

# MARKET ACTION

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

Residential Review: Mid-Columbia

August 2012 Reporting Period

## August Residential Highlights

More new listings, accepted offers and closed sales were recorded in August 2012 than in either the same month last year or the previous month this year.

Pending sales showed the greatest gains, reaching a level not achieved since 2007. The 93 accepted offers were 32.9% over the 70 of last August and 50.0% more than July's 62. This is a good indicator for healthy closed sales well into the fall months.

Closed sales were 6.7% higher in August this year (64 sales) than in August 2011 (60 sales) and 30.6% higher than the 49 closed in July. At 129, new listings rose 4.9% from the 123 recorded in August 2011 and were 5.7% higher than the 122 posted in July 2012.

## Year-To-Date Trends

In the first eight months of 2012, there have been 2.8% more new listings, 16.6% more accepted offers and 14.8% more closed sales than in the same period of 2011. The average sales price of \$220,400 is 6.0% under the average price in the same period last year, while the 2012 year-to-date median of \$183,900 is 6.6% lower than the median last year.

| Inventory in Months* |      |      |      |
|----------------------|------|------|------|
|                      | 2010 | 2011 | 2012 |
| January              | 19   | 21.1 | 16   |
| February             | 21.5 | 24.8 | 17.1 |
| March                | 17.5 | 15.3 | 10.3 |
| April                | 13.7 | 20.7 | 14   |
| May                  | 12.8 | 12.7 | 12.1 |
| June                 | 14.3 | 16.9 | 10.1 |
| July                 | 20.1 | 16.5 | 15   |
| August               | 20.1 | 13.8 | 11.4 |
| 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. This number includes proposed and under construction homes.

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

**Average Sale Price % Change:**  
-4.2% (\$224,700 v. \$234,600)  
**Median Sale Price % Change:**  
-3.4% (\$188,900 v. \$195,500)

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

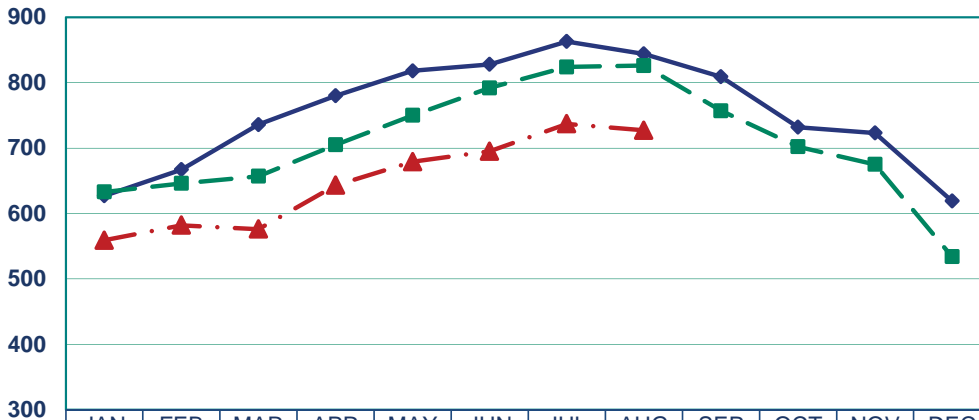
| Mid-Columbia Residential Highlights |              | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time |
|-------------------------------------|--------------|--------------|---------------|--------------|--------------------|-------------------|-------------------|
| 2012                                | August       | 129          | 93            | 64           | 225,900            | 212,000           | 186               |
|                                     | July         | 122          | 62            | 49           | 211,500            | 179,900           | 224               |
|                                     | Year-to-date | 934          | 492           | 418          | 220,400            | 183,900           | 198               |
| 2011                                | August       | 123          | 70            | 60           | 256,300            | 197,300           | 168               |
|                                     | Year-to-date | 909          | 422           | 364          | 234,400            | 196,800           | 205               |
| Change                              | August       | 4.9%         | 32.9%         | 6.7%         | -11.9%             | 7.5%              | 10.3%             |
|                                     | Prev Mo 2012 | 5.7%         | 50.0%         | 30.6%        | 6.8%               | 17.8%             | -17.0%            |
|                                     | Year-to-date | 2.8%         | 16.6%         | 14.8%        | -6.0%              | -6.6%             | -3.1%             |

