

MARKET ACTION



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

Residential Review: Southwest Washington

November 2011 Reporting Period

November Residential Highlights

Sale prices in Clark County continued to decline when comparing monthly average and median sale prices from November 2010 to November 2011, but sales activity showed improvement.

Comparing November 2011 to the same month last year shows closed sales increased by 17.2% and pending sales went up 21.6%. The number of new residential listings declined 10.9% in the same comparison.

Comparing October 2011 to November, closed sales dropped from 399 to 348 (-12.8%), pending sales went down 11.4% (508 v. 450) and new listings also declined from 633 to 529 (16.4%) Inventory rose slightly to about 8 months.

Sale Prices

A comparison of November 2011 with November 2010 shows the average sale price fell 7.2%. The median sale price dropped 6.6%.

Comparing the previous month of October 2011 to November 2011 shows a rise in both the average and median sale price by 8.2% (\$196,400 to \$212,400) and 5.0%, (\$177,900 to \$186,800) respectively.

Year-to-Date

The period of January-November 2011 showed increased activity compared to the same period in 2010. Closed sales rose 3.8% (4,462 v. 4,631). Pending sales also went up 8.7% (4,704 v. 5,112). New listings fell from 9,200 to 8,208 (-10.8%).

The average sale price dropped from \$236,500 to \$212,500 or 10.1% comparing the first 11 months of 2010 to the same period in 2011. The median sale price declined by a similar percentage of 10.6% (\$209,000 to \$186,800.)

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*			
	2009	2010	2011
January	21.0	12.4	11.7
February	18.6	11.6	12.1
March	11.7	7.7	8.3
April	11.9	6.6	7.8
May	11.1	6.6	7.9
June	7.9	6.8	6.8
July	7.3	12.0	7.3
August	8.0	11.9	6.5
September	7.6	10.4	6.8
October	6.4	11.1	7.2
November	7.3	11.7	8.0
December	7.6	9.1	

*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:
-10.2% (\$213,300 v. \$237,500)
Median Sale Price % Change:
-10.5% (\$188,000 v. \$210,000)

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

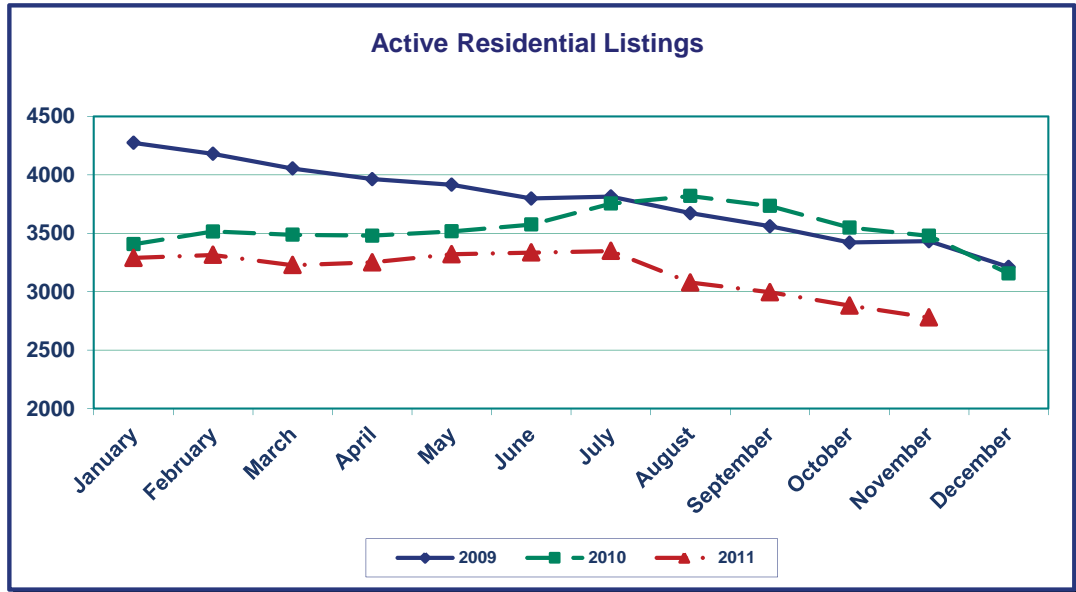
Clark County Residential Highlights		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time
2011	November	529	450	348	212,400	186,800	170
	Year-to-date	8,208	5,112	4,631	212,500	186,800	145
2010	November	594	370	297	228,900	200,000	147
	Year-to-date	9,200	4,704	4,462	236,500	209,000	135
Change	November	-10.9%	21.6%	17.2%	-7.2%	-6.6%	15.7%
	Year-to-date	-10.8%	8.7%	3.8%	-10.1%	-10.6%	6.7%

