

# Portland Westside Housing Update - Resale Only

**John L. Scott**  
REAL ESTATE

## Key Market Indicators – January Recap

### Spring Market Arrives Early



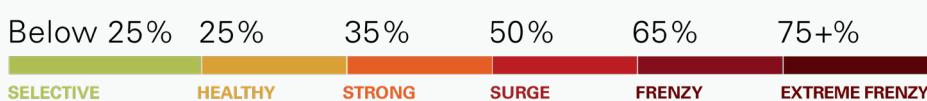
J. Lennox Scott  
Chairman and CEO

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

In West Portland, homes priced up to \$500,000 (this range comprises 78 percent of sales activity) are virtually sold out. Overall unsold inventory is down 20 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.

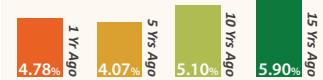
Price Range	Active Listings on February 1st	January New Listings	January Pending Sales	% Pending 1st 30 days (December List)	Sales Activity Intensity	Months Supply (Unsold)	Unsold Listing Supply
0 - 250K	71	52	41	51.6%	Surge	1.7	Shortage
250K - 350K	88	106	111	57.7%	Surge	0.8	Severe Shortage
350K - 500K	185	268	270	66.1%	Frenzy	0.7	Extreme Shortage
500K - 750K	153	116	96	44.8%	Strong	1.6	Shortage
750K - 1M	67	43	23	40.0%	Strong	2.9	Shortage
1M +	49	14	5	N/A	Selective	9.8	Selective
<b>Total Activity</b>	<b>613</b>	<b>599</b>	<b>546</b>	<b>56.9%</b>	<b>Surge</b>	<b>1.1</b>	<b>Severe Shortage</b>

