

MARKET ACTION

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

RESIDENTIAL REVIEW: Metro Portland, Oregon

October 2003 Reporting Period

October Residential Highlights

Milder weather keeping folks outside? Scarier costumes prompting folks inside? Whatever the reason, closed sales during the month of October 2003 exceeded the closed sales of October 2002 by 23.1% (see table below for details). Pending sales, comparing the same time periods, rose by 5.6%. On the other hand, new listings declined by 6.7%.

The area's 9,913 active residential listings at October's end would last only 3.6 months (see table at right) with October's rate of sales.

Year-to-Date Trends

Comparing January-October of 2003 to January-October of 2002, closed sales are up 13.8%, pending sales are up 11.0%, and new listings are up 2.8% (see Year to Date rows of the table below).

Appreciation

The average sale price for homes in the Portland metro area during the twelve months that ended in October 2003 was \$220,900—appreciating 6.2% from the average sale price during the twelve months that ended in October 2002 (\$208,100). Similarly, median sale price appreciated 5.7% (\$185,000 v. \$175,000).

Affordability

Per an NAR formula, a family making the area's median annual income (\$65,800 per HUD) was making 49% more than required to afford a median-priced home (\$189,000) at the end of 2003's third quarter (graph on last page). Also required is that the family secured a 30-year fixed-rate mortgage at Freddie Mac's average rate (6.15%, at the time) and supplied a 20% down payment.

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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	4.3
May	4.8	4.1	4.0
June	4.5	4.4	3.8
July	5.0	4.7	3.8
August	4.7	4.5	3.5
September	6.1	5.4	3.6
October	5.4	4.7	3.6
November	6.2	5.0	
December	5.7	4.3	

Residential Market Highlights

Metro Portland Oregon		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
THIS YEAR	October 2003	3,555	2,636	2,741	222,500	185,000	60
	Year to Date	42,079	27,946	26,304	222,200	185,600	64
LAST YEAR	October 2002	3,811	2,496	2,227	212,500	177,900	66
	Year to Date	40,919	25,177	23,110	210,700	176,000	68

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Metro Portland, Oregon

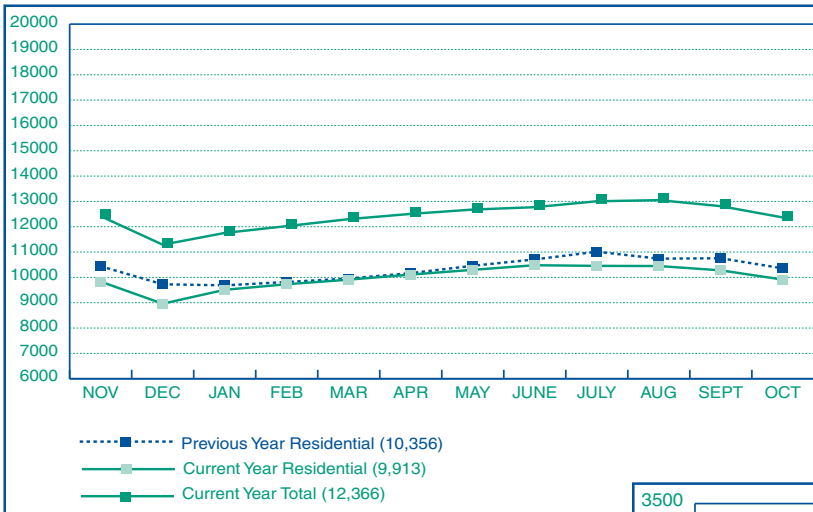
	RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY	
	Current Month							Year-To-Date							Year-To-Date		Year-To-Date		Year-To-Date		
	Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2003 v. 2002 ²	Closed Sales	Average Sale Price	Average Market Time ¹	New Listings	Pending Sales	Pending Sales 2003 v. 2002 ²	Closed Sales	Average Sale Price	Median Sale Price	Appreciation ³	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price
141 N Portland	281	157	71	128	6.7%	114	157,000	44	1,630	1,084	0.1%	995	157,800	150,000	7.2%	19	232,400	31	65,900	51	252,400
142 NE Portland	864	445	186	290	17.9%	298	205,700	44	4,322	2,775	7.2%	2,649	208,300	182,000	7.1%	28	350,300	31	132,100	118	269,800
143 SE Portland	969	457	221	316	0.3%	339	183,000	53	5,212	3,474	12.5%	3,340	183,600	162,000	9.0%	32	285,700	94	93,000	190	314,000
144 Gresham/ Troutdale	709	245	102	183	13.0%	191	182,900	56	2,939	1,863	9.5%	1,764	186,300	170,000	4.4%	11	298,900	86	133,800	52	238,400
145 Milwaukie/ Clackamas	630	236	100	195	19.6%	164	227,500	50	2,839	1,884	15.7%	1,771	213,300	189,000	7.2%	14	282,800	113	177,500	27	272,100
146 Oregon City/ Canby	428	144	79	111	-4.3%	135	224,300	64	1,842	1,266	6.1%	1,195	215,100	198,900	5.3%	5	167,600	118	152,400	18	184,100
147 Lake Oswego/West Linn	584	165	83	153	7.7%	151	361,500	64	2,435	1,682	8.5%	1,589	345,200	285,000	4.7%	2	364,500	26	261,300	7	352,900
148 W Portland	1,022	295	163	212	7.6%	227	319,000	69	3,847	2,347	10.3%	2,177	329,400	260,900	8.5%	16	304,500	85	160,600	47	353,200
149 NW Washington County	354	136	43	95	14.5%	93	291,400	61	1,689	1,162	5.3%	1,087	291,700	258,000	5.6%	5	194,800	27	267,600	12	257,300
150 Beaverton/Aloha	758	320	134	239	-4.8%	273	203,800	47	3,855	2,696	10.6%	2,541	199,900	176,000	4.8%	10	256,000	33	219,500	57	344,600
151 Tigard/Wilsonville	786	290	113	195	-14.5%	227	245,700	61	3,514	2,551	12.0%	2,419	244,800	224,000	6.0%	7	160,200	44	304,600	19	262,300
152 Hillsboro/ Forest Grove	730	246	93	169	-2.9%	189	193,200	68	2,788	1,857	6.7%	1,743	196,800	177,900	4.9%	19	218,600	51	155,000	54	205,100
153 Mt. Hood: Govt. Camp/Wemme	91	26	13	20	11.1%	18	136,100	132	286	194	27.6%	178	158,100	146,800	4.0%	1	33,000	40	59,200	0	NA
154 Columbia County	423	102	55	73	25.9%	81	173,800	78	1,160	721	-2.3%	677	159,300	150,000	4.8%	7	297,400	68	124,300	16	280,600
155 Yamhill County	482	130	72	125	14.7%	100	210,400	82	1,646	1,125	26.8%	1,028	177,200	154,900	7.6%	18	215,900	100	129,400	47	203,200
156 Marion/ Polk Counties	405	104	43	55	-23.6%	81	170,700	85	1,152	682	36.7%	646	172,300	152,000	9.5%	8	377,500	57	129,300	10	298,800
180-200 N Coastal Counties	397	57	64	77	83.3%	60	211,300	128	923	583	53.0%	505	204,200	155,000	5.2%	8	211,100	133	103,300	15	352,800

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

² Percent change in number of pending sales this year compared to last year. The Current Month section compares October 2003 with October 2002. The Year-To-Date section compares year-to-date statistics from October 2003 with year-to-date statistics from October 2002.

