

MARKET ACTION

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

RESIDENTIAL REVIEW: Metro Portland, Oregon

March 2003 Reporting Period

March Residential Highlights

Who wants to sell their house? Everybody? Well, not exactly, but many more folks than last year. As you can see in the table below, the number of new listings for the Portland metro area jumped by 11.5% in March 2003, over March 2002. You might think that would mean more listings on the market, but accepted offers and closed sales also increased. In fact, 13.3% more offers were accepted in March 2003 than March 2002. Closed sales grew by 6.0%.

Taking the closed sales for the month and comparing it to the number of active residential listings at month's end (9,911), we arrive at an inventory of 4.6 months (see table to the right). That is how long the area's listings would last with no new entries and a constant rate of sales.

First Quarter Report

The first quarter of 2003 is the year to date, and can be examined using the Year To Date rows of the table below. It shows that 8.4% more new listings were added during Quarter One, 2003, compared to Quarter One, 2002. At the same time, pending sales have grown by 10.5%. In fact, all categories show increases over 2002, with closed sales getting in on the act by a 5.1% rise.

Appreciation

The average sales price during the 12 months ending in March 2003 was \$212,200—an increase of 5.0% over the \$202,100 for the 12 months ending in March 2002. Median sales price also shows appreciation, rising by 4.7% (\$178,000 v. \$170,000)

TABLE OF CONTENTS

Portland Metro Area	1-3
Portland Metro/Clark County	4-5
Clark County, WA	6-7
Lane County, OR	8-9
Douglas & Coos Co., OR	10-11

Available Inventory in Months

	2001	2002	2003
January	8.5	6.4	6.1
February	8.1	6.1	5.8
March	4.9	4.9	4.6
April	5.4	4.7	
May	4.8	4.1	
June	4.5	4.4	
July	5.0	4.7	
August	4.7	4.5	
September	6.1	5.4	
October	5.4	4.7	
November	6.2	5.0	
December	5.7	4.3	

Residential Market Highlights

	Metro Portland Oregon	New Listings	Pending Sales	Closed Sales	Average Sales Price	Median Sales Price	Average Market Time*
THIS YEAR	March 2003	4,135	2,924	2,175	211,200	180,400	75
	Year To Date	11,893	7,592	5,657	210,700	179,900	74
LAST YEAR	March 2002	3,710	2,582	2,052	203,100	172,000	75
	Year To Date	10,970	6,874	5,383	202,700	172,000	76

AREA REPORT • 3/2003

Metro Portland, Oregon

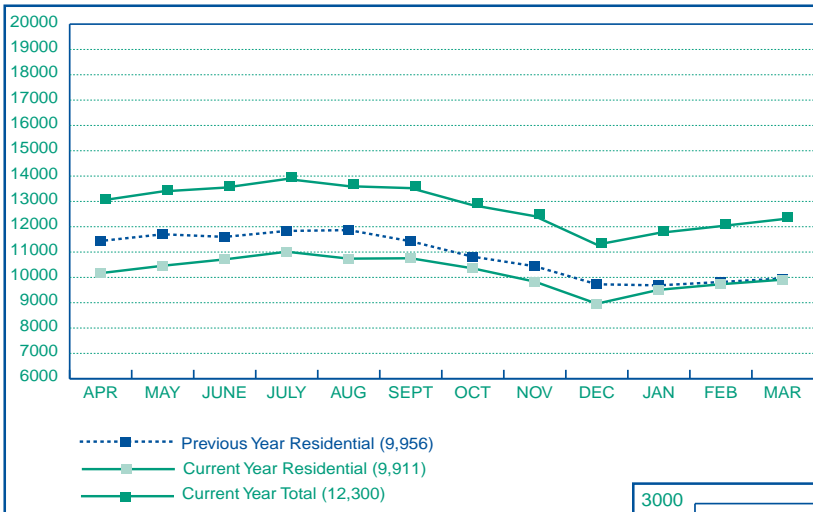
	RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY	
	Current Month									Year-To-Date						Year-To-Date		Year-To-Date		Year-To-Date	
	Active Listings	New Listings	Expired Listings	Pending Sales	Pending Sales 2003 v. 2002**	Closed Sales	Average Sales Price	Average Market Time*	New Listings	Pending Sales	Pending Sales 2003 v. 2002**	Closed Sales	Average Sales Price	Median Sales Price	Appreciation***	Closed Sales	Average Sales Price	Closed Sales	Average Sales Price	Closed Sales	Average Sales Price
NORTH PORTLAND	226	161	38	108	-4.4%	77	151,300	75	417	273	-8.7%	203	148,700	142,000	5.9%	3	167,300	10	57,500	14	232,100
NE PORTLAND	653	434	101	290	5.1%	195	195,500	49	1125	742	1.6%	565	191,700	170,000	5.2%	7	312,900	13	84,300	32	236,000
SE PORTLAND	959	516	190	371	12.4%	267	172,400	51	1487	972	13.7%	761	176,100	159,600	6.3%	13	293,500	34	88,300	44	312,100
GRESHAM/TROUTDALE	663	279	79	219	23.7%	134	173,600	73	838	515	18.7%	384	177,200	165,000	1.4%	2	241,000	30	110,000	13	201,200
MILWAUKIE/CLACKAMAS	656	269	81	206	16.4%	151	210,700	71	801	518	20.7%	386	209,100	185,300	7.1%	2	497,500	30	104,600	6	280,600
OREGON CITY/CANBY	535	199	61	143	27.7%	98	208,100	76	573	351	15.5%	265	202,400	180,000	3.6%	1	105,000	30	143,800	3	175,200
LAKE OSWEGO/WEST LINN	706	248	109	190	21.0%	130	285,800	107	756	477	11.4%	345	304,900	244,500	4.4%	0	N/A	5	206,200	2	281,200
WEST PORTLAND	948	363	99	232	5.5%	199	315,300	68	1087	647	11.6%	458	317,100	255,800	11.4%	3	222,700	15	152,600	15	327,000
NORTHWEST WA. COUNTY	388	160	43	124	29.2%	83	277,100	77	465	304	-8.7%	192	274,300	247,000	3.9%	0	N/A	4	186,500	3	261,500
BEAVERTON/ALOHA	733	335	89	261	13.5%	237	202,100	73	1089	756	20.2%	568	196,500	175,000	3.3%	2	190,000	7	175,300	13	415,600
TIGARD/WILSONVILLE	816	402	84	283	10.5%	188	231,300	71	1016	685	2.9%	503	238,800	218,000	6.2%	0	N/A	12	224,100	4	271,400
HILLSBORO/FOREST GROVE	679	272	81	190	0.0%	181	188,600	65	772	538	12.6%	388	193,700	177,700	5.4%	4	210,500	18	200,800	14	198,300
MT. HOOD: GOV CAMP/WEMME	115	29	11	8	-50.0%	9	154,500	132	83	32	-33.3%	34	163,600	152,800	-12.8%	0	N/A	10	56,000	0	N/A
COLUMBIA COUNTY	445	115	41	72	1.4%	52	156,500	121	324	201	-2.4%	154	160,900	150,000	3.8%	1	344,000	25	68,300	2	277,500
YAMHILL COUNTY	532	163	53	106	16.5%	92	161,000	130	464	284	18.8%	231	165,200	147,000	3.5%	7	190,400	31	87,600	8	208,700
MARION/POLK COUNTIES	382	117	44	81	88.4%	45	192,600	102	334	184	36.3%	128	184,500	147,000	11.6%	2	838,600	11	156,100	1	129,000
NO. COASTAL COUNTIES	475	73	27	40	48.1%	37	183,000	137	262	113	39.5%	92	165,000	133,800	10.8%	2	477,500	30	95,000	1	120,000

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

**Percent change in number of pending sales this year compared to last year. In Monthly section, comparison is March 2003 with March 2002. Year-To-Date also compares March 2003 with March 2002.

