

MARKET ACTION

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

RESIDENTIAL REVIEW: Metro Portland, Oregon

June 2004 Reporting Period

June Residential Highlights

June has never seen as many closed sales in the Portland metro area than it did in 2004, reaching a total 29.4% higher than in June 2003 (see the table below for details). Pending sales increased 14.2%. New listings managed to climb 1.9%.

At the end of June, 8,025 residential listings were active in the Portland metro area's market. Given the month's rate of sales, they would last only 2.4 months—setting another record low for Portland's inventory measure (see table to right).

Second Quarter Report

Comparing the second quarters of 2004 and 2003, new listings are up 2.0% (13,257 v. 12,998), pending sales are up 23.0% (10,454 v. 8,498), and closed sales are up 15.4% (9,281 v. 8,044).

Year-To-Date Trends

The first half of 2004 has brought increased market activity for every measure. That activity has ranged from substantial growth of 13.1% in the number of pending sales (compared to the same period in 2003) to the slight increase of 0.3% in the number of new listings. Also toward the substantial end of the range was the number of closed sales, which increased 12.2%.

Appreciation

The area's sale price appreciation is calculated by comparing the last 12 months to the 12 months before them. For those periods, the area's average sale price climbed from \$216,600 to \$233,900, up 8.0%. The area's median sale price rose from \$181,000 to \$193,000, making for a rise of 6.6%.

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Inventory in Months (Active Listings / Closed Sales)

	2002	2003	2004
January	6.1	5.8	6.1
February	5.8	5.5	4.8
March	4.6	4.3	3.4
April	4.5	4.1	3.0
May	3.9	3.8	2.8
June	4.1	3.6	2.4
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	June	4,469	3,508	3,408	250,200	204,000	52
	Year to Date	24,353	17,964	15,019	238,900	196,900	62
2003	June	4,386	3,073	2,633	227,300	189,000	65
	Year to Date	24,286	15,883	13,381	218,200	184,300	58

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Metro Portland & Adjacent Regions, Oregon

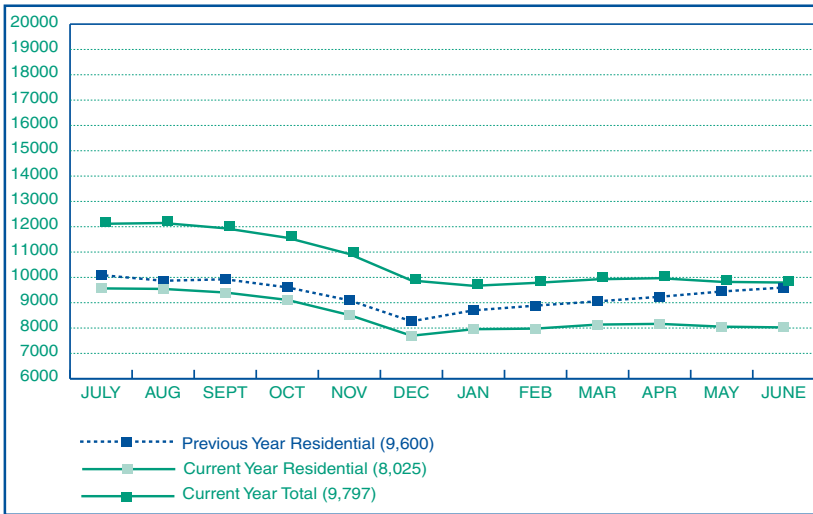
	RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY		
	Current Month									Year-To-Date						Year-To-Date		Year-To-Date		Year-To-Date		
	Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2004 v. 2003 ²	Closed Sales	Average Sale Price	Average Market Time ¹	New Listings	Pending Sales	Pending Sales 2004 v. 2003 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	North Portland	258	176	61	121	2.5%	131	174,700	38	1,050	756	22.1%	667	169,700	160,000	11.2%	4	315,800	20	70,100	19	243,600
142	Northeast Portland	752	493	123	380	32.4%	357	223,400	43	2,670	1,906	18.6%	1,600	219,300	190,000	7.7%	19	296,600	13	110,300	96	304,900
143	Southeast Portland	904	610	173	414	2.5%	430	209,100	46	3,152	2,200	4.2%	1,905	193,800	170,000	6.7%	21	351,200	50	138,600	134	338,500
144	Gresham/ Troutdale	598	314	90	260	21.5%	242	208,900	64	1,733	1,261	18.6%	1,034	198,300	180,000	6.5%	8	520,400	40	294,000	51	269,500
145	Milwaukie/ Clackamas	545	313	74	241	10.6%	249	249,900	50	1,675	1,274	14.4%	1,112	239,800	203,500	9.8%	4	158,800	42	176,900	23	246,400
146	Oregon City/ Canby	426	217	48	193	44.0%	158	231,100	55	1,182	858	12.5%	755	229,100	207,500	9.7%	8	655,800	62	145,900	27	444,200
147	Lake Oswego/West Linn	546	244	79	186	-11.8%	204	428,900	58	1,477	1,025	-0.9%	835	380,800	319,900	12.6%	3	273,800	28	190,400	2	453,000
148	West Portland	930	457	124	344	38.2%	339	371,100	54	2,490	1,725	24.1%	1,456	342,100	275,000	6.2%	7	261,000	40	132,200	15	542,200
149	Northwest Washington County	320	199	43	161	-5.8%	156	301,600	40	971	731	2.7%	616	322,000	280,000	9.0%	3	138,300	15	164,100	5	284,200
150	Beaverton/Aloha	693	411	69	345	12.7%	350	210,000	44	2,280	1,760	10.0%	1,466	209,900	185,000	8.0%	6	404,300	13	382,700	30	248,200
151	Tigard/Wilsonville	608	381	70	314	5.0%	330	271,800	49	2,035	1,678	6.6%	1,369	261,000	234,000	8.4%	2	290,000	25	221,000	11	251,200
152	Hillsboro/ Forest Grove	567	325	58	281	28.9%	229	205,400	63	1,734	1,389	24.6%	1,111	204,200	185,000	4.8%	12	155,000	33	186,700	30	226,400
153	Mt. Hood: Govt. Camp/Wemme	88	20	6	15	-34.8%	20	144,400	81	197	155	64.9%	90	160,900	149,500	7.8%	0	N/A	29	84,900	0	N/A
155	Columbia County	351	149	46	101	7.4%	89	164,200	101	699	527	21.7%	424	167,000	157,200	3.9%	9	221,300	55	84,000	5	148,800
156	Yamhill County	439	160	63	152	19.7%	124	183,200	73	1,008	719	10.1%	579	206,200	164,500	12.5%	13	350,800	72	130,800	17	220,900
170-210	Marion/ Polk Counties	404	149	49	89	50.8%	82	172,000	65	765	520	38.7%	428	173,200	150,000	2.8%	6	371,200	33	77,300	15	313,000
180-200	North Coastal Counties	359	114	44	70	18.6%	72	228,800	141	538	369	20.6%	313	223,100	172,500	17.2%	8	325,400	105	88,100	10	161,600
83, 84, 85, 86, 87, 88, 89	Columbia Gorge	146	42	16	18	N/A	14	163,600	86	183	70	N/A	53	157,000	157,900	30.4%	6	147,400	11	67,600	1	160,000

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 June 2004 with June 2003. The Year-To-Date section compares year-to-date statistics from June 2004 with year-to-date statistics from June 2003.