# AREA REPORT • 8/2012

## Mid-Columbia

|     | RESIDENTIAL                      |              |                           |                    |   |              |                    |                                |              |                    |                            |              |                    |                   |                | Avg. Sale Price % Change <sup>2</sup> | COMMERCIAL   |                    | LAND         |                    | MULTIFAMILY  |                    |
|-----|----------------------------------|--------------|---------------------------|--------------------|---|--------------|--------------------|--------------------------------|--------------|--------------------|----------------------------|--------------|--------------------|-------------------|----------------|---------------------------------------|--------------|--------------------|--------------|--------------------|--------------|--------------------|
|     | Current Month                    |              |                           |                    |   |              |                    | Total Market Time <sup>3</sup> | Year-To-Date |                    |                            |              |                    |                   |                |                                       | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price |
|     | Active Listings                  | New Listings | Expired/Canceled Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 <sup>1</sup> | Closed Sales | Average Sale Price |                                | New Listings | Pending Sales 2012 | Pending Sales 2012 v. 2011 | Closed Sales | Average Sale Price | Median Sale Price |                |                                       |              |                    |              |                    |              |                    |
| 100 | White Salmon/ Bingen             | 60           | 13                        | 5                  | 4                                       | -42.9%       | 6                  | 315,800                        | 134          | 68                 | 31                         | -22.5%       | 27                 | 309,200           | 245,000        | 8.6%                                  | -            | -                  | 10           | 74,600             | -            | -                  |
| 101 | Snowden                          | 14           | 1                         | 2                  | 1                                       | -            | -                  | -                              | -            | 11                 | 5                          | 66.7%        | 4                  | 611,200           | 363,800        | 146.3%                                | -            | -                  | 3            | 104,000            | -            | -                  |
| 102 | Trout Lake/ Glenwood             | 17           | 3                         | -                  | 2                                       | 100.0%       | -                  | -                              | -            | 12                 | 7                          | 250.0%       | 5                  | 224,800           | 219,000        | -19.6%                                | 1            | 78,000             | 2            | 80,000             | -            | -                  |
| 103 | Husum/ BZ Corner                 | 12           | 1                         | 1                  | -                                       | -100.0%      | 2                  | 317,500                        | 413          | 10                 | 5                          | -16.7%       | 4                  | 375,000           | 360,000        | 46.0%                                 | -            | -                  | 4            | 92,900             | -            | -                  |
| 104 | Lyle                             | 26           | 3                         | 3                  | 2                                       | 100.0%       | -                  | -                              | -            | 24                 | 8                          | -11.1%       | 8                  | 235,900           | 150,000        | 22.8%                                 | -            | -                  | 4            | 60,200             | 1            | 60,000             |
| 105 | Dallesport/ Murdock              | 22           | 5                         | 2                  | 4                                       | 0.0%         | 1                  | 400,000                        | 164          | 30                 | 15                         | 25.0%        | 10                 | 189,800           | 166,000        | -2.3%                                 | 1            | 177,000            | 9            | 52,200             | -            | -                  |
| 106 | Appleton/ Timber Valley          | 8            | 2                         | -                  | 1                                       | -            | -                  | -                              | -            | 7                  | 3                          | 50.0%        | 2                  | 172,300           | 172,300        | 11.2%                                 | -            | -                  | 1            | 55,000             | -            | -                  |
| 107 | Centerville/ High Prairie        | 3            | -                         | 1                  | -                                       | -            | -                  | -                              | -            | 2                  | 2                          | 100.0%       | 1                  | 415,000           | 415,000        | 5.1%                                  | -            | -                  | 1            | 39,000             | -            | -                  |
| 108 | Goldendale                       | 67           | 10                        | 12                 | 7                                       | 40.0%        | 4                  | 121,200                        | 124          | 90                 | 40                         | 14.3%        | 34                 | 140,100           | 116,100        | -8.2%                                 | 4            | 87,500             | 22           | 66,000             | -            | -                  |
| 109 | Bickleton/ East County           | 3            | 1                         | -                  | -                                       | -            | -                  | -                              | -            | 4                  | 1                          | -            | 0                  | 0                 | -              | -                                     | -            | 3                  | 88,300       | -                  | -            |                    |
