

# MARKET ACTION



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

## Residential Review: Baker County, Oregon

February 2012 Reporting Period

### February Residential Highlights

Results are up in Baker County when comparing February 2011 to February 2012. Closed sales rose from 6 to 14, while pending sales increased from 11 to 13. New listings jumped from 15 to 24.

Comparing January 2012 with February 2012, closed sales rose from 9 to 14. Pending sales stayed nearly the same at 13 compared to 14 in 2011 (-7.14%). New listings dropped slightly from 27 to 24 (-11.1%).

### Sale Prices

Year-to-date the average sale price in 2012 declined 35.6% compared to the same period in 2011, while the median sale price dropped 32.4%. See the residential highlights table below.

### Inventory

Inventory in months is lower in February 2012 than it has been over the previous four years and is down from 27.7 in 2011 to 15.2 for 2012.

### Inventory in Months\*

|           | 2010 | 2011 | 2012 |
|-----------|------|------|------|
| January   | 32.4 | 29.2 | 23.4 |
| February  | 18.1 | 27.7 | 15.2 |
| March     | 16.3 | 13.5 |      |
| April     | 12.1 | 32.6 |      |
| May       | 32.7 | 12.7 |      |
| June      | 18.7 | 15.1 |      |
| July      | 33.3 | 14.6 |      |
| August    | 23.3 | 22.2 |      |
| September | 12.4 | 14.5 |      |
| October   | 18.9 | 19   |      |
| November  | 18.1 | 34.8 |      |
| December  | 16.8 | 17.5 |      |

\*Inventory in Months is calculated by dividing the Active Listings at the end of the month in question by the number of closed sales for that month.

| Baker County, Oregon Residential Highlights |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time |
|---|--------------|--------------|---------------|--------------|--------------------|-------------------|-------------------|
| 2012  | February     | 24           | 13            | 14           | 109,900            | 97,500            | 267               |
|   | Year-to-date | 51           | 27            | 24           | 91,700             | 79,300            | 266               |
| 2011  | February     | 15           | 11            | 6            | 175,200            | 167,500           | 260               |
|   | Year-to-date | 28           | 17            | 14           | 142,500            | 117,300           | 208               |
| Change                                      | February     | 60.0%        | 18.2%         | 133.3%       | -37.3%             | -41.8%            | 2.6%              |
|   | Year-to-date | 82.1%        | 58.8%         | 71.4%        | -35.6%             | -32.4%            | 28.1%             |

\*Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.

### Percent Change of 12-Month Sale Price Compared With The Previous 12 Months

#### Average Sale Price % Change:

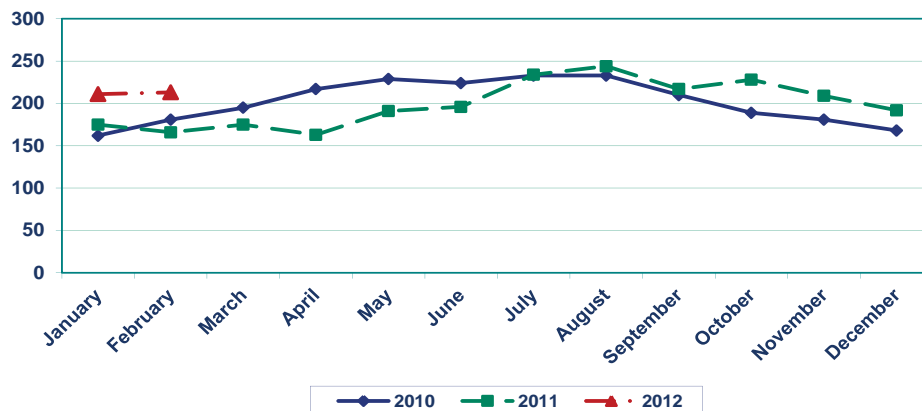
-17.1% (\$124,800 v. \$150,600)

#### Median Sale Price % Change:

-20% (\$100,000 v. \$125,000)

For further explanation of this measure, see the second footnote on page 2.

### Active Residential Listings



## ACTIVE RESIDENTIAL LISTINGS

BAKER COUNTY, OR

*This graph shows the active residential listings over the past three calendar years in Baker County, Oregon.*

# AREA REPORT • 2/2012

## Baker 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 2012 | Pending Sales 2012 v. 2011 <sup>1</sup> | Closed Sales | Average Sale Price | Total Market Time <sup>3</sup> | New Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 | Closed Sales | Average Sale Price | Median Sale Price |         |            | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price |
| 460 | Baker City/ Keating                        | 145             | 21           | 5                         | 12                 | 50.0%                                   | 10           | 92,100             | 136                            | 42           | 24                 | 71.4%                      | 17           | 83,900             | 79,500            | -16.1%  | -          | -            | -                  | -            | -                  | -            |                    |
| 461 | Haines/ Anthony Lk/ Muddy Crk              | 7               | -            | 1                         | -                  | -100.0%                                 | -            | -                  | -                              | 1            | 1                  | 0.0%                       | 1            | 42,500             | 42,500            | -38.5%  | -          | -            | -                  | -            | -                  | -            |                    |
| 462 | Sumpter/McEwen/Bourne/ Phillips Lk/ Granit | 15              | 2            | 2                         | 1                  | -                                       | 1            | 103,000            | 1,379                          | 4            | 1                  | -                          | 1            | 103,000            | 103,000           | -39.1%  | -          | -            | 1                  | 70,000       | -                  | -            |                    |
| 463 | Unity/Hereford                             | 6               | -            | -                         | -                  | -                                       | 1            | 32,500             | 113                            | -            | -                  | -                          | 1            | 32,500             | 32,500            | 26.7%   | -          | -            | -                  | -            | -                  | -            |                    |
| 464 | Huntington/Lime                            | 1               | -            | -                         | -                  | -                                       | -            | -                  | -                              | -            | -                  | -                          | -            | -                  | -                 | -75.9%  | -          | -            | -                  | -            | -                  | -            |                    |
| 465 | Durkee/Pleasant Valley                     | 1               | -            | -                         | -                  | -                                       | -            | -                  | -                              | -            | -                  | -                          | -            | -                  | -                 | -100.0% | -          | -            | -                  | -            | -                  | -            |                    |
| 466 | Richland/ New Bridge                       | 19              | 1            | -                         | -                  | -                                       | 1            | 152,500            | 72                             | 1            | 1                  | -                          | 1            | 152,500            | 152,500           | 106.4%  | -          | -            | 1                  | 33,000       | -                  | -            |                    |
| 467 | Halfway/ Cornucopia                        | 18              | -            | 1                         | -                  | -100.0%                                 | 1            | 330,000            | 811                            | 3            | -                  | -100.0%                    | 3            | 148,000            | 64,000            | -0.9%   | -          | -            | -                  | -            | -                  | -            |                    |
| 468 | Oxbow                                      | 1               | -            | -                         | -                  | -                                       | -            | -                  | -                              | -            | -                  | -                          | -            | -                  | -                 | -       | -          | -            | -                  | -            | -                  |              |                    |

<sup>1</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares February 2012 with February 2011. The Year-To-Date section compares year-to-date statistics from February 2012 with year-to-date statistics from February 2011.

<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (3/1/11-2/29/12) with 12 months before (3/1/10-2/28/11).

<sup>3</sup> Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.



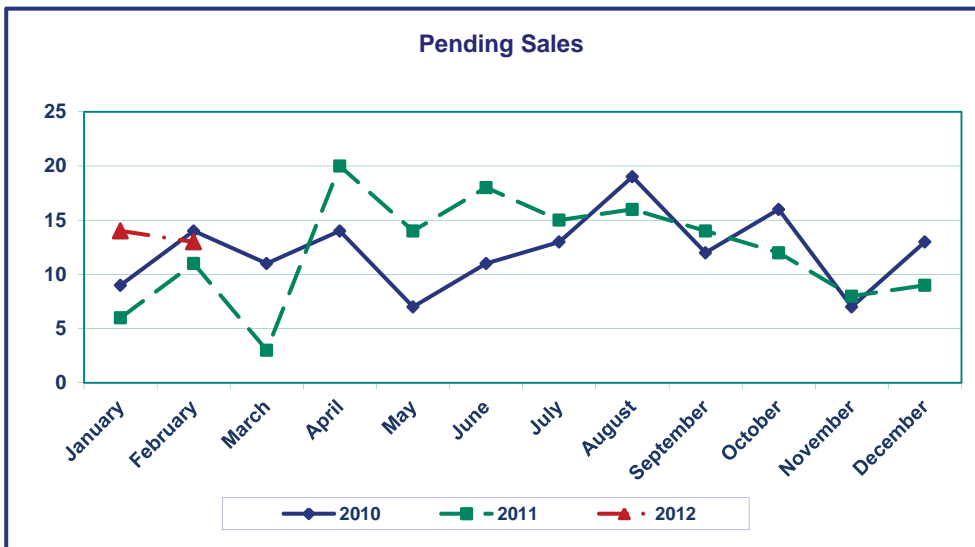
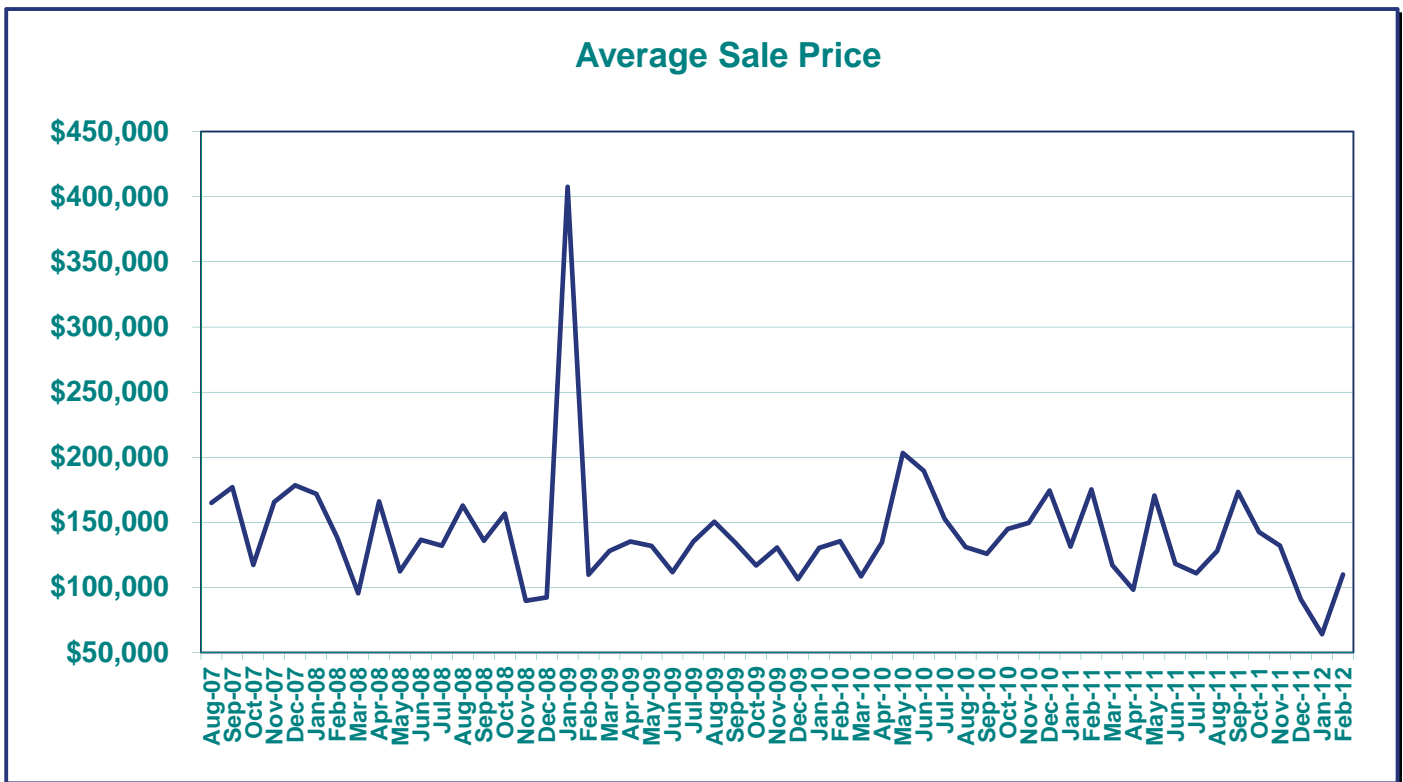
### NEW LISTINGS BAKER COUNTY, OR

*This graph shows the new residential listings over the past three calendar years Baker County, Oregon.*

## AVERAGE SALE PRICE

BAKER COUNTY, OR

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



## PENDING LISTINGS

BAKER COUNTY, OR

*This graph represents monthly accepted offers in Baker County, Oregon over the past three calendar years.*

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

**Southwest Washington**  
1514 Broadway, Suite 101  
Vancouver, WA 98663  
(360) 696-0718  
Fax: (360) 696-9342

**Salem**  
2110 Mission St. SE, Suite 305  
Salem, OR 97302  
(503) 587-8810  
Fax: (503) 585-3817

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

**Lane County: Florence**  
PO Box 414  
Florence, OR 97439  
(541) 902-2560  
Fax: (541) 902-1341

**Douglas County**  
3510 NE Edenbrow  
Roseburg, OR 97470  
(541) 673-3571  
Fax: (541) 673-6581

**Curry County**  
PO Box 6307  
Brookings, OR 97415  
(541) 469-0219  
Fax: (541) 469-9695

**Mid-Columbia**  
PO Box 1088  
Hood River, OR 97031  
(541) 436-2956  
Fax: (541) 387-6657

**Eastern Oregon**  
PO Box 751  
Hermiston, OR 97838  
(541) 567-5186  
Fax: (541) 289-7320

**Coos County**  
1946 Sherman Ave., Suite 101  
North Bend, OR 97459  
(541) 751-1070  
Fax: (541) 751-1083

The statistics presented in Market Action are compiled monthly based on figures generated by RMLS™.

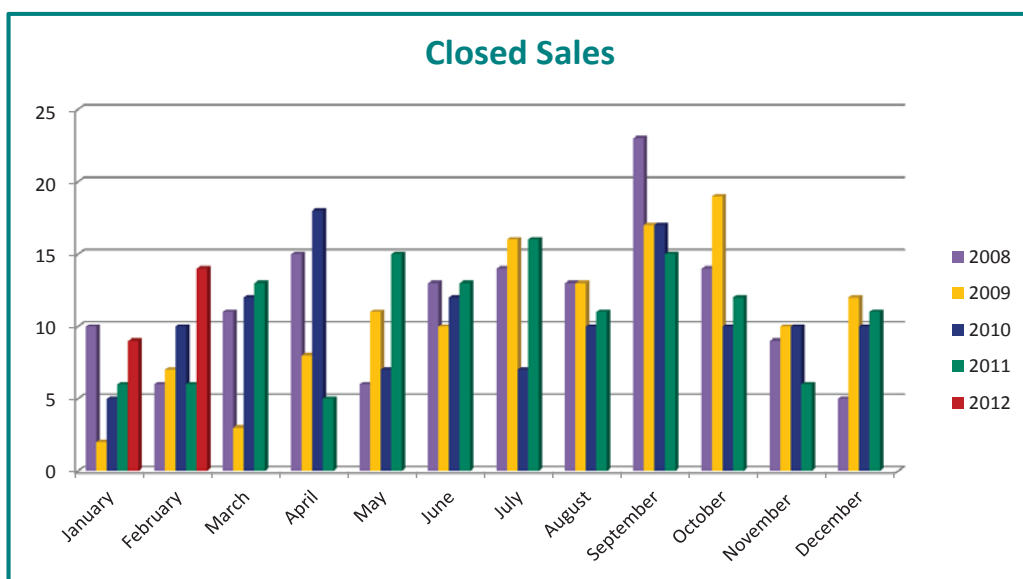
Market Action Reports are compiled for the following areas: Portland metropolitan area, Southwest Washington, Mid-Columbia, Columbia Basin, Baker County, Coos County, Curry County, Douglas County, Grant County, Lane County, North Coastal Counties, Polk & Marion Counties, Union County, and Wallowa County.

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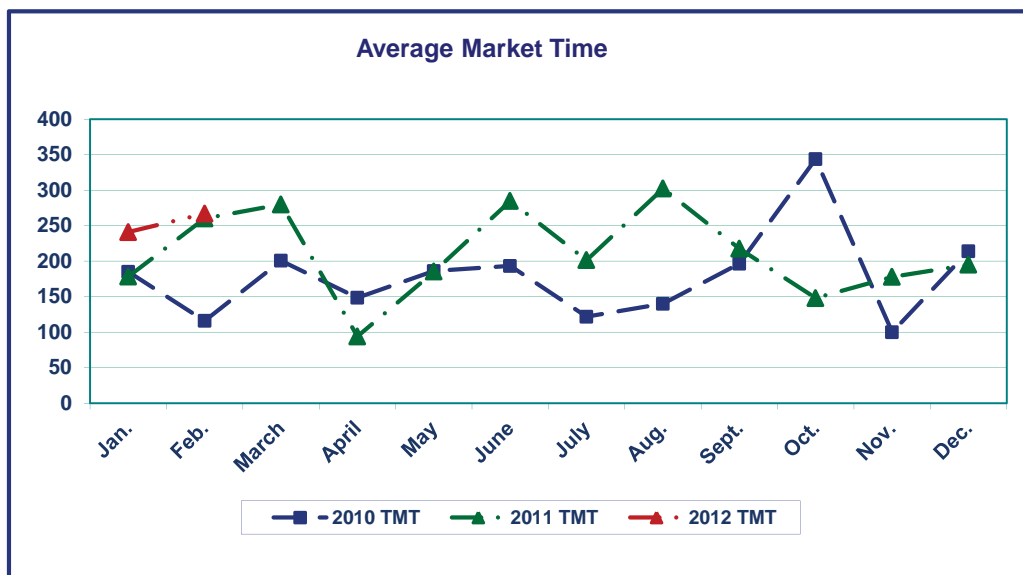
## CLOSED SALES BAKER COUNTY, OR

*This graph shows the closed sales over the past five calendar years in Baker County, Oregon.*



## DAYS ON MARKET BAKER COUNTY, OR

*This graph shows the average market time for sales in Baker County, Oregon over the past three calendar years.*



Steve Lucas, Chairman of the Board  
Kurt von Wasmuth, President/CEO  
Mary-Frances Makichen, Editor

# MARKET ACTION



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Residential Review: Columbia Basin, Oregon

February 2012 Reporting Period

## February Residential Highlights

Sales activity for the Columbia Basin area in February 2012 shows a healthy increase compared to February 2011. Pending sales were up 29.2% to 31 compared to 24 last year. When looking at year-to-date results there's also a 28.3% increase in pending sales activity.

That increase carries over into closed sales, with 2012 seeing a 33.3% rise in February compared to the same month in 2011. Year-to-date closed sales have also risen 23.7% from 59 in 2011 to 73 in 2012.

There was a slight drop in new listing activity when comparing February 2011 to 2012 with a decrease of 4.4%.

## Sales Prices

Average sale price for February 2012 was 9.5% higher than February 2011. The median sale

price decreased 5%. See residential highlights table below.

Comparing prices from January 2012 with those of February 2012, average sale price fell from \$126,900 to \$123,700 (-2.5%), while the median sale price increased from \$97,500 to \$118,800 (21.9%).

## Inventory

Inventory in February 2012 is at its lowest point when compared to the same month in the three previous years.

| Inventory in Months* |      |      |      |
|----------------------|------|------|------|
|                      | 2010 | 2011 | 2012 |
| January              | 13.7 | 16.5 | 12.5 |
| February             | 21.4 | 18.3 | 12.8 |
| March                | 13.5 | 19.5 |      |
| April                | 9.4  | 10.2 |      |
| May                  | 10.9 | 10.4 |      |
| June                 | 7.3  | 11.3 |      |
| July                 | 10.9 | 12.3 |      |
| August               | 12.3 | 13.5 |      |
| September            | 10.9 | 13.3 |      |
| October              | 16.2 | 17.4 |      |
| November             | 20.0 | 12.6 |      |
| December             | 14.0 | 9.3  |      |

\*Inventory in Months is calculated by dividing the Active Listings at the end of the month in question by the number of closed sales for that month.

## Percent Change of 12-Month Sale Price Compared With The Previous 12 Months

### Average Sale Price % Change:

+0.6% (\$134,300 v. \$133,500)

### Median Sale Price % Change:

+2.5% (\$129,200 v. \$126,000)

For further explanation of this measure, see the second footnote on page 3.

| Columbia Basin Residential Highlights |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time |
|---------------------------------------|--------------|--------------|---------------|--------------|--------------------|-------------------|-------------------|
| 2012                                  | February     | 65           | 31            | 36           | 123,700            | 118,800           | 146               |
|                                       | Year-to-date | 120          | 77            | 73           | 125,200            | 113,400           | 136               |
| 2011                                  | February     | 68           | 24            | 27           | 113,000            | 125,000           | 81                |
|                                       | Year-to-date | 149          | 60            | 59           | 126,400            | 125,000           | 121               |
| Change                                | February     | -4.4%        | 29.2%         | 33.3%        | 9.5%               | -5.0%             | 79.1%             |
|                                       | Year-to-date | -19.5%       | 28.3%         | 23.7%        | -0.9%              | -9.3%             | 12.7%             |

\*Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.

# AREA REPORT • 2/2012

## Columbia Basin, 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 2012 | Pending Sales 2012 v. 2011 <sup>1</sup> | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time <sup>3</sup> | New Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 | Closed Sales | Average Sale Price |        | Median Sale Price | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price |   |
| 380 | Arlington/N       | 7               | 0            | -                          | -                  | -                                       | -            | -                  | -                 | 1                              | 0            | -                  | -                          | -            | -                  | -25.2% | -                 | -            | -                  | -            | -                  | - |
| 381 | Condon/S          | 20              | 1            | -                          | -                  | -                                       | -            | -                  | -                 | 1                              | -            | -100.0%            | 2                          | 104,500      | 104,500            | -0.9%  | -                 | -            | -                  | -            | -                  | - |
|     | Gilliam Co. Total | 27              | 1            | -                          | -                  | -                                       | -            | N/A                | -                 | 2                              | 0            | -100.0%            | 2                          | 104,500      | 104,500            | -25.8% | -                 | -            | -                  | -            | -                  | - |

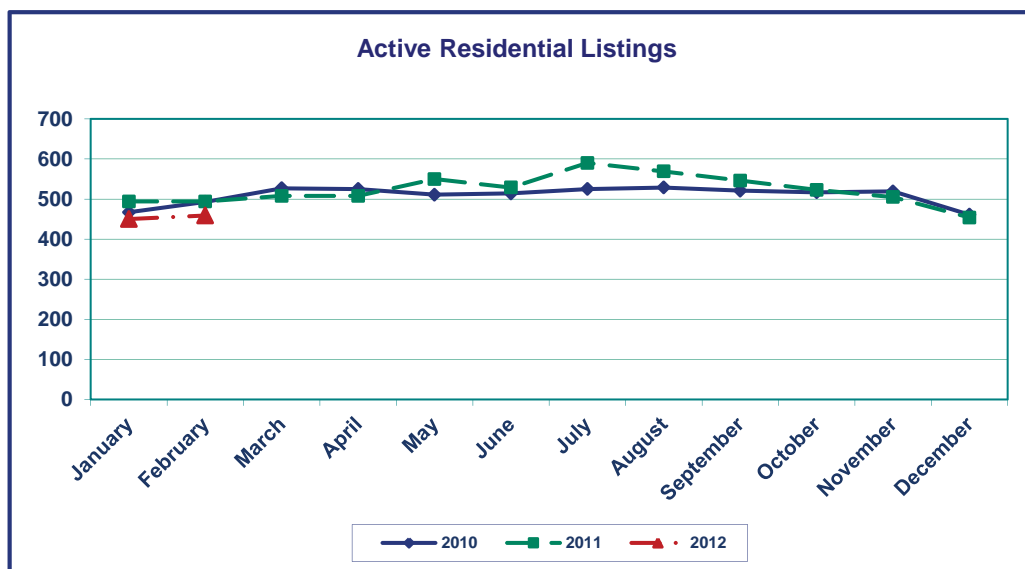
|     |                  |    |   |   |   |         |   |         |         |     |    |   |         |   |         |         |         |   |   |   |   |   |   |
|-----|------------------|----|---|---|---|---------|---|---------|---------|-----|----|---|---------|---|---------|---------|---------|---|---|---|---|---|---|
| 420 | Boardman/NW      | 14 | 0 | - | - | -       | 2 | 131,300 | 131,300 | 35  | 4  | 2 | 0.0%    | 4 | 133,700 | 131,300 | 14.1%   | - | - | - | - | - | - |
| 421 | Irrigon          | 28 | - | 1 | - | -100.0% | - | -       | -       | -   | 6  | - | -100.0% | 1 | 87,500  | 87,500  | 18.4%   | - | - | - | - | - | - |
| 422 | Ione             | 3  | 0 | 1 | - | -       | 1 | 150,000 | 150,000 | 98  | -  | 1 | -       | 1 | 150,000 | 150,000 | 19.6%   | - | - | - | - | - | - |
| 423 | Lexington        | 5  | - | - | - | -       | - | -       | -       | -   | -  | - | -       | - | -       | -       | -100.0% | - | - | - | - | - | - |
| 424 | Heppner/S        | 19 | 2 | 1 | 1 | 0.0%    | 3 | 65,800  | 66,500  | 169 | 3  | 4 | 100.0%  | 3 | 65,800  | 66,500  | -21.6%  | - | - | - | - | - | - |
|     | Morrow Co. Total | 69 | 2 | 3 | 1 | -50.0%  | 6 | 101,700 | 107,500 | 112 | 13 | 7 | 16.7%   | 9 | 107,700 | 102,800 | 7.9%    | - | - | - | - | - | - |

|     |                                 |     |    |    |    |         |    |         |         |     |     |    |        |    |         |         |        |   |         |   |        |   |        |
|-----|---------------------------------|-----|----|----|----|---------|----|---------|---------|-----|-----|----|--------|----|---------|---------|--------|---|---------|---|--------|---|--------|
| 430 | Umatilla                        | 23  | 5  | 1  | 5  | 150.0%  | 4  | 123,200 | 91,300  | 168 | 11  | 11 | 120.0% | 6  | 111,700 | 88,700  | -6.5%  | - | -       | 1 | 17,500 | 1 | 63,000 |
| 431 | Hermiston                       | 103 | 27 | 9  | 13 | 30.0%   | 11 | 151,800 | 151,100 | 136 | 43  | 28 | 40.0%  | 27 | 151,300 | 145,000 | 0.5%   | 1 | 90,000  | 1 | 37,500 | - | -      |
| 432 | Stanfield                       | 6   | -  | 1  | -  | -100.0% | -  | -       | -       | -   | 1   | 1  | 0.0%   | 2  | 89,600  | 89,600  | 1.1%   | - | -       | 1 | 7,500  | - | -      |
| 433 | Echo                            | 5   | -  | 1  | -  | -       | -  | -       | -       | -   | 1   | -  | -      | -  | -       | -       | -11.0% | - | -       | - | -      | - | -      |
| 435 | Pendleton City Limits           | 110 | 22 | 5  | 3  | -40.0%  | 10 | 125,900 | 118,800 | 187 | 31  | 13 | -13.3% | 18 | 124,600 | 109,000 | -1.9%  | 1 | 145,000 | - | -      | 1 | 77,500 |
| 436 | E-Meacham, Cayuse               | 3   | -  | -  | -  | -       | -  | -       | -       | -   | 1   | 0  | -      | -  | -       | -       | -      | - | -       | 1 | 13,000 | - | -      |
| 437 | NE-Athena, Helix, Adams, Weston | 31  | 1  | 5  | 1  | -       | 1  | 170,000 | 170,000 | 271 | 3   | 4  | 100.0% | 2  | 96,300  | 96,300  | 5.5%   | - | -       | 1 | 35,000 | - | -      |
| 438 | S-Pilot Rock, Ukiah             | 11  | 1  | 3  | 1  | -       | 1  | 70,000  | 70,000  | 266 | 3   | 3  | 200.0% | 3  | 70,000  | 70,000  | -36.8% | - | -       | - | -      | 1 | 70,000 |
| 439 | Milton-Freewater                | 71  | 6  | 6  | 7  | 75.0%   | 3  | 60,500  | 36,400  | 53  | 11  | 10 | 11.1%  | 4  | 95,900  | 75,700  | 3.7%   | 1 | 140,000 | 1 | 25,000 | - | -      |
|     | Umatilla Co. Total              | 363 | 62 | 31 | 30 | 36.4%   | 30 | 128,100 | 118,800 | 158 | 105 | 70 | 32.1%  | 62 | 128,400 | 104,500 | 0.4%   | 3 | 125,000 | 6 | 22,600 | 3 | 70,200 |

## ACTIVE RESIDENTIAL LISTINGS

### COLUMBIA BASIN, OR

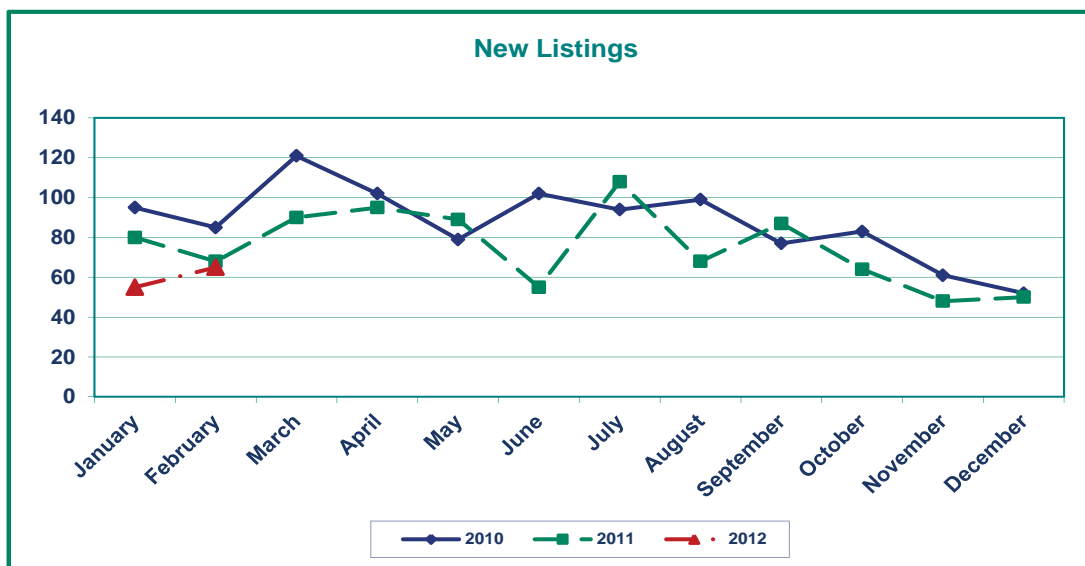
*This graph shows the active residential listings over the past three calendar years in Columbia Basin, Oregon.*



## NEW LISTINGS

### COLUMBIA BASIN, OR

*This graph shows the new residential listings over the past three calendar years in Columbia Basin, Oregon.*



<sup>1</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares February 2012 with February 2011. The Year-To-Date section compares year-to-date statistics from February 2012 with year-to-date statistics from February 2011.

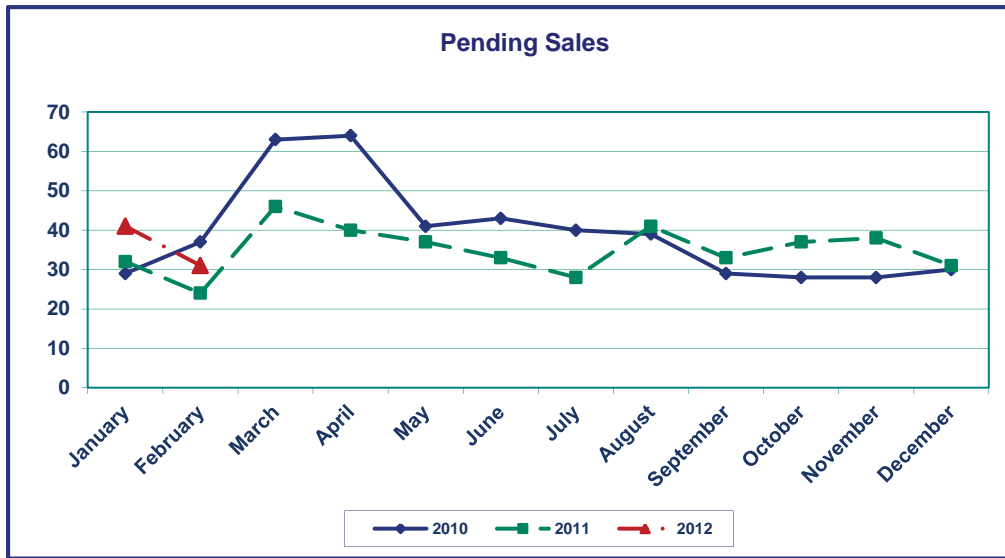
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## PENDING LISTINGS

### COLUMBIA BASIN, OR

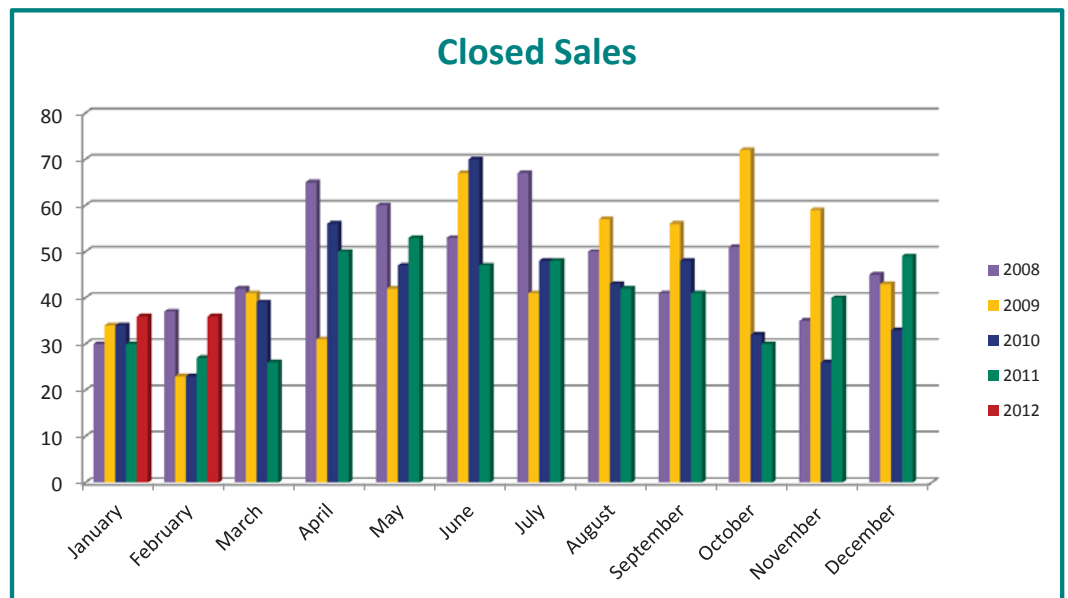
*This graph represents monthly accepted offers in Columbia Basin, Oregon over the past three calendar years*



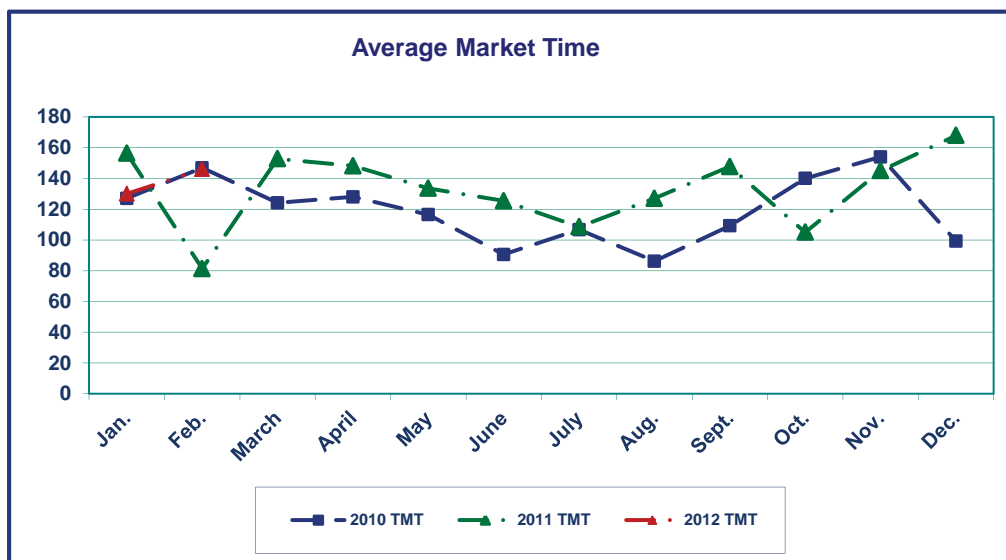
## CLOSED SALES

### COLUMBIA BASIN, OR

*This graph shows the closed sales over the past five calendar years in Columbia Basin, Oregon.*



## Average Market Time



## DAYS ON MARKET

### COLUMBIA BASIN, OR

*This graph shows the average market time for sales in Columbia Basin, Oregon, over the past three calendar years.*





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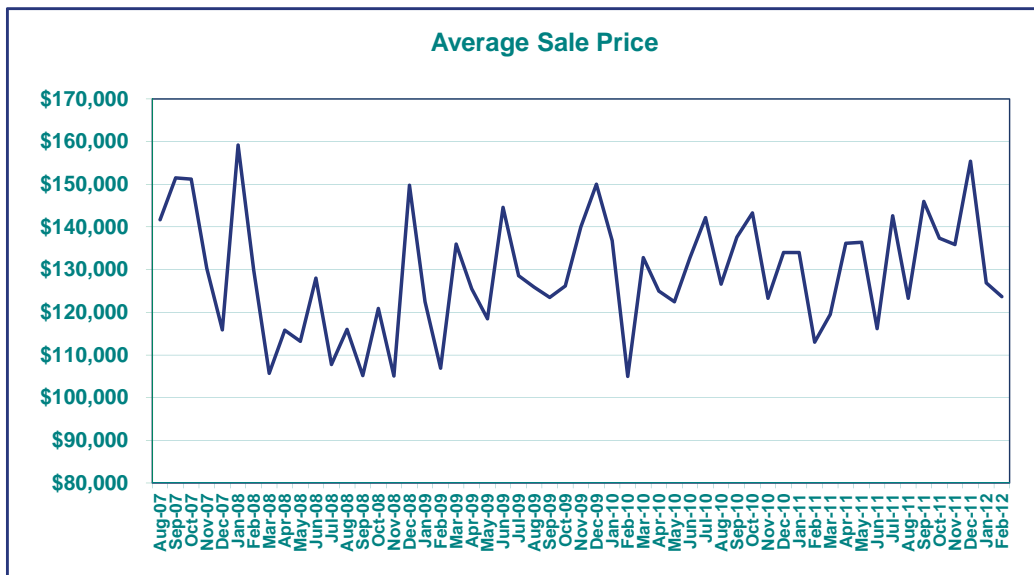
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## AVERAGE SALE PRICE

### COLUMBIA BASIN, OR

*This graph represents the average sale price for all homes sold in Columbia Basin, Oregon.*



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Market Action Reports are compiled for the following areas: Portland metropolitan area, Southwest Washington, Mid-Columbia, Columbia Basin, Baker County, Coos County, Curry County, Douglas County, Grant County, Lane County, North Coastal Counties, Polk & Marion Counties, Union County, and Wallowa County.

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Steve Lucas, Chairman of the Board  
Kurt von Wasmuth, President/CEO  
Mary-Frances Makichen, Editor

# MARKET ACTION



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

## Residential Review: Coos County, Oregon

February 2012 Reporting Period

### February Residential Highlights

Comparing February 2012 with February 2011, closed sales rose 30.3% from 33 to 43, while pending sales increased from 56 to 65. New listings fell from 109 to 70 which was a -35.8% decrease.

When comparing February 2012 to January 2012 the trend continues with new listings decreasing from 74 to 70 and both pending (45 to 65; 44.4%) and closed sales (28 to 43; 53.6%) rising.

### Sales Prices

The first two months of year-to-date comparing 2012 to 2011, sales prices are trending down with the average sales price dropping 4.3% and the median sales price decreasing 5.9%.

### Inventory

Increased sales and fewer new listings produced the smallest February inventory in the last three years—at current rate of sales, active inventory would be exhausted in 12.2 months.

### Inventory in Months\*

|           | 2010 | 2011 | 2012 |
|-----------|------|------|------|
| January   | 17.2 | 19.1 | 19   |
| February  | 25.5 | 18.2 | 12.2 |
| March     | 17.1 | 10.6 |      |
| April     | 17.2 | 13.4 |      |
| May       | 12.4 | 14.5 |      |
| June      | 13.2 | 12.2 |      |
| July      | 16.7 | 12.7 |      |
| August    | 15.5 | 14.3 |      |
| September | 13.9 | 13.1 |      |
| October   | 15.3 | 11.1 |      |
| November  | 15.3 | 12   |      |
| December  | 10.3 | 11.7 |      |

\*Inventory in Months is calculated by dividing the Active Listings at the end of the month in question by the number of closed sales for that month.

| Coos County Residential Highlights |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time |
|------------------------------------|--------------|--------------|---------------|--------------|--------------------|-------------------|-------------------|
| 2012                               | February     | 70           | 65            | 43           | 127,900            | 120,000           | 150               |
|                                    | Year-to-date | 145          | 105           | 71           | 138,600            | 127,000           | 183               |
| 2011                               | February     | 109          | 56            | 33           | 151,200            | 111,000           | 163               |
|                                    | Year-to-date | 206          | 102           | 65           | 144,900            | 135,000           | 214               |
| Change                             | February     | -35.8%       | 16.1%         | 30.3%        | -15.4%             | 8.1%              | -7.8%             |
|                                    | Year-to-date | -29.6%       | 2.9%          | 9.2%         | -4.3%              | -5.9%             | -14.5%            |

\*Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.

