

Portland Eastside Housing Update - Resale Only

John L. Scott
REAL ESTATE

Key Market Indicators – January Recap

Spring Market Arrives Early



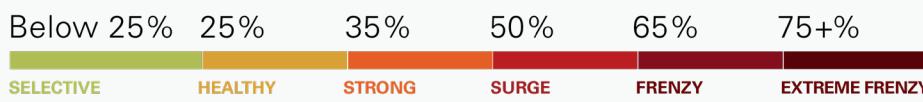
J. Lennox Scott
Chairman and CEO

As predicted, prices are rising as a power surge of buyers has entered the market, compounding the backlog of holiday buyers.

In East Portland, homes priced up to \$500,000 (this range comprises 70 percent of sales activity) are virtually sold out. Overall unsold inventory is down 30 percent compared to Jan. 2019, and the lack of homes for sale is pushing prices higher. These conditions, along with historically low interest rates and continued strong job growth means the focus is on each new listing hitting the market.

Price Range	Active Listings on February 1st	January New Listings	January Pending Sales	% Pending 1st 30 days (December List)	Sales Activity Intensity	Months Supply (Unsold)	Unsold Listing Supply
0 - 250K	107	96	84	75.0%	Extreme Frenzy	1.3	Severe Shortage
250K - 350K	239	243	253	61.9%	Surge	0.9	Severe Shortage
350K - 500K	433	473	452	54.0%	Surge	1.0	Severe Shortage
500K - 750K	386	308	220	41.6%	Strong	1.8	Shortage
750K - 1M	186	108	63	45.2%	Strong	3.0	Low
1M +	237	110	47	39.1%	Strong	5.0	Healthy
Total Activity	1588	1338	1119	54.1%	Surge	1.4	Shortage

SCALE: PERCENT OF NEW LISTINGS (PENDING) IN THE FIRST 30 DAYS



UNBELIEVABLE INTEREST RATES

3.47%

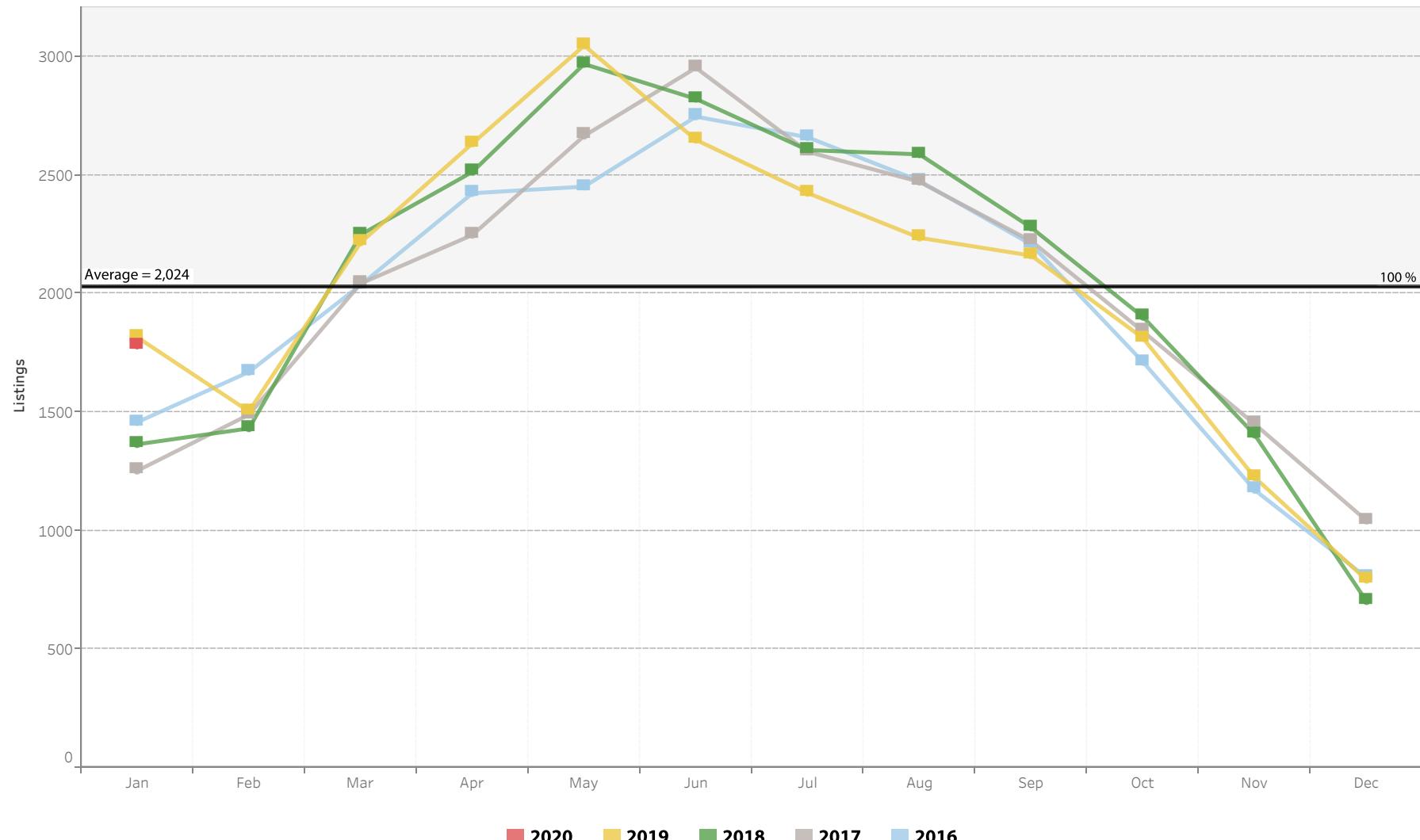


February 1, 2020 Source: Mortgage News Daily

► NEGOTIATION FOR SELLERS

With buyers eager to secure their home of choice and get settled by the springtime, it's a great time to put your home on the market! To maximize your home's closing price and ensure your desired contingencies are met, it's critical to work with a trusted broker associate who will be "in your corner" when negotiations come to the table.

