

# MARKET ACTION

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

## RESIDENTIAL REVIEW: Metro Portland, Oregon

February 2004 Reporting Period

### February Residential Highlights

What difference does a day make? Perhaps not much, though February's extra day this year could have contributed to the growth in pending sales compared to the 28 days of February 2003. As the details in the table below indicate, pending sales increased by 7.9%. The number of closed sales also headed higher, surpassing February 2003 by 2.7%. New listings, however, did no better with the extra day and declined by 1.7%.

The discrepancy between new listings and closed sales partially accounts for the low inventory measure (see table to right). It indicates that the 7,978 residential properties on the market at the end of February would last a mere 4.8 months at February's rate of sales.

### Year-To-Date Trends

February's attempt to bring gains to the area's real estate market could not quite make up for January. Combined for the year-to-date (see table below), new listings declined by 8.8%, pending sales dropped by 2.6%, and closed sales fell by 5.0% when compared to the same period in 2003. Of course, January generated some less-than-genial weather, so a mild March will perhaps pull this quarter into positive territory.

### Appreciation

The median sale price for residential properties in the Portland metro area has climbed 5.6% (\$188,500 v. \$178,500). The average sale price for those same properties has risen 6.0% (\$225,500 v. \$212,800). Both measures compare the last 12 months to the 12 immediately prior.

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### Available Inventory in Months

	2002	2003	2004
January	6.1	5.8	6.1
February	5.8	5.5	4.8
March	4.6	4.3	
April	4.5	4.1	
May	3.9	3.8	
June	4.1	3.6	
July	4.5	3.6	
August	4.3	3.3	
September	5.2	3.4	
October	4.5	3.5	
November	4.8	4.2	
December	4.1	3.7	

## Residential Market Highlights

Metro Portland, Oregon		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
2004	February	3,435	2,601	1,654	225,600	192,500	73
	Year to Date	6,632	4,464	3,040	223,600	189,500	71
2003	February	3,495	2,410	1,610	210,900	180,000	74
	Year to Date	7,268	4,584	3,199	211,900	179,900	72

# AREA REPORT • 2/2004

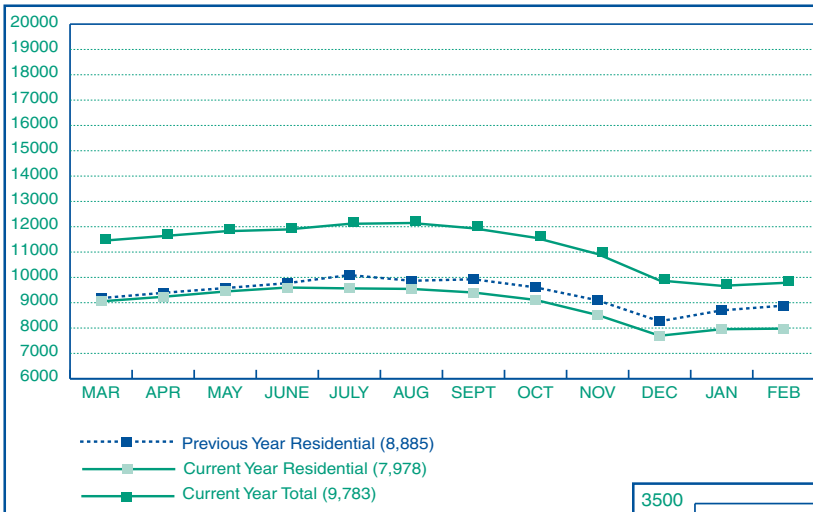
## Metro Portland & Adjacent Regions, Oregon

	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 2004 v. 2003 <sup>2</sup>	Closed Sales	Average Sale Price	Average Market Time <sup>1</sup>	New Listings	Pending Sales	Pending Sales 2004 v. 2003 <sup>2</sup>	Closed Sales	Average Sale Price	Median Sale Price	Appreciation <sup>3</sup>	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	
141	North Portland	257	146	37	109	23.9%	77	176,500	53	299	201	19.6%	147	166,700	154,500	9.8%	1	270,000	4	45,900	3	253,600
142	Northeast Portland	720	390	107	288	14.3%	182	217,800	54	738	505	9.8%	338	207,300	185,000	7.9%	4	200,300	5	111,500	18	258,900
143	Southeast Portland	843	438	123	341	7.9%	214	185,500	61	854	562	-9.1%	403	184,000	160,000	7.4%	4	241,800	11	84,600	28	400,000
144	Gresham/ Troutdale	600	228	71	176	17.3%	131	186,400	82	459	317	5.0%	212	183,800	170,000	5.5%	2	254,300	12	209,800	8	217,700
145	Milwaukie/ Clackamas	521	237	71	183	6.4%	132	237,300	70	452	329	4.8%	251	230,100	204,500	7.3%	3	203,300	12	202,200	5	208,800
146	Oregon City/ Canby	417	180	42	123	12.8%	79	228,400	85	321	209	-0.5%	161	221,500	204,700	8.6%	2	1,362,500	14	131,900	9	176,300
147	Lake Oswego/West Linn	499	200	62	169	12.7%	74	323,500	99	382	263	-9.3%	139	360,500	285,000	6.1%	0	N/A	2	353,700	2	453,000
148	West Portland	884	354	110	233	12.6%	166	303,300	70	646	420	-0.7%	282	312,000	268,200	3.9%	3	258,300	16	127,700	0	N/A
149	Northwest Washington County	272	105	40	109	9.0%	68	305,000	73	237	176	-3.3%	119	328,600	268,400	6.5%	1	185,000	3	80,000	1	235,000
150	Beaverton/Aloha	639	286	97	252	-14.3%	143	201,400	69	590	420	-16.8%	282	194,500	177,500	5.0%	0	N/A	2	260,000	3	277,300
151	Tigard/Wilsonville	622	297	53	231	13.8%	146	245,800	81	555	412	2.0%	266	241,800	225,000	5.0%	1	185,000	4	239,500	3	226,300
152	Hillsboro/ Forest Grove	693	250	79	190	2.2%	117	208,600	86	524	323	-10.3%	216	195,400	176,000	3.6%	5	149,000	4	222,100	5	203,100
153	Mt. Hood: Govt. Camp/Wemme	74	23	9	18	38.5%	5	174,300	107	37	23	-4.2%	16	163,300	153,500	8.6%	0	N/A	10	91,000	0	N/A
155	Columbia County	460	140	34	78	11.4%	54	172,600	79	227	126	-6.0%	84	169,600	155,500	2.8%	2	177,500	10	74,300	1	200,000
156	Yamhill County	477	161	47	101	1.0%	66	183,600	90	311	178	-6.3%	124	186,400	165,800	7.0%	3	204,200	24	127,000	9	260,900
170-210	Marion/ Polk Counties	377	125	41	74	48.0%	56	139,400	88	207	132	33.3%	97	168,100	146,000	4.4%	3	251,000	7	70,900	0	N/A
180-200	North Coastal Counties	343	69	24	53	26.2%	37	192,200	149	131	102	37.8%	68	212,200	169,000	16.0%	1	840,000	25	103,000	1	105,000
83, 84, 85, 86, 87, 88, 89	Columbia Gorge	87	23	5	6	N/A	4	224,400	169	40	10	N/A	7	146,700	160,000	25.7%	2	217,500	3	46,200	0	N/A

