



A SHIFT, BUT STILL HOT

The housing market is tilting in favor of buyers, but there are still some markets where sellers have advantage.

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A mid stubbornly high mortgage rates and a lack of inventory in some areas, Portland’s residential real estate market has shifted in favor of the buyer in 2025, after years of a “sellers’ market.”

In 51 of Portland’s 77 metro-area ZIP codes during 2025’s first quarter, the average list price was higher than the average sale price as sellers had to make concessions to buyers.

Per data from multinational financial services firm Intercontinental Exchange, the average sale price in the metro area was \$599,291 last quarter, more than \$24,000 or 3.4% below the average list price of \$623,507. Buyers had more time to consider their options, too, as homes sat on the market an average of 103 days.

Nationwide, buyers gained an even bigger advantage. Among more than 4,000 ZIP codes, the average sale price of \$731,460 was 8.1% below the average list price of \$796,136, though homes were on the market an average of only 94 days.

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TOP 5 HOTTEST HOUSING ZIP CODES IN PORTLAND METRO
Based on factors including list and sales price change between Q1 2024 and Q1 2025

	ZIP	City	List price change	Sale price change
1.	98675	Yacolt, Wash.	17%▲	40.5%▲
2.	97034	Lake Oswego	-2.9%▼	28.3%▲
3.	97068	West Linn	11.7%▲	14.7%▲
4.	98663	Vancouver, Wash.	30.8%▲	14.6%▲
5.	97078	Beaverton	9.6%▲	7.3%▲

TOP 5 HOTTEST HOUSING ZIP CODES NATIONWIDE
Based on factors including list and sales price change between Q1 2024 and Q1 2025

	ZIP	City	List price change	Sale price change
1.	84526	Helper, Utah	5.1%▲	230.7%▲
2.	91106	Pasadena, Calif.	63.4%▲	116.9%▲
3.	03576	Colebrook, N.H.	6%▲	99%▲
4.	78945	La Grange, Texas	-7.2%▼	106.9%▲
5.	06831	Greenwich, Conn.	85.7%▲	133.8%▲

Note: The Business Journals’ Hottest Housing Markets rankings were derived from listing and sales data provided by Intercontinental Exchange Inc.



The housing market in Lake Oswego was among the hottest in Oregon by price during Q1, according to rankings by the International Exchange with 57 of 75 listings sold and with an average sale price of \$1.6 million.

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