| 110 | Klickitat                        | 4            | 1                         | -                  | 1                                       | -50.0%       | -                  | -                              | -            | 9                  | 7                          | 40.0%        | 5                  | 58,700            | 58,900         | 123.4%                                | -            | -                  | 1            | 150,000            | -            | -                  |
|     | <b>Klickitat Co. Total</b>       | <b>236</b>   | <b>40</b>                 | <b>26</b>          | <b>22</b>                               | <b>4.8%</b>  | <b>13</b>          | <b>262,700</b>                 | <b>176</b>   | <b>267</b>         | <b>124</b>                 | <b>7.8%</b>  | <b>100</b>         | <b>230,200</b>    | <b>180,500</b> | <b>7.0%</b>                           | <b>6</b>     | <b>100,800</b>     | <b>60</b>    | <b>71,000</b>      | <b>1</b>     | <b>60,000</b>      |
| 111 | Skamania                         | 7            | -                         | 1                  | -                                       | -100.0%      | 1                  | 300,000                        | 302          | 4                  | 4                          | 33.3%        | 4                  | 302,400           | 248,000        | -35.6%                                | -            | -                  | 2            | 80,500             | -            | -                  |
| 112 | North Bonneville                 | 7            | 4                         | 1                  | 1                                       | -50.0%       | -                  | -                              | -            | 12                 | 3                          | -72.7%       | 1                  | 168,000           | 168,000        | -13.6%                                | -            | -                  | -            | -                  | -            | -                  |
| 113 | Stevenson                        | 17           | 2                         | 2                  | 5                                       | 400.0%       | 3                  | 215,000                        | 124          | 33                 | 16                         | 128.8%       | 14                 | 203,200           | 195,000        | -7.5%                                 | -            | -                  | 3            | 76,000             | -            | -                  |
| 114 | Carson                           | 22           | 5                         | 1                  | 3                                       | 50.0%        | -                  | -                              | -            | 24                 | 13                         | 85.7%        | 10                 | 171,100           | 159,000        | -52.3%                                | -            | -                  | 2            | 70,000             | -            | -                  |
| 115 | Home Valley                      | 3            | -                         | -                  | 1                                       | -            | -                  | -                              | -            | 1                  | 1                          | -            | -                  | -                 | -              | -                                     | -            | -                  | -            | -                  | -            |                    |
| 116 | Cook, Underwood, Mill A, Willard | 20           | 3                         | -                  | -                                       | -            | 1                  | 448,400                        | 422          | 18                 | 5                          | 150.0%       | 5                  | 507,200           | 448,400        | 13.8%                                 | -            | -                  | -            | -                  | -            |                    |
| 117 | Unincorporated North             | 23           | -                         | -                  | 1                                       | 0.0%         | 1                  | 62,500                         | 780          | 9                  | 7                          | -22.2%       | 7                  | 127,800           | 115,000        | 16.3%                                 | -            | -                  | 2            | 43,800             | -            | -                  |
|     | <b>Skamania Co. Total</b>        | <b>99</b>    | <b>14</b>                 | <b>5</b>           | <b>11</b>                               | <b>37.5%</b> | <b>6</b>           | <b>242,700</b>                 | <b>313</b>   | <b>101</b>         | <b>49</b>                  | <b>25.6%</b> | <b>41</b>          | <b>228,400</b>    | <b>178,500</b> | <b>-11.2%</b>                         | <b>-</b>     | <b>-</b>           | <b>9</b>     | <b>68,500</b>      | <b>-</b>     | <b>-</b>           |
| 351 | The Dalles                       | 162          | 29                        | 8                  | 20                                      | 11.1%        | 17                 | 166,700                        | 153          | 224                | 115                        | 1.8%         | 106                | 171,400           | 145,000        | 1.5%                                  | 1            | 130,000            | 4            | 30,800             | 4            | 125,500            |
| 352 | Dufur                            | 9            | 1                         | -                  | 1                                       | -            | -                  | -                              | -            | 10                 | 6                          | 50.0%        | 4                  | 158,800           | 120,000        | 11.8%                                 | -            | -                  | -            | -                  | -            |                    |
| 353 | Tygh Valley                      | 4            | 1                         | -                  | 1                                       | 0.0%         | -                  | -                              | -            | 5                  | 3                          | -25.0%       | 3                  | 119,000           | 148,000        | -21.4%                                | -            | -                  | -            | -                  | -            |                    |