New Resale Listings Chart - Portland_Eastside



Report Filters

Geography Type
By MLSArea

Geography Selection
Portland_Eastside

Property Type
Resale

PORTLAND EASTSIDE

Market Snap Shot

Active Listing to Pending Sales Months of Inventory

RESALE ONLY (SFH&CND Combined)

Published: Feb. 1 2020

All Prices Combined												0 - \$249,999						\$250,000 - \$349,999						\$350,000 - \$499,999						\$500,000 - \$749,999						\$750,000 - \$999,999						\$1,000,000 and Above					
Active Listings End/Mo	New Listings	New Resale	New Resale Pended	% New Listing Pended 1st 30 Days			Active Listings End/Mo	New Listings	New Resale	New Resale Pended	% New Listing Pended 1st 30 Days			Active Listings End/Mo	New Listings	New Resale	New Resale Pended	% New Listing Pended 1st 30 Days			Active Listings End/Mo	New Listings	New Resale	New Resale Pended	% New Listing Pended 1st 30 Days			Active Listings End/Mo	New Listings	New Resale	New Resale Pended	% New Listing Pended 1st 30 Days			Active Listings End/Mo	New Listings	New Resale	New Resale Pended	% New Listing Pended 1st 30 Days								
				Months Supply (Pend)	1.7	58.9%					60.0%	301	308	307	1.0	69.8%	368	322	280	1.3	65.2%	319	198	152	2.1	52.0%	170	77	39	4.4	33.8%	206	66	25	8.2	24.2%											
Jan 17	1566	1131	947	1.7	58.9%	202	160	144	1.4	60.0%	301	308	307	1.0	69.8%	368	322	280	1.3	65.2%	319	198	152	2.1	52.0%	170	77	39	4.4	33.8%	206	66	25	8.2	24.2%												
Feb 17	1466	1344	1178	1.2	63.5%	170	179	182	0.9	70.4%	261	369	364	0.7	73.4%	318	380	345	0.9	66.3%	336	269	200	1.7	56.5%	175	78	47	3.7	44.9%	206	69	40	5.2	24.6%												
Mar 17	1590	1882	1442	1.1	64.3%	150	206	193	0.8	73.8%	265	491	410	0.6	73.9%	387	616	474	0.8	69.0%	372	355	247	1.5	56.1%	199	134	78	2.6	39.6%	217	80	40	5.4	23.8%												
Apr 17	1897	2068	1557	1.2	62.1%	150	172	169	0.9	68.6%	281	484	455	0.6	78.1%	475	659	499	1.0	62.8%	495	481	297	1.7	55.9%	247	153	80	3.1	40.5%	249	119	57	4.4	36.1%												
May 17	2260	2456	1757	1.3	55.9%	133	161	157	0.8	70.2%	323	612	505	0.6	70.8%	618	800	576	1.1	58.4%	565	545	363	1.6	46.1%	309	207	105	2.9	37.2%	312	131	51	6.1	24.4%												
Jun 17	2786	2725	1717	1.6	51.9%	141	181	158	0.9	70.7%	450	714	500	0.9	64.1%	770	904	590	1.3	53.9%	718	590	311	2.3	39.5%	367	200	102	3.6	35.5%	340	136	56	6.1	27.9%												
Jul 17	3135	2418	1612	1.9	45.9%	174	203	150	1.2	59.5%	502	588	463	1.1	59.4%	904	807	555	1.6	47.7%	804	495	293	2.7	36.0%	395	185	89	4.4	22.7%	356	140	62	5.7	25.7%												
Aug 17	3246	2278	1540	2.1	42.0%	176	178	141	1.2	53.4%	561	639	471	1.2	52.7%	938	759	549	1.7	43.6%	826	458	261	3.2	30.6%	367	141	79	4.6	28.4%	378	103	39	9.7	12.6%												
Sep 17	3279	2069	1416	2.3	44.2%	190	148	125	1.5	54.7%	614	542	415	1.5	52.8%	943	713	514	1.8	47.3%	786	421	252	3.1	35.6%	366	138	74	4.9	29.7%	380	107	36	10.6	18.7%												
Oct 17	2929	1679	1423	2.1	45.7%	180	150	147	1.2	57.3%	542	463	418	1.3	55.5%	841	558	489	1.7	47.7%	685	327	258	2.7	36.1%	346	109	59	5.9	26.6%	335	72	52	6.4	15.3%												
Nov 17	2454	1319	1237	2.0	48.6%	163	118	104	1.6	55.1%	477	396	385	1.2	57.6%	667	434	426	1.6	50.9%	551	244	229	2.4	39.3%	289	73	61	4.7	24.7%	307	54	32	9.6	24.1%												
Dec 17	2006	941	905	2.2	47.6%	139	103	104	1.3	62.1%	403	282	260	1.6	54.3%	515	309	312	1.7	47.2%	455	173	151	3.0	39.9%	229	42	55	4.2	28.6%	265	32	23	11.5	12.5%												
Jan 18	1785	1221	1145	1.6	56.3%	139	126	111	1.3	57.4%	343	312	319	1.1	64.0%	458	406	403	1.1	63.9%	375	221	216	1.7	53.2%	207	78	63	3.3	36.4%	263	78	33	8.0	13.8%												
Feb 18	1732	1258	1190	1.5	59.1%	120	93	110	1.1	54.0%	296	313	349	0.8	71.7%	436	431	406	1.1	64.7%	388	255	223	1.7	51.8%	223	91	63	3.5	37.9%	269	75	39	6.9	31.5%												
Mar 18	2040	2035	1585	1.3	58.6%	145	146	124	1.2	62.6%	293	439	429	0.7	73.1%	537	706	559	1.0	62.4%	519	470	314	1.7	50.9%	261	159	92	2.8	42.0%	285	115	67	4.3	26.1%												
Apr 18	2431	2279	1690	1.4	56.9%	130	131	144	0.9	67.9%	322	456	435	0.7	68.9%	702	770	578	1.2	62.7%	623	548	363	1.7	51.3%	314	209	105	3.0	39.2%	340	165	65	5.2	29.1%												
May 18	2996	2683	1806	1.7	51.2%	129	142	135	1.0	64.8%	424	518	416	1.0	69.7%	884	960	688	1.3	55.0%	792	669	390	2.0	43.2%	373	231	109	3.4	30.7%	394	163	68	5.8	20.9%												
Jun 18	3423	2559	1718	2.0	44.7%	154	134	111	1.4	53.7%	489	537	461	1.1	59.8%	1049	945	642	1.6	48.6%	889	581	340	2.6	35.5%	417	193	96	4.3	23.3%	425	169	68	6.3	23.7%												
Jul 18	3622	2334	1702	2.1	41.9%	153	109	106	1.4	63.3%	589	515	433	1.4	54.0%	1106	828	665	1.7	46.3%	917	551	344	2.7	33.6%	426	183	86	5.0	21.3%	431	148	68	6.3	15.5%												
Aug 18	3834	2312	1469	2.6	37.2%	180	147	113	1.6	53.1%	689	550	390	1.8	46.9%	1179	822	546	2.2	38.3%	906	503	305	3.0	31.8%	451	174	68	6.6	16.7%	429	116	47	9.1	18.1%												
Sep 18	3897	2039	1334	2.9	37.5%	188	115	92	2.0	46.1%	726	449	360	2.0	49.7%	1219	772	512	2.4	38.9%	899	426	259	3.5	32.9%	448	168	67	6.7	21.4%	417	109	44	9.5	11.0%												
Oct 18	3493	1706	1380	2.5	35.7%	193	124	99	1.9	44.4%	636	391	426	1.5	47.3%	1110	632	520	2.1	35.9%	778	341	221	3.5	29.3%	398	122	77	5.2	23.8%	378	96	37	10.2	13.5%												
Nov 18	3075	1237	1084	2.8	38.3%	175	97	80	2.2	39.2%	589	321	298	2.0	49.8%	962	446	412	2.3	39.7%	679	257	209	3.2	31.9%	341	68	58	5.9	13.2%	329	48	27	12.2	16.7%												
Dec 18	2262	606	876	2.6	41.4%	147	40	64	2.3	40.0%	425	165	254	1.7	46.7%	667	209	332	2.0	48.3%	494	129	164	3.0	32.6%	261	35	36	7.3	22.9%	268	28	26	10.3	25.0%												
Jan 19	2281	1578	1094	2.1	45.7%	144	115	102	1.4	52.2%	417	347	300	1.4	53.6																																

