

MARKET ACTION

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

Residential Review: North Coastal Counties, Oregon

August 2012 Reporting Period

August Residential Highlights

Improvement continued for the real estate market in the north coast counties of Oregon. Both pending and closed sales were higher than both the comparable month last year and the previous month.

For the second month in a row, pending sales reached a record for the highest number in a single month since RMLS™ began charting this statistic for the area in 2009. The 134 accepted offers topped the comparable month last year by 35.4% and July's 118 by 13.6%.

Closed sales jumped 36.1% compared to the same month last year (98 v. 72), and are also at topping the charts for a single month period.

Year-to-Date Trends

In the first eight months of 2012, there have been 1.0% more new listings, 27.4% more accepted offers and 20.9% more closed sales than there were in the same period of 2011. The average sales price of \$249,600 is 2.1% higher than the average price in the same period last year (\$244,500), while the 2012 year-to-date median sale price of \$200,000 is identical to the median last year.

Percent Change of 12-Month Sale Price Compared With The Previous 12 Months	
Average Sale Price % Change:	-2.2% (\$250,000 v. \$255,600)
Median Sale Price % Change:	0% (\$200,000 v. \$200,000)

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	23.7
April	21.5	24.7	18.2
May	33.5	32.0	20.2
June	22.2	23.0	17.9
July	30.2	24.8	19.3
August	29.7	25.1	18.1
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. This number includes proposed and under construction homes.

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	August	230	134	98	244,200	212,500	186
	July	269	118	91	247,100	182,500	236
	Year-to-date	1,884	768	648	249,600	200,000	226
2011	August	208	99	72	252,600	209,000	205
	Year-to-date	1,866	603	536	244,500	200,000	179
Change	August	10.6%	35.4%	36.1%	-3.3%	1.7%	-9.4%
	Prev Mo 2012	-14.5%	13.6%	7.7%	-1.2%	16.4%	-21.2%
	Year-to-date	1.0%	27.4%	20.9%	2.1%	0.0%	26.5%