| 354 | Wamic/ Pine Hollow               | 22           | 3                         | 1                  | 3                                       | -            | 1                  | 105,000                        | 414          | 24                 | 12                         | 200.0%       | 12                 | 126,500           | 109,500        | -25.4%                                | -            | -                  | 4            | 78,300             | -            | -                  |
| 355 | Maupin/ Pine Grove               | 16           | -                         | -                  | -                                       | -            | 1                  | 159,900                        | 65           | 13                 | 3                          | -25.0%       | 4                  | 136,200           | 132,500        | 20.8%                                 | 1            | 135,000            | 4            | 32,400             | -            | -                  |
| 356 | Rowena                           | -            | -                         | 1                  | -                                       | -100.0%      | -                  | -                              | -            | -                  | -                          | -100.0%      | -                  | -                 | -              | 62.4%                                 | -            | -                  | -            | -                  | -            |                    |
| 357 | Mosier                           | 18           | 4                         | -                  | 3                                       | 50.0%        | 1                  | 212,000                        | 377          | 25                 | 13                         | -13.3%       | 10                 | 233,300           | 218,500        | -32.6%                                | -            | -                  | 2            | 123,800            | -            | -                  |
|     | <b>Wasco Co. Total</b>           | <b>231</b>   | <b>38</b>                 | <b>10</b>          | <b>28</b>                               | <b>27.3%</b> | <b>20</b>          | <b>165,500</b>                 | <b>173</b>   | <b>301</b>         | <b>152</b>                 | <b>4.1%</b>  | <b>139</b>         | <b>169,500</b>    | <b>145,000</b> | <b>-7.4%</b>                          | <b>2</b>     | <b>132,500</b>     | <b>14</b>    | <b>58,100</b>      | <b>4</b>     | <b>125,500</b>     |
| 361 | Cascade Locks                    | 12           | 3                         | -                  | 1                                       | 0.0%         | -                  | -                              | -            | 13                 | 13                         | 44.4%        | 11                 | 114,000           | 104,500        | 3.8%                                  | -            | -                  | 1            | 32,600             | -            | -                  |
| 362 | Hood River City                  | 61           | 21                        | 5                  | 19                                      | 171.4%       | 17                 | 254,700                        | 205          | 126                | 93                         | 38.8%        | 79                 | 257,100           | 243,000        | -2.4%                                 | 2            | 47,500             | 7            | 106,100            | 2            | 242,000            |
| 363 | Hood River-W                     | 39           | 5                         | 4                  | 5                                       | 400.0%       | 5                  | 257,600                        | 109          | 57                 | 32                         | 60.0%        | 24                 | 339,200           | 307,000        | -16.9%                                | -            | -                  | 12           | 147,200            | -            | -                  |
| 364 | Hood River-E                     | 5            | 1                         | 2                  | 2                                       | 0.0%         | 1                  | 152,000                        | 20           | 11                 | 6                          | 50.0%        | 6                  | 432,800           | 447,500        | -43.2%                                | -            | -                  | 1            | 183,300            | -            | -                  |
| 366 | Odell                            | 12           | 2                         | 2                  | 3                                       | 50.0%        | -                  | -                              | -            | 18                 | 8                          | -20.0%       | 7                  | 232,400           | 188,000        | 40.5%                                 | -            | -                  | 1            | 45,000             | -            | -                  |
| 367 | Parkdale/ Mt. Hood               | 21           | 1                         | 1                  | 2                                       | -66.7%       | 2                  | 254,500                        | 100          | 27                 | 13                         | 30.0%        | 9                  | 242,000           | 260,000        | -13.0%                                | 1            | 52,500             | 3            | 96,000             | -            | -                  |
|     | <b>Hood River Co. Total</b>      | <b>150</b>   | <b>33</b>                 | <b>14</b>          | <b>32</b>                               | <b>68.4%</b> | <b>25</b>          | <b>251,200</b>                 | <b>170</b>   | <b>252</b>         | <b>165</b>                 | <b>37.5%</b> | <b>136</b>         | <b>265,500</b>    | <b>246,200</b> | <b>-6.6%</b>                          | <b>3</b>     | <b>49,200</b>      | <b>25</b>    | <b>122,300</b>     | <b>2</b>     | <b>242,000</b>     |
| 370 | Sherman Co.                      | 11           | 4                         | 1                  | -                                       | -            | -                  | -                              | -            | 13                 | 2                          | 0.0%         | 2                  | 44,100            | 80,000         | -16.0%                                | 1            | 93,000             | -            | -                  | -            | -                  |