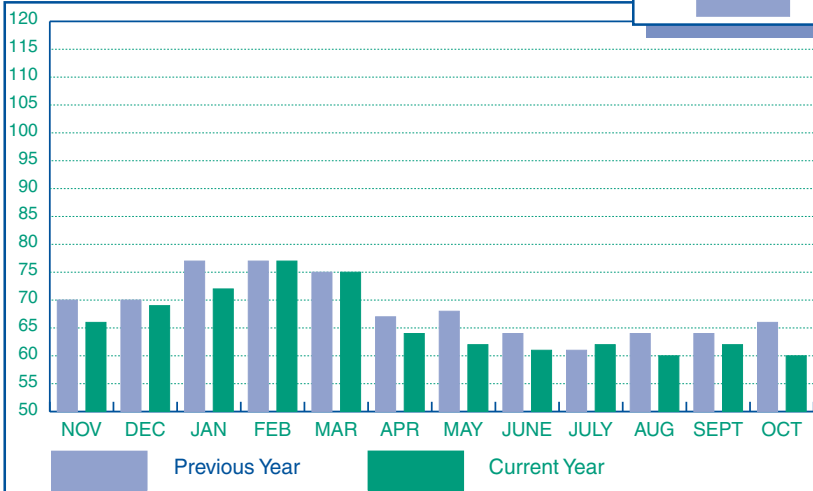
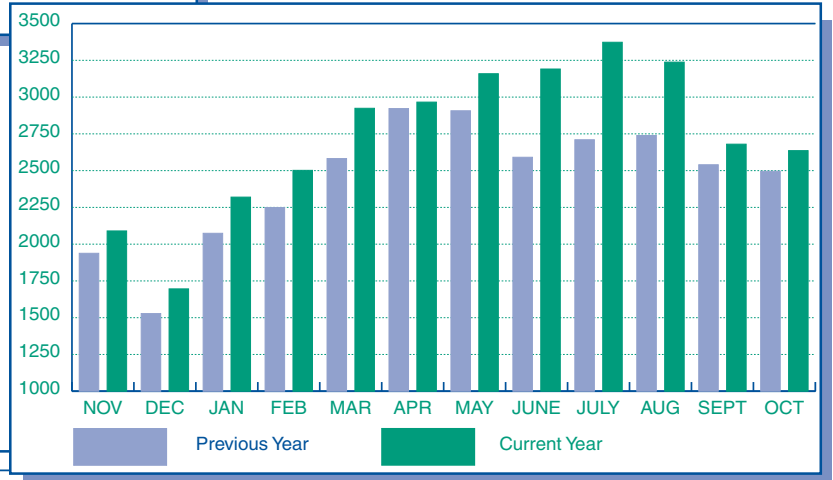
³ Appreciation percents based on a comparison of average price for the last 12 months (11/1/02-10/31/03) with 12 months before (11/1/01-10/31/02).