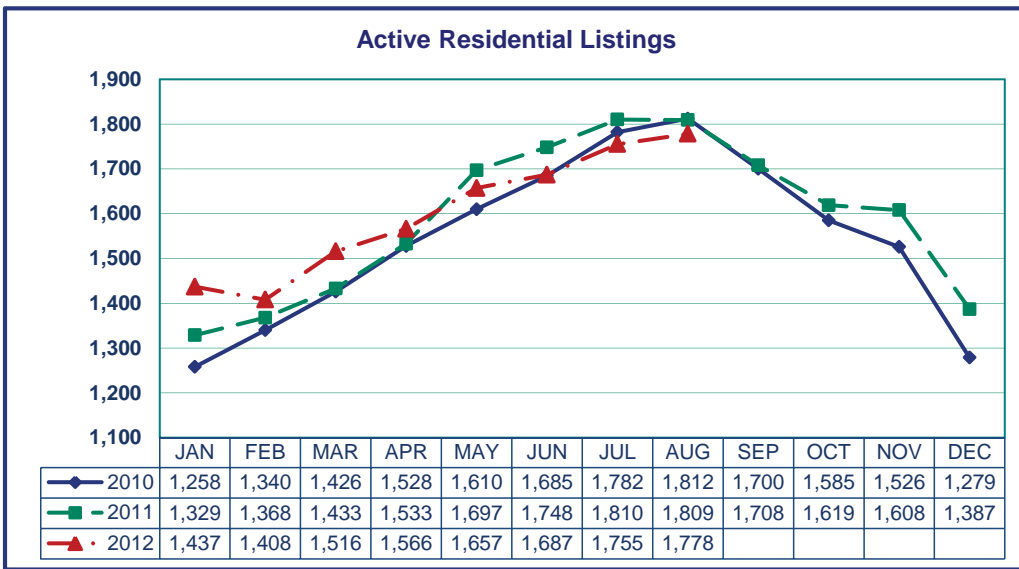
AREA REPORT • 8/2012

North Coastal Counties, Oregon

By Area		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 ¹	Closed Sales	Average Sale Price	Total Market Time ³	New Listings	Pending Sales 2012	Pending Sales 2012 v. 2011 ¹	Closed Sales	Average Sale Price	Median Sale Price	Avg. Sale Price % Change ²	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price
180	Astoria	135	23	12	17	21.4%	13	151,600	215	194	93	14.8%	76	184,600	167,000	-12.8%	-	-	9	60,400	2	130,000
181	Hammond/Warrenton	77	15	9	12	0.0%	8	146,100	122	127	67	31.4%	57	173,400	153,000	-6.9%	-	-	5	99,300	2	263,000
182	Gearhart West	71	6	6	9	-	2	417,500	26	75	31	181.8%	26	359,600	311,300	-5.5%	-	-	3	153,800	-	-
183	Gearhart East	9	0	1	-	-100.0%	0	-	-	11	7	0.0%	8	249,300	236,300	-30.6%	-	-	1	75,000	-	-
184	Seaside Northwest	30	7	1	-	-	0	-	-	24	5	-16.7%	2	252,000	252,000	27.6%	-	-	-	-	-	-
185	Seaside North Central	17	1	6	2	-33.3%	2	195,000	349	29	14	40.0%	15	167,900	175,000	10.6%	-	-	-	-	-	-
186	Seaside Southwest	84	9	4	5	66.7%	4	300,600	166	59	27	50.0%	23	230,400	225,200	-23.6%	-	-	-	-	4	256,300
187	Seaside South Central	5	3	-	2	100.0%	0	-	-	7	5	25.0%	4	112,600	132,500	-22.8%	1	112,000	-	-	1	102,400
188	Seaside East	46	7	2	2	0.0%	1	55,000	13	48	24	50.0%	23	185,800	135,000	-21.2%	-	-	1	53,500	-	-
189	Cannon Beach/Tolovana Park	116	5	2	4	-60.0%	6	303,600	264	101	41	24.2%	37	567,200	375,000	-0.9%	-	-	5	146,000	-	-
190	Arch Cape/Cove Beach/Falcon Cove	22	0	2	2	-	1	172,000	64	18	6	200.0%	3	815,700	1,075,000	70.8%	-	-	2	382,500	-	-
191	Rural Clatsop County	41	0	2	1	0.0%	1	172,500	40	43	10	-9.1%	10	175,800	166,300	10.3%	1	135,000	5	97,700	-	-
	Clatsop County Grand Total	653	76	47	56	19.1%	38	205,000	181	736	330	32.0%	284	258,800	198,700	-6.0%	2	123,500	31	116,600	9	212,600

