

West Portland Housing Update - Resale Only

Key Market Indicators - September 1, 2018

John L. Scott
REAL ESTATE

Entering the Fall Housing Market



J. Lennox Scott
Chairman and CEO

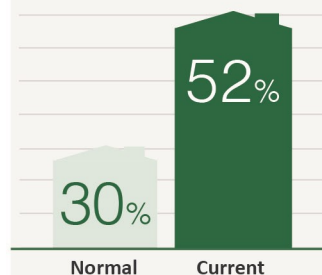
We are experiencing a transitional market from 'frenzy' sales activity to 'surge' sales activity. While the more affordable and mid-price range market is still experiencing 'frenzy' sales activity, the luxury market is experiencing a 'selective' sales activity, slightly down from spring. Year-over-year, we have seen a drop in overall inventory from 1.7 months to 1.5 months. We have the advantage of strong job growth (above 2%) and amazing interest rates (mid-4's) which is helping the market hover around two months of supply of inventory. For buyers, the next two months will be the best for selection and availability until spring 2019.

Price Range	Active Listings on September 1st	August New Listings	August Pending Sales	% Pending 1st 30 days (July List)	Sales Activity Indicator	Months Supply (Unsold)	Unsold Listing Supply
0 - 250K	117	92	68	61.1%	Surge	1.7	Shortage
250K - 350K	245	255	215	59.5%	Surge	1.1	Severe Shortage
350K - 500K	432	431	336	57.0%	Surge	1.3	Severe Shortage
500K - 750K	380	232	128	35.8%	Strong	3.0	Low
750K - 1M	109	40	28	27.8%	Healthy	3.9	Low
1M +	76	24	14	30.0%	Healthy	5.4	Healthy
Total Activity	1359	1074	789	51.8%	Surge	1.7	Shortage

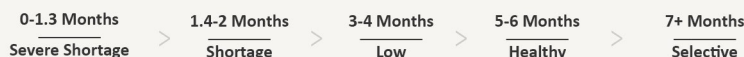
SCALE: PERCENT OF NEW LISTINGS (PENDING) IN THE FIRST 30 DAYS



Average % of New Listings (Pending) in the First 30 Days For August 2018



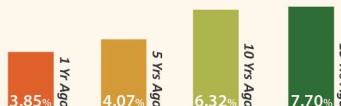
SCALE: MONTHS SUPPLY



AMAZING INTEREST RATES

September 1, 2018
Source: Mortgage News Daily

4.72%



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