Market Action



PENDING SALES
Metro Portland, Oregon

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

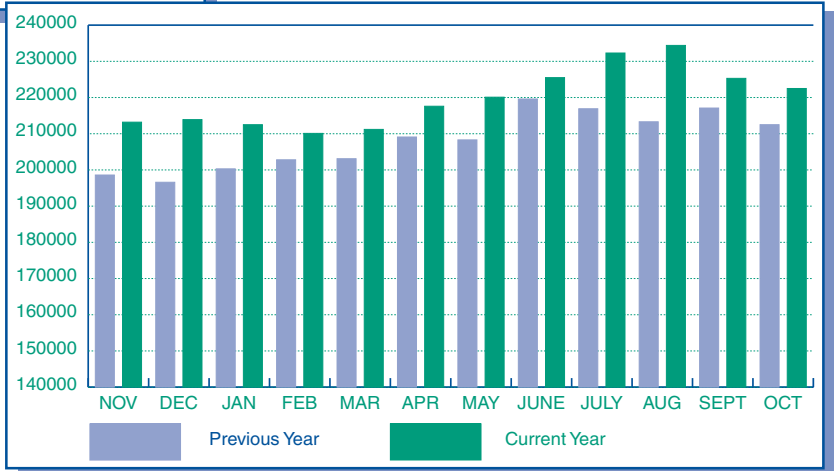


DAYS ON MARKET
Metro Portland, Oregon

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

AVERAGE SALE PRICE
Metro Portland, Oregon

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

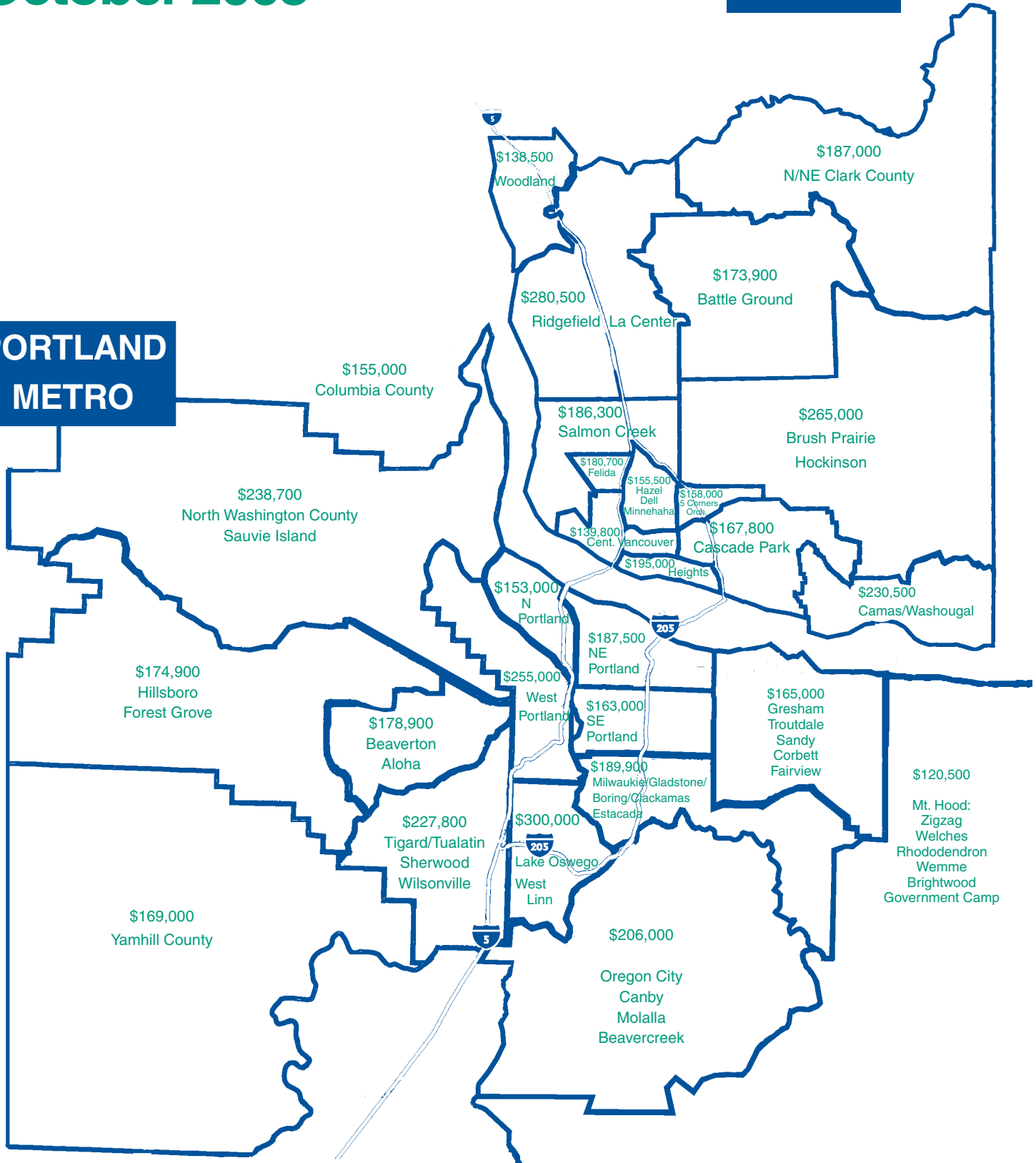


MEDIAN SALE PRICE

October 2003

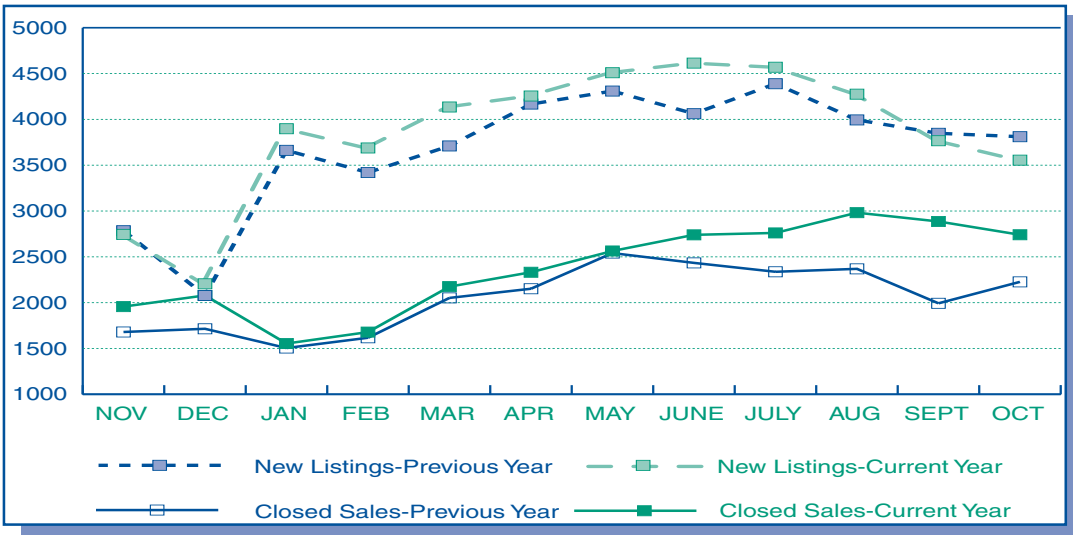
CLARK COUNTY

PORTLAND METRO



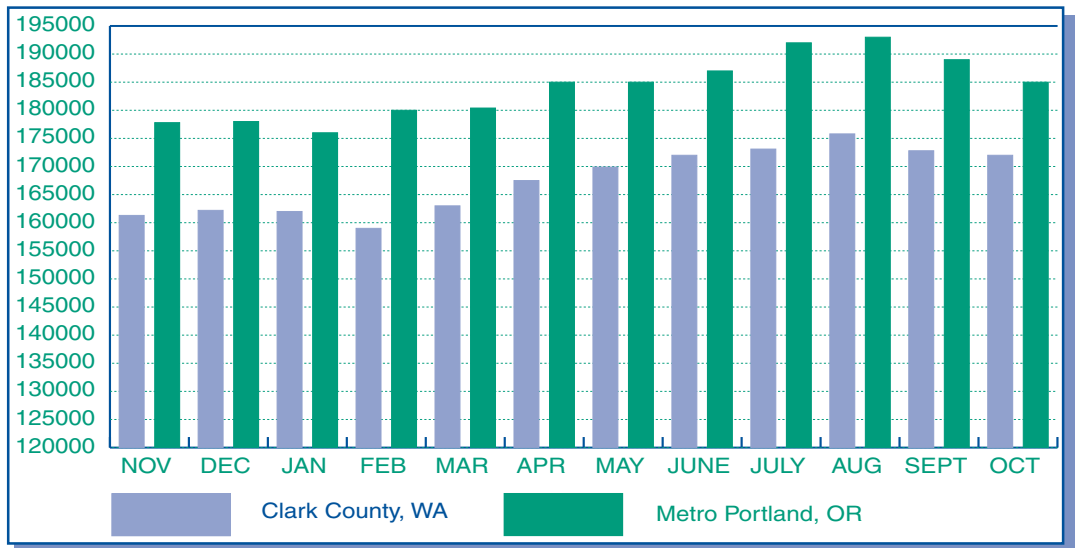
**PORTLAND, OR
NEW LISTINGS &
CLOSED SALES**