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

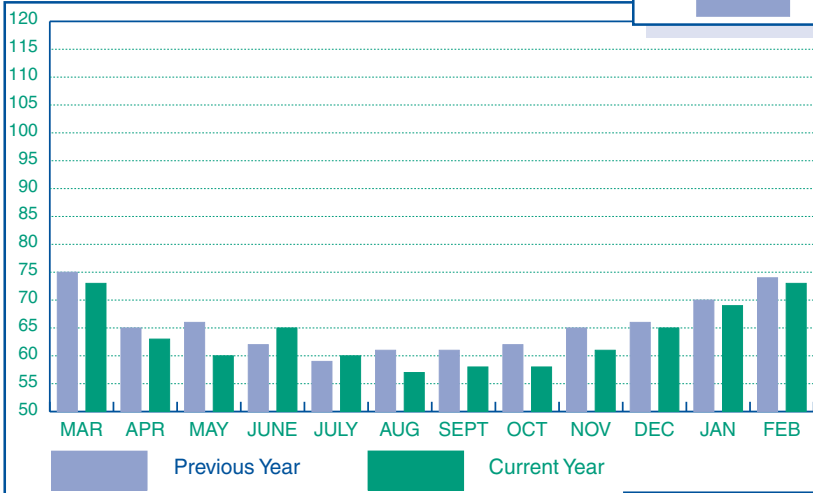
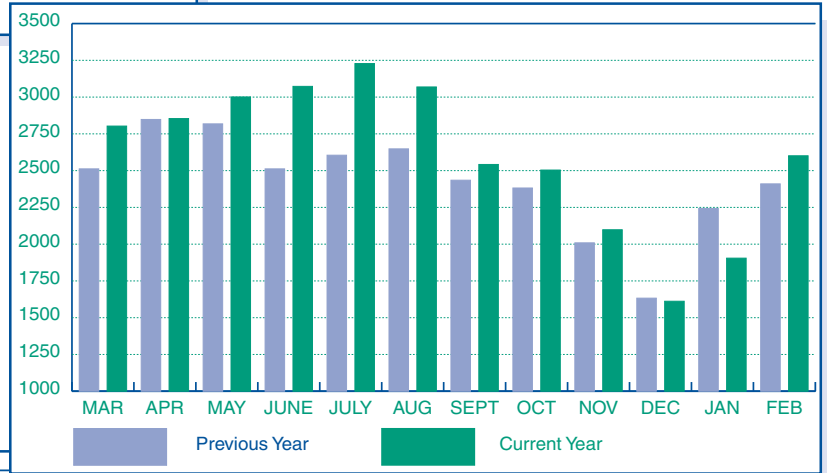
<sup>2</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares February 2004 with February 2003. The Year-To-Date section compares year-to-date statistics from February 2004 with year-to-date statistics from February 2003.

<sup>3</sup> Appreciation percents based on a comparison of average price for the last 12 months (3/1/03-2/29/04) with 12 months before (3/1/02-2/28/03).



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

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

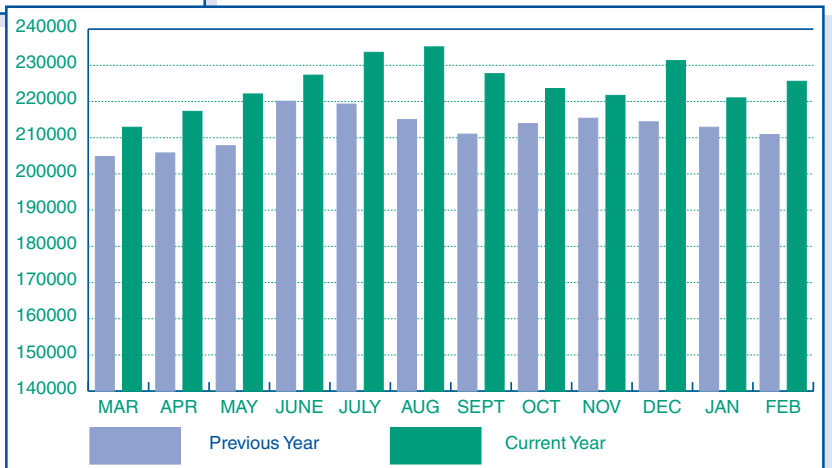


**DAYS ON MARKET**  
**Metro Portland, Oregon**

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.

