

August Real Estate Events & Education

Here's a quick rundown of upcoming Realtor® events & education for August in Oregon & Southern Washington. If you have an event that is not listed here, please let us know by commenting below. For future events, please send an e-mail to communications (at) rmls (dot) com.

- **August 5:** Realtor Day at NW Natural Street of Dreams – noon to 8 p.m.
- **August 12:** CCAR hosts Get Connected: Expose Yourself to Social Networking
- **August 13:** OAR hosts What's going on with Short Sales (web seminar)
- **August 13:** Oregon CRS – CRS 205: Financing Course in Ashland, Oregon
- **August 19:** CCAR hosts Washington State Housing Finance Commission
- **August 19:** Douglas County Board of Realtors Membership Meeting – Speaker, Gene Bentley, Oregon Real Estate Agency Commissioner
- **August 21:** Southern Oregon Women's Council of Realtors hosts – Qualifying for a FHA/VA Loan

Also, if you're an RMLS™ subscriber, we have lots of **FREE** opportunities for continuing education credit at a location near you, click the link for your area to view the August Training Calendar:

- Coos County
- Eastern Oregon

- Eugene
- Florence
- Gresham
- Portland
- Roseburg
- Salem
- Vancouver

Image courtesy of Ayhan Yildiz

Supra Lockbox Activity – Updated through July 26

Activity continues to slide, slightly

Comparing July 13, 2009 through July 26, 2009 the number of times RMLS™ subscribers opened Supra lockboxes decreased 1.4% in Washington and 1.9% in Oregon.



Click the chart for a larger view (Oregon, top; Washington, bottom)

Archive

View an archive of the Supra lockbox statistical reports on Flickr.

Do Foreclosures Dominate RMLS™ Market Areas?

With all the stories in the media, it seems like everyone is facing foreclosure these days. (Even Michael Jackson's doctor.) So I thought it would be interesting to look at the foreclosure market in our service area to find out what's really going on.

We currently have 30,276 active residential listings in RMLSweb—this includes Oregon and Washington. Of those, 1,172 are marked as Bank Owned. That's approximately 3.9%.

Out of curiosity, I took my research a little further to find out how well Bank Owned properties are selling versus the entire inventory in our markets. So far in July 2009, 2,707 properties in our entire database sold. According to my research, 430 of them were marked Bank Owned.



If we didn't add any more listings of any kind to RMLSweb and the active residential properties kept selling at the same rate they did in July it would take 11.2 months to sell our entire inventory and only 2.7 months to exhaust the inventory of Bank Owned Properties.



Granted, it's only the morning of the last day of July so it's likely that we'll see the numbers of sales go up over the next few days, but this should give you a snapshot of what's going on with Bank Owned properties.

Hot Weather Tips for Real Estate Agents

Here's a few hot weather tips I came up with for real estate agents as we all cope with a potential high of 107 today here in Portland!

- 1. If buyers close on 100+ degree day, offer a window A/C unit as a closing gift (good luck finding one right now, though).*
- 2. Selling agents: if your listing has A/C or is A/C ready – make sure you're showing those houses now! The heat should really make that selling point stick in the buyer's mind (and their shirt stick to their back).*
- 3. Keep a cooler full of water bottles for your clients in your trunk when showing homes.*
- 4. Always offer to purchase a Slurpee for your clients.*
- 5. If you happen to be rolling in a convertible while showing homes – apply sunscreen between 10 a.m. and 3 p.m., or put the top up.*

PS: If you use an ActiveKEY, make sure not to leave it in a hot car for long:

Supra Lockbox Activity – Updated through July 19

Activity down over previous week

Comparing July 6, 2009 through July 19, 2009 the number of

times RMLS™ subscribers opened Supra lockboxes decreased 0.1% in Washington and 3.9% in Oregon.



Click the chart for a larger view (Oregon, left; Washington, right)

Archive

View an archive of the Supra lockbox statistical reports on Flickr.

June 2009 RMLS Market Action Shows Positive Activity in Several Areas in Oregon & Southern Washington

The latest issue of the RMLS™ Market Action for June 2009 shows increases in accepted offers, closed sales and a decrease in inventory in several regions.

Accepted Offers

The five county Portland Metro Area saw a month-over-month increase in pending sales (8.4% comparing June 2009 with June 2008) for the first time since December 2006. Pending sales also increased for the third month in a row in Clark County, Washington. The following regions also saw an increase in pending listings in June 2009: Coos, Curry, Douglas, Lane, Mid-Columbia and Union.

Closed Sales

Closed sales in Clark County increased 14.8% comparing June

2009 with June 2008. This is the first increase since September 2008.



The following regions also experienced increases in closed sales: Columbia Basin, Curry, Douglas and Mid-Columbia.

Inventory

Inventory in all three of our largest service areas (Portland Metro, Clark County and Lane County) dipped to the lowest it's been since August 2007. In addition, the following counties experienced drops in inventory from the previous month: Columbia Basin, Coos, Curry and Douglas.