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



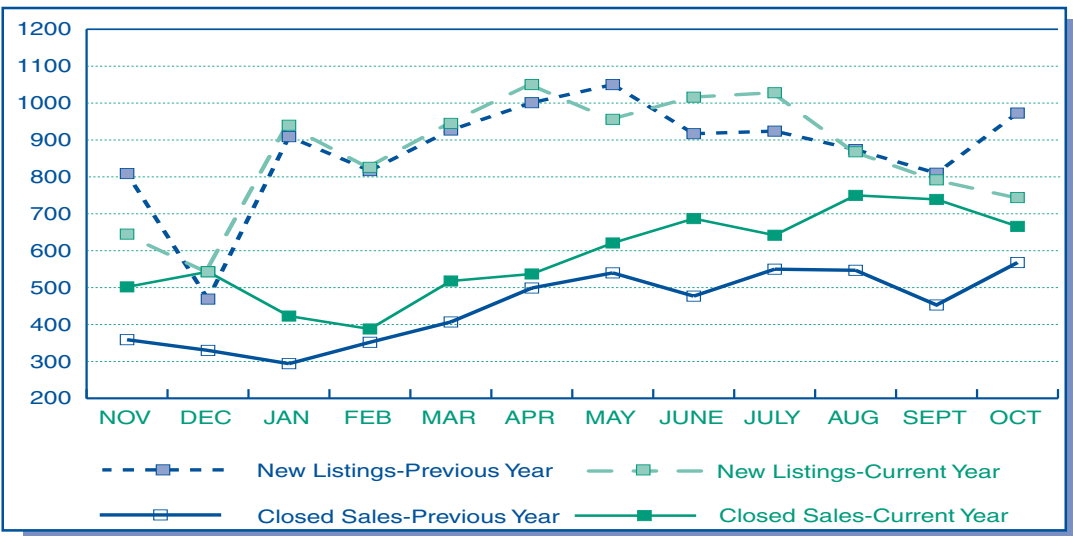
**PORTLAND, OR &
CLARK COUNTY, WA
MEDIAN SALE PRICE**

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



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

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





Clark County



RESIDENTIAL REVIEW: Clark County, Washington

October 2003 Reporting Period

Residential Market Highlights

	Clark County Washington	New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
THIS YEAR	October 2003	744	661	666	201,200	172,000	67
	Year to Date	9,308	7,119	6,513	195,400	169,500	67
LAST YEAR	October 2002	973	649	568	181,000	160,800	84
	Year to Date	9,348	5,772	5,159	182,300	158,500	79

October Residential Highlights

Compare the October rows of the table above, and you will see that closed sales climbed 17.3% between October 2002 and October 2003. Pending sales managed to climb as well, up 1.9%. New listings, however, decided to take a rest and fell by 23.5%.

Year-to-Date Trends

The Year to Date rows of the table above provide the details of a 26.3% rise in closed sales and a 23.3% rise in pending sales between January-October 2002 and January-October 2003. You can also make out the 0.4% drop in new listings.

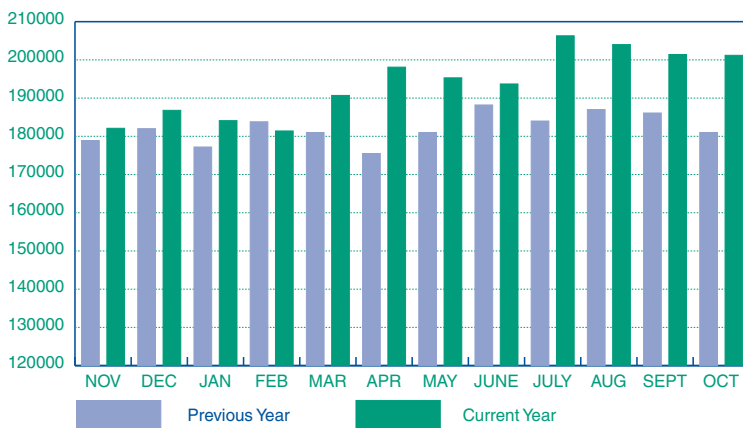
Appreciation

The average sale price during the twelve months ended with October 2003 (\$193,700) was 6.5% higher than during the twelve months prior to those (\$181,900). Comparing the same time periods, the area's median sale price appreciated from \$158,900 to \$168,600 (6.1%).

Available Inventory in Months

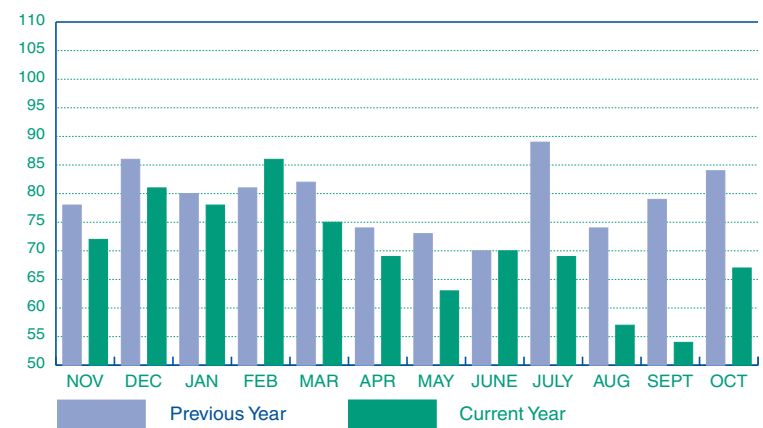
	2001	2002	2003
January	11.0	9.0	5.8
February	9.7	7.6	6.1
March	6.9	6.7	4.5
April	7.1	5.6	4.4
May	6.4	5.5	3.6
June	6.1	6.2	3.1
July	5.9	5.3	3.3
August	5.7	5.2	2.8
September	6.9	6.0	2.7
October	6.8	4.8	2.8
November	7.6	5.3	
December	7.9	4.3	