#### 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.

# PORTLAND WESTSIDE

## 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 Pended	Months Supply (Pend)		% New Listing 1st 30 Days		Active Listings End/Mo		New Listings		New Resale		Months Supply (Pend)		% New Listing 1st 30 Days		Active Listings End/Mo		New Listings		New Resale		Months Supply (Pend)		% New Listing 1st 30 Days		Active Listings End/Mo		New Listings		New Resale		Months Supply (Pend)		% New Listing 1st 30 Days		Active Listings End/Mo		New Listings		New Resale		Months Supply (Pend)		% New Listing 1st 30 Days		Active Listings End/Mo		New Listings		New Resale		Months Supply (Pend)		% New Listing 1st 30 Days		Active Listings End/Mo		New Listings		New Resale		Months Supply (Pend)		% New Listing 1st 30 Days		Active Listings End/Mo		New Listings		New Resale		Months Supply (Pend)		% New Listing 1st 30 Days	
				1.3	62.3%	79	88	75	1.1	65.9%	96	152	137	0.7	73.7%	168	176	163	1.0	67.6%	154	99	64	2.4	37.4%	55	15	12	4.6	46.7%	42	9	6	7.0	33.3%																																										
Jan 17	594	539	457	1.3	62.3%	79	88	75	1.1	65.9%	96	152	137	0.7	73.7%	168	176	163	1.0	67.6%	154	99	64	2.4	37.4%	55	15	12	4.6	46.7%	42	9	6	7.0	33.3%																																										
Feb 17	582	567	518	1.1	67.4%	74	101	95	0.8	72.3%	96	160	147	0.7	78.1%	180	208	194	0.9	69.7%	135	73	66	2.0	43.8%	57	17	9	6.3	23.5%	40	8	7	5.7	37.5%																																										
Mar 17	640	937	705	0.9	71.0%	63	108	109	0.6	73.1%	103	263	214	0.5	84.0%	203	361	260	0.8	71.5%	167	153	95	1.8	54.2%	56	35	20	2.8	57.1%	48	17	7	6.9	23.5%																																										
Apr 17	764	961	762	1.0	67.7%	67	112	98	0.7	75.0%	113	229	227	0.5	83.0%	252	381	297	0.8	70.9%	216	185	112	1.9	50.8%	60	36	21	2.9	22.2%	56	18	7	8.0	27.8%																																										
May 17	842	1077	888	0.9	65.3%	60	116	115	0.5	86.2%	109	248	242	0.5	80.6%	271	409	349	0.8	64.5%	261	240	152	1.7	48.8%	78	46	27	2.9	37.0%	63	18	3	21.0	27.8%																																										
Jun 17	1083	1238	805	1.3	56.0%	65	94	89	0.7	66.0%	136	291	241	0.6	75.9%	399	526	308	1.3	55.9%	317	252	133	2.4	39.3%	90	49	26	3.5	30.6%	76	26	8	9.5	7.7%																																										
Jul 17	1283	1133	784	1.6	52.8%	95	120	82	1.2	55.8%	200	308	230	0.9	69.5%	454	429	323	1.4	52.9%	345	203	125	2.8	35.0%	107	47	16	6.7	29.8%	82	26	8	10.3	19.2%																																										
Aug 17	1275	1031	811	1.6	50.0%	98	111	84	1.2	66.7%	197	269	235	0.8	61.0%	470	435	345	1.4	49.9%	342	179	119	2.9	31.3%	92	22	22	4.2	9.1%	76	15	6	12.7	20.0%																																										
Sep 17	1335	956	689	1.9	50.1%	79	67	76	1.0	65.7%	252	285	201	1.3	57.9%	482	374	303	1.6	55.9%	369	188	89	4.1	28.2%	77	27	11	7.0	14.8%	76	15	9	8.4	26.7%																																										
Oct 17	1139	745	706	1.6	52.8%	82	85	85	1.0	67.1%	209	204	219	1.0	64.2%	385	292	300	1.3	55.5%	315	127	91	3.5	32.3%	81	25	5	16.2	8.0%	67	12	6	11.2	0.0%																																										
Nov 17	863	548	575	1.5	51.8%	72	74	69	1.0	59.5%	137	141	166	0.8	62.4%	293	207	231	1.3	52.7%	227	97	95	2.4	37.1%	71	18	10	7.1	22.2%	63	11	4	15.8	27.3%																																										
Dec 17	673	324	406	1.7	56.2%	71	54	50	1.4	53.7%	110	87	109	1.0	59.8%	212	126	154	1.4	61.1%	163	46	79	2.1	47.8%	61	6	9	6.8	16.7%	56	5	5	11.2	20.0%																																										
Jan 18	563	633	588	1.0	67.9%	60	83	71	0.8	66.3%	99	158	152	0.7	81.0%	165	244	237	0.7	71.1%	129	113	110	1.2	56.6%	58	24	10	5.8	28.0%	52	11	8	6.5	20.0%																																										
Feb 18	578	632	594	1.0	69.1%	60	68	75	0.8	61.4%	93	153	157	0.6	77.4%	165	248	246	0.7	77.4%	146	130	100	1.5	56.7%	61	19	14	4.4	50.0%	53	14	2	26.5	14.3%																																										
Mar 18	674	878	774	0.9	73.5%	77	75	70	1.1	66.3%	101	209	208	0.5	87.2%	167	335	331	0.5	81.8%	186	190	143	1.3	60.3%	78	41	15	5.2	40.0%	65	28	7	9.3	25.0%																																										
Apr 18	820	1013	813	1.0	68.0%	70	70	80	0.9	77.1%	113	209	204	0.6	79.4%	241	433	346	0.7	74.1%	232	221	144	1.6	53.8%	86	48	27	3.2	41.7%	78	32	12	6.5	28.1%																																										
May 18	987	1141	904	1.1	62.4%	64	77	80	0.8	67.5%	154	227	198	0.8	71.4%	288	475	409	0.7	72.2%	303	272	173	1.8	46.7%	108	69	30	3.6	30.4%	70	21	14	5.0	33.3%																																										
Jun 18	1161	1157	865	1.3	56.3%	94	100	64	1.5	50.0%	186	248	211	0.9	67.3%	347	468	395	0.9	65.4%	337	254	164	2.1	42.1%	123	65	20	6.2	26.2%	74	22	11	6.7	18.2%																																										
Jul 18	1254	1088	860	1.5	51.8%	111	95	84	1.3	61.1%	210	264	230	0.9	59.5%	393	440	352	1.1	57.0%	339	215	152	2.2	35.8%	124	54	35	3.5	27.8%	77	20	7	11.0	30.0%																																										
Aug 18	1359	1074	789	1.7	48.6%	117	92	68	1.7	48.9%	245	255	215	1.1	58.0%	432	431	336	1.3	51.5%	380	232	128	3.0	37.1%	109	40	28	3.9	27.5%	76	24	14	5.4	41.7%																																										
Sep 18	1319	814	673	2.0	43.6%	117	84	74	1.6	38.1%	246	170	142	1.7	54.7%	412	316	300	1.4	49.1%	349	182	134	2.6	34.6%	126	48	11	11.5	22.9%	69	14	12	5.8	7.1%																																										
Oct 18	1179	731	644	1.8	45.7%	112	72	66	1.7	47.2%	198	154	165	1.2	48.1%	385	315	276	1.4	55.2%	301	149	115	2.6	31.5%	113	27	17	6.6	11.1%	70	14	5	14.0	14.3%																																										
Nov 18	1019	502	501	2.0	46.8%	106	58	55	1.9	41.4%	184	132	148	1.2	53.0%	320	198	209	1.5	54.0%	257	92	75	3.4	32.6%	91	17	10	9.1	23.5%	61	5	4	15.3	0.0%																																										
Dec 18	751	295	381	2.0	46.8%	80	42	53	1.5	52.4%	144	85	102	1.4	58.8%	242	107																																																												