### Percent Change of 12-Month Sale Price Compared With The Previous 12 Months

#### Average Sale Price % Change:

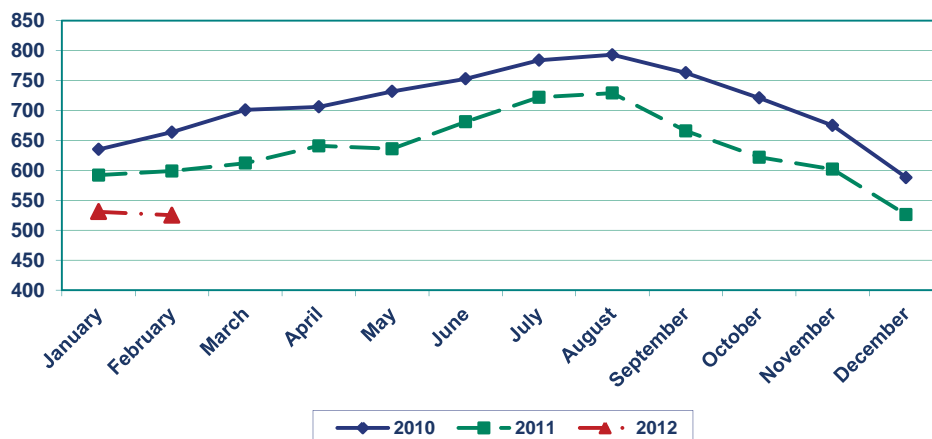
-2.4% (\$143,600 v. \$147,100)

#### Median Sale Price % Change:

-6.5% (\$129,900 v. \$139,000)

For further explanation of this measure, see the second footnote on page 2.

### Active Residential Listings



## ACTIVE RESIDENTIAL LISTINGS

COOS COUNTY, OR

*This graph shows the active residential listings over the past three calendar years in Coos County, Oregon.*

# AREA REPORT • 2/2012

## Coos County, Oregon

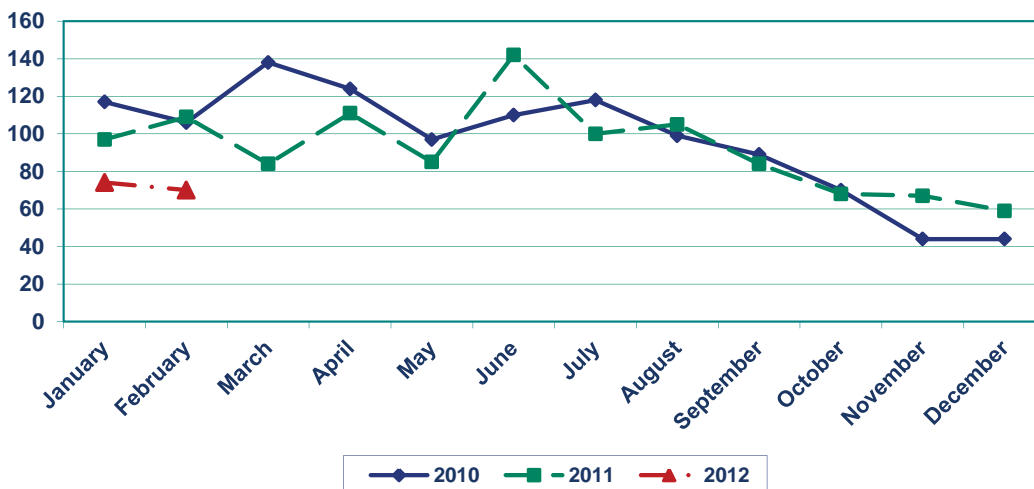
|       |              | RESIDENTIAL     |              |                           |                    |   |              |                    |                                |              |                    |                            |              |                    |                   |        | 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 2012 | Pending Sales 2012 v. 2011 <sup>1</sup> | Closed Sales | Average Sale Price | Total Market Time <sup>3</sup> | New Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 | Closed Sales | Average Sale Price | Median Sale Price |        | Avg. Sale Price % Change <sup>2</sup> | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price | Closed Sales |
| 97407 | Allegeny     | -               | -            | -                         | -                  | -                                       | -            | -                  | -                              | -            | -                  | -                          | -            | -                  | -                 | -      | -                                     | -            | -                  | -            | -                  |              |
| 97411 | Bandon       | 106             | 13           | 7                         | 11                 | 120.0%                                  | 8            | 161,000            | 184                            | 25           | 21                 | 40.0%                      | 12           | 171,400            | 175,000           | 0.5%   | 1                                     | 989,000      | 4                  | 36,500       | -                  | -            |
| 97414 | Broadbent    | 2               | -            | -                         | -                  | -                                       | -            | -                  | -                              | 1            | -                  | -                          | -            | -                  | -                 | -      | -                                     | -            | -                  | -            | -                  |              |
| 97420 | Coss Bay     | 187             | 32           | 12                        | 24                 | 14.3%                                   | 15           | 134,600            | 135                            | 68           | 41                 | 2.5%                       | 30           | 115,900            | 103,500           | -10.7% | 3                                     | 141,300      | 2                  | 32,500       | 1                  | 139,500      |
| 97423 | Coquille     | 69              | 10           | 6                         | 4                  | -50.0%                                  | 6            | 109,900            | 182                            | 15           | 10                 | -28.6%                     | 9            | 124,400            | 120,000           | 24.0%  | 1                                     | 75,000       | -                  | -            | -                  | -            |
| 97449 | Lakeside     | 34              | 1            | 1                         | 2                  | 100.0%                                  | 2            | 112,500            | 122                            | 3            | 3                  | 0.0%                       | 3            | 125,000            | 150,000           | 3.2%   | -                                     | -            | 1                  | 10,000       | -                  | -            |
| 97458 | Myrtle Point | 45              | 6            | 8                         | 10                 | 400.0%                                  | 4            | 57,500             | 155                            | 10           | 13                 | 550.0%                     | 5            | 166,000            | 75,000            | 14.9%  | -                                     | -            | -                  | -            | -                  | -            |
| 97459 | North Bend   | 73              | 8            | 8                         | 13                 | -27.8%                                  | 8            | 135,000            | 127                            | 22           | 16                 | -40.7%                     | 12           | 164,900            | 174,000           | 0.6%   | -                                     | -            | 1                  | 39,000       | -                  | -            |
| 97466 | Powers       | 9               | -            | 1                         | 1                  | 0.0%                                    | -            | -                  | -                              | 1            | 1                  | 0.0%                       | -            | -                  | -                 | -49.1% | -                                     | -            | -                  | -            | -                  | -            |

<sup>1</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares February 2012 with February 2011. The Year-To-Date section compares year-to-date statistics from February 2012 with year-to-date statistics from February 2011.

<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (3/1/11-2/29/12) with 12 months before (3/1/10-2/28/11).

<sup>3</sup> Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.

New Listings



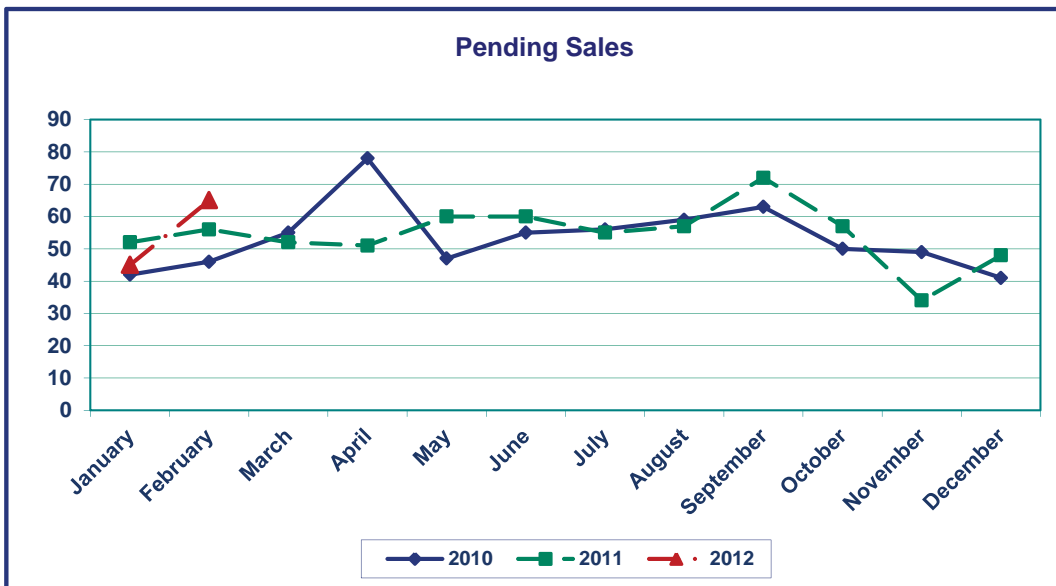
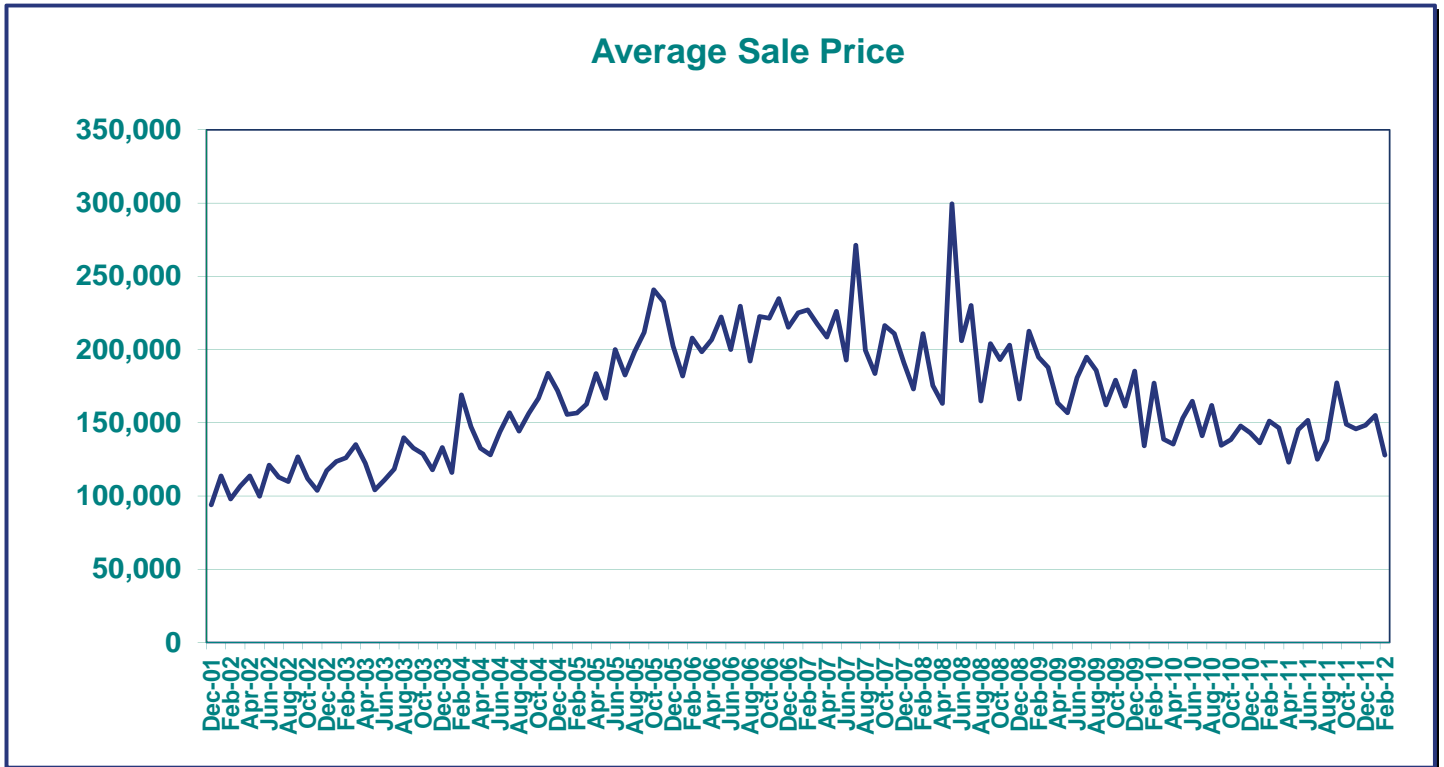
### NEW LISTINGS COOS COUNTY, OR

*This graph shows the new residential listings over the past three calendar years in Coos County, Oregon.*

## AVERAGE SALE PRICE

### COOS COUNTY, OR

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



## PENDING LISTINGS

### COOS COUNTY, OR

*This graph represents monthly accepted offers over the past three calendar years in Coos County, Oregon.*

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

**Southwest Washington**  
1514 Broadway, Suite 101  
Vancouver, WA 98663  
(360) 696-0718  
Fax: (360) 696-9342

**Salem**  
2110 Mission St. SE, Suite 305  
Salem, OR 97302  
(503) 587-8810  
Fax: (503) 585-3817

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

**Lane County: Florence**  
PO Box 414  
Florence, OR 97439  
(541) 902-2560  
Fax: (541) 902-1341

**Douglas County**  
3510 NE Edenbrow  
Roseburg, OR 97470  
(541) 673-3571  
Fax: (541) 673-6581

**Curry County**  
PO Box 6307  
Brookings, OR 97415  
(541) 469-0219  
Fax: (541) 469-9695

**Mid-Columbia**  
PO Box 1088  
Hood River, OR 97031  
(541) 436-2956  
Fax: (541) 387-6657

**Eastern Oregon**  
PO Box 751  
Hermiston, OR 97838  
(541) 567-5186  
Fax: (541) 289-7320

**Coos County**  
1946 Sherman Ave., Suite 101  
North Bend, OR 97459  
(541) 751-1070  
Fax: (541) 751-1083

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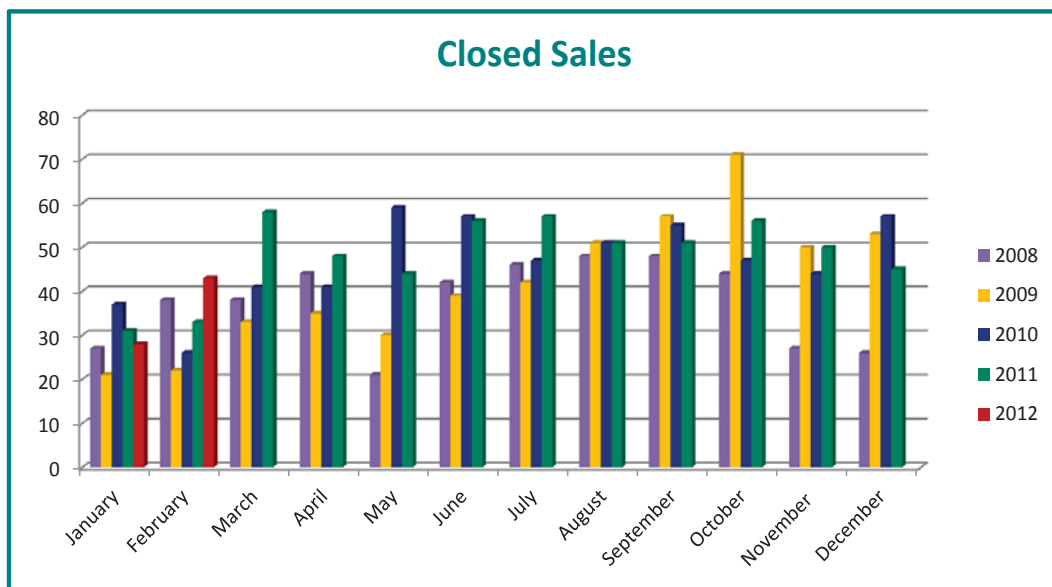
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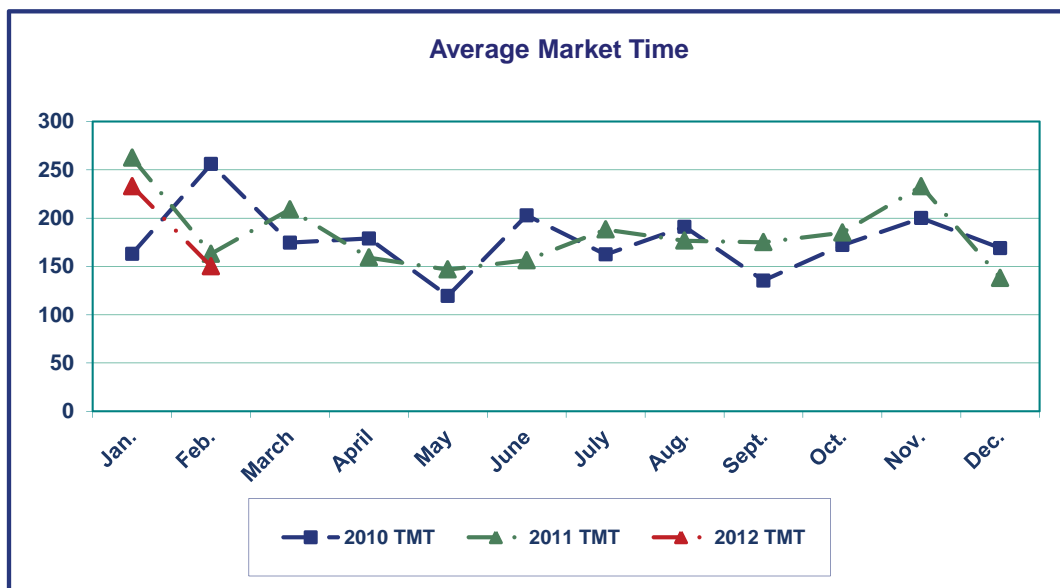
## CLOSED SALES COOS COUNTY, OR

This graph shows the closed sales over the past five calendar years in Coos County, Oregon.



## DAYS ON MARKET COOS COUNTY, OR

This graph shows the average market time for sales in Coos County, Oregon, over the past three calendar years.



Steve Lucas, Chairman of the Board  
Kurt von Wasmuth, President/CEO  
Mary-Frances Makichen, Editor

# MARKET ACTION



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

## Residential Review: Curry County, Oregon

February 2012 Reporting Period

### February Residential Highlights

When comparing February 2012 to February 2011 listing activity and sales is up. New listings rose from 39 to 59 which was a 51.3% increase. Closed sales increased 93.3% from 15 to 29 while pending sales jumped 153.8% from 13 to 33.

Compared to the previous month of January 2012, new listings rose 20.4% from 49 to 59. Pending sales also rose 50.0% (from 22 to 33). Closed sales more than tripled with

an increase of 262.5% from 8 to 29.

### Sale Prices

Year-to-date through February the average sale price rose 7.9%, and the median sale price fell 1.8% compared to the comparable period in 2011.

### Inventory

In February 2012 Curry County inventory in months was at it lowest at 16.0 than at any time in 2011 or 2010.

### Inventory in Months\*

|           | 2010 | 2011 | 2012 |
|-----------|------|------|------|
| January   | 38.1 | 36.5 | 56   |
| February  | 26.6 | 27.6 | 16   |
| March     | 23.4 | 30.7 |      |
| April     | 30.1 | 29.5 |      |
| May       | 23.9 | 23.1 |      |
| June      | 27.7 | 24.9 |      |
| July      | 60.5 | 22.5 |      |
| August    | 41.5 | 23.7 |      |
| September | 17.6 | 19.7 |      |
| October   | 16.6 | 29.1 |      |
| November  | 16.8 | 28.6 |      |
| December  | 23.2 | 24.7 |      |

\*Inventory in Months is calculated by dividing the Active Listings at the end of the month in question by the number of closed sales for that month.

| Curry County, Oregon Residential Highlights |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time |
|---|--------------|--------------|---------------|--------------|--------------------|-------------------|-------------------|
| 2012  | February     | 59           | 33            | 29           | 189,400            | 160,000           | 297               |
|   | Year-to-date | 109          | 54            | 37           | 189,100            | 160,000           | 279               |
| 2011  | February     | 39           | 13            | 15           | 191,900            | 195,000           | 467               |
|   | Year-to-date | 98           | 31            | 26           | 175,200            | 163,000           | 343               |
| Change                                      | February     | 51.3%        | 153.8%        | 93.3%        | -1.3%              | -17.9%            | -36.4%            |
|   | Year-to-date | 11.2%        | 74.2%         | 42.3%        | 7.9%               | -1.8%             | -18.7%            |

\*Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.

### Percent Change of 12-Month Sale Price Compared With The Previous 12 Months

#### Average Sale Price % Change:

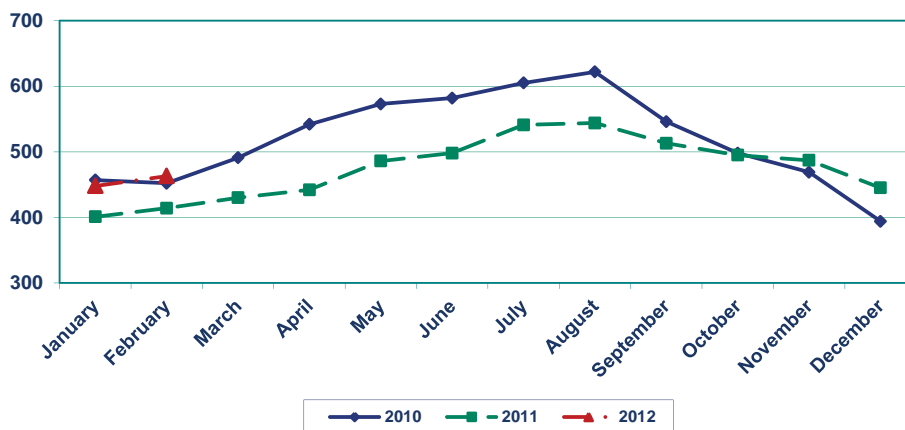
-8.6% (\$211,700 v. \$231,500)

#### Median Sale Price % Change:

-7.7% (\$180,000 v. \$195,000)

For further explanation of this measure, see the second footnote on page 2.

### Active Residential Listings



## ACTIVE RESIDENTIAL LISTINGS

### CURRY COUNTY, OR

*This graph shows the active residential listings over the past three calendar years in Curry County, Oregon.*

# AREA REPORT • 2/2012

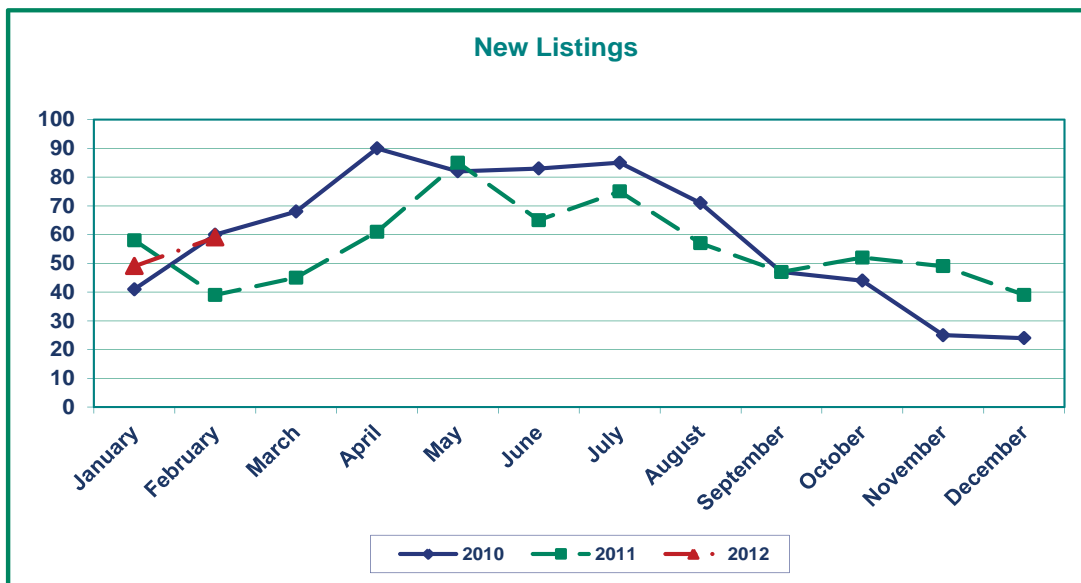
## Curry County, Oregon

|     |   | RESIDENTIAL     |              |                            |                    |   |              |                    |                                |              |                    |                            |              |                    |                                       |              | COMMERCIAL         |              | LAND               |              | MULTIFAMILY        |         |
|-----|---|-----------------|--------------|----------------------------|--------------------|---|--------------|--------------------|--------------------------------|--------------|--------------------|----------------------------|--------------|--------------------|---------------------------------------|--------------|--------------------|--------------|--------------------|--------------|--------------------|---------|
|     |   | Current Month   |              |                            |                    |   |              |                    | Year-To-Date                   |              |                    |                            |              |                    |                                       |              | Year-To-Date       | Year-To-Date | Year-To-Date       | Year-To-Date |                    |         |
|     |   | Active Listings | New Listings | Expired/Cancelled Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 <sup>1</sup> | Closed Sales | Average Sale Price | Total Market Time <sup>3</sup> | New Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 | Closed Sales | Average Sale Price | Median Sale Price                     |              |                    |              |                    |              |                    |         |
|     |   |                 |              |                            |                    |   |              |                    |                                |              |                    |                            |              |                    | Avg. Sale Price % Change <sup>2</sup> | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price |         |
| 270 | City, Airport, Marina Hts., NB Chetco     | 163             | 20           | 4                          | 12                 | 33.3%                                   | 14           | 240,400            | 223                            | 35           | 23                 | 21.1%                      | 17           | 239,600            | 238,000                               | -0.7%        | -                  | -            | 1                  | 28,000       | -                  | -       |
| 271 | Harbor, Winchuck, SB Chetco               | 92              | 9            | 9                          | 7                  | 250.0%                                  | 5            | 73,400             | 212                            | 25           | 11                 | 175.0%                     | 8            | 106,900            | 64,400                                | -23.8%       | 1                  | 225,000      | -                  | -            | -                  | -       |
| 272 | Carpenterville, Cape Ferrello, Whaleshead | 42              | 8            | 4                          | 4                  | -                                       | 1            | 135,000            | 96                             | 11           | 4                  | 300.0%                     | 1            | 135,000            | 135,000                               | -17.0%       | -                  | -            | 1                  | 17,000       | -                  | -       |
| 273 | Gold Beach                                | 119             | 16           | 9                          | 9                  | 350.0%                                  | 5            | 208,200            | 397                            | 28           | 14                 | 133.3%                     | 7            | 192,700            | 160,000                               | 1.1%         | -                  | -            | -                  | -            | 1                  | 125,000 |
| 274 | Port Orford                               | 47              | 6            | -                          | 1                  | -                                       | 4            | 145,700            | 587                            | 10           | 2                  | 100.0%                     | 4            | 145,700            | 163,500                               | -27.6%       | 1                  | 122,000      | 1                  | 45,000       | -                  | -       |

<sup>1</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares February 2012 with February 2011. The Year-To-Date section compares year-to-date statistics from February 2012 with year-to-date statistics from February 2011.

<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (3/1/11-2/29/12) with 12 months before (3/1/10-2/28/11).

<sup>3</sup> Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.



### NEW LISTINGS

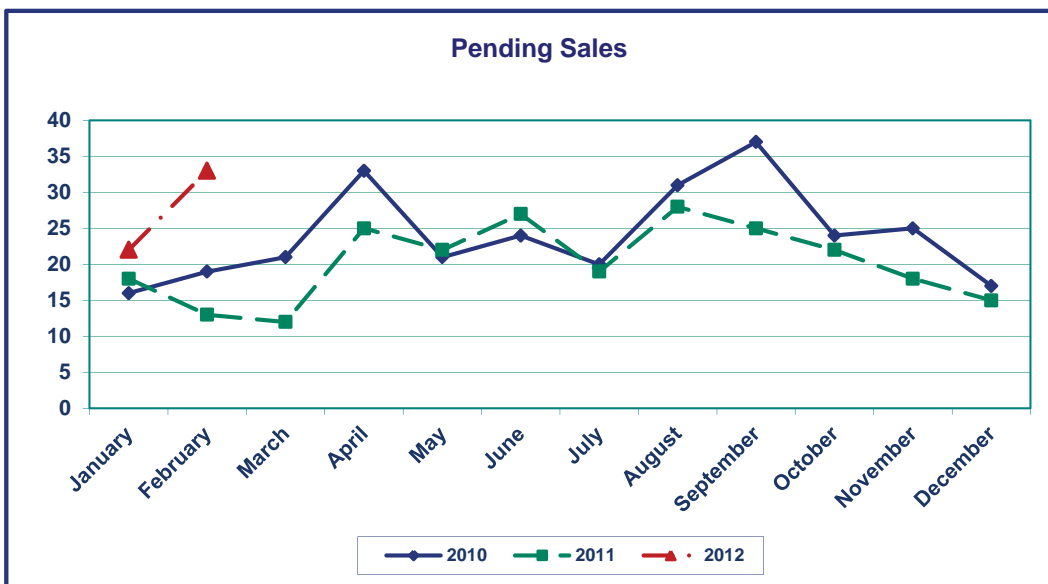
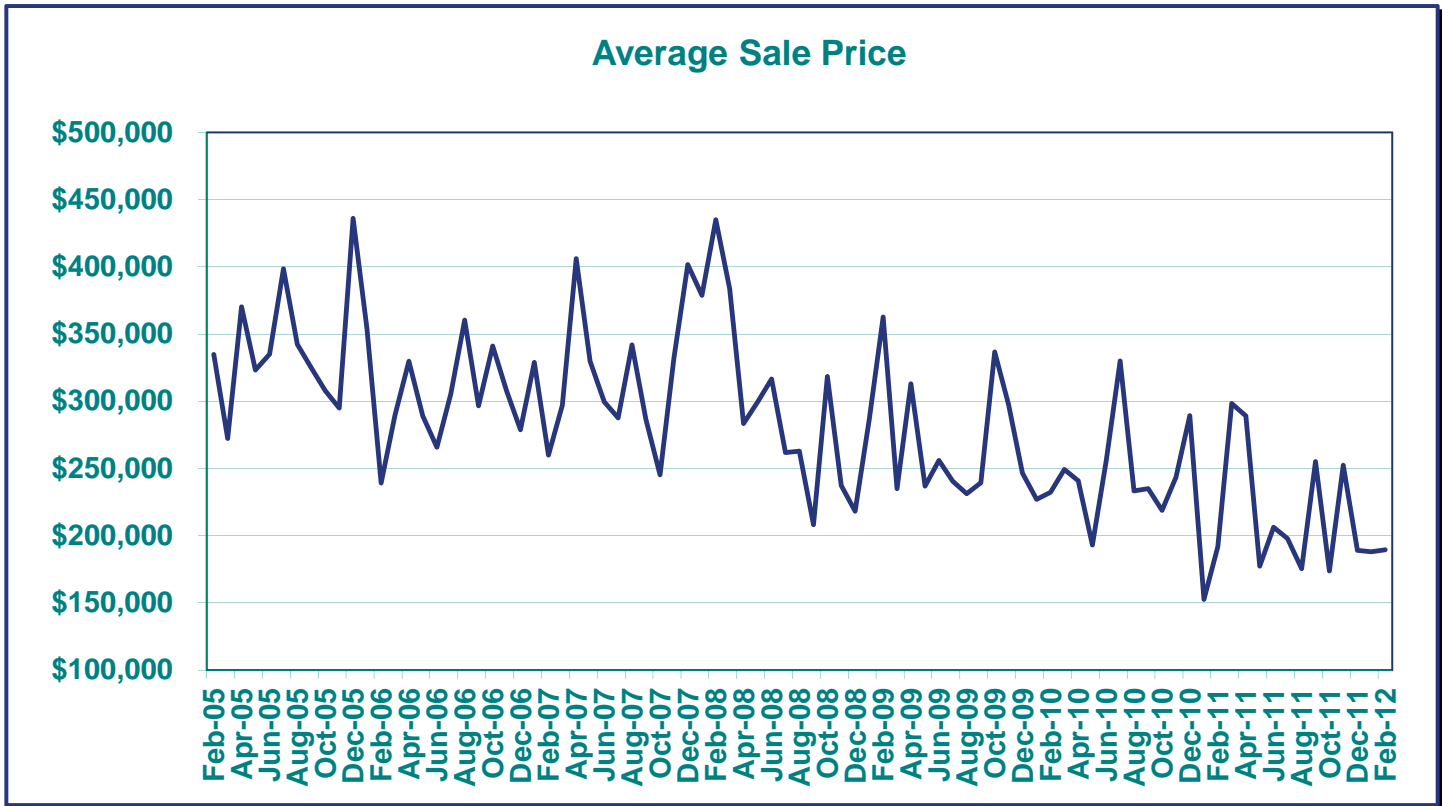
#### CURRY COUNTY, OR

*This graph shows the new residential listings over the past three calendar years in Curry County, Oregon.*

## AVERAGE SALE PRICE

### CURRY COUNTY, OR

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



## PENDING LISTINGS

### CURRY COUNTY, OR

*This graph represents monthly accepted offers over the past three calendar years in Curry County, Oregon.*





MULTIPLE LISTING SERVICE

#### Corporate

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

Southwest Washington  
1514 Broadway, Suite 101  
Vancouver, WA 98663  
(360) 696-0718  
Fax: (360) 696-9342

#### Salem

2110 Mission St. SE, Suite 305  
Salem, OR 97302  
(503) 587-8810  
Fax: (503) 585-3817

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

Lane County: Florence  
PO Box 414  
Florence, OR 97439  
(541) 902-2560  
Fax: (541) 902-1341

Douglas County  
3510 NE Edenbower  
Roseburg, OR 97470  
(541) 673-3571  
Fax: (541) 673-6581

Curry County  
PO Box 6307  
Brookings, OR 97415  
(541) 469-0219  
Fax: (541) 469-9695

Mid-Columbia  
PO Box 1088  
Hood River, OR 97031  
(541) 436-2956  
Fax: (541) 387-6657

Eastern Oregon  
PO Box 751  
Hermiston, OR 97838  
(541) 567-5186  
Fax: (541) 289-7320

Coos County  
1946 Sherman Ave., Suite 101  
North Bend, OR 97459  
(541) 751-1070  
Fax: (541) 751-1083

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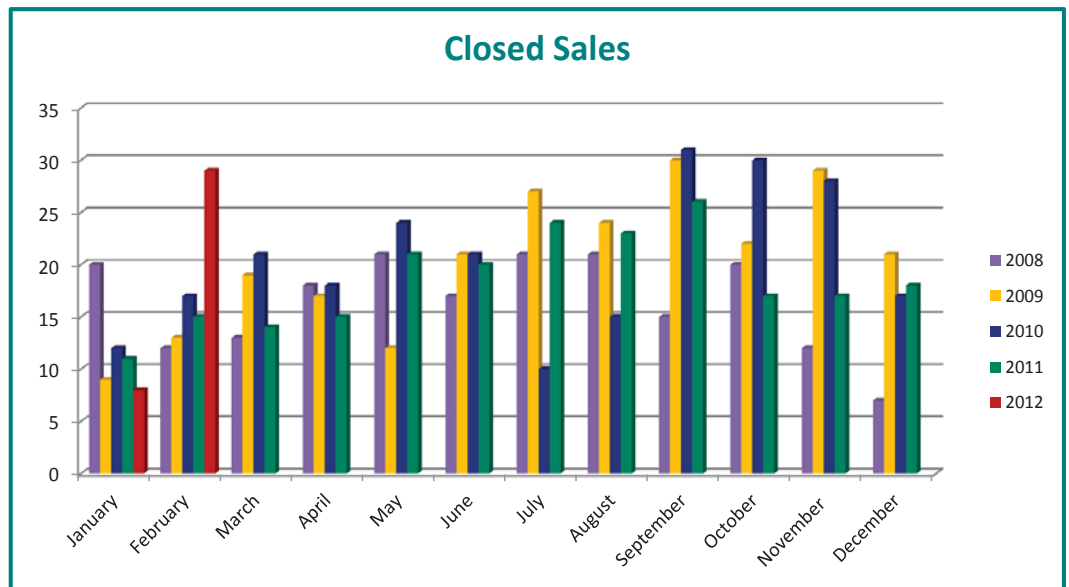
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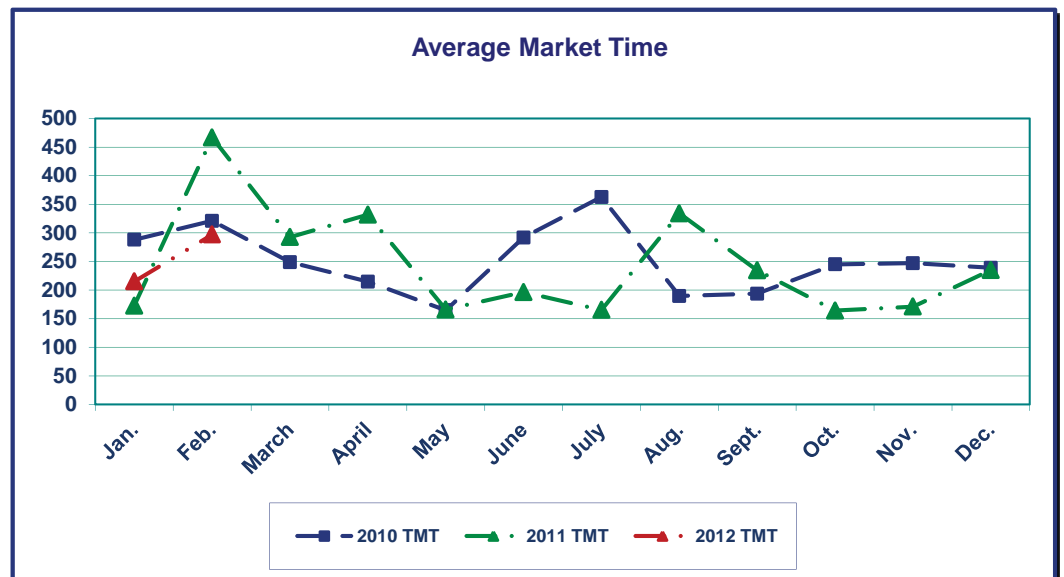
## CLOSED SALES CURRY COUNTY, OR

This graph shows the closed sales over the past five calendar years in Curry County, Oregon.



## DAYS ON MARKET CURRY COUNTY, OR

This graph shows the average market time for sales in Curry County, Oregon, over the past three calendar years.



Steve Lucas, Chairman of the Board  
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Mary-Frances Makichen, Editor

# MARKET ACTION



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Residential Review: Douglas County, Oregon

February 2012 Reporting Period

## February Residential Highlights

Comparing February 2011 with February 2012 we see mixed results with new listings down but pending and closed activity rising. Closed sales rose from 52 to 60 (15.4%), and pending sales rose from 75 to 87 (16%). New listing activity shrank 31.5%, from 181 to 124.

Comparing the previous month of January 2012 to February 2012, closed sales fell slightly from 69 to 60, pending sales rose from 84 to 87 (3.6%), and new listings decreased from 141 to 124 (-12.1%).

At the February rate of sales, current inventory would last 14 months. This is a much lower inventory for this time of year than in either of the past two years. (See chart to right.)

Total market time for February 2012 was 184 days compared to 155 in February 2011, but year-to-date market time has improved (164 days this year compared to 192 last year.)

## Sales Prices

Sale prices saw a decrease across the board when comparing this February to last, with the average sale price down 19.0% and the median sale price down 10.6%.

| Inventory in Months* |      |      |      |
|----------------------|------|------|------|
|                      | 2010 | 2011 | 2012 |
| January              | 19.4 | 16   | 12.3 |
| February             | 19.4 | 20.3 | 14   |
| March                | 14.8 | 15.3 |      |
| April                | 15   | 13.6 |      |
| May                  | 15   | 11.5 |      |
| June                 | 14.1 | 12.6 |      |
| July                 | 16.3 | 18   |      |
| August               | 17.6 | 15   |      |
| September            | 18   | 13.1 |      |
| October              | 15.2 | 14.1 |      |
| November             | 17.5 | 15.6 |      |
| December             | 12.6 | 12.6 |      |

\*Inventory in Months is calculated by dividing the Active Listings at the end of the month in question by the number of closed sales for that month.

## Percent Change of 12-Month Sale Price Compared With The Previous 12 Months

### Average Sale Price % Change:

-4.9% (\$150,600 v. \$158,300)

### Median Sale Price % Change:

-4.8% (\$133,000 v. \$139,700)

For further explanation of this measure, see the second footnote on page 2.

| Douglas County, Oregon Residential Highlights |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time |
|---|--------------|--------------|---------------|--------------|--------------------|-------------------|-------------------|
| 2012  | February     | 124          | 87            | 60           | 113,500            | 108,600           | 184               |
|   | Year-to-date | 268          | 166           | 130          | 140,100            | 120,200           | 164               |
| 2011  | February     | 181          | 75            | 52           | 140,200            | 121,500           | 155               |
|   | Year-to-date | 354          | 146           | 118          | 166,100            | 138,200           | 192               |
| Change  | February     | -31.5%       | 16.0%         | 15.4%        | -19.0%             | -10.6%            | 18.2%             |
|   | Year-to-date | -24.3%       | 13.7%         | 10.2%        | -15.7%             | -13.0%            | -14.5%            |

\*Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.