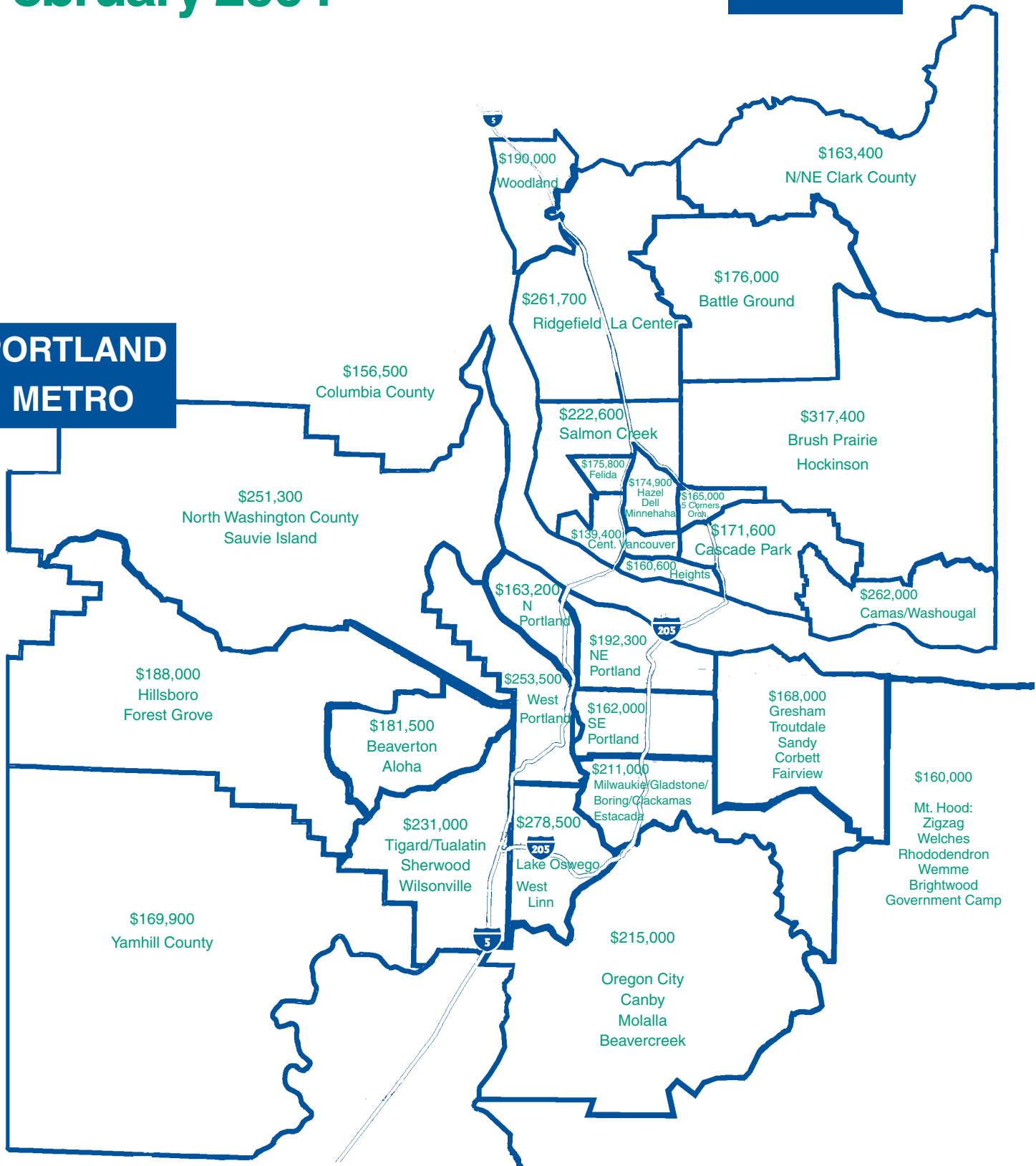


# MEDIAN SALE PRICE

## February 2004

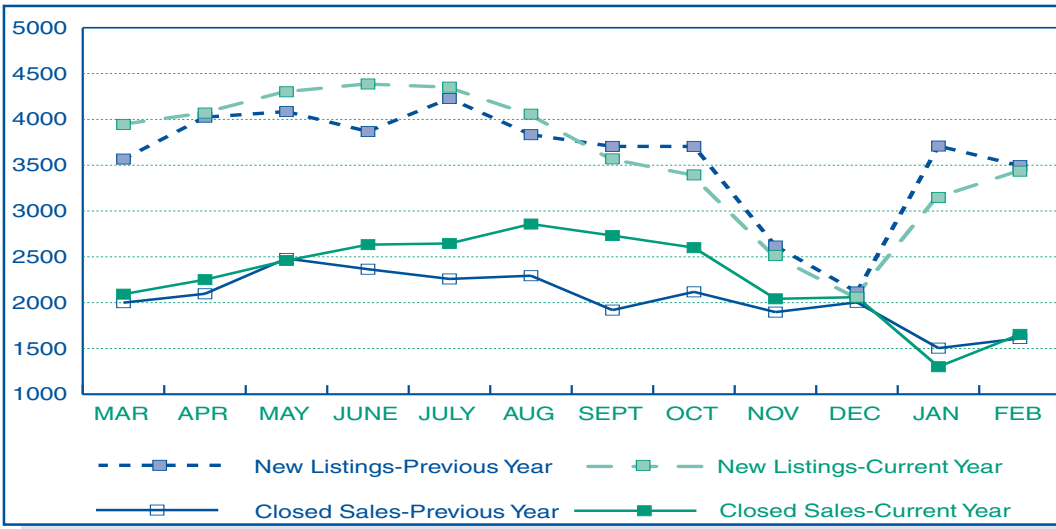
**CLARK COUNTY**

**PORTLAND METRO**



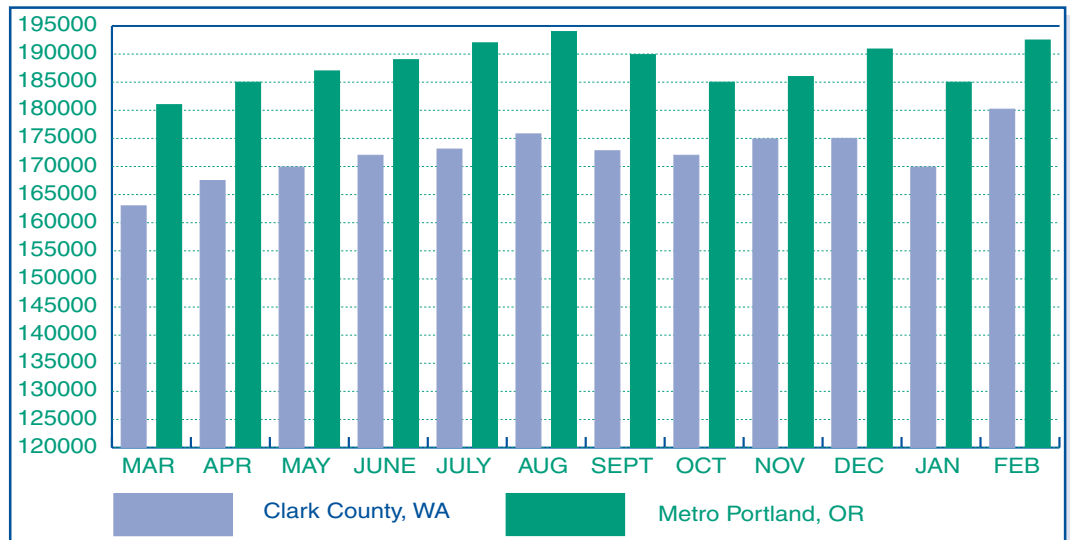
**PORTLAND, OR  
NEW LISTINGS &  
CLOSED SALES**