*** Appreciation percents based on a comparison of average price for the last 12 months with 12 months before (4/1/02 - 3/31/03 with 4/1/01 - 3/31/02).

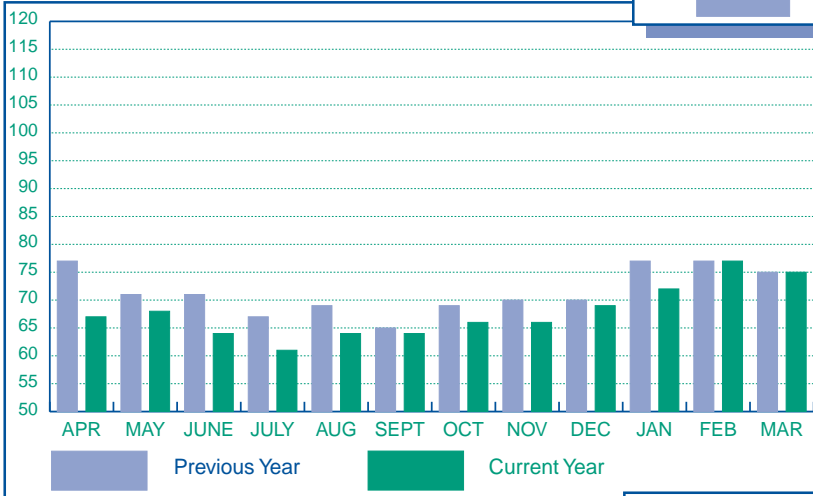
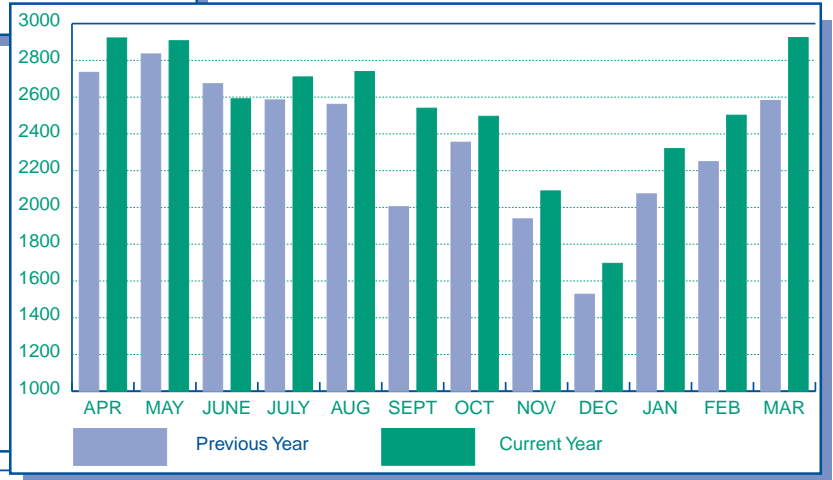
Market Action



PENDING SALES

Metro Portland, Oregon

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



DAYS ON MARKET

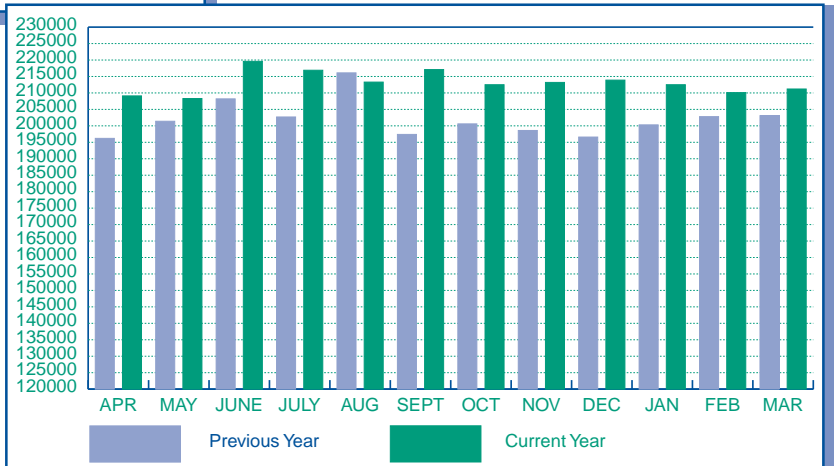
Metro Portland, Oregon

This graph shows average days on market for sales in the Portland, Oregon metropolitan area. (See footnote on page 1.)

AVERAGE SALES PRICE

Metro Portland, Oregon

This graph represents the average sales price for all homes sold in the Portland, Oregon metropolitan area.

