



Vincent Properties, Inc.
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Real Estate News

Offering FREE information about the PORTLAND METRO AREA Market

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For all your real estate needs: www.BradVincent.com

December Residential Highlights*

Sales activity in the Portland metro area continued to show improvement in closed and pending sales when comparing this December to the same month a year ago.

Closed sales experienced a 10.3% increase, while pending sales saw growth of 19.3%. However, there were 11.7% less newly listed residential properties.

Month-to-month, closed sales rose 6% (1,521 v. 1,612) when compared to November 2011, pending sales fell 14.4% (1,685 v. 1,443) and new listings dropped 16.1% (2,026 v. 1700).

At the month's rate of sales, it would take approximately 5.3 months to sell the 8,612 active residential listings. Due to the drop of active listings in December, along with the rise in closed sales, low inventory resulted.

Portland Metro Residential Highlights		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time
2011	December	1,700	1,443	1,612	260,800	216,600	142
	Year-to-date	34,084	20,670	19,682	263,300	221,000	143
2010	December	1,925	1,210	1,462	278,000	230,000	145
	Year-to-date	45,691	19,498	18,926	282,100	239,900	132
Change	December	-11.7%	19.3%	10.3%	-6.2%	-5.8%	-2.6%
	Year-to-date	-25.4%	6.0%	4.0%	-6.7%	-7.9%	8.2%

Market Statistics by Area*

Market statistics by area are available on page 3 and includes sales activity, average prices, market time, appreciation, year-to-date comparisons, and much more!



Median Sales Price Map*

A map of the Portland metropolitan area can be found on page 4 illustrating the median sales price of several submarkets.



January 2011

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Interest Rates As Of 12/13/11**

30-year fixed	3.500%
15-yr fixed	3.125%
3/1 ARM	2.500%
5/1 ARM	2.625%
7/1 ARM	3.375%

**Rates subject to change



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Home of Vincent Properties, Inc.



* Information from *Market Action*, a monthly review of RMLS™ area real estate statistics and trends compiled by RMLS™. Reprinted with permission.



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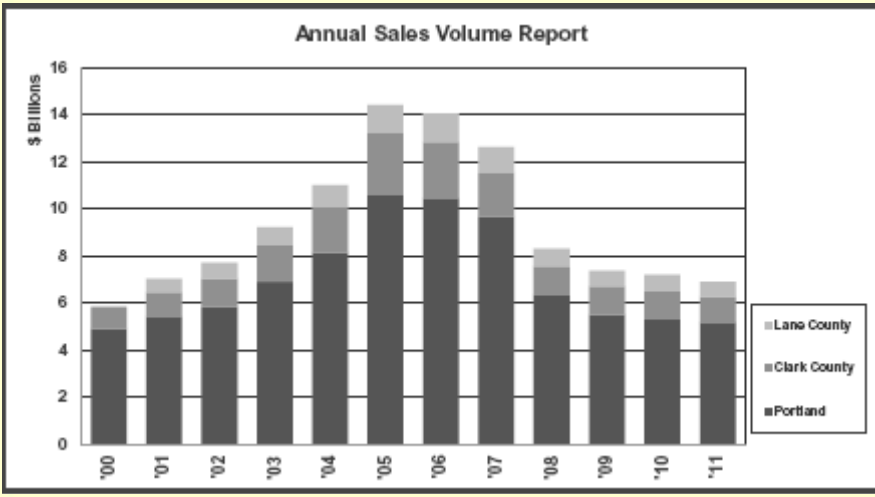
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2011 In Summary

Comparing activity from 2010 with that of 2011, closed sales rose 4% and pending sales rose 6%. New listings fell 25.4%. Total sales volume for 2011 was about \$5.2 billion, down from \$5.3 billion in 2010, and \$5.5 billion in 2009. See the 'Annual Sales Volume' graph below.



PCC Real Estate Courses

Brad has been teaching real estate courses at Portland Community College (PCC) since 1986.

[PCC's real estate program brochure](#)

Our Philosophy: QUALITY is More Important Than Volume:

Many real estate companies emphasize the volume of business they do. At Vincent Properties we are more concerned about the QUALITY of service we provide. We would rather give outstanding service to a small number of clients than ordinary service to a large number of clients. Customer satisfaction is our #1 goal. Click here to [Meet Our Agents!](#)



Looking for Properties for Sale?

We provide you with complete access to all of the [listings actively for sale](#) and participating in the Regional Multiple Listing Service's web search system.

The vast majority of all the area's listings can be found here! If you have questions about these or other properties for sale, just let us know at [BradVincen@yahoo.com!](mailto:BradVincen@yahoo.com)

Free Reports Ready to Email Directly to You!