PORTLAND EASTSIDE LUXURY

Market Snap Shot

Active Listing to Pending Sales Months of Inventory
RESALE ONLY (SFH&CND Combined)
Published: Feb. 1 2020

\$1,000,000 and Above				\$1,000,000 - \$1,499,999				\$1,500,000 - \$1,999,999				\$2,000,000 - \$2,999,999				\$3,000,000 - \$4,999,999				\$5,000,000 and Above										
Active Listings	New Resale Listings	New Resale Pended	Months Supply (Pend)	% New Listing Pended 1st 30 Days	Active Listings	New Resale Listings	New Resale Pended	Months Supply (Pend)	% New Listing Pended 1st 30 Days	Active Listings	New Resale Listings	New Resale Pended	Months Supply (Pend)	% New Listing Pended 1st 30 Days	Active Listings	New Resale Listings	New Resale Pended	Months Supply (Pend)	% New Listing Pended 1st 30 Days	Active Listings	New Resale Listings	New Resale Pended	Months Supply (Pend)	% New Listing Pended 1st 30 Days						
Jan 17	206	66	25	8.2	24.2%	101	41	18	5.6	29.3%	49	9	2	24.5	0.0%	30	9	3	10.0	22.2%	19	6	2	9.5	33.3%	7	1	0	Max*	0.0%
Feb 17	206	69	40	5.2	24.6%	98	38	26	3.8	26.3%	48	17	7	6.9	23.5%	34	13	7	4.9	23.1%	19	1	0	Max*	0.0%	7	0	0	Max*	0.0%
Mar 17	217	80	40	5.4	23.8%	100	44	31	3.2	34.1%	56	21	6	9.3	9.5%	33	8	3	11.0	12.5%	21	5	0	Max*	20.0%	7	2	0	Max*	0.0%
Apr 17	249	119	57	4.4	36.1%	131	77	37	3.5	45.5%	56	23	13	4.3	21.7%	35	11	5	7.0	18.2%	20	6	2	10.0	16.7%	7	2	0	Max*	0.0%
May 17	312	131	51	6.1	24.4%	156	80	33	4.7	26.3%	70	23	8	8.8	17.4%	55	21	7	7.9	33.3%	24	7	3	8.0	0.0%	7	0	0	Max*	0.0%
Jun 17	340	136	56	6.1	27.9%	175	91	39	4.5	33.0%	78	24	8	9.8	20.8%	50	11	7	7.1	18.2%	31	9	1	31.0	11.1%	6	1	1	6.0	0.0%
Jul 17	356	140	62	5.7	25.7%	174	92	47	3.7	31.5%	89	24	9	9.9	20.8%	61	19	3	20.3	5.3%	26	4	3	8.7	25.0%	6	1	0	Max*	0.0%
Aug 17	378	103	39	9.7	12.6%	196	59	19	10.3	15.3%	91	27	8	11.4	7.4%	58	14	11	5.3	14.3%	27	3	1	27.0	0.0%	6	0	0	Max*	0.0%
Sep 17	380	107	36	10.6	18.7%	207	74	19	10.9	18.9%	87	20	8	10.9	5.0%	53	9	9	5.9	55.6%	25	2	0	Max*	0.0%	8	2	0	Max*	0.0%
Oct 17	335	72	52	6.4	15.3%	177	50	34	5.2	18.0%	81	11	11	7.4	9.1%	48	10	5	9.6	10.0%	23	1	2	11.5	0.0%	6	0	0	Max*	0.0%
Nov 17	307	54	32	9.6	24.1%	163	35	24	6.8	28.6%	74	10	1	74.0	10.0%	42	6	4	10.5	33.3%	24	3	2	12.0	0.0%	4	0	1	4.0	0.0%
Dec 17	265	32	23	11.5	12.5%	143	20	14	10.2	20.0%	59	4	7	8.4	0.0%	40	7	0	Max*	0.0%	18	1	2	9.0	0.0%	5	0	0	Max*	0.0%
Jan 18	263	80	34	7.7	13.8%	139	42	23	6.0	19.0%	58	23	7	8.3	8.7%	41	13	3	13.7	7.7%	21	2	0	Max*	0.0%	4	0	1	4.0	0.0%
Feb 18	269	73	39	6.9	31.5%	146	44	25	5.8	40.9%	57	14	8	7.1	14.3%	45	10	4	11.3	10.0%	17	3	0	Max*	0.0%	4	2	2	2.0	100.0%
Mar 18	285	113	67	4.3	27.4%	151	66	47	3.2	34.8%	59	23	15	3.9	26.1%	53	14	2	26.5	7.1%	18	9	3	6.0	11.1%	4	1	0	Max*	0.0%