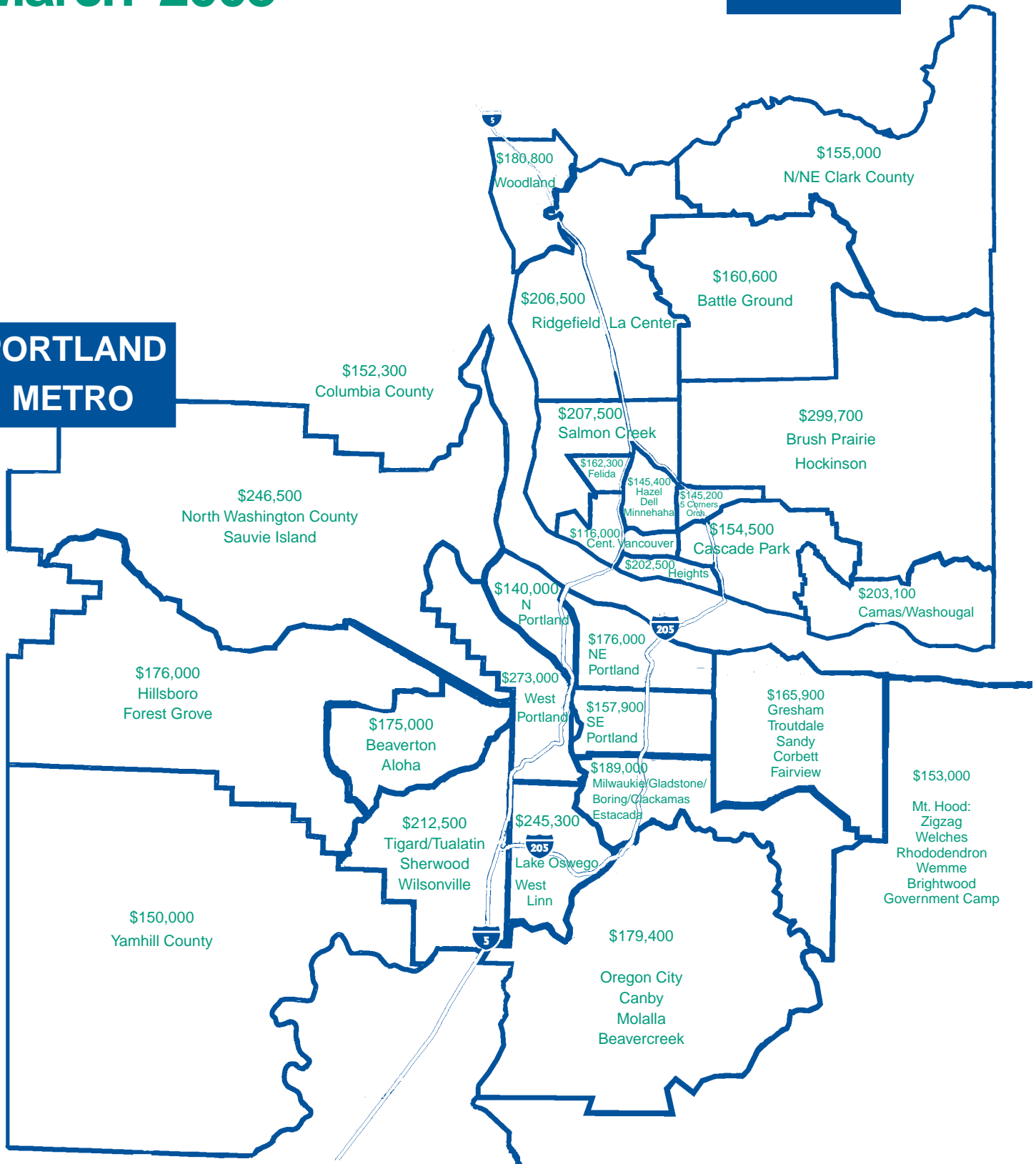


MEDIAN SALES PRICE

March 2003

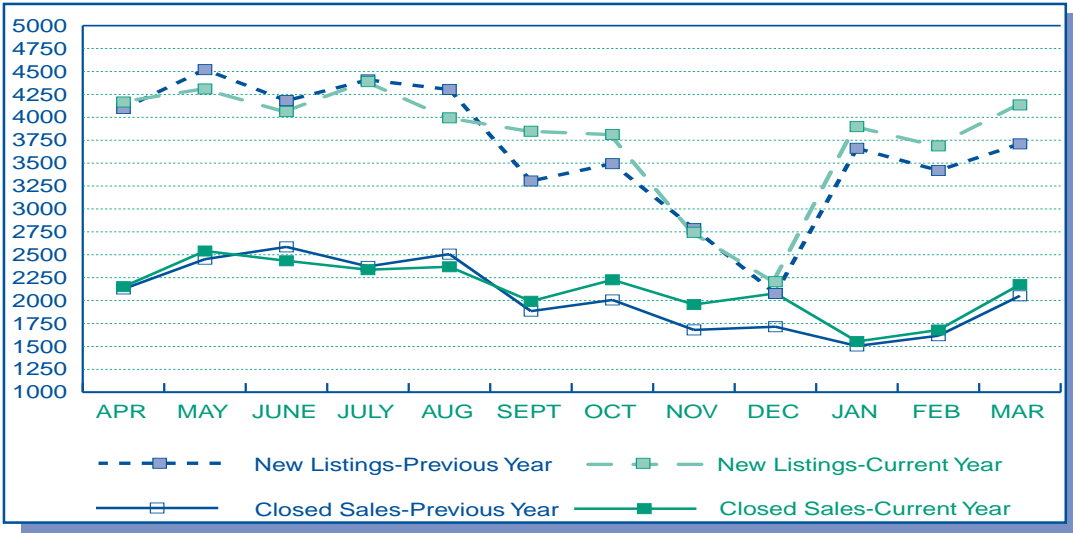
CLARK COUNTY

PORTLAND METRO



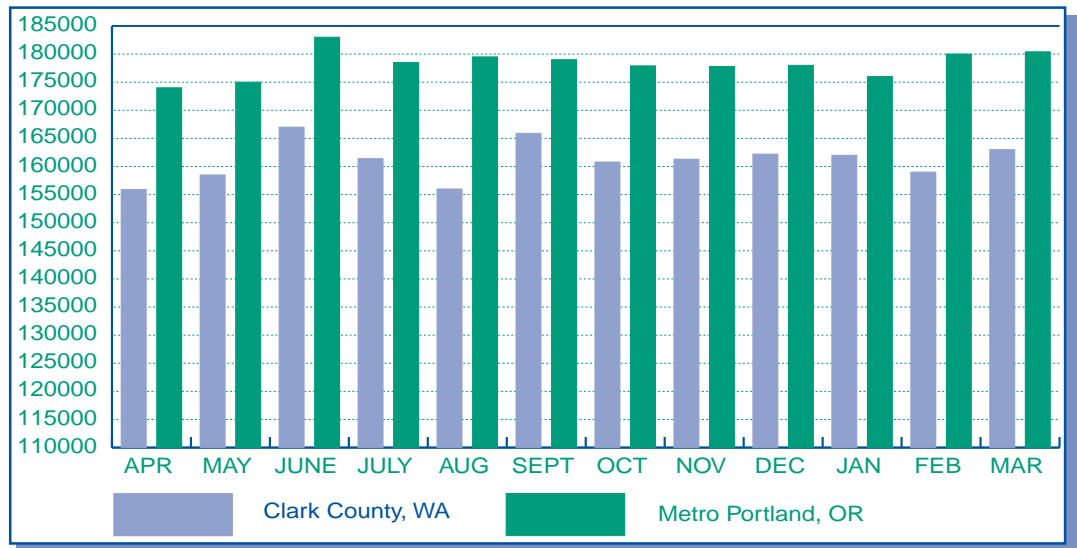
**PORTLAND, OR
NEW LISTINGS &
CLOSED SALES**

