REAL ESTATS®
Residential Real Estate Reports in select counties of Oregon and Washington • Since 1991

YAMHILL County, OR
August 2003
Executive Summary

Top Eight Builders by Dollar Volume Recorded

Rank $	Seller	Units	Total Volume	High Price	Low Price	Average Price	% Mkt $'s
1	Premier Home Builders Inc	41	$6,678,762	$358,271	$124,900	$162,897	14.2%
2	Heritage Homes of Molalla OR	27	$4,160,136	$205,878	$118,587	$154,079	8.8%
3	Schoenborn Construction Inc	12	$2,788,816	$270,659	$168,000	$232,401	5.9%
4	Alan Ruden Inc	11	$2,035,282	$218,000	$165,000	$185,026	4.3%
5	Windsor Smith Construction LLC	16	$2,022,043	$143,000	$114,000	$126,378	4.3%
6	Lindell Stephen	9	$1,576,300	$359,500	$144,900	$175,144	3.3%
7	Black Diamond Homes Inc	6	$1,502,182	$278,000	$221,757	$250,364	3.2%
8	Wand-Nelson Contractors Inc	5	$1,378,639	$288,639	$249,500	$275,728	2.9%
	TOTAL	127	$22,142,160	$359,500	$114,000	$174,348	47%

Top Eight Subdivisions by Dollar Volume Recorded

Rank $	Subdivision	Units	Total Volume	High Price	Low Price	Average Price	% Mkt $'s
1	Lafayette Plantation	42	$5,976,301	$181,765	$114,000	$142,293	12.7%
2	Hillsdale	35	$5,577,702	$180,300	$139,900	$159,363	11.8%
3	Arrowhead Park	21	$4,064,069	$230,505	$159,900	$193,527	8.6%
4	Creekside Mdws at Cozine Woods	23	$3,282,617	$167,444	$124,900	$142,722	7.0%
5	Whistlers Ridge	12	$2,772,115	$270,659	$134,590	$231,010	5.9%
6	Fast Add	11	$1,979,284	$199,675	$165,464	$179,935	4.2%
7	Cottages at Oak Knoll	11	$1,636,705	$153,095	$139,500	$148,791	3.5%
8	Oak Ridge	8	$1,402,698	$235,254	$145,765	$175,337	3.0%
	TOTAL	163	$26,691,491	$270,659	$114,000	$163,751	57%

Single issue price: $30
12 issues: $297

PO Box 74
Battle Ground, WA 98604-0074
pub@real-estats.com

REAL ESTATS®
Residential Real Estate Reports in
select counties of Oregon and Washington • Since 1991

YAMHILL County, OR
August 2003
Executive Summary

2003

When August residential sales are compared with July, the results show no change in dollars with 4% decrease in the number of transactions. The average price is up 4%.

The change from last August shows sales volume up 11% on a 12% increase in recorded sales. The average price is unchanged.

For the year, overall residential sales are up 18% in dollar volume with 14% more transactions. The average price of a place to live has increased 3%.

For existing homes, sales are ahead by 13% in dollars and by 11% in units. The average price increased 2%.

New home sales are up 13% in units sold over last year at this time with a 10% increase in the average price.

Subdivision lots are selling about the sam[illegible] last year with the average price up 7% to $53,290. D R Horton has spent almost $2 million on Oakridge Estates' lots.

OUTLOOK

Inventory is less than five months fo[illegible] houses and less than four mon[illegible]s for new [illegible] family homes.

Foreclosures are no[illegible]ble [illegible]he county has very littl[illegible]his [illegible]vity.