# AREA REPORT • 2/2012

## Douglas County, Oregon

|     |                                 | RESIDENTIAL     |              |                            |                    |   |              |                    |                                |              |                    |                            |              |                    |                                       |              | COMMERCIAL         |              | LAND               |              | MULTIFAMILY        |         |
|-----|---------------------------------|-----------------|--------------|----------------------------|--------------------|---|--------------|--------------------|--------------------------------|--------------|--------------------|----------------------------|--------------|--------------------|---------------------------------------|--------------|--------------------|--------------|--------------------|--------------|--------------------|---------|
|     |                                 | Current Month   |              |                            |                    |   |              |                    |                                | Year-To-Date |                    |                            |              |                    |                                       |              | Year-To-Date       | Year-To-Date | Year-To-Date       | Year-To-Date |                    |         |
|     |                                 | Active Listings | New Listings | Expired/Cancelled Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 <sup>1</sup> | Closed Sales | Average Sale Price | Total Market Time <sup>3</sup> | New Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 | Closed Sales | Average Sale Price | Median Sale Price                     |              |                    |              |                    |              |                    |         |
|     |                                 |                 |              |                            |                    |   |              |                    |                                |              |                    |                            |              |                    | Avg. Sale Price % Change <sup>2</sup> | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price |         |
| 251 | NE Roseburg                     | 95              | 23           | 10                         | 14                 | 7.7%                                    | 9            | 82,900             | 261                            | 46           | 23                 | 4.5%                       | 14           | 88,500             | 61,500                                | -3.2%        | -                  | -            | 1                  | 5,000        | -                  | -       |
| 252 | NW Roseburg                     | 74              | 14           | 7                          | 9                  | 200.0%                                  | 5            | 173,200            | 210                            | 26           | 17                 | 240.0%                     | 15           | 233,900            | 229,900                               | 0.4%         | -                  | -            | 2                  | 113,800      | -                  | -       |
| 253 | SE Roseburg                     | 35              | 4            | 3                          | 3                  | -25.0%                                  | 4            | 83,200             | 172                            | 10           | 9                  | 0.0%                       | 13           | 142,700            | 146,000                               | -4.8%        | -                  | -            | -                  | -            | -                  | -       |
| 254 | SW Roseburg                     | 72              | 18           | 12                         | 7                  | 40.0%                                   | 3            | 83,700             | 78                             | 24           | 12                 | 9.1%                       | 12           | 208,800            | 161,300                               | 7.4%         | 2                  | 127,500      | 7                  | 66,600       | -                  | -       |
| 255 | Glide & E of Roseburg           | 48              | 7            | 6                          | 5                  | 66.7%                                   | 2            | 209,000            | 125                            | 15           | 7                  | -22.2%                     | 4            | 224,500            | 221,500                               | -14.5%       | -                  | -            | 2                  | 41,500       | -                  | -       |
| 256 | Sutherlin/Oakland Area          | 106             | 17           | 9                          | 13                 | -13.3%                                  | 12           | 165,600            | 249                            | 30           | 26                 | 23.8%                      | 20           | 146,100            | 156,200                               | -10.5%       | 1                  | 300,000      | 2                  | 395,700      | 1                  | 200,000 |
| 257 | Winston & SW of Roseburg        | 82              | 10           | 8                          | 10                 | 66.7%                                   | 4            | 60,300             | 233                            | 26           | 16                 | 45.5%                      | 10           | 98,800             | 55,000                                | -15.1%       | -                  | -            | -                  | -            | -                  | -       |
| 258 | Myrtle Creek & S/SE of Roseburg | 114             | 16           | 9                          | 11                 | 37.5%                                   | 7            | 98,200             | 114                            | 43           | 20                 | -13.0%                     | 16           | 103,100            | 116,500                               | -10.2%       | -                  | -            | 1                  | 30,000       | -                  | -       |
| 259 | Green District                  | 59              | 3            | 6                          | 6                  | -33.3%                                  | 3            | 99,500             | 46                             | 20           | 15                 | -16.7%                     | 10           | 110,400            | 99,000                                | -6.3%        | -                  | -            | -                  | -            | -                  | -       |
| 265 | North Douglas County            | 156             | 12           | 9                          | 9                  | 0.0%                                    | 11           | 89,500             | 144                            | 28           | 21                 | 23.5%                      | 16           | 96,300             | 109,300                               | -8.1%        | -                  | -            | -                  | -            | 1                  | 80,000  |
|     | Grand Total                     | 841             | 124          | 79                         | 87                 | 16.0%                                   | 60           | 113,500            | 184                            | 268          | 166                | 13.7%                      | 130          | 140,100            | 120,200                               | -4.9%        | 3                  | 185,000      | 15                 | 106,900      | 2                  | 140,000 |

<sup>1</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares February 2012 with February 2011. The Year-To Date section compares year-to-date statistics from February 2012 with year-to-date statistics from February 2011.

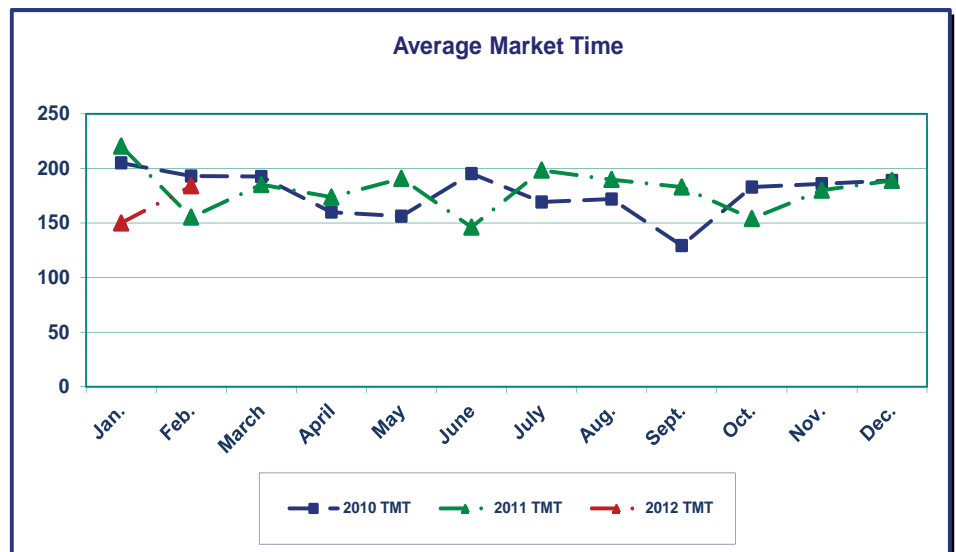
<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (3/1/11-2/29/12) with 12 months before (3/1/10-2/28/11).

<sup>3</sup> Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.

### DAYS ON MARKET

#### DOUGLAS COUNTY, OR

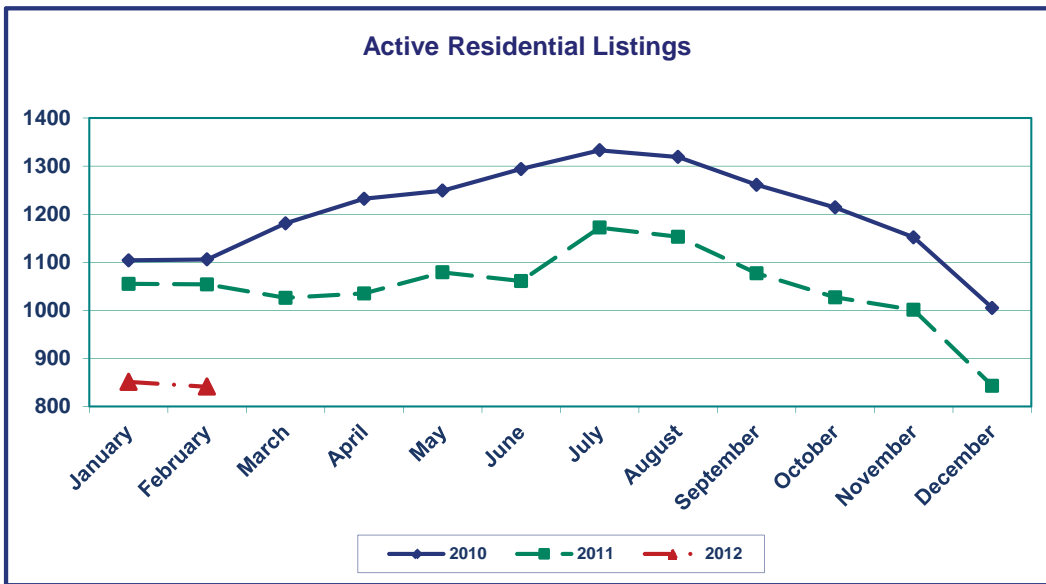
*This graph shows the average market time for sales in Douglas County, Oregon, over the past three calendar years.*



## ACTIVE RESIDENTIAL LISTINGS

DOUGLAS COUNTY, OR

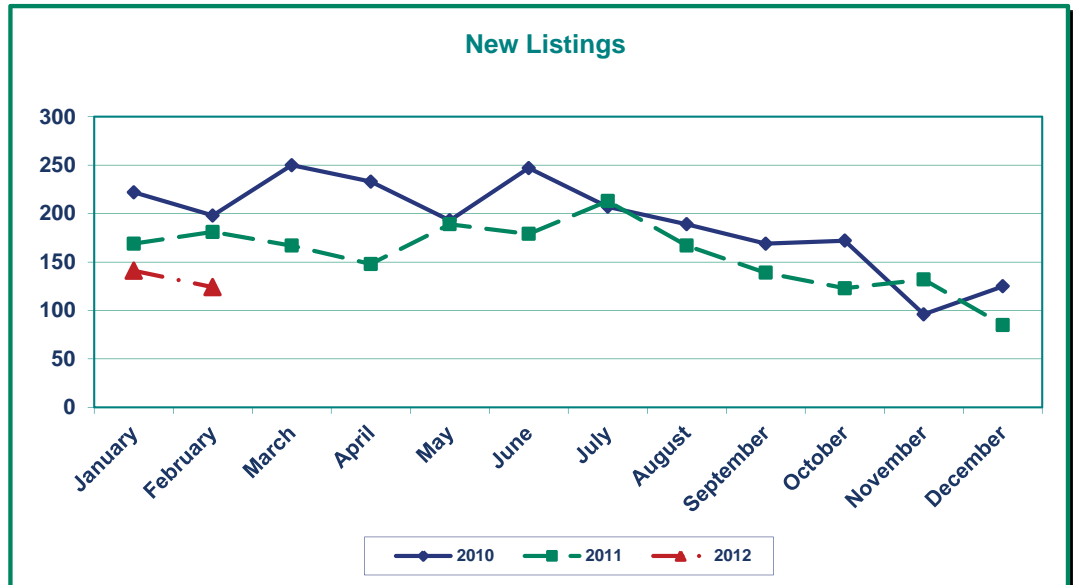
*This graph shows the active residential listings over the past three calendar years in Douglas County, Oregon.*



## NEW LISTINGS

DOUGLAS COUNTY, OR

*This graph shows the new residential listings over the past three calendar years in Douglas County, Oregon.*

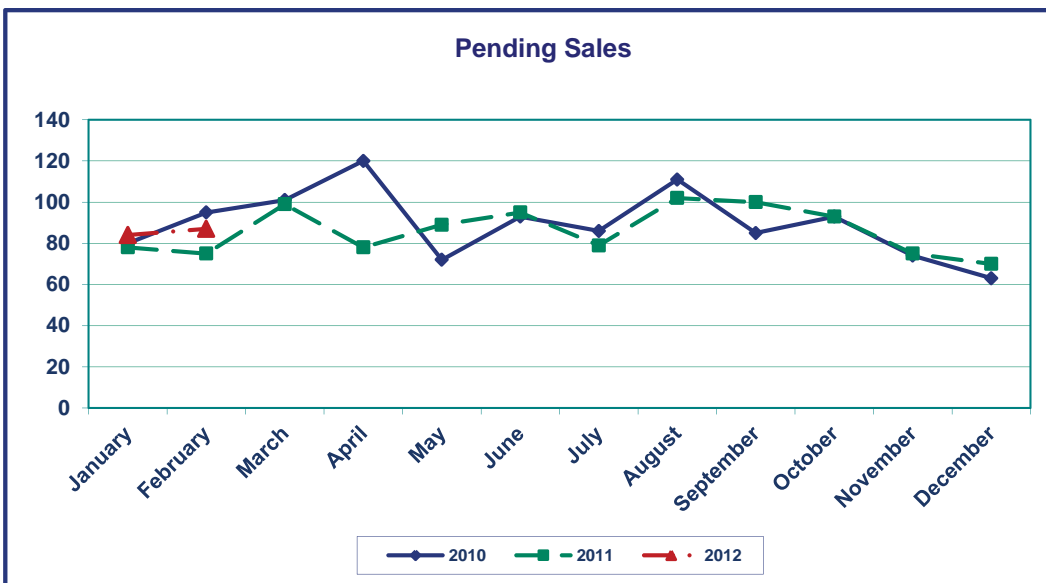


## PENDING SALES

## PENDING LISTINGS

DOUGLAS COUNTY, OR

*This graph represents monthly accepted offers over the past three calendar years in Douglas County, Oregon.*





MULTIPLE LISTING SERVICE

Corporate

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

Southwest Washington

1514 Broadway, Suite 101  
Vancouver, WA 98663  
(360) 696-0718  
Fax: (360) 696-9342

Salem

2110 Mission St. SE, Suite 305  
Salem, OR 97302  
(503) 587-8810  
Fax: (503) 585-3817

Lane County: Eugene

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

Lane County: Florence

PO Box 414  
Florence, OR 97439  
(541) 902-2560  
Fax: (541) 902-1341

Douglas County

3510 NE Edenbower  
Roseburg, OR 97470  
(541) 673-3571  
Fax: (541) 673-6581

Curry County

PO Box 6307  
Brookings, OR 97415  
(541) 469-0219  
Fax: (541) 469-9695

Mid-Columbia

PO Box 1088  
Hood River, OR 97031  
(541) 436-2956  
Fax: (541) 387-6657

Eastern Oregon

PO Box 751  
Hermiston, OR 97838  
(541) 567-5186  
Fax: (541) 289-7320

Coos County

1946 Sherman Ave., Suite 101  
North Bend, OR 97459  
(541) 751-1070  
Fax: (541) 751-1083

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Market Action Reports are compiled for the following areas: Portland metropolitan area, Southwest Washington, Mid-Columbia, Columbia Basin, Baker County, Coos County, Curry County, Douglas County, Grant County, Lane County, North Coastal Counties, Polk & Marion Counties, Union County, and Wallowa County.

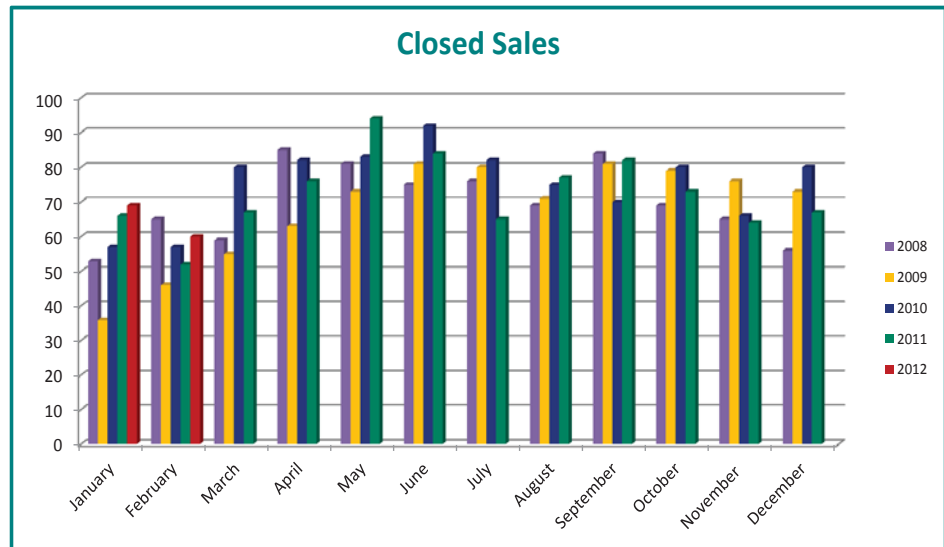
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## CLOSED SALES

### DOUGLAS COUNTY, OR

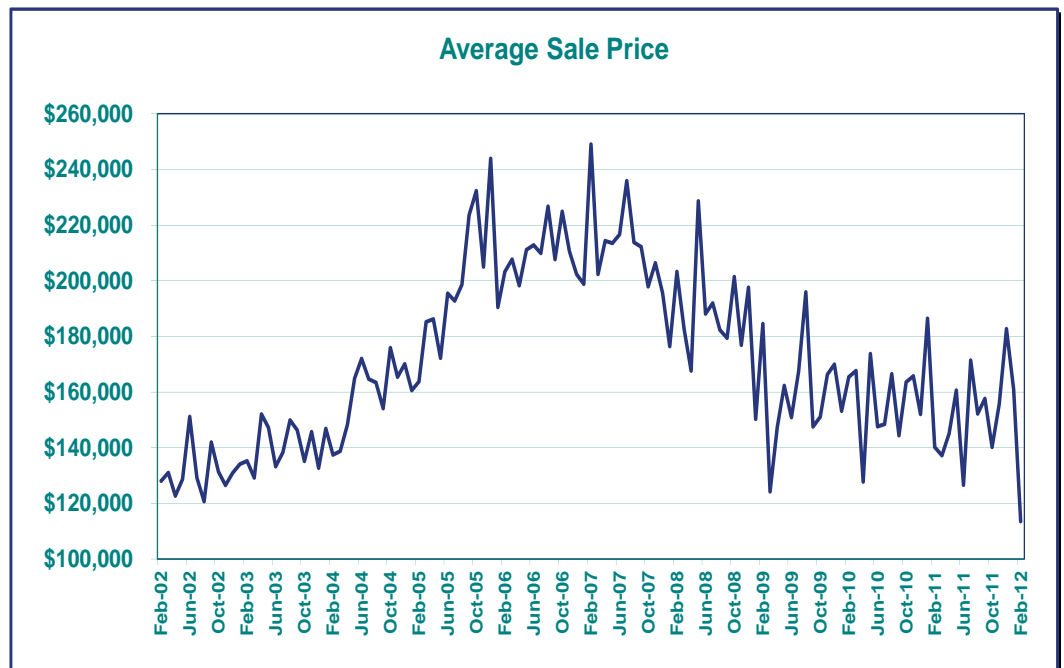
*This graph shows the closed sales over the past five calendar years in Douglas County, Oregon.*



## AVERAGE SALE PRICE

### DOUGLAS COUNTY, OR

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



Steve Lucas, Chairman of the Board  
Kurt von Wasmuth, President/CEO  
Mary-Frances Makichen, Editor

# MARKET ACTION



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

Residential Review: Grant County, Oregon

February 2012 Reporting Period

## February Residential Highlights

A comparison of February 2011 with February 2012 in Grant County shows a rise in new and pending listings. In February 2012, there were 2 closed sales compared to February 2011 when 3 sales closed—so very similar activity. Pending sales rose from 1 last February to 4 this month. There were 12 new listings this January compared to 9 in the same month last year.

When comparing January 2012 to February 2012 activity stayed the same with 2 closed sales and 12 new listings. Pending sales, however, rose from 2 to 4.

## Sale Prices

The median sale price was \$120,000 in February 2012 compared to \$79,500 in the same month last year. The 12

month rolling average and median prices shown below show the median sales price rising 5.3% and the average sale price rising 8.0%. Year-to-date comparing February 2011 to 2012 both the average and median sales prices have risen.

## Inventory

The inventory in months for February 2012 was 59 which is up from 30.67 in February 2011 and is higher than it has been over the past two years.

Percent Change of 12-Month Sale Price Compared With The Previous 12 Months

### Average Sale Price % Change:

+8.0% (\$140,300 v. \$129,900)

### Median Sale Price % Change:

+5.3% (\$120,000 v. \$114,000)

For further explanation of this measure, see the second footnote on page 2.

## Inventory in Months\*

|           | 2010 | 2011  | 2012 |
|-----------|------|-------|------|
| January   | N/A  | 28    | 60   |
| February  | N/A  | 30.67 | 59   |
| March     | 42   | 31.67 |      |
| April     | 21.5 | 49.5  |      |
| May       | 20.3 | 53.5  |      |
| June      | 21.8 | 26.5  |      |
| July      | 31.7 | 44.0  |      |
| August    | 24.5 | 31.5  |      |
| September | 94   | 25.2  |      |
| October   | 23.5 | 42.7  |      |
| November  | 31.7 | 25    |      |
| December  | N/A  | 38    |      |

\*Inventory in Months is calculated by dividing the Active Listings at the end of the month in question by the number of closed sales for that month.

| Grant County Residential Highlights |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time |
|-------------------------------------|--------------|--------------|---------------|--------------|--------------------|-------------------|-------------------|
| 2012                                | February     | 12           | 4             | 2            | 120,000            | 120,000           | 324               |
|                                     | Year-to-date | 24           | 6             | 4            | 177,300            | 142,100           | 379               |
| 2011                                | February     | 9            | 1             | 3            | 76,500             | 79,500            | 269               |
|                                     | Year-to-date | 14           | 9             | 6            | 132,300            | 88,000            | 308               |
| Change                              | February     | 33.3%        | 300.0%        | -33.3%       | 56.9%              | 50.9%             | 20.4%             |
|                                     | Year-to-date | 71.4%        | -33.3%        | -33.3%       | 34.0%              | 61.5%             | 23.1%             |

# AREA REPORT • 2/2012

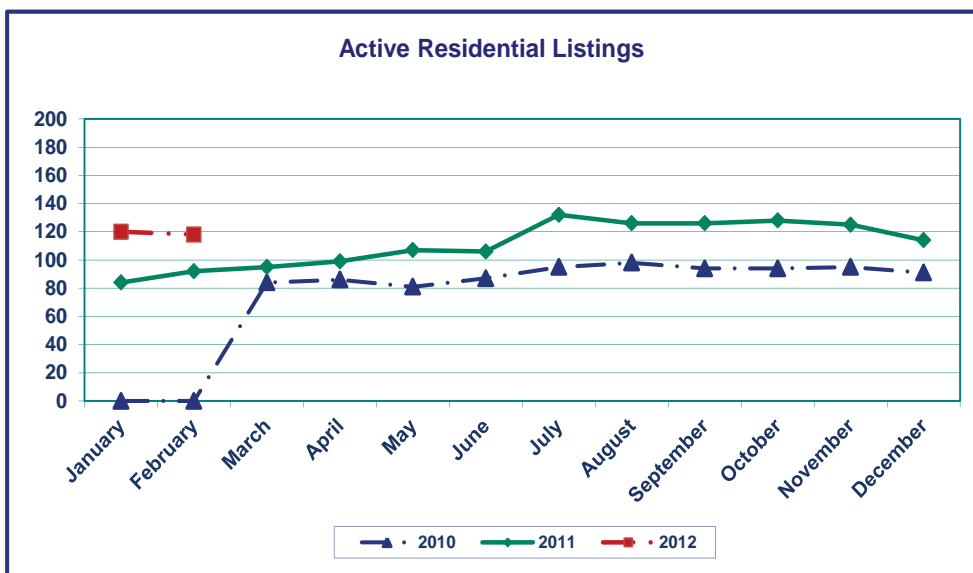
## Grant County, Oregon

|       |              | 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 2012 | Pending Sales 2012 v. 2011 <sup>1</sup> | Closed Sales | Average Sale Price | Total Market Time <sup>3</sup> | New Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 | Closed Sales | Average Sale Price | Median Sale Price |        | Avg. Sale Price % Change <sup>2</sup> | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price | Closed Sales |
| 97817 | Bates        | 1               | -            | -                         | -                  | -                                       | -            | -                  | -                              | -            | -                  | -                          | -            | -                  | -                 | -      | -                                     | -            | -                  | -            | -                  |              |
| 97820 | Canyon City  | 24              | 4            | 3                         | 1                  | 0.0%                                    | -            | -                  | -                              | 8            | 1                  | -75.0%                     | -            | -                  | -                 | -12.3% | -                                     | -            | -                  | -            | -                  | -            |
| 97825 | Dayville     | 2               | -            | -                         | -                  | -                                       | -            | -                  | -                              | -            | -                  | -                          | 1            | 400,000            | 400,000           | -      | -                                     | -            | -                  | -            | -                  |              |
| 97845 | John Day     | 42              | 2            | 3                         | 2                  | -                                       | 2            | 120,000            | 324                            | 7            | 4                  | 0.0%                       | 3            | 103,100            | 69,200            | 8.8%   | 1                                     | 138,000      | 1                  | 25,000       | -                  | -            |
| 97848 | Kimberly     | 1               | -            | -                         | -                  | -                                       | -            | -                  | -                              | 1            | -                  | -                          | -            | -                  | -                 | -      | -                                     | 1            | 320,000            | -            | -                  |              |
| 97856 | Long Creek   | 5               | 1            | -                         | 1                  | -                                       | -            | -                  | -                              | 1            | 1                  | -                          | -            | -                  | -                 | -      | -                                     | -            | -                  | -            | -                  |              |
| 97864 | Monument     | 6               | 1            | -                         | -                  | -                                       | -            | -                  | -                              | 1            | -                  | -                          | -            | -                  | -                 | -      | -                                     | -            | -                  | -            | -                  |              |
| 97865 | Mount Vernon | 14              | 3            | 3                         | -                  | -                                       | -            | -                  | -                              | 4            | -                  | -                          | -            | -                  | -                 | -32.5% | -                                     | 1            | 60,000             | -            | -                  |              |
| 97869 | Prairie City | 21              | 1            | 3                         | -                  | -                                       | -            | -                  | -                              | 2            | -                  | -100.0%                    | -            | -                  | -                 | 28.4%  | -                                     | -            | -                  | -            | -                  |              |
| 97873 | Seneca       | 2               | -            | -                         | -                  | -                                       | -            | -                  | -                              | -            | -                  | -                          | -            | -                  | -                 | -      | -                                     | -            | -                  | -            | -                  |              |

<sup>1</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares February 2012 with February 2011. The Year-To Date section compares year-to-date statistics from February 2012 with year-to-date statistics from February 2011.

<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (3/1/11-2/29/12) with 12 months before (3/1/10-2/28/11).

<sup>3</sup> Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.



### ACTIVE RESIDENTIAL LISTINGS

GRANT COUNTY, OR

*This graph shows the active residential listings in Grant County, Oregon.*



## NEW LISTINGS

### GRANT COUNTY, OR

*This graph shows the new residential listings in Grant County, Oregon.*

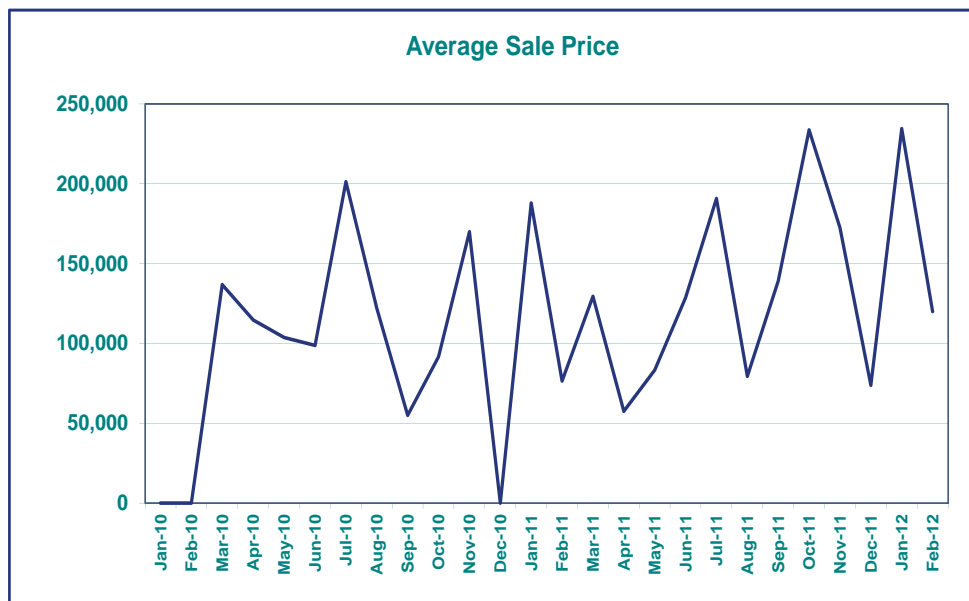


## Average Sale Price

## AVERAGE SALE PRICE

### GRANT COUNTY, OR

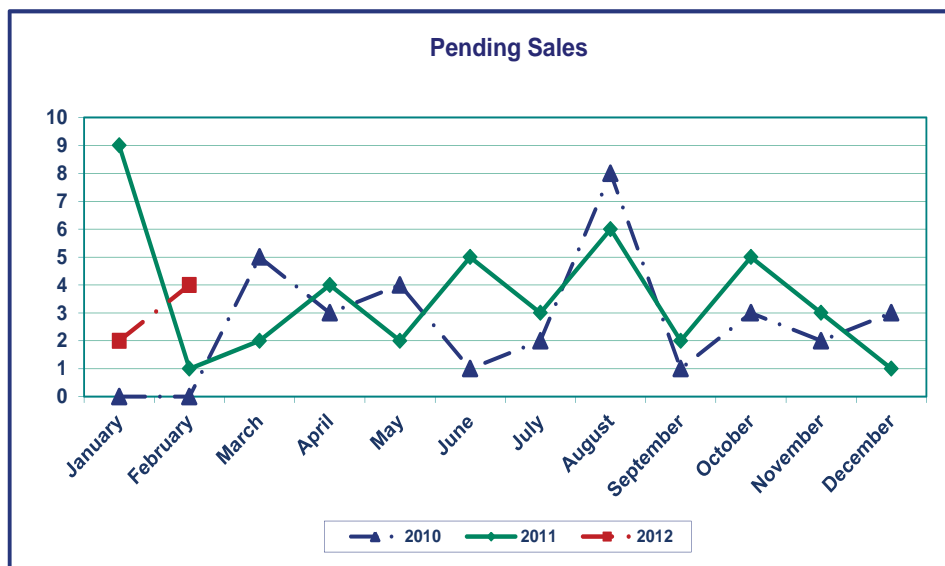
*This graph represents the average sale price for all homes sold in Grant County, Oregon.*



## PENDING LISTINGS

### GRANT COUNTY, OR

*This graph represents monthly accepted offers in Grant County, Oregon.*





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

Southwest Washington  
1514 Broadway, Suite 101  
Vancouver, WA 98663  
(360) 696-0718  
Fax: (360) 696-9342

Salem  
2110 Mission St. SE, Suite 305  
Salem, OR 97302  
(503) 587-8810  
Fax: (503) 585-3817

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

Lane County: Florence  
PO Box 414  
Florence, OR 97439  
(541) 902-2560  
Fax: (541) 902-1341

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

Curry County  
PO Box 6307  
Brookings, OR 97415  
(541) 469-0219  
Fax: (541) 469-9695

Mid-Columbia  
PO Box 1088  
Hood River, OR 97031  
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Fax: (541) 387-6657

Eastern Oregon  
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Hermiston, OR 97838  
(541) 567-5186  
Fax: (541) 289-7320

Coos County  
1946 Sherman Ave., Suite 101  
North Bend, OR 97459  
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Fax: (541) 751-1083

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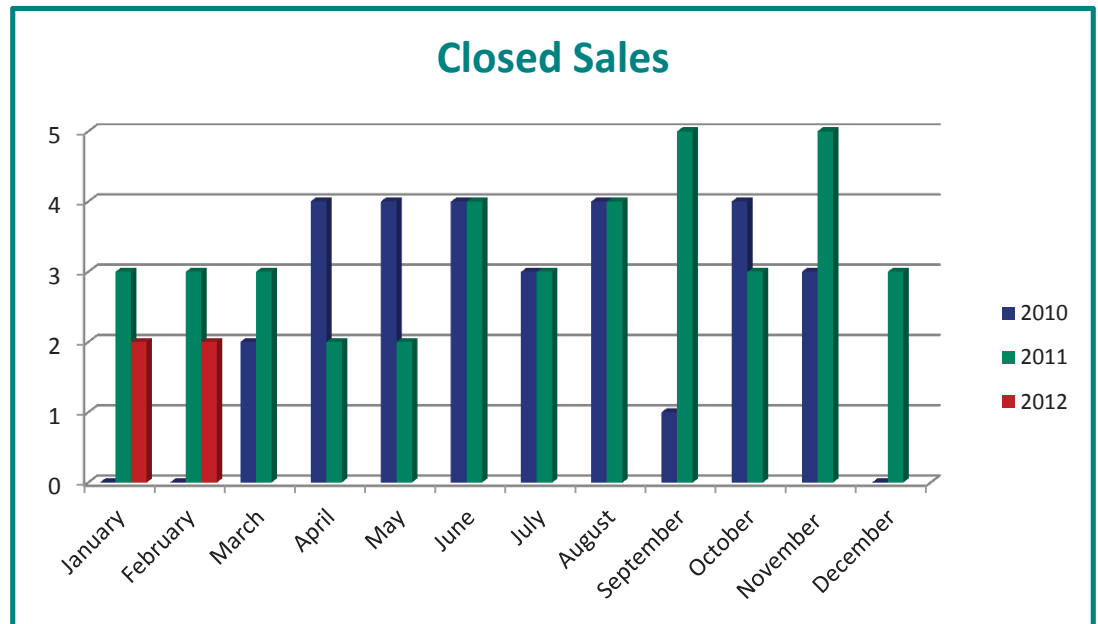
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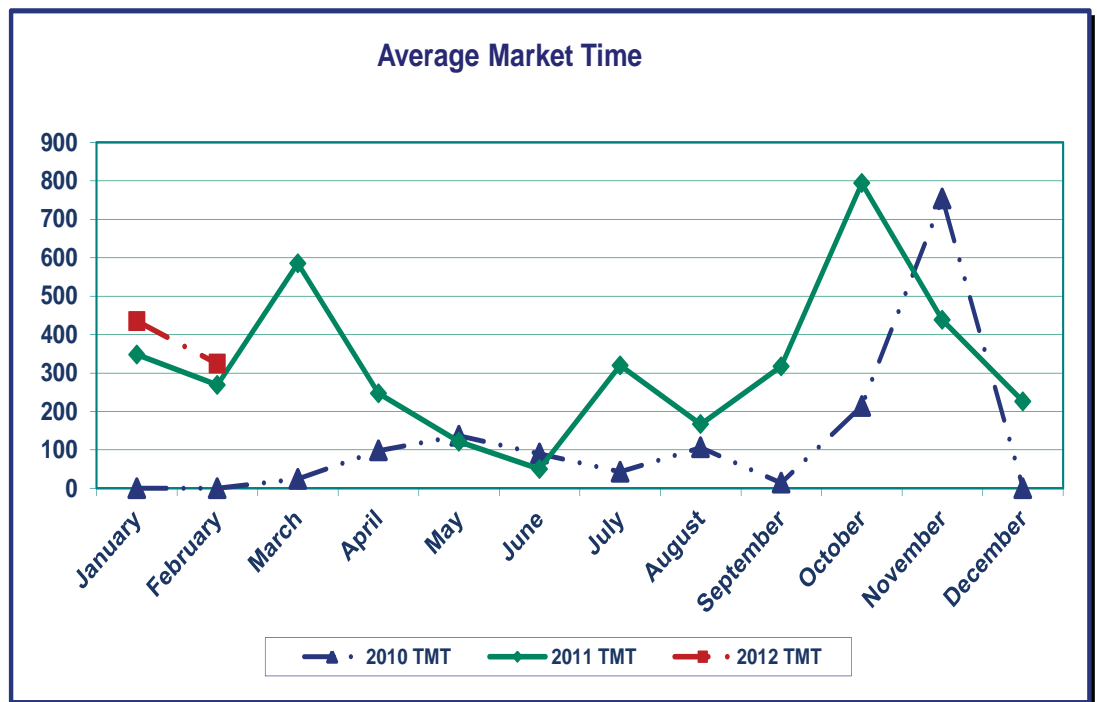
## CLOSED SALES GRANT COUNTY, OR

*This graph shows the closed sales in Grant County, Oregon.*



## DAYS ON MARKET GRANT COUNTY, OR

*This graph shows the average market time for sales in Grant County, Oregon.*



Steve Lucas, Chairman of the Board  
Kurt von Wasmuth, President/CEO  
Mary-Frances Makichen, Editor

# MARKET ACTION



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

Residential Review: Lane County, Oregon

February 2012 Reporting Period

## February Residential Highlights

Comparing February 2012 with February 2011, sales activity was similar with pending and closed sales rising. Closed sales increased from 161 to 174 (8.1%) with pending sales also increasing from 254 to 281 (10.6%). New listings fell 9.1% (407 v. 370).

Inventory in months rose slightly compared to last month. At February's rate of sales, the active listing count of 1,537 would be exhausted in only 8.8 months. However, this is still lower than the previous four Februarys.

A comparison of January 2012 with February 2012 shows a decrease in closed sales from 198 to 174 (-12.1%). Pending sales rose 12.9% from 249 to 281. New listings decreased by a mere 1.3% (375 v. 370).

## Sale Prices

When comparing February 2011 to February 2012, the average sale price varied one percent (\$179,400 v. \$181,400) while the median sale price decreased by 0.2%.

Comparing February with the previous month of January 2012, the average sales price declined 7.5%, while the median sales price declined 6% in the same comparison.

The average market time dropped to 141 days for February 2012 compared to 170 in February 2011. Compared to January 2012 it rose slightly from 125.

## Inventory in Months\*

|           | 2010 | 2011 | 2012 |
|-----------|------|------|------|
| January   | 14.1 | 12.4 | 7.8  |
| February  | 10.9 | 11.9 | 8.8  |
| March     | 7.8  | 8.6  |      |
| April     | 7.3  | 8.0  |      |
| May       | 7.2  | 7.6  |      |
| June      | 7.2  | 7.0  |      |
| July      | 11.9 | 8.6  |      |
| August    | 10.7 | 7.7  |      |
| September | 10.4 | 7.7  |      |
| October   | 10.8 | 7.6  |      |
| November  | 9.2  | 8.2  |      |
| December  | 8.1  | 6.4  |      |

\*Inventory in Months is calculated by dividing the Active Listings at the end of the month in question by the number of closed sales for that month.

## Percent Change of 12-Month Sale Price Compared With The Previous 12 Months

|                                     |
|-------------------------------------|
| <b>Average Sale Price % Change:</b> |
| -5.7% (\$202,000 v. \$214,300)      |
| <b>Median Sale Price % Change:</b>  |
| -9.1% (\$175,000 v. \$192,500)      |

For further explanation of this measure, see the second footnote on page 3.

Data for Florence is reported separately from Greater Lane County. The Residential Review on pages 1, 3, 4, and 6 does not include data from Florence. For data on Florence, see the Area Report on page 2, or the graphs on page 5.

| Greater Lane County, Oregon Residential Highlights |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time |
|--|--------------|--------------|---------------|--------------|--------------------|-------------------|-------------------|
| 2012   | February     | 370          | 281           | 174          | 181,400            | 158,800           | 141               |
|  | Year-to-date | 749          | 511           | 374          | 187,900            | 160,000           | 133               |
| 2011   | February     | 407          | 254           | 161          | 179,400            | 159,100           | 170               |
|  | Year-to-date | 877          | 463           | 321          | 188,700            | 164,000           | 156               |
| Change   | February     | -9.1%        | 10.6%         | 8.1%         | 1.1%               | -0.2%             | -17.1%            |
|  | Year-to-date | -14.6%       | 10.4%         | 16.5%        | -0.4%              | -2.4%             | -14.3%            |

\*Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.