*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 • 11/2011

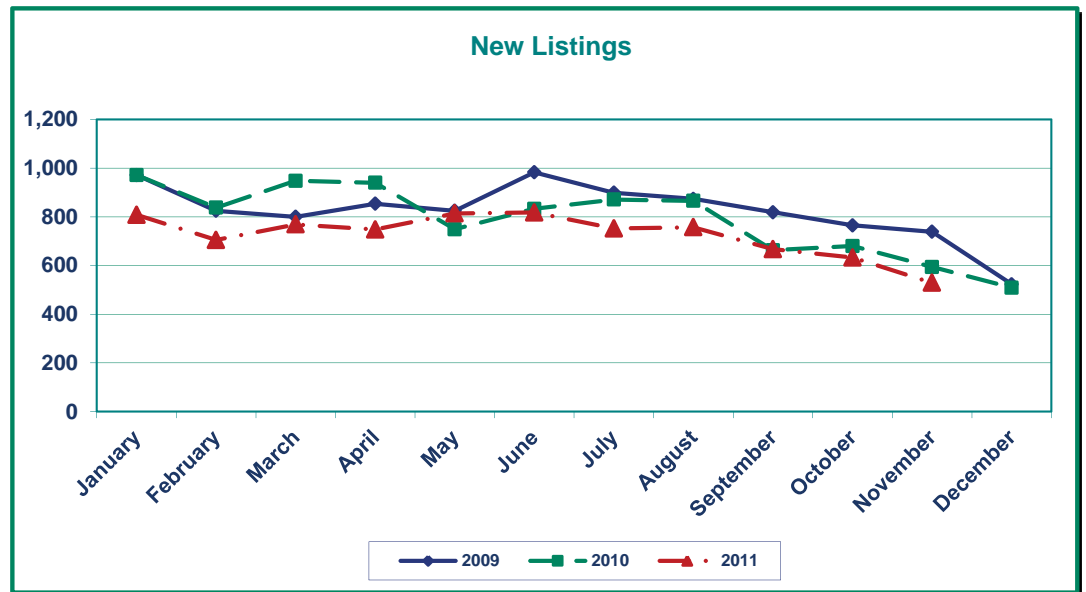
SW Washington

	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/Cancelled Listings	Pending Sales 2011	Pending Sales 2011 v. 2010 ¹	Closed Sales	Average Sale Price	Total Market Time ³	New Listings	Pending Sales 2011	Pending Sales 2011 v. 2010	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	77	21	8	13	160.0%	16	126,600	67	222	131	17.0%	122	149,600	127,900	119	-15.5%	3	171,700	2	19,500	5	121,900
12	NW Heights	74	21	3	13	18.2%	10	96,300	121	219	156	23.8%	152	105,300	99,000	138	-17.3%	-	-	-	-	17	115,800
13	SW Heights	59	6	6	4	-50.0%	14	358,800	379	145	99	50.0%	91	315,400	185,000	204	44.2%	2	166,800	1	285,000	4	346,500
14	Lincoln/Hazel Dell	33	9	9	10	150.0%	7	156,300	219	138	95	50.8%	90	169,900	170,000	130	-12.7%	-	-	5	51,200	2	230,400
15	E Hazel Dell	117	19	9	28	115.4%	20	171,100	166	399	265	7.3%	240	159,500	156,300	134	-7.9%	1	239,200	5	67,800	3	131,700
20	NE Heights	74	15	4	17	142.9%	13	157,500	125	249	166	32.8%	150	149,300	141,500	142	-19.3%	-	-	4	43,800	3	150,200
21	Orchards	144	43	12	30	100.0%	21	159,400	103	464	292	8.1%	249	154,100	150,000	126	-11.5%	1	315,000	18	161,900	4	667,100
22	Evergreen	179	40	14	50	38.9%	29	134,600	133	652	473	7.3%	415	158,700	149,000	126	-11.5%	1	295,000	7	69,300	3	204,700
23	E Heights	58	11	6	9	12.5%	12	156,000	114	192	121	49.4%	113	195,600	152,500	108	-11.6%	1	619,000	3	263,300	3	196,700
24	Cascade Park	84	10	8	8	-20.0%	12	205,100	345	257	167	7.7%	163	229,400	215,000	156	-17.2%	1	115,000	1	15,000	4	197,800
25	Five Corners	61	18	6	26	62.5%	14	152,200	53	255	205	15.8%	185	155,000	145,000	120	-9.5%	-	-	2	163,500	1	85,000
26	E Orchards	68	14	8	13	0.0%	9	226,800	183	243	166	6.4%	140	209,100	193,500	136	-8.7%	-	-	1	168,000	1	212,000
27	Fisher's Landing	55	12	8	23	-8.0%	14	252,100	161	291	232	10.5%	210	225,300	216,500	144	-8.4%	-	-	3	273,300	2	193,400
31	SE County	41	5	3	4	33.3%	3	232,000	179	93	46	24.3%	41	290,900	260,000	229	-16.7%	-	-	6	126,700	-	-
32	Camas City	202	42	23	26	-18.8%	26	261,900	257	633	365	1.3%	359	311,100	282,200	155	-8.8%	1	275,000	50	88,600	2	112,500
33	Washougal	243	43	23	22	10.0%	17	219,500	220	569	281	0.7%	257	229,500	220,000	161	-12.8%	2	260,000	65	76,700	7	155,900
41	N Hazel Dell	106	21	19	15	-6.3%	16	186,200	165	334	209	17.4%	197	210,800	200,000	143	-16.0%	-	-	7	77,900	1	260,000