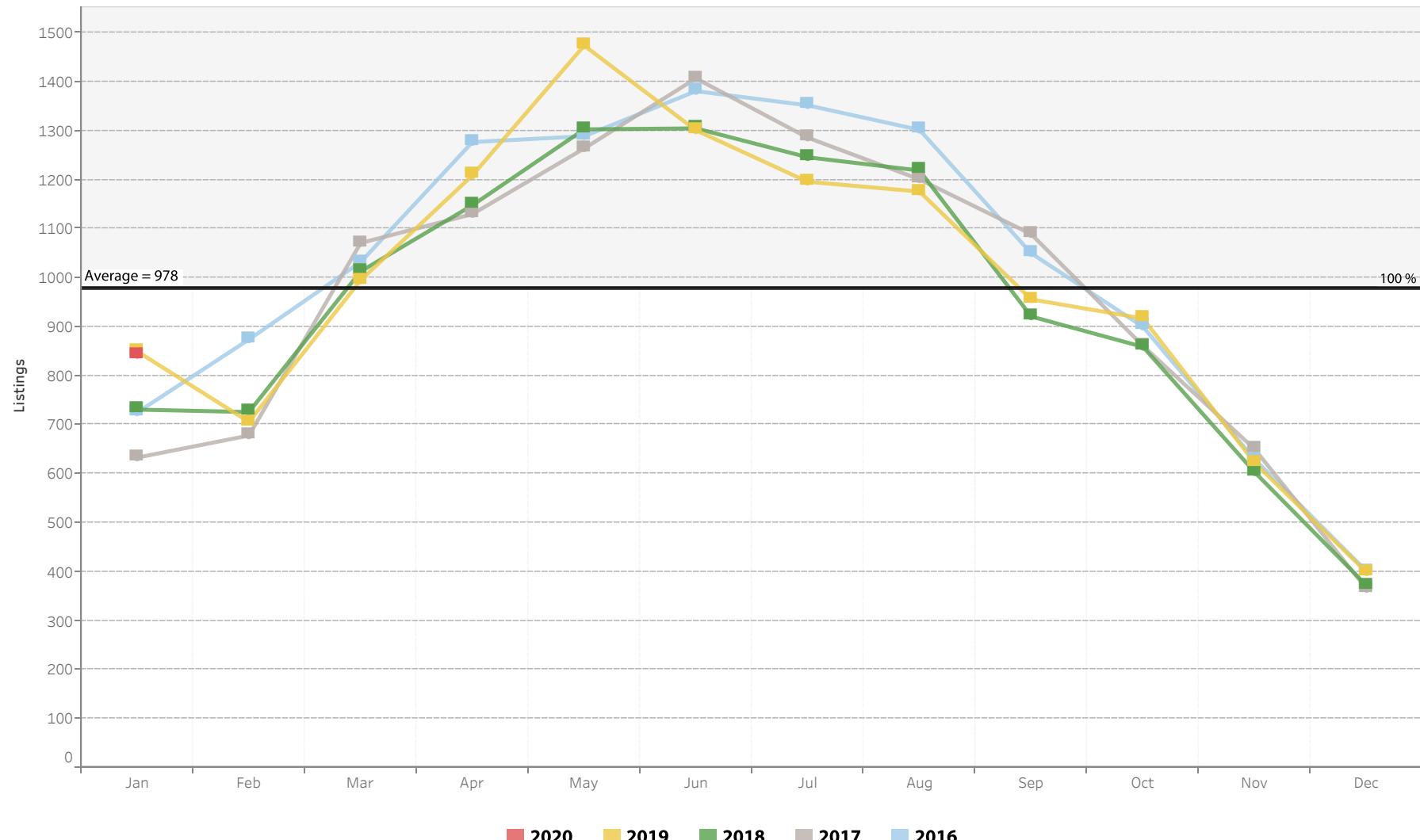
# PORTLAND WESTSIDE LUXURY

## 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 End/Mo	New Resale Listings	New Resale Pended	Months Supply (Pend)	% New Listing Pended 1st 30 Days			Active Listings End/Mo	New Resale Listings	New Resale Pended	Months Supply (Pend)	% New Listing Pended 1st 30 Days			Active Listings End/Mo	New Resale Listings	New Resale Pended	Months Supply (Pend)	% New Listing Pended 1st 30 Days			Active Listings End/Mo	New Resale Listings	New Resale Pended	Months Supply (Pend)	% New Listing Pended 1st 30 Days			Active Listings End/Mo	New Resale Listings	New Resale Pended	Months Supply (Pend)	% New Listing Pended 1st 30 Days			Active Listings End/Mo	New Resale Listings	New Resale Pended	Months Supply (Pend)	% New Listing Pended 1st 30 Days			Active Listings End/Mo	New Resale Listings	New Resale Pended	Months Supply (Pend)	% New Listing Pended 1st 30 Days													
				Active Listings End/Mo	New Resale Listings	New Resale Pended	Months Supply (Pend)	Active Listings End/Mo	New Resale Listings	New Resale Pended	Months Supply (Pend)	Active Listings End/Mo	New Resale Listings	New Resale Pended	Months Supply (Pend)	Active Listings End/Mo	New Resale Listings	New Resale Pended	Months Supply (Pend)	Active Listings End/Mo	New Resale Listings	New Resale Pended	Months Supply (Pend)	Active Listings End/Mo	New Resale Listings	New Resale Pended	Months Supply (Pend)	Active Listings End/Mo	New Resale Listings	New Resale Pended	Months Supply (Pend)	Active Listings End/Mo	New Resale Listings	New Resale Pended	Months Supply (Pend)	Active Listings End/Mo	New Resale Listings	New Resale Pended	Months Supply (Pend)	Active Listings End/Mo	New Resale Listings	New Resale Pended	Months Supply (Pend)	Active Listings End/Mo	New Resale Listings	New Resale Pended	Months Supply (Pend)												
Jan 17	42	9	6	7.0	33.3%	23	6	3	7.7	33.3%	12	2	1	12.0	50.0%	6	1	2	3.0	0.0%	0	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%									
Feb 17	40	8	7	5.7	37.5%	19	6	6	3.2	33.3%	14	2	0	Max*	50.0%	6	0	1	6.0	0.0%	0	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%														
Mar 17	48	17	7	6.9	23.5%	27	11	4	6.8	36.4%	13	5	3	4.3	0.0%	7	1	0	Max*	0.0%	0	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%														
Apr 17	56	18	7	8.0	27.8%	30	10	6	5.0	20.0%	15	3	1	15.0	66.7%	9	3	0	Max*	0.0%	1	2	0	Max*	50.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%														
May 17	63	18	3	21.0	27.8%	34	11	1	34.0	36.4%	15	4	1	15.0	25.0%	11	2	0	Max*	0.0%	2	1	1	2.0	0.0%	1	0	0	Max*	0.0%	2	1	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%														