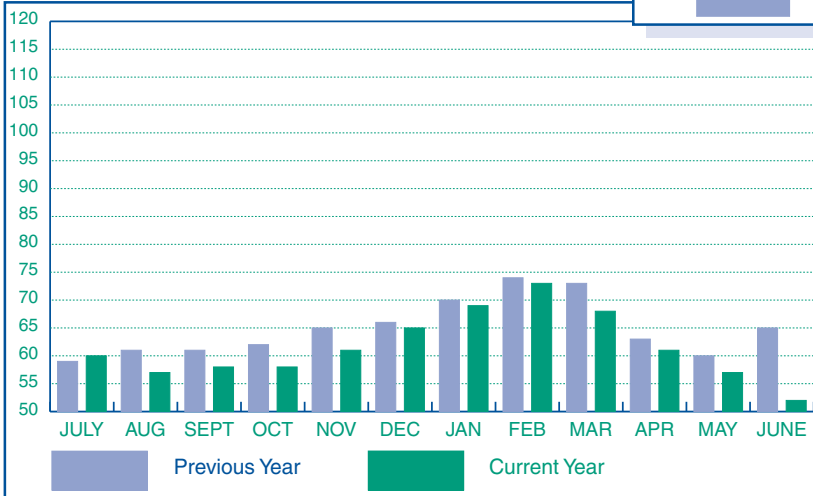
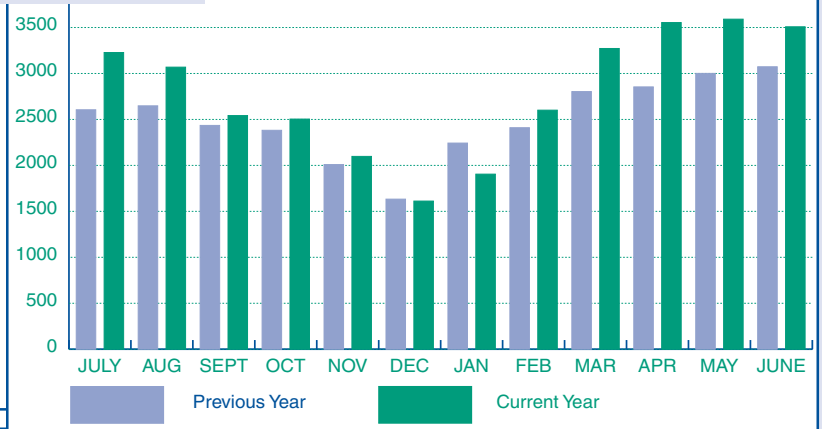
³ Appreciation percents based on a comparison of average price for the last 12 months (7/1/03-6/30/04) with 12 months before (7/1/02-6/30/03).

Market Action



PENDING SALES
Metro Portland, Oregon

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

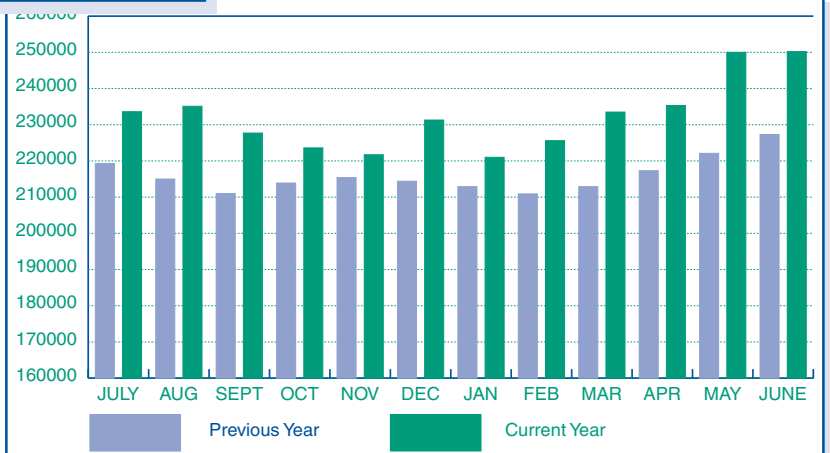


DAYS ON MARKET
Metro Portland, Oregon

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.