AVERAGE SALE PRICE - Clark County, WA



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

DAYS ON MARKET - Clark County, WA



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

Market Action

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Clark County, Washington

	RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY	
	Current Month								Year-To-Date							Year-To-Date		Year-To-Date		Year-To-Date	
	Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2003 v.2002 ²	Closed Sales	Average Sale Price	Average Market Time ¹	New Listings	Pending Sales	Pending Sales 2003 v.2002 ²	Closed Sales	Average Sale Price	Median Sale Price	Appreciation ³	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price
11 Downtown Vancouver	64	16	7	28	154.5%	34	178,100	90	279	228	56.2%	198	156,400	140,000	10.2%	2	248,500	2	130,000	10	154,900
12 NW Heights	56	31	18	32	60.0%	26	117,500	57	318	198	19.3%	174	114,800	114,700	-0.1%	4	152,300	6	59,500	29	178,500
13 SW Heights	28	10	1	11	22.2%	9	185,400	86	135	115	49.4%	101	200,600	159,900	10.8%	0	N/A	0	N/A	3	451,700
14 Lincoln/Hazel Dell	36	11	11	11	-38.9%	16	172,500	38	193	151	23.8%	145	158,400	156,900	8.4%	2	218,500	5	57,700	6	199,100
15 E Hazel Dell	49	29	6	31	55.0%	37	160,200	74	334	281	18.6%	262	149,400	145,900	5.9%	3	253,600	6	197,400	7	347,200
20 NE Heights	29	17	3	21	75.0%	20	142,600	60	216	187	23.8%	163	151,500	148,900	-0.1%	0	N/A	2	142,000	3	280,300
21 Orchards	78	50	11	41	5.1%	28	177,500	60	425	318	4.6%	276	158,400	149,100	8.4%	0	N/A	7	272,100	4	253,800
22 Evergreen	131	69	15	61	-3.2%	65	188,100	59	835	696	25.9%	666	160,400	147,200	9.8%	2	50,700	69	100,600	24	190,800
23 E Heights	40	22	6	20	53.8%	14	189,400	88	189	155	0.6%	145	206,500	166,000	12.3%	1	250,000	13	126,300	6	381,300
24 Cascade Park	48	19	7	27	-20.6%	16	201,700	60	309	243	-3.6%	214	209,400	171,000	9.6%	2	470,500	8	294,100	9	208,400
25 Five Corners	30	29	6	27	-6.9%	30	156,500	45	367	319	14.7%	311	153,200	150,200	7.3%	2	200,600	5	220,000	1	256,000
26 E Orchards	47	35	5	22	-15.4%	25	209,100	36	318	275	18.0%	251	211,800	195,000	0.9%	0	N/A	2	119,000	2	246,300
27 Fisher's Landing	54	29	6	25	-26.5%	28	220,200	55	446	393	26.8%	378	205,300	190,000	4.6%	0	N/A	3	136,000	1	173,000
31 SE County	29	4	9	7	250.0%	9	325,400	151	92	63	26.0%	54	247,600	239,000	8.4%	0	N/A	53	88,900	0	N/A
32 Camas City	205	58	30	48	41.2%	33	274,000	94	735	536	27.9%	500	270,100	240,000	11.0%	1	260,000	58	107,900	9	245,200
33 Washougal	119	31	33	31	55.0%	25	251,800	127	404	296	60.0%	260	206,200	189,900	3.8%	1	188,000	137	92,200	9	147,400
41 N Hazel Dell	64	29	13	29	16.0%	22	210,100	44	375	330	39.2%	309	206,700	178,800	13.3%	1	132,800	14	80,200	1	175,000
42 S Salmon Creek	38	23	8	18	-28.0%	23	186,600	45	262	236	-14.2%	204	183,300	169,500	6.6%	2	237,000	5	76,500	2	450,000
43 N Felida	89	31	32	32	-11.1%	33	238,800	49	483	394	21.2%	358	230,400	201,100	1.2%	1	166,000	11	126,000	1	190,000
44 N Salmon Creek	72	17	3	17	-41.4%	21	197,300	61	316	248	35.5%	217	229,800	209,900	10.2%	1	1,650,000	10	123,000	0	N/A
50 Ridgefield	19	3	8	3	-40.0%	3	283,000	44	60	31	-3.1%	28	197,300	159,900	9.0%	0	N/A	6	248,200	0	N/A
51 W of I-5 County	42	11	5	5	25.0%	0	N/A	N/A	73	37	32.1%	31	283,800	291,000	2.2%	0	N/A	31	224,800	0	N/A
52 NW E of I-5 County	42	17	9	5	-54.5%	9	311,200	74	122	80	5.3%	82	269,200	248,800	-7.1%	0	N/A	30	136,500	0	N/A
61 Battleground	86	40	133	36	-33.3%	57	173,000	31	749	510	51.8%	475	176,000	159,900	1.1%	4	275,000	45	100,500	5	198,800
62 Brush Prairie	116	40	24	25	0.0%	33	322,900	95	450	292	25.9%	266	271,300	242,700	7.8%	2	311,400	80	106,900	0	N/A
63 East County	2	2	1	1	0.0%	0	N/A	N/A	10	6	-33.3%	5	209,900	235,000	-3.9%	0	N/A	4	80,700	0	N/A
64 Central County	6	3	1	3	50.0%	5	237,900	25	44	35	29.6%	32	258,000	233,000	4.8%	0	N/A	6	102,300	0	N/A
65 Mid-Central County	30	10	7	8	33.3%	7	192,600	173	84	46	-22.0%	36	227,400	226,300	-13.6%	0	N/A	19	108,100	0	N/A
66 Yacolt	19	5	4	4	100.0%	1	290,000	32	73	48	60.0%	38	210,700	208,700	-2.8%	1	34,000	11	122,700	0	N/A
70 La Center	35	6	3	6	0.0%	4	204,700	93	98	68	36.0%	56	200,400	203,500	13.9%	0	N/A	14	66,700	0	N/A
71 N Central	16	6	5	3	-66.7%	3	220,900	194	53	43	34.4%	39	212,800	200,000	1.7%	0	N/A	18	94,500	0	N/A
72 NE Corner	16	5	2	2	-71.4%	6	154,300	75	71	51	15.9%	52	148,800	133,800	7.3%	0	N/A	17	74,300	0	N/A
80 Woodland City	13	4	10	3	-62.5%	10	125,100	71	64	47	-4.1%	48	137,300	136,000	7.9%	2	105,000	6	78,800	0	N/A
81 Woodland Area	29	7	11	3	-25.0%	2	120,000	110	92	53	15.2%	46	179,900	169,800	-4.3%	0	N/A	18	65,900	0	N/A
82 Cowlitz County	107	25	17	15	150.0%	12	200,200	110	234	110	69.2%	93	165,300	155,000	16.8%	5	298,000	23	63,400	8	238,800

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

² Percent change in number of pending sales this year compared to last year. The Current Month section compares October 2003 with October 2002. The Year-To-Date section compares year-to-date statistics from October 2003 with year-to-date statistics from October 2002.

³ Appreciation percents based on a comparison of average price for the last 12 months (11/1/02-10/31/03) with 12 months before (11/1/01-10/31/02).



Lane County



RESIDENTIAL REVIEW: Lane County, Oregon

October 2003 Reporting Period

Residential Market Highlights

	Lane County Oregon	New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
THIS YEAR	October 2003	409	389	436	168,400	148,000	59
	Year to Date	5,520	4,066	3,866	168,500	148,500	65
LAST YEAR	October 2002	506	428	387	161,500	147,000	65
	Year to Date	5,833	3,976	3,572	159,000	139,900	72

October Residential Highlights

The measure of market activity that showed growth when comparing October 2003 to October 2002 was closed sales. As shown in the table above, closed sales rose by 12.7%. New listings and pending sales, conversely, fell by 19.2% and 9.1%, respectively.

