

## Local Market Primed for Spring



J. Lennox Scott  
Chairman and CEO

The housing market is back on hot as we head into spring. The area continues to benefit from job growth, improved affordability and fantastic interest rates. As Daylight Savings Time begins in March, the market will continue its surge into spring. Buyers need to be Buyer Ready, Day One™, to ensure they get the home of their choice in the spring market.

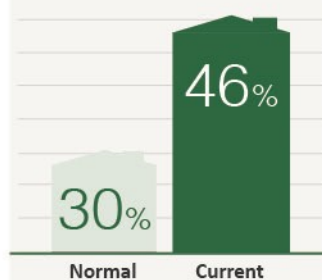
The East Portland market is at surge sales activity intensity and a severe shortage level of inventory up to \$500,000; 72 percent of sales take place in this price range.

Price Range	Active Listings on March 1st	February New Listings	February Pending Sales	% Pending 1st 30 days (January List)	Sales Activity Intensity	Months Supply (Unsold)	Unsold Listing Supply
0 - 250K	153	92	83	52.2%	Surge	1.8	Shortage
250K - 350K	362	261	316	53.6%	Surge	1.1	Severe Shortage
350K - 500K	604	439	449	52.6%	Surge	1.3	Severe Shortage
500K - 750K	574	330	229	42.1%	Strong	2.5	Shortage
750K - 1M	270	94	63	24.8%	Selective	4.3	Low
1M +	278	81	40	16.8%	Selective	7.0	Selective
<b>Total Activity</b>	<b>2241</b>	<b>1297</b>	<b>1180</b>	<b>45.7%</b>	<b>Strong</b>	<b>1.9</b>	<b>Shortage</b>

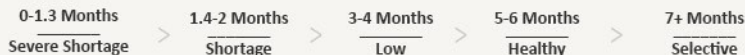
### SCALE: PERCENT OF NEW LISTINGS (PENDING) IN THE FIRST 30 DAYS



### Average % of New Listings (Pending) in the First 30 Days For February 2019



### SCALE: MONTHS SUPPLY

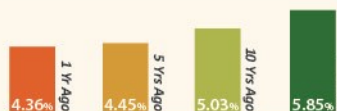


### AMAZING INTEREST RATES

March 1, 2019

Source: Mortgage News Daily

4.57%



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