42	S Salmon Creek	122	23	6	12	-7.7%	10	226,200	130	308	192	-10.3%	174	190,700	185,800	148	-10.3%	-	-	11	114,100	2	305,500
43	N Felida	116	20	17	22	-8.3%	13	251,600	173	368	226	-2.6%	211	241,600	224,500	162	-7.6%	-	-	6	96,000	-	-
44	N Salmon Creek	127	21	11	16	-11.1%	19	266,500	121	333	190	1.6%	172	253,100	236,500	161	-2.7%	1	150,000	19	72,600	-	-
50	Ridgefield	96	19	15	8	-11.1%	3	232,300	94	230	124	-3.9%	116	254,900	232,000	136	-4.4%	2	308,800	5	127,200	2	230,000
51	W of I-5 County	26	3	2	3	-	-	-	-	45	27	-12.9%	27	328,500	312,800	206	-27.8%	-	-	6	184,200	-	-
52	NW E of I-5 County	55	8	4	7	75.0%	13	412,300	342	131	59	25.5%	50	321,200	260,000	257	-9.8%	-	-	7	188,900	-	-
61	Battleground	182	32	23	25	4.2%	16	236,300	116	527	321	4.6%	291	207,600	189,900	135	-11.4%	1	150,000	10	119,300	-	-
62	Brush Prairie	204	30	26	21	10.5%	12	273,900	109	499	255	0.8%	230	274,000	260,000	141	-9.1%	-	-	24	144,900	-	-
63	East County	3	1	1	1	-	-	-	-	8	3	0.0%	2	203,000	203,000	27	8.6%	-	-	1	55,000	-	-
64	Central County	43	3	2	8	700.0%	1	225,000	217	81	36	80.0%	26	307,400	302,500	176	-9.5%	-	-	2	142,800	-	-
65	Mid-Central County	28	1	4	2	-33.3%	1	570,000	510	72	41	57.7%	36	296,000	286,400	170	1.8%	-	-	7	135,900	-	-
66	Yacolt	35	3	3	4	0.0%	3	220,800	136	85	42	2.4%	35	201,600	182,500	163	-13.6%	-	-	5	129,600	-	-
70	La Center	29	7	4	7	-12.5%	2	128,100	78	82	53	-20.9%	49	239,100	240,000	160	-6.4%	1	50,000	-	-	-	-
71	N Central	21	5	1	3	-	1	285,000	12	50	27	22.7%	22	269,900	253,500	169	22.5%	-	-	3	124,000	-	-
72	NE Corner	17	3	3	-	-100.0%	1	135,000	156	34	17	41.7%	16	168,400	150,500	88	-13.3%	-	-	1	120,000	-	-
	Grand Total	2,779	529	291	450	21.6%	348	212,400	170	8,208	5,112	8.7%	4,631	212,500	186,800	145	-10.2%	18	233,000	267	107,200	66	202,200
80	Woodland City	33	15	2	5	25.0%	3	109,500	87	91	66	11.9%	60	159,000	149,500	176	-25.7%	1	625,000	2	217,500	-	-
81	Woodland Area	61	12	6	9	800.0%	3	339,500	140	111	43	0.0%	35	257,400	205,500	193	-5.7%	-	-	11	90,900	-	-
82	Cowlitz County	220	33	50	28	3.7%	19	169,100	108	518	273	-9.3%	237	168,100	150,000	125	-0.5%	1	200,000	28	65,900	7	112,300
	Grand Total	314	60	58	42	31.3%	25	182,400	110	720	382	-5.2%	332	175,900	156,300	141	-5.5%	2	412,500	41	80,000	7	112,300
87	Pacific County	143	9	16	9	350.0%	7	132,500	308	199	77	5.5%	67	162,100	142,500	212	1.3%	-	-	27	51,900	1	140,000



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.