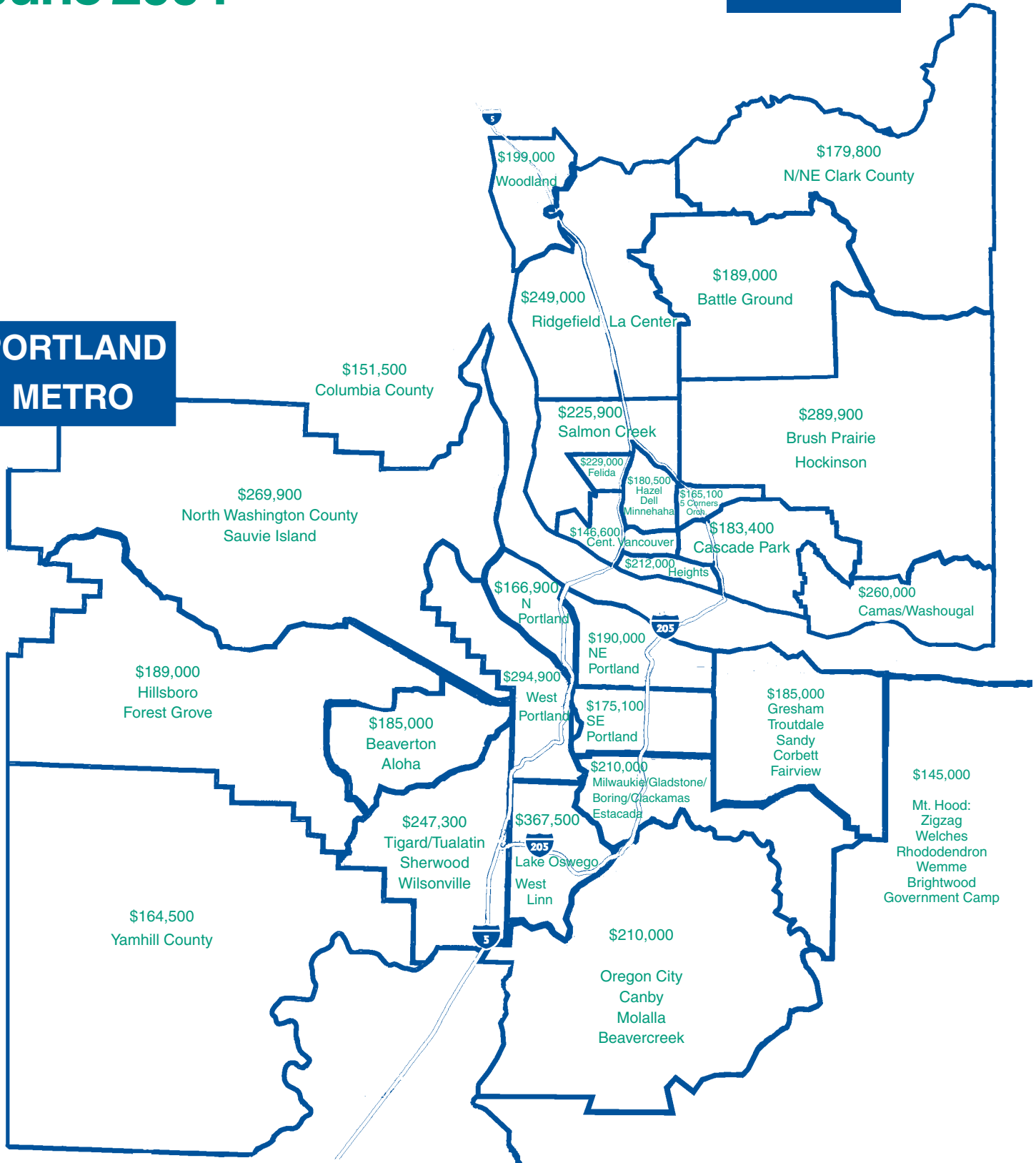


MEDIAN SALE PRICE

June 2004

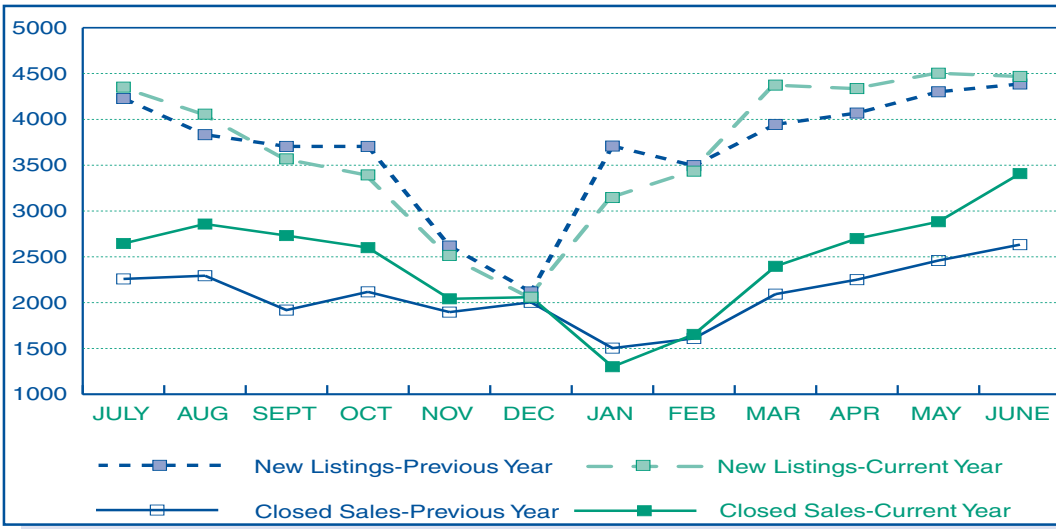
CLARK COUNTY

PORTLAND METRO



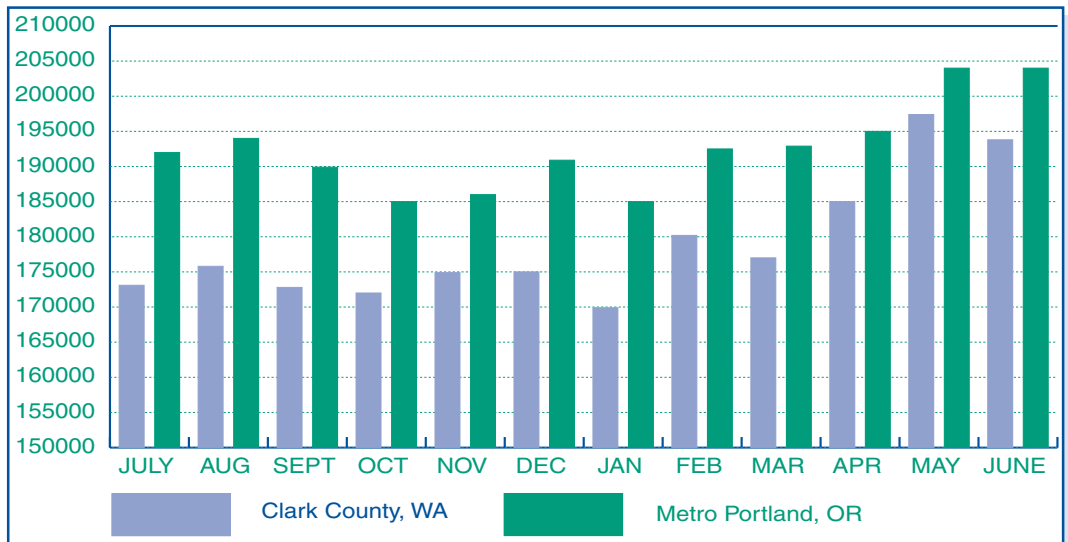
**PORTLAND, OR
NEW LISTINGS &
CLOSED SALES**

