

East Portland Housing Update - Resale Only

Key Market Indicators – October Recap

John L. Scott
REAL ESTATE

Housing Market Remains Strong



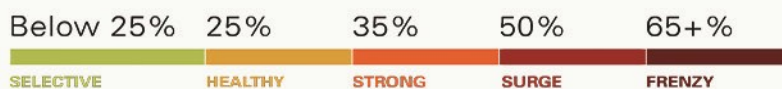
J. Lennox Scott,
Chairman and CEO

In October, the more affordable and mid-price ranges maintained a strong level of sales activity intensity for new listings selling in the first 30 days. Moving forward into the winter months, we normally see slightly higher pending sales activity than the number of new listings, because monthly new listing numbers dip down to approximately 40 to 60 percent compared to summer months. Inventory remains at a shortage level in the more affordable and mid-price ranges. Currently, the high-end and luxury markets are seeing selective buyer activity.

The fundamentals of the housing market remain positive. For those looking to sell, it's okay to buy and sell within same-market timing, but it's still important to be buyer-ready to get the home of your choice. In many cases this winter, people can purchase a home with a home-to-sell contingency, which gives buyers the opportunity to sell their current home.

Price Range	Active Listings on November 1st	October New Listings	October Pending Sales	% Pending 1st 30 days (September List)	Sales Activity Indicator	Months Supply (Unsold)	Unsold Listing Supply
0 - 250K	193	124	99	46.1%	Strong	1.9	Shortage
250K - 350K	636	391	426	49.7%	Strong	1.5	Shortage
350K - 500K	1110	632	520	38.9%	Strong	2.1	Shortage
500K - 750K	778	341	221	32.9%	Healthy	3.5	Low
750K - 1M	398	122	77	21.4%	Selective	5.2	Healthy
1M +	378	96	37	11.0%	Selective	10.2	Selective
Total Activity	3493	1706	1380	37.5%	Strong	2.5	Shortage

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



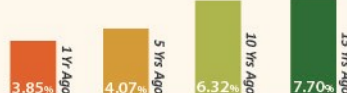
SCALE: MONTHS SUPPLY



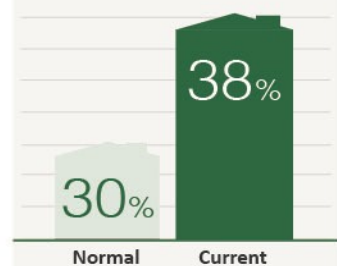
AMAZING INTEREST RATES

November 1, 2018
Source: Mortgage News Daily

4.97%



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



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