By Zip Code		Active Listings	New Listings	Expired/Cancelled Listings	Pending Sales 2012	Pending Sales 2012 v. 2011 ¹	Closed Sales	Average Sale Price	Total Market Time ³	New Listings	Pending Sales 2012	Pending Sales 2012 v. 2011 ¹	Closed Sales	Average Sale Price	Median Sale Price	Avg. Sale Price % Change ²	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price
37102	Arch Cape	2	-	-	-	-100.0%	-	-	-	1	-	-100.0%	-	-	-	-	-	-	-	-	-	-
37130	Manzanita	68	22	9	11	450.0%	8	416,400	154	85	41	95.2%	37	427,800	365,000	5.4%	1	399,000	7	169,500	-	-
37131	Nehalem	41	3	4	4	100.0%	2	607,500	390	41	20	66.7%	17	272,800	228,000	3.4%	1	105,000	3	67,000	-	-
37147	Wheeler	10	0	-	2	-	1	143,500	728	11	8	166.7%	6	199,800	195,000	-2.6%	-	-	1	40,000	-	-
37136	Rockaway Beach	148	27	17	11	175.0%	7	129,500	110	151	53	47.2%	45	174,800	137,000	-17.3%	-	-	4	44,300	-	-
37107	Bay City	28	9	2	1	0.0%	1	42,000	46	36	13	-7.1%	11	186,200	165,000	10.2%	-	-	3	46,700	-	-
37118	Garibaldi	24	2	1	-	-100.0%	1	52,900	10	28	6	50.0%	7	196,100	130,000	62.7%	1	20,000	-	-	-	-
37143	Netarts	20	4	1	2	100.0%	1	210,000	230	25	13	1200.0%	9	159,500	189,900	20.3%	-	-	1	69,000	-	-
37141	Tillamook	107	14	8	9	350.0%	6	186,700	137	131	52	18.2%	41	174,900	154,900	21.1%	2	550,000	7	67,000	1	180,000
37134	Oceanside	42	5	2	2	-	1	535,000	203	35	9	-30.8%	7	326,400	275,000	11.0%	1	1,179,000	4	341,600	-	-
37108	Beaver	3	1	2	-	-100.0%	-	-	-	4	1	-50.0%	2	252,500	252,500	-2.6%	-	-	-	-	-	-
37122	Hebo	3	1	2	-	-	-	-	-	7	1	0.0%	-	-	-	-36.8%	-	-	-	-	-	-
37112	Cloverdale	27	2	-	2	100.0%	1	95,000	142	27	9	125.0%	5	110,000	110,100	22.1%	-	-	1	20,000	-	-
37135	Pacific City	61	6	3	-	-100.0%	4	325,500	80	60	17	70.0%	18	240,100	225,000	-27.1%	-	-	5	73,500	-	-
37149	Neskowin	34	3	1	4	-	1	425,000	392	37	10	11.1%	7	346,000	315,000	19.9%	-	-	3	110,000	-	-
	Tillamook County Grand Total	618	99	52	48	152.6%	34	275,800	167	679	253	43.8%	212	243,600	193,600	1.9%	6	467,200	39	112,000	1	180,000

By Zip Code	RESIDENTIAL														COMMERCIAL		LAND		MULTIFAMILY		
	Current Month							Year-To-Date							AVG. Sale Price % Change ²	Year-To-Date		Year-To-Date		Year-To-Date	
	Active Listings	New Listings	Expired/Canceled Listings	Pending Sales 2012	Pending Sales 2012 v. 2011 ¹	Closed Sales	Average Sale Price	Total Market Time ³	New Listings	Pending Sales 2012	Pending Sales 2012 v. 2011 ¹	Closed Sales	Average Sale Price	Median Sale Price		Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price
97367 Lincoln City	198	20	24	13	0.0%	17	275,600	261	193	87	6.1%	72	226,700	190,600	-3.8%	3	1,428,000	8	101,600	2	144,000
97364 Neotsu	2	-	-	1	0.0%	-	-	-	4	3	0.0%	3	140,700	132,000	-36.7%	-	-	-	-	-	-
97368 Otis	25	3	3	-	-100.0%	-	-	-	17	1	-90.0%	2	124,000	124,000	42.2%	-	-	1	180,000	-	-
97341 Depoe Bay	71	7	6	4	0.0%	5	290,700	109	51	26	136.4%	21	244,900	215,000	-2.2%	2	85,000	1	130,000	-	-
97388 Glededen Beach	60	13	2	6	200.0%	2	228,300	78	51	29	107.1%	23	347,800	285,500	-3.4%	-	-	2	205,000	-	-
97369 Otter Rock	8	1	2	-	-	1	122,500	457	11	3	0.0%	3	79,800	60,000	-78.7%	-	-	1	19,900	-	-
97365 Newport	50	3	5	4	-33.3%	-	-	-	56	19	0.0%	14	248,200	219,800	9.5%	-	-	-	-	-	-
97366 South Beach	19	1	1	-	-	-	-	-	14	4	100.0%	4	201,300	202,500	9.1%	-	-	-	-	-	-
97343 Eddyville	2	-	-	-	-	-	-	-	1	-	-100.0%	-	-	-	-76.1%	-	-	-	-	-	-
97357 Logsdan	3	-	-	-	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-
97391 Toledo	7	1	-	2	0.0%	1	50,000	71	12	7	0.0%	6	163,200	121,500	3.1%	-	-	-	-	-	-
97380 Siletz	10	3	-	-	-	-	-	-	7	-	-100.0%	-	-	-	-	-	-	-	-	-	-
97390 Tidewater	1	-	1	-	-	-	-	-	1	-	-100.0%	-	-	-	-	-	-	-	-	-	-
97488 Yachats	15	1	-	-	-	-	-	-	14	2	-71.4%	1	265,200	265,200	22.8%	-	-	-	-	-	-
97394 Waldport	28	2	1	-	-100.0%	-	-	-	28	3	-75.0%	1	345,000	345,000	36.8%	-	-	-	-	-	-
97376 Seal Rock	8	-	-	-	-100.0%	-	-	-	8	1	-50.0%	2	172,500	172,500	-44.5%	-	-	1	70,000	-	-
Lincoln County Grand Total	507	55	45	30	-9.1%	26	260,300	218	469	185	4.5%	152	240,700	205,000	-0.6%	5	890,800	14	115,900	2	144,000
North Coastal Counties Grand Total	1,778	230	144	134	35.4%	98	244,200	186	1,884	768	27.4%	648	249,600	200,000	-2.2%	13	577,200	84	114,300	12	198,500