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



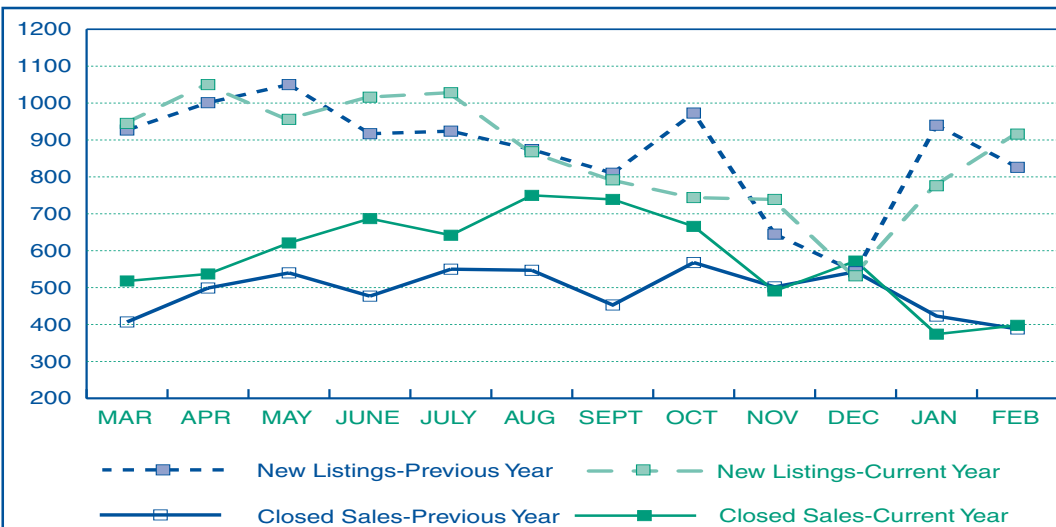
**PORTLAND, OR &  
CLARK COUNTY, WA  
MEDIAN  
SALE PRICE**

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



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

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





# Clark County



RESIDENTIAL REVIEW: Clark County, Washington

February 2004 Reporting Period

## Residential Market Highlights

Clark County, Washington		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
2004	February	916	716	398	212,100	180,200	70
	Year to Date	1,691	1,220	786	206,500	175,000	66
2003	February	826	669	388	181,400	159,000	86
	Year to Date	1,777	1,243	833	182,700	160,000	83

### February Residential Highlights

It seems some folks decided to sell their property in February. It was hardly the same sentiment seen during February 2003. In fact, new listings during February 2004 surpassed those during February 2003 by 10.9%. Pending sales, comparing the same periods, pushed to a 7.0% increase. Closed sales rose as well, up 2.6%. (See table above for details.)

### Year-To-Date Trends

So far, the year to date combines only the months of February and January (see Year to Date rows of the table above). Doing so exhibits decreasing market measures compared to 2003. New listings decreased by 4.8%, pending sales are down 1.9%, and closed sales are down 5.6%.

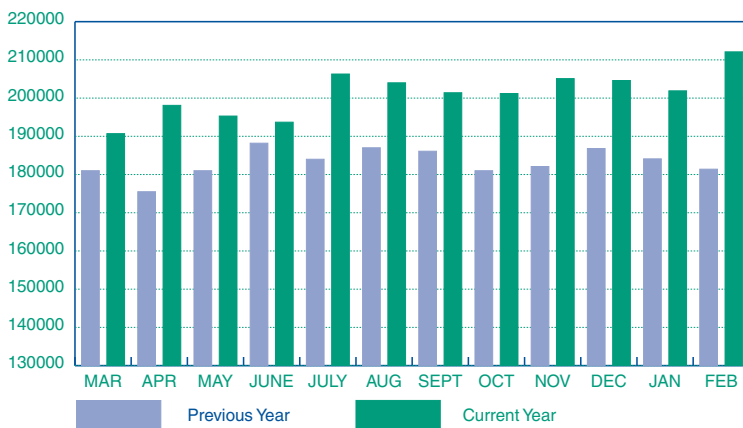
### Appreciation

Compare the 12 months ended with February to the 12 immediately prior to see that the area's average sale price climbed 9.2% (\$199,500 v. \$182,700). The median sale price rose 7.5% (\$172,000 v. \$160,000).

### Available Inventory in Months

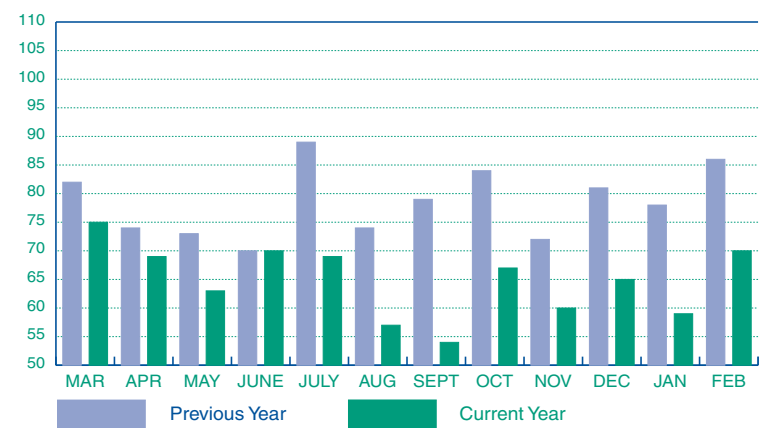
	2002	2003	2004
January	9.0	5.8	5.2
February	7.6	6.1	4.7
March	6.7	4.5	
April	5.6	4.4	
May	5.5	3.6	
June	6.2	3.1	
July	5.3	3.3	
August	5.2	2.8	
September	6.0	2.7	
October	4.8	2.8	
November	5.3	4.0	
December	4.3	3.2	