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



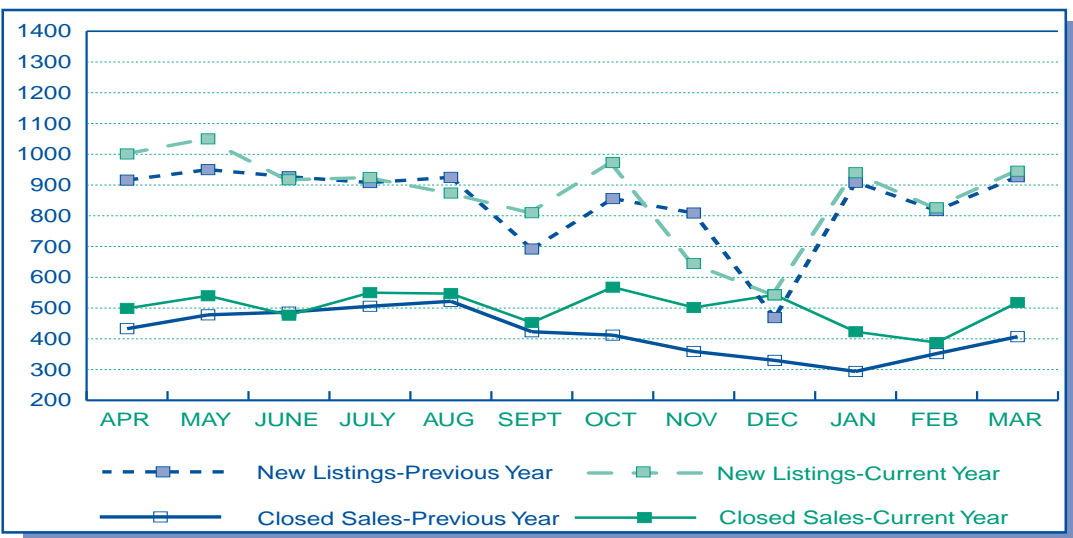
**PORTLAND, OR &
CLARK COUNTY, WA
MEDIAN
SALES PRICE**

This graph shows the median sales price over the past 12 months in the greater Portland, Oregon metro area and Clark County, Washington



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

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





Clark County



RESIDENTIAL REVIEW: Clark County, Washington

March 2003 Reporting Period

Residential Market Highlights

	Clark County Washington	New Listings	Pending Sales	Closed Sales	Average Sales Price	Median Sales Price	Average Market Time*
THIS YEAR	March 2003	945	762	518	190,700	163,000	75
	Year To Date	2,752	1,968	1,386	185,700	161,500	79
LAST YEAR	March 2002	927	592	407	181,000	155,000	82
	Year To Date	2,674	1,514	1,123	180,000	154,500	81

March Residential Highlights

Accept! Close! Accept! Close! Perhaps you heard these sounds coming from the Clark County market in March. Comparing March 2003 to March 2002 (see table above), accepted offers rose 28.7%. Those offers were kept company by the number of closed sales, which rose by a similar percentage (27.3%). But, what about new listings in all that ruckus? There were more of them as well; 1.9% more, as a matter of fact.

At month's end Clark County had 2,339 active residential listings. They would last 4.5 months at the rate of sales achieved in March—more than 2 months less than March of previous years (see table to right).

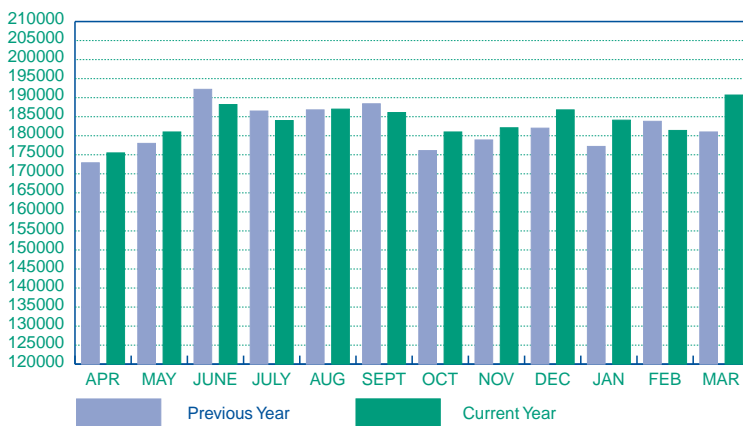
First Quarter Report

Compared to 2002, the first quarter of 2003 mirrors the trends shown during March (see Year To Date rows of the table above). New listings are up by 2.9%. Pending sales (accepted offers) are up by 30%. Closed sales are up by 23.4%.

Available Inventory in Months

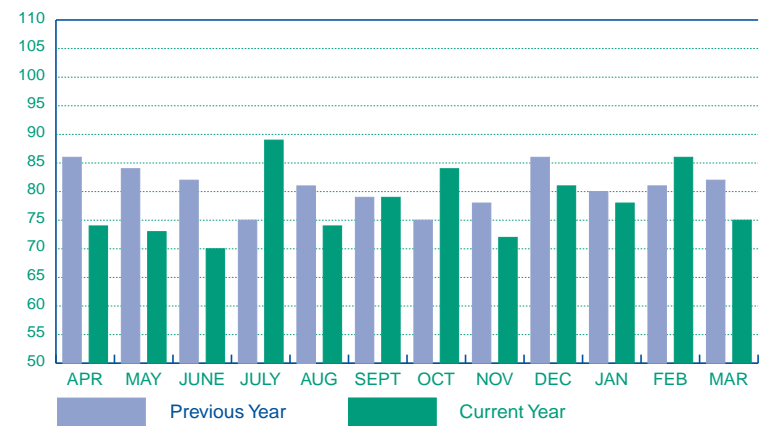
	2001	2002	2003
January	11.0	9.0	5.8
February	9.7	7.6	6.1
March	6.9	6.7	4.5
April	7.1	5.6	
May	6.4	5.5	
June	6.1	6.2	
July	5.9	5.3	
August	5.7	5.2	
September	6.9	6.0	
October	6.8	4.8	
November	7.6	5.3	
December	7.9	4.3	

AVERAGE SALES PRICE - Clark County, WA



This graph represents the average sales price for all homes sold in Clark County, Washington.

DAYS ON MARKET - Clark County, WA



This graph shows average days on market for Clark County, Washington properties from listing to accepted offer. (See footnote on page 1.)