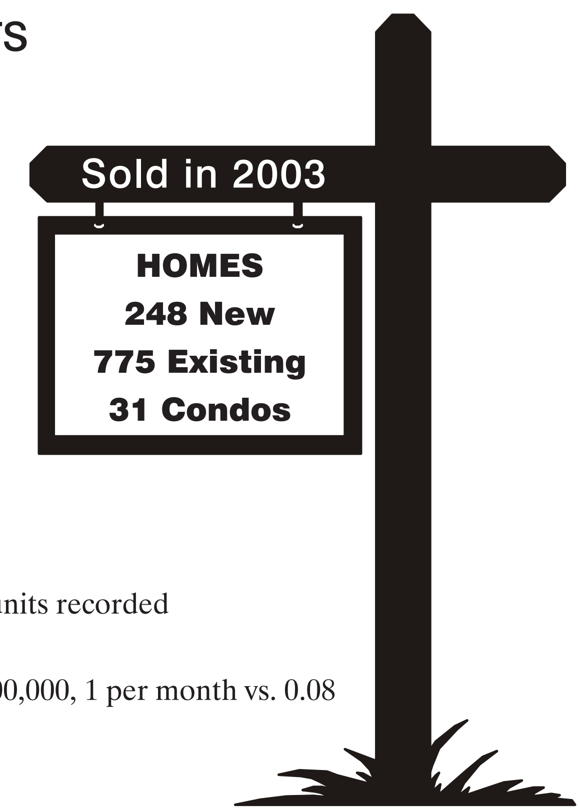
Is the econo[illegible]y i[illegible]g? Is unemployment going down? W[illegible]rec[illegible] mixed messages regarding every[illegible] Alte[illegible]atively, the Federal deficit [illegible]g. This is not favorable for the ho[illegible]ket. Higher interest rates for [illegible]ges a[illegible] our future as the government [illegible]al markets. It is time to be cautious al[illegible] remainder of the year will be strong.

[illegible]onard A. Magazine, Publisher

HIGHLIGHTS

Year 2003 (vs. year-t[illegible]ate 200[illegible])

- Residential [illegible]ume[illegible] up 18% to $199 million
- Resid[illegible]tra[illegible]: up 14% with 1,131
- M[illegible]e h[illegible]ale[illegible]on land: up 16% to $7 million
- [illegible]lex[illegible]5 u[illegible]s) sales: up 20% to $6 million
- L[illegible]d sa[illegible] increased 27% to $34 million
- [illegible]ommercial volume: up 133% to $52 million
- [illegible]erage residence: $176,285, up 3%



New Single Family Homes (vs. year-to-date 2002)

- Average sale price: $177,366, up 10%
- Median sale price: $164,220, up 7%
- New homes represent 24% of volume and 24% of units recorded
- 248 sold vs. 219 last year, up 13%; volume: up 25%
- Range with best increase, up 1100%: $300,001 - $400,000, 1 per month vs. 0.08
- Best range: $160,001 - $170,000, with 4.1 monthly

pub@real-estats.com • 360.693.6525

HIGHLIGHTS (continued)

Existing Homes (vs. year-to-date 2002)

- Units sold: up 11%; volume: up 13%
- 775 units sold this year vs. 697
- Average price up 2% to $179,229
- Half homes (median) sold for less than $156,0000, up 7%
- Average $/SF for homes sold at $124.88 (all sales), unchanged
- Range with best increase: $200,001 - $210,000, up 75%, from 1.5 t[illegible] mo[illegible]ly
- Best absorption rate: 9.9 per month: $140,001 - $150,000

Condominiums (vs. year-to-date 2002)

- Volume: up 847% to $3.3 million
- Transactions: up 933%, 31 sold vs. 3
- The average price: $107,805, off 8%
- Average $/SF $106.26, off 29% from l[illegible]ar
- The best range $52,000 - $80,000 wi[illegible].9 [illegible]no[illegible]
- 32 units sold to commercial buyer, E[illegible]Spa[illegible]c for $1.47 million

Subdivisions (vs. 2002)

- The average lot sold [illegible]52[illegible]0 up 7%
- Half (median) l[illegible]old [illegible]no[illegible]an $44,233, off 2%
- Best range: [illegible]001[illegible]$50,0[illegible]with absorption of 10.5 per month
- 26.9 lot[illegible]ld p[illegible]ont[illegible]nchanged from last year's 27
- Av[illegible]e l[illegible]repr[illegible]s 30.0% of the average new home; 26.9% median to median

Acrea[illegible] S[illegible]s (v[illegible]ear-to-date 2002)

- 1[illegible] ex[illegible]g homes sold, 19% of sales, average price: $284,149, up 4%
- [illegible]edian price (half sold for more): $254,500, up 11%; average lot size: 11.2 acres, off 20%
- [illegible]e $/SF for existing homes: $168, up 2%
- 14 new sales on acreage represented 6% of new sales
- Average price for new homes: $236,944, up 5%
- Median new house price $189,750, up 6%; average lot 9.5 acres, off 11%

Projections

- Housing sold very well this year. We expect more of the same to year-end with seasonal slowing.
- Mortgage rates will increase for many reasons.
- The tight, expensive housing market in Washington County continues to help.