Apr 18	338	159	59	5.7	27.7%	169	96	40	4.2	33.3%	85	37	12	7.1	16.2%	55	18	6	9.2	27.8%	25	8	1	25.0	12.5%	4	0	0	Max*	0.0%
May 18	394	162	64	6.2	20.4%	208	99	40	5.2	24.2%	86	32	12	7.2	15.6%	62	20	10	6.2	15.0%	31	8	2	15.5	12.5%	7	3	0	Max*	0.0%
Jun 18	425	165	63	6.7	24.2%	227	110	47	4.8	30.9%	90	31	10	9.0	16.1%	63	12	5	12.6	0.0%	36	9	1	36.0	11.1%	9	3	0	Max*	0.0%
Jul 18	436	140	63	6.9	15.7%	240	87	42	5.7	18.4%	90	26	12	7.5	11.5%	67	25	7	9.6	12.0%	32	1	1	32.0	0.0%	7	1	1	7.0	0.0%
Aug 18	431	111	48	9.0	18.9%	233	62	31	7.5	22.6%	90	25	12	7.5	16.0%	73	19	4	18.3	10.5%	28	4	1	28.0	25.0%	7	1	0	Max*	0.0%
Sep 18	426	101	44	9.7	11.9%	230	61	32	7.2	16.4%	93	24	6	15.5	0.0%	69	10	4	17.3	10.0%	27	5	2	13.5	20.0%	7	1	0	Max*	0.0%
Oct 18	395	91	37	10.7	14.3%	206	56	28	7.4	16.1%	89	22	6	14.8	13.6%	69	9	2	34.5	11.1%	24	4	1	24.0	0.0%	7	0	0	Max*	0.0%
Nov 18	338	49	27	12.5	14.3%	175	28	15	11.7	10.7%	78	14	8	9.8	21.4%	54	3	4	13.5	33.3%	25	4	0	Max*	0.0%	6	0	0	Max*	0.0%
Dec 18	284	28	25	11.4	25.0%	136	15	16	8.5	33.3%	70	7	4	17.5	14.3%	46	5	5	9.2	20.0%	26	1	0	Max*	0.0%	6	0	0	Max*	0.0%
Jan 19	272	109	26	10.5	17.4%	135	64	21	6.4	20.3%	67	24	4	16.8	8.3%	39	15	0	Max*	20.0%	25	6	1	25.0	16.7%	6	0	0	Max*	0.0%
Feb 19	276	83	39	7.1	19.3%	139	47	20	7.0	23.4%	64	21	14	4.6	19.0%	40	9	5	8.0	11.1%	27	6	0	Max*	0.0%	6	0	0	Max*	0.0%
Mar 19	305	129	48	6.4	20.9%	164	90	31	5.3	22.2%	62	27	12	5.2	22.2%	46	10	4	11.5	10.0%	27	2	1	27.0	0.0%	6	0	0	Max*	0.0%
Apr 19	386	181	63	6.1	24.9%	214	116	49	4.4	31.9%	80	34	8	10.0	17.6%	51	18	5	10.2	11.1%	33	8	1	33.0	0.0%	8	5	0	Max*	0.0%
May 19	404	165	74	5.5	25.5%	231	103	51	4.5	32.0%	76	32	17	4.5	18.8%	56	22	6	9.3	13.6%	32	6	0	Max*	0.0%	9	2	0	Max*	0.0%
Jun 19	425	143	66	6.4	19.6%	238	92	45	5.3	26.1%	90	32	12	7.5	9.4%	59	15	7	8.4	6.7%	27	2	2	13.5	0.0%	11	2	0	Max*	0.0%
Jul 19	445	125	47	9.5	16.0%	234	72	34	6.9	16.7%	104	29	8	13.0	17.2%	66	18	4	16.5	16.7%	30	5	1	30.0	0.0%	11	1	0	Max*	0.0%
Aug 19	434	89	49	8.9	22.5%	235	57	31	7.6	26.3%	98	22	14	7.0	18.2%	59	8	4	14.8	0.0%	31	2	0	Max*	50.0%	11	0	0	Max*	0.0%
Sep 19	422	103	53	8.0	19.4%	237	71	34	7.0	21.1%	92	22	10	9.2	18.2%	55	7	6	9.2	14.3%	29	3	2	14.5	0.0%	9	0	1	9.0	0.0%
Oct 19	368	74	55	6.7	16.2%	199	46	40	5.0	15.2%	84	17	9	9.3	11.8%	47	6	3	15.7	16.7%	29	3	1	29.0	0.0%	9	2	2	4.5	100.0%
Nov 19	323	47	30	10.8	17.0%	174	31	23	7.6	16.1%	74	6	5	14.8	0.0%	41	5	0	Max*	20.0%	24	4	2	12.0	50.0%	10	1	0	Max*	0.0%
Dec 19	231	23	35	6.6	39.1%	118	14	20	5.9	35.7%	56	4	8	7.0	50.0%	30	3	5	6.0	33.3%	19	2	1	19.0	50.0%	8	0	1	8.0	0.0%
Jan 20	237	110	47	5.0		122	71	40	3.1		52	19	3	17.3		32	10	4	8.0		24	9	0	Max*		7	1	0	Max*	