Market Action

AREA REPORT • 3/2003

Clark County, Washington

	RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY	
	Monthly								Year-To-Date							Year-To-Date		Year-To-Date		Year-To-Date	
	Active Listings	New Listings	Expired Listings	Pending Sales	Pending Sales 2003 v. 2002**	Closed Sales	Average Sales Price	Average Market Time*	New Listings	Pending Sales	Pending Sales 2003 v. 2002**	Closed Sales	Average Sales Price	Median Sales Price	Appreciation**	Closed Sales	Average Sales Price	Closed Sales	Average Sales Price	Closed Sales	Average Sales Price
11- Downtown Vanc	91	42	1	22	37.5%	14	134,800	95	104	52	40.5%	34	137,100	130,300	3.0%	0	N/A	0	N/A	3	161,800
12- NW Heights	66	26	11	19	-13.6%	15	116,300	95	91	52	6.1%	34	112,000	107,300	6.0%	1	270,000	2	17,100	4	168,000
13- SW Heights	37	12	3	8	33.3%	11	214,700	83	34	30	57.9%	18	187,900	161,000	-20.8%	0	N/A	0	N/A	0	N/A
14- Lincoln/Hazel Dell	34	18	6	15	36.4%	12	122,200	54	50	39	39.3%	27	136,400	143,400	-1.9%	1	117,000	1	65,000	2	120,200
15- E Hazel Dell	77	28	6	29	61.1%	28	133,100	61	102	78	34.5%	63	135,400	139,000	-2.9%	2	87,300	2	455,500	0	N/A
20- NE Heights	39	22	9	17	54.5%	11	147,100	55	67	51	15.9%	34	145,200	141,500	-7.3%	0	N/A	1	245,000	3	280,300
21- Orchards	70	39	7	29	45.0%	24	150,500	47	118	86	28.4%	60	150,800	141,300	1.1%	0	N/A	2	44,000	3	258,300
22- Evergreen	156	101	24	74	64.4%	62	155,300	54	255	200	46.0%	161	151,900	142,000	2.0%	0	N/A	30	91,900	5	166,400
23- E Heights	47	19	2	22	46.7%	11	249,900	96	60	47	27.0%	34	189,600	158,500	3.9%	0	N/A	0	N/A	2	168,300
24- Cascade Park	65	32	5	26	-23.5%	16	264,800	73	83	60	-10.4%	40	220,400	178,200	-3.2%	1	142,900	4	493,300	2	188,500
25- Five Corners	63	42	13	38	5.6%	17	153,800	68	116	82	9.3%	63	143,800	145,000	-2.6%	0	N/A	4	261,300	0	N/A
26- E Orchards	66	29	10	23	4.5%	21	194,300	46	101	80	8.1%	58	222,100	190,400	2.0%	0	N/A	0	N/A	0	N/A
27- Fishers Landing	88	48	7	39	44.4%	27	184,700	97	137	103	33.8%	84	192,500	179,400	4.7%	0	N/A	0	N/A	0	N/A
31- SE County	38	11	3	3	-25.0%	2	352,300	194	21	13	-7.1%	8	238,400	261,500	15.2%	0	N/A	10	75,000	0	N/A
32- Camas City	244	86	29	69	56.8%	42	272,100	96	221	162	42.1%	131	254,300	215,000	0.2%	0	N/A	21	98,600	4	168,500
33- Washougal	136	30	14	28	133.3%	16	144,300	70	107	76	90.0%	54	169,100	163,700	1.2%	0	N/A	40	80,400	5	160,700
41- N Hazel Dell	93	50	12	35	52.2%	32	189,300	67	124	102	61.9%	72	192,200	171,800	13.2%	0	N/A	4	98,700	0	N/A
42- S Salmon Crk.	51	16	5	32	3.2%	20	182,100	48	72	75	-14.8%	43	177,200	164,900	4.0%	0	N/A	1	62,900	0	N/A
43- N Felida	111	48	10	59	55.3%	27	203,000	101	168	135	68.8%	65	212,500	216,000	-1.6%	0	N/A	5	97,400	0	N/A
44- N Salmon Crk.	81	28	6	24	14.3%	16	247,300	68	92	51	8.5%	31	228,100	185,000	10.4%	0	N/A	3	237,800	0	N/A
50- Ridgefield	11	4	2	2	0.0%	3	219,300	61	17	12	140.0%	5	192,600	154,900	19.5%	0	N/A	2	62,000	0	N/A
51- W of I-5 County	26	6	2	5	N/A	5	306,900	55	19	15	150.0%	11	274,500	291,000	-1.6%	0	N/A	5	219,400	0	N/A
52-NW E of I-5 County	46	9	8	7	0.0%	10	246,400	133	31	24	50.0%	22	263,200	245,000	-5.7%	0	N/A	6	139,200	0	N/A
61- Battleground	123	80	18	57	159.1%	25	160,400	37	210	147	182.7%	96	165,700	152,000	-7.8%	0	N/A	12	96,000	3	205,600
62- Brush Prairie	140	46	20	28	-6.7%	16	349,200	80	124	64	0.0%	49	265,200	255,000	-0.6%	0	N/A	12	122,800	0	N/A
63- East County	2	0	1	1	N/A	0	N/A	0	2	3	200.0%	2	256,300	256,300	-10.5%	0	N/A	0	N/A	0	N/A
64- Central County	16	5	1	6	0.0%	1	287,000	46	12	9	0.0%	5	259,100	287,000	7.5%	0	N/A	2	96,000	0	N/A
65- Mid-Central County	30	3	1	4	-33.3%	2	128,500	41	20	11	-31.3%	11	175,800	175,000	13.8%	0	N/A	2	94,800	0	N/A
66- Yacolt	22	5	1	3	N/A	6	236,700	199	19	17	240.0%	9	222,000	209,900	7.4%	0	N/A	3	97,300	0	N/A
70- La Center	36	10	2	6	0.0%	6	137,600	155	26	17	0.0%	11	158,800	152,900	-5.5%	0	N/A	9	72,800	0	N/A
71- N Central	34	11	4	4	300.0%	2	213,500	76	23	8	0.0%	7	239,700	226,600	3.2%	0	N/A	4	119,500	0	N/A
72- NE Corner	27	10	2	5	150.0%	8	136,900	117	28	16	60.0%	16	137,400	130,600	5.0%	0	N/A	2	51,200	0	N/A
80- Woodland City	37	10	2	6	100.0%	2	164,300	29	26	11	0.0%	5	157,200	157,900	10.7%	1	150,000	3	91,000	0	N/A
81- Woodland Area	43	7	3	8	60.0%	4	219,100	178	20	15	36.4%	9	192,400	186,500	-27.5%	0	N/A	6	45,100	0	N/A
82- Cowlitz County	93	12	11	9	-10.0%	4	183,400	70	52	25	66.7%	14	160,600	182,400	0.1%	2	400,000	3	75,800	4	227,300

*Due to possible reporting inconsistencies, Average Market Time should be used to analyze trends only. **Percent change in number of pending sales this year compared to last year. In Monthly section, comparison is March 2003 with March 2002. Year-To-Date compares March 2003 with March 2002.

***Appreciation percents based on a comparison of average price for the last 12 months with 12 months before (4/1/02 -3/31/03 with 4/1/01 - 3/31/02).



Lane County



RESIDENTIAL REVIEW: Lane County, Oregon

March 2003 Reporting Period

Residential Market Highlights

	Lane County Oregon	New Listings	Pending Sales	Closed Sales	Average Sales Price	Median Sales Price	Average Market Time*
THIS YEAR	March 2003	555	423	340	162,300	140,300	81
	Year To Date	1,542	1,109	888	159,300	140,000	81
LAST YEAR	March 2002	498	350	296	153,900	134,700	81
	Year To Date	1,528	1,001	754	152,700	133,800	84

March Residential Highlights

Who needs spring? It's already summer judging by the way the Lane County Market is heating-up. New listings are up by 11.5%, comparing March 2003 to March 2002. Which isn't so much compared to pending sales, up 20.9%, and is barely within range of closed sales, up 14.9%. Take a look at the table above for all of the details.

When March ended Lane County had 1,348 active residential listings. Given the rate of sales for the month, those listings would have lasted a mere 4.0 months (see table to right).