### AVERAGE SALE PRICE - Clark County, WA



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

### DAYS ON MARKET - Clark County, WA



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

# Market Action

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## Clark County, Washington

	RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY		
	Current Month								Year-To-Date							Year-To-Date		Year-To-Date		Year-To-Date		
	Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2004 v.2003 <sup>2</sup>	Closed Sales	Average Sale Price	Average Market Time <sup>1</sup>	New Listings	Pending Sales	Pending Sales 2004 v.2003 <sup>2</sup>	Closed Sales	Average Sale Price	Median Sale Price	Appreciation <sup>3</sup>	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	
11	Downtown Vancouver	82	41	7	28	86.7%	11	218,900	100	74	49	63.3%	19	186,100	162,000	16.6%	0	N/A	2	34,500	5	194,200
12	NW Heights	46	27	6	30	66.7%	15	138,300	70	57	43	22.9%	27	128,500	131,800	3.9%	0	N/A	2	162,100	13	207,500
13	SW Heights	28	8	4	10	-33.3%	4	147,300	160	17	16	-30.4%	11	192,100	146,500	18.0%	0	N/A	2	196,000	0	N/A
14	Lincoln/Hazel Dell	37	22	6	11	-26.7%	5	147,100	60	30	14	-44.0%	13	140,800	143,500	8.5%	0	N/A	0	N/A	0	N/A
15	E Hazel Dell	68	43	6	51	75.9%	12	161,200	71	70	65	27.5%	33	168,000	160,000	11.2%	0	N/A	1	650,000	1	238,000
20	NE Heights	37	20	1	14	16.7%	14	221,400	53	39	31	-6.1%	29	182,000	145,000	5.7%	0	N/A	0	N/A	0	N/A
21	Orchards	43	33	9	33	-15.4%	21	188,100	72	67	59	-1.7%	45	173,900	165,000	13.0%	0	N/A	1	225,000	0	N/A
22	Evergreen	119	88	22	73	4.3%	42	174,400	52	151	122	-6.9%	81	189,200	155,000	14.1%	1	14,700	42	124,900	3	206,800
23	E Heights	42	27	4	16	6.7%	10	215,200	61	53	33	32.0%	20	199,000	171,000	15.0%	0	N/A	1	92,000	1	106,000
24	Cascade Park	31	29	9	31	106.7%	18	220,300	46	54	44	22.2%	30	210,500	179,900	13.4%	0	N/A	1	78,900	3	219,200
25	Five Corners	28	37	9	27	22.7%	14	157,200	34	61	42	-6.7%	35	161,300	155,000	10.7%	0	N/A	0	N/A	0	N/A
26	E Orchards	48	31	22	34	21.4%	17	195,100	53	65	60	3.4%	34	220,400	215,300	0.9%	0	N/A	0	N/A	0	N/A
27	Fisher's Landing	56	45	5	33	17.9%	19	247,900	65	68	50	-20.6%	32	246,400	236,500	5.0%	0	N/A	0	N/A	0	N/A
31	SE County	28	8	5	6	0.0%	3	252,300	192	16	7	-30.0%	4	286,900	291,000	8.6%	0	N/A	8	102,900	0	N/A
32	Camas City	174	55	11	43	-4.4%	25	242,800	66	119	82	-18.8%	48	280,300	273,900	18.9%	0	N/A	1	105,000	0	N/A
33	Washougal	143	44	15	25	-3.8%	14	281,700	131	97	49	0.0%	32	237,200	221,500	16.6%	0	N/A	11	76,700	2	237,500
41	N Hazel Dell	52	28	8	26	-39.5%	20	193,800	57	55	39	-44.3%	34	198,200	179,000	8.7%	0	N/A	3	86,000	0	N/A
42	S Salmon Creek	55	27	5	13	-43.5%	15	177,300	28	60	32	-27.3%	21	172,700	175,000	6.8%	1	325,000	3	72,600	0	N/A
43	N Felida	85	33	12	35	-27.1%	22	271,600	77	69	65	-14.5%	44	263,800	243,300	5.3%	0	N/A	4	214,500	0	N/A
44	N Salmon Creek	87	49	6	32	77.8%	17	204,600	80	78	53	89.3%	29	200,400	179,900	0.3%	0	N/A	1	280,000	0	N/A
50	Ridgefield	19	5	22	7	-22.2%	4	137,800	107	22	25	150.0%	10	164,500	145,500	2.2%	1	115,500	1	490,000	0	N/A
51	W of I-5 County	33	5	1	5	-37.5%	4	415,500	89	11	7	-41.7%	6	352,800	332,500	7.4%	0	N/A	9	157,300	0	N/A
52	NW E of I-5 County	39	13	5	10	-16.7%	6	371,200	46	26	18	5.9%	8	338,400	295,100	-2.5%	0	N/A	5	121,300	0	N/A
61	Battleground	67	46	17	46	-6.1%	24	189,300	59	81	77	-13.5%	61	176,500	159,300	3.0%	0	N/A	2	155,000	0	N/A
62	Brush Prairie	110	51	12	27	42.1%	18	298,200	108	84	55	41.0%	38	282,600	272,300	16.3%	0	N/A	8	194,200	0	N/A
63	East County	3	2	1	0	N/A	0	N/A	N/A	2	1	-50.0%	0	N/A	N/A	-16.3%	0	N/A	0	N/A	0	N/A
64	Central County	10	3	1	2	0.0%	0	N/A	N/A	7	2	-33.3%	1	625,000	625,000	13.1%	0	N/A	4	124,800	0	N/A
65	Mid-Central County	39	8	5	3	0.0%	2	189,000	100	20	5	-28.6%	3	229,300	206,500	0.2%	0	N/A	1	79,500	0	N/A
66	Yacolt	17	8	0	4	-50.0%	0	N/A	N/A	11	4	-71.4%	1	129,000	129,000	-3.0%	0	N/A	0	N/A	0	N/A
70	La Center	24	12	2	4	-42.9%	4	276,700	82	14	9	-25.0%	10	215,800	200,100	14.6%	0	N/A	2	62,000	0	N/A
71	N Central	18	9	2	7	250.0%	1	279,900	44	14	8	100.0%	1	279,900	279,900	3.5%	0	N/A	1	62,500	0	N/A
72	NE Corner	17	9	2	6	20.0%	5	154,100	79	13	10	-9.1%	5	154,100	156,700	7.7%	0	N/A	0	N/A	0	N/A
80	Woodland City	20	11	5	6	50.0%	2	261,000	231	19	10	66.7%	3	220,000	138,000	8.8%	0	N/A	0	N/A	0	N/A
81	Woodland Area	38	11	3	2	-33.3%	3	193,300	119	20	7	0.0%	3	193,300	190,000	1.0%	0	N/A	0	N/A	0	N/A
82	Cowlitz County	109	28	15	16	100.0%	7	173,200	86	47	27	58.8%	15	150,500	134,900	21.1%	2	282,200	3	100,300	1	87,000

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

<sup>2</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares February 2004 with February 2003. The Year-To-Date section compares year-to-date statistics from February 2004 with year-to-date statistics from February 2003.

<sup>3</sup> Appreciation percents based on a comparison of average price for the last 12 months (3/1/03-2/29/04) with 12 months before (3/1/02-2/28/03).



# Lane County



RESIDENTIAL REVIEW: Lane County, Oregon

February 2004 Reporting Period

## Residential Market Highlights

Lane County, Oregon		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
2004	February	478	383	269	165,700	150,000	74
	Year to Date	906	686	480	175,200	152,700	71
2003	February	486	377	249	156,000	137,000	69
	Year to Date	972	691	507	158,300	139,900	73

### February Residential Highlights

Closed sales clawed their way past their total in February 2003 to record an 8.0% increase (see table above). That, along with a 1.6% increase in pending sales and a 1.7% decrease in new listings, helps account for the low inventory measure (see table to right). Inventory takes into account the 1,021 active residential listings at the end of February and calculates how long they would last at February's rate of sales.

### Year-To-Date Trends

Comparing the two months that comprise the year to date to the same months in 2003 displays a 6.8% decrease in new listings, a 0.7% decrease in pending sales, and a 5.3% decrease in closed sales.