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.

¹ 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.

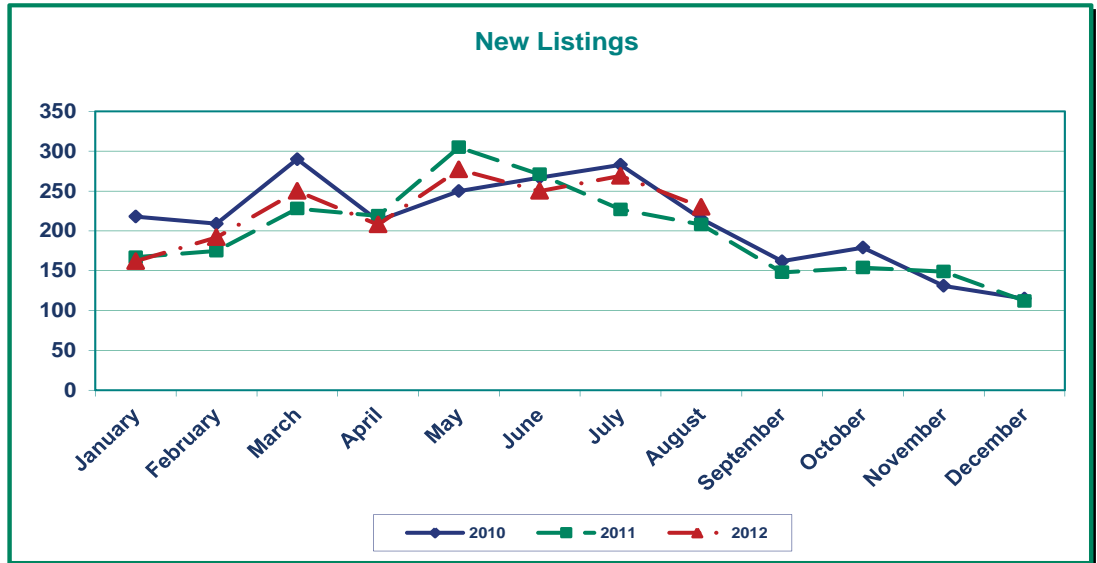
² % Change is based on a comparison of the rolling average sale price for the last 12 months (9/1/11-8/31/12) with 12 months before (9/1/10-8/31/11).

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.