# AREA REPORT • 2/2012

## Lane County, Oregon

|     |                               | RESIDENTIAL     |              |                            |                    |   |              |                    |                                |              |                    |                            |              |                    |                   |        | COMMERCIAL                            |              | LAND               |              | MULTIFAMILY        |              |                    |
|-----|-------------------------------|-----------------|--------------|----------------------------|--------------------|---|--------------|--------------------|--------------------------------|--------------|--------------------|----------------------------|--------------|--------------------|-------------------|--------|---------------------------------------|--------------|--------------------|--------------|--------------------|--------------|--------------------|
|     |                               | Current Month   |              |                            |                    |   |              |                    |                                | Year-To-Date |                    |                            |              |                    |                   |        | Avg. Sale Price % Change <sup>2</sup> | Year-To-Date |                    | Year-To-Date |                    | Year-To-Date |                    |
|     |                               | Active Listings | New Listings | Expired/Cancelled Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 <sup>1</sup> | Closed Sales | Average Sale Price | Total Market Time <sup>3</sup> | New Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 | Closed Sales | Average Sale Price | Median Sale Price |        |                                       | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price |
| 225 | Florence Coast Village        | 20              | -            | 2                          | -                  | -100.0%                                 | -            | -                  | -                              | 1            | -                  | -                          | -            | -                  | -                 | 1.7%   | -                                     | -            | -                  | -            | -                  | -            |                    |
| 226 | Florence Green Trees          | 39              | 3            | 1                          | 1                  | -50.0%                                  | 2            | 27,500             | 330                            | 9            | 4                  | -20.0%                     | 3            | 91,700             | 35,000            | -15.4% | -                                     | -            | -                  | -            | -                  | -            |                    |
| 227 | Florence Florentine           | 29              | 3            | 2                          | -                  | -                                       | 1            | 156,000            | 941                            | 4            | 1                  | 0.0%                       | 2            | 135,500            | 135,500           | -12.0% | -                                     | -            | -                  | -            | -                  | -            |                    |
| 228 | Florence Town                 | 120             | 8            | 10                         | 10                 | 66.7%                                   | 4            | 90,800             | 215                            | 25           | 19                 | 111.1%                     | 15           | 130,100            | 112,000           | -8.7%  | -                                     | -            | -                  | -            | 1                  | 165,000      |                    |
| 229 | Florence Beach                | 51              | 4            | 2                          | 6                  | 100.0%                                  | 6            | 266,700            | 349                            | 6            | 8                  | 14.3%                      | 12           | 228,100            | 210,000           | -1.4%  | -                                     | -            | 1                  | 42,500       | -                  | -            |                    |
| 230 | Florence North                | 33              | 4            | 4                          | 4                  | 33.3%                                   | 3            | 225,400            | 324                            | 5            | 7                  | 40.0%                      | 5            | 159,200            | 140,700           | -22.2% | -                                     | -            | -                  | -            | -                  | -            |                    |
| 231 | Florence South/<br>Dunes City | 48              | 3            | 1                          | 3                  | 50.0%                                   | 2            | 387,500            | 109                            | 7            | 5                  | 150.0%                     | 5            | 209,000            | 165,000           | 1.7%   | -                                     | -            | -                  | -            | -                  | -            |                    |
| 238 | Florence East/<br>Mapleton    | 38              | 5            | -                          | 2                  | 0.0%                                    | 1            | 76,000             | -                              | 12           | 4                  | 100.0%                     | 1            | 76,000             | 76,000            | -9.3%  | -                                     | -            | 2                  | 104,000      | -                  | -            |                    |
|     | Grand Total                   | 378             | 30           | 22                         | 26                 | 36.8%                                   | 19           | 194,800            | 302                            | 69           | 48                 | 45.5%                      | 43           | 166,300            | 156,000           | -4.4%  | -                                     | -            | 3                  | 83,500       | 1                  | 165,000      |                    |
| 232 | Hayden Bridge                 | 37              | 11           | 1                          | 8                  | 14.3%                                   | 3            | 120,000            | 161                            | 17           | 10                 | -37.5%                     | 9            | 154,300            | 134,000           | -13.4% | -                                     | -            | -                  | -            | 0                  | -            |                    |
| 233 | McKenzie Valley               | 67              | 12           | 7                          | 5                  | 25.0%                                   | 2            | 225,000            | 54                             | 24           | 11                 | 120.0%                     | 6            | 275,100            | 284,000           | -1.0%  | -                                     | -            | 1                  | 86,500       | 0                  | -            |                    |
| 234 | Pleasant Hill/Oak             | 108             | 15           | 9                          | 9                  | -18.2%                                  | 7            | 177,100            | 287                            | 29           | 23                 | 0.0%                       | 17           | 197,300            | 172,000           | 8.2%   | 1                                     | 27,000       | 1                  | 35,000       | 0                  | -            |                    |
| 235 | South Lane Properties         | 200             | 28           | 20                         | 23                 | 35.3%                                   | 7            | 124,500            | 236                            | 68           | 38                 | 15.2%                      | 30           | 164,300            | 153,500           | -5.7%  | -                                     | -            | 1                  | 38,000       | 1                  | 153,000      |                    |
| 236 | West Lane Properties          | 87              | 14           | 5                          | 14                 | 7.7%                                    | 8            | 156,900            | 112                            | 32           | 26                 | 18.2%                      | 17           | 157,900            | 130,000           | -16.5% | 2                                     | 140,000      | 1                  | 70,000       | 0                  | -            |                    |
| 237 | Junction City                 | 94              | 17           | 11                         | 15                 | 25.0%                                   | 5            | 110,300            | 228                            | 30           | 23                 | 27.8%                      | 16           | 165,400            | 129,500           | -6.5%  | 2                                     | 69,000       | -                  | -            | 0                  | -            |                    |
| 239 | Thurston                      | 101             | 27           | 11                         | 24                 | -4.0%                                   | 12           | 158,400            | 173                            | 62           | 51                 | 21.4%                      | 32           | 158,600            | 144,500           | -4.5%  | -                                     | -            | 1                  | 70,000       | 1                  | 162,000      |                    |
| 240 | Coburg I-5                    | 25              | 8            | 1                          | 6                  | 0.0%                                    | 2            | 505,000            | 440                            | 12           | 10                 | -9.1%                      | 6            | 339,800            | 185,000           | 4.8%   | -                                     | -            | 2                  | 373,500      | 0                  | -            |                    |
| 241 | N Gilham                      | 57              | 20           | 9                          | 15                 | 15.4%                                   | 11           | 267,400            | 122                            | 36           | 25                 | 25.0%                      | 23           | 272,400            | 280,000           | 0.9%   | -                                     | -            | -                  | -            | 0                  | -            |                    |
| 242 | Ferry Street Bridge           | 97              | 24           | 14                         | 16                 | 0.0%                                    | 15           | 243,800            | 148                            | 46           | 37                 | 19.4%                      | 33           | 252,700            | 217,500           | -5.6%  | -                                     | -            | -                  | -            | 1                  | 225,000      |                    |
| 243 | E Eugene                      | 92              | 24           | 11                         | 13                 | -38.1%                                  | 9            | 229,600            | 138                            | 52           | 29                 | -14.7%                     | 17           | 259,400            | 260,000           | 2.2%   | -                                     | -            | 1                  | -            | 0                  | -            |                    |
| 244 | SW Eugene                     | 160             | 43           | 9                          | 24                 | -4.0%                                   | 22           | 232,000            | 121                            | 79           | 43                 | 10.3%                      | 39           | 232,400            | 192,000           | -8.3%  | -                                     | -            | 2                  | 67,500       | 3                  | 206,300      |                    |
| 245 | W Eugene                      | 35              | 11           | 6                          | 4                  | -20.0%                                  | 6            | 207,700            | 104                            | 20           | 10                 | -16.7%                     | 8            | 189,700            | 150,000           | -11.9% | -                                     | -            | -                  | -            | 5                  | 204,700      |                    |
| 246 | Danebo                        | 132             | 36           | 12                         | 38                 | 31.0%                                   | 23           | 122,100            | 171                            | 84           | 56                 | -6.7%                      | 44           | 124,400            | 134,000           | -9.6%  | -                                     | -            | 3                  | 33,200       | 3                  | 123,300      |                    |
| 247 | River Road                    | 38              | 11           | 6                          | 7                  | 16.7%                                   | 8            | 156,300            | 86                             | 25           | 18                 | 12.5%                      | 15           | 140,500            | 140,000           | -11.8% | -                                     | -            | -                  | -            | 0                  | -            |                    |
| 248 | Santa Clara                   | 95              | 35           | 6                          | 25                 | 56.3%                                   | 16           | 190,900            | 111                            | 64           | 41                 | 20.6%                      | 27           | 192,600            | 179,000           | -7.8%  | -                                     | -            | -                  | -            | 0                  | -            |                    |
| 249 | Springfield                   | 90              | 29           | 8                          | 30                 | 20.0%                                   | 17           | 95,600             | 44                             | 61           | 52                 | 23.8%                      | 31           | 108,200            | 104,900           | -8.6%  | 1                                     | 275,000      | 1                  | 130,000      | 4                  | 434,000      |                    |
| 250 | Mohawk Valley                 | 22              | 5            | 1                          | 5                  | 66.7%                                   | 1            | 174,500            | 103                            | 8            | 8                  | 60.0%                      | 4            | 196,400            | 217,300           | -9.7%  | -                                     | -            | -                  | -            | 0                  | -            |                    |
|     | Grand Total                   | 1,537           | 370          | 147                        | 281                | 10.6%                                   | 174          | 181,400            | 141                            | 749          | 511                | 10.4%                      | 374          | 187,900            | 160,000           | -5.7%  | 6                                     | 120,000      | 14                 | 100,800      | 18                 | 238,200      |                    |

## ACTIVE RESIDENTIAL LISTINGS

LANE COUNTY, OR

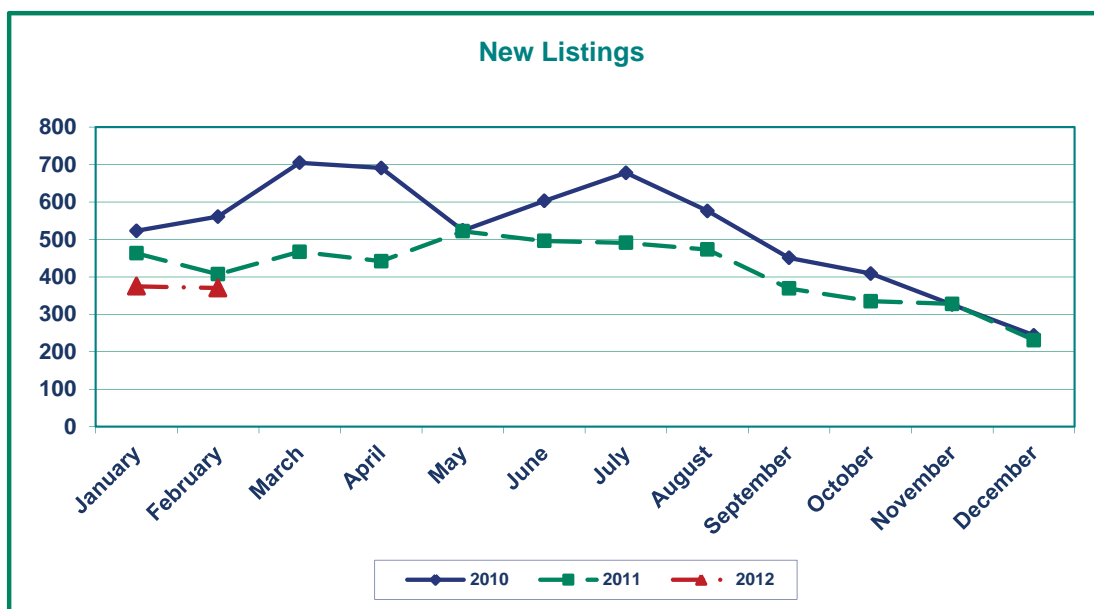
*This graph shows the active residential listings over the past three calendar years in Lane County, Oregon.*



## NEW LISTINGS

LANE COUNTY, OR

*This graph shows the new residential listings over the past three calendar years in Lane County, Oregon.*



<sup>1</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares February 2012 with February 2011. The Year-To-Date section compares year-to-date statistics from February 2012 with year-to-date statistics from February 2011.

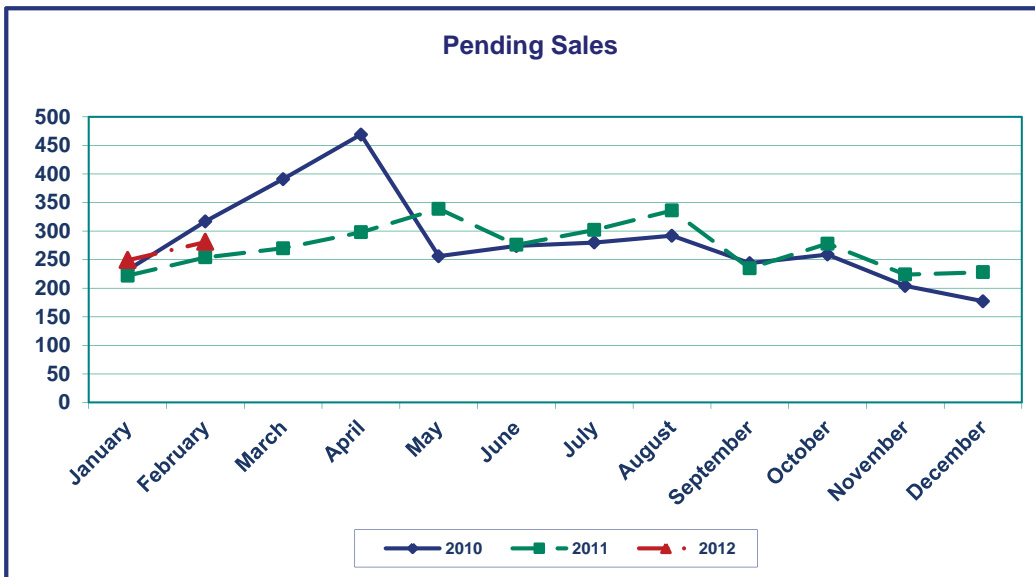
<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (3/1/11-2/29/12) with 12 months before (3/1/10-2/28/11).

<sup>3</sup> Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.

## PENDING LISTINGS

### LANE COUNTY, OR

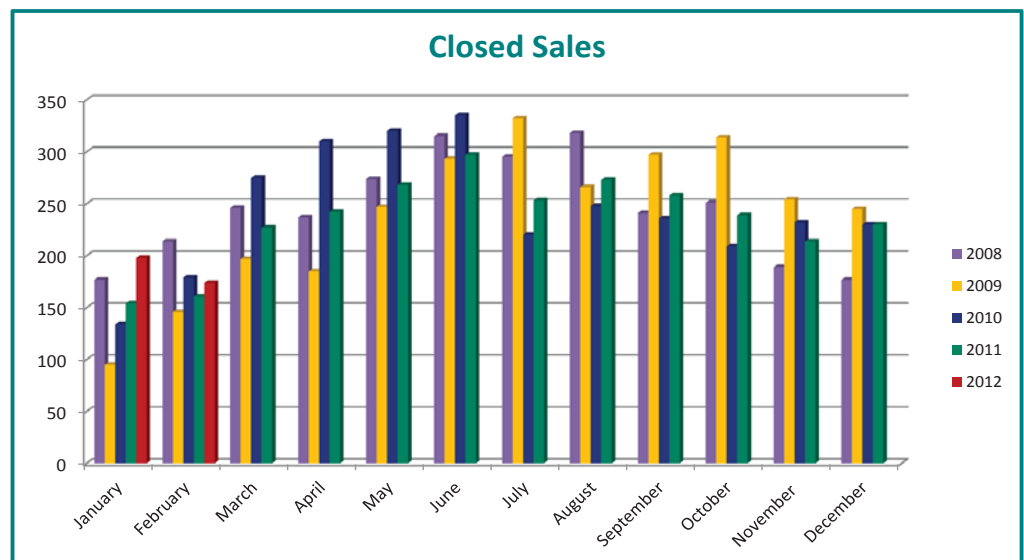
*This graph represents monthly accepted offers in Lane County, Oregon over the past three calendar years.*



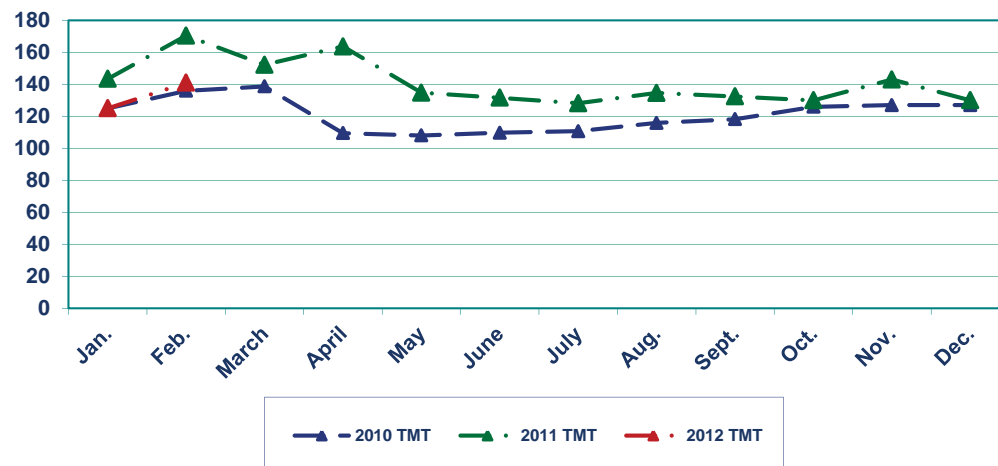
## CLOSED SALES

### LANE COUNTY, OR

*This graph shows the closed sales over the past five calendar years in Lane County, Oregon.*



## Average Market Time

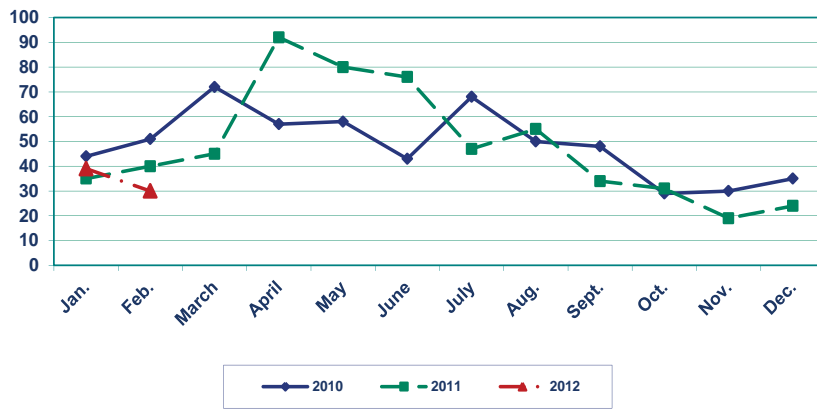


## DAYS ON MARKET

### LANE COUNTY, OR

*This graph shows the average market time for sales in Lane County, Oregon over the past three calendar years.*

### New Listings



### NEW LISTINGS

#### FLORENCE, OR

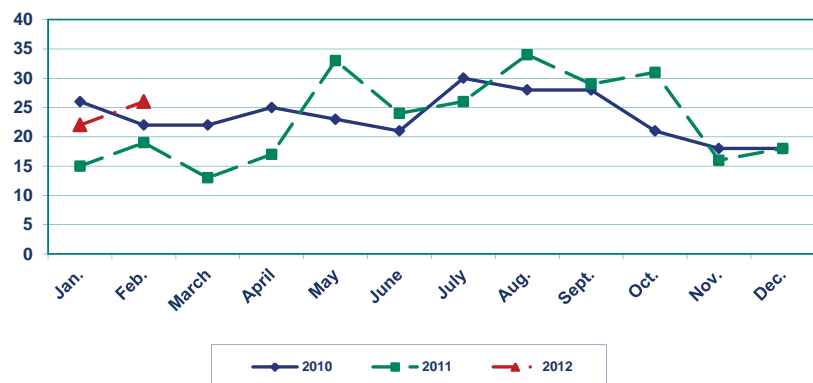
*This graph represents new listings in Florence, Oregon over the past three calendar years.*

### PENDING LISTINGS

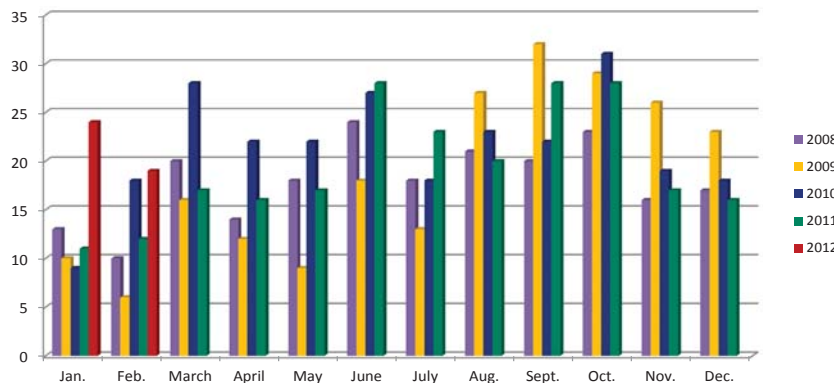
#### FLORENCE, OR

*This graph shows the monthly accepted offers over the past three calendar years in Florence, Oregon.*

### Pending Sales



### Closed Sales



### CLOSED SALES

#### FLORENCE, OR

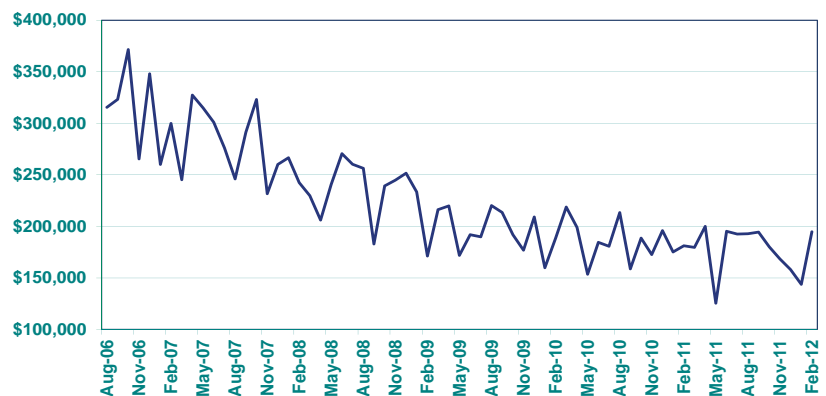
*This graph shows the closed sales over the past five calendar years in Florence, Oregon.*

### AVERAGE SALE PRICE

#### FLORENCE, OR

*This graph shows the average sale price for all sold homes over the past three calendar years in Florence, Oregon.*

### Average Sale Price



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

**Southwest Washington**  
1514 Broadway, Suite 101  
Vancouver, WA 98663  
(360) 696-0718  
Fax: (360) 696-9342

**Salem**  
2110 Mission St. SE, Suite 305  
Salem, OR 97302  
(503) 587-8810  
Fax: (503) 585-3817

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

**Lane County: Florence**  
PO Box 414  
Florence, OR 97439  
(541) 902-2560  
Fax: (541) 902-1341

**Douglas County**  
3510 NE Edenbower  
Roseburg, OR 97470  
(541) 673-3571  
Fax: (541) 673-6581

**Curry County**  
PO Box 6307  
Brookings, OR 97415  
(541) 469-0219  
Fax: (541) 469-9695

**Mid-Columbia**  
PO Box 1088  
Hood River, OR 97031  
(541) 436-2956  
Fax: (541) 387-6657

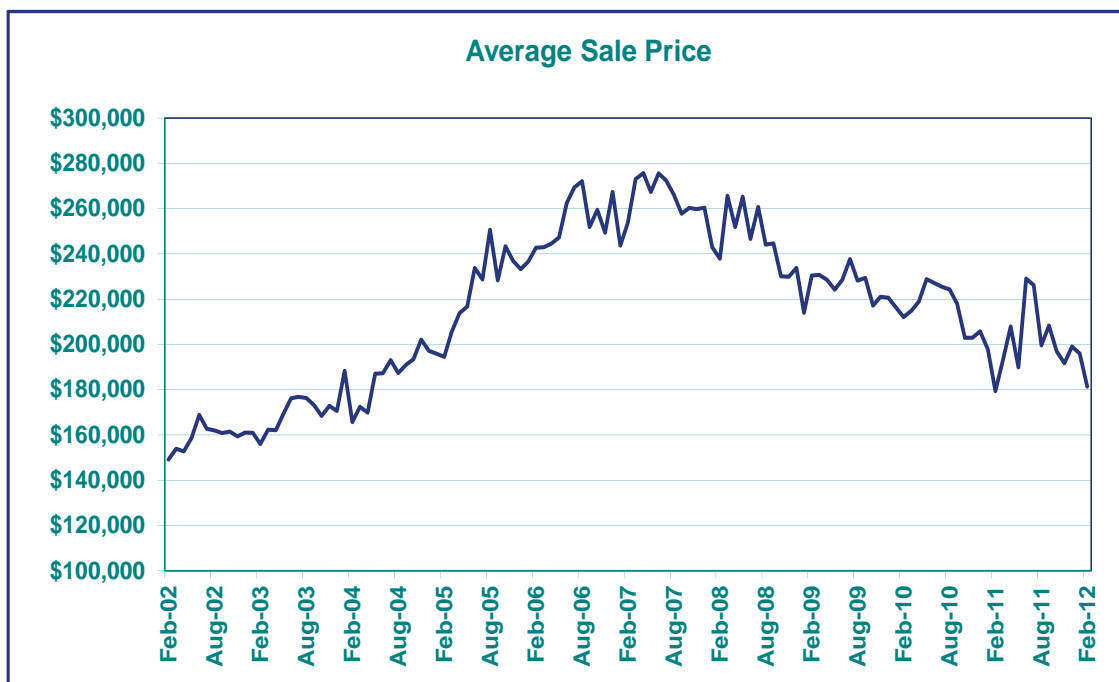
**Eastern Oregon**  
PO Box 751  
Hermiston, OR 97838  
(541) 567-5186  
Fax: (541) 289-7320

**Coos County**  
1946 Sherman Ave., Suite 101  
North Bend, OR 97459  
(541) 751-1070  
Fax: (541) 751-1083

## AVERAGE SALE PRICE

### LANE COUNTY, OR

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



**The statistics presented in Market Action are compiled monthly based on figures generated by RMLS™.**

Market Action Reports are compiled for the following areas: Portland metropolitan area, Southwest Washington, Mid-Columbia, Columbia Basin, Baker County, Coos County, Curry County, Douglas County, Grant County, Lane County, North Coastal Counties, Polk & Marion Counties, Union County, and Wallowa County.

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Steve Lucas, Chairman of the Board  
Kurt von Wasmuth, President/CEO  
Mary-Frances Makichen, Editor



# MARKET ACTION



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

Residential Review: Mid-Columbia

February 2012 Reporting Period

## February Residential Highlights

All measures of market activity continued to rise in February 2012 compared to the same month a year ago. Closed sales went up from 26 to 34 (30.8%). Pending sales saw a rise from 34 to 44 (29.4%). New listings increased from 73 to 80 (9.6%).

A comparison between January 2012 and February 2012 shows a minimal decrease from 35 to 34 (-2.9%) in closed sales. Pending sales also declined from 51 to 44 (-13.7%), while new listings increased from 62 to 80 (29%).

Unsold inventory continues to be lower than the comparable month in the last two years. At February's rate of sales, the active listing count of 582 would be exhausted in 17.1 months. This is a slight increase compared to last month. (See chart to the right.)

## Sale Prices

The average sale price stayed the same at \$179,300 when comparing February 2012 to February 2011. The median sale price rose 14.6% (\$152,300 v. \$174,500).

Over the rolling twelve month calculation shown below, which compares March 2011-February 2012 with March 2010-February 2011, the average sales price was stable and only decreased 1% while the median sales price declined 4.0%.

### Percent Change of 12-Month Sale Price Compared With The Previous 12 Months

#### Average Sale Price % Change:

-1.0% (\$228,100 v. \$230,300)

#### Median Sale Price % Change:

-4.0% (\$191,000 v. \$199,000)

For further explanation of this measure, see the second footnote on page 3.

| Inventory in Months* |      |      |      |
|----------------------|------|------|------|
|                      | 2010 | 2011 | 2012 |
| January              | 19   | 21.1 | 16   |
| February             | 21.5 | 24.8 | 17.1 |
| March                | 17.5 | 15.3 |      |
| April                | 13.7 | 20.7 |      |
| May                  | 12.8 | 12.7 |      |
| June                 | 14.3 | 16.9 |      |
| July                 | 20.1 | 16.5 |      |
| August               | 20.1 | 13.8 |      |
| September            | 15.3 | 13.1 |      |
| October              | 17.4 | 13   |      |
| November             | 18.5 | 17.3 |      |
| December             | 14.1 | 13.4 |      |

\*Inventory in Months is calculated by dividing the Active Listings at the end of the month in question by the number of closed sales for that month.

| Mid-Columbia Residential Highlights |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time |
|-------------------------------------|--------------|--------------|---------------|--------------|--------------------|-------------------|-------------------|
| 2012                                | February     | 80           | 44            | 34           | 179,300            | 174,500           | 203               |
|                                     | Year-to-date | 144          | 96            | 70           | 197,700            | 181,800           | 210               |
| 2011                                | February     | 73           | 34            | 26           | 179,300            | 152,300           | 314               |
|                                     | Year-to-date | 136          | 72            | 57           | 231,100            | 200,000           | 233               |
| Change                              | February     | 9.6%         | 29.4%         | 30.8%        | 0.0%               | 14.6%             | -35.5%            |
|                                     | Year-to-date | 5.9%         | 33.3%         | 22.8%        | -14.5%             | -9.1%             | -10.1%            |

\*Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.



# AREA REPORT • 2/2012

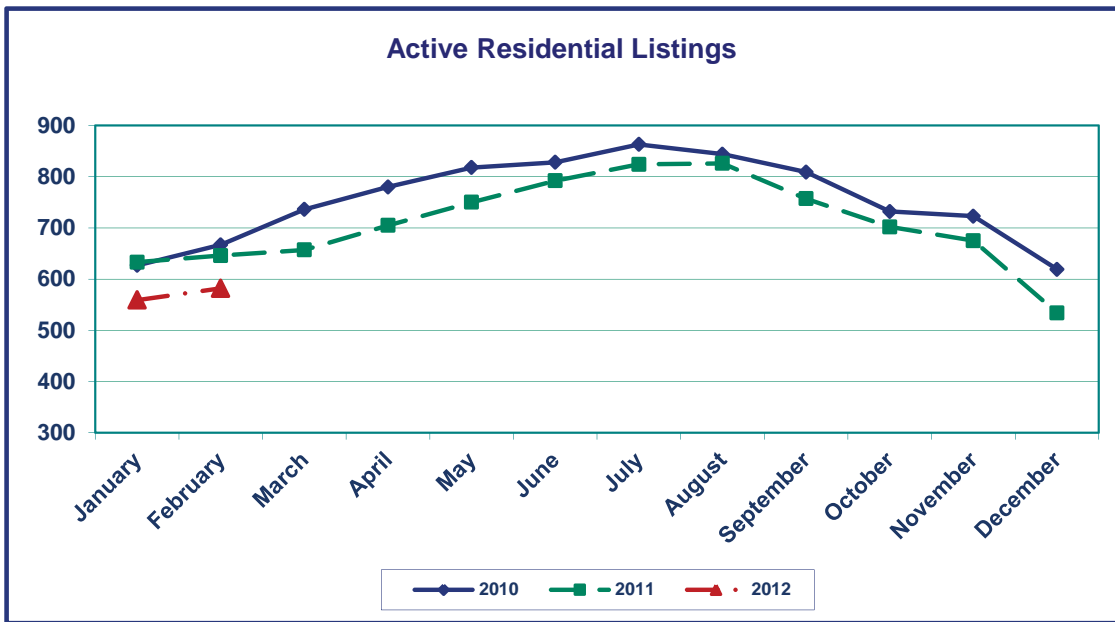
## Mid-Columbia

|     |                                  | 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 2012 | Pending Sales 2012 v. 2011 <sup>1</sup> | Closed Sales | Average Sale Price | Total Market Time <sup>3</sup> | New Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 | Closed Sales | Average Sale Price | Median Sale Price                     |              |                    |              |                    |              |                    |         |
|     |                                  |                 |              |                            |                    |   |              |                    |                                |              |                    |                            |              |                    | Avg. Sale Price % Change <sup>2</sup> | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price |         |
| 100 | White Salmon/ Bingen             | 45              | 3            | 2                          | 1                  | 0.0%                                    | 2            | 187,000            | 199                            | 5            | 6                  | -14.3%                     | 3            | 176,500            | 185,000                               | -2.1%        | -                  | -            | 2                  | 70,500       | -                  | -       |
| 101 | Snowden                          | 12              | 1            | -                          | -                  | -100.0%                                 | -            | -                  | -                              | 1            | -                  | -100.0%                    | 0            | 0                  | -                                     | -24.7%       | -                  | -            | 1                  | 110,000      | -                  | -       |
| 102 | Trout Lake/ Glenwood             | 15              | 1            | -                          | 3                  | -                                       | -            | -                  | -                              | 2            | 3                  | -                          | -            | -                  | -                                     | -20.3%       | -                  | -            | -                  | -            | -                  | -       |
| 103 | Husum/ BZ Corner                 | 9               | 3            | -                          | 2                  | 100.0%                                  | -            | -                  | -                              | 3            | 2                  | 100.0%                     | 0            | 0                  | -                                     | 52.8%        | -                  | -            | 2                  | 104,000      | -                  | -       |
| 104 | Lyle                             | 19              | 2            | 3                          | 1                  | -                                       | 1            | 167,500            | 309                            | 2            | 3                  | 200.0%                     | 3            | 322,300            | 167,500                               | -14.6%       | -                  | -            | 1                  | 34,000       | -                  | -       |
| 105 | Dallesport/ Murdock              | 18              | 4            | -                          | -                  | -100.0%                                 | -            | -                  | -                              | 7            | 3                  | -25.0%                     | 2            | 191,300            | 191,300                               | -7.9%        | -                  | -            | -                  | -            | -                  | -       |
| 106 | Appleton/ Timber Valley          | 3               | -            | -                          | -                  | -100.0%                                 | -            | -                  | -                              | -            | -                  | -100.0%                    | 1            | 76,700             | 76,700                                | -27.8%       | -                  | -            | 1                  | 55,000       | -                  | -       |
| 107 | Centerville/ High Prairie        | 4               | -            | -                          | 1                  | -                                       | -            | -                  | -                              | 1            | 2                  | 100.0%                     | -            | -                  | -                                     | -50.0%       | -                  | -            | -                  | -            | -                  | -       |
| 108 | Goldendale                       | 45              | 4            | 3                          | 2                  | 0.0%                                    | 4            | 175,100            | 167                            | 13           | 6                  | 0.0%                       | 6            | 173,700            | 173,300                               | -11.0%       | 1                  | 35,000       | 5                  | 61,200       | -                  | -       |
| 109 | Bickleton/ East County           | 4               | 1            | -                          | -                  | -                                       | -            | -                  | -                              | 1            | -                  | -                          | -            | -                  | -                                     | -100.0%      | -                  | -            | -                  | -            | -                  | -       |
| 110 | Klickitat                        | 11              | 5            | -                          | -                  | -                                       | -            | -                  | -                              | 5            | -                  | -100.0%                    | -            | -                  | -                                     | 103.5%       | -                  | -            | -                  | -            | -                  | -       |
|     | Klickitat Co. Total              | 185             | 24           | 8                          | 10                 | 25.0%                                   | 7            | 177,400            | 197                            | 40           | 25                 | 4.2%                       | 15           | 199,900            | 167,500                               | 2.8%         | 1                  | 35,000       | 12                 | 71,200       | -                  | -       |
| 111 | Skamania                         | 8               | -            | -                          | 2                  | 100.0%                                  | 1            | 535,000            | 221                            | 0            | 2                  | 100.0%                     | 1            | 535,000            | 535,000                               | -33.7%       | -                  | -            | -                  | -            | -                  | -       |
| 112 | North Bonneville                 | 2               | -            | 1                          | -                  | -100.0%                                 | -            | -                  | -                              | 0            | -                  | -100.0%                    | -            | -                  | -                                     | 41.9%        | -                  | -            | -                  | -            | -                  | -       |
| 113 | Stevenson                        | 19              | 5            | 5                          | 2                  | -                                       | 1            | 165,000            | 347                            | 11           | 4                  | -                          | 3            | 176,000            | 165,000                               | 6.8%         | -                  | -            | 1                  | 70,000       | -                  | -       |
| 114 | Carson                           | 15              | -            | 2                          | 1                  | 0.0%                                    | -            | -                  | -                              | 1            | 2                  | -33.3%                     | 2            | 165,000            | 165,000                               | 57.2%        | -                  | -            | 1                  | 85,000       | -                  | -       |
| 115 | Home Valley                      | 2               | -            | -                          | -                  | -                                       | -            | -                  | -                              | 0            | -                  | -                          | -            | -                  | -                                     | -            | -                  | -            | -                  | -            | -                  |         |
| 116 | Cook, Underwood, Mill A, Willard | 10              | 1            | 1                          | -                  | -                                       | 1            | 259,800            | 0                              | 1            | -                  | -100.0%                    | 2            | 297,400            | 297,400                               | 1.7%         | -                  | -            | -                  | -            | -                  | -       |
| 117 | Unincorporated North             | 22              | -            | -                          | -                  | -100.0%                                 | 1            | 85,000             | 940                            | 1            | 2                  | -33.3%                     | 2            | 175,000            | 175,000                               | -8.3%        | -                  | -            | -                  | -            | -                  | -       |
|     | Skamania Co. Total               | 78              | 6            | 9                          | 5                  | -16.7%                                  | 4            | 261,200            | 377                            | 14           | 10                 | -9.1%                      | 10           | 233,800            | 253,400                               | 5.8%         | -                  | -            | 2                  | 77,500       | -                  | -       |
| 351 | The Dalles                       | 127             | 21           | 7                          | 10                 | 25.0%                                   | 7            | 118,600            | 278                            | 39           | 22                 | 83.3%                      | 17           | 135,800            | 125,000                               | 2.5%         | -                  | -            | -                  | -            | 1                  | 125,000 |
| 352 | Dufur                            | 7               | -            | -                          | 1                  | 0.0%                                    | -            | -                  | -                              | -            | 1                  | 0.0%                       | -            | -                  | -                                     | -17.9%       | -                  | -            | -                  | -            | -                  | -       |
| 353 | Tygh Valley                      | 4               | -            | 1                          | -                  | -                                       | 1            | 20,000             | 144                            | 1            | 1                  | -                          | 1            | 20,000             | 20,000                                | -70.2%       | -                  | -            | -                  | -            | -                  | -       |
| 354 | Warmic/ Pine Hollow              | 15              | 2            | 2                          | -                  | -                                       | 1            | 60,000             | 367                            | 2            | -                  | -                          | 2            | 220,000            | 220,000                               | -6.7%        | -                  | -            | -                  | -            | -                  | -       |
| 355 | Maupin/ Pine Grove               | 14              | 1            | 2                          | 1                  | 0.0%                                    | -            | -                  | -                              | 1            | 1                  | -50.0%                     | 1            | 120,000            | 120,000                               | -45.0%       | -                  | -            | 1                  | 20,000       | -                  | -       |
| 356 | Rowena                           | 1               | -            | -                          | -                  | -                                       | -            | -                  | -                              | -            | -                  | -                          | -            | -                  | -                                     | 5.9%         | -                  | -            | -                  | -            | -                  | -       |
| 357 | Mosier                           | 14              | 2            | 2                          | 1                  | -50.0%                                  | 1            | 225,000            | 88                             | 3            | 1                  | -66.7%                     | 1            | 225,000            | 225,000                               | 38.3%        | -                  | -            | 1                  | 195,000      | -                  | -       |
|     | Wasco Co. Total                  | 182             | 26           | 14                         | 13                 | 8.3%                                    | 10           | 113,500            | 254                            | 46           | 26                 | 44.4%                      | 22           | 141,500            | 123,800                               | 4.8%         | -                  | -            | 2                  | 107,500      | 1                  | 125,000 |
| 361 | Cascade Locks                    | 9               | -            | -                          | 4                  | -                                       | 3            | 50,500             | 89                             | 1            | 7                  | 600.0%                     | 3            | 50,500             | 52,000                                | -18.8%       | -                  | -            | -                  | -            | -                  | -       |
| 362 | Hood River City                  | 64              | 18           | 3                          | 8                  | 14.3%                                   | 9            | 251,700            | 119                            | 28           | 22                 | 46.7%                      | 13           | 250,200            | 242,000                               | 1.1%         | -                  | -            | 3                  | 93,000       | -                  | -       |
| 363 | Hood River-W                     | 32              | 4            | 1                          | 1                  | -                                       | 1            | 258,000            | 123                            | 7            | 2                  | 0.0%                       | 2            | 265,300            | 265,300                               | -17.3%       | -                  | -            | 2                  | 169,800      | -                  | -       |
| 364 | Hood River-E                     | 3               | -            | -                          | 1                  | -                                       | -            | -                  | -                              | 1            | 2                  | -                          | 2            | 340,000            | 340,000                               | 4.7%         | -                  | -            | 1                  | 183,300      | -                  | -       |
| 365 | Odell                            | 10              | 2            | 1                          | 2                  | -                                       | -            | -                  | -                              | 3            | 2                  | -                          | 2            | 310,500            | 310,500                               | 23.6%        | -                  | -            | -                  | -            | -                  | -       |
| 367 | Parkdale/ Mt. Hood               | 15              | -            | 1                          | -                  | -100.0%                                 | -            | -                  | -                              | 3            | -                  | -100.0%                    | 1            | 150,500            | 150,500                               | 2.4%         | -                  | -            | -                  | -            | -                  | -       |
|     | Hood River Co. Total             | 133             | 24           | 6                          | 16                 | 100.0%                                  | 13           | 205,800            | 113                            | 43           | 35                 | 84.2%                      | 23           | 234,200            | 242,000                               | -1.9%        | -                  | -            | 6                  | 133,700      | -                  | -       |
| 370 | Sherman Co.                      | 4               | -            | 1                          | -                  | -                                       | 0            | 0                  | 0                              | 1            | -                  | -                          | -            | -                  | 93,000                                | -0.7%        | 1                  | 93,000       | -                  | -            | -                  | -       |

## ACTIVE RESIDENTIAL LISTINGS

### MID-COLUMBIA

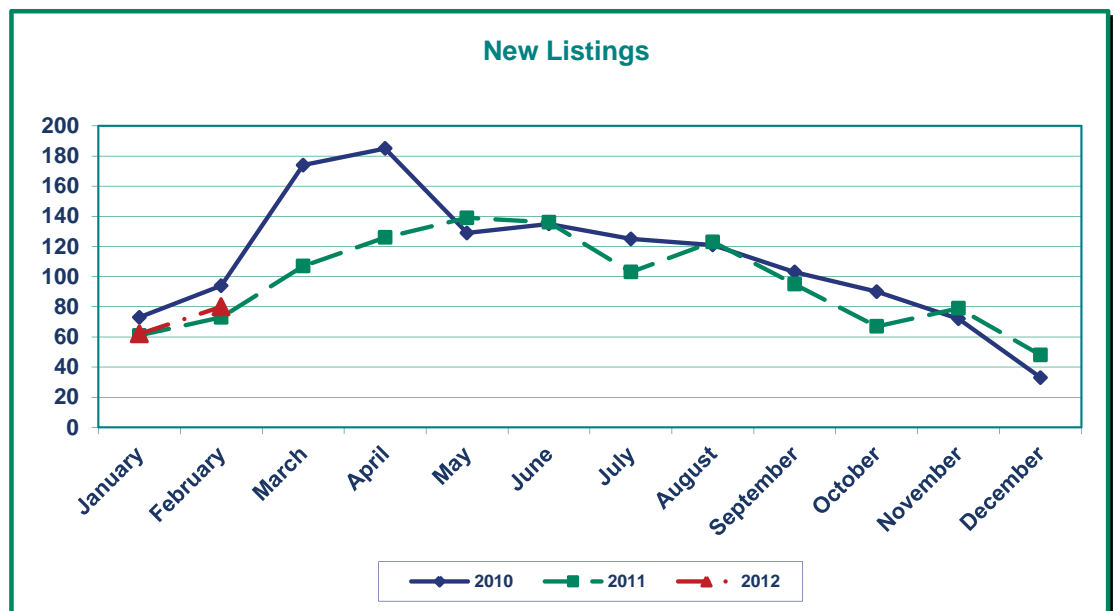
*This graph shows the active residential listings over the past three calendar years in Mid-Columbia.*



## NEW LISTINGS

### MID-COLUMBIA

*This graph shows the new residential listings over the past three calendar years in Mid-Columbia.*



<sup>1</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares February 2012 with February 2011. The Year-To-Date section compares year-to-date statistics from February 2012 with year-to-date statistics from February 2011.

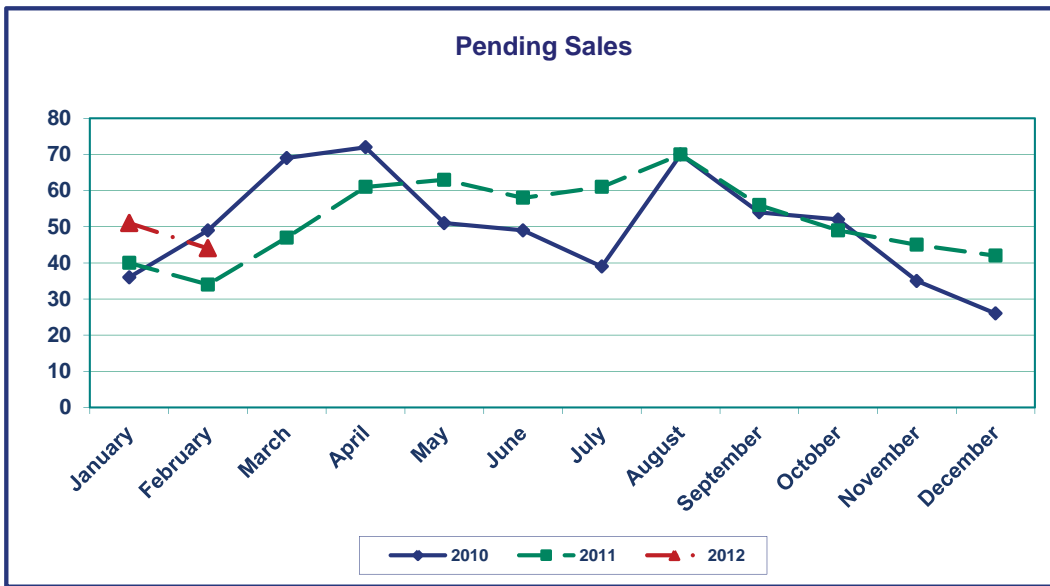
<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (3/1/11-2/29/12) with 12 months before (3/1/10-2/28/11).

<sup>3</sup> Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.