Jun 17	76	26	8	9.5	7.7%	42	16	5	8.4	12.5%	18	5	2	9.0	0.0%	11	3	1	11.0	0.0%	3	1	0	Max*	0.0%	2	1	0	Max*	0.0%	2	1	0	Max*	0.0%	2	1	0	Max*	0.0%	2	0	0	Max*	0.0%														
Jul 17	82	26	8	10.3	19.2%	52	19	7	7.4	21.1%	20	6	0	Max*	0.0%	5	1	1	5.0	100.0%	3	0	0	Max*	0.0%	2	0	0	Max*	0.0%	2	0	0	Max*	0.0%	2	0	0	Max*	0.0%	2	0	0	Max*	0.0%														
Aug 17	76	15	6	12.7	20.0%	51	12	4	12.8	16.7%	15	0	0	Max*	0.0%	5	2	1	5.0	0.0%	3	1	1	3.0	100.0%	2	0	0	Max*	0.0%	2	0	0	Max*	0.0%	2	0	0	Max*	0.0%	2	0	0	Max*	0.0%														
Sep 17	76	15	9	8.4	26.7%	49	9	5	9.8	11.1%	16	4	1	16.0	25.0%	6	2	3	2.0	100.0%	3	0	0	Max*	0.0%	2	0	0	Max*	0.0%	2	0	0	Max*	0.0%	2	0	0	Max*	0.0%	2	0	0	Max*	0.0%														
Oct 17	67	12	6	11.2	0.0%	39	5	6	6.5	0.0%	16	4	0	Max*	0.0%	7	2	0	Max*	0.0%	4	1	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%														
Nov 17	63	11	4	15.8	27.3%	34	8	2	17.0	25.0%	15	0	1	15.0	0.0%	9	3	1	9.0	33.3%	4	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%														
Dec 17	56	5	5	11.2	20.0%	29	4	3	9.7	25.0%	14	1	1	14.0	0.0%	8	0	1	8.0	0.0%	4	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%														
Jan 18	52	10	8	6.5	20.0%	29	8	4	7.3	12.5%	11	2	4	2.8	50.0%	7	0	0	Max*	0.0%	4	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%														
Feb 18	53	14	3	17.7	14.3%	30	10	2	15.0	10.0%	10	3	1	10.0	33.3%	8	1	0	Max*	0.0%	4	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%														
Mar 18	65	26	6	10.8	26.9%	41	19	5	8.2	31.6%	10	2	0	Max*	0.0%	10	4	1	10.0	25.0%	3	0	0	Max*	0.0%	1	1	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%														
Apr 18	77	30	12	6.4	23.3%	52	25	11	4.7	28.0%	12	3	0	Max*	0.0%	10	1	1	10.0	0.0%	2	1	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%														
May 18	71	20	11	6.5	35.0%	50	14	9	5.6	42.9%	10	5	2	5.0	20.0%	8	1	0	Max*	0.0%	2	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%														
Jun 18	74	22	9	8.2	18.2%	48	13	7	6.9	23.1%	13	7	2	6.5	14.3%	9	1	0	Max*	0.0%	3	1	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%														
Jul 18	79	19	8	9.9	31.6%	51	12	5	10.2	25.0%	15	6	3	5.0	50.0%	9	1	0	Max*	0.0%	3	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%														
Aug 18	77	26	14	5.5	34.6%	52	21	8	6.5	33.3%	14	4	4	3.5	25.0%	7	0	1	7.0	0.0%	3	0	0	Max*	0.0%	1	1	1	1.0	100.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%														
Sep 18	69	13	11	6.3	7.7%	44	8	7	6.3	12.5%	12	2	4	3.0	0.0%	8	2	0	Max*	0.0%	4	1	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%	1	0	0	Max*	0.0%														
Oct 18	72	14	5	14.4	14.3%	47	10	5	9.4	20.0%	14	4	0	Max*	0.0%	7	0	0	Max*	0.0%	3																																						