Year-to-Date Trends

Comparing January through October of 2003 to the same period in 2002 (see Year to Date rows of the table above) shows that closed sales are up 8.2%, pending sales are up 2.3%, and new listings are down 5.4%.

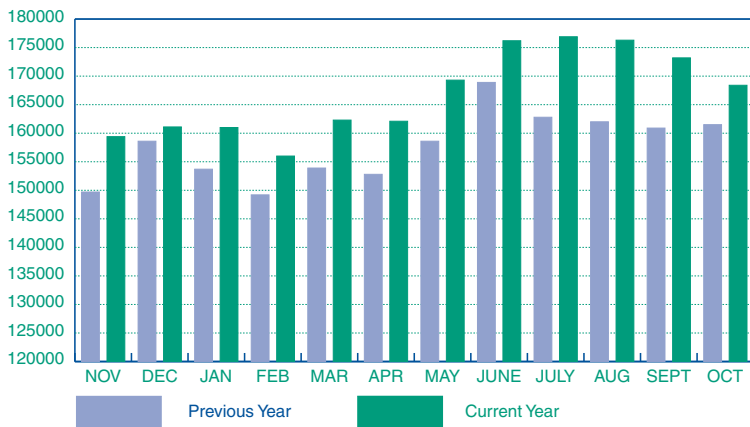
Appreciation

The sale price of a Lane County home appreciated 5.8% (\$167,300 v. \$158,100) when comparing the average sale price from the twelve months ended with October 2003 to the twelve prior to those. When comparing the median sale price, appreciation measured 5.4% (\$147,000 v. 139,500).

Available Inventory in Months

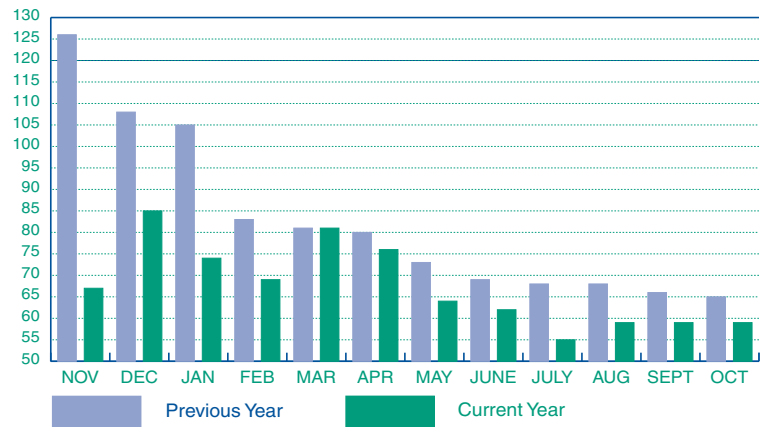
	2002	2003
January	7.5	5.5
February	7.1	5.3
March	5.5	4.0
April	5.9	4.2
May	4.5	3.6
June	4.8	3.6
July	4.7	3.4
August	4.3	3.1
September	4.3	3.4
October	3.9	3.0
November	4.3	
December	4.0	

AVERAGE SALE PRICE - Lane County, OR



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

DAYS ON MARKET - Lane County, OR



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

Market Action

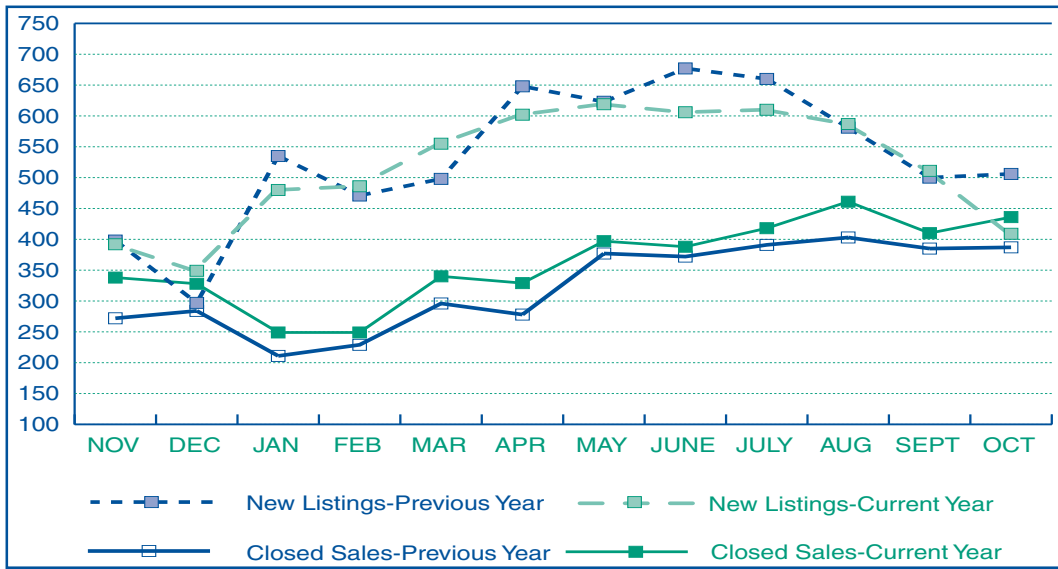
AREA REPORT • 10/2003 • Lane County, Oregon

	RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY	
	Current Month									Year-To-Date						Year-To-Date		Year-To-Date		Year-To-Date	
	Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2003 v. 2002 ²	Closed Sales	Average Sale Price	Average Market Time ¹	New Listings	Pending Sales	Pending Sales 2003 v. 2002 ²	Closed Sales	Average Sale Price	Median Sale Price	Appreciation ³	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price
Hayden Bridge	24	10	3	13	-18.8%	14	121,900	45	157	148	14%	147	149,900	143,000	10.6%	1	845,000	20	56,900	6	157,100
McKenzie Valley	78	14	27	7	-12.5%	11	299,900	121	182	86	11.7%	81	240,200	219,900	7.2%	0	N/A	14	122,600	0	N/A
Pleasant Hill/Oak	100	20	13	17	70.0%	13	141,600	128	263	158	6.8%	146	163,800	144,000	16.9%	0	N/A	26	88,800	0	N/A
Cottage Grove/ Creswell/Dorena	166	32	31	41	51.9%	40	155,400	70	539	342	-1.2%	315	152,100	132,000	7.5%	9	289,500	31	98,800	6	181,800
Veneta/Elmira	81	19	10	15	-16.7%	15	177,200	98	244	154	12.4%	139	164,700	152,500	-4.7%	2	116,000	13	61,500	5	155,300
Junction City	92	24	12	11	-42.1%	17	108,300	92	263	154	4.8%	145	149,300	131,000	0.7%	2	317,500	9	95,900	2	200,000
Florence	6	0	0	1	N/A	1	122,000	387	13	13	333.3%	15	108,900	102,000	-9.3%	0	N/A	2	153,500	0	N/A
Thurston	91	30	21	26	-13.3%	37	136,600	41	437	326	14.0%	303	139,400	134,000	8.0%	1	235,000	13	45,700	24	149,300
Coburg I-5	22	6	5	6	200.0%	5	161,600	75	77	57	14.0%	53	184,000	144,900	-1.8%	1	575,000	8	234,800	1	217,400
N Gilham	31	7	5	9	-30.8%	8	172,700	38	147	122	3.4%	121	219,800	195,000	6.7%	0	N/A	21	114,000	2	213,300
Ferry Street Bridge	84	34	12	27	-25.0%	32	209,900	37	410	308	-8.9%	296	204,900	175,500	10.7%	1	692,500	1	430,000	5	209,800
E Eugene	71	29	12	28	21.7%	35	206,600	39	398	305	-9.2%	293	214,400	179,900	11.5%	1	330,000	24	99,300	11	239,100
SW Eugene	115	33	20	40	-23.1%	41	229,700	64	596	452	0.2%	429	217,200	193,000	5.6%	1	137,000	57	93,600	14	210,200
W Eugene	25	10	3	18	157.1%	13	139,900	69	156	138	-2.8%	129	137,100	128,000	8.5%	2	457,400	6	148,800	12	231,400
Danebo	128	54	28	44	4.8%	47	122,700	61	545	412	13.2%	394	126,000	129,100	5.7%	1	140,000	11	49,400	13	208,100
River Road	37	19	7	14	-30.0%	18	149,000	54	184	146	-10.4%	139	144,700	139,900	6.9%	0	N/A	17	40,300	11	203,400
Santa Clara	46	25	12	31	6.9%	43	188,800	39	387	353	9.3%	351	175,000	165,000	5.6%	1	45,000	4	181,300	9	184,200
Springfield	91	36	25	35	-18.6%	37	119,400	41	459	345	16.6%	328	118,000	112,000	8.1%	5	615,000	8	50,200	48	188,100
Mohawk Valley	18	7	6	6	100.0%	9	258,200	79	63	47	46.9%	42	214,600	204,800	-1.8%	0	N/A	7	88,500	0	N/A

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

² Percent change in number of pending sales this year compared to last year. The Current Month section compares October 2003 with October 2002. The Year-To-Date section compares year-to-date statistics from October 2003 with year-to-date statistics from October 2002.

³ Appreciation percents based on a comparison of average price for the last 12 months (11/1/02-10/31/03) with 12 months before (11/1/01-10/31/02).



LANE COUNTY NEW LISTINGS & CLOSED SALES

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



Douglas & Coos Counties



RESIDENTIAL REVIEW: Douglas & Coos Counties, Oregon

October 2003 Reporting Period

Residential Market Highlights

Douglas County Oregon		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
THIS YEAR	October 2003	137	147	152	135,100	118,500	99
	Year to Date	1,822	1,174	1,094	139,300	120,000	101
LAST YEAR	October 2002	146	131	107	131,300	120,000	119
	Year to Date	1,809	1,115	994	130,500	115,000	112

Coos County Oregon		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
THIS YEAR	October 2003	83	73	97	128,700	115,900	93
	Year to Date	987	777	708	123,800	109,000	113
LAST YEAR	October 2002	68	87	77	111,800	96,500	165
	Year to Date	943	662	603	111,200	95,000	157

Douglas County October Residential Highlights

Closed sales exceeded new listings in October 2003. Closed sales, in fact, rose by 42.1% compared to October 2002 (see table above). Pending sales rose by 12.2%, and new listings fell by 6.2%.

Year-to-Date Trends

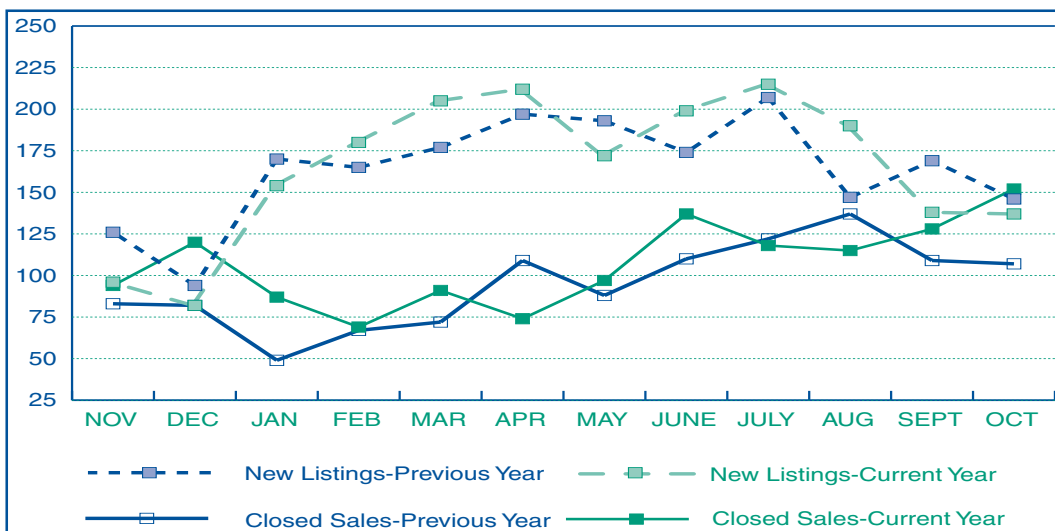
Measures remain positive for the year to date. The area has had 10.1% more closed sales, 5.3% more pending sales, and 0.7% more new listings (comparing January-October 2003 to January-October 2002).

Coos County October Residential Highlights

Coos County exhibited rises in both new listings and closed sales when comparing October 2003 to October 2002. New listings climbed 22.1%, and closed sales climbed 26.0%. Pending sales fell 16.1%.