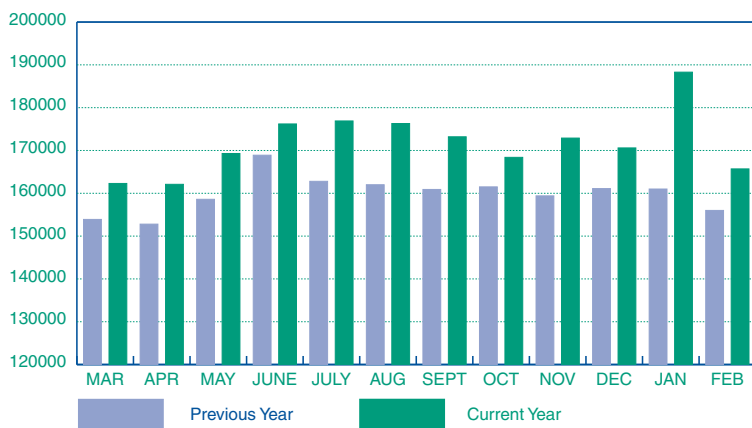
### Appreciation

The average sale price during the 12 months that ended with February 2004 was \$170,600, up 6.6% from the prior twelve months (\$160,000). Similarly, median sale price rose 7.1% (\$150,000 v. \$140,000).

### Available Inventory in Months

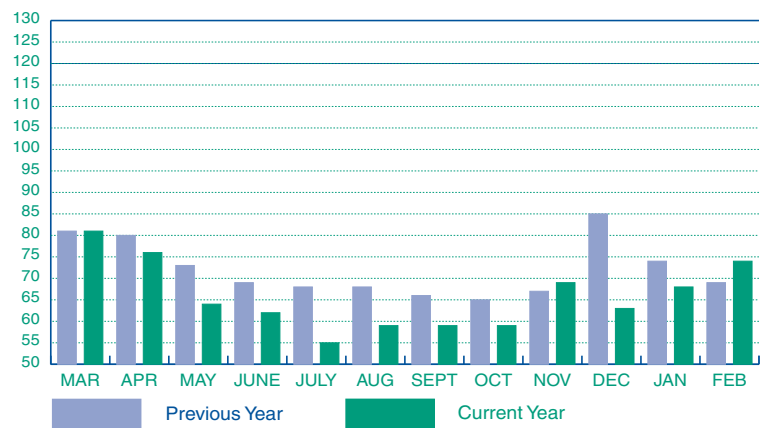
	2002	2003	2004
January	7.5	5.5	4.9
February	7.1	5.3	3.8
March	5.5	4.0	
April	5.9	4.2	
May	4.5	3.6	
June	4.8	3.6	
July	4.7	3.4	
August	4.3	3.1	
September	4.3	3.4	
October	3.9	3.0	
November	4.3	3.8	
December	4.0	2.8	

### AVERAGE SALE PRICE - Lane County, OR



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

### DAYS ON MARKET - Lane County, OR



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

# Market Action

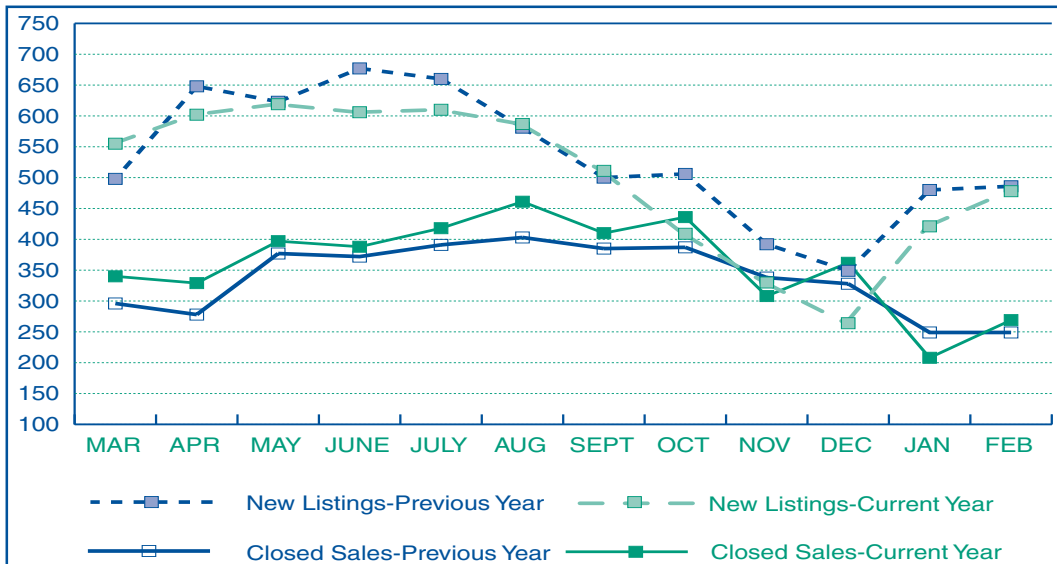
# AREA REPORT • 2/2004 • Lane County, Oregon