## New Resale Listings Chart - Portland\_Westside



### Report Filters

Geography Type  
By MLSArea

Geography Selection  
Portland\_Westside

Property Type  
Resale

**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

#### Price Range: All Prices Combined

December-2019

Internal Use Only

### Portland Westside

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/Cancelled/180+
2017	January	62.82%	11.70%	4.81%	1.76%	1.76%	1.12%	16.03%
	February	68.76%	7.81%	3.98%	2.45%	1.07%	0.15%	15.77%
	March	71.04%	9.43%	3.21%	1.04%	0.85%	0.47%	13.96%
	April	69.40%	6.59%	3.88%	1.62%	1.08%	0.36%	17.06%
	May	65.73%	7.18%	4.76%	2.26%	0.32%	0.81%	18.95%
	June	57.15%	10.48%	5.20%	2.89%	0.87%	1.01%	22.40%
	July	53.63%	11.75%	5.36%	2.37%	1.89%	0.71%	24.29%
	August	49.58%	13.84%	7.05%	2.46%	1.53%	1.19%	24.36%
	September	49.86%	13.13%	5.48%	2.74%	2.27%	0.76%	25.78%
	October	52.00%	11.53%	6.35%	3.41%	0.82%	0.35%	25.53%
	November	52.99%	13.36%	6.60%	2.36%	1.10%	1.42%	22.17%
	December	55.83%	17.22%	5.83%	2.50%	1.11%		17.50%
2018	January	67.83%	10.35%	3.92%	1.26%	0.56%	0.42%	15.66%
	February	67.98%	8.01%	3.79%	1.69%	0.42%	0.56%	17.56%
	March	71.21%	7.62%	3.31%	1.60%	1.20%	0.60%	14.44%
	April	65.87%	8.91%	4.94%	1.76%	1.41%	0.35%	16.75%
	May	60.93%	9.73%	4.44%	2.26%	1.25%	0.54%	20.86%
	June	54.33%	11.07%	4.75%	2.34%	1.33%	0.70%	25.49%
	July	49.88%	11.05%	4.96%	3.01%	2.03%	1.30%	27.78%
	August	47.13%	12.97%	6.07%	2.58%	1.50%	1.41%	28.35%
	September	42.24%	13.19%	6.10%	4.32%	2.77%	1.77%	29.60%
	October	43.87%	13.56%	6.25%	5.54%	1.18%	1.89%	27.71%
	November	42.88%	13.90%	7.97%	3.39%	1.19%	1.53%	29.15%
	December	44.17%	16.11%	6.94%	4.72%	1.11%	2.22%	24.72%
2019	January	49.88%	16.03%	6.46%	3.83%	1.79%	0.96%	21.05%
	February	58.12%	10.43%	6.52%	3.19%	1.74%	1.59%	18.41%
	March	59.74%	9.94%	4.46%	3.25%	1.42%	1.12%	20.08%
	April	60.94%	11.99%	3.86%	3.10%	1.42%	0.25%	18.44%
	May	56.22%	11.46%	4.63%	3.11%	1.73%	0.83%	22.03%
	June	48.39%	13.63%	6.19%	4.62%	1.49%	0.94%	24.75%
	July	48.34%	11.32%	7.32%	3.57%	1.96%		1.62%
	August	46.45%	12.71%	7.80%	4.56%	1.84%		
	September	47.03%	11.89%	6.69%	4.25%			
	October	47.94%	12.49%	7.69%				
	November	49.02%	13.89%					
	December	52.85%						