- 10 Important Tips to Successful Real Estate Investing
- 5 Secrets to Buying the Best House for Your Money
- A Few Points About Interest Rates
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- How to Make Money in Real Estate Investing
- Moving Tips
- Seven Selling Mistakes You Don't Want to Make

Request all of the reports you want [here](#).

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AREA REPORT • 12/2011

Portland Metropolitan Area, Oregon

		RESIDENTIAL														COMMERCIAL		LAND		MULTIFAMILY		
		Current Month							Year-To-Date							Year-To-Date		Year-To-Date		Year-To-Date		
		Active Listings	New Listings	Expired/Cancelled Listings	Pending Sales 2011	Pending Sales 2011 v. 2010 ¹	Closed Sales	Average Sale Price	Total Market Time ³	New Listings	Pending Sales 2011	Pending Sales 2011 v. 2010	Closed Sales	Average Sale Price	Median Sale Price	Avg. Sale Price % Change ²	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price
141	N Portland	303	74	70	56	0.0%	66	228,000	90	1,451	851	1.9%	833	222,200	212,000	-3.6%	6	322,800	25	88,100	18	272,100
142	NE Portland	594	142	149	141	10.2%	162	254,500	139	3,210	2,059	2.8%	1,979	266,900	229,000	-5.8%	22	340,800	29	155,100	79	389,600
143	SE Portland	807	234	210	189	13.9%	199	205,900	112	4,132	2,605	3.0%	2,457	214,700	181,500	-9.7%	35	331,500	41	142,800	105	357,900
144	Gresham/ Troutdale	574	108	114	99	12.5%	91	187,700	147	2,189	1,350	2.9%	1,301	195,700	178,000	-8.4%	8	371,300	62	101,900	29	193,300
145	Milwaukie/ Clackamas	774	169	203	127	19.8%	131	240,900	141	2,823	1,597	9.1%	1,499	240,000	220,000	-7.8%	5	396,300	89	209,400	24	376,600
146	Oregon City/ Canby	543	99	101	75	38.9%	85	239,400	156	1,813	1,073	14.9%	1,006	233,400	211,100	-8.0%	2	65,000	51	152,400	13	177,900
147	Lake Oswego/ West Linn	601	103	128	84	27.3%	104	456,200	166	2,156	1,166	9.4%	1,111	428,500	370,000	-1.4%	5	637,600	25	284,000	2	555,200
148	W Portland	929	132	216	141	22.6%	190	371,100	165	3,870	2,348	6.2%	2,284	384,800	324,200	-6.2%	15	364,800	60	176,700	25	476,700
149	NW Wash Co.	376	63	58	62	1.6%	66	381,100	115	1,569	1,002	-0.8%	980	358,100	325,000	-1.7%	2	430,800	36	210,500	8	318,700
150	Beaverton/ Aloha	616	142	152	138	20.0%	157	212,500	116	2,868	1,933	8.3%	1,827	213,000	195,000	-9.7%	6	311,800	19	203,600	21	358,300
151	Tigard/ Wilsonville	727	124	163	112	33.3%	130	259,000	164	2,922	1,772	12.4%	1,652	278,000	254,000	-8.7%	7	295,200	45	267,000	21	195,100
152	Hillsboro/ Forest Grove	618	134	87	113	46.8%	110	201,200	149	2,208	1,437	6.1%	1,338	206,300	189,500	-9.2%	13	198,700	29	328,200	37	227,800
153	Mt. Hood	118	19	27	10	25.0%	11	228,700	181	283	110	6.8%	105	193,700	168,000	-7.2%	-	-	7	112,100	1	280,000
155	Columbia Co.	353	55	53	34	0.0%	42	152,200	150	901	500	6.6%	486	159,400	145,500	-11.9%	5	147,100	34	145,100	5	153,900
156	Yamhill Co.	679	102	109	62	19.2%	68	190,300	180	1,689	867	2.1%	824	198,800	173,100	-10.1%	6	633,400	93	129,800	16	212,400

Note: Data for the North Coastal Counties is now reported in the monthly "North Coastal Counties" Market Action Report.

Note: Data for Polk and Marion Counties is now reported in the monthly "Polk & Marion Counties" Market Action Report.

¹ Percent change in number of pending sales this year compared to last year. The Current Month section compares December 2011 with December 2010. The Year-To-Date section compares year-to-date statistics from December 2011 with year-to-date statistics from December 2010.

² % Change is based on a comparison of the rolling average sale price for the last 12 months (1/1/11-12/31/11) with 12 months before (1/1/10-12/31/10).

³ Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.

MEDIAN SALE PRICE December 2011

**SW
WASHINGTON**

**PORTLAND
METRO**