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



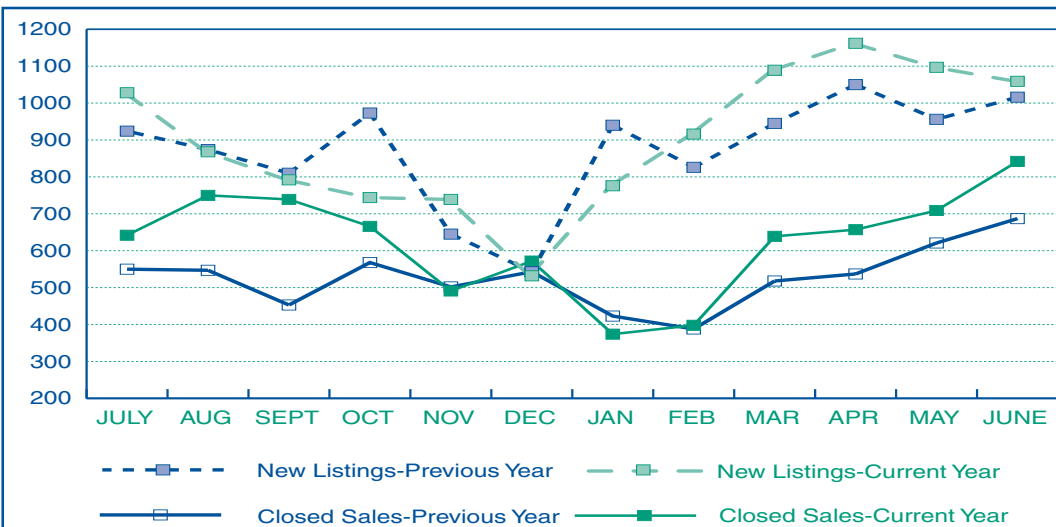
**PORTLAND, OR &
CLARK COUNTY, WA
MEDIAN
SALE PRICE**

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

June 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	June	1,059	882	842	228,300	193,800	50
	Year to Date	6,039	4,643	3,816	220,000	185,000	56
2003	June	1,016	840	687	193,700	172,000	70
	Year to Date	5,831	4,331	3,414	190,500	166,300	72

June Residential Highlights

Clark County set a new record for active residential inventory. The 1,902 residential listings that were active at the end of June would last only 2.3 months at June's rate of sales (see table to right). Related to the record low inventory is the 22.6% increase in closed sales comparing June 2004 to June 2003. At the same time, pending sales rose 5.0%, and new listings rose 4.2%.

Second Quarter Report

Compared to the second quarter of 2003, April-June of 2004 generated 18.0% more closed sales (2,304 v. 1,953) and 8.3% more pending sales (2,607 v. 2,407). New listings decreased by 0.4% (3,290 v. 3,302).

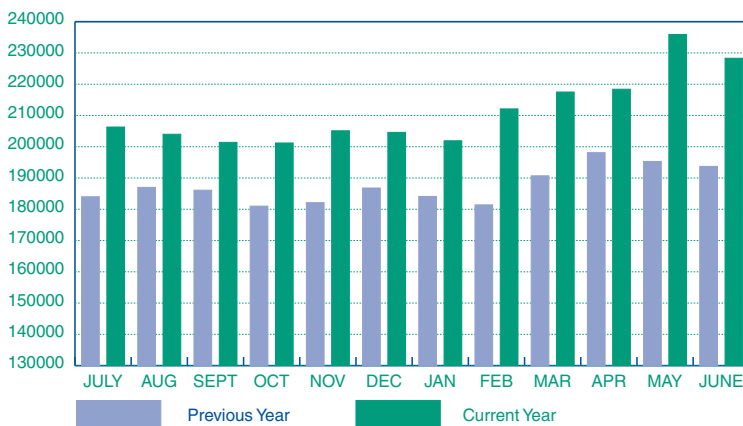
Appreciation

Clark County's average sale price has appreciated 12.8% (\$186,900 v. \$210,800) comparing the last 12 months to the 12 months prior. At the same time, median sale price is up 9.7% (\$164,000 v. \$179,900).

Inventory in Months (Active Listings / Closed Sales)

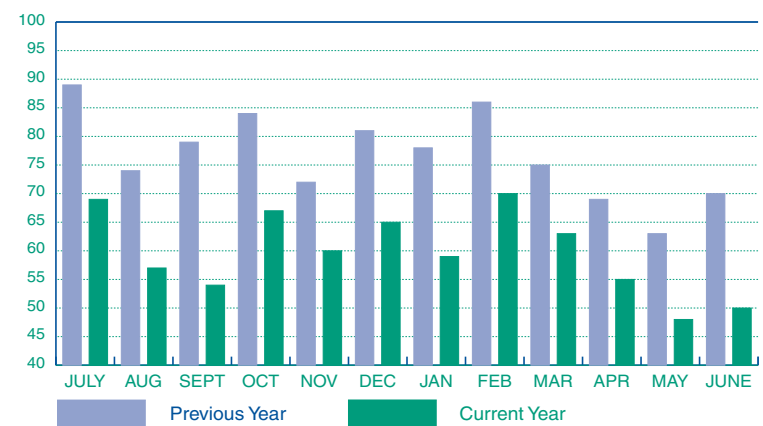
	2002	2003	2004
January	9.0	5.8	5.2
February	7.6	6.1	4.7
March	6.7	4.5	2.9
April	5.6	4.4	2.9
May	5.5	3.6	2.7
June	6.2	3.1	2.3
July	5.3	3.3	
August	5.2	2.8	
September	6.0	2.7	
October	4.8	2.8	
November	5.3	4.0	
December	4.3	3.2	