Months Supply
0 - 1.3 Severe Shortage
1.4 - 2.9 Shortage
3.0 - 4.9 Low
5.0 - 6.9 Healthy
7.0+ Elevated

85.11% Low Inventory

BUREAU OF LABOR STATISTICS
State and Area Employment, Hours, and Earnings

State: Oregon

Area: Portland-Vancouver-Hillsboro, OR-WA

Year	Year-Over-Year Percent Change												% of Job Growth YOY
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
2009	(3.8)	(4.7)	(5.4)	(6.1)	(6.1)	(6.3)	(7.0)	(6.9)	(7.0)	(6.2)	(5.6)	(4.6)	(5.8)
2010	(3.9)	(3.2)	(2.2)	(1.3)	(0.7)	0.0	0.1	0.5	0.8	1.6	1.7	1.8	(0.4)
2011	2.0	2.2	2.1	2.2	1.8	1.7	2.3	2.2	2.1	1.6	1.9	2.0	2.0
2012	2.1	2.2	2.2	2.0	2.3	2.4	2.2	2.3	2.1	2.3	2.2	2.1	2.2
2013	1.6	1.9	1.8	2.2	2.3	2.4	2.3	2.6	2.9	2.8	3.0	3.0	2.4
2014	3.4	2.7	3.2	2.9	2.9	2.9	3.0	2.9	3.0	2.8	2.8	3.2	3.0
2015	3.2	3.6	3.3	3.1	3.2	3.2	3.4	3.5	3.2	3.6	3.3	3.3	3.3
2016	3.2	3.3	3.2	3.4	3.3	3.1	2.9	2.8	2.9	2.7	2.8	2.2	3.0
2017	2.0	2.5	2.7	2.7	2.6	3.0	2.8	2.7	2.6	2.4	2.5	2.9	2.6
2018	3.0	2.1	2.0	1.5	1.4	1.3	1.8	1.7	1.7	1.9	1.8	1.7	1.8
2019	2.0	2.0	2.0	2.3	2.2	1.8	1.7	1.8	1.9	1.8	1.7	1.8	1.9

Year	Monthly Job Growth - Number of Jobs Change												YTD Job Growth	Monthly Average
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		
2009	(7,200)	(8,500)	(7,500)	(7,200)	(3,100)	(4,600)	(4,300)	(2,100)	(1,200)	(1,200)	(1,400)	1,000	(47,300)	(3,942)
2010	300	(400)	2,600	1,700	2,700	2,100	(3,300)	1,700	2,400	6,100	(700)	2,100	17,300	1,442
2011	2,700	900	1,700	3,200	(1,200)	600	3,400	0	2,000	1,400	2,200	2,400	19,300	1,608
2012	4,300	2,200	1,300	1,600	1,400	1,700	1,300	1,200	(200)	3,700	1,100	1,100	20,700	1,725
2013	(200)	5,000	900	4,900	2,700	2,500	1,000	4,300	2,200	3,000	3,900	500	30,700	2,558
2014	3,600	(1,200)	5,500	2,500	2,400	3,000	1,900	3,000	3,600	500	3,900	5,200	33,900	2,825
2015	3,200	3,500	2,800	500	3,200	3,300	4,100	3,500	1,500	3,800	1,500	4,700	35,600	2,967
2016	2,500	5,000	1,900	3,000	2,200	700	2,000	2,000	3,100	1,800	2,300	(1,800)	24,700	2,058
2017	300	11,200	3,500	3,900	1,200	4,600	100	1,000	1,400	300	3,000	2,600	33,100	2,758
2018	1,600	1,700	2,000	(2,200)	900	3,300	5,300	(100)	2,200	2,000	2,500	1,400	20,600	1,717
2019	5,300	1,000	2,300	800	0	(1,000)	3,400	1,800	3,900	500	1,400	2,900	22,300	1,858

Correction

Preliminary

Note: Data will be benchmarked in February and it is subject to adjustment for the last 12 months.

Year-to-Date

Percent of New Listings Pended by Month (Resale Only)								
Sales Activity Intensity								
December-2019		Price Range: All Prices Combined						
Internal Use Only								
Portland Eastside								
		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/Cancelled/180+
2017	January	57.69%	10.36%	5.10%	2.51%	0.81%	1.13%	22.41%
	February	61.73%	9.28%	4.77%	1.84%	0.61%	0.75%	21.01%
	March	64.21%	9.64%	3.58%	1.74%	0.80%	0.45%	19.58%
	April	61.33%	8.80%	3.88%	1.31%	1.13%	0.45%	23.10%
	May	55.05%	9.23%	4.52%	2.54%	1.71%	0.91%	26.04%
	June	51.95%	11.14%	5.59%	2.84%	1.27%	0.82%	26.39%
	July	46.03%	11.06%	5.74%	3.36%	1.52%	0.94%	31.34%
	August	41.24%	12.01%	6.54%	2.75%	2.18%	1.36%	33.92%
	September	43.64%	13.00%	5.97%	2.46%	1.92%	1.32%	31.69%
	October	44.49%	13.33%	6.61%	3.96%	2.15%	1.10%	28.36%
	November	47.72%	11.24%	7.38%	3.09%	1.90%	0.77%	27.90%
	December	46.24%	14.66%	9.19%	3.32%	1.86%	0.78%	23.95%
2018	January	54.48%	10.00%	5.82%	3.43%	1.04%	1.12%	24.10%
	February	58.17%	11.39%	4.08%	2.51%	1.22%	1.22%	21.42%
	March	57.16%	9.52%	4.54%	1.89%	1.53%	0.58%	24.79%
	April	54.07%	10.16%	3.99%	2.50%	0.73%	1.09%	27.46%
	May	48.54%	10.52%	5.59%	1.92%	1.27%	1.23%	30.92%
	June	42.34%	11.93%	5.32%	3.41%	1.83%	1.29%	33.86%
	July	39.26%	9.90%	6.60%	3.18%	2.25%	1.20%	37.59%
	August	35.78%	10.91%	5.57%	3.73%	2.28%	1.80%	39.94%
	September	35.20%	11.53%	6.32%	3.69%	2.67%	1.60%	38.99%
	October	34.40%	11.32%	6.52%	5.88%	2.72%	0.85%	38.30%
	November	35.52%	10.69%	8.59%	4.33%	2.67%	1.44%	36.75%
	December	39.48%	14.95%	7.69%	4.21%	2.47%	1.16%	30.04%
2019	January	42.57%	13.91%	7.29%	4.09%	2.30%	1.40%	28.44%
	February	48.61%	12.14%	5.63%	2.58%	1.49%	1.56%	28.00%
	March	50.69%	10.37%	4.86%	2.71%	1.93%	0.96%	28.49%
	April	49.96%	10.71%	4.62%	2.81%	1.66%	0.81%	29.43%
	May	46.01%	10.82%	5.33%	3.06%	2.03%	1.30%	31.46%
	June	44.04%	11.57%	6.34%	3.42%	2.23%	1.42%	30.98%
	July	43.58%	11.54%	6.48%	3.96%	2.48%	1.77%	
	August	41.58%	11.72%	6.59%	3.89%	2.98%		
	September	42.83%	13.49%	6.55%	3.99%			
	October	42.15%	11.07%	8.81%				
	November	45.21%	12.86%					
	December	50.26%						