Year-to-Date Trends

From the beginning of the year through the end of October, new listings rose by 4.7%, pending sales and closed sales each rose by 17.4%—compared to the same time period in 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 • 10/2003

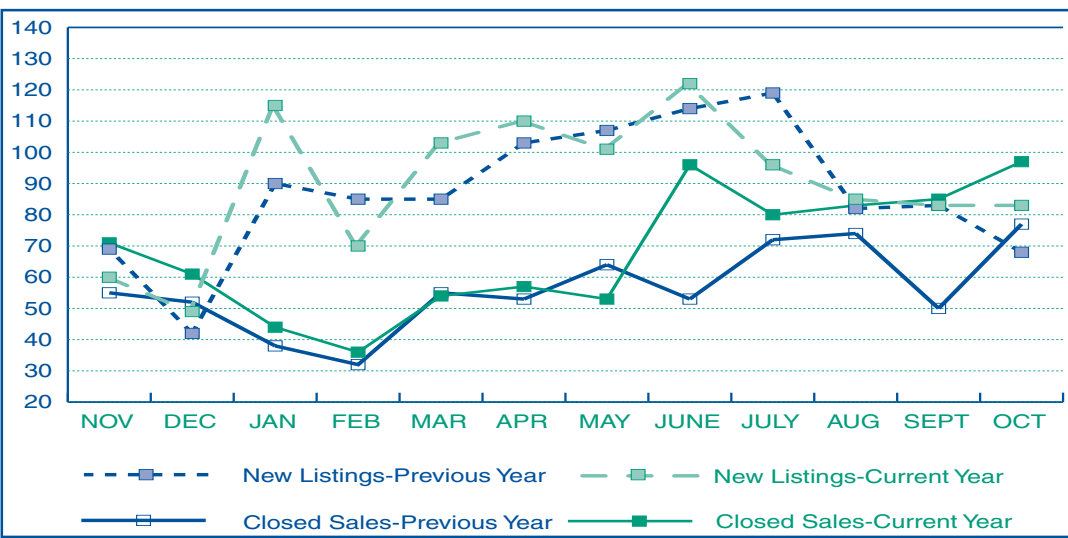
Douglas & Coos Counties, Oregon

	RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY	
	Current Month								Year-To-Date							Year-To-Date		Year-To-Date		Year-To-Date	
	Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2003 v. 2002 ²	Closed Sales	Average Sale Price	Average Market Time ¹	New Listings	Pending Sales	Pending Sales 2003 v. 2002 ²	Closed Sales	Average Sale Price	Median Sale Price	Appreciation ³	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price
251 NE Roseburg	60	19	9	16	14.3%	11	110,500	79	202	136	3.8%	133	128,700	111,000	11.2%	7	290,000	37	75,300	8	138,600
252 NW Roseburg	57	16	3	24	41.2%	22	199,300	85	191	144	-15.3%	133	189,500	172,500	-0.3%	0	N/A	50	73,700	1	126,000
253 SE Roseburg	30	8	3	9	-40.0%	6	89,300	56	114	78	-7.1%	76	115,100	103,000	7.9%	7	139,000	7	40,600	13	106,500
254 SW Roseburg	39	9	9	8	-38.5%	10	179,100	32	142	109	-9.2%	108	172,000	147,800	12.4%	1	1,000,000	24	91,400	4	135,100
255 Glide & E of Roseburg	41	9	5	6	-25.0%	12	162,400	116	94	62	37.8%	62	161,100	160,000	7.1%	0	N/A	18	83,000	2	246,000
256 Sutherlin/ Oakland Area	92	23	12	20	150.0%	26	110,900	104	257	158	7.5%	144	128,300	113,000	3.4%	4	105,800	23	73,000	4	140,800
257 Winston & SW of Roseburg	71	10	10	9	-18.2%	13	130,300	89	177	93	-5.1%	94	127,000	116,500	5.4%	3	111,700	16	68,000	4	199,500
258 Myrtle Creek & S/SE of Roseburg	105	16	20	30	42.9%	29	115,000	114	324	207	13.7%	173	124,400	106,000	14.7%	9	112,800	30	66,000	2	80,300
259 Green District	55	19	7	17	88.9%	12	101,700	153	168	108	20.0%	104	106,000	105,000	7.4%	1	1,465,000	14	53,100	1	177,900
265 North Douglas County	76	8	9	8	-20.0%	11	139,400	116	153	79	92.7%	67	146,300	133,500	1.9%	4	110,800	11	110,900	1	154,000
Douglas County Totals	626	137	87	147	12.2%	152	135,100	99	1822	1174	5.3%	1094	139,300	120,000	6.7%	36	213,500	230	74,600	40	137,600
260 Coos County	304	83	23	73	-16.1%	97	128,700	93	987	777	17.4%	708	123,800	109,000	11.8%	27	194,500	141	66,500	34	177,900

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COOS COUNTY NEW LISTINGS & CLOSED SALES

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

Corporate

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 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

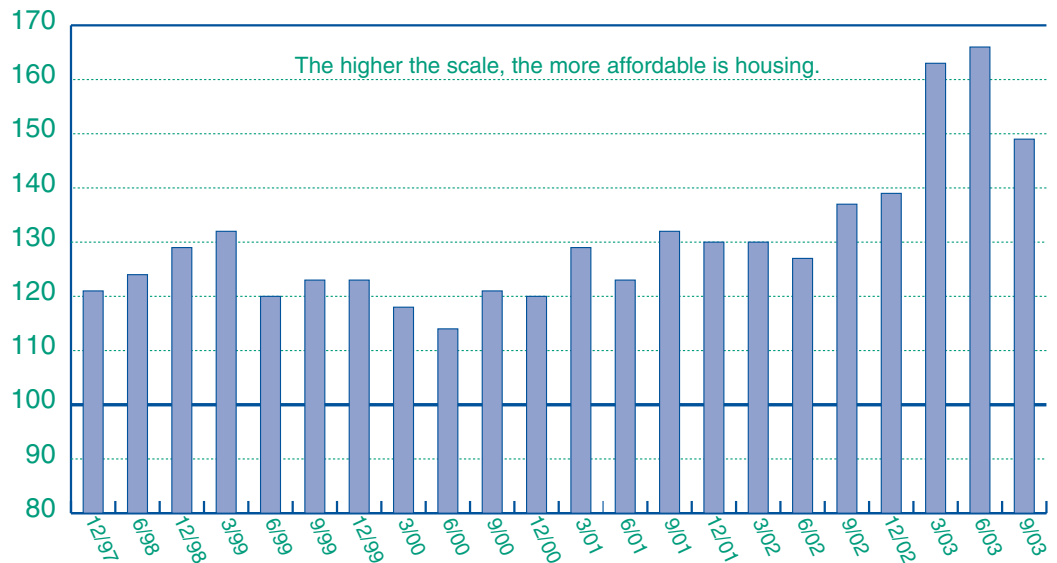
2139 Centennial Plaza
 Eugene, OR 97401
 (541) 686-2885
 Fax: (541) 484-3854

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.

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AFFORDABILITY INDEX - Metro Portland, Oregon



Affordability Index

(When the scale equals 100, a family with a median income can exactly afford a median-priced home after a 20% down payment.)

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