REAL ESTATS®

Residential Real Estate Reports in select counties of Oregon and Washington • Since 1991

YAMHILL County, OR
August 2003
Executive Summary

Four Years-to-date Compared

County Records	Jan-Aug 2000	Jan-Aug 2001	Ch '01 vs '00	Jan-Aug 2002	Ch '02 vs '01	Jan-Aug 2003	Ch '03 vs '02
EXISTING RESIDENCES	$91,863,109	$116,102,190	26.4%	$122,822,420	5.8%	$138,902,738	13.1%
# IN COUNTY	559	655	17.2%	697	6.4%	775	11.2%
LARGEST	$700,000	$1,224,000	74.9%	$1,094,500	-10.6%	$975,000	-10.9%
AVERAGE	$164,335	$177,255	7.9%	$176,216	-0.6%	$179,229	1.7%
MEDIAN	$140,394	$147,538	5.1%	$145,606	-1.3%	$155,000	6.5%
AVERAGE $/SF	$117.42	$125.30	6.7%	$124.68	-0.5%	$124.88	0.2%
NEW CONSTRUCTION	$25,020,863	$31,053,460	24.1%	$35,248,710	14%	$43,986,783	24.8%
# IN COUNTY	158	186	17.7%	219	18%	248	13.2%
LARGEST	$475,000	$460,000	-3.2%	$569,980	23.9%	$450,600	-20.9%
AVERAGE	$158,360	$166,954	5.4%	$160,953	-3.6%	$177,366	10.2%
MEDIAN	$144,293	$151,205	4.8%	$153,956	1.8%	$164,220	6.7%
% OF $ NEW	21.4%	21.1%	-1.4%	22.3%	6%	24.1%	7.9%
% OF UNITS NEW	22.0%	22.1%	0.4%	23.9%	8%	24.2%	1.4%
MOBILES on Land/Lot	$5,242,630	$6,526,810	24.5%	$6,159,870	-5.6%	$7,153,647	16.1%
# IN COUNTY	40	44	10.0%	44	0.0%	43	-2.3%
CONDOMINIUMS	$642,450	$555,860	-13%	$352,790	-36.5%	$3,341,963	847%
# IN COUNTY	5	4	-20%	3	-25.0%	31	933%
AVERAGE	$128,490	$138,965	8%	$117,597	-15.4%	$107,805	-8.3%
PLEXES	$2,550,565	$6,263,630	146%	$5,044,530	-19.5%	$6,045,799	19.8%
# BUILDINGS	15	32	113%	30	-6.3%	34	13.3%
# UNITS	37	72	95%	76	5.6%	86	13.2%
Average $ per Unit	$68,934	$86,995	26.2%	$66,375	-23.7%	$70,300	5.9%
Total Volume (Residential)	$125,319,617	$160,501,950	28.1%	$169,628,320	5.7%	$199,430,930	17.6%
# IN COUNTY	777	921	18.5%	993	7.8%	1,131	13.9%
Average Residential Unit (Excl Plexes)	$161,114	$173,496	7.7%	$170,907	-1.5%	$176,285	3.1%
LAND	$18,550,797	$20,677,030	11.5%	$27,040,080	30.8%	$34,255,964	27%
# IN COUNTY	197	189	-4.1%	189	0.0%	220	16%
LARGEST	$1,300,000	$2,776,250	113.6%	$1,575,000	-43%	$4,440,000	182%
AVERAGE	$94,166	$109,402	16.2%	$143,069	30.8%	$155,709	8.8%
COMMERCIAL	$24,634,889	$13,984,240	-43.2%	$22,314,000	60%	$52,031,162	133.2%
# IN COUNTY	47	32	-31.9%	52	63%	64	23.1%
Grand Total Volume	$168,505,303	$195,163,220	15.8%	$218,982,400	12.2%	$285,718,056	30.5%
Total # In County	1,021	1,142	11.9%	1,234	8.1%	1,415	14.7%

pub@real-estats.com • 360.693.6525

REAL ESTATS®

Residential Real Estate Reports in
select counties of Oregon and Washington • Since 1991