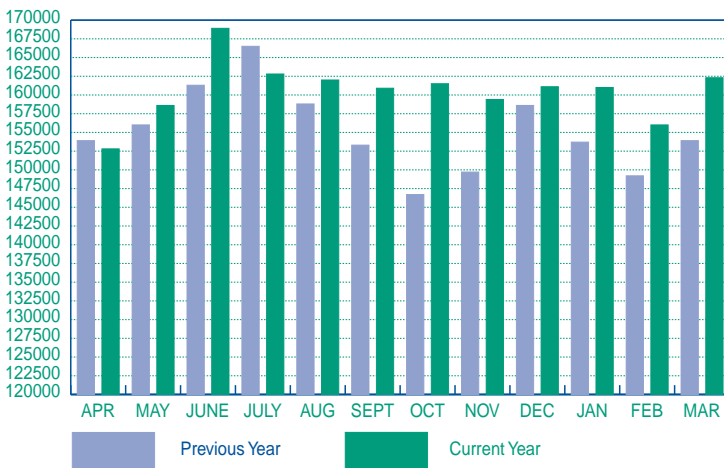
First Quarter Report

In the first quarter of 2003, new listings rose by 0.9% over the first quarter of 2002. Pending sales, at the same time, grew by 10.8%. Closed sales, meanwhile, increased by 17.8%. For all of the details, use the Year To Date rows of the table above.

Available Inventory in Months

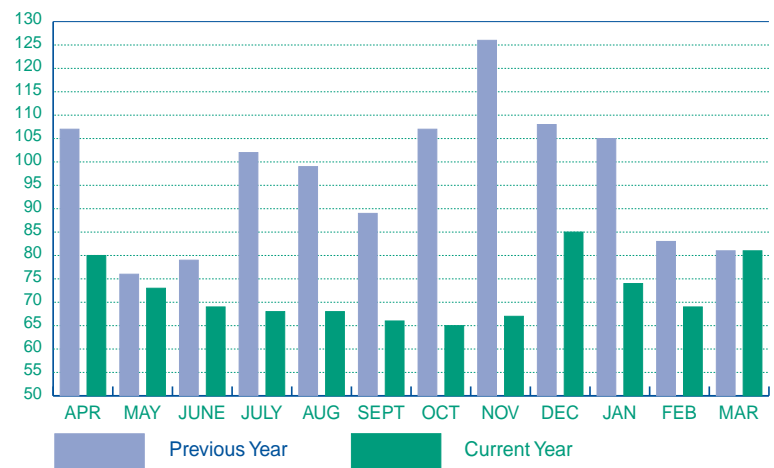
	2002	2003
January	7.5	5.5
February	7.1	5.3
March	5.5	4.0
April	5.9	
May	4.5	
June	4.8	
July	4.7	
August	4.3	
September	4.3	
October	3.9	
November	4.3	
December	4.0	

AVERAGE SALES PRICE - Lane County, OR



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

DAYS ON MARKET - Lane County, OR



This graph shows average days on market for Lane County, Oregon properties from listing to accepted offer. (See footnote on page 1.)

Market Action

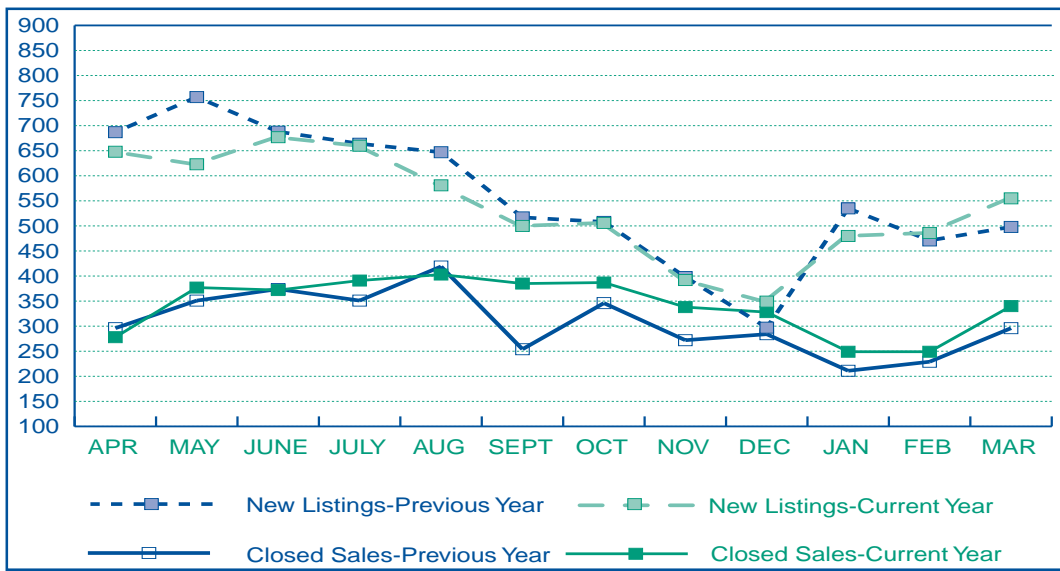
AREA REPORT • 3/2003 • Lane County, Oregon

	RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY	
	Monthly									Year-To-Date						Year-To-Date		Year-To-Date		Year-To-Date	
	Active Listings	New Listings	Expired Listings	Pending Sales	Pending Sales 2003 v. 2002 ²	Closed Sales	Average Sales Price	Average Market Time ¹	New Listings	Pending Sales	Pending Sales 2003 v. 2002 ²	Average Sales Price	Median Sales Price	Appreciation ³	Closed Sales	Average Sales Price	Closed Sales	Average Sales Price	Closed Sales	Average Sales Price	
HAYDEN BRIDGE ⁴	40	23	1	19	137.5%	11	126,500	58	50	46	31.4%	140,500	135,000	-11.0%	0	N/A	10	52,200	1	186,000	
MCKENZIE VALLEY	74	23	4	3	-62.5%	4	282,200	146	50	14	-22.2%	226,200	179,900	0.6%	0	N/A	4	193,000	0	N/A	
PLEASNT HLL/OAK	107	28	11	20	33.3%	21	119,500	126	68	45	15.4%	138,200	121,000	4.2%	0	N/A	7	150,600	0	N/A	
CRESWELL/DORENA/ COTTAGE GROVE	175	45	22	33	-26.7%	25	153,600	121	157	92	-14.0%	142,700	124,000	-7.0%	3	282,700	7	78,100	1	136,000	
VENETA/ELMIRA	80	24	9	10	233.3%	11	153,200	83	68	37	94.7%	138,000	131,000	-5.3%	2	116,000	0	N/A	2	168,800	
JUNCTION CITY	88	28	6	14	75.0%	11	150,800	68	75	46	12.2%	137,700	126,000	2.1%	0	N/A	0	N/A	0	N/A	
FLORENCE	7	1	1	1	N/A	3	130,300	111	6	6	N/A	123,900	118,500	11.4%	0	N/A	0	N/A	0	N/A	
THURSTON	98	45	5	37	-2.6%	28	129,700	80	138	100	16.3%	138,500	134,000	6.3%	0	N/A	5	62,400	6	169,400	
COBURG I-5	27	7	3	5	66.7%	4	188,600	94	22	12	-36.8%	169,300	172,200	-5.4%	0	N/A	2	275,000	0	N/A	
NORTH GILHAM	43	12	3	7	75.0%	9	218,100	71	38	30	20.0%	216,100	172,100	3.1%	0	N/A	12	125,800	0	N/A	
FERRY ST. BRG	76	49	4	25	-34.2%	34	208,800	78	116	80	-12.1%	203,100	163,500	10.0%	0	N/A	0	N/A	1	231,000	
EAST EUGENE	63	29	10	29	-17.1%	19	203,300	60	87	67	-20.2%	201,400	176,900	4.3%	1	330,000	5	124,900	1	335,000	
SW EUGENE	125	52	6	47	34.3%	36	212,100	67	159	108	-5.3%	223,200	180,500	13.5%	0	N/A	8	77,400	4	253,000	
WEST EUGENE	21	17	1	14	75.0%	18	129,000	40	47	45	66.7%	127,000	131,700	3.1%	1	250,000	1	48,000	5	199,900	
DANEBO	111	58	18	56	51.4%	35	131,300	58	151	125	27.6%	123,700	124,300	2.2%	0	N/A	3	27,700	4	170,700	
RIVER ROAD	39	21	8	17	6.3%	14	141,900	90	59	43	19.4%	144,600	143,400	9.6%	0	N/A	0	N/A	4	176,000	
SANTA CLARA	70	43	7	45	150.0%	30	181,200	69	121	112	36.6%	172,200	169,000	5.1%	0	N/A	2	49,000	4	162,800	
SPRINGFIELD	74	42	11	36	50.0%	23	111,600	121	110	91	33.8%	108,700	103,500	-5.3%	1	575,000	0	N/A	8	140,200	
MOHAWK VALLEY	30	8	0	5	150.0%	4	181,900	111	20	10	42.9%	178,500	143,900	-3.5%	0	N/A	1	95,000	0	N/A	