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 ²	Closed Sales	Average Sale Price	Average Market Time ¹	New Listings	Pending Sales	Pending Sales 2004 v.2003 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	43	27	10	26	8.3%	29	204,400	43	182	152	28.8%	127	174,500	153,000	20.9%	1	85,000	4	34,500	17	181,000
12	NW Heights	33	29	8	24	4.3%	28	124,900	54	178	158	37.4%	131	131,200	124,500	11.6%	3	143,500	8	83,700	35	181,200
13	SW Heights	25	11	5	10	-33.3%	8	236,400	80	66	50	-30.6%	42	236,900	169,300	21.6%	0	N/A	3	220,700	2	516,800
14	Lincoln/Hazel Dell	24	16	3	16	-5.9%	14	184,000	52	87	69	-24.2%	57	161,700	166,900	8.3%	1	150,000	2	65,000	0	N/A
15	E Hazel Dell	67	39	15	29	-3.3%	31	173,600	61	228	191	22.4%	166	175,300	165,300	16.4%	1	105,000	7	194,500	6	260,700
20	NE Heights	42	36	4	36	56.5%	23	180,600	34	172	147	31.3%	115	175,800	156,000	10.1%	0	N/A	2	1,126,200	4	431,700
21	Orchards	55	32	5	33	-17.5%	37	162,300	30	259	221	21.4%	200	174,900	166,000	14.2%	2	134,800	2	183,800	0	N/A
22	Evergreen	126	93	21	81	24.6%	92	183,200	32	529	428	2.1%	357	181,600	160,000	16.9%	2	41,600	42	124,900	9	219,500
23	E Heights	44	23	4	23	21.1%	10	215,500	37	130	103	13.2%	79	207,300	164,900	6.5%	1	1,395,000	4	104,800	2	236,500
24	Cascade Park	36	33	1	28	-15.2%	29	203,100	29	184	157	4.0%	141	257,200	207,400	20.4%	0	N/A	7	205,200	5	232,900
25	Five Corners	30	38	9	33	10.0%	39	171,600	24	217	170	-10.5%	157	166,000	162,000	11.6%	0	N/A	0	N/A	0	N/A
26	E Orchards	49	59	17	47	74.1%	30	242,000	26	276	231	33.5%	158	235,700	214,000	8.8%	0	N/A	1	80,000	1	288,000
27	Fisher's Landing	55	57	5	40	-16.7%	49	227,400	24	275	235	-6.4%	206	228,400	210,000	7.9%	0	N/A	0	N/A	2	215,600
31	SE County	29	15	2	8	14.3%	3	360,000	135	60	34	6.3%	23	316,300	325,000	10.4%	0	N/A	26	161,900	0	N/A
32	Camas City	175	82	19	53	-20.9%	76	323,700	49	444	335	1.2%	292	309,600	279,900	18.6%	3	169,000	34	128,600	3	223,800
33	Washougal	161	53	14	48	23.1%	40	253,000	76	323	208	21.6%	159	236,400	233,400	23.0%	0	N/A	32	101,800	6	155,200
41	N Hazel Dell	50	30	3	31	-35.4%	36	250,800	44	198	167	-25.8%	146	227,500	207,500	11.9%	0	N/A	8	119,900	1	760,000
42	S Salmon Creek	67	51	16	37	12.1%	18	229,700	33	254	172	22.0%	120	209,000	193,800	8.4%	2	240,000	4	74,500	0	N/A
43	N Felida	104	48	12	30	-31.8%	45	274,600	69	245	198	-25.8%	179	258,100	241,000	11.4%	0	N/A	7	350,400	2	204,500
44	N Salmon Creek	74	34	4	42	55.6%	35	208,200	48	216	196	47.4%	138	219,300	191,900	-7.4%	1	392,000	1	280,000	0	N/A
50	Ridgefield	16	19	15	19	280.0%	12	193,600	33	161	98	345.5%	68	198,500	186,200	13.9%	2	137,800	3	199,500	0	N/A
51	W of I-5 County	36	9	5	9	28.6%	2	526,600	188	49	33	22.2%	28	367,200	322,500	32.6%	0	N/A	15	211,300	0	N/A
52	NW E of I-5 County	36	15	3	14	55.6%	12	379,100	124	85	63	23.5%	49	334,600	299,000	12.5%	0	N/A	29	167,500	0	N/A
61	Battleground	89	46	14	40	-28.6%	50	216,400	43	310	236	-26.3%	223	196,800	173,500	7.3%	3	112,200	7	129,700	1	95,300
62	Brush Prairie	96	57	13	37	-15.9%	35	309,500	58	276	213	18.3%	181	300,800	268,000	18.0%	2	409,300	29	156,700	0	N/A
63	East County	1	0	0	0	N/A	2	307,500	60	6	6	50.0%	4	318,200	307,500	24.3%	0	N/A	1	140,100	0	N/A
64	Central County	16	7	1	9	50.0%	1	300,000	224	31	17	-26.1%	10	301,100	257,000	16.2%	0	N/A	6	115,100	0	N/A
65	Mid-Central County	42	11	2	10	66.7%	8	286,600	87	73	42	68.0%	28	282,700	284,300	7.7%	0	N/A	13	133,400	0	N/A
66	Yacolt	21	12	1	5	0.0%	6	271,600	97	39	24	-20.0%	18	242,900	200,000	4.5%	0	N/A	4	102,500	0	N/A
70	La Center	33	8	0	6	0.0%	8	299,100	136	58	38	-13.6%	35	240,800	228,900	23.6%	0	N/A	12	66,600	0	N/A
71	N Central	10	5	1	4	-20.0%	4	232,100	88	33	27	-10.0%	19	235,300	224,900	5.7%	0	N/A	6	119,100	1	206,000
72	NE Corner	21	10	3	4	-33.3%	4	158,800	85	45	29	-9.4%	24	179,400	156,300	20.5%	0	N/A	7	76,100	0	N/A
80	Woodland City	11	3	2	5	0.0%	5	186,000	71	39	32	10.3%	26	176,000	138,500	20.3%	1	184,900	1	84,900	0	N/A
81	Woodland Area	47	15	3	14	40.0%	6	269,200	99	70	41	24.2%	29	284,000	199,000	16.0%	0	N/A	8	112,600	2	295,000
82	Cowlitz County	138	36	24	31	181.8%	15	219,100	139	241	122	103.3%	81	171,200	145,000	18.3%	2	282,200	29	73,400	2	108,500

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 June 2004 with June 2003. The Year-To-Date section compares year-to-date statistics from June 2004 with year-to-date statistics from June 2003.

³ Appreciation percents based on a comparison of average price for the last 12 months (7/1/03-6/30/04) with 12 months before (7/1/02-6/30/03).



Lane County



RESIDENTIAL REVIEW: Lane County, Oregon

June 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	June	624	588	508	187,300	160,000	49
	Year to Date	3,371	2,746	2,320	179,000	156,200	57
2003	June	606	482	388	176,200	154,500	62
	Year to Date	4,053	2,459	2,047	164,600	144,900	71

June Residential Highlights

Lane County's inventory dipped to a new record low in June. Contributing to the low measure was a 30.9% increase in closed sales, comparing June 2004 to June 2003. Along with that were a 22.0% climb in pending sales and a 3.0% increase in new listings. All of the market activity combined to result in a total of 1,024 active residential listings at month's end, which would last a mere 2.0 months at June's rate of sales.