## PENDING LISTINGS

### MID-COLUMBIA

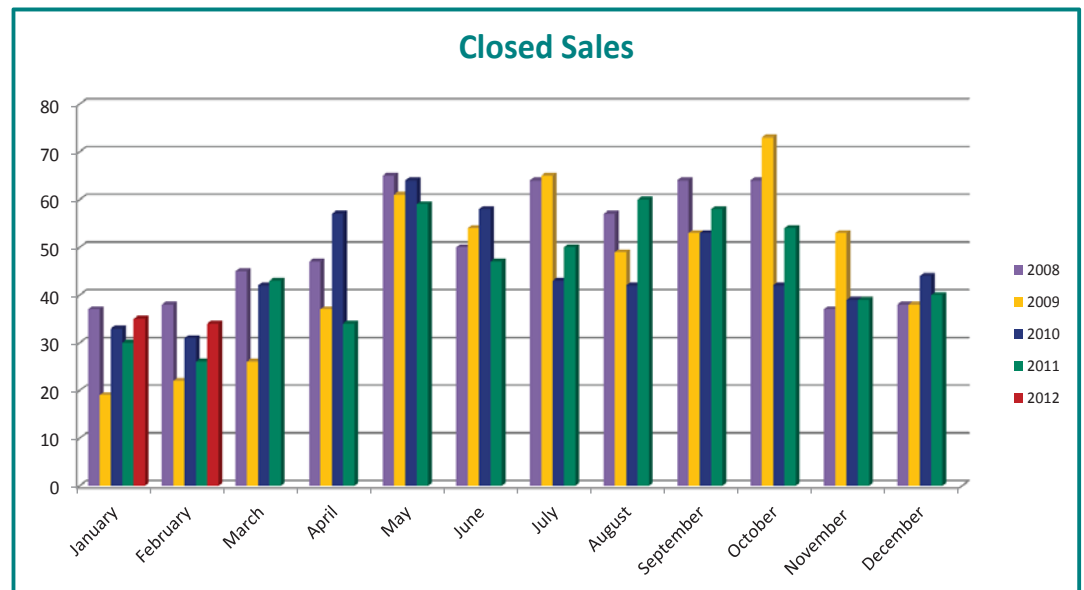
*This graph represents monthly accepted offers in Mid-Columbia over the past three calendar years.*



## CLOSED SALES

### MID-COLUMBIA

*This graph shows the closed sales over the past five calendar years in Mid-Columbia.*

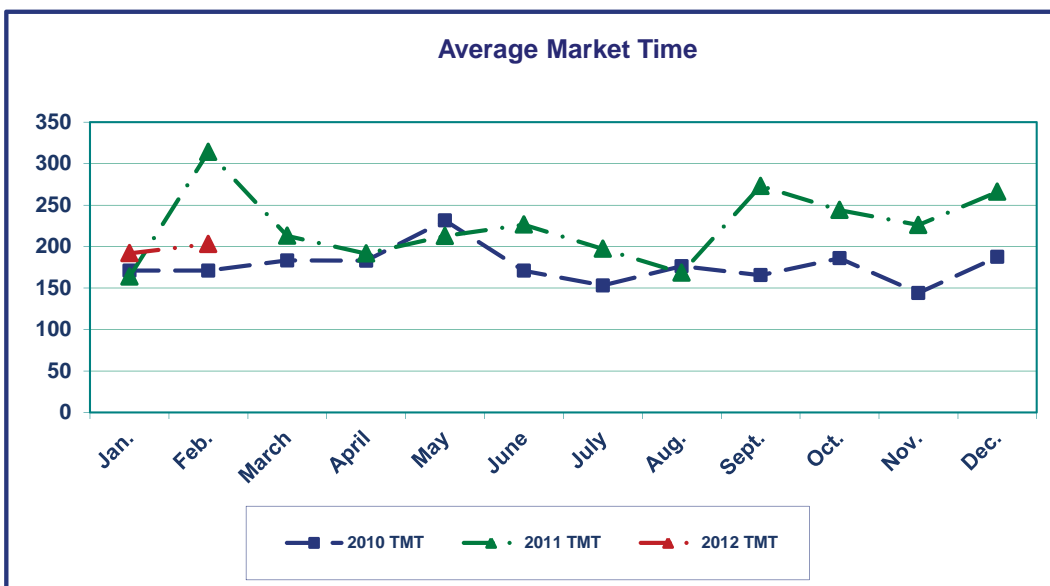


## Average Market Time

## DAYS ON MARKET

### MID-COLUMBIA

*This graph shows the average market time for sales in Mid-Columbia, over the past three calendar years.*





#### Corporate

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

Southwest Washington  
1514 Broadway, Suite 101  
Vancouver, WA 98663  
(360) 696-0718  
Fax: (360) 696-9342

#### Salem

2110 Mission St. SE, Suite 305  
Salem, OR 97302  
(503) 587-8810  
Fax: (503) 585-3817

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

Lane County: Florence  
PO Box 414  
Florence, OR 97439  
(541) 902-2560  
Fax: (541) 902-1341

Douglas County  
3510 NE Edenbower  
Roseburg, OR 97470  
(541) 673-3571  
Fax: (541) 673-6581

Curry County  
PO Box 6307  
Brookings, OR 97415  
(541) 469-0219  
Fax: (541) 469-9695

Mid-Columbia  
PO Box 1088  
Hood River, OR 97031  
(541) 436-2956  
Fax: (541) 387-6657

Eastern Oregon  
PO Box 751  
Hermiston, OR 97838  
(541) 567-5186  
Fax: (541) 289-7320

Coos County  
1946 Sherman Ave., Suite 101  
North Bend, OR 97459  
(541) 751-1070  
Fax: (541) 751-1083

**The statistics presented in Market Action are compiled monthly based on figures generated by RMLS™.**

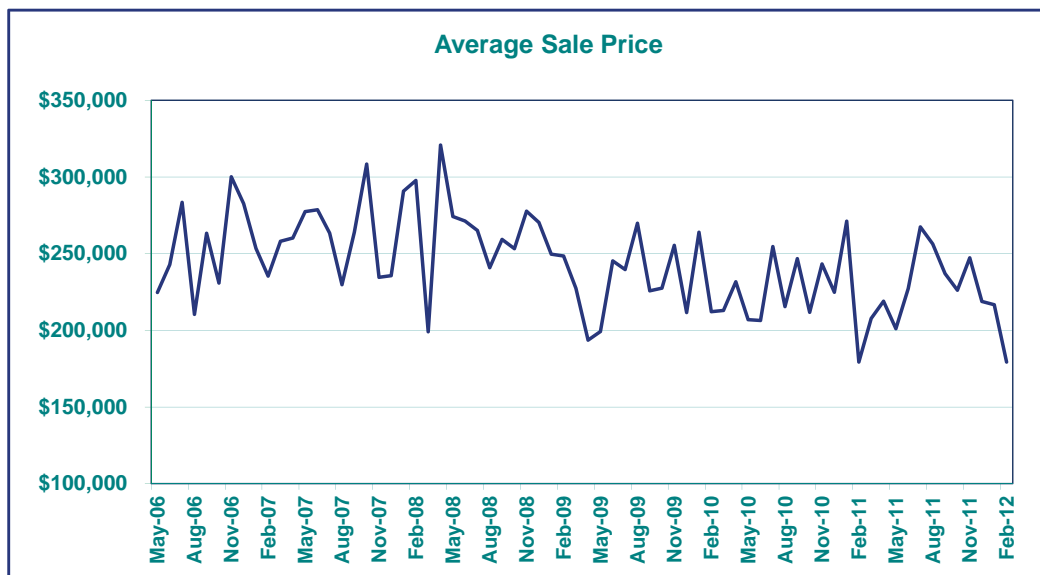
Market Action Reports are compiled for the following areas: Portland metropolitan area, Southwest Washington, Mid-Columbia, Columbia Basin, Baker County, Coos County, Curry County, Douglas County, Grant County, Lane County, North Coastal Counties, Polk & Marion Counties, Union County, and Wallowa County.

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## AVERAGE SALE PRICE MID-COLUMBIA

*This graph represents the average sale price for all homes sold in Mid-Columbia.*



Steve Lucas, Chairman of the Board  
Kurt von Wasmuth, President/CEO  
Mary-Frances Makichen, Editor

# MARKET ACTION



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

Residential Review: North Coastal Counties, Oregon

February 2012 Reporting Period

## February Residential Highlights

Closed sales in the North Coastal Counties experienced an increase this month when compared to the same month last year, going from 44 in February 2011 to 60 in February 2012. Pending sales also saw a rise in activity in the same comparison, going from 64 to 81 accepted offers. New listings rose 9.7% (175 v. 192) from the same month last year.

When comparing January 2012 with February 2012 a similar pattern holds for sales. Closed sales rose from 35 to 60, while pending sales grew from 69 to 81. Newly listed residential properties, grew 18.5% from 162 to 192.

## Sale Prices

Both average and median sale prices increased when comparing this month to the same month last year, rising by 5.3% and 5.2%,

respectively.

Month-to-month, the average sale price decreased by 2.7% (\$221,500 vs. \$227,700) while the median sale price rose 9.5% (\$202,500 v. \$185,000) comparing February 2012 to January 2012.

Over the rolling twelve month calculation shown below, which compares March 2010-February 2011 with March 2011-February 2012, the median price dropped 5.7% and the average price declined 10.7%.

### Percent Change of 12-Month Sale Price Compared With The Previous 12 Months

#### Average Sale Price % Change:

-10.7% (\$245,300 v. \$274,600)

#### Median Sale Price % Change:

-5.7% (\$200,000 v. \$212,000)

For further explanation of this measure, see the second footnote on page 3.

| Inventory in Months* |      |      |      |
|----------------------|------|------|------|
|                      | 2010 | 2011 | 2012 |
| January              | 37   | 25.1 | 41.1 |
| February             | 26.3 | 31.1 | 23.5 |
| March                | 19.5 | 22   |      |
| April                | 21.5 | 24.7 |      |
| May                  | 33.5 | 32.0 |      |
| June                 | 22.2 | 23.0 |      |
| July                 | 30.2 | 24.8 |      |
| August               | 29.7 | 25.1 |      |
| September            | 21.3 | 20.1 |      |
| October              | 29.4 | 26.5 |      |
| November             | 25   | 20.6 |      |
| December             | 22.1 | 27.2 |      |

\*Inventory in Months is calculated by dividing the Active Listings at the end of the month in question by the number of closed sales for that month.

Note: RMLS™ is a supplementary MLS for the North Coastal counties, so data reported will not reflect the entire market.

| North Coastal Counties Residential Highlights |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time |
|---|--------------|--------------|---------------|--------------|--------------------|-------------------|-------------------|
| 2012  | February     | 192          | 81            | 60           | 221,500            | 202,500           | 253               |
|   | Year-to-date | 360          | 150           | 97           | 225,400            | 197,000           | 240               |
| 2011  | February     | 175          | 64            | 44           | 210,300            | 192,500           | 148               |
|   | Year-to-date | 349          | 124           | 101          | 232,500            | 206,000           | 156               |
| Change  | February     | 9.7%         | 26.6%         | 36.4%        | 5.3%               | 5.2%              | 71.1%             |
|   | Year-to-date | 3.2%         | 21.0%         | -4.0%        | -3.1%              | -4.4%             | 53.7%             |

\*Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.

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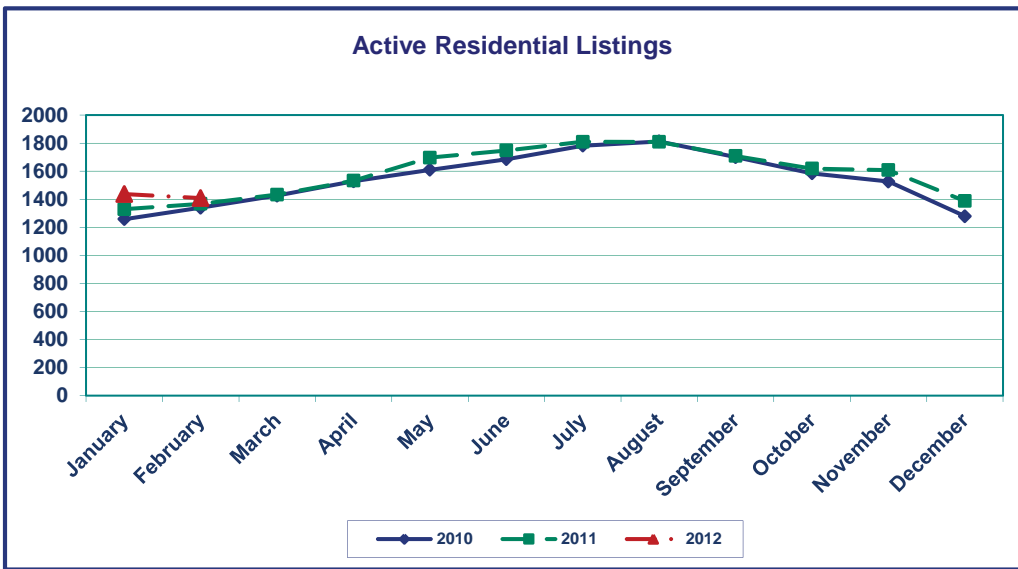
# AREA REPORT • 2/2012

## North Coastal Counties, Oregon

| By Area |                                    | RESIDENTIAL     |              |                            |                    |   |              |                    |                                |              |                    |   |              |                    |                   |              | COMMERCIAL                            |                    | LAND         |                    | MULTIFAMILY  |                    |  |
|---------|------------------------------------|-----------------|--------------|----------------------------|--------------------|---|--------------|--------------------|--------------------------------|--------------|--------------------|---|--------------|--------------------|-------------------|--------------|---------------------------------------|--------------------|--------------|--------------------|--------------|--------------------|--|
|         |                                    | Current Month   |              |                            |                    |   |              |                    |                                | Year-To-Date |                    |   |              |                    |                   |              | Avg. Sale Price % Change <sup>2</sup> | Year-To-Date       |              | Year-To-Date       |              | Year-To-Date       |  |
|         |                                    | Active Listings | New Listings | Expired/Cancelled Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 <sup>1</sup> | Closed Sales | Average Sale Price | Total Market Time <sup>3</sup> | New Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 <sup>1</sup> | Closed Sales | Average Sale Price | Median Sale Price | Closed Sales |                                       | Average Sale Price | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price |  |
| 180     | Astoria                            | 93              | 19           | 12                         | 13                 | 116.7%                                  | 8            | 215,700            | 144                            | 40           | 24                 | 71.4%                                   | 10           | 208,500            | 194,800           | -3.9%        | -                                     | -                  | 2            | 39,000             | -            | -                  |  |
| 181     | Hammond/ Warrenton                 | 60              | 14           | 12                         | 6                  | 50.0%                                   | 2            | 135,500            | 239                            | 22           | 9                  | 80.0%                                   | 7            | 172,400            | 143,500           | -26.6%       | -                                     | -                  | -            | -                  | 1            | 256,000            |  |
| 182     | Gearhart West                      | 47              | 8            | 4                          | 6                  | 100.0%                                  | 4            | 390,000            | 296                            | 11           | 11                 | 175.0%                                  | 6            | 336,200            | 315,000           | -10.8%       | -                                     | -                  | -            | -                  | -            | -                  |  |
| 183     | Gearhart East                      | 13              | 4            | 1                          | -                  | -100.0%                                 | 1            | 199,900            | 310                            | 6            | 2                  | 100.0%                                  | 2            | 295,000            | 295,000           | -24.2%       | -                                     | -                  | 1            | 75,000             | -            | -                  |  |
| 184     | Seaside Northwest                  | 18              | 1            | 1                          | -                  | -100.0%                                 | 0            | -                  | -                              | 2            | 0                  | -100.0%                                 | 0            | -                  | -                 | 4.4%         | 0                                     | -                  | 0            | -                  | 0            | -                  |  |
| 185     | Seaside North Central              | 19              | 4            | 2                          | 3                  | 200.0%                                  | 2            | 163,300            | 140                            | 6            | 4                  | 300.0%                                  | 4            | 193,800            | 186,300           | -13.1%       | -                                     | -                  | -            | -                  | -            | -                  |  |
| 186     | Seaside Southwest                  | 78              | 8            | 5                          | 5                  | -                                       | 1            | 120,000            | 204                            | 16           | 8                  | -                                       | 2            | 130,000            | 130,000           | 8.9%         | -                                     | -                  | -            | -                  | 1            | 292,500            |  |
| 187     | Seaside South Central              | 8               | 0            | -                          | -                  | -100.0%                                 | 1            | 104,900            | 98                             | 1            | 2                  | 0.0%                                    | 2            | 140,000            | 140,000           | -8.2%        | -                                     | -                  | -            | -                  | -            | -                  |  |
| 188     | Seaside East                       | 30              | 7            | 4                          | 5                  | 150.0%                                  | 3            | 204,000            | 361                            | 12           | 7                  | 40.0%                                   | 4            | 198,500            | 171,000           | -2.9%        | -                                     | -                  | -            | -                  | -            | -                  |  |
| 189     | Cannon Beach/ Tolovana Park        | 97              | 10           | 11                         | 4                  | 300.0%                                  | 1            | 450,000            | 258                            | 18           | 5                  | 66.7%                                   | 3            | 352,800            | 323,500           | -24.1%       | -                                     | -                  | -            | -                  | -            | -                  |  |
| 190     | Arch Cape/ Cove Beach/ Falcon Cove | 18              | 1            | 2                          | 1                  | -                                       | 0            | -                  | -                              | 4            | 2                  | -                                       | 0            | -                  | -                 | 14.9%        | 0                                     | -                  | 0            | -                  | 0            | -                  |  |
| 191     | Rural Clatsop County               | 30              | 5            | -                          | 1                  | -                                       | 0            | -                  | -                              | 11           | 2                  | -33.3%                                  | 1            | 130,000            | 130,000           | -10.0%       | -                                     | -                  | -            | -                  | -            | -                  |  |
|         | Clatsop County Grand Total         | 511             | 81           | 54                         | 44                 | 109.5%                                  | 23           | 233,500            | 219                            | 149          | 76                 | 85.4%                                   | 41           | 224,300            | 190,000           | -13.1%       | -                                     | -                  | 3            | 51,000             | 2            | 274,300            |  |

| By Zip Code |                              |     |    |    |    |        |    |         |     |     |    |        |    |         |         |        |   |         |   |         |   |   |
|-------------|------------------------------|-----|----|----|----|--------|----|---------|-----|-----|----|--------|----|---------|---------|--------|---|---------|---|---------|---|---|
| 97102       | Arch Cape                    | 1   | -  | 1  | -  | -      | -  | -       | -   | -   | -  | -      | -  | -       | -       | -      | - | -       | - | -       | - |   |
| 97130       | Manzanita                    | 48  | 7  | 4  | 3  | -      | 5  | 315,700 | 150 | 13  | 5  | -      | 9  | 308,800 | 306,500 | -3.0%  | - | -       | 2 | 121,200 | - | - |
| 97131       | Nehalem                      | 33  | 7  | 2  | -  | -      | 5  | 247,000 | 472 | 11  | 3  | -      | 7  | 252,100 | 260,000 | -14.5% | 1 | 105,000 | 1 | 26,000  | - | - |
| 97147       | Wheeler                      | 9   | 0  | 3  | -  | -      | -  | -       | -   | 1   | -  | -      | -  | -       | -       | 11.8%  | - | -       | - | -       | - |   |
| 97136       | Rockaway Beach               | 112 | 9  | 16 | 12 | -      | 8  | 174,300 | 318 | 24  | 18 | -      | 9  | 168,000 | 166,000 | -8.5%  | - | -       | - | -       | - |   |
| 97107       | Bay City                     | 19  | 9  | 1  | -  | -      | -  | -       | -   | 9   | -  | -      | 1  | 500,000 | 500,000 | 0.8%   | - | -       | 1 | 40,000  | - | - |
| 97118       | Garibaldi                    | 17  | 1  | -  | -  | -      | -  | -       | -   | 2   | -  | -      | 1  | 325,000 | 325,000 | -12.2% | - | -       | - | -       | - |   |
| 97143       | Netarts                      | 22  | 5  | 1  | 1  | -      | 1  | 189,900 | 89  | 8   | 2  | -      | 1  | 189,900 | 189,900 | 20.5%  | - | -       | - | -       | - |   |
| 97141       | Tillamook                    | 73  | 10 | 9  | 3  | -      | 6  | 162,700 | 240 | 26  | 8  | -      | 6  | 162,700 | 147,000 | -10.0% | 1 | 500,000 | 3 | 101,700 | - | - |
| 97134       | Oceanside                    | 30  | 3  | 1  | -  | -      | -  | -       | -   | 10  | 1  | -      | -  | -       | -       | 41.4%  | - | -       | - | -       | - |   |
| 97108       | Beaver                       | 5   | 1  | -  | -  | -      | -  | -       | -   | 1   | -  | -      | 1  | 435,000 | 435,000 | 40.4%  | - | -       | - | -       | - |   |
| 97122       | Hebo                         | 4   | 1  | 1  | -  | -      | -  | -       | -   | 3   | -  | -      | -  | -       | -       | 10.1%  | - | -       | - | -       | - |   |
| 97112       | Cloverdale                   | 18  | -  | 1  | 1  | -      | -  | -       | -   | 3   | 2  | -      | -  | -       | -       | 27.2%  | - | -       | - | -       | - |   |
| 97135       | Pacific City                 | 45  | 4  | 2  | 2  | -      | -  | -       | -   | 8   | 3  | -      | 2  | 115,500 | 115,500 | -3.6%  | - | -       | - | -       | - |   |
| 97149       | Neskowin                     | 18  | 2  | 2  | -  | -      | -  | -       | -   | 4   | 1  | -      | 1  | 275,000 | 275,000 | -36.7% | - | -       | 1 | 225,000 | - | - |
|             | Tillamook County Grand Total | 454 | 59 | 44 | 22 | -18.5% | 25 | 215,000 | 287 | 123 | 43 | -17.3% | 38 | 236,500 | 239,000 | -4.5%  | 2 | 302,500 | 8 | 104,800 | - | - |

| By Zip Code |                                    | RESIDENTIAL     |              |                            |                    |   |              |                    |                                |              |                    |   |              |                    |                   | COMMERCIAL                            |              | LAND               |              | MULTIFAMILY        |              |                    |
|-------------|------------------------------------|-----------------|--------------|----------------------------|--------------------|---|--------------|--------------------|--------------------------------|--------------|--------------------|---|--------------|--------------------|-------------------|---------------------------------------|--------------|--------------------|--------------|--------------------|--------------|--------------------|
|             |                                    | Current Month   |              |                            |                    |   |              |                    | Year-To-Date                   |              |                    |   |              |                    |                   | Avg. Sale Price % Change <sup>2</sup> | Year-To-Date |                    | Year-To-Date |                    | Year-To-Date |                    |
|             |                                    | Active Listings | New Listings | Expired/Cancelled Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 <sup>1</sup> | Closed Sales | Average Sale Price | Total Market Time <sup>3</sup> | New Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 <sup>1</sup> | Closed Sales | Average Sale Price | Median Sale Price |                                       | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price |
| 97357       | Lincoln City                       | 194             | 24           | 17                         | 7                  | -                                       | 7            | 204,900            | 232                            | 39           | 13                 | -                                       | 10           | 206,400            | 206,000           | -5.0%                                 | -            | -                  | 1            | 85,000             | 1            | 239,000            |
| 97364       | Neotsu                             | 3               | 0            | 1                          | -                  | -                                       | -            | -                  | -                              | -            | -                  | -                                       | 1            | 132,000            | 132,000           | -19.1%                                | -            | -                  | -            | -                  | -            | -                  |
| 97368       | Otis                               | 25              | 1            | 2                          | -                  | -                                       | 1            | 183,000            | 19                             | 3            | -                  | -                                       | 1            | 183,000            | 183,000           | 26.2%                                 | -            | -                  | -            | -                  | -            | -                  |
| 97241       | Depoe Bay                          | 64              | 6            | 6                          | 2                  | -                                       | -            | -                  | -                              | 8            | 5                  | -                                       | -            | -                  | -                 | -8.4%                                 | -            | -                  | -            | -                  | -            | -                  |
| 97388       | Gleneden Beach                     | 51              | 4            | 4                          | 3                  | -                                       | 2            | 316,000            | 403                            | 10           | 6                  | -                                       | 2            | 316,000            | 316,000           | -20.3%                                | -            | -                  | -            | -                  | -            | -                  |
| 97369       | Otter Rock                         | 3               | -            | 3                          | -                  | -                                       | -            | -                  | -                              | 1            | 1                  | -                                       | -            | -                  | -                 | -84.5%                                | -            | -                  | -            | -                  | -            | -                  |
| 97365       | Newport                            | 39              | 6            | 18                         | -                  | -                                       | 2            | 147,800            | 259                            | 11           | 1                  | -                                       | 2            | 147,800            | 147,800           | 68.8%                                 | -            | -                  | -            | -                  | -            | -                  |
| 97366       | South Beach                        | 14              | 1            | -                          | 1                  | -                                       | -            | -                  | -                              | 2            | 1                  | -                                       | 2            | 185,000            | 185,000           | -82.5%                                | -            | -                  | -            | -                  | -            | -                  |
| 97343       | Eddyville                          | 1               | -            | -                          | -                  | -                                       | -            | -                  | -                              | -            | -                  | -                                       | -            | -                  | -                 | -57.0%                                | -            | -                  | -            | -                  | -            | -                  |
| 97357       | Logsdan                            | 3               | -            | -                          | -                  | -                                       | -            | -                  | -                              | -            | -                  | -                                       | -            | -                  | -                 | -                                     | -            | -                  | -            | -                  | -            |                    |
| 97391       | Toledo                             | 6               | 1            | 1                          | 1                  | -                                       | -            | -                  | -                              | 2            | 2                  | -                                       | -            | -                  | -                 | -22.4%                                | -            | -                  | -            | -                  | -            | -                  |
| 97380       | Siletz                             | 3               | -            | -                          | -                  | -                                       | -            | -                  | -                              | -            | -                  | -                                       | -            | -                  | -                 | 29.6%                                 | -            | -                  | -            | -                  | -            | -                  |
| 97390       | Tideewater                         | -               | -            | 1                          | -                  | -                                       | -            | -                  | -                              | -            | -                  | -                                       | -            | -                  | -                 | -                                     | -            | -                  | -            | -                  | -            | -                  |
| 97498       | Yachats                            | 10              | 4            | 2                          | 1                  | -                                       | -            | -                  | -                              | 6            | 2                  | -                                       | -            | -                  | -                 | 99.6%                                 | -            | -                  | -            | -                  | -            | -                  |
| 97394       | Waldport                           | 22              | 4            | 2                          | -                  | -                                       | -            | -                  | -                              | 5            | -                  | -                                       | -            | -                  | -                 | -34.2%                                | -            | -                  | -            | -                  | -            | -                  |
| 97376       | Seal Rock                          | 5               | 1            | -                          | -                  | -                                       | -            | -                  | -                              | 1            | -                  | -                                       | -            | -                  | -                 | -13.3%                                | -            | -                  | -            | -                  | -            | -                  |
|             | Lincoln County Grand Total         | 443             | 52           | 57                         | 15                 | -6.3%                                   | 12           | 212,100            | 247                            | 88           | 31                 | 0.0%                                    | 18           | 204,300            | 201,000           | -11.1%                                | -            | -                  | 1            | 85,000             | 1            | 239,000            |
|             | North Coastal Counties Grand Total | 1,408           | 192          | 155                        | 81                 | 26.6%                                   | 60           | 221,500            | 253                            | 360          | 150                | 21.0%                                   | 97           | 225,400            | 197,000           | -10.7%                                | 2            | 302,500            | 12           | 89,700             | 3            | 262,500            |



## ACTIVE RESIDENTIAL LISTINGS

### NORTH COASTAL COUNTIES, OR

*This graph shows the active residential listings over the past three calendar years in the North Coastal Counties of Oregon.*

<sup>1</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares February 2012 with February 2011. The Year-To-Date section compares year-to-date statistics from February 2012 with year-to-date statistics from February 2011.

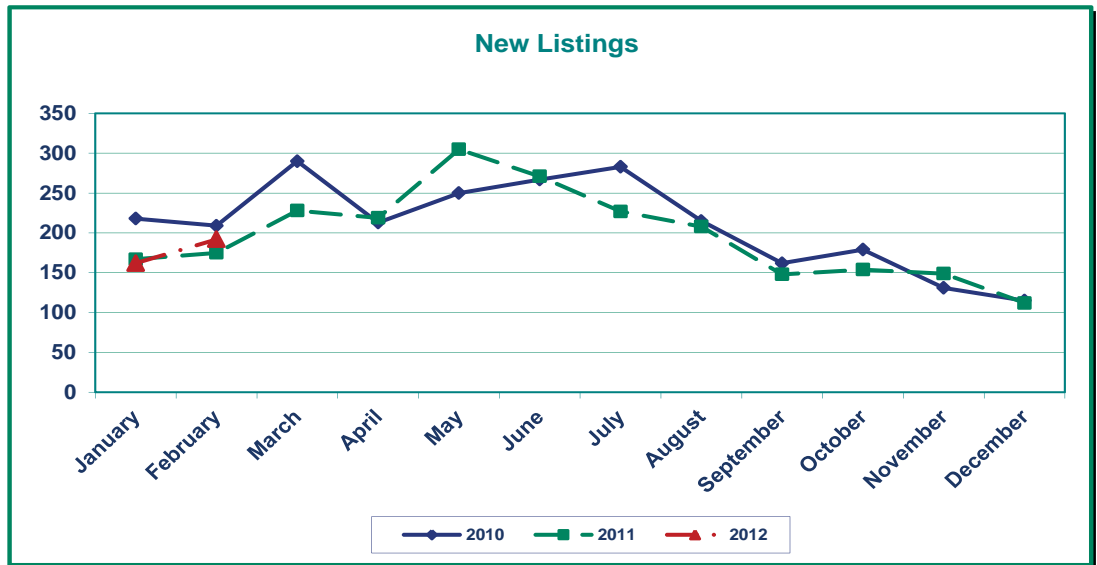
<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (3/1/11-2/29/12) with 12 months before (3/1/10-2/28/11).

<sup>3</sup> Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.

## NEW LISTINGS

### NORTH COASTAL COUNTIES, OR

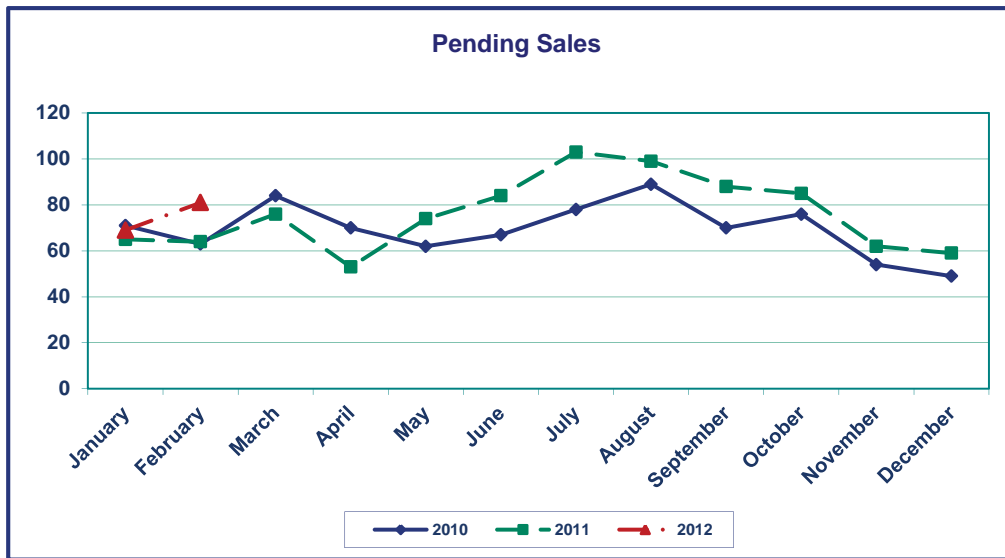
*This graph shows the new residential listings over the past three calendar years in the North Coastal Counties of Oregon.*



## PENDING LISTINGS

### NORTH COASTAL COUNTIES, OR

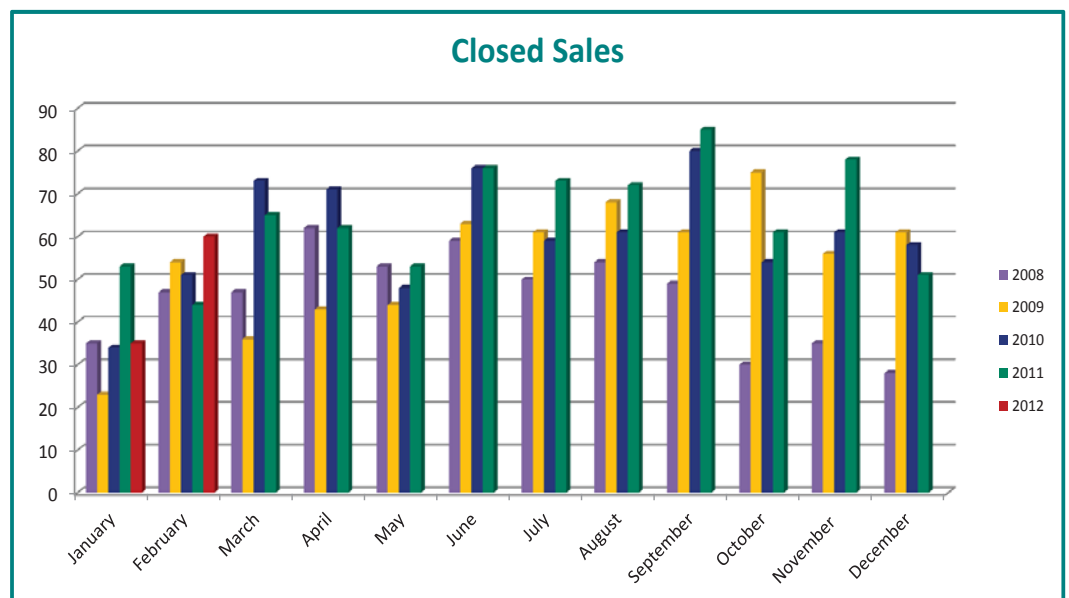
*This graph represents monthly accepted offers in the North Coastal Counties of Oregon over the past three calendar years.*



## CLOSED SALES

### NORTH COASTAL COUNTIES, OR

*This graph shows the closed sales over the past five calendar years in the North Coastal Counties of Oregon.*







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

Southwest Washington  
1514 Broadway, Suite 101  
Vancouver, WA 98663  
(360) 696-0718  
Fax: (360) 696-9342

Salem  
2110 Mission St. SE, Suite 305  
Salem, OR 97302  
(503) 587-8810  
Fax: (503) 585-3817

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

Lane County: Florence  
PO Box 414  
Florence, OR 97439  
(541) 902-2560  
Fax: (541) 902-1341

Douglas County  
3510 NE Edinbrow  
Roseburg, OR 97470  
(541) 673-3571  
Fax: (541) 673-6581

Curry County  
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Brookings, OR 97415  
(541) 469-0219  
Fax: (541) 469-9695

Mid-Columbia  
PO Box 1088  
Hood River, OR 97031  
(541) 436-2956  
Fax: (541) 387-6657

Eastern Oregon  
PO Box 751  
Hermiston, OR 97838  
(541) 567-5186  
Fax: (541) 289-7320

Coos County  
1946 Sherman Ave., Suite 101  
North Bend, OR 97459  
(541) 751-1070  
Fax: (541) 751-1083

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Market Action Reports are compiled for the following areas: Portland metropolitan area, Southwest Washington, Mid-Columbia, Columbia Basin, Baker County, Coos County, Curry County, Douglas County, Grant County, Lane County, North Coastal Counties, Polk & Marion Counties, Union County, and Wallowa County.

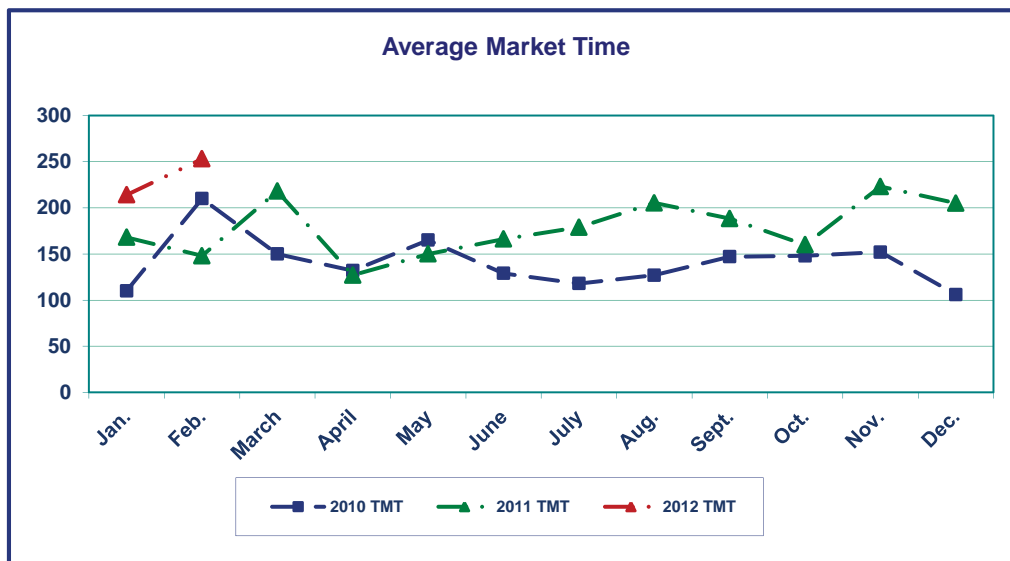
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## DAYS ON MARKET

### NORTH COASTAL COUNTIES, OR

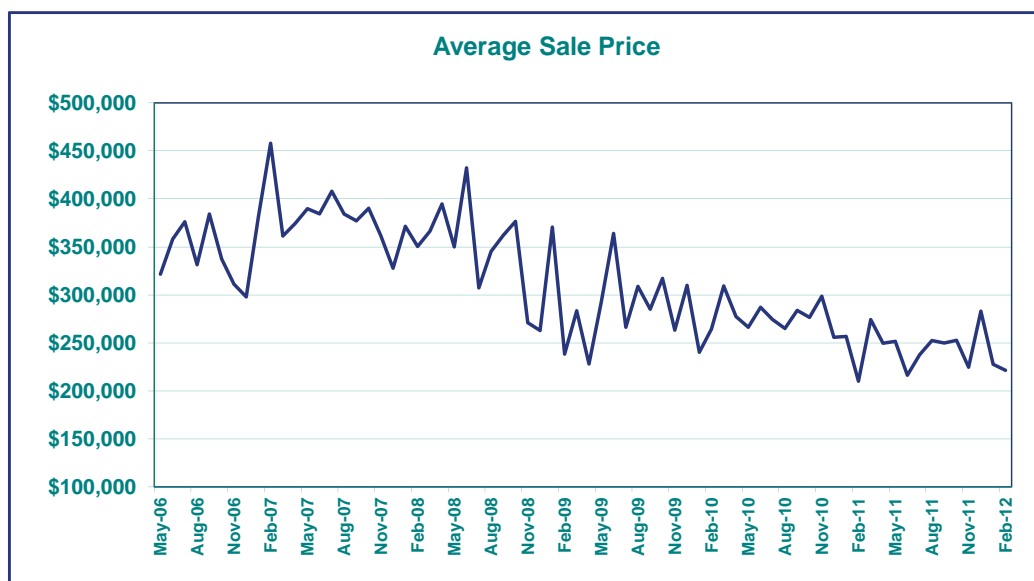
*This graph shows the average market time for sales in the North Coastal Counties of Oregon over the past three calendar years.*



## AVERAGE SALE PRICE

### NORTH COASTAL COUNTIES, OR

*This graph represents the average sale price for all homes sold in the North Coastal Counties of Oregon.*



Steve Lucas, Chairman of the Board  
Kurt von Wasmuth, President/CEO  
Mary-Frances Makichen, Editor

# MARKET ACTION



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

Residential Review: Polk and Marion Counties, Oregon

February 2012 Reporting Period

## February Residential Highlights

Sales activity shows an upward trend in Polk and Marion counties when comparing February 2011 with February 2012. Closed sales increased from 55 to 59, and pending sales increased from 86 to 99. There was also a rise in newly listed properties, with the number of new listings for the month rising from 147 to 161.

A month-to-month comparison of January 2012 with February 2012 shows small differences in sales. Closed sales fell from 70 to 59, while accepted offers rose from 81 to 99. New listings stayed steady at 161.

At January's rate of sales, the active listing count of 812 would be exhausted in 13.8 months. This is the lowest level of inventory compared to the previous two comparable months.

## Sale Prices

The average sale price fell by 22.6% and the median sales price decreased 10.0% when comparing February 2011 to February 2012. Over the rolling twelve month calculation shown below, which compares March 2010-February 2011 with March 2011-February 2012, the median sale price dropped 13.1% and the average sale price declined 9.0%.

### Percent Change of 12-Month Sale Price Compared With The Previous 12 Months

**Average Sale Price % Change:**  
-9.0% (\$174,000 v. \$191,200)  
**Median Sale Price % Change:**  
-13.1% (\$145,000 v. \$166,900)

For further explanation of this measure, see the second footnote on page 3.

| Inventory in Months* |      |      |      |
|----------------------|------|------|------|
|                      | 2010 | 2011 | 2012 |
| January              | 23.8 | 19.1 | 11.5 |
| February             | 25.5 | 19.5 | 13.8 |
| March                | 14.8 | 11.2 |      |
| April                | 19.5 | 11.2 |      |
| May                  | 15.1 | 10.7 |      |
| June                 | 14   | 10   |      |
| July                 | 24.2 | 13   |      |
| August               | 21   | 10.8 |      |
| September            | 19.1 | 13.3 |      |
| October              | 17.8 | 14.5 |      |
| November             | 21.2 | 15.5 |      |
| December             | 15.9 | 10.8 |      |

\*Inventory in Months is calculated by dividing the Active Listings at the end of the month in question by the number of closed sales for that month.

The Area Report on page 2 now shows data for the city of Woodburn separate from data for the rest of Area 170. Woodburn data is still included in Polk & Marion totals.

Note: RMLS™ is a supplementary MLS for Polk and Marion counties, so data reported will not reflect the entire market.

| Polk & Marion Counties Residential Highlights |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time |
|---|--------------|--------------|---------------|--------------|--------------------|-------------------|-------------------|
| 2012  | February     | 161          | 99            | 59           | 125,700            | 136,800           | 147               |
|   | Year-to-date | 327          | 178           | 132          | 153,400            | 136,800           | 166               |
| 2011  | February     | 147          | 86            | 55           | 162,400            | 152,000           | 153               |
|   | Year-to-date | 337          | 182           | 112          | 176,300            | 158,800           | 121               |
| Change  | February     | 9.5%         | 15.1%         | 7.3%         | -22.6%             | -10.0%            | -4.1%             |
|   | Year-to-date | -3.0%        | -2.2%         | 17.9%        | -13.0%             | -13.9%            | 36.9%             |

\*Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.