¹ Due to possible reporting inconsistencies, Average Market Time should be used to analyze trends only. ² Percent change in number of pending sales this year compared to last year. In Monthly section, comparison is March 2003 with March 2002. Year-To-Date compares March 2003 with March 2002.

³ Appreciation percents based on a comparison of average price for the last 12 months with 12 months before (4/1/02 - 3/31/03 with 4/1/01 - 3/31/02).

⁴ March 2003 is the first month statistics are grouped for the Hayden Bridge area. Previously, most of these listings were included in the Springfield area.



LANE COUNTY NEW LISTINGS & CLOSED SALES

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



Douglas & Coos Counties



RESIDENTIAL REVIEW: Douglas & Coos Counties, Oregon

March 2003 Reporting Period

Residential Market Highlights

		Douglas County Oregon	New Listings	Pending Sales	Closed Sales	Average Sales Price	Median Sales Price	Average Market Time*
THIS YEAR	March 2003		205	115	91	129,200	111,500	97
	Year To Date		543	305	248	132,100	117,300	276
LAST YEAR	March 2002		177	109	72	131,000	114,700	108
	Year To Date		524	276	190	129,100	113,200	118

		Coos County Oregon	New Listings	Pending Sales	Closed Sales	Average Sales Price	Median Sales Price	Average Market Time*
THIS YEAR	March 2003		103	77	54	135,100	101,800	147
	Year To Date		293	175	141	128,400	107,500	150
LAST YEAR	March 2002		85	63	55	106,600	95,000	156
	Year To Date		262	150	130	105,200	95,800	143

Douglas County March Residential Highlights

Comparing March 2003 to March 2002, Douglas County listed 15.8% more residential properties. The market also had 26.4% more closed sales. Pending sales came in third, rising by 5.5%.

First Quarter Report

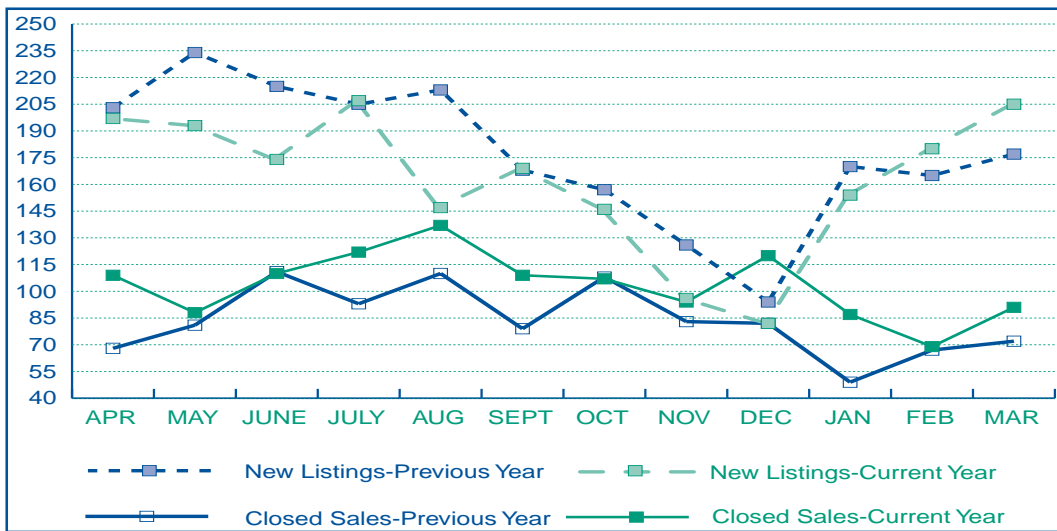
Quarter One, 2003, shows more of everything compared to Quarter One, 2002. New listings are up by 3.6%. Pending sales are up by 10.5%. Closed sales are up a staggering 30.5%.

Coos County March Residential Highlights

Coos County's market generated 21.2% more listings in March 2003 than in March 2002. Comparing the same periods, pending sales were up 22.2% and closed sales fell by 1.8%.

First Quarter Report

With the first quarter of 2003 past us, new listings increased by 11.8% over the first quarter of 2002. Pending sales rose by 16.7%. Closed sales closed the quarter up by 8.5% over Quarter One, 2002.