Second Quarter Report

Closed sales climbed 22.6% higher in the second quarter of 2004 than in the second quarter of 2003 (1,403 v. 1,144). Pending sales grew 16.0% (1,588 v. 1,369). New listings fell 6.0% (1,859 v. 1,978).

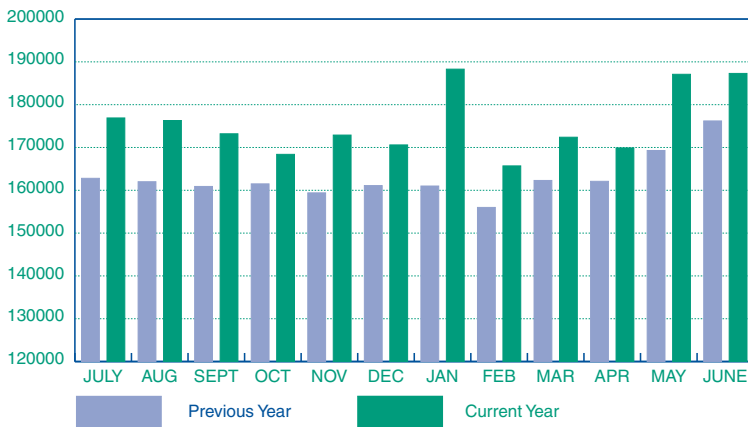
Appreciation

The area's average sale price from the last 12 months was \$175,400—up 7.7% from the average of \$162,800 for the prior 12 months. Comparing the same periods, median sale price is up 8.3% (\$143,000 v. 154,900).

Inventory in Months (Active Listings / Closed Sales)

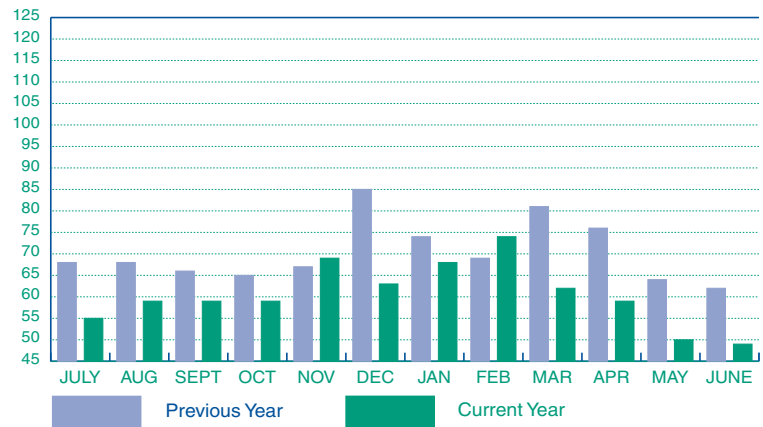
	2002	2003	2004
January	7.5	5.5	4.9
February	7.1	5.3	3.8
March	5.5	4.0	2.6
April	5.9	4.2	2.6
May	4.5	3.6	2.3
June	4.8	3.6	2.0
July	4.7	3.4	
August	4.3	3.1	
September	4.3	3.4	
October	3.9	3.0	
November	4.3	3.8	
December	4.0	2.8	

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

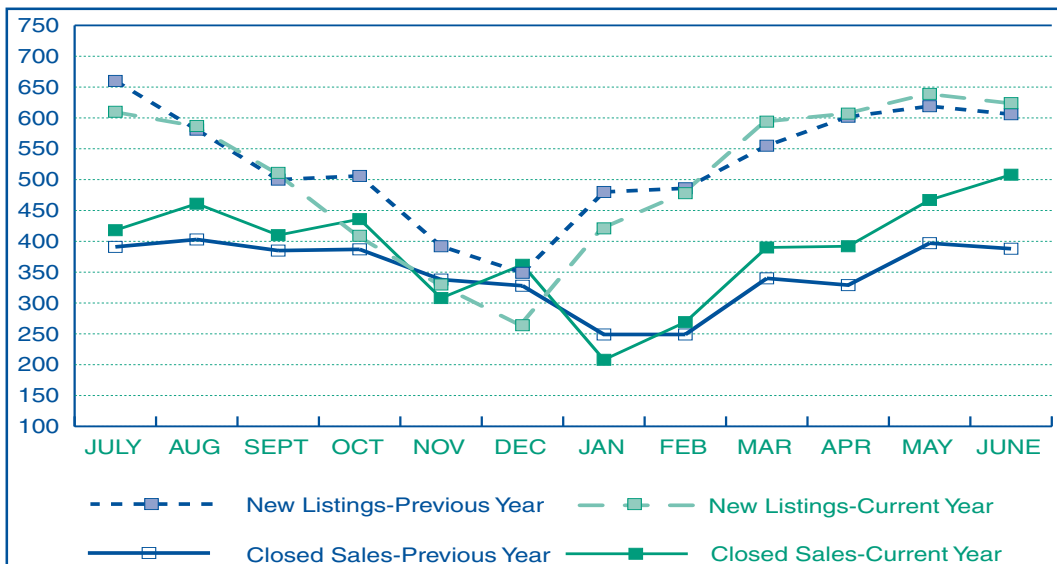
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	RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY	
	Current Month									Year-To-Date						Year-To-Date		Year-To-Date		Year-To-Date	
	Active Listings	New Listings	Expired/ Canceled Listings	Pending Sales	Pending Sales 2004 v. 2003 ²	Closed Sales	Average Sale Price	Average Market Time ¹	New Listings	Pending Sales	Pending Sales 2004 v. 2003 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
232 Hayden Bridge	15	15	3	13	62.5%	12	197,000	37	85	76	-12.6%	68	180,400	157,500	16.6%	1	358,000	0	0	3	195,500
233 McKenzie Valley	54	17	3	11	-26.7%	5	241,400	83	85	60	15.4%	50	234,700	185,000	0.6%	2	128,800	8	92,100	1	57,500
234 Pleasant Hill/Oak	95	33	9	21	-27.6%	28	197,300	100	173	126	31.3%	102	157,900	129,800	-5.0%	3	226,700	16	74,700	4	146,000
235 Cottage Grove/ Creswell/Dorena	127	60	14	53	51.4%	53	150,100	73	318	261	32.5%	231	150,500	134,500	2.9%	1	200,000	37	76,200	8	182,200
236 Veneta/Elmira	60	33	13	29	52.6%	22	196,100	81	159	121	34.4%	98	173,900	150,000	1.2%	1	60,000	17	103,700	3	148,300
237 Junction City	75	28	7	24	41.2%	31	187,900	95	157	118	19.2%	102	195,500	152,000	20.3%	3	554,700	11	112,800	2	239,500
238 Florence	5	2	0	4	300.0%	0	N/A	N/A	13	9	50.0%	4	137,800	104,000	6.6%	0	N/A	1	38,000	0	N/A
239 Thurston	56	38	7	32	10.3%	31	147,300	43	202	178	-9.6%	172	153,300	149,600	8.0%	1	125,000	7	85,800	12	166,500
240 Coburg I-5	23	10	2	13	44.4%	7	315,600	46	58	45	45.2%	36	221,800	168,000	18.8%	0	N/A	10	87,600	0	N/A
241 N Gilham	34	21	3	21	16.7%	18	208,300	36	107	82	7.9%	66	226,100	193,300	9.2%	0	N/A	1	60,000	1	190,000
242 Ferry Street Bridge	73	46	6	39	14.7%	35	232,500	51	235	186	-3.1%	159	219,200	186,000	6.7%	1	40,000	0	0	1	176,000
243 E Eugene	64	56	4	55	27.9%	44	235,000	22	276	219	21.7%	170	223,600	209,300	12.0%	0	N/A	29	105,300	11	320,600
244 SW Eugene	101	71	11	60	3.4%	50	238,000	41	360	286	2.9%	248	227,000	205,000	4.0%	0	N/A	23	127,900	4	274,800
245 W Eugene	20	21	1	24	71.4%	27	140,900	32	110	96	-3.0%	82	149,900	132,500	11.5%	3	421,300	2	117,800	11	189,600
246 Danebo	78	58	9	69	68.3%	45	145,100	34	337	289	21.9%	245	142,200	142,900	11.8%	1	250,000	6	115,100	10	191,000
247 River Road	21	21	3	28	64.7%	21	178,500	34	129	118	31.1%	94	162,500	152,500	7.4%	2	169,500	4	75,700	11	211,600
248 Santa Clara	38	36	5	43	16.2%	28	190,100	33	229	195	-10.1%	161	187,700	178,000	10.1%	0	N/A	7	143,600	6	212,500
249 Springfield	56	48	15	41	-21.2%	43	129,600	18	288	251	18.4%	213	130,300	124,900	13.1%	1	160,000	4	101,300	17	187,000
250 Mohawk Valley	29	10	3	8	33.3%	8	257,100	67	50	30	30.4%	19	209,500	182,500	13.2%	0	N/A	2	70,000	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. The Current Month section compares June 2004 with June 2003. The Year-To-Date section compares year-to-date statistics from June 2004 with year-to-date statistics from June 2003.

