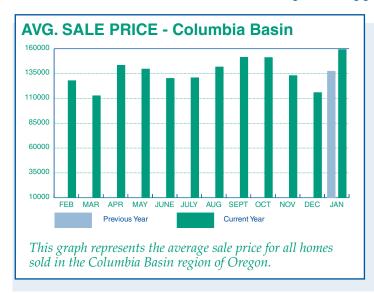
When comparing January 2008 to the same month in 2007, closed sales grew 20% and pending sales also increased 60.9%. New listings also jumped 55.9%.

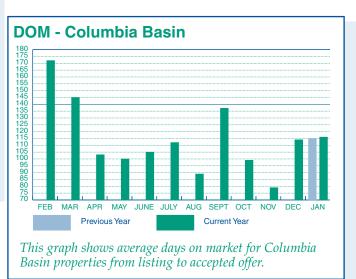
### **Appreciation**

Comparing the last twelve months ending in January with the twelve immediately prior, the average sale price increased 7% (\$135,900 v. \$127,000), while the median sale price rose 7.5% (\$126,800 v. 118,000).

#### **New Construction in 2007**

There was a 75% jump in homes sold that were listed as under construction, proposed or new construction in the Columbia Basin region in 2007 (56 v. 32). On the other hand, the average sale price decreased 6% (\$165,700 v. \$177,000) and the median sale price dropped 7% (\$170,000 v. \$182,100).





## **AREA REPORT • 1/2008 • Columbia Basin**

|                       |                 |              |                               |               |                                |              | ı                     | RESID                   | ENTIA        | L             |                                |              |                       |                      |                           | COM          | MERCIAL               | L            | AND                   | MULT         | TIFAMILY              |
|-----------------------|-----------------|--------------|-------------------------------|---------------|--------------------------------|--------------|-----------------------|-------------------------|--------------|---------------|--------------------------------|--------------|-----------------------|----------------------|---------------------------|--------------|-----------------------|--------------|-----------------------|--------------|-----------------------|
|                       |                 |              |                               | Cur           | rent Month                     | 1            |                       |                         |              |               | Yea                            | -To-Da       | ate                   |                      |                           | Yea          | r-To-Date             | Year         | -To-Date              | Year-        | -To-Date              |
|                       | Active Listings | New Listings | Expired/<br>Canceled Listings | Pending Sales | Pending Sales<br>2008 v. 2007² | Closed Sales | Average<br>Sale Price | Average<br>Market Time¹ | New Listings | Pending Sales | Pending Sales<br>2008 v. 2007² | 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 |
| Arlington/North       | 12              | 2            | 1                             | 0             | -100.0%                        | 0            | N/A                   | N/A                     | 2            | 0             | -100.0%                        | 0            | N/A                   | N/A                  | -6.7%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Condon/South          | 7               | 1            | 3                             | 0             | N/A                            | 1            | 119,500               | 378                     | 1            | 0             | N/A                            | 1            | 119,500               | 119,500              | 16.2%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Gilliam Co. Total     | 19              | 3            | 4                             | 0             | N/A                            | 1            | 119,500               | 378                     | 3            | 0             | N/A                            | 1            | 119,500               | 119,500              | -6.1%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
|                       |                 |              |                               |               |                                |              |                       |                         |              |               |                                |              |                       |                      |                           |              |                       |              |                       |              |                       |
| Boardman/Northeast    | 13              | 4            | 0                             | 2             | N/A                            | 0            | N/A                   | N/A                     | 4            | 2             | N/A                            | 0            | N/A                   | N/A                  | -4.3%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Irrigon               | 27              | 3            | 6                             | 2             | N/A                            | 2            | 91,000                | 90                      | 3            | 2             | N/A                            | 2            | 91,000                | 91,000               | 12.6%                     | 0            | N/A                   | 1            | 40,000                | 0            | N/A                   |
| lone lone             | 1               | 0            | 0                             | 0             | N/A                            | 0            | N/A                   | N/A                     | 0            | 0             | N/A                            | 0            | N/A                   | N/A                  | 341.7%                    | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Lexington             | 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                   |
| Heppner/South         | 13              | 2            | 2                             | 1             | N/A                            | 1            | 52,000                | 313                     | 2            | 1             | N/A                            | 1            | 52,000                | 52,000               | 142.6%                    | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Morrow Co. Total      | 54              | 9            | 8                             | 5             | N/A                            | 3            | 78,000                | 164                     | 9            | 5             | N/A                            | 3            | 78,000                | 65,500               | 12.1%                     | 0            | N/A                   | 1            | 40,000                | 0            | N/A                   |
|                       |                 |              |                               |               |                                |              |                       |                         |              |               |                                |              |                       |                      |                           |              |                       |              |                       |              |                       |
| Umatilla Umatilla     | 32              | 10           | 2                             | 1             | -75.0%                         | 3            | 96,500                | 47                      | 10           | 1             | -75.0%                         | 3            | 96,500                | 97,500               | -4.3%                     | 0            | N/A                   | 1            | 40,000                | 0            | N/A                   |
| Hermiston             | 123             | 43           | 25                            | 15            | -11.8%                         | 9            | 161,500               | 102                     | 43           | 15            | -11.8%                         | 9            | 161,500               | 146,900              | 5.5%                      | 1            | 365,000               | 0            | N/A                   | 2            | 206,300               |
| Stanfield             | 9               | 4            | 2                             | 1             | N/A                            | 2            | 99,700                | 35                      | 4            | 1             | N/A                            | 2            | 99,700                | 99,700               | 19.5%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Echo                  | 4               | 0            | 2                             | 0             | N/A                            | 0            | N/A                   | N/A                     | 0            | 0             | N/A                            | 0            | N/A                   | N/A                  | 88.5%                     | 0            | N/A                   | 0            | N/A                   | 0            | N/A                   |
| Pendleton City Limits | 72              | 11           | 63                            | 11            | 1000.0%                        | 11           | 215,000               | 124                     | 11           | 11            | 1000.0%                        | 11           | 215,000               | 171,000              | 10.1%                     | 0            | N/A                   | 3            | 21,000                | 1            | 69,000                |
| Pendleton/Other       | 55              | 12           | 33                            | 4             | N/A                            | 1            | 115,000               | 111                     | 12           | 4             | N/A                            | 1            | 115,000               | 115,000              | 2.3%                      | 0            | N/A                   | 3            | 48,300                | 0            | N/A                   |
| Umatilla Co. Total    | 295             | 80           | 127                           | 32            | N/A                            | 26           | 170,100               | 96                      | 80           | 32            | N/A                            | 26           | 170,100               | 143,800              | 6.3%                      | 1            | 365,000               | 7            | 35,400                | 3            | 160,500               |