DOUGLAS COUNTY NEW LISTINGS & CLOSED SALES

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

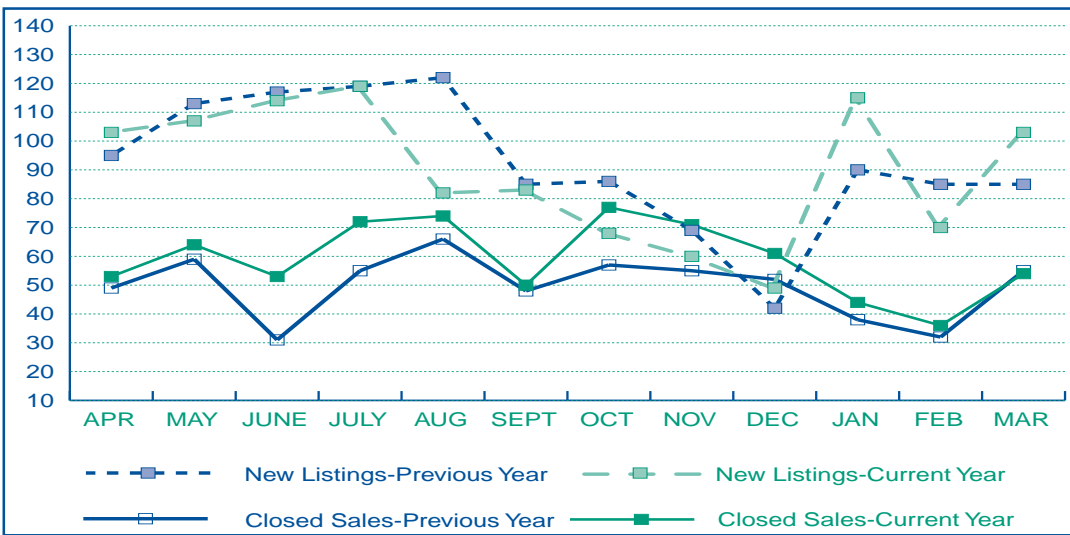
Market Action

AREA REPORT • 3/2003

Douglas & Coos Counties, Oregon

	RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY	
	Current Month									Year-To-Date						Year-To-Date		Year-To-Date		Year-To-Date	
	Active Listings	New Listings	Expired Listings	Pending Sales	Pending Sales 2002 v. 2001**	Closed Sales	Average Sales Price	Average Market Time*	New Listings	Pending Sales	Pending Sales 2002 v. 2001**	Closed Sales	Average Sales Price	Median Sales Price	Appreciation***	Closed Sales	Average Sales Price	Closed Sales	Average Sales Price	Closed Sales	Average Sales Price
ROSEBURG NORTHEAST	75	30	4	13	18.2%	12	139,600	67	71	38	35.7%	37	127,700	105,000	-2.9%	2	255,200	12	103,500	2	142,000
ROSEBURG NORTHWEST	60	18	0	10	-41.2%	10	187,700	98	48	33	-23.3%	32	164,800	155,500	13.7%	0	N/A	17	95,100	1	126,000
ROSEBURG SOUTHEAST	40	15	4	16	33.3%	7	96,500	102	39	31	19.2%	17	102,500	95,900	-4.5%	4	143,300	2	27,800	6	80,100
ROSEBURG SOUTHWEST	46	17	1	12	71.4%	7	126,300	36	47	32	52.4%	22	148,100	142,800	-3.3%	0	N/A	6	52,500	0	N/A
GLIDE & EAST of ROSEBURG	46	10	3	7	133.3%	3	259,300	370	27	14	27.3%	13	162,400	158,000	5.2%	0	N/A	3	100,000	0	N/A
SUTHERLIN & N of ROSEBURG	155	47	16	18	-10.0%	22	118,200	84	113	55	31.0%	48	128,100	117,500	-7.9%	1	100,000	7	36,400	2	157,500
WINSTON & SW of ROSEBURG	66	19	5	8	-27.3%	8	140,200	122	46	24	-20.0%	24	123,900	134,800	16.3%	2	102,500	2	60,500	1	155,000
MYRTLE CRK & S/SE of ROSEBURG	134	33	12	17	-15.0%	13	107,700	136	93	49	-5.8%	32	136,700	115,500	-4.7%	3	207,500	6	30,500	0	N/A
GREEN DISTRICT	67	16	6	14	75.0%	9	82,500	43	59	29	26.1%	23	93,700	100,000	-5.2%	0	N/A	5	68,000	0	N/A
DOUGLAS CO. TOTALS	689	205	51	115	5.5%	91	129,200	97	543	305	10.5%	248	132,100	117,300	-0.9%	12	167,600	60	73,800	12	113,400
COOS COUNTY	359	103	39	77	22.2%	54	135,100	147	293	175	16.7%	141	128,400	107,500	9.5%	5	82,400	24	65,500	4	191,000

*Due to possible reporting inconsistencies, Average Market Time should be used to analyze trends only. **Percent change in number of pending sales this year compared to last year. In Monthly section, comparison is March 2003 with March 2002. Year-To-Date compares March 2003 with March 2002. ***Appreciation percents based on a comparison of average price for the last 12 months with 12 months before (4/1/02 -3/31/03 with 4/1/01 - 3/31/02).



COOS COUNTY NEW LISTINGS & CLOSED SALES

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

Corporate

825 NE Multnomah, Suite 270
 Portland, OR 97232
 (503) 236-7657
 Fax: (503) 230-0689

Southern Oregon

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

Southwest Washington

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

Lane County

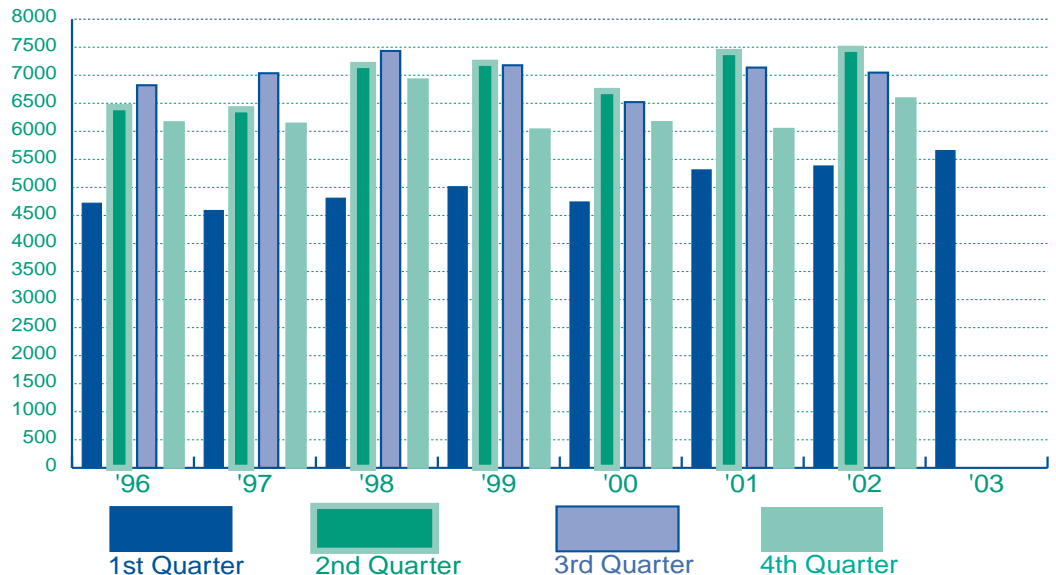
2139 Centennial Plaza
 Eugene, OR 97401
 (541) 686-2885
 Fax: (541) 484-3854

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

RMLS™ was formed by area Boards and Associations of REALTORS® in 1991.

Subscriptions are available for \$45 per year by contacting RMLS™, (503) 236-7657. Reproduction of any portion of this copyrighted material is prohibited without prior approval of RMLS™.

QUARTERLY CLOSINGS - Metro Portland, Oregon



This graph represents closed sales by quarter for the Portland, Oregon metropolitan area.

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