Source: Regional MLS

John L Scott Real Estate

## Percent of New Listings Pended by Month (Resale Only)

### Sales Activity Intensity

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

December-2019

Internal Use Only

### Portland Westside

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/Cancelled/180+
2017	January	67.62%	7.62%	5.71%	1.90%		1.90%	15.24%
	February	72.73%	9.09%	3.31%	2.48%	0.83%	0.83%	10.74%
	March	73.39%	7.26%	3.23%	1.61%	1.61%		12.90%
	April	76.64%	7.30%	2.92%	2.19%	1.46%	0.73%	8.76%
	May	85.71%	5.26%	3.76%				5.26%
	June	67.59%	6.48%	2.78%	5.56%		0.93%	16.67%
	July	57.55%	12.23%	5.04%	2.88%	2.88%	0.72%	18.71%
	August	64.84%	14.84%	3.13%	0.78%	0.78%	1.56%	14.06%
	September	67.12%	15.07%	4.11%	4.11%	1.37%	1.37%	6.85%
	October	68.00%	6.00%	8.00%	2.00%			16.00%
	November	60.49%	11.11%	8.64%	2.47%		2.47%	14.81%
	December	53.57%	19.64%	7.14%		1.79%		17.86%
2018	January	66.67%	8.60%	8.60%	2.15%		1.08%	12.90%
	February	57.50%	12.50%	8.75%	1.25%			20.00%
	March	63.74%	12.09%	3.30%	2.20%	3.30%		15.38%
	April	67.86%	8.33%	3.57%	2.38%	4.76%		13.10%
	May	59.78%	11.96%	5.43%	1.09%	3.26%	1.09%	17.39%
	June	47.71%	11.01%	6.42%	0.92%	1.83%	0.92%	31.19%
	July	58.42%	14.85%	5.94%	1.98%	0.99%	1.98%	15.84%
	August	46.23%	9.43%	2.83%	5.66%	0.94%		34.91%
	September	37.37%	20.20%	5.05%	7.07%	1.01%	3.03%	26.26%
	October	45.88%	17.65%	3.53%	5.88%		1.18%	25.88%
	November	35.29%	17.65%	16.18%	2.94%	1.47%	4.41%	22.06%
	December	51.06%	23.40%	4.26%	6.38%	2.13%	4.26%	8.51%
2019	January	48.81%	22.62%	3.57%	2.38%			22.62%
	February	60.34%	15.52%	5.17%	3.45%			15.52%
	March	60.24%	7.23%	3.61%	1.20%			27.71%
	April	76.00%	8.00%	2.67%	2.67%			10.67%
	May	52.50%	18.75%	5.00%	5.00%	1.25%		17.50%
	June	59.74%	11.69%	5.19%	3.90%		1.30%	18.18%
	July	47.89%	12.68%	5.63%	8.45%	1.41%	1.41%	
	August	44.19%	12.79%	8.14%	6.98%			
	September	52.94%	5.88%	7.84%	3.92%			
	October	43.28%	10.45%	11.94%				
	November	39.53%	16.28%					
	December	52.63%						

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 Westside

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/Cancelled/180+
2017	January	75.13%	9.52%	2.65%	1.06%	2.65%	0.53%	8.47%
	February	81.41%	6.53%	2.51%	2.01%	0.50%		7.04%
	March	84.78%	7.76%	1.79%	1.19%	0.90%	0.30%	3.28%
	April	85.26%	3.53%	2.56%	0.96%	0.32%	0.64%	6.73%
	May	80.80%	6.02%	4.30%	0.29%		1.15%	7.45%
	June	76.05%	8.68%	3.16%	0.79%	1.05%		10.26%
	July	67.71%	9.11%	4.69%	1.56%	0.26%	0.52%	16.15%
	August	60.12%	13.20%	7.33%	2.35%	0.88%	0.29%	15.84%
	September	56.34%	15.04%	4.72%	2.65%	1.18%	0.88%	19.17%
	October	60.62%	13.51%	6.18%	2.32%	0.77%	0.77%	15.83%
	November	63.87%	15.71%	3.66%	0.52%		1.05%	15.18%
	December	59.81%	15.89%	6.54%	3.74%	0.93%		13.08%
2018	January	81.09%	7.96%	1.99%	0.50%			8.46%
	February	76.47%	8.56%	6.42%	1.07%			7.49%
	March	83.53%	7.45%	1.57%	0.39%	0.39%	0.39%	6.27%
	April	76.17%	7.58%	2.89%	1.81%	1.08%	0.36%	10.11%
	May	67.85%	9.00%	4.50%	2.89%	0.64%	0.32%	14.79%
	June	63.58%	10.49%	3.40%	1.54%	0.93%	0.31%	19.75%
	July	54.60%	12.64%	4.02%	3.74%	1.72%	1.15%	22.13%
	August	54.95%	12.31%	7.81%	2.70%	0.90%	1.50%	19.82%
	September	52.45%	14.22%	2.94%	3.92%	3.43%	1.47%	21.57%
	October	43.64%	16.36%	6.36%	6.82%	1.36%	1.36%	24.09%
	November	47.88%	15.76%	7.27%	3.03%	1.21%	1.82%	23.03%
	December	53.57%	16.96%	6.25%	2.68%	0.89%	1.79%	17.86%
2019	January	59.57%	13.30%	6.91%	3.19%	1.06%	1.06%	14.89%
	February	71.05%	9.21%	5.26%	1.32%	1.97%	1.32%	9.87%
	March	67.70%	11.95%	5.75%	1.77%	1.33%	0.44%	11.06%
	April	64.98%	11.39%	2.53%	3.80%	1.27%	0.42%	15.61%
	May	66.98%	10.06%	2.52%	3.14%	1.26%	0.94%	15.09%
	June	57.89%	15.09%	5.26%	4.21%	0.70%	0.70%	16.14%
	July	60.26%	14.10%	4.70%	2.56%	1.28%	0.85%	
	August	49.43%	12.55%	11.41%	3.80%	1.90%		
	September	50.94%	12.74%	8.02%	5.66%			
	October	49.27%	15.61%	6.34%				
	November	57.35%	19.12%					
	December	52.44%						