Percent of New Listings Pended by Month (Resale Only)

Sales Activity Intensity

Price Range: \$0 - \$249,999

December-2019

Internal Use Only

Portland Eastside

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/Cancelled/180+
2017	January	61.75%	11.48%	4.37%	2.19%	1.64%	0.55%	18.03%
	February	69.70%	10.10%	5.56%	1.01%		1.01%	12.63%
	March	74.25%	11.16%	2.58%	0.86%	1.29%		9.87%
	April	67.17%	6.06%	4.04%	2.02%	1.52%	1.52%	17.68%
	May	66.67%	10.61%	3.03%	2.53%	3.03%	1.01%	13.13%
	June	65.47%	7.62%	4.04%	2.69%	1.79%	1.79%	16.59%
	July	60.09%	13.60%	5.26%	2.63%	0.44%		17.98%
	August	50.00%	12.14%	7.28%	1.46%	3.40%	1.94%	23.79%
	September	52.07%	14.20%	6.51%	2.37%	1.78%	2.37%	20.71%
	October	55.17%	13.22%	4.02%	1.72%	1.72%	1.72%	22.41%
	November	52.67%	11.45%	5.34%	3.82%	1.53%	3.05%	22.14%
	December	60.17%	8.47%	6.78%	5.08%	3.39%	0.85%	15.25%
2018	January	55.84%	11.04%	5.84%	5.84%	0.65%	1.30%	19.48%
	February	54.17%	10.83%	7.50%	4.17%	2.50%	0.83%	20.00%
	March	58.29%	11.43%	4.00%	1.14%	1.14%		24.00%
	April	60.98%	11.59%	3.05%	3.66%	1.22%	0.61%	18.90%
	May	56.07%	8.67%	4.05%	2.31%	2.31%	2.31%	24.28%
	June	45.88%	14.12%	4.71%	3.53%	1.76%	1.18%	28.82%
	July	55.64%	11.28%	7.52%	3.76%	2.26%	0.75%	18.80%
	August	43.48%	9.78%	4.35%	4.35%	3.80%	1.09%	33.15%
	September	38.73%	9.86%	4.93%	5.63%		1.41%	37.32%
	October	40.41%	10.27%	10.27%	6.85%	2.05%		30.14%
	November	35.29%	13.45%	10.08%	6.72%	3.36%	0.84%	30.25%
	December	28.57%	16.07%	10.71%	1.79%	5.36%	1.79%	35.71%
2019	January	44.37%	13.38%	7.75%	4.93%	3.52%	0.70%	25.35%
	February	41.59%	17.70%	6.19%	5.31%	1.77%	1.77%	25.66%
	March	45.89%	8.22%	7.53%	2.74%	3.42%		32.19%
	April	45.63%	15.00%	8.13%	1.88%	3.13%	0.63%	25.63%
	May	51.35%	10.27%	5.95%	2.70%	4.32%	2.70%	22.70%
	June	40.71%	13.57%	5.00%	4.29%	2.86%	2.14%	31.43%
	July	40.00%	13.85%	5.38%	3.08%	5.38%	2.31%	
	August	40.91%	13.64%	2.60%	5.84%	3.90%		
	September	40.16%	11.81%	8.66%	9.45%			
	October	39.67%	16.53%	10.74%				
	November	55.41%	8.11%					
	December	72.73%						

Source: Regional MLS

John L Scott Real Estate

Percent of New Listings Pended by Month (Resale Only)