# Columbia Basin NEW LISTINGS & CLOSED SALES

This graph shows the new residential listings and closed sales in the Columbia Basin region of Oregon.



## Union & Baker Counties



RESIDENTIAL REVIEW: Union & Baker Counties, Oregon

January 2008 Reporting Period

## Residential Market **Highlights**

|    | nion County,<br>regon | New<br>Listings |     |     |         |         | 7.1 |
|----|-----------------------|-----------------|-----|-----|---------|---------|-----|
| 80 | January               | 31              | 15  | 14  | 128,900 | 120,800 | 66  |
| 20 | Year-to-Date          | 31              | 15  | 14  | 128,900 | 120,800 | 66  |
| 07 | December              | 15              | 12  | 15  | 154,700 | 160,500 | 85  |
| 20 | Year-to-Date          | 473             | 274 | 277 | 156,500 | 127,000 | 47  |

| Baker County,<br>Oregon |              | New<br>Listings |     |     | Average<br>Sale Price |         | 7.1 |
|-------------------------|--------------|-----------------|-----|-----|-----------------------|---------|-----|
| 80                      | January      | 24              | 5   | 10  | 171,800               | 146,000 | 84  |
| 20                      | Year-to-Date | 24              | 5   | 10  | 171,800               | 146,000 | 84  |
| 20                      | December     | 9               | 8   | 12  | 178,400               | 200,000 | 108 |
| 20                      | Year-to-Date | 335             | 213 | 215 | 145,600               | 115,000 | 66  |

### **Union Co: Month-to-Month Highlights**

Compared to December 2007, new listings jumped 106.7% and pending sales rose 25%. Closed sales, however, dropped 6.7% in January 2008.