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 Westside

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/Cancelled/180+
2017	January	65.66%	12.63%	5.56%	3.03%	2.02%	0.51%	10.61%
	February	69.55%	7.73%	4.09%	1.82%	1.82%		15.00%
	March	69.51%	9.30%	3.88%	1.03%	0.78%	0.52%	14.99%
	April	69.55%	7.67%	3.47%	1.49%	1.49%		16.34%
	May	63.27%	8.16%	4.76%	2.95%	0.23%	0.68%	19.95%
	June	55.05%	13.18%	7.04%	3.25%	0.18%	1.62%	19.68%
	July	53.71%	14.19%	7.42%	2.62%	1.53%	0.44%	20.09%
	August	49.15%	15.32%	8.09%	2.55%	1.28%	1.70%	21.91%
	September	55.11%	12.47%	4.99%	2.24%	2.24%	0.25%	22.69%
	October	53.97%	13.97%	4.76%	3.17%	0.63%	0.32%	23.17%
	November	52.16%	15.09%	8.19%	2.59%	1.29%	0.43%	20.26%
	December	59.85%	18.25%	3.65%	2.19%			16.06%
2018	January	71.26%	10.73%	3.83%	0.77%	0.38%	0.38%	12.64%
	February	75.85%	5.66%	1.51%	1.89%	0.38%	0.38%	14.34%
	March	79.89%	6.17%	2.95%	1.61%	0.54%	0.27%	8.58%
	April	70.45%	10.06%	5.78%	0.64%	1.07%		11.99%
	May	69.44%	9.67%	3.29%	1.35%	0.97%	0.19%	15.09%
	June	61.34%	11.44%	4.54%	2.56%	0.79%	0.79%	18.54%
	July	54.58%	11.25%	6.25%	2.50%	1.46%	1.25%	22.71%
	August	48.49%	15.52%	5.82%	1.94%	1.72%	1.29%	25.22%
	September	45.45%	13.92%	7.10%	3.69%	2.56%	1.14%	26.14%
	October	53.43%	11.34%	7.16%	3.58%	1.19%	2.09%	21.19%
	November	50.22%	13.66%	6.61%	2.64%	0.88%	0.44%	25.55%
	December	42.64%	16.28%	7.75%	6.20%	1.55%	3.10%	22.48%
2019	January	56.05%	17.52%	5.73%	3.18%	1.27%	0.64%	15.61%
	February	64.73%	8.22%	5.48%	3.42%	1.37%	1.37%	15.41%
	March	64.89%	10.43%	3.31%	3.56%	1.27%	1.02%	15.52%
	April	65.04%	14.26%	4.10%	2.15%	0.98%	0.20%	13.28%
	May	59.04%	11.60%	4.44%	2.90%	1.71%	1.02%	19.28%
	June	50.26%	12.96%	6.30%	4.38%	1.58%	1.05%	23.47%
	July	50.50%	10.89%	9.11%	2.57%	2.77%	1.58%	
	August	47.45%	14.26%	7.13%	5.09%	2.24%		
	September	48.59%	12.28%	6.91%	4.35%			
	October	51.98%	12.66%	8.71%				
	November	54.90%	13.33%					
	December	62.73%						