# AREA REPORT • 2/2012

## Polk & Marion 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 2012 | Pending Sales 2012 v. 2011 <sup>1</sup> | Closed Sales | Average Sale Price | Total Market Time <sup>3</sup> | New Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 | Closed Sales | Average Sale Price | Median Sale Price | Avg. Sale Price % Change <sup>2</sup> |            | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price |
|     |                          |                 |              |                           |                    |   |              |                    |                                |              |                    |                            |              |                    |                   |                                       |            |              |                    |              |                    |              |                    |
| 167 | Polk County Except Salem | 92              | 22           | 9                         | 4                  | -42.9%                                  | 4            | 110,500            | 234                            | 38           | 11                 | 10.0%                      | 13           | 182,600            | 140,000           | -4.4%                                 | -          | -            | 1                  | 145,000      | -                  | -            |                    |
| 168 | West Salem N             | 45              | 5            | 6                         | 4                  | -55.6%                                  | 5            | 150,900            | 279                            | 18           | 10                 | -16.7%                     | 11           | 182,500            | 181,500           | -11.7%                                | -          | -            | -                  | -            | -                  | -            |                    |
| 169 | West Salem S             | 8               | 3            | -                         | 1                  | -50.0%                                  | 1            | 180,000            | 64                             | 4            | 2                  | -33.3%                     | 2            | 129,300            | 129,300           | -23.2%                                | -          | -            | -                  | -            | -                  | -            |                    |

|     |                 |     |    |    |    |   |    |         |     |    |    |   |    |         |         |       |   |   |   |        |   |   |
|-----|-----------------|-----|----|----|----|---|----|---------|-----|----|----|---|----|---------|---------|-------|---|---|---|--------|---|---|
| 170 | Woodburn        | 165 | 31 | 7  | 19 | - | 10 | 104,200 | 213 | 60 | 38 | - | 27 | 120,400 | 115,000 | -6.2% | 0 | - | 1 | 20,000 | 0 | - |
|     | Except Woodburn | 224 | 44 | 18 | 31 | - | 11 | 161,500 | 72  | 90 | 51 | - | 23 | 195,800 | 161,100 | 1.6%  | - | - | - | -      | - | - |

|     |                            |     |    |    |    |        |    |         |     |     |    |        |    |         |         |        |   |         |   |         |   |         |
|-----|----------------------------|-----|----|----|----|--------|----|---------|-----|-----|----|--------|----|---------|---------|--------|---|---------|---|---------|---|---------|
| 170 | Marion Except Salem/Keizer | 389 | 75 | 25 | 50 | 22.0%  | 21 | 134,200 | 139 | 150 | 89 | 4.7%   | 50 | 155,000 | 136,800 | -1.2%  | - | -       | 1 | 20,000  | - | -       |
| 171 | Southwest Salem            | 4   | 0  | -  | 1  | -      | 0  | -       | -   | 2   | 1  | 0.0%   | 0  | -       | -       | -33.3% | 0 | -       | 0 | -       | 0 | -       |
| 172 | South Salem                | 60  | 11 | 9  | 3  | -40.0% | 3  | 141,600 | 62  | 20  | 5  | -54.5% | 8  | 237,100 | 243,500 | -4.0%  | - | -       | - | -       | - | -       |
| 173 | Southeast Salem            | 71  | 11 | 7  | 6  | 50.0%  | 6  | 116,200 | 181 | 25  | 10 | -28.6% | 11 | 122,900 | 117,100 | -8.5%  | 1 | 840,000 | 1 | 110,000 | 1 | 204,000 |
| 174 | Central Salem              | 31  | 11 | 6  | 11 | 120.0% | 6  | 79,500  | 84  | 16  | 18 | 80.0%  | 9  | 82,700  | 74,000  | -26.0% | - | -       | - | -       | - | -       |
| 175 | East Salem S               | 19  | 5  | 2  | 3  | 50.0%  | 0  | -       | -   | 11  | 5  | -54.5% | 2  | 122,700 | 122,700 | -26.7% | - | -       | - | -       | - | -       |
| 176 | East Salem N               | 45  | 9  | 4  | 8  | -11.1% | 2  | 122,500 | 36  | 21  | 11 | -35.3% | 5  | 114,900 | 106,000 | -22.1% | - | -       | - | -       | - | -       |
| 177 | South Keizer               | 6   | 2  | -  | 2  | -      | 2  | 96,500  | 88  | 4   | 4  | 300.0% | 3  | 90,600  | 79,000  | -18.4% | - | -       | - | -       | - | -       |
| 178 | North Keizer               | 42  | 7  | 10 | 6  | 200.0% | 9  | 131,400 | 151 | 18  | 12 | 71.4%  | 18 | 153,800 | 158,300 | -18.7% | - | -       | - | -       | - | -       |

|         |                           |     |     |    |    |        |    |         |     |     |     |       |     |         |         |       |   |         |   |         |   |         |
|---------|---------------------------|-----|-----|----|----|--------|----|---------|-----|-----|-----|-------|-----|---------|---------|-------|---|---------|---|---------|---|---------|
| 167-169 | Polk Total                | 145 | 30  | 15 | 9  | -50.0% | 10 | 137,700 | 239 | 60  | 23  | -8.0% | 26  | 178,500 | 160,000 | -9.0% | - | -       | 1 | 145,000 | - | -       |
| 170-178 | Marion Total              | 667 | 131 | 63 | 90 | 32.4%  | 49 | 123,200 | 128 | 267 | 155 | -1.3% | 106 | 147,200 | 132,500 | -9.2% | 1 | 840,000 | 2 | 65,000  | 1 | 204,000 |
|         | Polk & Marion Grand Total | 812 | 161 | 78 | 99 | 15.1%  | 59 | 125,700 | 147 | 327 | 178 | -2.2% | 132 | 153,400 | 136,800 | -9.0% | 1 | 840,000 | 3 | 91,700  | 1 | 204,000 |

## Benton & Linn Counties, Oregon

|     |               |     |    |    |    |        |    |         |     |     |    |       |    |         |         |        |   |   |   |         |   |         |
|-----|---------------|-----|----|----|----|--------|----|---------|-----|-----|----|-------|----|---------|---------|--------|---|---|---|---------|---|---------|
| 220 | Benton County | 56  | 17 | 10 | 7  | 133.3% | -  | -       | -   | 31  | 11 | 37.5% | 3  | 255,800 | 212,500 | 5.5%   | - | - | 1 | 215,000 | 1 | 216,000 |
| 221 | Linn County   | 192 | 62 | 15 | 31 | 138.5% | 18 | 129,900 | 170 | 107 | 58 | 65.7% | 31 | 144,000 | 130,000 | -10.8% | - | - | 1 | 110,000 | 2 | 117,000 |

## ACTIVE RESIDENTIAL LISTINGS

POLK & MARION COUNTIES, OR

*This graph shows the active residential listings over the past three calendar years in Polk and Marion Counties, Oregon.*



## NEW LISTINGS

POLK & MARION COUNTIES, OR

*This graph shows the new residential listings over the past three calendar years in Polk and Marion Counties, Oregon.*



<sup>1</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares February 2012 with February 2011. The Year-To-Date section compares year-to-date statistics from February 2012 with year-to-date statistics from February 2011.

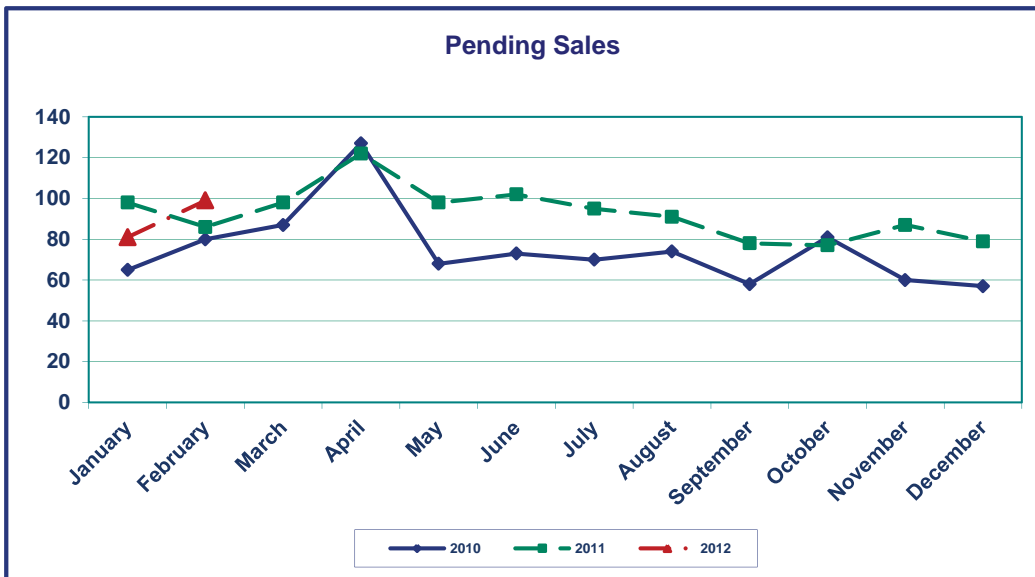
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## PENDING LISTINGS

### POLK & MARION COUNTIES, OR

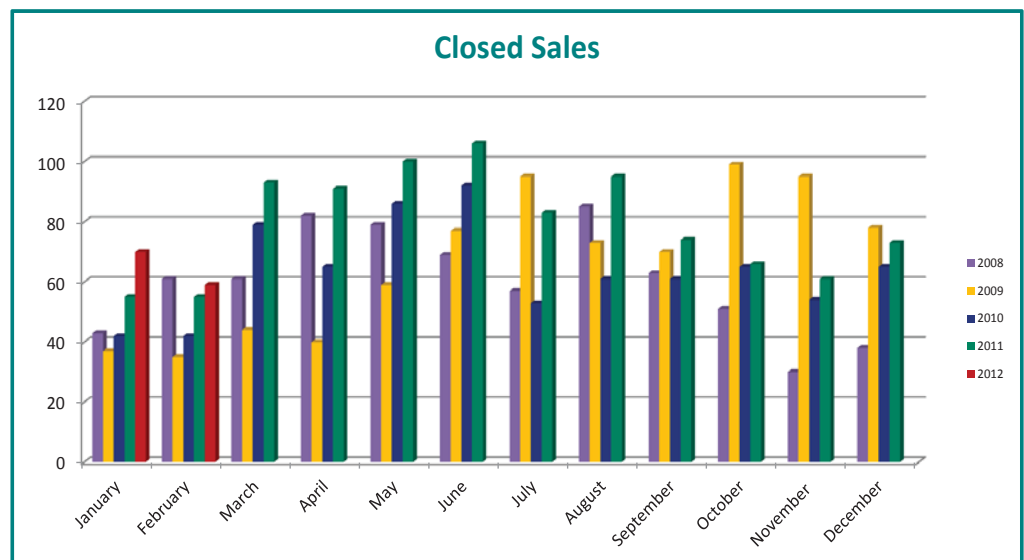
*This graph represents monthly accepted offers in Polk and Marion Counties, Oregon, over the past three calendar years.*



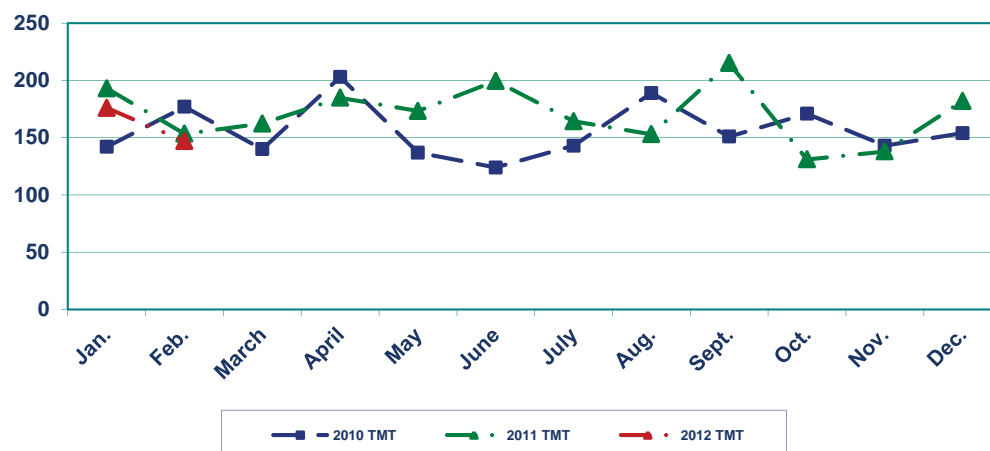
## CLOSED SALES

### POLK & MARION COUNTIES, OR

*This graph shows the closed sales over the past five calendar years in Polk and Marion Counties, Oregon.*



## Average Market Time



## DAYS ON MARKET

### POLK & MARION COUNTIES, OR

*This graph shows the average market time for sales in Polk and Marion Counties, Oregon, over the past three calendar years.*



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

Southwest Washington  
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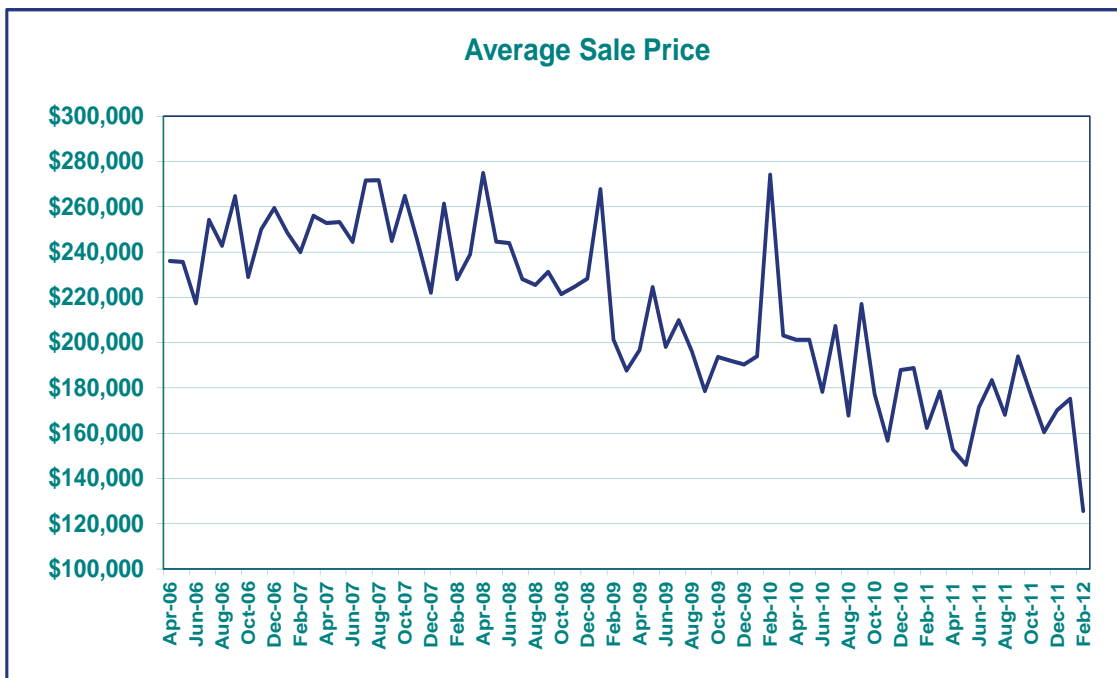
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1946 Sherman Ave., Suite 101  
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## AVERAGE SALE PRICE

**POLK & MARION  
COUNTIES, OR**

*This graph represents the average sale price for RMLS™-listed homes sold in Polk and Marion counties in Oregon.*



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Steve Lucas, Chairman of the Board  
Kurt von Wasmuth, President/CEO  
Mary-Frances Makichen, Editor

# MARKET ACTION



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

Residential Review: Metro Portland, Oregon

February 2012 Reporting Period

## February Residential Highlights

While there were fewer active and new listings on the market, sales activity in Metro Portland showed an improvement in both pending and closed sales in February 2012. Also notable in February was a decrease in inventory, down from 7.0 last month and the lowest February inventory since 2007.

Closed Sales were up 17.5% in February 2012 compared to February 2011. Pending sales grew 32.5%, and new listings dropped 13.6%.

Comparing the previous month of January 2012 with February 2012, closed sales grew from 1,224 to 1,262 (3.1%). Pending sales also increased from 1,823 to 2,109 (15.7%). New listings dropped from 2,613 to 2,492 (-4.6%).

## Sale Prices

Average sale price for February 2012 rose 4.3% compared to February 2011. Median sale price fell 1.3%.

Month to month, comparing January 2012 to February 2012, average sale price went up from \$249,100 to \$255,100 (2.4%) and the median sale price rose from \$207,500 to \$211,000 (1.7%).

## Year-to-Date

Comparing January-February 2012 with the same period in 2011 shows closed sales increased 17.9%. Pending sales were up 26.3%, and new listings decreased by 15%.

A comparison of year-to-date totals between 2012 and 2011 shows average sales price rose 1.8% and median sale price decreased 2.3%.

| Inventory in Months* |      |      |      |
|----------------------|------|------|------|
|                      | 2010 | 2011 | 2012 |
| January              | 12.6 | 11.3 | 7.0  |
| February             | 12.9 | 10.9 | 6.5  |
| March                | 7.8  | 7.1  |      |
| April                | 7.3  | 7.2  |      |
| May                  | 7.0  | 6.8  |      |
| June                 | 7.3  | 6.0  |      |
| July                 | 10.8 | 7.0  |      |
| August               | 11.0 | 6.2  |      |
| September            | 10.5 | 6.7  |      |
| October              | 10.7 | 6.8  |      |
| November             | 10.2 | 6.2  |      |
| December             | 7.9  | 5.3  |      |

\*Inventory in Months is calculated by dividing the Active Listings at the end of the month in question by the number of closed sales for that month.

## Percent Change of 12-Month Sale Price Compared With The Previous 12 Months

### Average Sale Price % Change:

-5.5% (\$263,500 v. \$278,700)

### Median Sale Price % Change:

-6.4% (\$220,000 v. \$235,000)

For further explanation of this measure, see the second footnote on page 2.

| Portland Metro Residential Highlights |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time |
|---------------------------------------|--------------|--------------|---------------|--------------|--------------------|-------------------|-------------------|
| 2012                                  | February     | 2,492        | 2,109         | 1,262        | 255,100            | 211,000           | 138               |
|                                       | Year-to-date | 5,146        | 3,819         | 2,539        | 251,300            | 209,900           | 137               |
| 2011                                  | February     | 2,883        | 1,592         | 1,074        | 244,500            | 213,700           | 177               |
|                                       | Year-to-date | 6,053        | 3,024         | 2,154        | 246,800            | 214,900           | 168               |
| Change                                | February     | -13.6%       | 32.5%         | 17.5%        | 4.3%               | -1.3%             | -22.3%            |
|                                       | Year-to-date | -15.0%       | 26.3%         | 17.9%        | 1.8%               | -2.3%             | -18.5%            |

\*Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.



# AREA REPORT • 2/2012

## Portland Metropolitan Area, 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 2012 | Pending Sales 2012 v. 2011 <sup>1</sup> | Closed Sales | Average Sale Price | Total Market Time <sup>3</sup> | New Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 | Closed Sales | Average Sale Price | Median Sale Price | Avg. Sale Price % Change <sup>2</sup> |            | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price |
| #   | City                       |                 |              |                           |                    |   |              |                    |                                |              |                    |                            |              |                    |                   |                                       |            |              |                    |              |                    |              |                    |
| 141 | N Portland                 | 275             | 94           | 50                        | 94                 | 40.3%                                   | 59           | 206,700            | 93                             | 218          | 178                | 34.8%                      | 102          | 202,100            | 195,900           | -1.8%                                 | 1          | 250,000      | 2                  | 119,500      | 6                  | 744,700      |                    |
| 142 | NE Portland                | 538             | 220          | 73                        | 190                | 24.2%                                   | 145          | 279,600            | 105                            | 449          | 361                | 35.2%                      | 281          | 273,200            | 236,000           | -5.7%                                 | 4          | 473,100      | 4                  | 199,300      | 9                  | 334,400      |                    |
| 143 | SE Portland                | 783             | 319          | 115                       | 252                | 27.9%                                   | 163          | 198,300            | 114                            | 619          | 459                | 22.7%                      | 336          | 211,200            | 169,500           | -7.8%                                 | 7          | 235,900      | 7                  | 94,000       | 13                 | 412,600      |                    |
| 144 | Gresham/<br>Troutdale      | 563             | 184          | 85                        | 134                | 27.6%                                   | 68           | 188,000            | 97                             | 366          | 226                | 7.1%                       | 145          | 200,800            | 173,000           | -7.0%                                 | -          | -            | 8                  | 83,000       | 6                  | 149,500      |                    |
| 145 | Milwaukie/<br>Clackamas    | 755             | 224          | 118                       | 188                | 62.1%                                   | 80           | 240,400            | 153                            | 463          | 312                | 24.8%                      | 193          | 233,800            | 206,000           | -6.9%                                 | 2          | 84,000       | 6                  | 90,800       | -                  | -            |                    |
| 146 | Oregon City/<br>Canby      | 513             | 136          | 73                        | 123                | 26.8%                                   | 59           | 213,700            | 127                            | 275          | 210                | 21.4%                      | 131          | 221,800            | 200,000           | -5.9%                                 | -          | -            | 8                  | 86,200       | 1                  | 200,000      |                    |
| 147 | Lake Oswego/<br>West Linn  | 572             | 157          | 56                        | 128                | 48.8%                                   | 62           | 397,000            | 152                            | 311          | 221                | 30.8%                      | 137          | 379,400            | 320,000           | 0.4%                                  | -          | -            | 4                  | 222,600      | 1                  | 275,000      |                    |
| 148 | W Portland                 | 884             | 284          | 124                       | 218                | 6.3%                                    | 133          | 395,700            | 209                            | 565          | 383                | 3.5%                       | 263          | 379,600            | 293,000           | -4.4%                                 | 1          | 651,000      | 9                  | 180,700      | 5                  | 389,600      |                    |
| 149 | NW Wash Co.                | 372             | 111          | 30                        | 111                | 76.2%                                   | 50           | 365,700            | 134                            | 245          | 192                | 36.2%                      | 100          | 350,900            | 316,000           | 0.3%                                  | 1          | 242,000      | 6                  | 147,600      | -                  | -            |                    |
| 150 | Beaverton/<br>Aloha        | 619             | 201          | 62                        | 172                | 12.4%                                   | 121          | 204,100            | 108                            | 446          | 343                | 23.8%                      | 237          | 205,100            | 180,000           | -8.3%                                 | -          | -            | 2                  | 45,000       | 7                  | 265,400      |                    |
| 151 | Tigard/<br>Wilsonville     | 687             | 207          | 76                        | 200                | 73.9%                                   | 110          | 250,100            | 174                            | 444          | 345                | 58.3%                      | 208          | 255,300            | 235,000           | -8.4%                                 | 2          | 552,500      | 7                  | 119,800      | 1                  | 245,000      |                    |
| 152 | Hillsboro/<br>Forest Grove | 584             | 157          | 51                        | 141                | 18.5%                                   | 111          | 211,100            | 117                            | 351          | 302                | 45.9%                      | 209          | 198,300            | 179,000           | -7.8%                                 | 5          | 183,900      | 5                  | 429,000      | 4                  | 174,300      |                    |
| 153 | Mt. Hood                   | 104             | 13           | 6                         | 17                 | 240.0%                                  | 10           | 203,300            | 159                            | 24           | 26                 | 85.7%                      | 14           | 218,900            | 178,300           | -3.7%                                 | -          | -            | -                  | -            | -                  | -            |                    |
| 155 | Columbia Co.               | 332             | 52           | 31                        | 51                 | 34.2%                                   | 35           | 154,900            | 228                            | 109          | 101                | 44.3%                      | 64           | 148,400            | 154,500           | -11.2%                                | -          | -            | 1                  | 90,000       | -                  | -            |                    |
| 156 | Yamhill Co.                | 675             | 133          | 47                        | 90                 | 23.3%                                   | 56           | 243,700            | 170                            | 261          | 160                | 6.0%                       | 119          | 199,200            | 167,000           | -7.4%                                 | -          | -            | 6                  | 399,300      | 5                  | 138,200      |                    |

Note: Data for the North Coastal Counties is now reported in the monthly "North Coastal Counties" Market Action Report.

Note: Data for Polk and Marion Counties is now reported in the monthly "Polk & Marion Counties" Market Action Report.

<sup>1</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares February 2012 with February 2011. The Year-To-Date section compares year-to-date statistics from February 2012 with year-to-date statistics from February 2011.

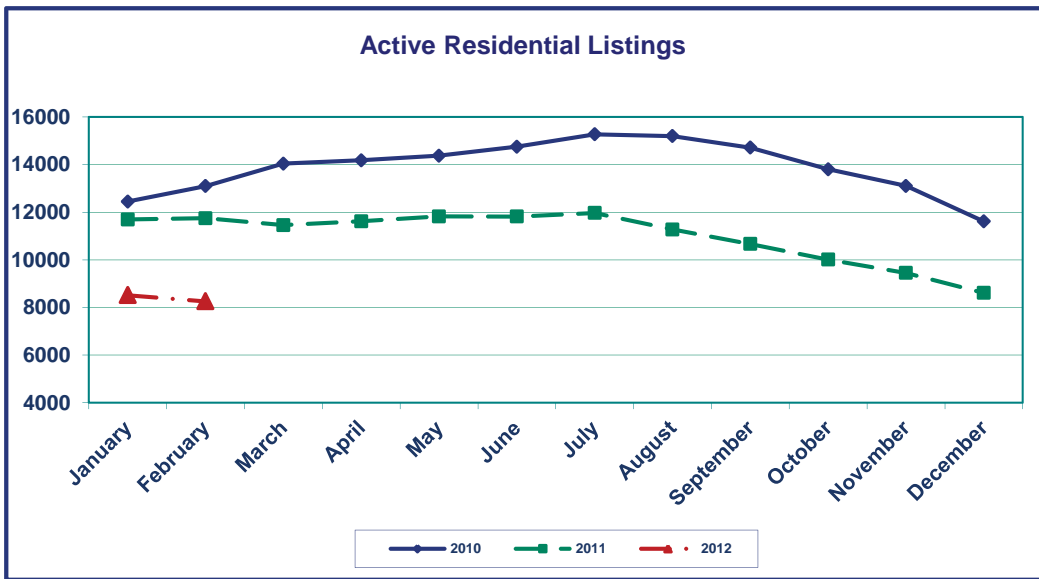
<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (3/1/11-2/29/12) with 12 months before (3/1/10-2/28/11).

<sup>3</sup> Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.



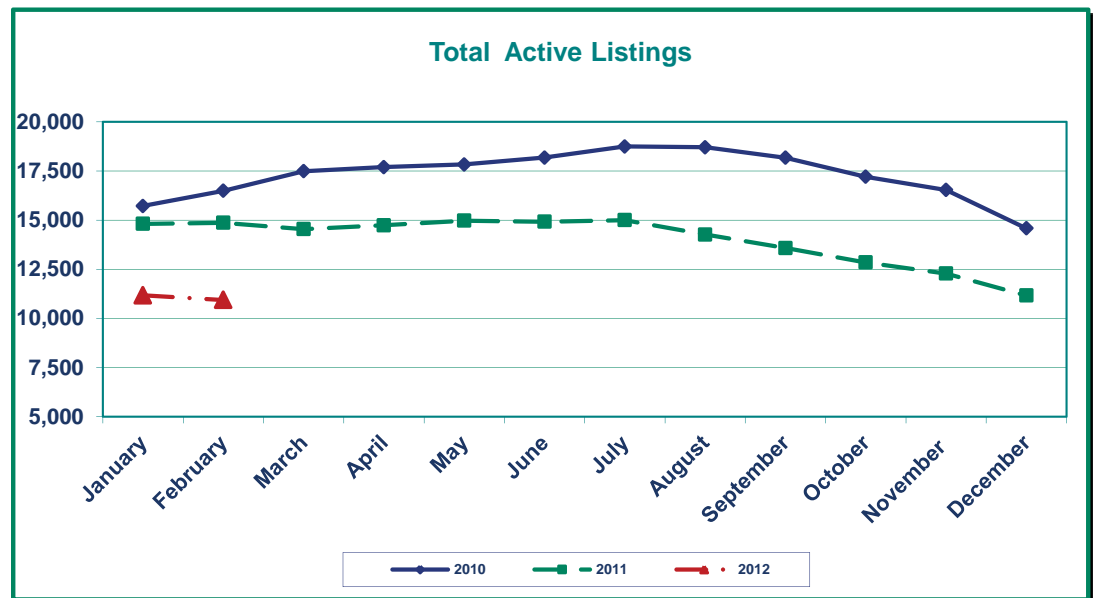
## ACTIVE RESIDENTIAL LISTINGS PORTLAND, OR

*This graph shows the active residential listings over the past three calendar years in the greater Portland, Oregon metropolitan area.*



## TOTAL ACTIVE LISTINGS PORTLAND, OR

*This graph shows the total active listings over the past three calendar years in the greater Portland, Oregon metropolitan area.*



## NEW LISTINGS PORTLAND, OR

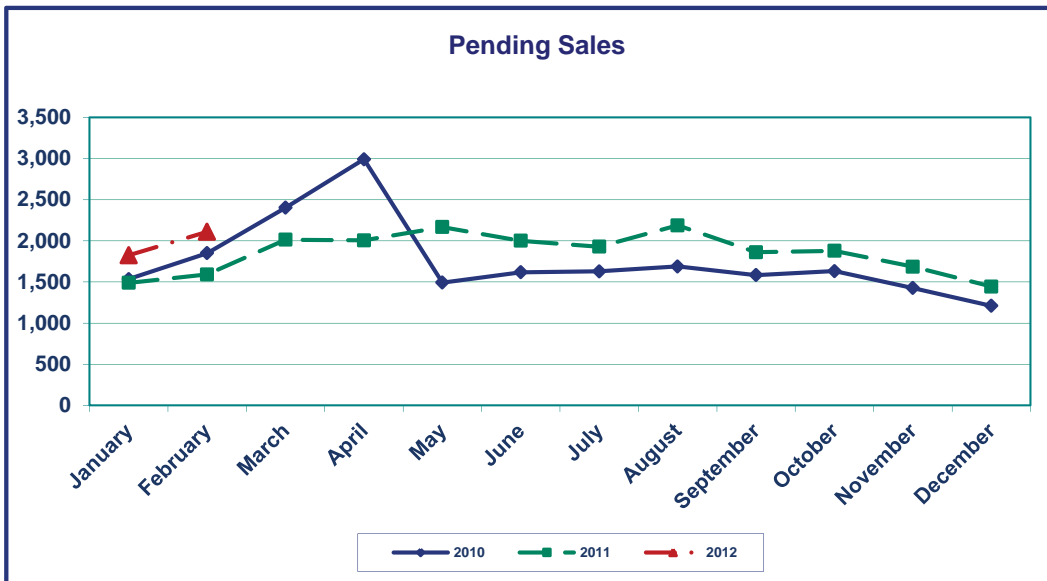
*This graph shows the new residential listings over the past three calendar years in the greater Portland, Oregon metropolitan area.*



## PENDING LISTINGS

### PORTLAND, OR

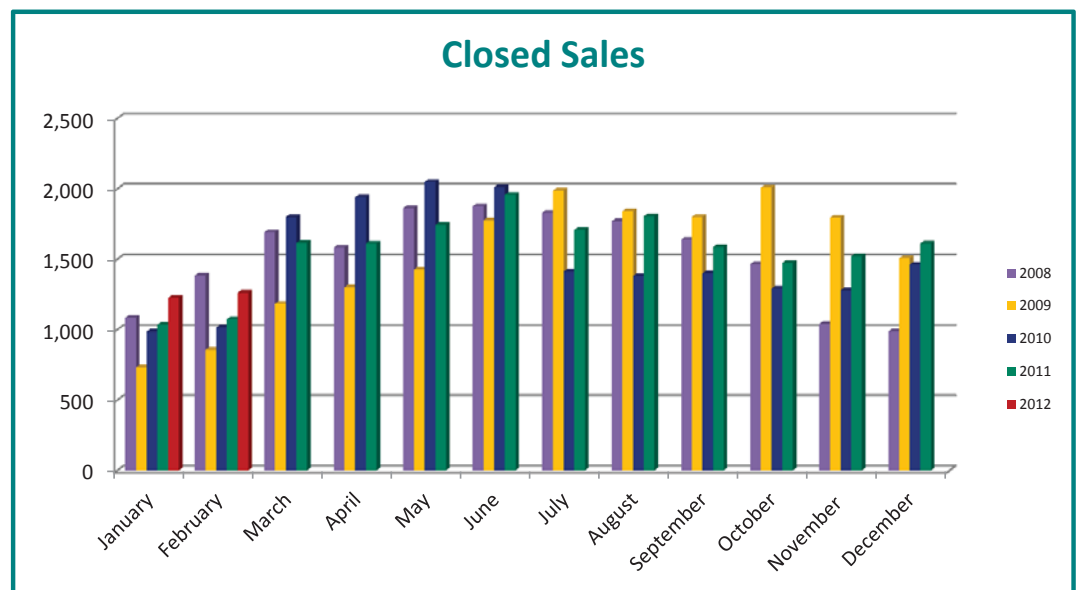
*This graph represents monthly accepted offers in the Portland, Oregon metropolitan area over the past three calendar years.*



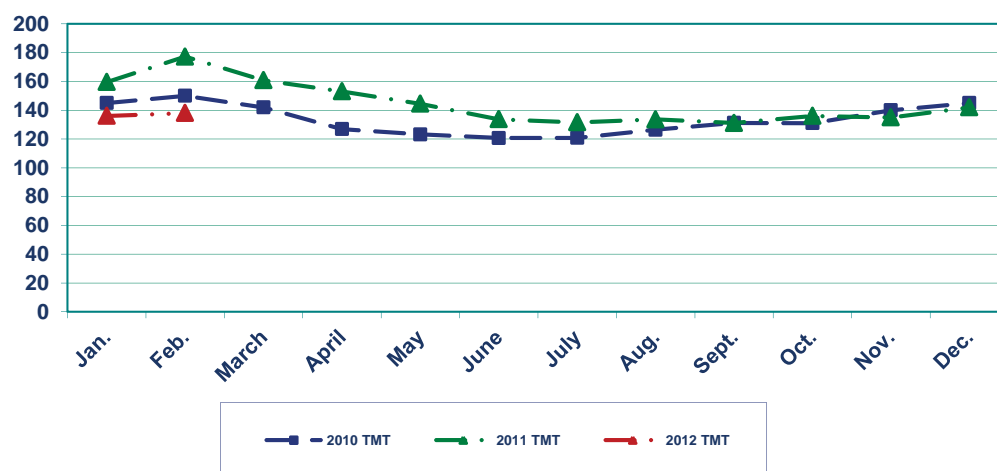
## CLOSED SALES

### PORTLAND, OR

*This graph shows the closed sales over the past five calendar years in the greater Portland, Oregon metropolitan area.*



## Average Market Time



## DAYS ON MARKET

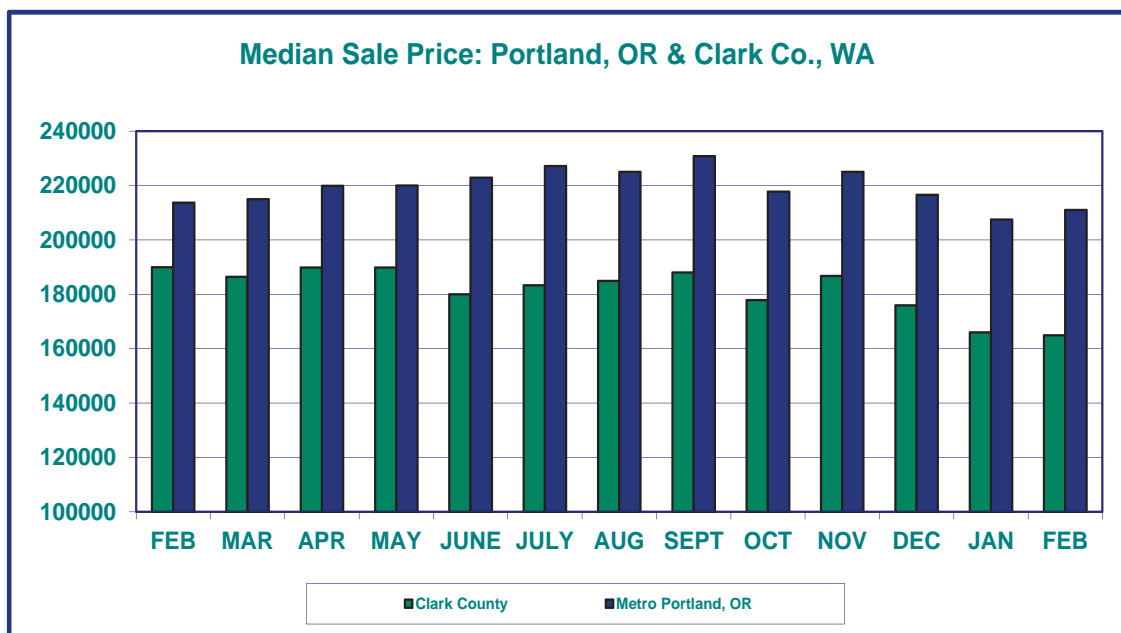
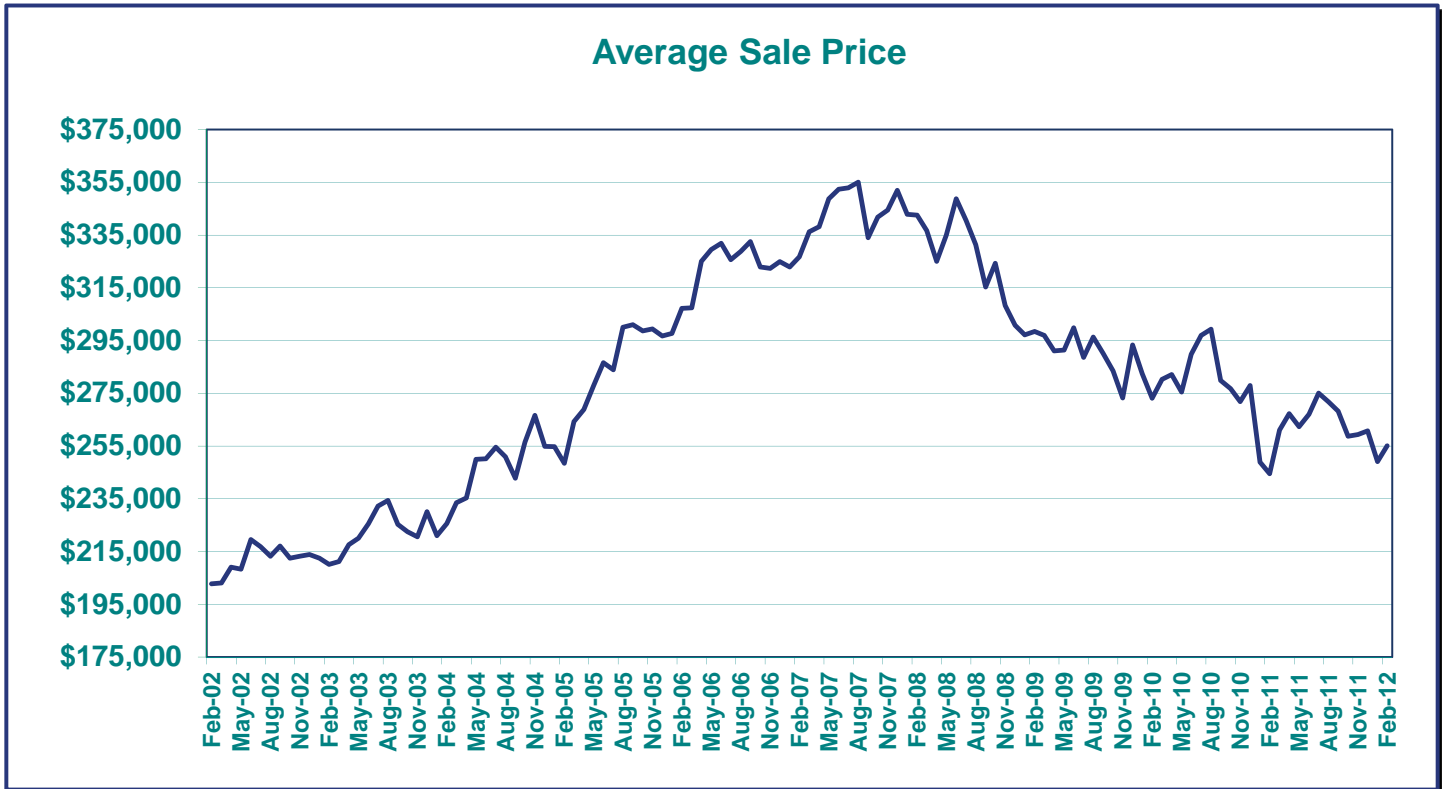
### PORTLAND, OR

*This graph shows the average market time for sales in the Portland, Oregon metropolitan area over the past three calendar years.*

## AVERAGE SALE PRICE

### PORTLAND, OR

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



## MEDIAN SALE PRICE

### PORTLAND, OR

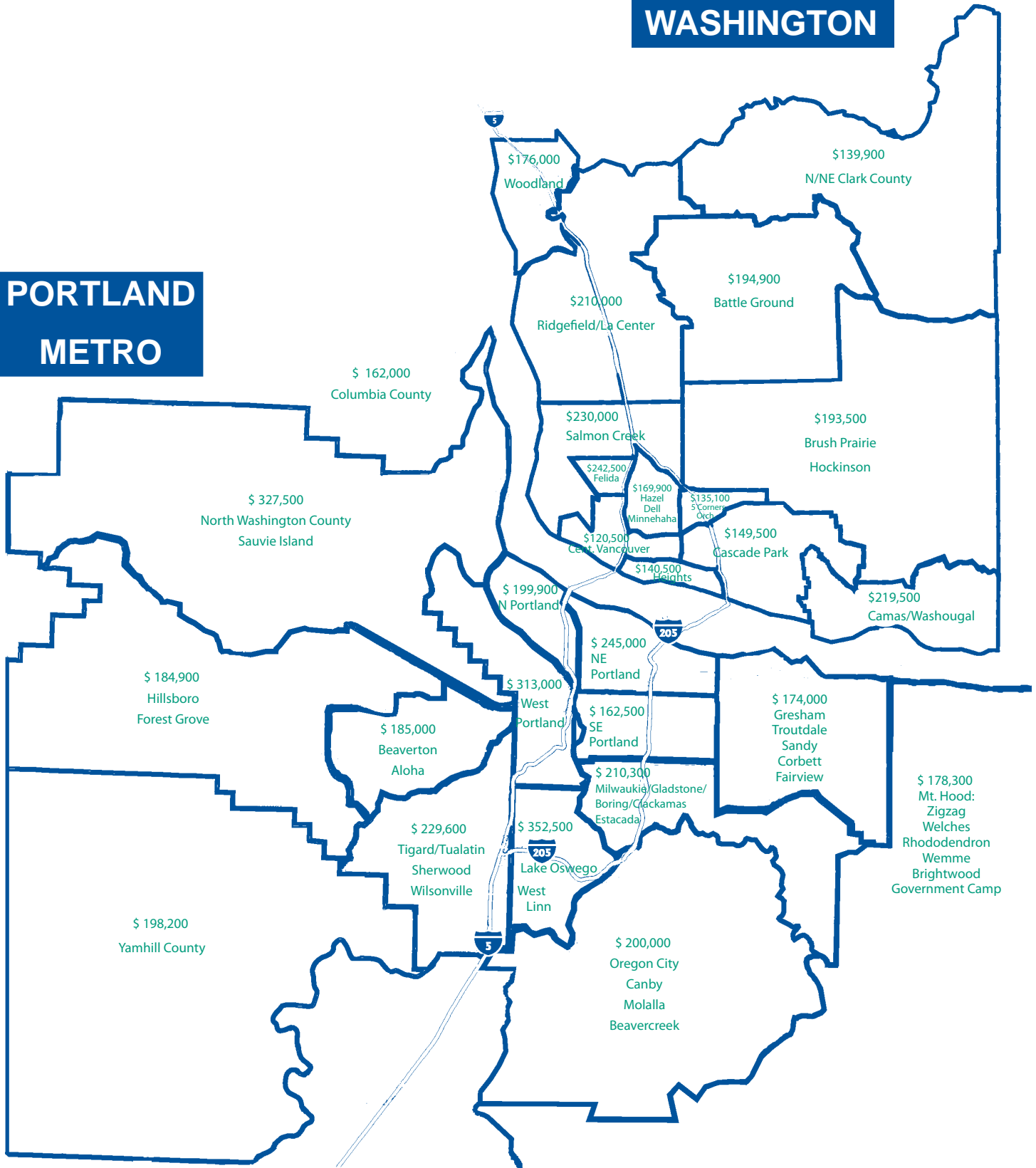
*This graph shows the median sale price over the past 12 months in the greater Portland, Oregon, metropolitan area and Clark County.*

# MEDIAN SALE PRICE

## February 2012

**SW**  
**WASHINGTON**

**PORTLAND**  
**METRO**



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Portland, OR 97232  
(503) 236-7657  
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Southwest Washington  
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Vancouver, WA 98663  
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Salem  
2110 Mission St. SE, Suite 305  
Salem, OR 97302  
(503) 587-8810  
Fax: (503) 585-3817

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

Lane County: Florence  
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Florence, OR 97439  
(541) 902-2560  
Fax: (541) 902-1341

Douglas County  
3510 NE Edenbower  
Roseburg, OR 97470  
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Fax: (541) 673-6581

Curry County  
PO Box 6307  
Brookings, OR 97415  
(541) 469-0219  
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PO Box 1088  
Hood River, OR 97031  
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Eastern Oregon  
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Hermiston, OR 97838  
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Coos County  
1946 Sherman Ave., Suite 101  
North Bend, OR 97459  
(541) 751-1070  
Fax: (541) 751-1083

The statistics presented in Market Action are compiled monthly based on figures generated by RMLS™.