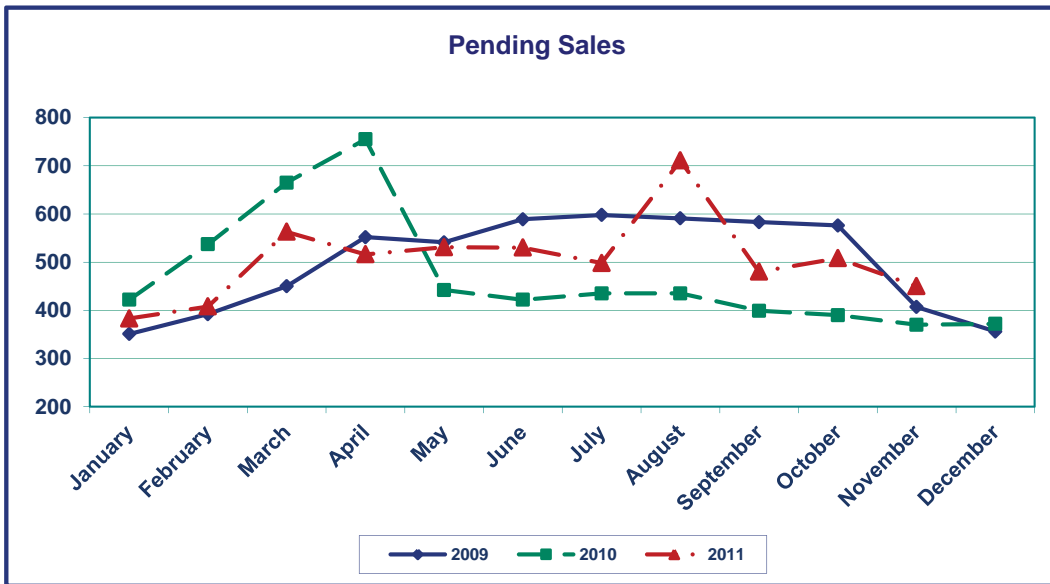


¹ Percent change in number of pending sales this year compared to last year. The Current Month section compares November 2011 with November 2010. The Year-To-Date section compares year-to-date statistics from November 2011 with year-to-date statistics from November 2010.
² % Change is based on a comparison of the rolling average sale price for the last 12 months (12/1/10-11/30/11) with 12 months before (12/1/09-11/30/10).
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.

PENDING LISTINGS

CLARK COUNTY, WA

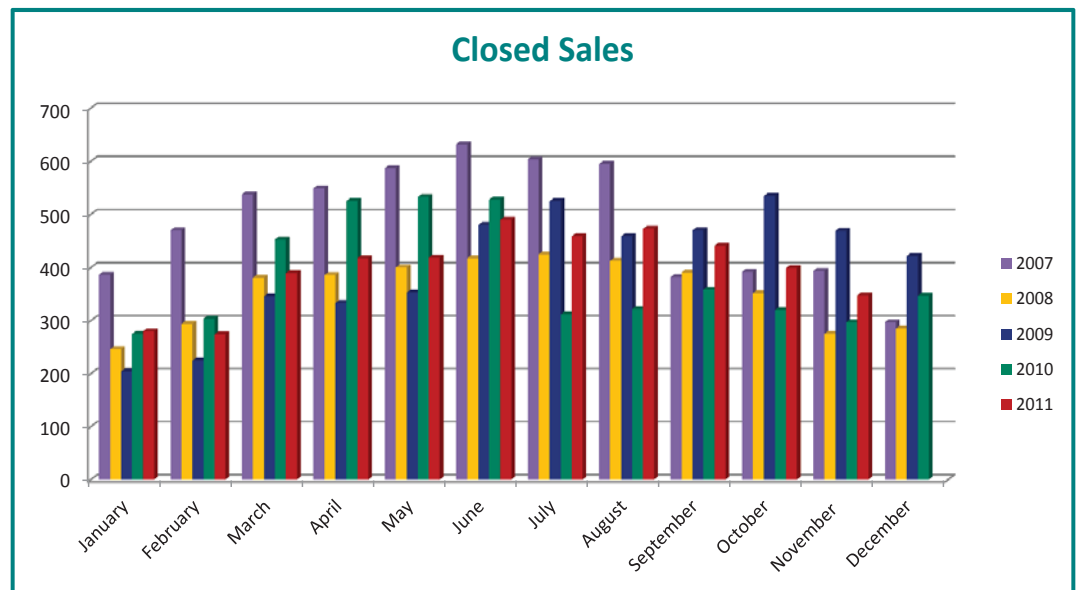
This graph represents monthly accepted offers in Clark County, Washington over the past three calendar years.