### Active Residential Listings

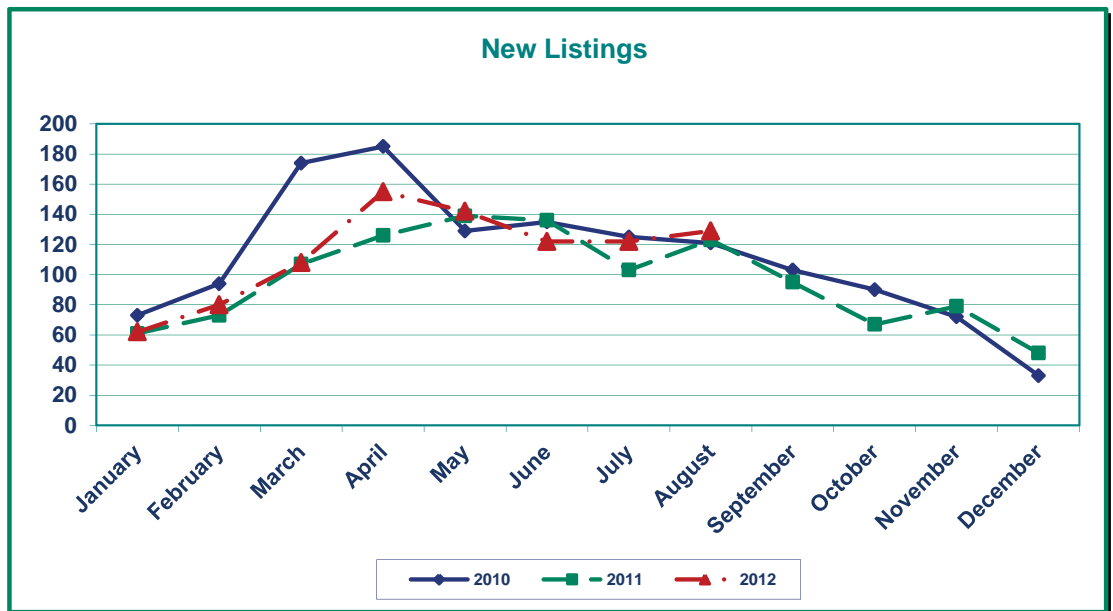


### ACTIVE RESIDENTIAL LISTINGS MID-COLUMBIA

*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 August 2012 with August 2011. The Year-To-Date section compares 2012 year-to-date statistics through August with 2011 year-to-date statistics through August.