NEW LISTINGS

NORTH COASTAL COUNTIES, OR

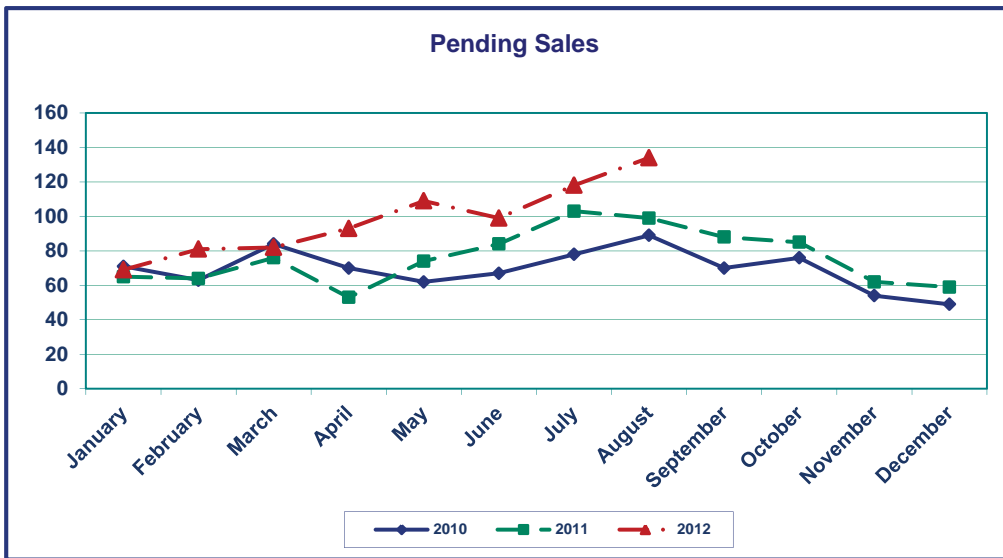
This graph shows the new residential listings over the past three calendar years in the North Coastal Counties of Oregon.



PENDING LISTINGS

NORTH COASTAL COUNTIES, OR

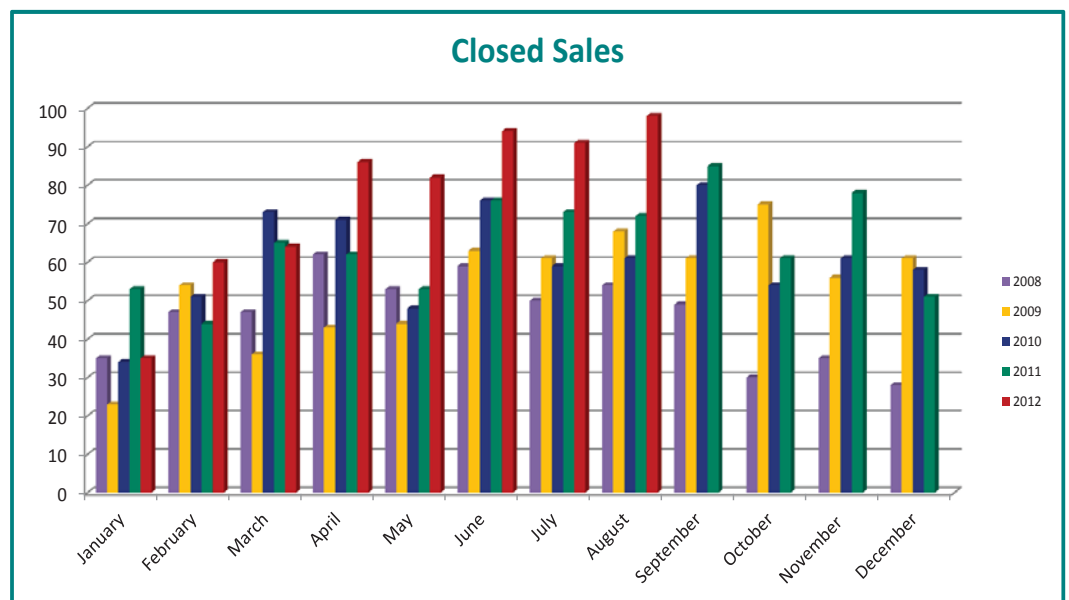
This graph represents monthly accepted offers in the North Coastal Counties of Oregon over the past three calendar years.



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.