³ Appreciation percents based on a comparison of average price for the last 12 months (7/1/03-6/30/04) with 12 months before (7/1/02-6/30/03).



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

June 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	June	228	162	168	172,000	144,500	91
	Year to Date	1,120	880	721	153,000	130,000	103
2003	June	199	134	137	133,200	116,800	95
	Year to Date	1,139	677	564	137,300	120,000	104

Coos County, Oregon		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Average Market Time*
2004	June	143	109	98	143,800	132,700	58
	Year to Date	707	528	421	138,900	120,000	94
2003	June	122	103	96	110,800	99,500	96
	Year to Date	633	440	352	118,400	102,000	106

Douglas County June Residential Highlights

June 2004 brought Douglas County 22.6% more closed sales than did June 2003 (see table above for details). Similarly, pending sales were up 20.9% and new listings rose by 14.6%.

Second Quarter Report

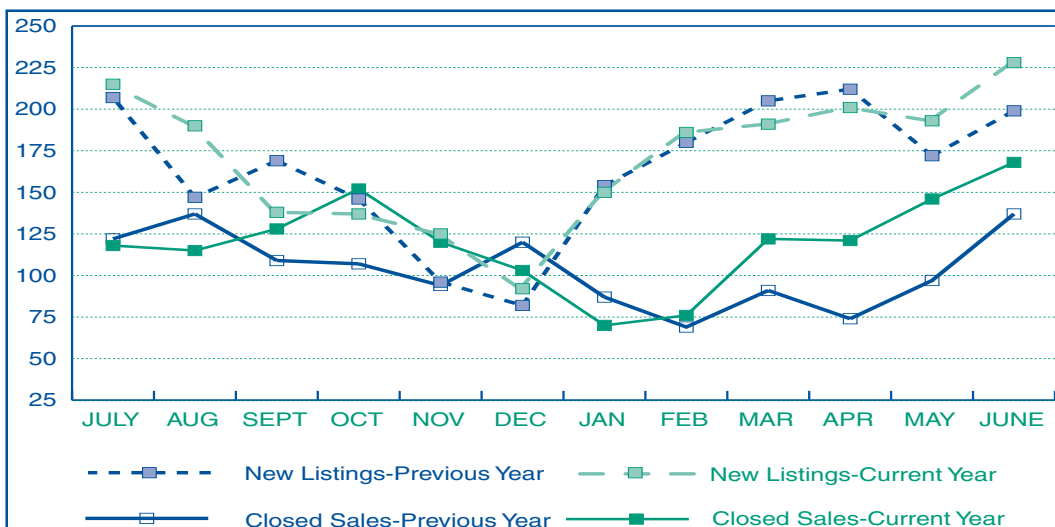
Comparing the second quarter of 2004 to the second quarter of 2003, closed sales are up 40.5% (441 v. 314), pending sales are up 26.2% (496 v. 393), and new listings are down 1.0% (603 v. 609).

Coos County June Residential Highlights

June 2004 was the month for new listings in Coos County—17.2% more were added than in June 2003. Meanwhile, pending sales rose 5.8%, and closed sales rose 2.1%. See the table above for details.

Second Quarter Report

The second quarter of 2004 generated 21.6% more pending sales than the second quarter of 2003 did (253 v. 208). Pending sales rose 11.8% (303 v. 271). New listings rose 11.5% (388 v. 348).