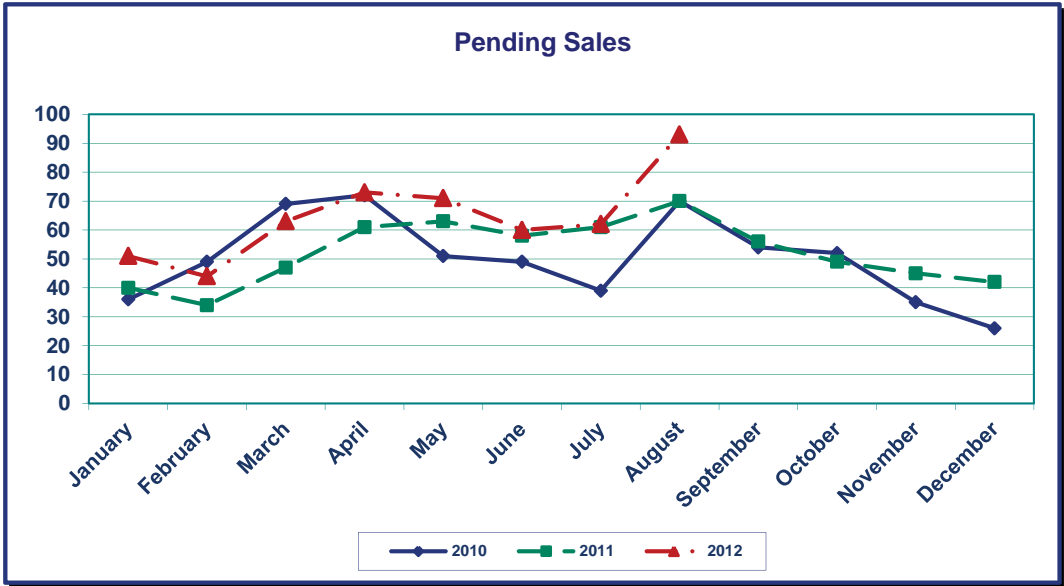
<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (9/1/11-8/31/12) with 12 months before (9/1/10-8/31/11).

<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

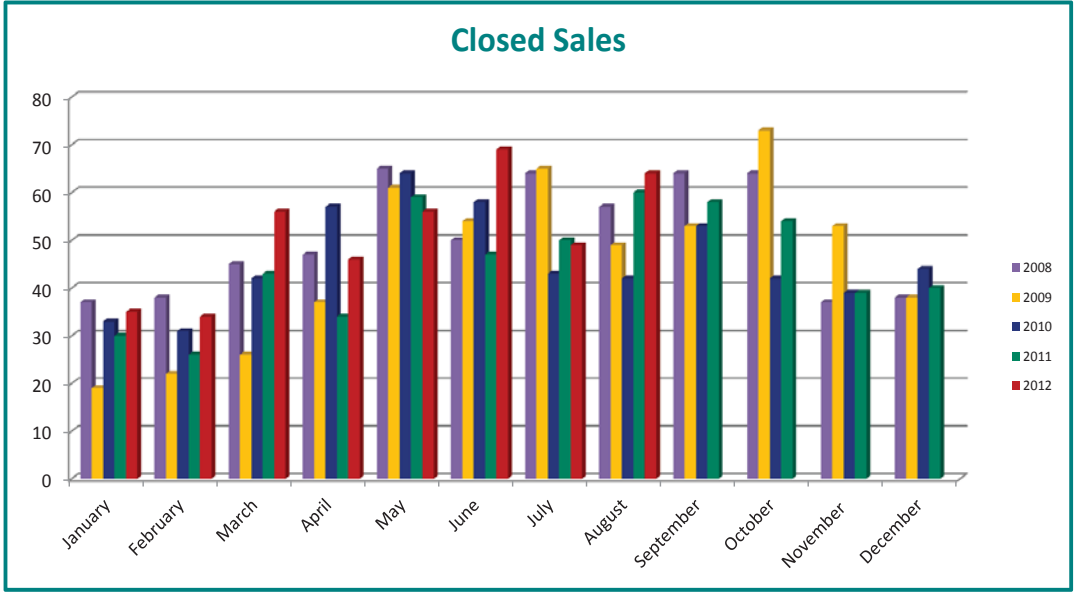
*This graph represents monthly accepted offers in Mid-Columbia over the past three calendar years.*