CLOSED SALES

CLARK COUNTY, WA

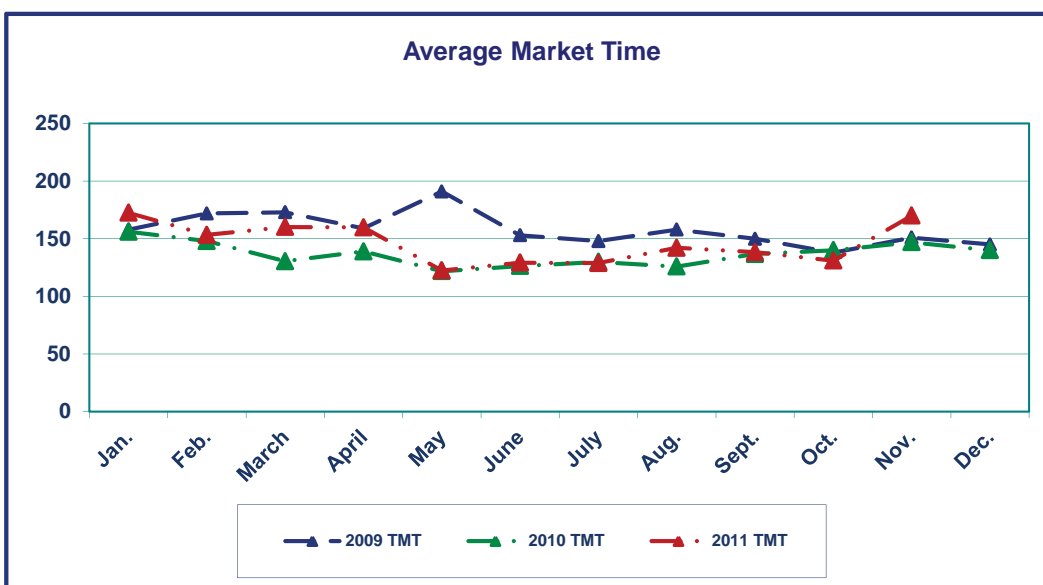
This graph shows the closed sales over the past five calendar years in Clark County, Washington.