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Fax: (503) 230-0689

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Fax: (360) 696-9342

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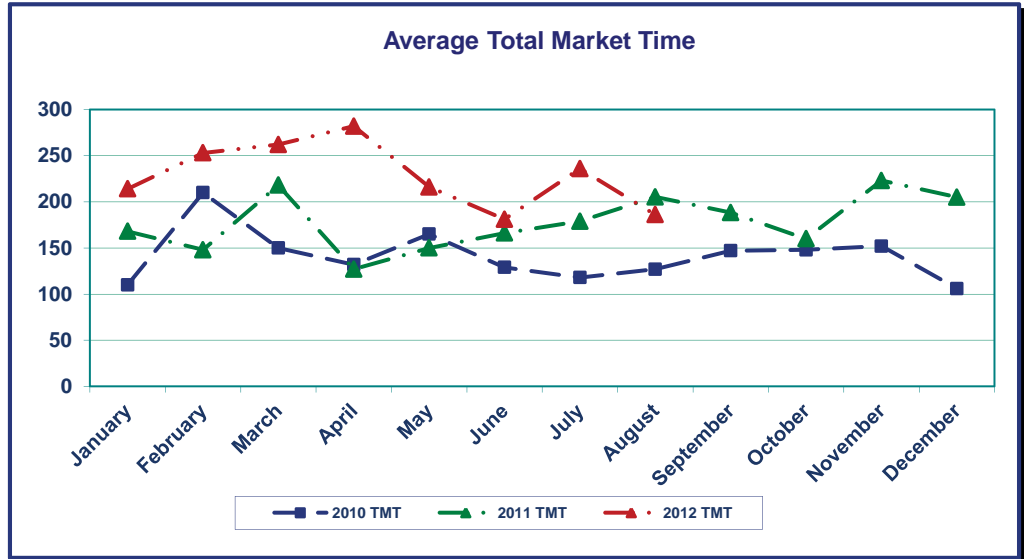
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DAYS ON MARKET

NORTH COASTAL COUNTIES, OR

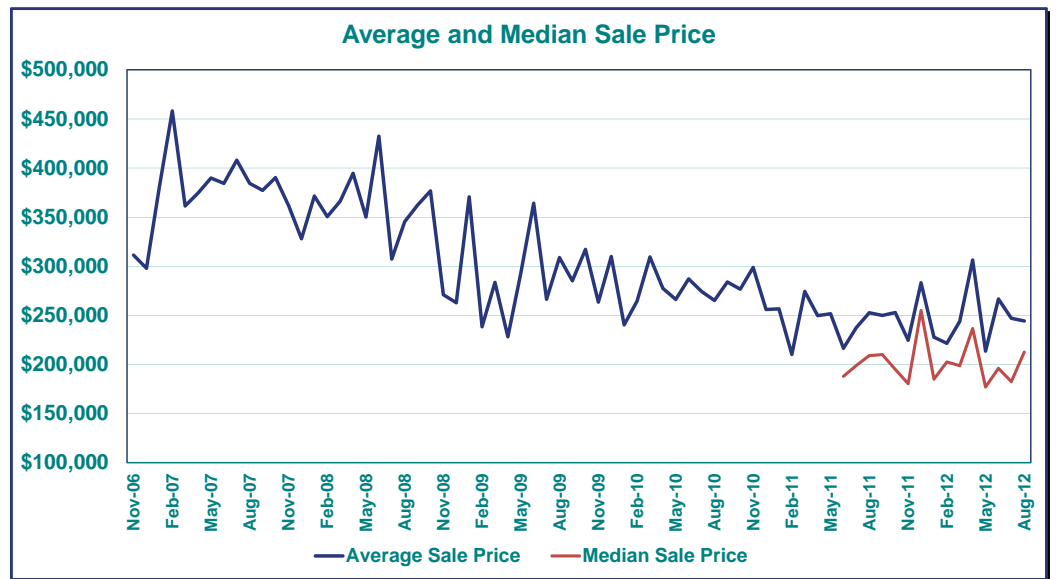
This graph shows the average market time for sales in the North Coastal Counties of Oregon over the past three calendar years.



SALE PRICE

NORTH COASTAL COUNTIES, OR

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



Steve Lucas, Chairman of the Board
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