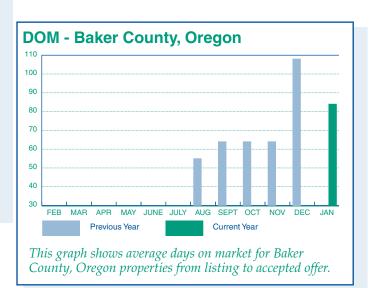
At the month's rate of sales, the 114 active residential listings in Union County would last approximately 8.1 months.

#### AVG. SALE PRICE - Union County, Oregon 200000 190000 180000 170000 160000 150000 140000 130000 120000 110000 100000 JUNE JULY AUG Previous Year Current Year This graph represents the average sale price for all homes sold in Union County, Oregon.

### **Baker Co: Month-to-Month Highlights**

A comparison of January 2008 with December 2007 reveals a 166.7% rise in new listings. On the other hand, pending and closed sales decreased 37.5% and 16.7%, respectively.

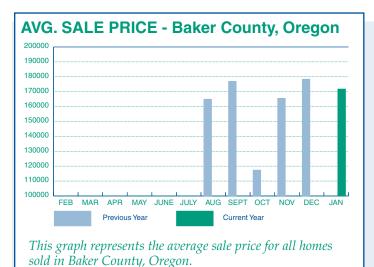
At the month's rate of sales, the 106 active residential listings in Baker County would last approximately 10.6 months.

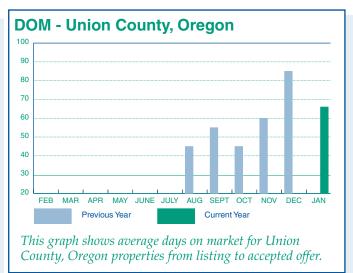


## AREA REPORT • 1/2008 • Union & Baker Co.

|   |                 |              |                               |               |                                |              |                       | RESID                   | DENTIA | L             |                                |              |                       |                      |                           | СОМ          | MERCIAL               | L            | AND                   | MULT         | TIFAMIL               |
|---|-----------------|--------------|-------------------------------|---------------|--------------------------------|--------------|-----------------------|-------------------------|--------|---------------|--------------------------------|--------------|-----------------------|----------------------|---------------------------|--------------|-----------------------|--------------|-----------------------|--------------|-----------------------|
|   |                 |              |                               | Cur           | rent Month                     | 1            |                       |                         |        |               | Yea                            | -To-D        | ate                   |                      |                           | Year-To-Date |                       | Year-To-Date |                       | Year-To-Date |                       |
|   | Active Listings | New Listings | Expired/<br>Canceled Listings | Pending Sales | Pending Sales<br>2008 v. 2007² | Closed Sales | Average<br>Sale Price | Average<br>Market Time¹ |        | Pending Sales | Pending Sales<br>2008 v. 2007² | 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>Sala Price |
| Cove  | 8               | 2            | 2                             | 1             | N/A                            | 1            | 155,000               | 63                      | 2      | 1             | N/A                            | 1            | 155,000               | 155,000              | N/A                       | 0            | N/A                   | 1            | 105,000               | 0            | N/                    |
| Elgin   | 18              | 7            | 4                             | 1             | N/A                            | 1            | 64,000                | 111                     | 7      | 1             | N/A                            | 1            | 64,000                | 64,000               | N/A                       | 0            | N/A                   | 0            | N/A                   | 0            | N/                    |
| Imbler  | 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                     |
| La Grande/Island City                                     | 71              | 17           | 8                             | 10            | N/A                            | 8            | 133,400               | 58                      | 17     | 10            | N/A                            | 8            | 133,400               | 120,800              | N/A                       | 0            | N/A                   | 0            | N/A                   | 0            | N                     |
| North Powder  | 3               | 1            | 1                             | 0             | N/A                            | 0            | N/A                   | N/A                     | 1      | 0             | N/A                            | 0            | N/A                   | N/A                  | N/A                       | 0            | N/A                   | 0            | N/A                   | 0            | N                     |
| Summerville   | 6               | 1            | 1                             | 0             | N/A                            | 1            | 257,000               | 24                      | 1      | 0             | N/A                            | 1            | 257,000               | 257,000              | N/A                       | 0            | N/A                   | 0            | N/A                   | 0            | N                     |
| Union   | 8               | 3            | 2                             | 3             | N/A                            | 3            | 87,300                | 89                      | 3      | 3             | N/A                            | 3            | 87,300                | 60,000               | N/A                       | 1            | 60,000                | 1            | 33,000                | 0            | N                     |
| Union Co. Total   | 114             | 31           | 18                            | 15            | N/A                            | 14           | 128,900               | 66                      | 31     | 15            | N/A                            | 14           | 128,900               | 120,800              | N/A                       | 1            | 60,000                | 2            | 69,000                | 0            | N                     |
|   |                 |              |                               |               |                                |              |                       |                         |        |               |                                |              |                       |                      |                           |              |                       |              |                       |              |                       |
| Baker City/Keating  | 76              | 20           | 8                             | 5             | N/A                            | 10           | 171,800               | 84                      | 20     | 5             | N/A                            | 10           | 171,800               | 146,000              | N/A                       | 0            | N/A                   | 1            | 405,000               | 0            | N,                    |
| Haines/Anthony Lk/<br>Muddy Crk<br>Sumpter/McEwen/Bourne/ | 5               | 0            | 0                             | 0             | N/A                            | 0            | N/A                   | N/A                     | 0      | 0             | N/A                            | 0            | N/A                   | N/A                  | N/A                       | 0            | N/A                   | 1            | 26,500                | 0            | N                     |