	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 2004 v. 2003 <sup>2</sup>	Closed Sales	Average Sale Price	Average Market Time <sup>1</sup>	New Listings	Pending Sales	Pending Sales 2004 v. 2003 <sup>2</sup>	Closed Sales	Average Sale Price	Median Sale Price	Appreciation <sup>3</sup>	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price
232 Hayden Bridge	16	9	2	11	-8.3%	10	173,400	59	19	18	-35.7%	15	208,900	169,000	16.8%	0	N/A	0	N/A	0	N/A
233 McKenzie Valley	57	12	2	12	100.0%	5	110,800	148	27	17	54.5%	11	228,800	147,000	7.9%	2	128,800	5	108,400	1	57,500
234 Pleasant Hill/Oak	86	30	10	16	33.3%	4	201,900	131	48	30	20.0%	14	183,100	135,700	4.3%	1	415,000	6	56,500	1	215,000
235 Cottage Grove/ Creswell/Dorena	130	48	19	49	40.0%	26	150,100	105	88	81	44.6%	47	153,100	145,000	8.5%	0	N/A	8	64,600	1	250,500
236 Veneta/Elmira	60	21	13	15	25.0%	15	173,800	129	44	32	14.3%	23	155,600	145,000	2.0%	0	N/A	4	85,000	0	N/A
237 Junction City	94	22	11	12	-7.7%	8	128,000	92	47	19	-36.7%	15	158,600	129,500	-1.2%	0	N/A	3	81,500	0	N/A
238 Florence	6	2	1	3	50.0%	1	48,000	132	4	4	-20.0%	1	48,000	48,000	-13.6%	0	N/A	1	38,000	0	N/A
239 Thurston	64	24	7	22	-37.1%	26	150,300	80	46	42	-31.1%	40	156,200	146,700	7.8%	0	N/A	2	34,300	6	171,400
240 Coburg I-5	20	12	3	7	600.0%	5	208,900	101	20	10	42.9%	7	209,100	157,500	9.6%	0	N/A	3	210,000	0	N/A
241 N Gilham	29	18	3	7	-36.4%	9	211,800	36	30	16	-30.4%	14	216,300	174,500	7.0%	0	N/A	0	N/A	0	N/A
242 Ferry Street Bridge	70	35	5	29	-19.4%	12	182,300	74	66	45	-18.2%	27	197,200	175,000	5.6%	0	N/A	0	N/A	1	176,000
243 E Eugene	43	28	3	23	9.5%	16	219,600	36	57	45	21.6%	33	213,800	198,500	15.4%	0	N/A	10	105,100	1	177,000
244 SW Eugene	85	45	11	33	-5.7%	35	215,000	86	83	72	20.0%	63	235,700	189,000	3.0%	0	N/A	12	137,800	3	250,000
245 W Eugene	27	19	0	11	-42.1%	8	171,200	51	29	19	-38.7%	12	146,700	137,000	9.8%	0	N/A	0	N/A	5	191,800
246 Danebo	86	58	8	44	7.3%	32	128,200	54	104	82	22.4%	61	135,900	141,500	8.9%	0	N/A	0	N/A	5	221,000
247 River Road	28	21	4	10	-23.1%	14	150,700	47	39	27	3.8%	24	155,000	145,500	2.4%	0	N/A	0	N/A	6	217,200
248 Santa Clara	33	26	6	39	11.4%	15	173,300	31	65	54	-18.2%	28	179,100	177,000	6.7%	0	N/A	5	76,100	2	244,000
249 Springfield	66	43	4	38	35.7%	27	125,600	69	78	67	17.5%	42	127,300	120,000	9.6%	0	N/A	0	N/A	5	194,000
250 Mohawk Valley	21	5	0	2	-33.3%	1	235,000	105	12	6	20.0%	3	194,700	205,000	2.4%	0	N/A	0	N/A	0	N/A

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

<sup>2</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares February 2004 with February 2003. The Year-To-Date section compares year-to-date statistics from February 2004 with year-to-date statistics from February 2003.

<sup>3</sup> Appreciation percents based on a comparison of average price for the last 12 months (3/1/03-2/29/04) with 12 months before (3/1/02-2/28/03).



## LANE COUNTY NEW LISTINGS & CLOSED SALES

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



# Douglas & Coos Counties



RESIDENTIAL REVIEW: Douglas & Coos Counties, Oregon

February 2004 Reporting Period

## Residential Market Highlights

Douglas County, Oregon		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
2004	February	186	140	76	137,400	118,900	115
	Year to Date	334	237	147	141,900	122,500	118
2003	February	180	123	69	135,200	115,500	118
	Year to Date	337	205	156	135,000	121,800	121

Coos County, Oregon		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
2004	February	94	88	41	169,000	127,500	113
	Year to Date	193	154	95	138,900	114,900	95
2003	February	70	46	36	126,000	119,900	106
	Year to Date	187	99	84	125,300	113,000	124

### Douglas County February Residential Highlights

Nothing's getting in the way of Douglas County, which saw a 10.1% increase in closed sales, comparing February 2004 to February 2003. At the same time pending sales rose 13.8% and new listings climbed 3.3% (see table above).

### Year-To-Date Trends

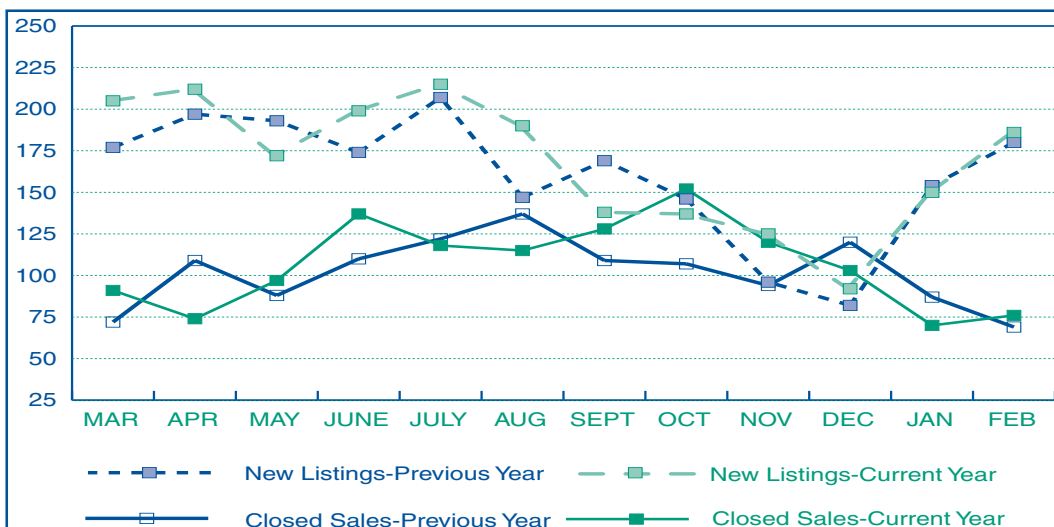
For the year to date, pending sales have climbed 15.6% higher than in 2003. Closed sales have fallen by 5.8%, and new listings are down 0.9%.

### Coos County February Residential Highlights

An additional 24 new listings accounted for a 34.3% increase from February 2003 to February 2004. If you think that's a lot, try the 91.3% growth in pending sales. In any other month, the 13.9% increase in closed sales would seem quite significant.

### Year-To-Date Trends

So far, 2004 has given Coos County 55.6% more pending sales, 13.1% more closed sales, and 3.2% more new listings than did 2003.