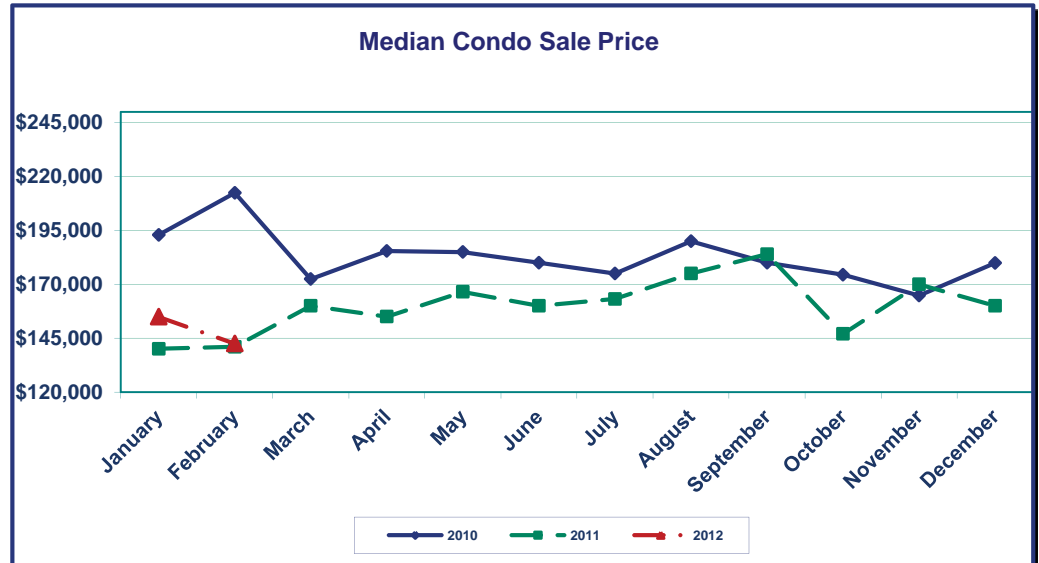
Market Action Reports are compiled for the following areas: Portland metropolitan area, Southwest Washington, Mid-Columbia, Columbia Basin, Baker County, Coos County, Curry County, Douglas County, Grant County, Lane County, North Coastal Counties, Polk & Marion Counties, Union County, and Wallowa County.

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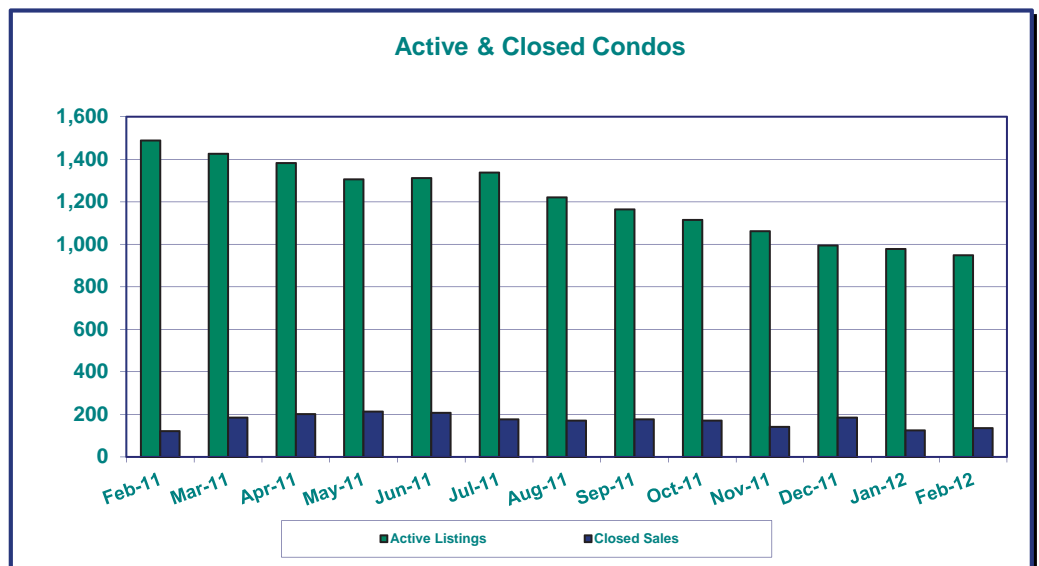
## MEDIAN SALE PRICE CONDOS PORTLAND, OR

*This graph represents the median sale price for all condos sold in the last three calendar years in the Portland, Oregon metropolitan area.*



## ACTIVE & CLOSE CONDOS PORTLAND, OR

*This graph shows the number of active and closed condos in the Portland, Oregon, metropolitan area.*



Steve Lucas, Chairman of the Board  
Kurt von Wasmuth, President/CEO  
Mary-Frances Makichen, Editor

# MARKET ACTION



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

## Residential Review: Southwest Washington

February 2012 Reporting Period

### February Residential Highlights

Both pending and closed sales were up substantially compared to last year. Comparing February 2011 to February 2012, closed sales grew 19.7%. Pending sales climbed 30.4% in the same comparison. Market time also improved, decreasing from 153 to 139 days.

However, similar to last month, new listings dropped 15.7%. The combination of higher sales and fewer new listings helped to create a lower listing inventory for this February. At February's rate of sales, the active listing count of 2,532 would be exhausted in only 7.7 months. This is the lowest February inventory since 2006. (See chart to the right.)

When comparing January 2012 with February 2012, closed sales rose from 297 to 328 (10.4%). Pending sales increased from 479 to

532 (11.1%). New listings fell from 626 to 594 (-5.1%).

### Sale Prices

The average sale price went down 12.7% and the median fell 13.2% when comparing February 2011 to February 2012. Month-to-month, comparing January 2012 to February 2012, the average sale price increased 5.6% (\$188,700 v. \$199,300) and the median sale price fell less than 1% (\$166,000 v. \$165,000).

Over the rolling twelve month calculation shown to the right, which compares March 2010-February 2011 with March 2011-February 2012, the median price dropped 11% and the average price declined 10.3%.

Due to significant differences between the counties in Southwest Washington, the Residential Review on pages 1, 3, 4, and 5 contain Clark County data only. For data on Cowlitz County, see the Area Report on page 2, or the graphs on page 6.

| Inventory in Months* |      |      |      |
|----------------------|------|------|------|
|                      | 2010 | 2011 | 2012 |
| January              | 12.4 | 11.7 | 8.8  |
| February             | 11.6 | 12.1 | 7.7  |
| March                | 7.7  | 8.3  |      |
| April                | 6.6  | 7.8  |      |
| May                  | 6.6  | 7.9  |      |
| June                 | 6.8  | 6.8  |      |
| July                 | 12.0 | 7.3  |      |
| August               | 11.9 | 6.5  |      |
| September            | 10.4 | 6.8  |      |
| October              | 11.1 | 7.2  |      |
| November             | 11.7 | 8.0  |      |
| December             | 9.1  | 6.5  |      |

\*Inventory in Months is calculated by dividing the Active Listings at the end of the month in question by the number of closed sales for that month.

### Percent Change of 12-Month Sale Price Compared With The Previous 12 Months

#### Average Sale Price % Change:

-10.3% (\$208,900v. \$233,000)

#### Median Sale Price % Change:

-11.0% (\$182,500 v. \$205,000)

For further explanation of this measure, see the second footnote on page 3.

| Clark County Residential Highlights |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time |
|-------------------------------------|--------------|--------------|---------------|--------------|--------------------|-------------------|-------------------|
| 2012                                | February     | 594          | 532           | 328          | 199,300            | 165,000           | 139               |
|                                     | Year-to-date | 1,230        | 977           | 632          | 194,700            | 167,500           | 133               |
| 2011                                | February     | 705          | 408           | 274          | 228,300            | 190,000           | 153               |
|                                     | Year-to-date | 1,526        | 763           | 573          | 220,200            | 192,600           | 163               |
| Change                              | February     | -15.7%       | 30.4%         | 19.7%        | -12.7%             | -13.2%            | -9.1%             |
|                                     | Year-to-date | -19.4%       | 28.0%         | 10.3%        | -11.6%             | -13.0%            | -18.2%            |

\*Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.

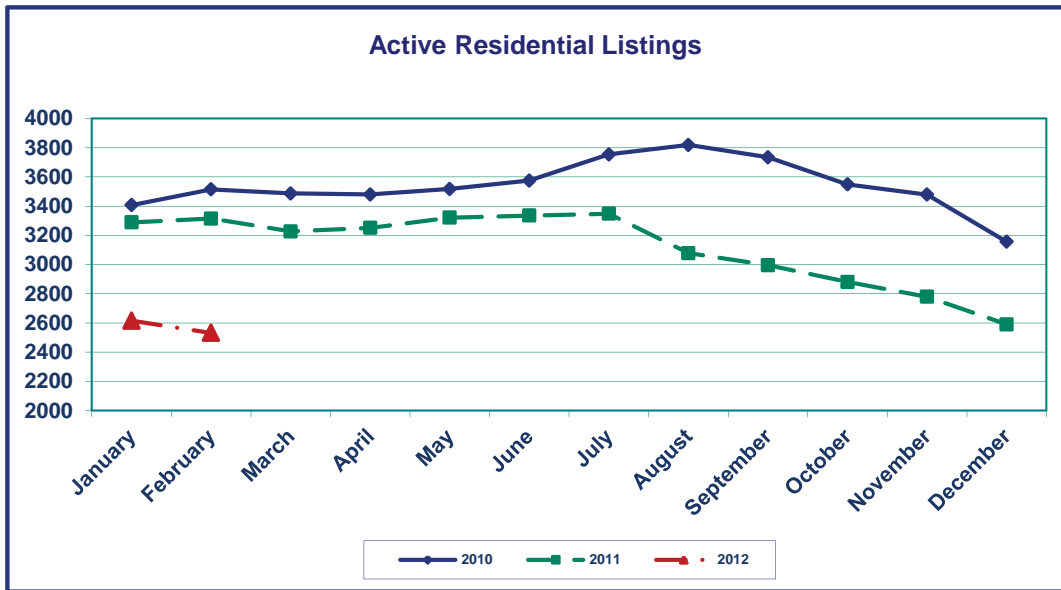
# AREA REPORT • 2/2012

## SW Washington

|    |                    | RESIDENTIAL     |              |                            |                    |   |              |                    |                                |              |                    |                            |              |                    |                   |                   |        | COMMERCIAL                            |              | LAND               |              | MULTIFAMILY        |              |                    |
|----|--------------------|-----------------|--------------|----------------------------|--------------------|---|--------------|--------------------|--------------------------------|--------------|--------------------|----------------------------|--------------|--------------------|-------------------|-------------------|--------|---------------------------------------|--------------|--------------------|--------------|--------------------|--------------|--------------------|
|    |                    | Current Month   |              |                            |                    |   |              |                    |                                | Year-To-Date |                    |                            |              |                    |                   |                   |        | Avg. Sale Price % Change <sup>2</sup> | Year-To-Date | Year-To-Date       | Year-To-Date |                    |              |                    |
|    |                    | Active Listings | New Listings | Expired/Cancelled Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 <sup>1</sup> | Closed Sales | Average Sale Price | Total Market Time <sup>3</sup> | New Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time |        |                                       | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price |
|    |                    |                 |              |                            |                    |   |              |                    |                                |              |                    |                            |              |                    |                   |                   |        |                                       |              |                    |              |                    |              |                    |
| 11 | Downtown Vancouver | 54              | 22           | 19                         | 10                 | -16.7%                                  | 13           | 184,000            | 166                            | 33           | 17                 | 0.0%                       | 23           | 155,200            | 130,000           | 148               | -14.4% | -                                     | -            | -                  | -            | 2                  | 161,300      |                    |
| 12 | NW Heights         | 61              | 15           | 2                          | 17                 | 54.5%                                   | 10           | 89,400             | 85                             | 32           | 38                 | 81.0%                      | 25           | 93,600             | 95,000            | 108               | -16.6% | 1                                     | 107,000      | -                  | -            | 2                  | 207,500      |                    |
| 13 | SW Heights         | 62              | 16           | 8                          | 8                  | 14.3%                                   | 10           | 183,600            | 180                            | 25           | 17                 | 54.5%                      | 11           | 214,700            | 159,000           | 174               | -4.2%  | -                                     | -            | -                  | -            | -                  | -            |                    |
| 14 | Lincoln/Hazel Dell | 34              | 4            | 1                          | 5                  | -50.0%                                  | 4            | 132,400            | 141                            | 17           | 10                 | -41.2%                     | 11           | 168,400            | 170,500           | 84                | -9.7%  | -                                     | -            | -                  | -            | -                  | -            |                    |
| 15 | E Hazel Dell       | 96              | 16           | 8                          | 22                 | 0.0%                                    | 11           | 158,100            | 193                            | 39           | 39                 | 0.0%                       | 24           | 146,300            | 155,100           | 150               | -10.6% | 2                                     | 121,000      | 4                  | 105,000      | -                  | -            |                    |
| 20 | NE Heights         | 59              | 17           | 3                          | 12                 | 9.1%                                    | 11           | 150,800            | 100                            | 31           | 29                 | 26.1%                      | 18           | 150,400            | 144,300           | 115               | -17.1% | -                                     | -            | -                  | -            | 1                  | 320,000      |                    |
| 21 | Orchards           | 123             | 24           | 7                          | 31                 | 93.8%                                   | 29           | 147,700            | 65                             | 56           | 59                 | 51.3%                      | 45           | 142,100            | 136,000           | 102               | -14.4% | -                                     | -            | 2                  | 712,800      | 2                  | 224,000      |                    |
| 22 | Evergreen          | 166             | 49           | 11                         | 50                 | 31.6%                                   | 35           | 139,200            | 115                            | 92           | 90                 | 40.6%                      | 60           | 142,100            | 136,500           | 103               | -14.3% | -                                     | -            | 2                  | 99,800       | -                  | -            |                    |
| 23 | E Heights          | 41              | 8            | 3                          | 17                 | 466.7%                                  | 5            | 168,500            | 112                            | 19           | 24                 | 84.6%                      | 12           | 194,100            | 154,200           | 133               | -15.2% | -                                     | -            | -                  | -            | -                  | -            |                    |
| 24 | Cascade Park       | 79              | 16           | 11                         | 16                 | 60.0%                                   | 6            | 198,700            | 215                            | 36           | 30                 | 57.9%                      | 19           | 194,200            | 183,000           | 174               | -18.5% | -                                     | -            | -                  | -            | -                  | -            |                    |
| 25 | Five Corners       | 54              | 15           | 7                          | 19                 | -9.5%                                   | 13           | 137,500            | 98                             | 34           | 34                 | -2.9%                      | 26           | 140,400            | 137,300           | 93                | -9.5%  | -                                     | -            | -                  | -            | -                  | -            |                    |
| 26 | E Orchards         | 55              | 26           | 3                          | 22                 | 29.4%                                   | 12           | 191,400            | 110                            | 43           | 43                 | 79.2%                      | 24           | 222,400            | 197,500           | 101               | -3.9%  | -                                     | -            | -                  | -            | -                  | -            |                    |
| 27 | Fisher's Landing   | 62              | 17           | 3                          | 17                 | -5.6%                                   | 9            | 189,600            | 136                            | 37           | 27                 | -27.0%                     | 20           | 201,200            | 207,500           | 116               | -10.1% | -                                     | -            | 1                  | 80,000       | -                  | -            |                    |
| 31 | SE County          | 36              | 9            | 9                          | 4                  | -20.0%                                  | 7            | 278,200            | 130                            | 16           | 11                 | 37.5%                      | 8            | 275,300            | 218,200           | 116               | -16.4% | -                                     | -            | 1                  | 125,000      | -                  | -            |                    |
| 32 | Camas City         | 176             | 42           | 19                         | 29                 | -17.1%                                  | 24           | 300,600            | 226                            | 87           | 65                 | 3.2%                       | 39           | 280,000            | 260,000           | 176               | -8.3%  | -                                     | -            | 2                  | 210,000      | 2                  | 165,000      |                    |
| 33 | Washougal          | 233             | 60           | 43                         | 41                 | 78.3%                                   | 28           | 207,200            | 107                            | 124          | 69                 | 76.9%                      | 44           | 189,300            | 168,000           | 112               | -17.6% | -                                     | -            | 2                  | 79,800       | -                  | -            |                    |
| 41 | N Hazel Dell       | 105             | 22           | 3                          | 23                 | 43.8%                                   | 10           | 295,600            | 157                            | 54           | 38                 | 18.8%                      | 15           | 261,700            | 200,900           | 116               | -15.7% | -                                     | -            | 2                  | 97,000       | -                  | -            |                    |
| 42 | S Salmon Creek     | 110             | 33           | 9                          | 27                 | 28.6%                                   | 14           | 185,300            | 100                            | 55           | 45                 | 18.4%                      | 29           | 183,400            | 160,500           | 126               | -10.2% | -                                     | -            | -                  | -            | -                  | -            |                    |
| 43 | N Felida           | 96              | 19           | 9                          | 31                 | 82.4%                                   | 15           | 320,800            | 169                            | 46           | 51                 | 24.4%                      | 33           | 287,700            | 240,500           | 158               | -1.7%  | -                                     | -            | 2                  | 1,677,500    | 1                  | 554,000      |                    |
| 44 | N Salmon Creek     | 108             | 23           | 7                          | 24                 | 60.0%                                   | 8            | 283,700            | 205                            | 42           | 37                 | 37.0%                      | 24           | 238,000            | 221,300           | 162               | -0.8%  | -                                     | -            | 2                  | 130,000      | -                  | -            |                    |
| 50 | Ridgefield         | 113             | 15           | 4                          | 9                  | -25.0%                                  | 4            | 179,200            | 94                             | 32           | 18                 | -25.0%                     | 8            | 217,500            | 228,500           | 76                | 1.1%   | -                                     | -            | 1                  | 960,000      | 1                  | 108,200      |                    |
| 51 | W of I-5 County    | 36              | 7            | 3                          | 1                  | 0.0%                                    | 1            | 470,000            | 1218                           | 19           | 4                  | 33.3%                      | 1            | 470,000            | 470,000           | 1218              | -19.8% | 1                                     | 470,000      | -                  | -            | -                  | -            |                    |
| 52 | NW E of I-5 County | 49              | 16           | 2                          | 7                  | 75.0%                                   | 3            | 335,000            | 94                             | 22           | 14                 | 133.3%                     | 6            | 265,900            | 192,500           | 76                | -1.0%  | -                                     | -            | -                  | -            | -                  | -            |                    |
| 61 | Battleground       | 183             | 31           | 28                         | 35                 | 52.2%                                   | 17           | 206,200            | 145                            | 74           | 61                 | 29.8%                      | 32           | 201,000            | 181,500           | 170               | -10.9% | -                                     | -            | 1                  | 100,000      | -                  | -            |                    |
| 62 | Brush Prairie      | 175             | 35           | 10                         | 32                 | 100.0%                                  | 16           | 237,900            | 167                            | 91           | 64                 | 77.8%                      | 43           | 238,700            | 199,900           | 127               | -5.5%  | -                                     | -            | -                  | -            | -                  | -            |                    |
| 63 | East County        | 2               | 2            | 1                          | 2                  | 100.0%                                  | 1            | 155,000            | 172                            | 2            | 2                  | 100.0%                     | 1            | 155,000            | 155,000           | 172               | 18.6%  | -                                     | -            | 1                  | 37,800       | -                  | -            |                    |
| 64 | Central County     | 48              | 7            | 3                          | 5                  | 400.0%                                  | 2            | 222,500            | 182                            | 26           | 9                  | 200.0%                     | 4            | 202,500            | 182,500           | 148               | -16.2% | -                                     | -            | -                  | -            | -                  | -            |                    |
| 65 | Mid-Central County | 19              | 1            | 3                          | 3                  | -                                       | 1            | 197,900            | 230                            | 5            | 4                  | 100.0%                     | 6            | 252,400            | 250,000           | 330               | -8.4%  | -                                     | -            | 1                  | 19,000       | -                  | -            |                    |
| 66 | Yacolt             | 31              | 11           | 7                          | 8                  | 60.0%                                   | 1            | 150,000            | 102                            | 14           | 11                 | 57.1%                      | 4            | 209,500            | 169,000           | 131               | -12.5% | -                                     | -            | 1                  | 28,000       | -                  | -            |                    |
| 70 | La Center          | 24              | 4            | 4                          | 1                  | -88.9%                                  | 3            | 140,000            | 26                             | 8            | 7                  | -50.0%                     | 9            | 186,000            | 162,500           | 137               | -4.0%  | -                                     | -            | -                  | -            | -                  | -            |                    |
| 71 | N Central          | 24              | 8            | 4                          | 1                  | -66.7%                                  | 3            | 222,800            | 342                            | 12           | 5                  | -16.7%                     | 5            | 189,400            | 143,800           | 323               | 2.5%   | -                                     | -            | -                  | -            | -                  | -            |                    |
| 72 | NE Corner          | 18              | 4            | -                          | 3                  | -40.0%                                  | 2            | 106,500            | 77                             | 7            | 5                  | -28.6%                     | 3            | 136,300            | 139,900           | 74                | -5.3%  | -                                     | -            | -                  | -            | -                  | -            |                    |
|    | Grand Total        | 2,532           | 594          | 254                        | 532                | 30.4%                                   | 328          | 199,300            | 139                            | 1,230        | 977                | 28.0%                      | 632          | 194,700            | 167,500           | 133               | -10.3% | 4                                     | 204,800      | 25                 | 311,300      | 11                 | 227,100      |                    |
|    |                    |                 |              |                            |                    |   |              |                    |                                |              |                    |                            |              |                    |                   |                   |        |                                       |              |                    |              |                    |              |                    |
| 80 | Woodland City      | 26              | 6            | 1                          | 4                  | -20.0%                                  | 1            | 132,000            | 21                             | 13           | 8                  | -38.5%                     | 6            | 188,300            | 192,000           | 146               | -20.7% | -                                     | -            | 1                  | 500,000      | -                  | -            |                    |
| 81 | Woodland Area      | 60              | 10           | 4                          | 5                  | -16.7%                                  | 3            | 184,800            | 83                             | 14           | 10                 | 66.7%                      | 5            | 186,100            | 179,000           | 57                | -5.5%  | -                                     | -            | 2                  | 52,500       | -                  | -            |                    |
| 82 | Cowlitz County     | 212             | 51           | 17                         | 29                 | 38.1%                                   | 19           | 134,200            | 79                             | 101          | 50                 | 35.1%                      | 35           | 124,900            | 126,600           | 106               | -8.0%  | -                                     | -            | 3                  | 131,700      | 1                  | 425,000      |                    |
|    | Grand Total        | 298             | 67           | 22                         | 38                 | 18.8%                                   | 23           | 140,700            | 77                             | 128          | 68                 | 21.4%                      | 46           | 139,800            | 145,200           | 105               | -9.0%  | -                                     | #DIV/0!      | 6                  | 166,700      | 1                  | 425,000      |                    |
|    |                    |                 |              |                            |                    |   |              |                    |                                |              |                    |                            |              |                    |                   |                   |        |                                       |              |                    |              |                    |              |                    |
| 87 | Pacific County     | 122             | 16           | 19                         | 11                 | 83.3%                                   | 2            | 69,400             | 359                            | 25           | 15                 | -6.3%                      | 9            | 115,400            | 120,000           | 227               | -3.9%  | -                                     | -            | 1                  | 15,500       | -                  | -            |                    |

## ACTIVE RESIDENTIAL LISTINGS CLARK COUNTY, WA

*This graph shows the active residential listings over the past three calendar years in Clark County, Washington.*



## NEW LISTINGS CLARK COUNTY, WA

*This graph shows the new residential listings over the past three calendar years in Clark County, Washington.*



<sup>1</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares February 2012 with February 2011. The Year-To Date section compares year-to-date statistics from February 2012 with year-to-date statistics from February 2011.

<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (3/1/11-2/29/12) with 12 months before (3/1/10-2/28/11).

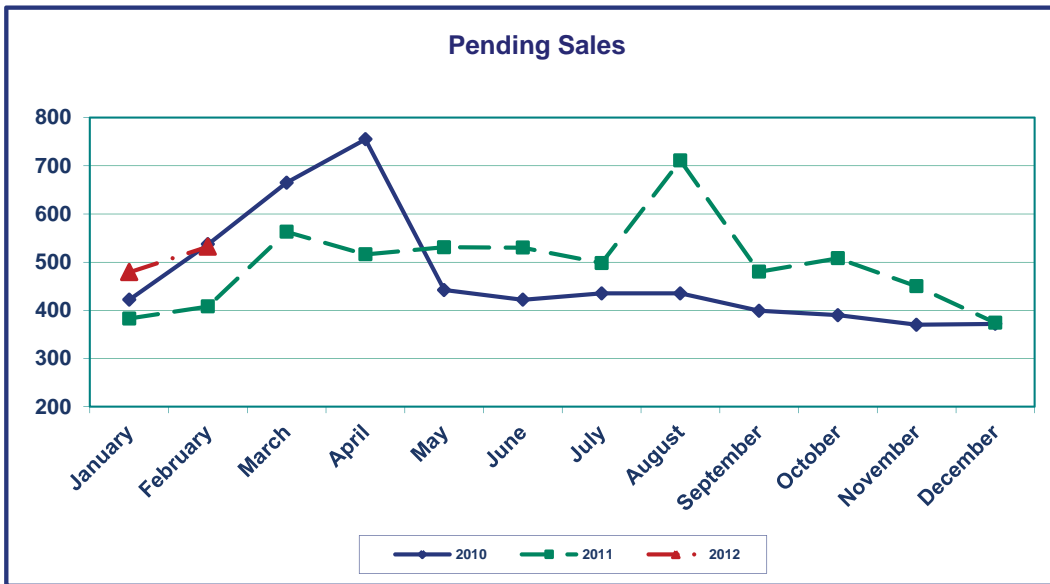
<sup>3</sup> Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.



## PENDING LISTINGS

### CLARK COUNTY, WA

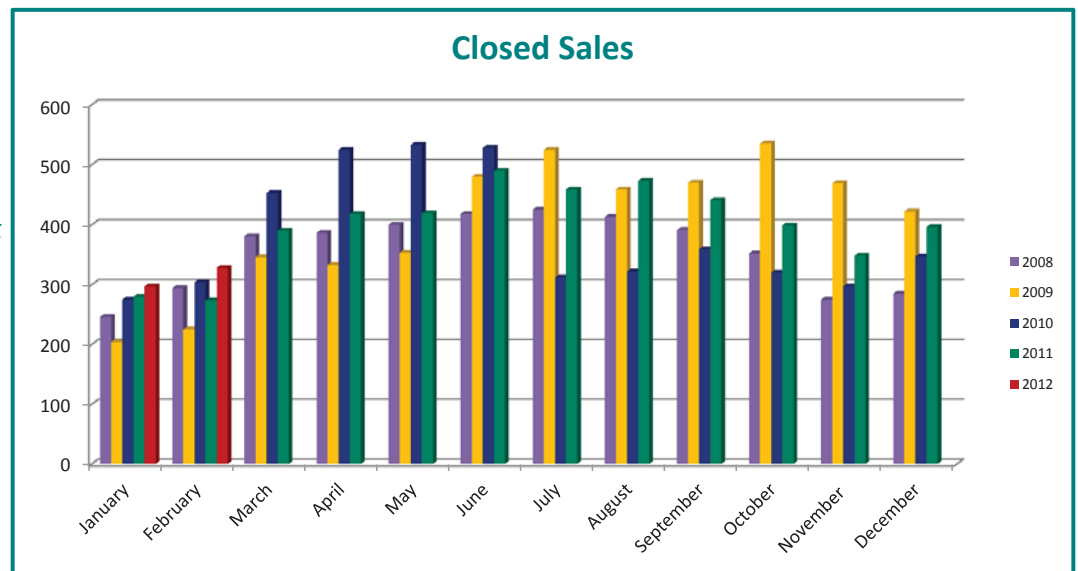
*This graph represents monthly accepted offers in Clark County, Washington over the past three calendar years.*



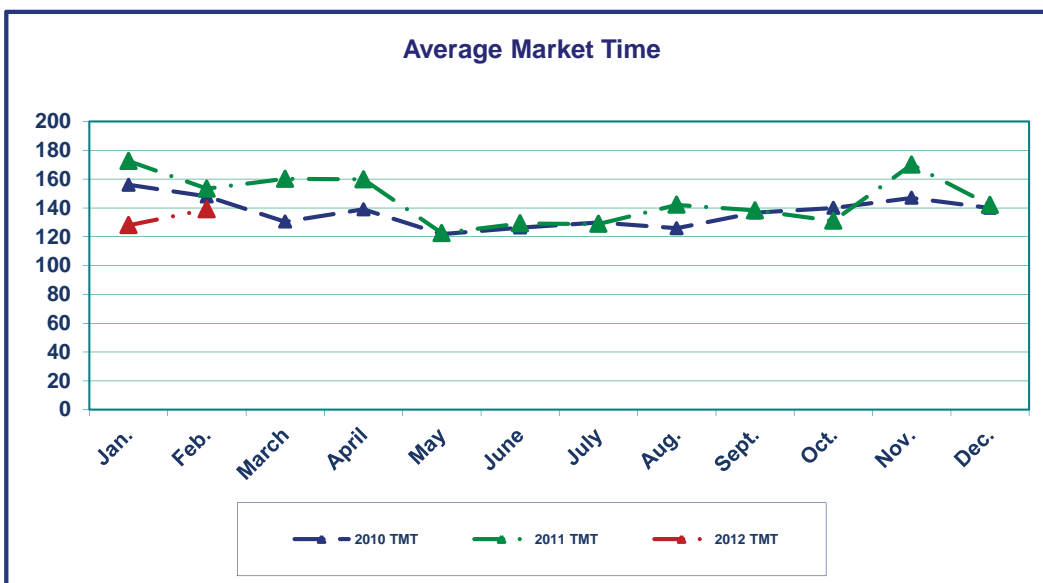
## CLOSED SALES

### CLARK COUNTY, WA

*This graph shows the closed sales over the past five calendar years in Clark County, Washington.*



## Average Market Time



## DAYS ON MARKET

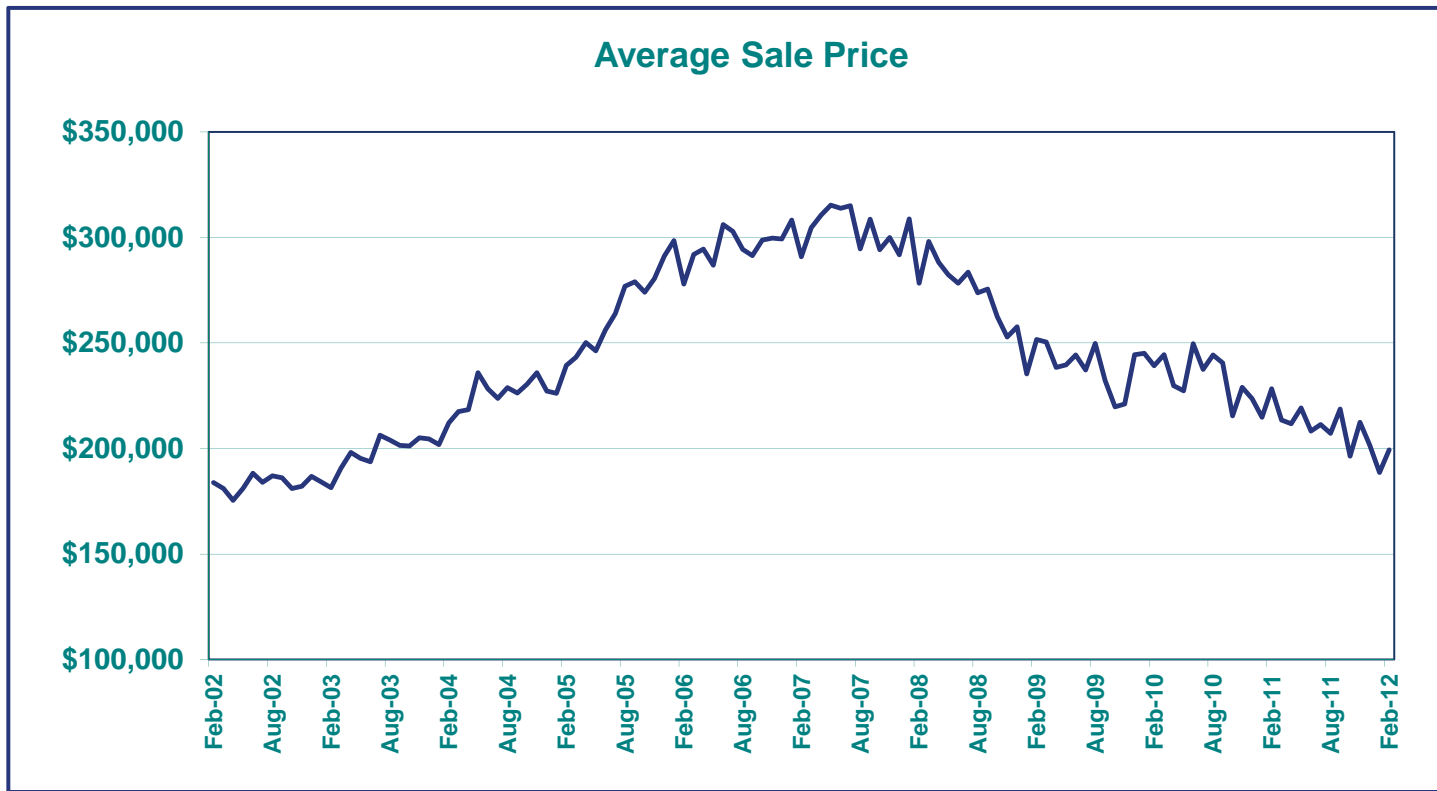
### CLARK COUNTY, WA

*This graph shows the average market time for sales in Clark County, Washington, over the past three calendar years.*

## AVERAGE SALE PRICE

### CLARK COUNTY, WA

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



## NEW LISTINGS

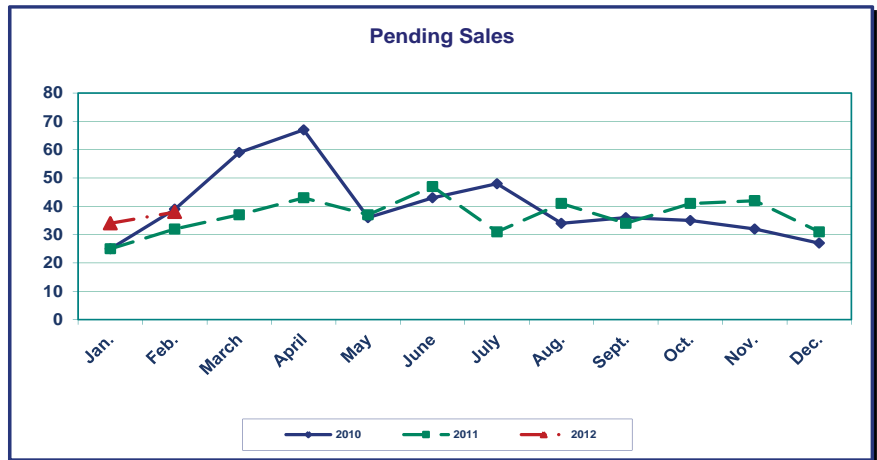
### COWLITZ COUNTY, WA

*This graph represents new listings in Cowlitz County, Washington over the past three calendar years.*

## PENDING LISTINGS

### COWLITZ COUNTY, WA

*This graph represents monthly accepted offers over the past three calendar years in Cowlitz County, Washington.*

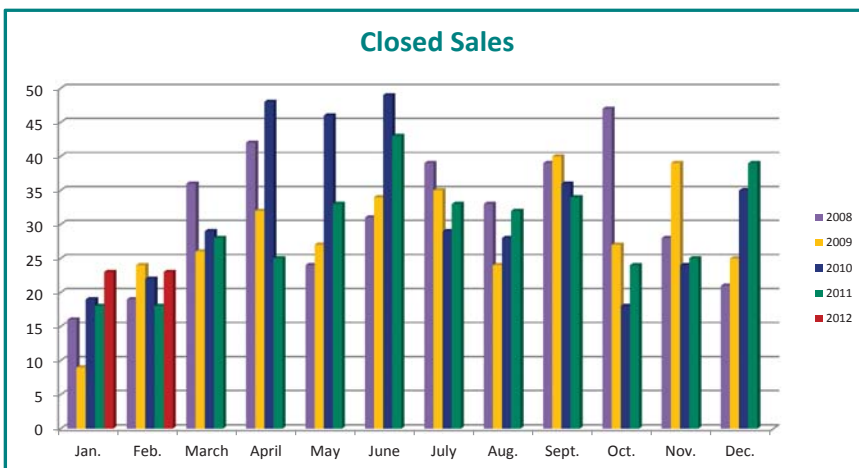


## Closed Sales

## CLOSED SALES

### COWLITZ COUNTY, WA

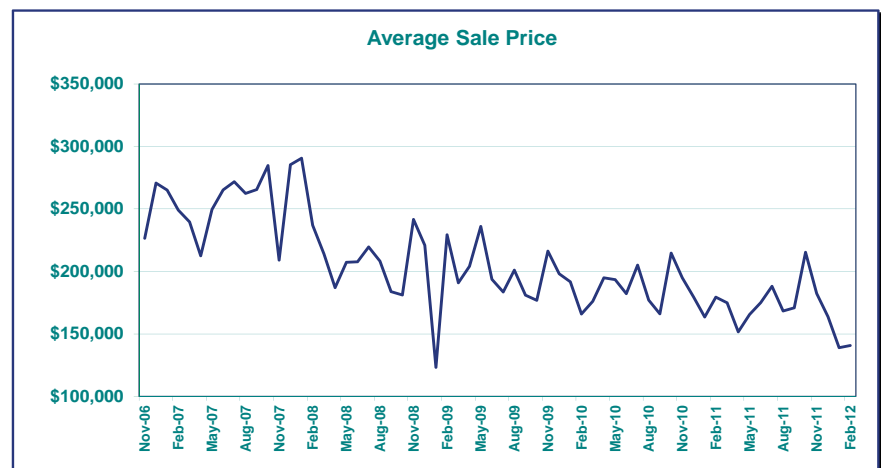
*This graph shows the closed sales over the past five calendar years in Cowlitz County, Washington.*



## AVERAGE SALE PRICE

### COWLITZ COUNTY, WA

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





MULTIPLE LISTING SERVICE

#### Corporate

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

#### Southwest Washington

1514 Broadway, Suite 101  
Vancouver, WA 98663  
(360) 696-0718  
Fax: (360) 696-9342

#### Salem

2110 Mission St. SE, Suite 305  
Salem, OR 97302  
(503) 587-8810  
Fax: (503) 585-3817

#### Lane County: Eugene

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

#### Lane County: Florence

PO Box 414  
Florence, OR 97439  
(541) 902-2560  
Fax: (541) 902-1341

#### Douglas County

3510 NE Edenbower  
Roseburg, OR 97470  
(541) 673-3571  
Fax: (541) 673-6581

#### Curry County

PO Box 6307  
Brookings, OR 97415  
(541) 469-0219  
Fax: (541) 469-9695

#### Mid-Columbia

PO Box 1088  
Hood River, OR 97031  
(541) 436-2956  
Fax: (541) 387-6657

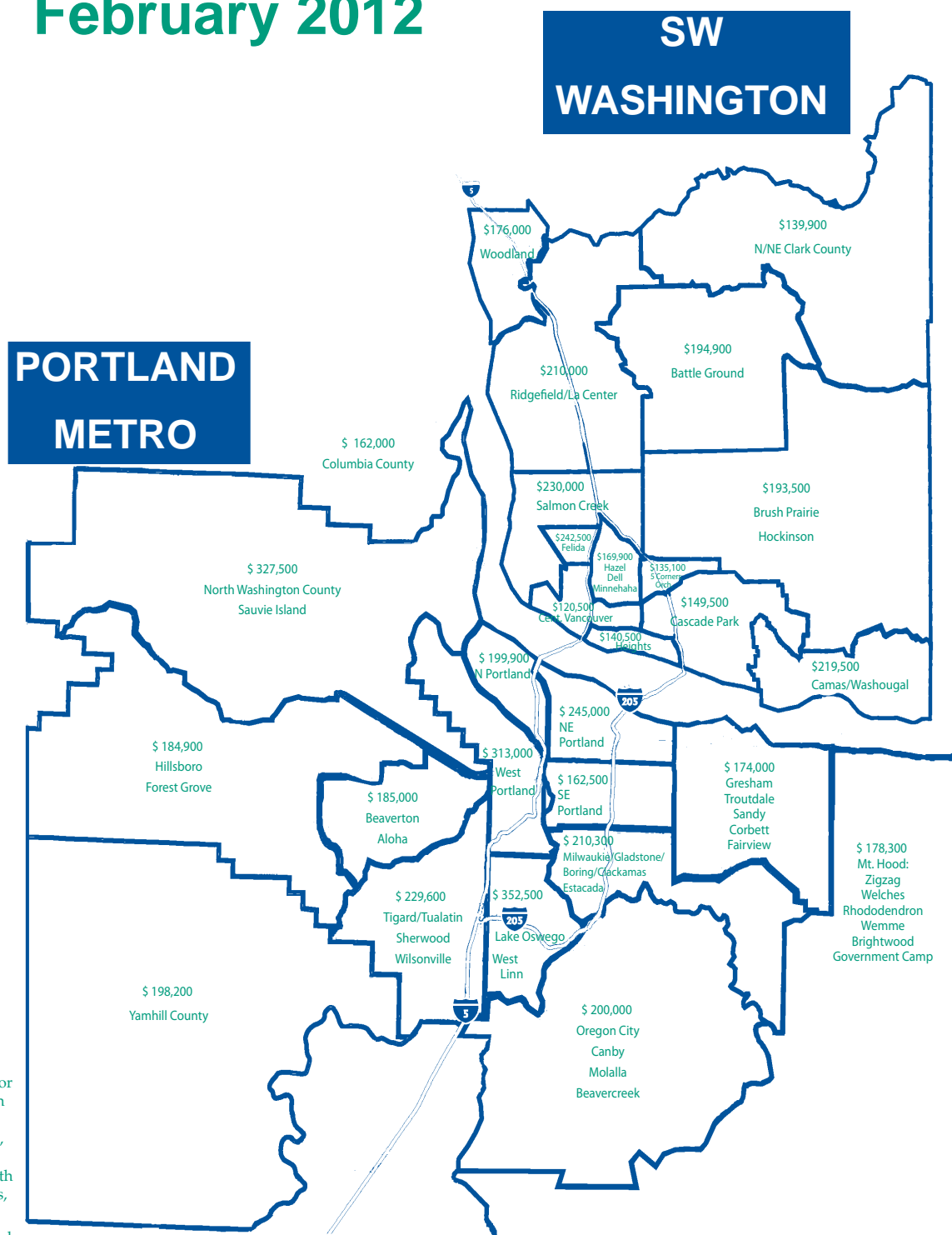
#### Eastern Oregon

PO Box 751  
Hermiston, OR 97838  
(541) 567-5186  
Fax: (541) 289-7320

#### Coos County

1946 Sherman Ave., Suite 101  
North Bend, OR 97459  
(541) 751-1070  
Fax: (541) 751-1083

## MEDIAN SALE PRICE February 2012



The statistics presented in Market Action are compiled monthly based on figures generated by RMLS™.