Sales Activity Intensity

December-2019

Price Range: \$250,000 - \$349,999

Internal Use Only

Portland Eastside

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/Cancelled/180+
2017	January	69.94%	11.66%	4.91%	1.23%	0.61%	0.31%	11.35%
	February	71.78%	9.16%	4.46%	1.98%	0.50%	1.49%	10.64%
	March	73.92%	9.57%	3.19%	0.94%	0.38%	0.38%	11.63%
	April	76.46%	8.10%	1.88%	0.75%	0.75%	0.19%	11.86%
	May	69.08%	8.75%	2.71%	2.71%	0.90%	0.75%	15.08%
	June	64.58%	9.67%	5.49%	2.09%	0.92%	0.26%	16.99%
	July	58.41%	10.90%	6.54%	2.49%	1.25%	1.09%	19.31%
	August	52.42%	12.59%	5.86%	2.64%	2.20%	0.73%	23.57%
	September	52.64%	16.20%	6.51%	1.94%	1.06%	1.06%	20.60%
	October	53.94%	12.32%	6.06%	5.05%	1.21%	1.01%	20.40%
	November	55.81%	11.16%	6.51%	3.02%	1.86%	0.47%	21.16%
	December	52.63%	14.14%	9.21%	2.63%	0.66%		20.72%
2018	January	62.20%	11.01%	3.87%	2.98%	0.60%	0.30%	19.05%
	February	69.66%	11.80%	1.69%	1.69%	1.12%	1.69%	12.36%
	March	70.91%	7.47%	3.23%	2.02%	0.81%	0.40%	15.15%
	April	62.71%	10.55%	4.14%	2.07%	0.38%	1.32%	18.83%
	May	61.76%	11.93%	5.72%	1.31%	1.47%	0.98%	16.83%
	June	52.66%	12.81%	5.63%	3.75%	0.78%	1.09%	23.28%
	July	48.20%	10.98%	8.03%	3.77%	1.48%	1.64%	25.90%
	August	42.10%	14.13%	6.84%	3.50%	2.58%	1.37%	29.48%
	September	41.80%	13.33%	8.11%	3.42%	3.06%	1.62%	28.65%
	October	42.47%	13.26%	7.19%	6.29%	2.47%	0.90%	27.42%
	November	44.03%	14.06%	10.08%	3.18%	3.71%	1.33%	23.61%
	December	45.21%	20.21%	9.04%	3.72%	0.53%		21.28%
2019	January	49.01%	17.24%	6.90%	3.45%	1.72%	0.74%	20.94%
	February	60.65%	11.94%	3.87%	1.29%		0.97%	21.29%
	March	60.34%	10.13%	3.59%	2.11%	1.69%	1.27%	20.89%
	April	59.64%	10.81%	4.14%	3.60%	1.26%	0.54%	20.00%
	May	55.04%	12.41%	5.76%	2.88%	1.44%	1.26%	21.22%
	June	47.91%	15.30%	8.74%	3.83%	2.00%	1.09%	21.13%
	July	51.01%	12.98%	6.22%	4.02%	1.83%	1.28%	
	August	50.00%	14.96%	4.30%	3.28%	4.10%		
	September	50.96%	14.07%	7.25%	5.33%			
	October	45.73%	12.56%	10.05%				
	November	50.86%	13.06%					
	December	59.38%						

Source: Regional MLS

John L Scott Real Estate

Percent of New Listings Pended by Month (Resale Only)

Sales Activity Intensity

December-2019

Price Range: \$350,000 - \$499,999

Internal Use Only

Portland Eastside

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/Cancelled/180+
2017	January	62.25%	9.86%	5.35%	2.54%		1.13%	18.87%
	February	64.53%	11.08%	3.20%	2.22%	0.25%	0.25%	18.47%
	March	68.57%	9.86%	3.70%	1.08%	0.46%	0.31%	16.02%
	April	61.15%	10.80%	4.49%	1.54%	1.54%	0.14%	20.34%
	May	57.90%	10.02%	4.83%	2.00%	1.18%	0.24%	23.82%
	June	53.37%	13.47%	5.80%	3.63%	0.83%	0.62%	22.28%
	July	47.44%	12.49%	5.83%	3.69%	1.90%	0.36%	28.30%
	August	42.97%	14.58%	6.72%	2.53%	1.77%	1.77%	29.66%
	September	46.83%	12.17%	5.95%	2.65%	2.12%	0.66%	29.63%
	October	45.95%	15.54%	7.93%	3.64%	2.15%	0.66%	24.13%
	November	50.43%	12.18%	6.84%	3.85%	1.92%	0.43%	24.36%
	December	45.97%	17.61%	8.36%	2.09%	1.19%	1.79%	22.99%
2018	January	61.22%	8.62%	5.44%	2.04%	0.91%	1.36%	20.41%
	February	64.57%	11.74%	4.78%	1.74%	1.09%	0.43%	15.65%
	March	60.49%	11.25%	4.99%	1.53%	1.02%	0.26%	20.46%
	April	59.47%	12.18%	3.50%	2.17%	0.97%	0.48%	21.23%
	May	52.92%	9.94%	6.63%	2.24%	1.07%	0.88%	26.32%
	June	46.22%	12.75%	5.38%	3.09%	1.79%	0.80%	29.98%
	July	42.78%	10.92%	5.84%	2.87%	2.65%	0.55%	34.40%
	August	37.19%	13.15%	5.78%	4.08%	2.38%	1.81%	35.60%
	September	36.96%	13.71%	6.61%	4.28%	2.69%	1.84%	33.90%
	October	34.87%	11.87%	7.27%	6.08%	2.37%	1.04%	36.50%
	November	37.18%	8.40%	9.45%	4.20%	1.89%	1.26%	37.61%
	December	45.69%	12.50%	8.62%	4.74%	1.29%	0.43%	26.72%
2019	January	50.00%	15.00%	6.90%	3.79%	2.07%	0.69%	21.55%
	February	55.23%	12.34%	5.44%	1.46%	1.46%	1.05%	23.01%
	March	56.04%	10.89%	4.86%	3.15%	1.71%	1.18%	22.18%
	April	54.36%	11.38%	5.08%	2.43%	1.33%	0.55%	24.86%
	May	52.03%	11.07%	4.92%	2.27%	2.18%	0.85%	26.68%
	June	50.15%	11.76%	6.30%	2.99%	1.96%	1.34%	25.49%
	July	48.69%	12.43%	5.59%	4.10%	2.17%	2.05%	
	August	43.00%	11.15%	9.29%	4.34%	2.11%		
	September	45.93%	14.27%	5.88%	2.50%			
	October	45.61%	10.82%	9.65%				
	November	50.23%	14.49%					
	December	50.00%						

Source: Regional MLS

John L Scott Real Estate

Percent of New Listings Pended by Month (Resale Only)