## DOUGLAS COUNTY NEW LISTINGS & CLOSED SALES

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

# Market Action

# AREA REPORT • 2/2004

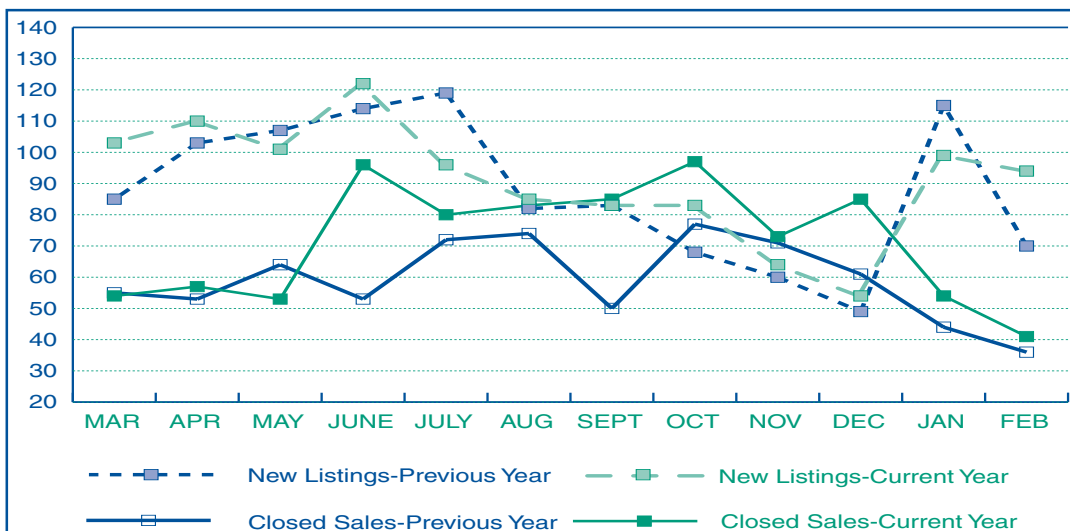
## Douglas & Coos Counties, Oregon

	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 2004 v. 2003 <sup>2</sup>	Closed Sales	Average Sale Price	Average Market Time <sup>1</sup>	New Listings	Pending Sales	Pending Sales 2004 v. 2003 <sup>2</sup>	Closed Sales	Average Sale Price	Median Sale Price	Appreciation <sup>3</sup>	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	
251	NE Roseburg	45	18	4	20	100.0%	16	148,400	141	33	36	50.0%	26	147,600	106,500	15.8%	2	196,300	4	45,500	2	148,500
252	NW Roseburg	57	19	7	12	-7.7%	6	176,800	145	32	23	4.5%	13	193,100	192,500	6.7%	1	305,000	12	106,400	0	N/A
253	SE Roseburg	28	12	2	7	-22.2%	3	110,300	27	19	10	-28.6%	7	121,600	106,000	16.2%	1	125,000	0	N/A	0	N/A
254	SW Roseburg	31	16	5	9	-25.0%	7	156,200	141	21	17	-10.5%	16	165,200	161,400	21.6%	0	N/A	2	102,500	0	N/A
255	Glide & E of Roseburg	33	11	3	5	66.7%	5	169,700	276	13	12	71.4%	5	169,700	140,000	-5.0%	0	N/A	12	60,800	0	N/A
256	Sutherlin/ Oakland Area	90	27	5	10	-41.2%	10	107,100	53	45	27	3.8%	22	137,300	136,500	8.6%	2	172,500	2	28,100	0	N/A
257	Winston & SW of Roseburg	47	12	5	33	230.0%	10	133,200	88	43	40	166.7%	15	128,300	122,500	2.5%	1	20,000	1	77,000	0	N/A
258	Myrtle Creek & S/SE of Roseburg	127	48	3	19	0.0%	12	110,400	96	72	32	0.0%	23	118,800	117,000	9.5%	2	60,000	4	37,600	2	125,000
259	Green District	51	14	3	13	30.0%	6	149,200	98	30	20	42.9%	16	133,400	121,500	10.8%	0	N/A	2	35,000	1	162,500
265	North Douglas County	73	9	7	12	140.0%	1	108,000	40	26	20	66.7%	4	89,000	94,000	-14.2%	0	N/A	0	N/A	0	N/A
	Douglas County Totals	582	186	44	140	13.8%	76	137,400	115	334	237	15.6%	147	141,900	122,500	7.0%	9	145,300	39	70,400	5	141,900
260	Coos County	257	94	23	88	91.3%	41	169,000	113	193	154	55.6%	95	138,900	114,900	10.5%	4	153,900	33	100,200	8	180,500

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

<sup>2</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares February 2004 with February 2003. The Year-To-Date section compares year-to-date statistics from February 2004 with year-to-date statistics from February 2003.

<sup>3</sup> Appreciation percents based on a comparison of average price for the last 12 months (3/1/03-2/29/04) with 12 months before (3/1/02-2/28/03).



### COOS COUNTY NEW LISTINGS & CLOSED SALES

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

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

## Southern Oregon

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 Roseburg, OR 97470  
 (541) 673-3571  
 Fax: (541) 673-6581

## Southwest Washington

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

## Lane County

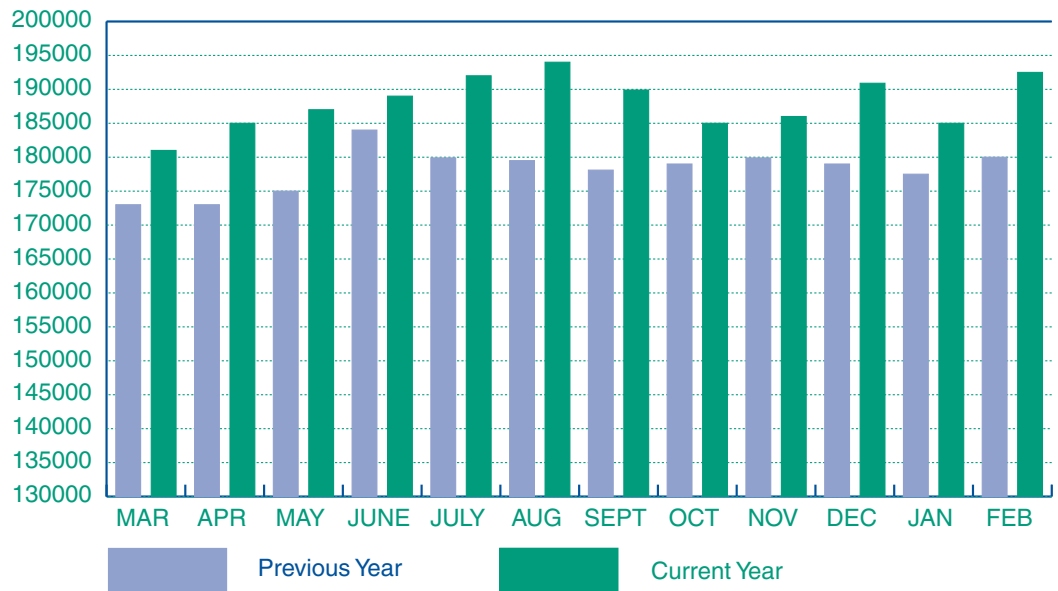
2139 Centennial Plaza  
 Eugene, OR 97401  
 (541) 686-2885  
 Fax: (541) 484-3854

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 counties; Lane, Douglas, & Coos Counties in Oregon; portions of other Oregon Counties; and Clark County, Washington.

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## MEDIAN SALES PRICE - Metro Portland, Oregon



*This graph shows the median sale price over the past 24 months in the greater Portland, OR metro area.*

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