| Baker City/Keating                          | 76  | 20 | 8  | 5 | N/A | 10 | 171,800 | 84  | 20 | 5 | N/A | 10 | 171,800 | 146,000 | N/A | 0 | N/A | 1 | 405,000 | 0 | N/A |
|---|-----|----|----|---|-----|----|---------|-----|----|---|-----|----|---------|---------|-----|---|-----|---|---------|---|-----|
| Haines/Anthony Lk/ Muddy Crk                | 5   | 0  | 0  | 0 | N/A | 0  | N/A     | N/A | 0  | 0 | N/A | 0  | N/A     | N/A     | N/A | 0 | N/A | 1 | 26,500  | 0 | N/A |
| Sumpter/McEwen/Bourne/ Phillips Lk/ Granite | 7   | 1  | 1  | 0 | N/A | 0  | N/A     | N/A | 1  | 0 | N/A | 0  | N/A     | N/A     | N/A | 0 | N/A | 1 | 210,000 | 0 | N/A |
| Unity/Hereford                              | 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 | 1 | 45,000  | 0 | N/A |
| Huntington/Lime                             | 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 |
| Durkee/Pleasant Valley                      | 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 |
| Richland/New Bridge                         | 10  | 1  | 1  | 0 | N/A | 0  | N/A     | N/A | 1  | 0 | N/A | 0  | N/A     | N/A     | N/A | 0 | N/A | 0 | N/A     | 0 | N/A |
| Halfway/Cornucopia                          | 8   | 2  | 0  | 0 | N/A | 0  | N/A     | N/A | 2  | 0 | N/A | 0  | N/A     | N/A     | N/A | 0 | N/A | 0 | N/A     | 0 | N/A |
| Oxpow                                       | 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 |
| Baker Co. Total                             | 106 | 24 | 10 | 5 | N/A | 10 | 171,800 | 84  | 24 | 5 | N/A | 10 | 171,800 | 146,000 | N/A | 0 | N/A | 4 | 171,600 | 0 | N/A |





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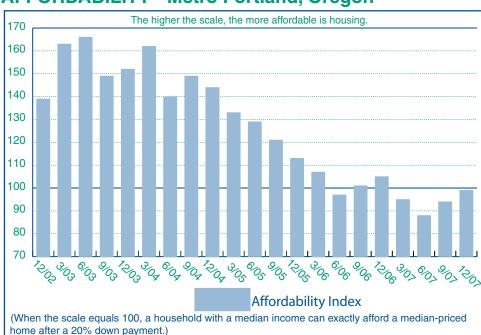
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### **APPRECIATON - Metro Portland, Oregon**

Average Sale Price Appreciation: 6.1% (\$343,900 v. \$324,100) Median Sale Price Appreciation: 6.1% (\$289,900 v. \$273,200)

<sup>3</sup> Appreciation percents based on a comparison of average/median price for the last 12 months (2/1/07-1/31/08) with 12 months before (2/1/06-1/31/07).

### **AFFORDABILITY - Metro Portland, Oregon**



\*Note: HUD has recently changed the way that information for median income is gathered. For more information, visit: http://www.huduser.org/datasets/il/il07/lncomeLimitsBriefingMaterial.pdf.



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