Sales Activity Intensity

December-2019

Price Range: \$500,000 - \$749,999

Internal Use Only

Portland Eastside

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/Cancelled/180+
2017	January	50.93%	10.28%	5.61%	3.27%	1.87%	2.34%	25.70%
	February	54.95%	8.87%	6.48%	2.39%	1.02%	0.34%	25.94%
	March	54.93%	10.13%	3.20%	3.73%	1.33%	1.33%	25.33%
	April	55.69%	8.13%	5.08%	1.22%	1.22%	0.61%	28.05%
	May	45.17%	9.14%	5.62%	2.46%	1.76%	1.58%	34.27%
	June	40.65%	12.52%	5.53%	2.44%	2.28%	0.81%	35.77%
	July	36.08%	10.36%	5.76%	5.76%	1.54%	1.54%	38.96%
	August	30.35%	8.76%	7.54%	2.85%	2.44%	1.63%	46.44%
	September	34.47%	12.33%	5.94%	2.74%	1.60%	2.05%	40.87%
	October	36.36%	13.78%	6.74%	2.93%	4.11%	1.76%	34.31%
	November	38.61%	10.81%	10.42%	2.32%	1.93%	0.39%	35.52%
	December	39.34%	13.66%	11.48%	4.92%	2.73%	0.55%	27.32%
2018	January	51.25%	10.83%	8.33%	3.33%	1.67%	0.83%	23.75%
	February	50.18%	10.88%	4.21%	3.16%		1.40%	30.18%
	March	50.20%	9.39%	5.51%	2.65%	1.43%	0.61%	30.20%
	April	49.22%	9.33%	3.45%	3.63%	0.35%	0.69%	33.33%
	May	40.64%	12.34%	4.58%	1.94%	1.25%	1.25%	38.00%
	June	35.22%	10.63%	5.81%	3.99%	2.33%	1.83%	40.20%
	July	32.94%	9.04%	5.97%	2.73%	2.73%	0.85%	45.73%
	August	32.84%	7.42%	4.45%	3.90%	1.67%	2.23%	47.50%
	September	33.85%	8.69%	5.35%	3.56%	2.45%	1.56%	44.54%
	October	30.69%	11.38%	5.29%	6.88%	3.44%	1.06%	41.27%
	November	31.06%	9.56%	5.46%	5.46%	2.39%	1.71%	44.37%
	December	32.65%	14.29%	6.12%	5.44%	4.08%	2.72%	34.69%
2019	January	38.14%	10.02%	8.07%	5.38%	2.44%	1.71%	34.23%
	February	43.42%	12.63%	5.79%	3.42%	2.37%	1.32%	31.05%
	March	48.56%	10.08%	4.73%	2.06%	1.85%	0.41%	32.30%
	April	46.48%	11.07%	3.86%	2.68%	2.01%	1.01%	32.89%
	May	39.14%	11.65%	6.15%	3.66%	1.57%	1.44%	36.39%
	June	41.19%	10.38%	6.10%	2.64%	1.98%	1.32%	36.41%
	July	38.22%	10.02%	8.35%	4.45%	2.97%	1.67%	
	August	40.04%	10.37%	6.10%	3.46%	2.64%		
	September	39.82%	14.54%	6.94%	4.25%			
	October	40.79%	9.21%	6.32%				
	November	41.74%	12.81%					
	December	38.46%						

Source: Regional MLS

John L Scott Real Estate

Percent of New Listings Pended by Month (Resale Only)

Sales Activity Intensity

December-2019

Price Range: Above \$1,000,000

Internal Use Only

Portland Eastside

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/Cancelled/180+
2017	January	20.27%	6.76%	5.41%	6.76%	1.35%	1.35%	58.11%
	February	24.68%	5.19%	5.19%		2.60%		62.34%
	March	23.17%	7.32%	6.10%	6.10%	1.22%		56.10%
	April	36.59%	4.88%	1.63%	2.44%	0.81%	0.81%	52.85%
	May	23.91%	3.62%	4.35%	4.35%	5.80%	2.17%	55.80%
	June	26.76%	6.34%	2.11%	3.52%	2.11%	2.11%	57.04%
	July	25.00%	7.86%	5.71%	1.43%	0.71%		59.29%
	August	11.71%	9.91%	6.31%	3.60%	1.80%	0.90%	65.77%
	September	20.35%	7.08%	4.42%	0.88%	3.54%	1.77%	61.95%
	October	15.00%	5.00%	5.00%	3.75%	2.50%	1.25%	67.50%
	November	27.27%	9.09%	3.64%	1.82%	3.64%	3.64%	50.91%
	December	11.43%	8.57%	20.00%	2.86%	5.71%		51.43%
2018	January	14.29%	9.89%	4.40%	7.69%	2.20%	1.10%	60.44%
	February	32.88%	10.96%	6.85%	2.74%		1.37%	45.21%
	March	29.06%	6.84%	3.42%	2.56%	5.13%	0.85%	52.14%
	April	28.13%	5.63%	6.88%	2.50%	1.88%	1.88%	53.13%
	May	19.41%	7.06%	3.53%	1.76%	1.18%	1.18%	65.88%
	June	22.86%	9.14%	3.43%	3.43%	1.71%	2.29%	57.14%
	July	15.58%	5.19%	5.84%	2.60%	1.95%	3.90%	64.94%
	August	18.64%	1.69%	4.24%	1.69%	0.85%	2.54%	70.34%
	September	12.50%	5.77%	1.92%		4.81%	1.92%	73.08%
	October	14.14%	10.10%	2.02%		4.04%		69.70%
	November	15.38%	5.77%	3.85%	3.85%	1.92%	1.92%	67.31%
	December	30.00%	6.67%		3.33%	10.00%	3.33%	46.67%
2019	January	15.79%	7.89%	8.77%	2.63%	3.51%	2.63%	58.77%
	February	18.89%	6.67%	6.67%	3.33%		7.78%	56.67%
	March	20.29%	12.32%	5.80%	3.62%	2.90%		55.07%
	April	24.19%	4.84%	2.69%	3.76%	1.61%	1.61%	61.29%
	May	25.30%	7.23%	4.22%	5.42%	2.41%	3.01%	52.41%
	June	20.42%	4.23%	4.23%	3.52%	3.52%	2.11%	61.97%
	July	16.28%	6.98%	6.20%	3.88%	3.10%	2.33%	
	August	20.88%	6.59%	5.49%	1.10%	3.30%		
	September	18.87%	10.38%	3.77%	0.94%			
	October	18.18%	5.19%	7.79%				
	November	16.92%	6.15%					
	December	42.86%						

Source: Regional MLS

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6 Phases to Yearly Housing Cycle

John L. Scott®
REAL ESTATE