DAYS ON MARKET

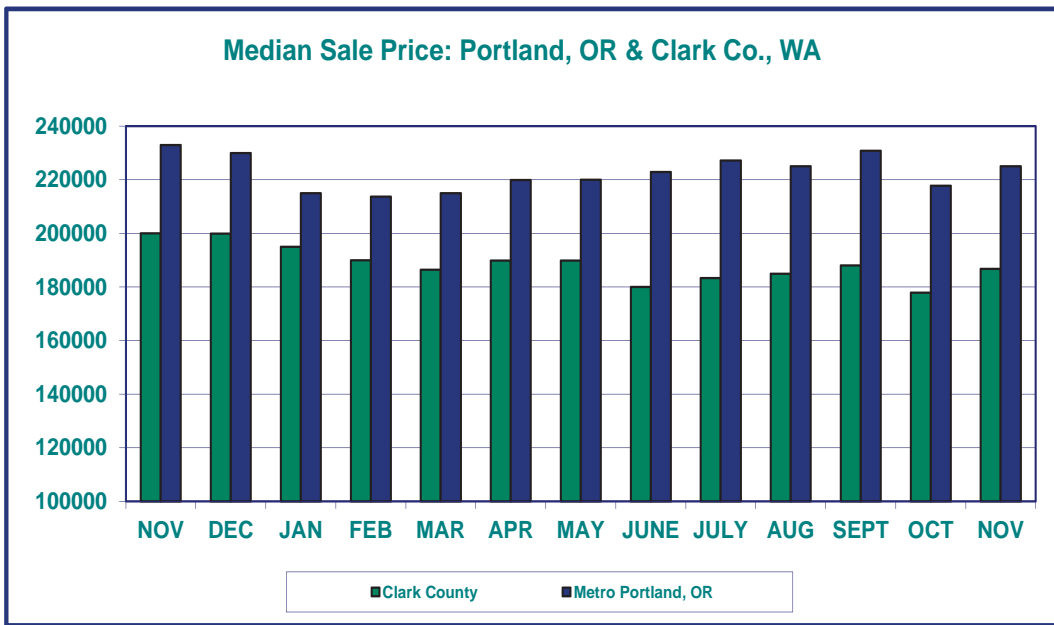
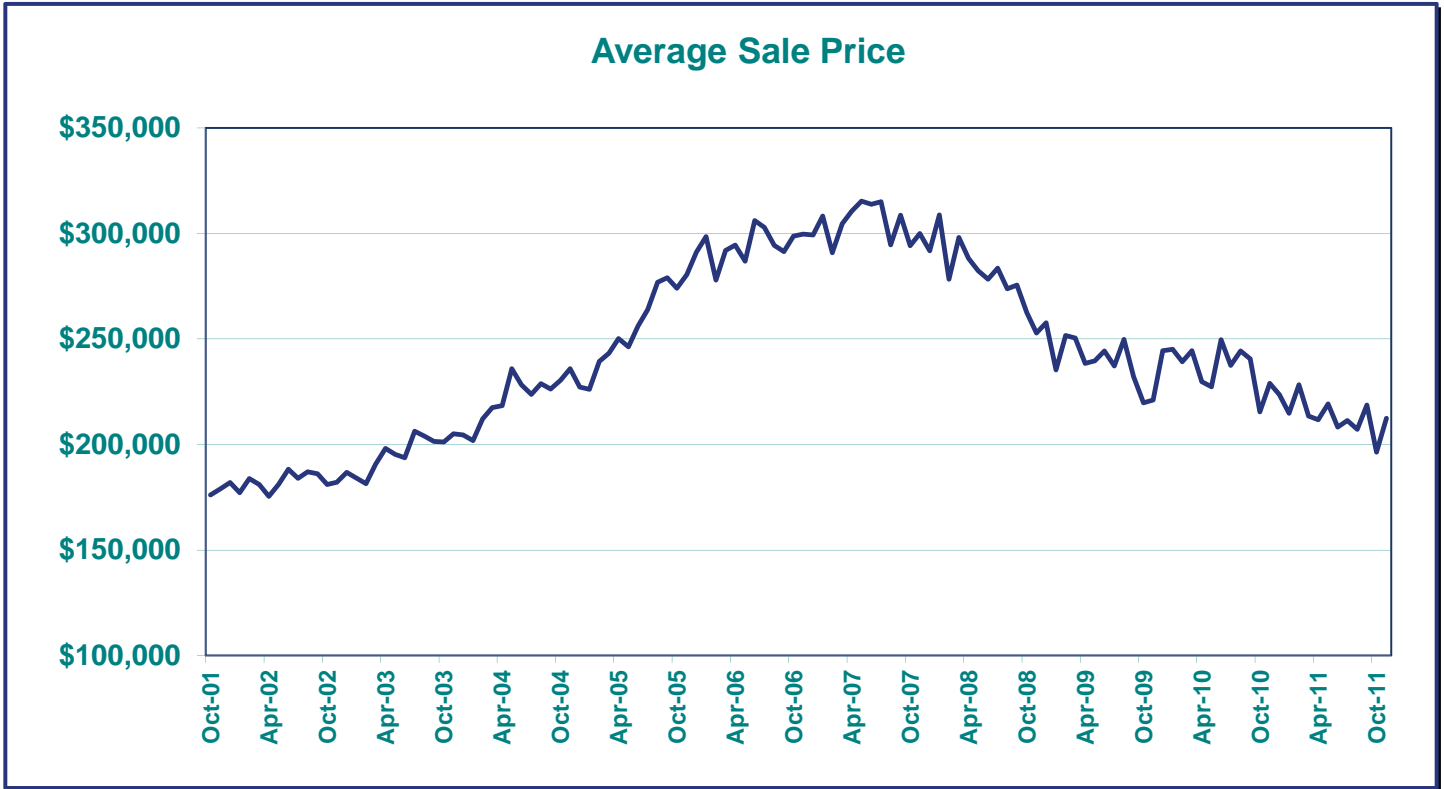
CLARK COUNTY, WA