YAMHILL County, OR
August 2003
Executive Summary

Current Month Compared

County Records	Aug '00	Aug '01	Ch '01 vs. '00	Aug '02	Ch '02 vs. '01	Aug '03	Ch '03 vs. '02
EXISTING RESIDENCES	$15,448,210	$16,848,000	9.1%	$17,347,270	3.0%	$21,661,821	24.9%
# IN COUNTY	91	94	3.3%	92	-2.1%	125	35.9%
LARGEST	$428,000	$925,000	116.1%	$750,000	-18.9%	$547,000	-27.1%
AVERAGE	$169,761	$179,234	5.6%	$188,557	5.2%	$173,295	-8.1%
MEDIAN	$152,000	$148,700	-2.2%	$144,500	-2.8%	$156,000	8.0%
AVERAGE $/SF	$129.27	$128.91	-0.3%	$134.67	4.5%	$112.16	-16.7%
NEW CONSTRUCTION	$4,823,040	$6,214,180	28.8%	$6,950,660	11.9%	$4,385,905	-36.9%
# IN COUNTY	29	36	24.1%	44	22.2%	23	-47.7%
LARGEST	$340,000	$374,900	10.3%	$262,010	-30.1%	$400,000	52.7%
AVERAGE	$166,312	$172,616	3.8%	$157,970	-8.5%	$190,692	20.7%
MEDIAN	$145,750	$145,400	-0.2%	$153,000	5.2%	$168,850	10.4%
% OF $ NEW	23.8%	26.9%	13.3%	28.6%	6.2%	16.8%	-41.1%
% OF UNITS NEW	24.2%	27.7%	14.6%	32.4%	16.8%	15.5%	-52.0%
MOBILES on Land/Lot	$1,020,000	$1,404,170	37.7%	$855,450	-39.1%	$1,755,900	105.3%
# IN COUNTY	6	7	16.7%	7	0.0%	11	57.1%
CONDOMINIUMS	$0	$0	-	$0	-	$770,800	-
# IN COUNTY	0	0	-	0	-	4	-
AVERAGE	[illegible]	-	-	-	-	$192,700	-
PLEXES	$158,000	$1,234,680	681.4%	$616,000	-50.1%	$0	-100.0%
# BUILDINGS	1	8	700.0%	3	-62.5%	0	-100.0%
# UNITS	2	17	750.0%	6	-64.7%	0	-100.0%
Average $ per Unit	$79,000	$72,628	-8.1%	$102,667	41.4%	-	-
Total Volume (Residential)	$21,449,250	$25,701,030	19.8%	$25,769,380	0.3%	$28,574,426	10.9%
# IN COUNTY	127	145	14.2%	146	0.7%	163	11.6%
Average Residential Unit (Excl Plexes)	$168,978	$178,586	5.7%	$175,898	-1.5%	$175,303	-0.3%
LAND	$1,207,750	$1,347,570	11.6%	$3,864,290	186.8%	$3,258,820	-15.7%
# IN COUNTY	21	19	-9.5%	26	36.8%	25	-3.8%
LARGEST	$211,000	$262,800	24.5%	$970,900	269.4%	$900,000	-7.3%
AVERAGE	$57,512	$70,925	23.3%	$148,627	109.6%	$130,353	-12.3%
COMMERCIAL	$6,060,000	$3,344,900	-44.8%	$7,774,540	132.4%	$3,311,345	-57.4%
# IN COUNTY	5	5	0.0%	6	20.0%	8	33.3%
Grand Total Volume	$28,717,000	$30,393,500	5.8%	$37,408,210	23.1%	$35,144,591	-6.1%
Total # In County	153	169	10.5%	178	5.3%	196	10.1%