DOUGLAS COUNTY NEW LISTINGS & CLOSED SALES

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

Market Action

AREA REPORT • 6/2004

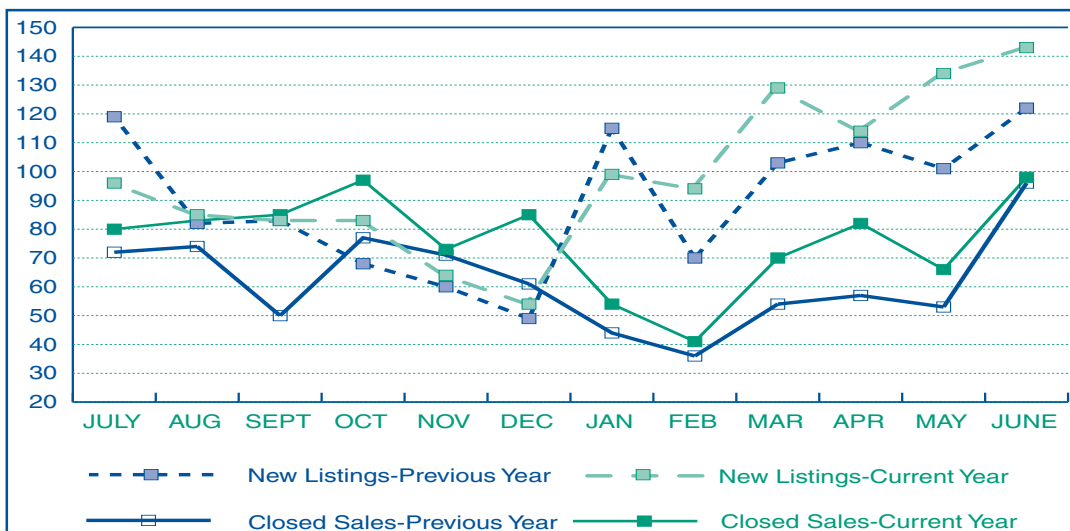
Douglas & Coos Counties, Oregon

	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 ²	Closed Sales	Average Sale Price	Average Market Time ¹	New Listings	Pending Sales	Pending Sales 2004 v. 2003 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	41	20	7	21	40.0%	19	139,900	65	114	104	26.8%	92	139,300	112,000	7.5%	4	235,600	13	84,100	3	145,700
252	NW Roseburg	57	25	7	13	18.2%	25	234,500	47	124	101	50.7%	86	207,000	191,300	8.3%	3	280,800	35	89,900	0	N/A
253	SE Roseburg	31	11	3	5	0.0%	8	106,800	55	64	42	-19.2%	37	132,500	115,000	11.4%	3	115,000	10	127,600	2	93,500
254	SW Roseburg	31	21	5	16	23.1%	15	335,700	61	94	77	10.0%	59	231,300	182,000	34.4%	1	170,000	13	114,400	0	N/A
255	Glide & E of Roseburg	37	15	3	7	0.0%	4	161,200	30	52	40	17.6%	30	144,400	132,500	-16.1%	0	N/A	27	68,400	0	N/A
256	Sutherlin/ Oakland Area	68	35	10	20	33.3%	30	155,800	140	156	126	50.0%	104	151,600	140,500	26.5%	4	118,800	14	92,000	4	271,000
257	Winston & SW of Roseburg	48	23	6	21	75.0%	17	142,500	54	128	101	94.2%	68	145,200	126,500	6.9%	1	20,000	15	85,800	3	157,000
258	Myrtle Creek & S/SE of Roseburg	108	37	11	33	135.7%	23	126,800	82	198	140	38.6%	120	121,300	112,500	4.4%	8	111,600	27	47,700	6	134,700
259	Green District	35	23	7	18	50.0%	18	128,600	119	99	92	43.8%	83	124,200	119,500	16.2%	2	157,500	3	54,100	7	174,500
265	North Douglas County	79	18	3	8	14.3%	9	168,000	257	91	57	54.1%	42	150,900	115,000	-2.6%	3	510,800	9	70,000	0	N/A
	Douglas County Totals	535	228	62	162	20.9%	168	172,000	91	1120	880	30.0%	721	153,000	130,000	10.3%	29	190,900	166	81,300	25	168,300
260	Coos County	327	143	32	109	5.8%	98	143,800	58	707	528	20.0%	421	138,900	120,000	15.3%	13	467,700	106	76,900	22	171,200

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

³ Appreciation percents based on a comparison of average price for the last 12 months (7/1/03-6/30/04) with 12 months before (7/1/02-6/30/03).



COOS COUNTY NEW LISTINGS & CLOSED SALES

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



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 Portland, OR 97232
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 Fax: (503) 230-0689

Southern Oregon

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 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

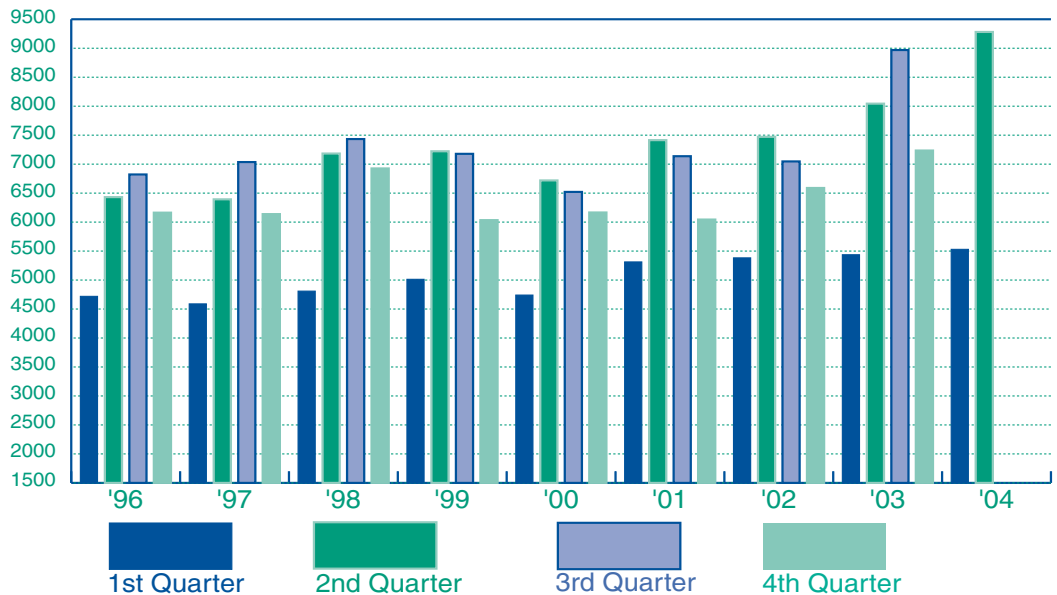
2139 Centennial Plaza
 Eugene, OR 97401
 (541) 686-2885
 Fax: (541) 484-3854

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

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QUARTERLY CLOSINGS - Metro Portland, Oregon



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

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