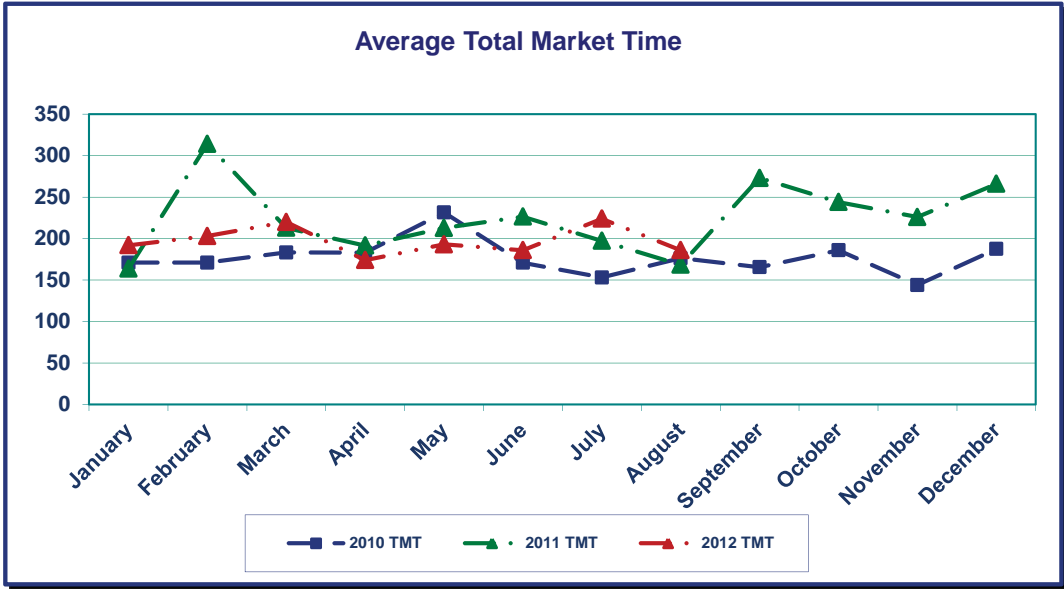
## CLOSED SALES

### MID-COLUMBIA

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



## Average Total 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.*



MULTIPLE LISTING SERVICE

Corporate  
8338 NE Alderwood Rd, Suite 230  
Portland, OR 97220  
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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  
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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

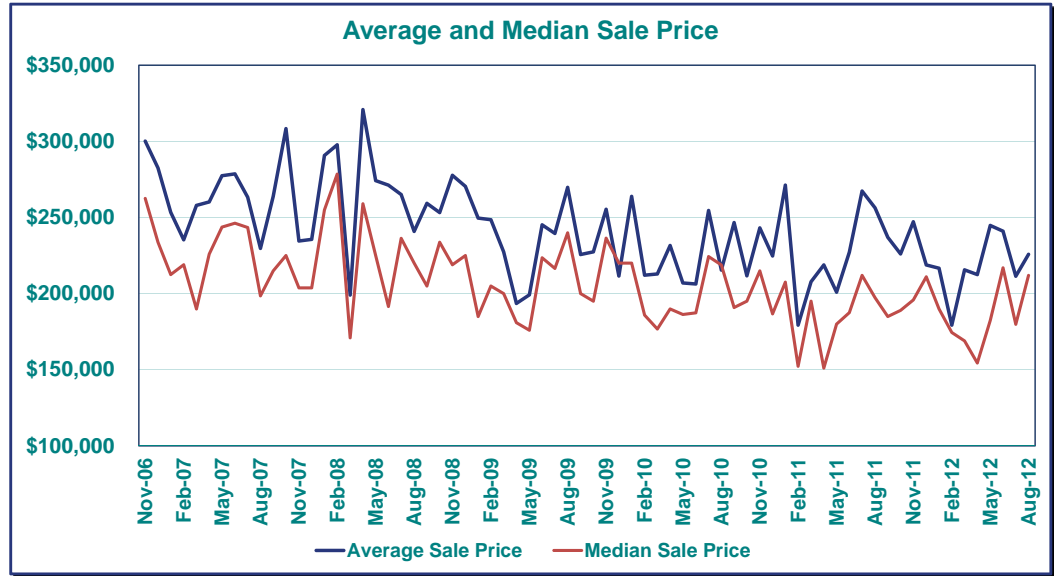
Mid-Columbia  
PO Box 1088  
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Eastern Oregon  
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Coos County  
1946 Sherman Ave., Suite 101  
North Bend, OR 97459  
(541) 751-1070  
Fax: (541) 751-1083

### SALE PRICE MID-COLUMBIA

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



**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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