Market Action Reports are compiled for the following areas: Portland metropolitan area, Southwest Washington, Mid-Columbia, Columbia Basin, Baker County, Coos County, Curry County, Douglas County, Grant County, Lane County, North Coastal Counties, Polk & Marion Counties, Union County, and Wallowa County.

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Steve Lucas, Chairman of the Board  
Kurt von Wasmuth, President/CEO  
Mary-Frances Makichen, Editor

# MARKET ACTION



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

## Residential Review: Union County, Oregon

February 2012 Reporting Period

### February Residential Highlights

Union County continues to show growth in closed and pending sales in February 2012 compared to February 2011. There were 15 closed sales compared to 12 in February 2011 and there were 20 pending sales compared to only 12 during the same month last year. New listings also increased from 23 to 30.

Comparing this month to the month prior, January 2012, closed sales fell from 16 to 15, pending

sales declined from 21 to 20 and new listings climbed from 27 to 30.

### Sale Prices

The average sale price rose 48.4% and the median grew 62.8% when comparing February 2012 to February 2011. Comparing February 2012 and January 2012, the average price rose 14.2% (\$149,500 v. \$170,700) and the median increased 10% (\$151,800 v. \$166,900). Price trends are upwards comparing the last 12 months with the 12 months before that.

| Union County, Oregon Residential Highlights |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time |
|---|--------------|--------------|---------------|--------------|--------------------|-------------------|-------------------|
| 2012  | February     | 30           | 20            | 15           | 170,700            | 166,900           | 165               |
|   | Year-to-date | 58           | 41            | 31           | 159,800            | 155,000           | 177               |
| 2011  | February     | 23           | 12            | 12           | 115,000            | 102,500           | 201               |
|   | Year-to-date | 45           | 27            | 26           | 125,200            | 121,800           | 187               |
| Change                                      | February     | 30.4%        | 66.7%         | 25.0%        | 48.4%              | 62.8%             | -18.0%            |
|   | Year-to-date | 28.9%        | 51.9%         | 19.2%        | 27.6%              | 27.3%             | -5.1%             |

\*Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.

| Inventory in Months* |      |      |      |
|----------------------|------|------|------|
|                      | 2010 | 2011 | 2012 |
| January              | 16.8 | 13.3 | 10.9 |
| February             | 15.1 | 16.3 | 11.7 |
| March                | 16.1 | 25.3 |      |
| April                | 9.5  | 10.3 |      |
| May                  | 12.2 | 19   |      |
| June                 | 11.1 | 10.4 |      |
| July                 | 17.5 | 14.3 |      |
| August               | 23.7 | 12.8 |      |
| September            | 11.7 | 18.2 |      |
| October              | 22.4 | 12.1 |      |
| November             | 14.5 | 22.7 |      |
| December             | 20.6 | 8.7  |      |

\*Inventory in Months is calculated by dividing the Active Listings at the end of the month in question by the number of closed sales for that month.

### Percent Change of 12-Month Sale Price Compared With The Previous 12 Months

#### Average Sale Price % Change:

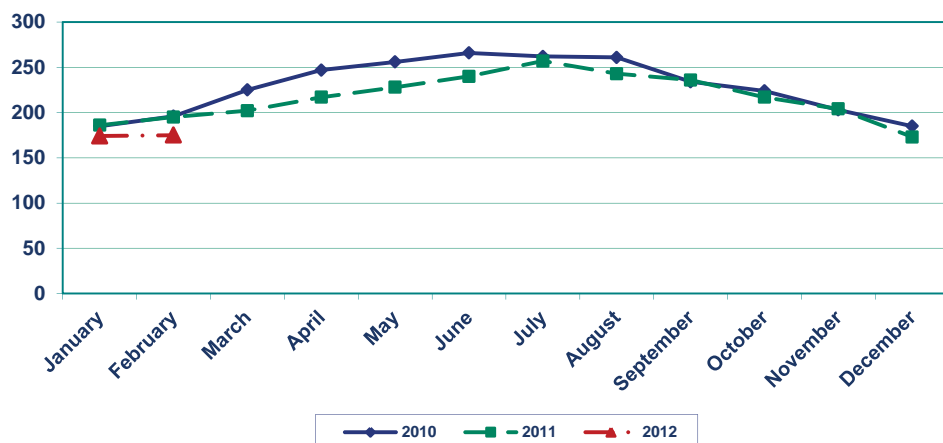
+1.3% (\$153,900 v. \$151,900)

#### Median Sale Price % Change:

+3.4% (\$139,600 v. \$135,000)

For further explanation of this measure, see the second footnote on page 2.

Active Residential Listings



## ACTIVE RESIDENTIAL LISTINGS

UNION COUNTY, OR

*This graph shows the active residential listings over the past three calendar years in Union County, Oregon.*

# AREA REPORT • 2/2012

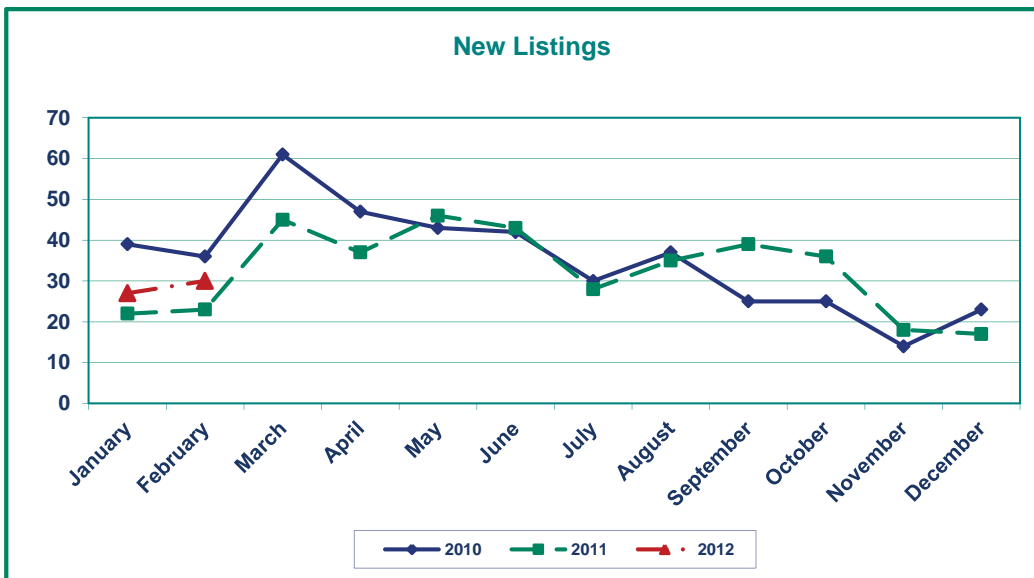
## Union County, Oregon

|       |                        | 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 2012 | Pending Sales 2012 v. 2011 <sup>1</sup> | Closed Sales | Average Sale Price | Total Market Time <sup>3</sup> | New Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 | Closed Sales | Average Sale Price | Median Sale Price |        | Avg. Sale Price % Change <sup>2</sup> | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price | Closed Sales |
| 97824 | Cove                   | 19              | 5            | 1                         | -                  | -100.0%                                 | -            | -                  | -                              | 7            | 1                  | -80.0%                     | -            | -                  | -                 | -56.8% | -                                     | -            | -                  | -            | -                  | -            |
| 97827 | Elgin                  | 20              | 7            | 4                         | 4                  | 300.0%                                  | 1            | 45,900             | 9                              | 10           | 5                  | 150.0%                     | 2            | 60,500             | 60,500            | 1.0%   | -                                     | -            | 1                  | 59,000       | -                  | -            |
| 97841 | Imbler                 | 2               | -            | -                         | -                  | -                                       | 1            | 125,000            | 441                            | -            | 1                  | -                          | 1            | 125,000            | 125,000           | 42.1%  | -                                     | -            | -                  | -            | -                  | -            |
| 97850 | La Grande/ Island City | 87              | 14           | 9                         | 11                 | 120.0%                                  | 12           | 178,300            | 144                            | 33           | 26                 | 73.3%                      | 25           | 169,000            | 166,900           | 4.9%   | -                                     | -            | 4                  | 132,300      | 1                  | 120,000      |
| 97867 | North Powder           | 7               | -            | 1                         | -                  | -100.0%                                 | -            | -                  | -                              | -            | -                  | -100.0%                    | -            | -                  | -                 | 141.5% | -                                     | -            | -                  | -            | -                  | -            |
| 97876 | Summerville            | 13              | 2            | -                         | 1                  | -                                       | 1            | 250,000            | 293                            | 2            | 3                  | -                          | 2            | 214,500            | 214,500           | 54.4%  | -                                     | -            | -                  | -            | -                  | -            |
| 97883 | Union                  | 27              | 2            | 2                         | 4                  | 100.0%                                  | -            | -                  | -                              | 6            | 5                  | 25.0%                      | 1            | 52,500             | 52,500            | -68.9% | -                                     | -            | 1                  | 29,000       | -                  | -            |
|       | Union Co. Total        | 175             | 30           | 17                        | 20                 | 66.7%                                   | 15           | 170,700            | 165                            | 58           | 41                 | 51.9%                      | 31           | 159,800            | 155,000           | 1.3%   | -                                     | -            | 6                  | 102,900      | 1                  | 120,000      |

<sup>1</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares February 2012 with February 2011. The Year-To-Date section compares year-to-date statistics from February 2012 with year-to-date statistics from February 2011.

<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (3/1/11-2/29/12) with 12 months before (3/1/10-2/28/11).

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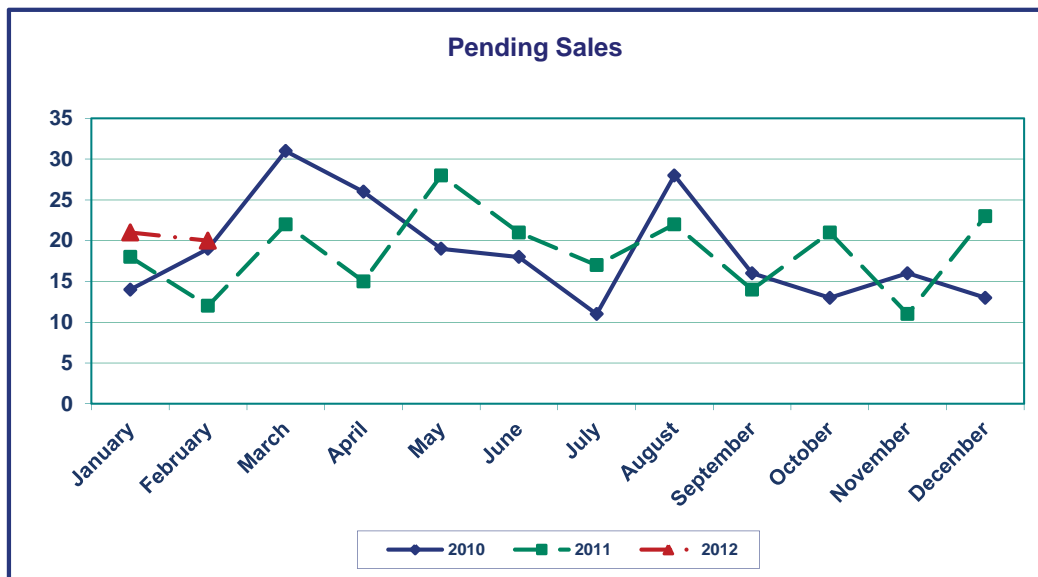
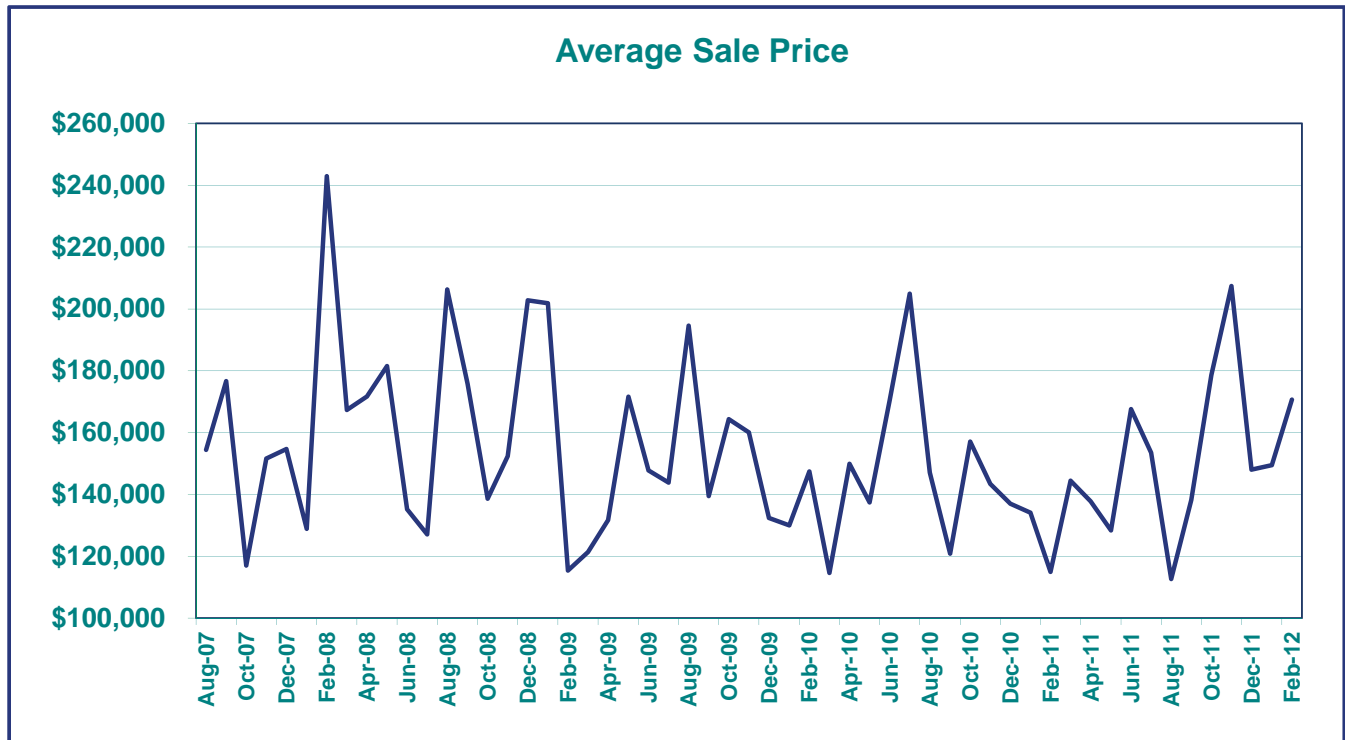
### NEW LISTINGS UNION COUNTY, OR

*This graph shows the new residential listings over the past three calendar years in Union County, Oregon.*

## AVERAGE SALE PRICE

### UNION COUNTY, OR

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



## PENDING LISTINGS

### UNION COUNTY, OR

*This graph represents monthly accepted offers in Union County, Oregon over the past three calendar years.*

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

Southwest Washington  
1514 Broadway, Suite 101  
Vancouver, WA 98663  
(360) 696-0718  
Fax: (360) 696-9342

Salem  
2110 Mission St. SE, Suite 305  
Salem, OR 97302  
(503) 587-8810  
Fax: (503) 585-3817

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

Lane County: Florence  
PO Box 414  
Florence, OR 97439  
(541) 902-2560  
Fax: (541) 902-1341

Douglas County Oregon  
3510 NE Edenbower  
Roseburg, OR 97470  
(541) 673-3571  
Fax: (541) 673-6581

Curry County  
PO Box 6307  
Brookings, OR 97415  
(541) 469-0219  
Fax: (541) 469-9695

Mid-Columbia  
PO Box 1088  
Hood River, OR 97031  
(541) 436-2956  
Fax: (541) 387-6657

Eastern Oregon  
PO Box 751  
Hermiston, OR 97838  
(541) 567-5186  
Fax: (541) 289-7320

Coos County  
1946 Sherman Ave., Suite 101  
North Bend, OR 97459  
(541) 751-1070  
Fax: (541) 751-1083

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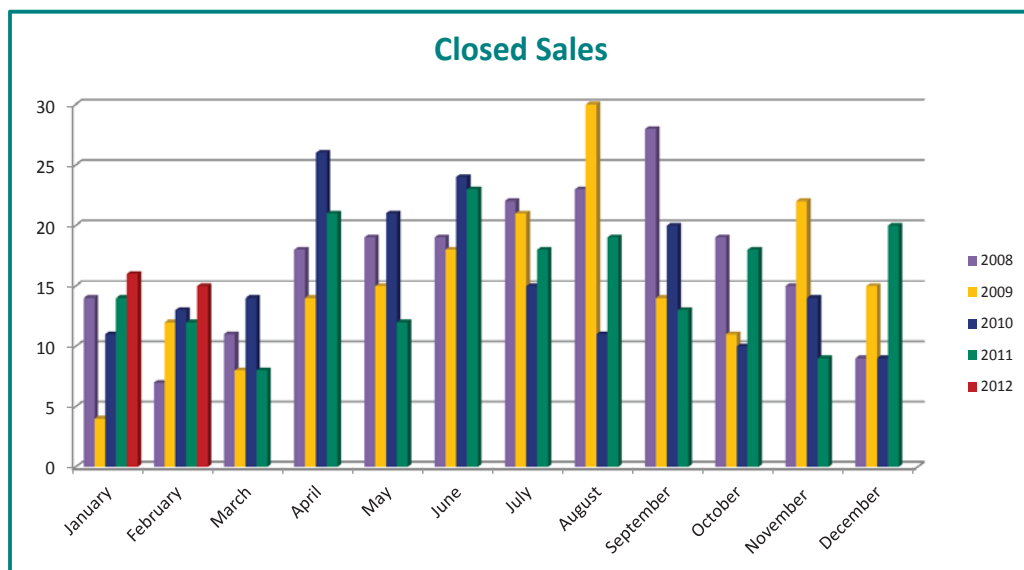
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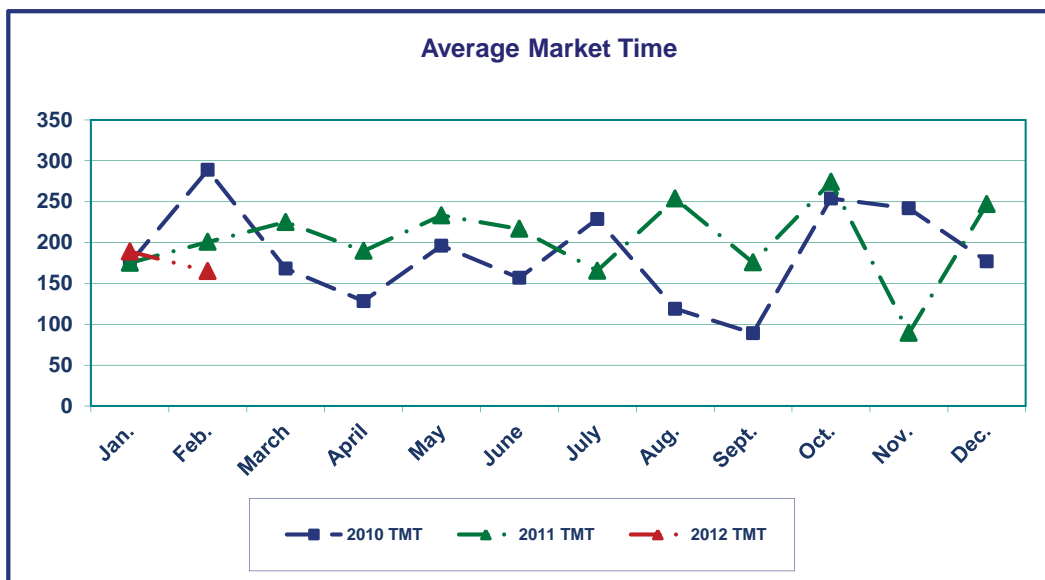
## CLOSED SALES UNION COUNTY, OR

*This graph shows the closed sales over the past five calendar years in Union County, Oregon.*



## DAYS ON MARKET UNION COUNTY, OR

*This graph shows the average market time for sales in Union County, Oregon, over the past three calendar years.*



Steve Lucas, Chairman of the Board  
Kurt von Wasmuth, President/CEO  
Mary-Frances Makichen, Editor



# MARKET ACTION



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

Residential Review: Wallowa County, Oregon

February 2012 Reporting Period

## February Residential Highlights

Comparing February 2012 with the same month in 2011, closed sales stayed steady at 5. Pending sales increased from 2 to 3, while new listings fell from 15 to 14.

A comparison of the previous month of January 2012 with February 2012 shows closed sales grew from 4 to 5. Pending sales had no change, at 3, while new listings increased from 10 to 14.

At February's rate of sales, the 148 active residential listings would last about 29.6 months.

Market time was dramatically lower for the listings sold in February 2012 -- 76 days compared to 260 in February 2011.

## Sale Prices

The average sale price rose 18.1% when comparing February 2011 to

February 2012, and the median sale price increased 2.8%.

In a comparison of the previous month of January 2012 with February 2012, average sale price decreased 59.4% (\$275,400 to \$111,800). The median sale price also fell 62% (\$243,300 to \$92,500).

Over the rolling twelve month calculation shown below, which compares March 2010-February 2011 with the March 2011-February 2012, the median sales price rose 1.7% and the average sales price increased 13.8%.

### Percent Change of 12-Month Sale Price Compared With The Previous 12 Months

#### Average Sale Price % Change:

+13.8% (\$193,100 v. \$169,700)

#### Median Sale Price % Change:

+1.7% (\$152,000 v. \$149,500)

For further explanation of this measure, see the second footnote on page 2.

### Inventory in Months\*

|           | 2010 | 2011 | 2012 |
|-----------|------|------|------|
| January   | 99   | 54.5 | 34.8 |
| February  | 27.5 | 23.6 | 29.6 |
| March     | N/A  | 43.7 |      |
| April     | 23   | 48   |      |
| May       | 34   | 37   |      |
| June      | 19   | 12.6 |      |
| July      | 32   | 97.5 |      |
| August    | 15.4 | 41.5 |      |
| September | 52.3 | 16   |      |
| October   | 68   | 22.9 |      |
| November  | 64.5 | 30.6 |      |
| December  | 26.3 | 45.7 |      |

\*Inventory in Months is calculated by dividing the Active Listings at the end of the month in question by the number of closed sales for that month.

| Wallowa County, Oregon Residential Highlights |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time |
|---|--------------|--------------|---------------|--------------|--------------------|-------------------|-------------------|
| 2012  | February     | 14           | 3             | 5            | 111,800            | 92,500            | 76                |
|   | Year-to-date | 24           | 6             | 9            | 184,500            | 136,500           | 330               |
| 2011  | February     | 15           | 2             | 5            | 94,700             | 90,000            | 260               |
|   | Year-to-date | 23           | 8             | 7            | 174,800            | 100,000           | 426               |
| Change  | February     | -6.7%        | 50.0%         | 0.0%         | 18.1%              | 2.8%              | -70.6%            |
|   | Year-to-date | 4.3%         | -25.0%        | 28.6%        | 5.5%               | 36.5%             | -22.6%            |

# AREA REPORT • 2/2012

## Wallowa 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/Cancelled Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 <sup>1</sup> | Closed Sales | Average Sale Price | Total Market Time <sup>3</sup> | New Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 | Closed Sales | Average Sale Price | Median Sale Price |        |              | Avg. Sale Price % Change <sup>2</sup> | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price |
| 97885 | Wallowa           | 22              | 3            | 1                          | 0                  | -                                       | 2            | 81,800             | 31                             | 3            | 0                  | -                          | 2            | 81,800             | 81,800            | -39.1% | 0            | -                                     | 1            | 283,000            | 0            | -                  |
| 97857 | Lostine           | 4               | 0            | 1                          | 0                  | -                                       | 0            | -                  | -                              | 0            | 0                  | -                          | 0            | -                  | -                 | 15.4%  | 0            | -                                     | 0            | -                  | 0            | -                  |
| 97842 | Imnaha            | 0               | 0            | 0                          | 0                  | -100.0%                                 | 0            | -                  | -                              | 1            | 0                  | -                          | -            | -                  | -                 | 159.1% | 0            | -                                     | 2            | 6,800              | 0            | -                  |
| 97846 | Joseph            | 67              | 3            | 2                          | 1                  | 0.0%                                    | 2            | 161,500            | 107                            | 5            | 2                  | -50.0%                     | 4            | 241,100            | 161,500           | 23.6%  | 0            | -                                     | 2            | 1,286,800          | 0            | -                  |
| 97828 | Enterprise        | 55              | 8            | 1                          | 2                  | -                                       | 1            | 72,500             | 106                            | 15           | 4                  | 100.0%                     | 3            | 177,500            | 110,000           | -      | 0            | -                                     | 2            | 100,000            | 0            | -                  |
|       | Wallowa Co. Total | 148             | 14           | 5                          | 3                  | 50.0%                                   | 5            | 111,800            | 76                             | 24           | 6                  | -25.0%                     | 9            | 184,500            | 136,500           | 13.8%  | -            | -                                     | 7            | 438,600            | -            | -                  |

<sup>1</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares February 2012 with February 2011. The Year-To Date section compares year-to-date statistics from February 2012 with year-to-date statistics from February 2011.

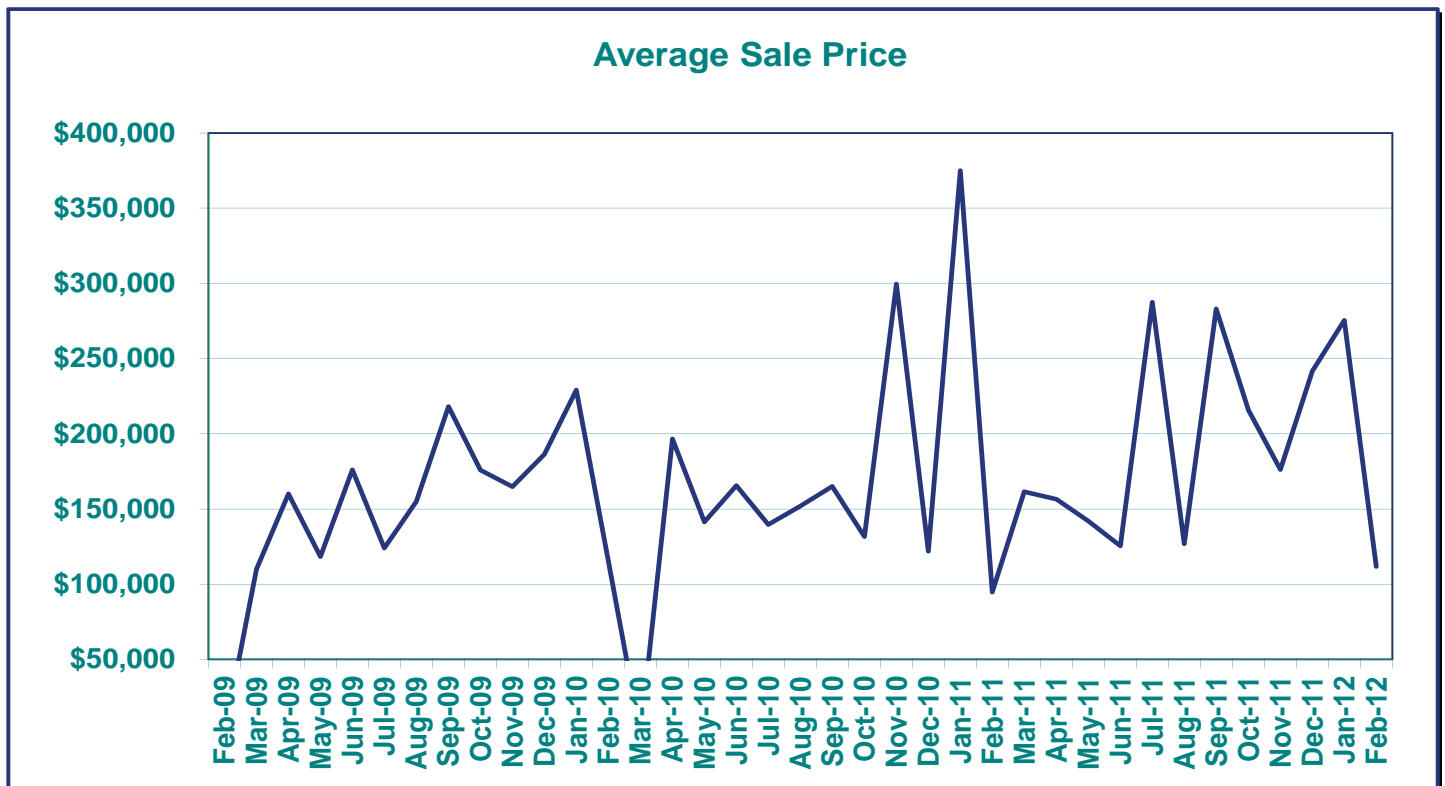
<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (3/1/11-2/29/12) with 12 months before (3/1/10-2/28/11).

<sup>3</sup> Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.

### AVERAGE SALE PRICE

#### WALLOWA COUNTY, OR

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



## NEW LISTINGS

### WALLOWA COUNTY, OR

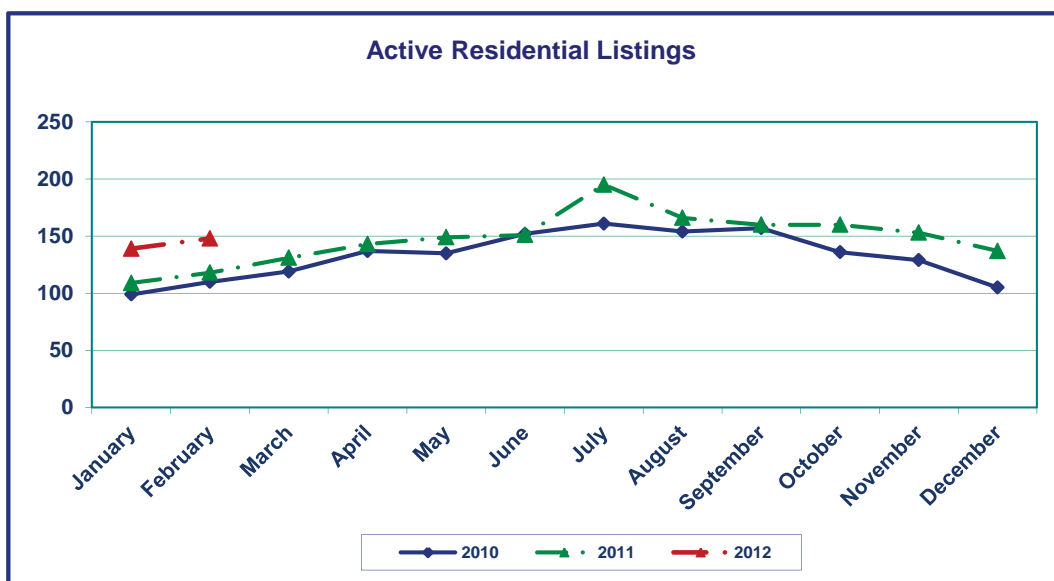
*This graph shows the new residential listings in Wallowa County, Oregon.*



## ACTIVE RESIDENTIAL LISTINGS

### WALLOWA COUNTY, OR

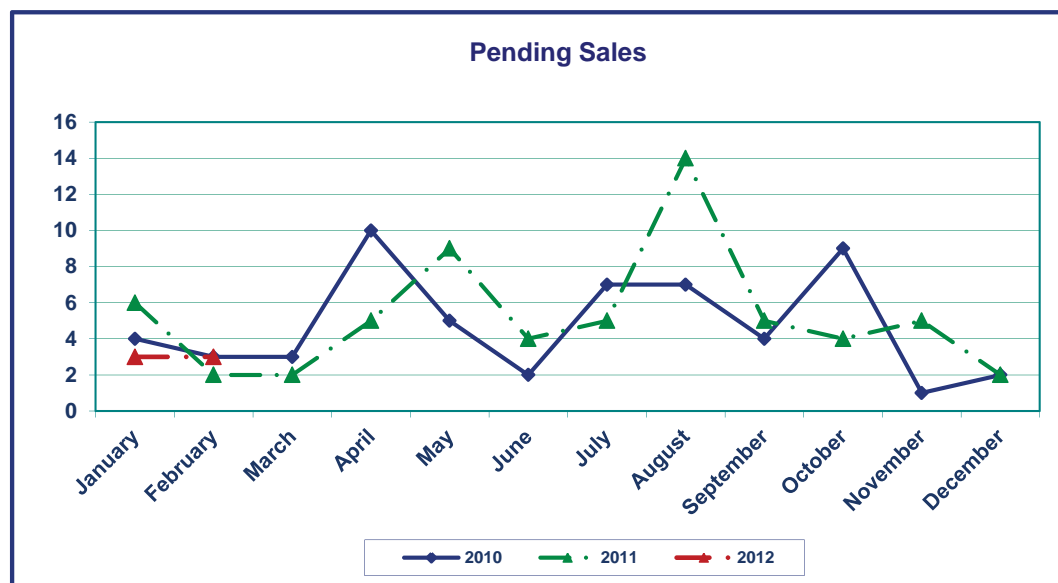
*This graph shows the active residential listings in Wallowa County, Oregon.*



## PENDING LISTINGS

### WALLOWA COUNTY, OR

*This graph represents monthly accepted offers in Wallowa County, Oregon.*



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

Southwest Washington  
1514 Broadway, Suite 101  
Vancouver, WA 98663  
(360) 696-0718  
Fax: (360) 696-9342

Salem  
2110 Mission St. SE, Suite 305  
Salem, OR 97302  
(503) 587-8810  
Fax: (503) 585-3817

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

Lane County: Florence  
PO Box 414  
Florence, OR 97439  
(541) 902-2560  
Fax: (541) 902-1341

Douglas County  
3510 NE Edenbower  
Roseburg, OR 97470  
(541) 673-3571  
Fax: (541) 673-6581

Curry County  
PO Box 6307  
Brookings, OR 97415  
(541) 469-0219  
Fax: (541) 469-9695

Mid-Columbia  
PO Box 1088  
Hood River, OR 97031  
(541) 436-2956  
Fax: (541) 387-6657

Eastern Oregon  
PO Box 751  
Hermiston, OR 97838  
(541) 567-5186  
Fax: (541) 289-7320

Coos County  
1946 Sherman Ave., Suite 101  
North Bend, OR 97459  
(541) 751-1070  
Fax: (541) 751-1083

The statistics presented in Market Action are compiled monthly based on figures generated by RMLS™.

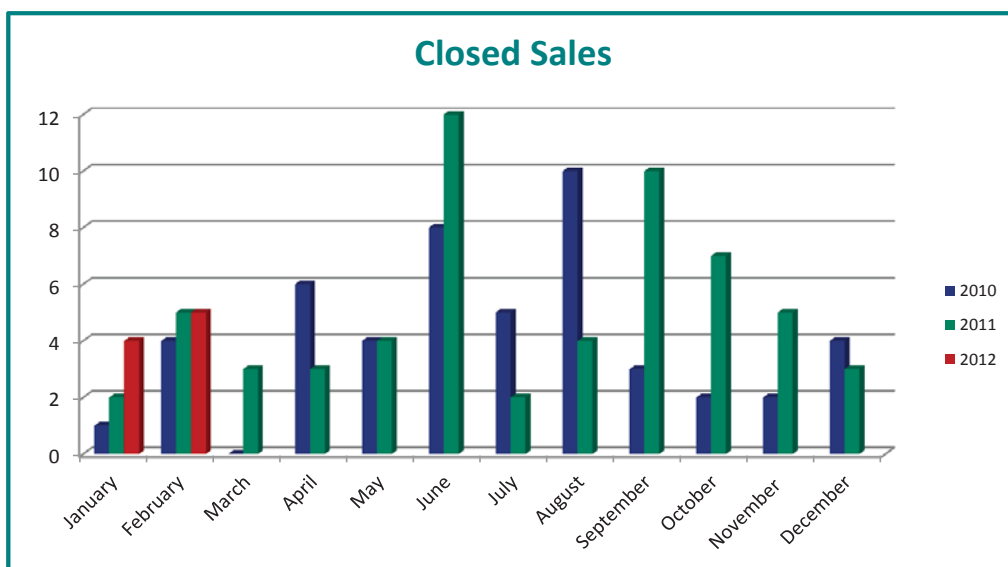
Market Action Reports are compiled for the following areas: Portland metropolitan area, Southwest Washington, Mid-Columbia, Columbia Basin, Baker County, Coos County, Curry County, Douglas County, Grant County, Lane County, North Coastal Counties, Polk & Marion Counties, Union County, and Wallowa County.

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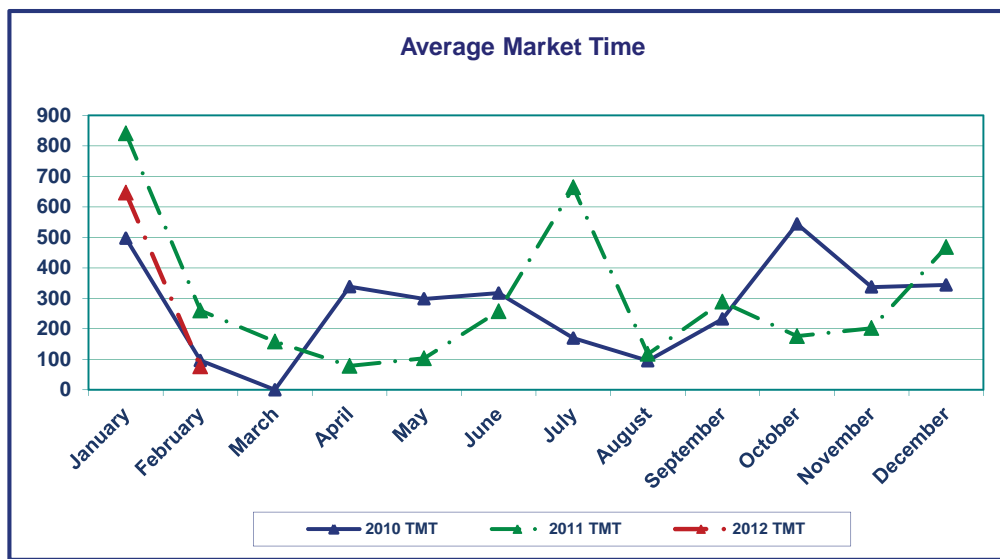
## CLOSED SALES WALLOWA COUNTY, OR

*This graph shows the closed sales in Wallowa County, Oregon.*



## DAYS ON MARKET WALLOWA COUNTY, OR

*This graph shows the average market time for sales in Wallowa County, Oregon, over the past three calendar years.*



Steve Lucas, Chairman of the Board  
Kurt von Wasmuth, President/CEO  
Mary-Frances Makichen, Editor