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

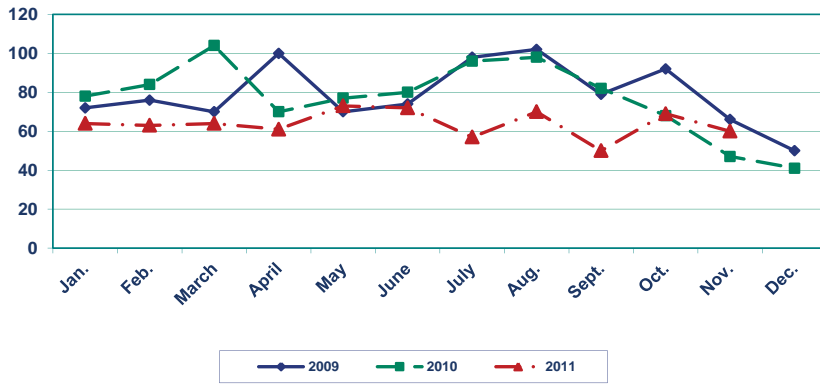
This graph represents the average sale price for all homes sold in Clark County, Washington



MEDIAN SALE PRICE
CLARK COUNTY, WA

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

New Listings



NEW LISTINGS

COWLITZ COUNTY, WA

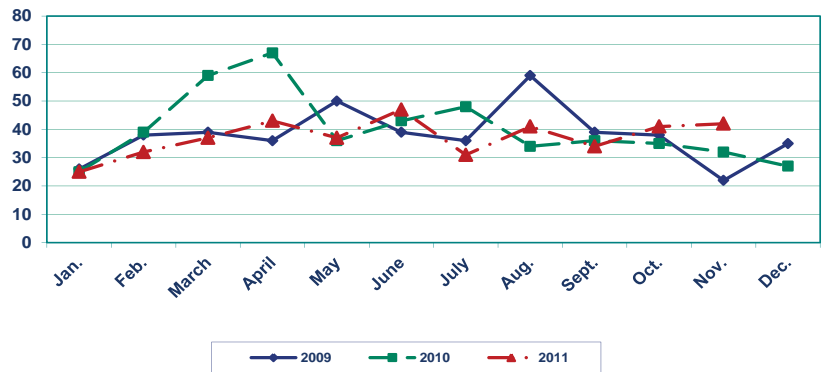
This graph represents new listings in Cowlitz County, Washington over the past three calendar years.

PENDING LISTINGS

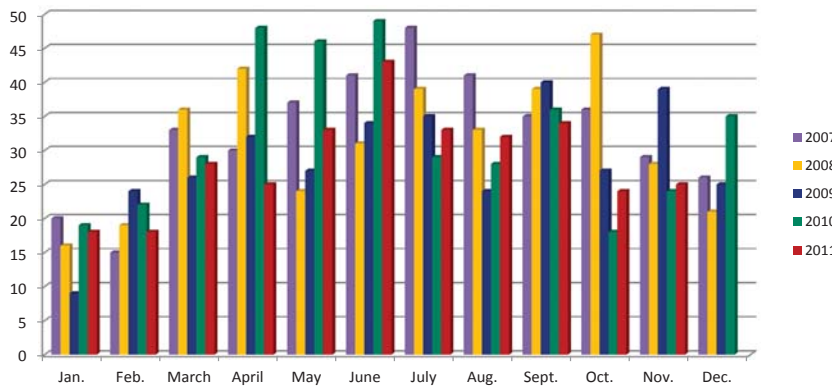
COWLITZ COUNTY, WA

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

Pending Sales



Closed Sales



CLOSED SALES

COWLITZ COUNTY, WA

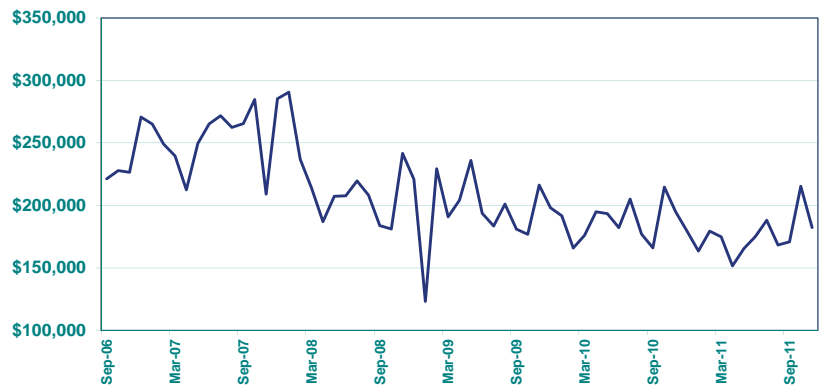
This graph shows the closed sales over the past five calendar years in Cowlitz County, Washington.