Source: Regional MLS

John L Scott Real Estate

## Percent of New Listings Pended by Month (Resale Only)

### Sales Activity Intensity

December-2019

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

Internal Use Only

### Portland Westside

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/Cancelled/180+
2017	January	36.54%	17.31%	6.73%	0.96%	1.92%	1.92%	34.62%
	February	44.44%	8.64%	6.17%	4.94%	1.23%		34.57%
	March	52.76%	12.88%	3.68%	0.61%	0.61%	1.23%	28.22%
	April	52.31%	9.74%	6.67%	1.54%	1.03%		28.72%
	May	47.41%	8.37%	5.58%	3.98%	1.20%	0.80%	32.67%
	June	39.54%	10.27%	4.56%	4.56%	2.28%	1.52%	37.26%
	July	34.42%	12.56%	3.72%	2.33%	4.65%	0.93%	41.40%
	August	30.30%	12.12%	7.07%	3.03%	4.04%	0.51%	42.93%
	September	29.15%	11.56%	9.05%	3.02%	4.02%	1.01%	42.21%
	October	32.35%	8.82%	9.56%	7.35%	1.47%		40.44%
	November	38.78%	9.18%	9.18%	6.12%	3.06%	1.02%	32.65%
	December	46.94%	14.29%	10.20%	4.08%	4.08%		20.41%
2018	January	52.85%	14.63%	4.07%	3.25%	1.63%	0.81%	22.76%
	February	56.74%	10.64%	2.84%	2.84%	1.42%	0.71%	24.82%
	March	57.84%	7.84%	5.88%	2.94%	2.45%	0.98%	22.06%
	April	53.30%	9.25%	6.17%	3.08%	0.88%	0.88%	26.43%
	May	46.59%	10.04%	6.81%	2.51%	1.79%	1.08%	31.18%
	June	40.23%	11.49%	6.51%	3.07%	2.68%	1.15%	34.87%
	July	34.50%	8.30%	3.93%	3.93%	4.37%	1.31%	43.67%
	August	38.53%	11.69%	5.63%	3.03%	1.73%	2.16%	37.23%
	September	35.14%	9.73%	8.11%	5.41%	3.24%	1.62%	36.76%
	October	31.33%	13.86%	5.42%	6.02%	0.60%	2.41%	40.36%
	November	29.52%	9.52%	6.67%	5.71%	0.95%	1.90%	45.71%
	December	30.19%	11.32%	9.43%	3.77%			45.28%
2019	January	38.54%	14.58%	8.85%	4.69%	3.13%	1.56%	28.65%
	February	38.78%	12.93%	10.88%	4.08%	3.40%	2.72%	27.21%
	March	53.78%	8.44%	5.33%	3.56%	2.22%	1.78%	24.89%
	April	53.96%	11.15%	5.40%	3.96%	2.16%	0.36%	23.02%
	May	49.57%	10.60%	6.02%	2.87%	2.01%	0.86%	28.08%
	June	38.81%	15.30%	8.58%	5.60%	2.24%	0.75%	28.73%
	July	40.57%	10.68%	6.41%	5.34%	1.07%	2.49%	
	August	42.92%	10.62%	5.75%	4.42%	1.33%		
	September	45.87%	12.84%	5.05%	2.75%			
	October	45.95%	11.89%	5.95%				
	November	42.97%	13.28%					
	December	41.18%						

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 Westside

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/Cancelled/180+
2017	January	33.33%	11.11%				11.11%	44.44%
	February	30.77%						69.23%
	March	23.53%	11.76%					64.71%
	April	22.22%		5.56%			5.56%	66.67%
	May	20.00%		5.00%	5.00%			70.00%
	June	10.00%	6.67%	3.33%				80.00%
	July	19.23%	3.85%		7.69%	7.69%	3.85%	57.69%
	August	23.08%	7.69%		7.69%		7.69%	53.85%
	September	25.00%	12.50%			6.25%		56.25%
	October			8.33%	8.33%			83.33%
	November	21.43%					14.29%	64.29%
	December	20.00%						80.00%
2018	January	16.67%	16.67%					66.67%
	February	14.29%					7.14%	78.57%
	March	22.22%	11.11%	3.70%				62.96%
	April	25.81%	3.23%		3.23%	3.23%		64.52%
	May	35.00%	5.00%		5.00%			55.00%
	June	25.00%	8.33%	8.33%	4.17%			54.17%
	July	33.33%	14.29%	4.76%				47.62%
	August	34.62%	15.38%	3.85%		3.85%	3.85%	38.46%
	September	7.14%						92.86%
	October	20.00%	13.33%		13.33%			53.33%
	November		28.57%	14.29%				57.14%
	December			14.29%				85.71%
2019	January	12.00%	20.00%	8.00%	4.00%		4.00%	52.00%
	February	18.75%	6.25%		12.50%		6.25%	56.25%
	March		6.25%		6.25%	6.25%		81.25%
	April	38.24%	2.94%		2.94%	2.94%		52.94%
	May	23.33%	10.00%	6.67%	3.33%			56.67%
	June	17.39%	8.70%			4.35%		69.57%
	July	15.00%	10.00%				5.00%	
	August	28.57%		7.14%	7.14%	7.14%		
	September	18.18%	27.27%		9.09%			
	October	12.50%	4.17%	8.33%				
	November	20.00%						
	December							

Source: Regional MLS

John L Scott Real Estate

# 6 Phases to Yearly Housing Cycle

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