AVERAGE SALE PRICE

COWLITZ COUNTY, WA

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

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

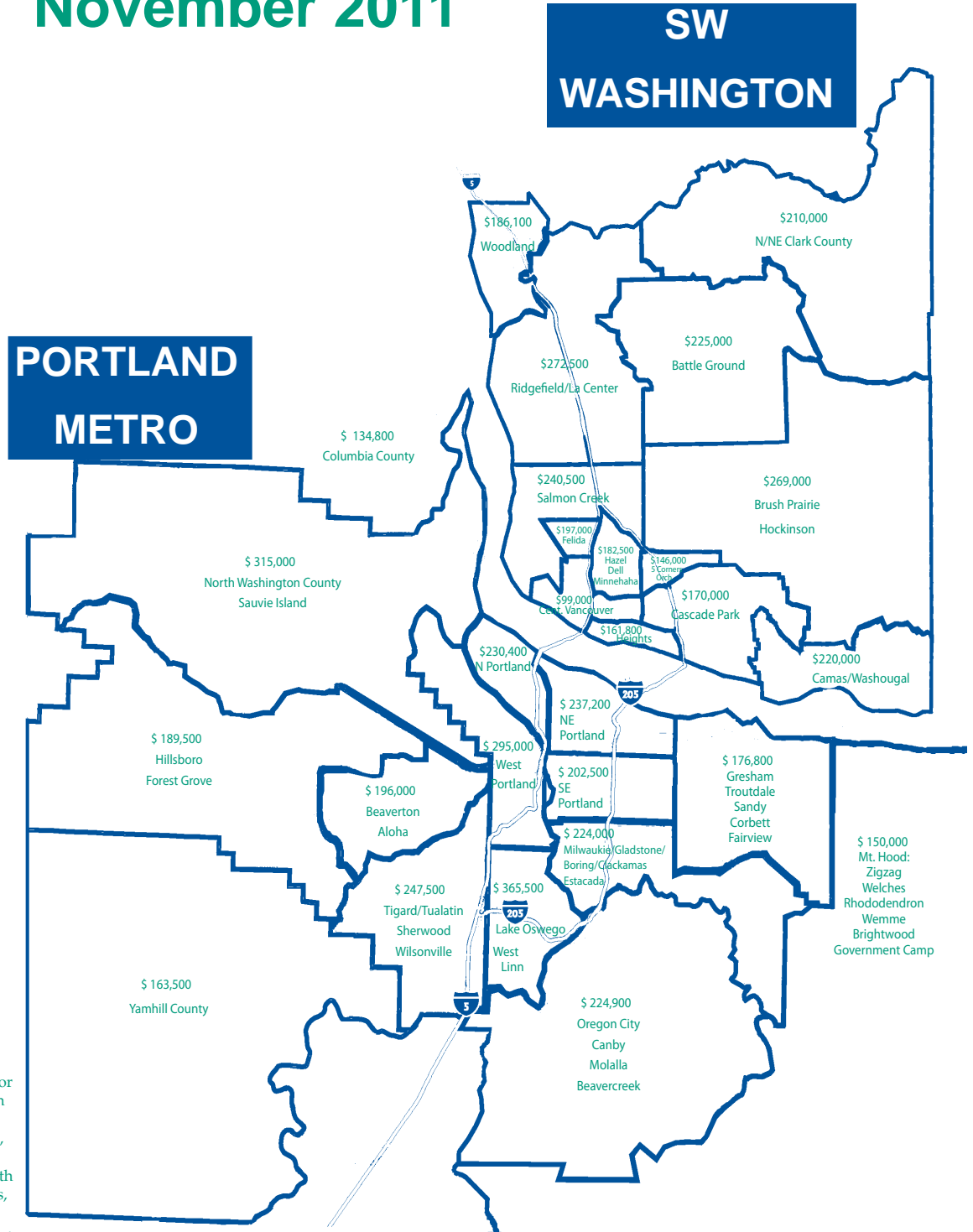
Curry County
 PO Box 6307
 Brookings, OR 97415
 (541) 469-0219
 Fax: (541) 469-9695

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

MEDIAN SALE PRICE November 2011



PORTLAND METRO

SW WASHINGTON

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.

RMLS™ was formed by area Boards and Associations of REALTORS® in 1991.

E-mail subscriptions are available for \$45 per year by contacting RMLS™, (503) 236-7657. Reproduction of any portion of this copyrighted material is prohibited without prior approval of RMLS™.



Cory Neu, Chairman of the Board
 Kurt von Wasmuth, President/CEO
 Kelsey Brunson, Editor